

Economic Development  
Director

Business Development  
and  
Property Management

- Assist and promote business expansion, relocation, and retention
- Facilitate business attraction and marketing
- Manage business incentive programs
- Commercial Loan Programs
- Real estate activities and services
- Brownfield Grant Administration
- Support Entrepreneurship

Housing and  
Homelessness

- Administer Federal and State Grants including:
- Affordable Housing Programs:
  - Emergency Repair
  - Rehabilitation
  - Down Payment Assistance
  - Affordable housing development
- Grant reporting and compliance
- Homelessness Activities:
  - Strategic Plan Implementation
  - Coordination with Continuum of Care

Successor Agency

- Disposition of assets
- Reporting and use of property tax revenues
- Oversight Board and State Department of Finance reports

Parking and Venues

- Parking Operations
- Parking Enforcement
- Venue Operations and Management
- Marinas and Boat Launch Operations
- Long-term marina leases

# ECONOMIC DEVELOPMENT DEPARTMENT



# ECONOMIC DEVELOPMENT DEPARTMENT

## MISSION STATEMENT

To expand and diversify the City of Stockton's economic base; to provide real property services to City staff and efficient parking facilities downtown, and to facilitate the preservation and production of affordable housing.

### Budget at a Glance:

Total Revenues	\$27,847,734
Expenditures	\$32,448,198
Total Net Cost	\$4,600,464
Total Staff	21

## DEPARTMENT DESCRIPTION

The Economic Development Department is comprised of four divisions: Business Development and Property Management, Housing and Homelessness, Parking and Venues, and Successor Agency.

The Business Development and Property Management Division engages in activities that expand and diversify the City of Stockton's economic base by supporting existing businesses through business retention and expansion efforts, attracting new investments through marketing and outreach, assisting in the creation of quality jobs, and promoting the opportunity for business and development in Stockton to establish an economically sustainable community. The division works directly with businesses and interacts with resource providers to connect local businesses with resources and services provided by the City. The division manages several economic development incentive programs and provides support through the development process with the Economic Review Committee. The Business Development and Property Management Division supports the Miracle Mile, Downtown Stockton Alliance, and the Tourism and Business Improvement District. The division is responsible for overseeing the implementation of the Economic Development Strategic Plan and Food and Agriculture Action Plan. In addition to economic development activities, the division provides property management of City-owned assets, real estate support services to City departments, and administers the Brownfields Environmental Protection Agency Grant. Lastly, the Business Development and Property Management Division continues to manage and provide oversight of the Waterfront Office Towers buildings until the space planning, design, and improvements phases are completed for new City Hall.

The Housing and Homelessness Division is responsible for administering local, Federal and State grant programs. The division uses these funds to preserve and produce affordable housing, fund non-profit organizations that provide supportive services for low-income residents, rehabilitate or construct public facilities, and assist the homeless. The federal funds are also used for economic development activities. The division works with the Community Development Committee that acts as an advisory board to the City Council and assists with the preparation of the Five-Year Consolidated and One-Year Action plans. The division also plays a key role in participating in regional efforts through the Continuum of Care to support efforts to reduce and prevent homelessness.

The Parking and Venues Division manages downtown City parking facilities, entertainment venues, and marina/boat launching facilities. The division administers third-party contracts with operators who are responsible for daily operations at the Downtown Stockton Marina, Stockton Arena, Banner Island Ballpark, Bob Hope Theatre, Oak Park Ice Rink, and parking in the Downtown Stockton area. This division is also responsible for the boat launching facilities located

## ECONOMIC DEVELOPMENT DEPARTMENT

at Louis Park, Buckley Cove, and Morelli Park; in addition to overseeing long-term leases for Ladd's and Riverpoint Marinas, and the Stockton Sailing Club. Parking compliance and enforcement services are also provided by this division.

The Successor Agency Division is responsible for completing the activities of the former Stockton Redevelopment Agency. The Agency financed development activities in four targeted geographic "project areas", adopted between 1961 and 2009. Its activities were financed through incremental property taxes earned on property value appreciation over and above the baseline valuations at the time of project area formation. Through the passage of State Assembly Bills x1 26 and 1484, all California redevelopment agencies were dissolved and replaced with successor agencies effective February 1, 2012. The City of Stockton elected to become the Successor Agency, and an Oversight Board directs and/or approves actions of the Successor Agency.

### DEPARTMENT STRATEGIC WORK PLAN

The Economic Development Department's four divisions work collaboratively to strategically improve the community. The Department is focused on several programs and initiatives that further the City and Council's goals:

#### Business Development and Property Management:

- Develop, through community engagement and professional expertise, a strategic economic development plan.
- Participate as a stakeholder with the county, educational institutions and community groups to further advance workforce development opportunities.
- Implement comprehensive communication strategies to better position Stockton to attract business, enhance the downtown and build a collaborative environment among partners.
- Continue to develop downtown Stockton by completing the Brownfields Grant program, maximizing utilization of City owned property and make significant progress on the new City Hall project.

#### Housing and Homelessness:

- Maximize resources to support affordable housing development.
- The City Council approves an Annual Action Plan allocation of approximately \$8 million in Federal funds for the development of affordable housing projects and implementation of various supportive service programs, emergency housing and shelters, economic development programs and other public services targeting Stockton's most vulnerable residents.
- Implement the Homeless Regional Strategic Plan and work collaboratively to distribute funds based on priorities.
- Create an Affordable Housing Strategic Plan.
- Administer use of additional resources (State and Federal) toward COVID-19 response.

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### Parking and Venues:

- The centralized management of parking assets, marina assets, and entertainment venues continues to improve efficiencies in planning, parking, and coordination of the events, as well as improve business and customer services. In FY 2020-21, the Parking Authority will replace garage equipment and parking enforcement equipment with innovative, parking technology. This new technology will provide real time data regarding the day to day operations, tighter internal controls, improved enforcement efficiency, as well as better support options for downtown businesses.
- In FY 2020-21, there will be additional improvements to the parking facilities, including elevator upgrades, LED solar lighting, Channel Garage painting, and new facility signage to better serve patrons of Downtown Stockton. These implementations will further improve operational efficiency in each of the parking venue operations and will also help to attract new and returning venue attendees, consumers, and business partners to Downtown Stockton and the surrounding areas.
- The venues will have two major projects completed in the FY 2020-21. Banner Island Ballpark will see the installation of a new scoreboard prior to the start of the Stockton Ports season. The Oak Park Ice Rink will be shut down in late spring and through the summer months while the original chiller, which has supported the ice since 1971, is replaced.

### Successor Agency:

- The San Joaquin Countywide Oversight Board, established by California Senate Bill 107 to oversee the four successor agencies within San Joaquin County, approved a Recognized Obligation Payment Schedule in January 2020 to utilize Redevelopment Property Tax Trust Funds (former Tax Increment) to meet the obligations of the former Redevelopment Agency. Funding for debt, administration, and City loan payments were included in the schedule. Twenty percent (20%) of the City loan payments must be used for affordable housing.

## **PRIOR YEAR ACCOMPLISHMENTS**

Some highlights of the Department's accomplishments in FY 2019-20 include:

- Supported new business development and retention efforts by: assisting 68 new or expanding businesses in Stockton, conducting business visits, continuing business walk program, administering multiple façade loans and micro-business loans.
- Administered the Storefront Beautification Micro Grant Program to assist small business owners make minor storefront improvements and provided assistance to four (4) businesses.
- Administered the "Stocked Full of Produce" Grant Program and provided funding for two projects that assisted businesses to make necessary infrastructure improvements to support the sale and storage of fresh produce.
- Completed a Commercial Kitchen Incubator Grant to educate six (6) food industry entrepreneurs with necessary skills, provide incubator space for early-stage businesses with needs to resources, training and mentoring, as well as space for existing small food businesses in Stockton.

## ECONOMIC DEVELOPMENT DEPARTMENT

- Conducted the 5th Stockton Entrepreneurship Program, which provides financial assistance to business service providers, local start-ups, entrepreneurs, and small businesses. Awarded \$80,000 in Entrepreneurship Grant to five (5) business service providers.
- Promoted Stockton in multiple publications.
- Led several negotiations for development of City-owned properties: Historic City Hall, Washington Street Properties, and others.
- Completed a new five-year Consolidated Plan, which provides a framework for use of the federal formula block grant programs by identifying housing and community development priorities.
- Led efforts to create a regional homeless strategic plan.
- The City was awarded a Homeless Housing, Assistance, and Prevention (HHAP) grant in the amount of \$6.46 million to further assist with homelessness activities and to help with the implementation of the homeless strategic plan. The City of Stockton's council approved the allocation of approximately \$1.3 million in HOME funds to four (4) projects specifically targeting chronically homeless persons and/or extremely low-income persons with incomes no greater than 30% AMI.
- During the year, five owner occupied single-family homes were rehabilitated through the City's Owner-Occupied Rehabilitation program. In addition, more than 5,000 homeless people received emergency housing and shelter beds through the City's Emergency Solutions Grant funds program.
- Helped fund the completion of Medici Artist Lofts, an affordable housing development project in the downtown area.
- Executed an Operations Management Agreement with LAZ, Inc. for the Parking operation.
- Added parking payment machines in two of the event lots near the arena to improve efficiency, security, and customer payment options.
- Received a \$180,000 SAVE grant from Department of Boating and Waterways to aid in the removal of abandoned and derelict boats.
- Began Banner Island Ballpark scoreboard replacement project. It is estimated it will be completed by end of FY 2019-20.
- Began Oak Park Ice Chiller Replacement Project.

### KEY CONSIDERATIONS

The Economic Development Strategic Plan was adopted in 2015 as a five-year plan. It provides an outline of strategies and action items to attract new investment, expand employment, improve the quality of life, and support local businesses and entrepreneurs. With the global economy changing due to the onset of the COVID-19 pandemic, a new Strategic Plan will provide framework for the new priorities, action items, and goals while continuing the strategies to help expand employment, attract new investment, support new industries, and foster growth of existing businesses that reflect present and future opportunities for the City's growth and areas of focus. In addition, a detailed analysis on the City's current economic landscape is included with the new Strategic Plan and will be instrumental to the City to have a recovery plan vital to business growth,

## ECONOMIC DEVELOPMENT DEPARTMENT

economic recovery and stability. The General Fund and Community Development Block Grant Program supports the budget for this purpose in FY 2020-21.

Staff will continue to provide management and oversight of the Waterfront Office Towers buildings until all phases of the space planning, design and construction drawings are completed. In addition, there is a need to continue to review and analyze future plans for the Historic City Hall Building and the City-owned parcels on the South Shore waterfront.

The Housing and Homelessness Division, in coordination with the San Joaquin County Continuum of Care (CoC) will begin implementation of the Regional Homeless Strategic Plan, adopted in FY 2019-20. The plan, identifies a set of goals tailored for the City and County, that address homelessness, based on local needs and strategies, as well focus \$6.46 million of funding recently awarded to the City through the Homeless Housing, Assistance, and Prevention (HHAP) grant.

The impact of COVID-19 on the Entertainment Venues will likely be severe, the department will work to mitigate losses while providing, when appropriate, entertainment and events for the community. The venues continue to face challenges from the increase in minimum wages that effect not only event staff but also ancillary services. Active capital projects include the replacement of Banner Island Ball Park scoreboard as well as the chiller system for the Oak Park Ice Arena. Funding for both projects was allocated in FY 2018-19 and work is underway in FY 2019-20.





**Economic Development Department  
FY 2020-21 Annual Budget**

	<u>General Fund 010</u> <i>See Page I-11</i>	<u>HUD/ Housing</u> <i>See Page I-12</i>	<u>Parking and Venues</u> <i>See Page I-30</i>	<u>Economic Development Total</u>
<b>Beginning Available Balance</b>		<b>\$ 12,641,567</b>	<b>\$ 6,760,571</b>	
<b>Revenues</b>				
Grants & Entitlements	-	5,315,105	-	5,315,105
Assessment & User Fees	-	-	7,693,769	7,693,769
Fines & Forfeitures	-	-	812,656	812,656
Other Revenue	139,622	507,075	5,377,399	6,024,096
	<u>139,622</u>	<u>5,822,180</u>	<u>13,883,824</u>	<u>19,845,626</u>
<b>Expenditures</b>				
Employee Services	274,733	-	-	274,733
Other Services	75,034	-	-	75,034
Materials and Supplies	4,000	-	-	4,000
Other Expenses	5,500	239,126	-	244,626
Loan Programs	-	4,280,254	-	4,280,254
Program Expense	-	1,077,582	15,621,456	16,699,038
Operating Expense	-	1,647,686	-	1,647,686
Economic Development	1,093,308	560,000	-	1,653,308
Debt Service	-	1,851,338	1,978,833	3,830,171
Capital Projects	-	-	3,350,000	3,350,000
	<u>1,452,575</u>	<u>9,655,986</u>	<u>20,950,289</u>	<u>32,058,850</u>
<b>Transfers</b>				
Transfer In - General Fund	-	-	5,082,000	5,082,000
Transfer In - Other Funds	-	2,920,108	-	2,920,108
Transfer Out	-	(389,348)	-	(389,348)
	<u>-</u>	<u>2,530,760</u>	<u>5,082,000</u>	<u>7,612,760</u>
<b>Net Annual Activity</b>	<u>(1,312,953)</u>	<u>(1,303,046)</u>	<u>(1,984,465)</u>	<u>(4,600,464)</u>
<b>Ending Available Balance</b>		<b>\$ 11,338,521</b>	<b>\$ 4,776,106</b>	

Revenues	\$ 19,845,626
Transfers	8,002,108
<b>Total Sources</b>	<u>\$ 27,847,734</u>
Expenditures	\$ 32,058,850
Transfers	389,348
<b>Total Appropriations</b>	<u>\$ 32,448,198</u>



**Economic Development Department  
General Fund - 010  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Total Economic Development Department</b>				
Employee Services	\$ 837,145	\$ 807,046	\$ 851,559	\$ 879,489
Other Services	513,801	291,583	2,479,482	532,586
Materials and Supplies	11,015	6,491	8,625	6,500
Other Expenses	20,717	34,767	68,164	34,000
Total	<u>\$ 1,382,678</u>	<u>\$ 1,139,887</u>	<u>\$ 3,407,830</u>	<u>\$ 1,452,575</u>

**Economic Development**

Employee Services	534,157	590,155	597,705	604,756
Other Services	397,591	232,979	2,339,481	457,552
Materials and Supplies	8,377	4,082	5,125	2,500
Other Expenses	19,725	29,288	62,664	28,500
Total	<u>959,850</u>	<u>856,504</u>	<u>3,004,975</u>	<u>1,093,308</u>

**Asset Management**

Employee Services	302,988	216,891	253,854	274,733
Other Services	116,210	58,604	140,001	75,034
Materials and Supplies	2,638	2,409	3,500	4,000
Other Expenses	992	5,479	5,500	5,500
Total	<u>422,828</u>	<u>283,383</u>	<u>402,855</u>	<u>359,267</u>

**Economic Development Department  
Housing and Homelessness  
Division Summary  
FY 2020-21 Annual Budget**

	<u>Community Development Block Grants 052/054/062</u> <i>See Page I-15</i>	<u>Emergency Solutions Grant 057</u> <i>See Page I-17</i>	<u>HOME 058/059</u> <i>See Page I-19</i>	<u>Special Purpose CDBG Loan Program 053</u> <i>See Page I-21</i>	<u>CALHOME Loan 060</u> <i>See Page I-23</i>
<b>Beginning Available Balance</b>	<b>\$ 3,677,037</b>	<b>\$ 2,018</b>	<b>\$ 5,132,815</b>	<b>\$ 290,330</b>	<b>\$ 619,112</b>
<b>Revenues</b>					
Entitlements	3,428,350	292,582	1,594,173	-	-
Loan Repayments	175,000	-	200,000	-	55,000
Other Revenue	1,575	-	-	-	-
	<u><b>3,604,925</b></u>	<u><b>292,582</b></u>	<u><b>1,794,173</b></u>	<u><b>-</b></u>	<u><b>55,000</b></u>
<b>Expenditures</b>					
Subrecipient Assistance	795,000	282,582	-	-	-
Operating Expenses	1,332,148	10,000	279,417	-	-
Debt Service - Section 108	1,851,338	-	-	-	-
CHDO Set-aside loan pool	-	-	239,126	-	-
Economic Development	560,000	-	-	-	-
Loan programs	1,422,255	-	1,275,630	-	609,000
	<u><b>5,960,741</b></u>	<u><b>292,582</b></u>	<u><b>1,794,173</b></u>	<u><b>-</b></u>	<u><b>609,000</b></u>
<b>Transfers</b>					
Transfer In - General Fund	-	-	-	-	-
Transfer In - Other Funds	1,946,738	-	-	-	-
Transfer Out	(389,348)	-	-	-	-
	<u><b>1,557,390</b></u>	<u><b>-</b></u>	<u><b>-</b></u>	<u><b>-</b></u>	<u><b>-</b></u>
<b>Net Annual Activity</b>	<u><b>(798,426)</b></u>	<u><b>-</b></u>	<u><b>-</b></u>	<u><b>-</b></u>	<u><b>(554,000)</b></u>
<b>Ending Available Balance</b>	<b>\$ 2,878,611</b>	<b>\$ 2,018</b>	<b>\$ 5,132,815</b>	<b>\$ 290,330</b>	<b>\$ 65,112</b>

**Economic Development Department  
Housing and Homelessness  
Division Summary, Continued  
FY 2020-21 Annual Budget**

	<b>State Housing Loan 061</b>	<b>Neighborhood Stabilization Program 063/064</b>	<b>Low/Mod Housing 329</b>	<b>Housing Total</b>
	<i>See Page I-24</i>	<i>See Page I-27</i>	<i>See Page I-29</i>	
<b>Beginning Available Balance</b>	<b>\$ 38,510</b>	<b>\$ 374,058</b>	<b>\$ 2,507,687</b>	<b>\$ 12,641,567</b>
<b>Revenues</b>				
Entitlements	-	-	-	5,315,105
Loan Repayments	4,500	30,000	-	464,500
Other Revenue	-	-	41,000	42,575
	<b>4,500</b>	<b>30,000</b>	<b>41,000</b>	<b>5,822,180</b>
<b>Expenditures</b>				
Subrecipient Assistance	-	-	-	1,077,582
Operating Expenses	-	10,749	15,372	1,647,686
Debt Service - Section 108	-	-	-	1,851,338
CHDO Set-aside loan pool	-	-	-	239,126
Economic Development	-	-	-	560,000
Loan programs	-	-	973,369	4,280,254
	<b>-</b>	<b>10,749</b>	<b>988,741</b>	<b>9,655,986</b>
<b>Transfers</b>				
Transfer In - General Fund	-	-	-	-
Transfer In - Other Funds	-	-	973,370	2,920,108
Transfer Out	-	-	-	(389,348)
	<b>-</b>	<b>-</b>	<b>973,370</b>	<b>2,530,760</b>
<b>Net Annual Activity</b>	<b>4,500</b>	<b>19,251</b>	<b>25,629</b>	<b>(1,303,046)</b>
<b>Ending Available Balance</b>	<b>\$ 43,010</b>	<b>\$ 393,309</b>	<b>\$ 2,533,316</b>	<b>\$ 11,338,521</b>

# ECONOMIC DEVELOPMENT DEPARTMENT

## COMMUNITY DEVELOPMENT BLOCK GRANTS (052, 054, AND 062)

### PROGRAM DESCRIPTION

The Community Development Block Grant (CDBG) Program is authorized under Title I of the Housing and Community Development Act of 1974, as amended. The program must primarily benefit low and moderate-income persons. The objective of the Act is the development of viable communities by providing decent housing, suitable living environment, and expanded economic opportunities. The City receives a formula-based annual entitlement from the U.S. Department of Housing and Urban Development.

The City uses twenty percent of its annual grant entitlement and program income for administrative costs. The CDBG budget includes the following components:

- Housing Loan Pool – housing programs for low-income households, including the Down Payment Assistance and Owner-Occupied Rehabilitation programs.
- Sub-Recipient Assistance – funds provided to local non-profit organizations for public services and projects.
- Economic Development Programs – programs to assist businesses, including the Commercial Façade, Hire Stockton, and Micro-Business Loan programs.
- Debt Service – repayment of two federal Section 108 Loans used to partially fund projects such as Dean DeCarli Waterfront Square, Stockton Arena, Stockton Ballpark, and Downtown Stockton Marina.
- Program Delivery and Administration – costs attributed to CDBG projects including staff costs, reporting, and project costs.

### KEY CONSIDERATIONS

In FY 2020-21, the City's annual CDBG entitlement increased by 3%, to \$3.4 million and includes estimated revenue from Housing and Successor Agency loan repayments. The City successfully refunded the Section 108 loans in FY 2018-19, resulting in an ongoing savings of approximately \$638,000 over the next six fiscal years.

The City has been allocated additional funds through the CARES Act that will be distributed through programs intended to combat the impacts of COVID-19.

**Economic Development Department  
Community Development Block Grants - 052 - 054 - 062  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 740,661</b>	<b>\$ 793,789</b>	<b>\$ 4,090,907</b>	<b>\$ 3,677,037</b>
<b>Revenues</b>				
CDBG Entitlement	2,624,653	1,262,520	3,329,801	3,428,350
Loan Repayments	267,957	373,099	200,873	175,000
Other Revenue	607,715	805,909	1,884	1,575
	<u>3,500,325</u>	<u>2,441,528</u>	<u>3,532,558</u>	<u>3,604,925</u>
<b>Expenditures</b>				
Administration	502,820	580,636	591,017	1,032,148
Program Delivery	173,936	215,655	205,630	300,000
Debt Service - Section 108	1,916,159	1,999,180	1,781,904	1,851,338
Subrecipient Assistance	468,978	457,552	850,000	795,000
Housing Loan Pool	44,231	284,380	1,094,500	1,422,255
Economic Dev Program	178,969	39,299	101,803	560,000
	<u>3,285,093</u>	<u>3,576,702</u>	<u>4,624,854</u>	<u>5,960,741</u>
<b>Transfers</b>				
Transfer In	-	1,529,765	855,533	1,946,738
Transfer Out	(162,104)	(464,686)	(177,107)	(389,348)
	<u>(162,104)</u>	<u>1,065,079</u>	<u>678,426</u>	<u>1,557,390</u>
<b>Net Annual Activity</b>	<u>53,128</u>	<u>(70,095)</u>	<u>(413,870)</u>	<u>(798,426)</u>
<b>Ending Available Balance</b>	<b>\$ 793,789</b>	<b>\$ 723,694</b>	<b>\$ 3,677,037</b>	<b>\$ 2,878,611</b>
<b>Available Balance Calculation</b>				
Current Assets		2,971,892		
Current Liabilities		<u>(2,255,912)</u>		
Subtotal		715,980		
Available Grant Funds		<u>3,374,927</u>		
Ending Available Balance		<u>\$ 4,090,907</u>		

## ECONOMIC DEVELOPMENT DEPARTMENT

### EMERGENCY SOLUTIONS GRANT (057)

#### PROGRAM DESCRIPTION

The City receives an annual federal entitlement of Emergency Solutions Grant (ESG) funds. ESG funds can be used for five programs: street outreach, emergency shelter, homelessness prevention, rapid re-housing assistance, and Homeless Management Information System; as well as administrative activities. The City's sub-recipients use ESG funds to operate homeless shelters and services and to provide rapid re-housing assistance. The City's ESG funding is fully committed each year to local homeless shelters, homeless service providers and a minor allocation to program administration.

The City can use up to 7.5 percent of its allocation for administrative activities. ESG funds are required to be matched 100 percent with other funding by the non-profit sub-recipients. The City has 180 days to obligate all funds, except for the amount for administrative costs. All ESG funds must be expended within 24 months after the U.S. Department of Housing and Urban Development (HUD) signs the grant agreement with the City.

In FY 2019-20, the City's annual entitlement was approximately \$293,000, an increase of about 1% from the prior fiscal year and funded the following agencies: Gospel Center Rescue Mission, Haven of Peace, St. Mary's Interfaith Dining Room, Stockton Shelter for the Homeless, and Central Valley Low Income Housing Corporation.

#### KEY CONSIDERATIONS

The City will continue to use ESG funds to address the needs of the homeless community by allocating the funds to homeless shelters and homeless service providers.



**Economic Development Department  
Emergency Solutions Grant - 057  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 260,816</u>	<u>\$ 2,018</u>
<b>Revenues</b>				
ESG Entitlement	320,348	722,190	292,889	292,582
	<u>320,348</u>	<u>722,190</u>	<u>292,889</u>	<u>292,582</u>
<b>Expenditures</b>				
ESG Community Program Services	316,155	705,199	533,647	282,582
Administration	4,193	16,991	18,040	10,000
	<u>320,348</u>	<u>722,190</u>	<u>551,687</u>	<u>292,582</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<u>-</u>	<u>-</u>	<u>(258,798)</u>	<u>-</u>
<b>Ending Available Balance</b>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,018</u>	<u>\$ 2,018</u>
<b>Available Balance Calculation</b>				
Current Assets - Cash		\$ 80,936		
Current Liabilities - Due from Other Govt		(80,936)		
Available Grant Funds		<u>260,816</u>		
Ending Available Balance		<u>\$ 260,816</u>		

## ECONOMIC DEVELOPMENT DEPARTMENT

### HOME INVESTMENT PARTNERSHIP PROGRAM FUND (058 AND 059)

#### PROGRAM DESCRIPTION

The federal Home Investment Partnership (HOME) program was created by the National Housing Act of 1990, as amended. The objectives of the HOME Program are to provide decent affordable housing to lower-income households; strengthen the ability of state and local governments to provide housing; and leverage private-sector participation. The City uses HOME monies to build, buy, and/or rehabilitate affordable housing for rent or homeownership or to provide direct rental assistance to low-income persons.

The City's HOME budget includes the following components:

- Housing Loan Fund – housing programs for low-income households including single-family rehabilitation, down payment assistance, and multi-family residential projects.
- Community Housing Development Organization Set-Aside – HUD regulations require that 15% of the City's HOME allocation be reserved for community-based organizations that develop affordable housing.
- Program Delivery and Administration – Includes the general costs associated with the administration and oversight of the HOME Program. Ten percent of its annual entitlement plus program income received can be used toward administrative costs.

#### KEY CONSIDERATIONS

The City's annual allocation for HOME funds is approximately \$1.6 million. The City will continue to fund low to moderate- income housing through rehabilitation projects and provide rental assistance.

Based on the Council's strategic priorities, in FY 2019-20 the City issued a Notice of Funding Availability that included approximately \$1.3 million of HOME funds, to provide gap financing for new construction and rehabilitation activities that will result in the provision of housing affordable to households with incomes at or below 80 percent of the Area Median Income. Five affordable housing development projects were awarded funds, that ranged from new construction to rehabilitation of existing affordable housing.

**Economic Development Department  
HOME - 058/059  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 111,497</b>	<b>\$ 749,633</b>	<b>\$ 4,210,849</b>	<b>\$ 5,132,815</b>
<b>Revenues</b>				
HOME Entitlement	477,933	822,084	1,600,000	1,594,173
Loan Repayments	480,470	500,162	65,769	200,000
	<u>958,403</u>	<u>1,322,246</u>	<u>1,665,769</u>	<u>1,794,173</u>
<b>Expenditures</b>				
Administration	57,451	96,664	67,978	179,417
CHDO Set-aside loan pool	-	172,795	-	239,126
Housing Loan Programs	253,698	1,802,420	672,000	1,275,630
Program Delivery	9,118	-	3,825	100,000
	<u>320,267</u>	<u>2,071,879</u>	<u>743,803</u>	<u>1,794,173</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<u>638,136</u>	<u>(749,633)</u>	<u>921,966</u>	<u>-</u>
<b>Ending Available Balance</b>	<b>\$ 749,633</b>	<b>\$ -</b>	<b>\$ 5,132,815</b>	<b>\$ 5,132,815</b>
<b>Available Balance Calculation</b>				
Current Assets		\$ 561,398		
Current Liabilities		<u>(561,398)</u>		
Subtotal		-		
Available Grant Funds		<u>4,210,849</u>		
Ending Available Balance		<u>\$ 4,210,849</u>		

## **ECONOMIC DEVELOPMENT DEPARTMENT**

### **SPECIAL PURPOSE CDBG LOAN PROGRAMS FUND (053)**

#### **PROGRAM DESCRIPTION**

This fund was established to manage one time Community Development Block Grant (CDBG) special purpose grants and loans. Federal U.S. Department of Housing and Urban Development entitlements such as Economic Development Initiative, Brownfields Economic Development Initiative (BEDI) and CDBG-R have moved through this fund in previous years.

#### **KEY CONSIDERATIONS**

In FY 2015-16, the City received its final reimbursement of \$1.1 million in BEDI funds which were transferred back to the General Fund in FY 2016-17.

No additional activity is planned for this fund.

**Economic Development Department  
Special Purpose CDBG Loan Programs - 053  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 20-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 1,524,171</b>	<b>\$ 1,536,972</b>	<b>\$ 271,330</b>	<b>\$ 290,330</b>
<b>Revenues</b>				
Investment Proceeds	12,801	27,504	19,000	-
	<u>12,801</u>	<u>27,504</u>	<u>19,000</u>	<u>-</u>
<b>Expenditures</b>				
CDBG-R Expenditures	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<u>12,801</u>	<u>27,504</u>	<u>19,000</u>	<u>-</u>
<b>Ending Available Balance</b>	<u><b>\$ 1,536,972</b></u>	<u><b>\$ 1,564,476</b></u>	<u><b>\$ 290,330</b></u>	<u><b>\$ 290,330</b></u>
<b>Available Balance Calculation</b>				
Current Assets		\$ 1,564,476		
Cash with Fiscal Agent		<u>(1,293,147)</u>		
Ending Available Balance		<u><u>\$ 271,330</u></u>		

## **ECONOMIC DEVELOPMENT DEPARTMENT**

### **STATE OF CALIFORNIA FUNDING CAL HOME (060) / HELP (061)**

#### **PROGRAM DESCRIPTION**

The City received approximately \$1.5 million in State CalHOME funding in prior fiscal years, and fully spent all grant funds. The City continues to recycle program income from housing loan repayments under both HELP and CalHOME back into additional low and moderate-income housing loans. CalHOME funding may be used for single-family rehabilitation projects and down payment assistance to benefit low and moderate-income persons and families.

#### **KEY CONSIDERATIONS**

CalHOME program income will be used to fund down payment assistance or rehabilitation loans.

**Economic Development Department  
CALHOME Loan - 060  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 109,070</b>	<b>\$ 311,837</b>	<b>\$ 470,367</b>	<b>\$ 619,112</b>
<b>Revenues</b>				
Loan Repayments	202,767	158,530	148,745	55,000
	<u>202,767</u>	<u>158,530</u>	<u>148,745</u>	<u>55,000</u>
<b>Expenditures</b>				
Housing Loan Programs	-	-	-	609,000
	<u>-</u>	<u>-</u>	<u>-</u>	<u>609,000</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<u>202,767</u>	<u>158,530</u>	<u>148,745</u>	<u>(554,000)</u>
<b>Ending Available Balance</b>	<b>\$ 311,837</b>	<b>\$ 470,367</b>	<b>\$ 619,112</b>	<b>\$ 65,112</b>
<b>Available Balance Calculation</b>				
Current Assets		\$ 470,367		
Current Liabilities		-		
Ending Available Balance		<u>\$ 470,367</u>		

**Economic Development Department  
State Housing Loan (HELP) - 061  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 20,439</b>	<b>\$ 26,491</b>	<b>\$ 33,265</b>	<b>\$ 38,510</b>
<b>Revenues</b>				
HELP Loan Repayments	6,052	6,774	5,245	4,500
	<u>6,052</u>	<u>6,774</u>	<u>5,245</u>	<u>4,500</u>
<b>Expenditures</b>				
Housing Loan Programs	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<b>6,052</b>	<b>6,774</b>	<b>5,245</b>	<b>4,500</b>
<b>Ending Available Balance</b>	<b>\$ 26,491</b>	<b>\$ 33,265</b>	<b>\$ 38,510</b>	<b>\$ 43,010</b>
<b>Available Balance Calculation</b>				
Current Assets		\$ 33,265		
Current Liabilities		-		
Ending Available Balance		<u>\$ 33,265</u>		





## **ECONOMIC DEVELOPMENT DEPARTMENT**

### **NEIGHBORHOOD STABILIZATION GRANT (063 AND 064)**

#### **PROGRAM DESCRIPTION**

The City was awarded \$16.4 million of Neighborhood Stabilization Program Grant (NSP) funding in 2008 and 2011. The original award combined with program income has made \$31 million available for housing projects. The City used those funds to acquire 107 foreclosed homes, rehabilitate and sell them to qualified low and moderate-income buyers. Five apartment complexes have been rehabilitated and provide 119 units for low-income households. These rental projects utilized both HOME and NSP funds. Program regulations require 25% of NSP funding be used for households with incomes below 50 percent of Area Median Income.

#### **KEY CONSIDERATIONS**

Current projects include: Dream Creek, a single-family home ownership project, and Liberty Square (Hunter Street) Apartments, a 72-unit multi-family rental project. These projects are expected to be completed in FY 2020-21.

**Economic Development Department  
Neighborhood Stabilization Program - 063  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,890,347</u>	<u>\$ 259,866</u>
<b>Revenues</b>				
NSP Entitlement	119,606	(20,695)	-	-
Loan Repayments	86,423	46,471	11,000	15,000
	<u>206,029</u>	<u>25,776</u>	<u>11,000</u>	<u>15,000</u>
<b>Expenditures</b>				
Administration	3,204	3,776	1,600	541
Program Delivery	3,663	-	-	-
Housing Loan Programs	199,162	22,000	1,639,881	-
	<u>206,029</u>	<u>25,776</u>	<u>1,641,481</u>	<u>541</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<u>-</u>	<u>-</u>	<u>(1,630,481)</u>	<u>14,459</u>
<b>Ending Available Balance</b>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 259,866</u>	<u>\$ 274,325</u>
<b>Available Balance Calculation</b>				
Current Assets		\$ 325,285		
Current Liabilities		<u>(325,285)</u>		
Subtotal		-		
Available Grant Funds		1,890,347		
Ending Available Balance		<u>\$ 1,890,347</u>		

**Economic Development Department  
Neighborhood Stabilization Program #3 - 064  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 483,032</u>	<u>\$ 114,192</u>
<b>Revenues</b>				
NSP Entitlement	(17,822)	(43,317)	-	-
Investment Proceeds	19,755	46,057	28,200	15,000
	<u>1,933</u>	<u>2,740</u>	<u>28,200</u>	<u>15,000</u>
<b>Expenditures</b>				
Administration	1,933	2,740	2,040	10,208
Housing Loan Programs	-	-	395,000	-
	<u>1,933</u>	<u>2,740</u>	<u>397,040</u>	<u>10,208</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<u>-</u>	<u>-</u>	<u>(368,840)</u>	<u>4,792</u>
<b>Ending Available Balance</b>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 114,192</u>	<u>\$ 118,984</u>
<b>Available Balance Calculation</b>				
Current Assets		\$ 83,744		
Current Liabilities		<u>(83,744)</u>		
Subtotal		-		
Available Grant Funding		483,032		
Ending Available Balance		<u>\$ 483,032</u>		

**Economic Development Department  
Low & Moderate Income Housing - 329  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 1,782,599</b>	<b>\$ 2,153,084</b>	<b>\$ 1,896,374</b>	<b>\$ 2,507,687</b>
<b>Revenues</b>				
Investment Proceeds	136,012	88,039	54,000	40,000
Other Revenues	8,693	6,468	7,570	1,000
	<u>144,705</u>	<u>94,507</u>	<u>61,570</u>	<u>41,000</u>
<b>Expenditures</b>				
Administration	1,339	16,169	15,372	15,372
Housing Loan Programs	750,000	1,347,501	100,000	973,369
	<u>751,339</u>	<u>1,363,670</u>	<u>115,372</u>	<u>988,741</u>
<b>Transfers</b>				
Transfer In - General Fund	10,648	29,584	101,152	-
Transfer In - Other Funds	966,471	982,869	563,963	973,370
Transfer Out	-	-	-	-
	<u>977,119</u>	<u>1,012,453</u>	<u>665,115</u>	<u>973,370</u>
<b>Net Annual Activity</b>	<u>370,485</u>	<u>(256,710)</u>	<u>611,313</u>	<u>25,629</u>
<b>Ending Available Balance</b>	<b>\$ 2,153,084</b>	<b>\$ 1,896,374</b>	<b>\$ 2,507,687</b>	<b>\$ 2,533,316</b>
<b>Available Balance Calculation</b>				
Current Assets		\$ 1,896,374		
Current Liabilities		-		
Ending Available Balance		<u>\$ 1,896,374</u>		

**Economic Development Department  
Parking and Venues  
Division Summary  
FY 2020-21 Annual Budget**

	<b>Boat Launching 045</b>	<b>Tourism and Business Improvement 073</b>	<b>Entertainment Venues 086</b>
	<i>See Page I-33</i>	<i>See Page I-34</i>	<i>See Page I-37</i>
<b>Beginning Available Balance</b>	<b>\$ 779,200</b>	<b>\$ 136,547</b>	<b>\$ 131,586</b>
<b>Revenues</b>			
Taxes/Assessments	-	1,327,500	-
User Fees	193,405	-	-
Fines & Forfeitures	-	-	-
Other Revenue	5,932	-	5,230,967
	<b>199,337</b>	<b>1,327,500</b>	<b>5,230,967</b>
<b>Expenditures</b>			
Operating Expenses	192,289	1,327,500	9,326,893
Debt Service	-	-	-
Capital Improvement	-	-	300,000
	<b>192,289</b>	<b>1,327,500</b>	<b>9,626,893</b>
<b>Transfers</b>			
Transfer In - General Fund	-	-	4,785,000
Transfer In - Other Funds	-	-	-
Transfer Out	-	-	-
	<b>-</b>	<b>-</b>	<b>4,785,000</b>
<b>Net Annual Activity</b>	<b>7,048</b>	<b>-</b>	<b>389,074</b>
<b>Ending Available Balance</b>	<b>\$ 786,248</b>	<b>\$ 136,547</b>	<b>\$ 520,660</b>

**Economic Development Department  
Parking and Venues  
Division Summary, Continued  
FY 2020-21 Annual Budget**

	<b>Parking Authority 418/419</b>	<b>Marina 460</b>	<b>Parking and Venues Total</b>
	<i>See Page I-39</i>	<i>See Page I-41</i>	
<b>Beginning Available Balance</b>	<b>\$ 5,664,251</b>	<b>\$ 48,987</b>	<b>\$ 6,760,571</b>
<b>Revenues</b>			
Taxes/Assessments	1,260,215	-	2,587,715
User Fees	4,676,974	235,675	5,106,054
Fines & Forfeitures	812,656	-	812,656
Other Revenue	125,000	15,500	5,377,399
	<b>6,874,845</b>	<b>251,175</b>	<b>13,883,824</b>
<b>Expenditures</b>			
Operating Expenses	4,226,769	548,005	15,621,456
Debt Service	1,978,833	-	1,978,833
Capital Improvement	3,050,000	-	3,350,000
	<b>9,255,602</b>	<b>548,005</b>	<b>20,950,289</b>
<b>Transfers</b>			
Transfer In - General Fund	-	297,000	5,082,000
Transfer In - Other Funds	-	-	-
Transfer Out	-	-	-
	<b>-</b>	<b>297,000</b>	<b>5,082,000</b>
<b>Net Annual Activity</b>	<b>(2,380,757)</b>	<b>170</b>	<b>(1,984,465)</b>
<b>Ending Available Balance</b>	<b>\$ 3,283,494</b>	<b>\$ 49,157</b>	<b>\$ 4,776,106</b>

## ECONOMIC DEVELOPMENT DEPARTMENT

### BOAT LAUNCHING FACILITIES FUND (045)

#### PROGRAM DESCRIPTION

The City maintains boat launching facilities at Louis Park and Buckley Cove. A third boat launching facility, Morelli Park, is operated by a third party company in unison with the Downtown Marina. This Fund receives launching fees collected from vehicles that launch boats at Buckley Cove. Expenditures from the fund provide dock and landscape maintenance at Louis Park and Buckley Cove and cover security services/fee collection from personnel. When sufficiently accumulated, the fund balance will be utilized to dredge Buckley Cove, address dock infrastructure improvements and traffic control devices, and complete parking lot maintenance and landscaping projects.

#### KEY CONSIDERATIONS

This facility's operating revenue estimate remains consistent as no increase to fees are proposed and the use rate is expected to continue at the current rate. The operating expenditure budget is anticipated to increase by eight percent largely due to increasing minimum wage rates that impact staffing as well as contracted services such as landscaping.



**Economic Development Department  
Boat Launching Facilities - 045  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 624,834</b>	<b>\$ 703,136</b>	<b>\$ 751,818</b>	<b>\$ 779,200</b>
<b>Revenues</b>				
Boat Launching Fees	177,332	161,131	189,955	193,405
Investment Proceeds	7,876	23,610	2,500	2,500
Reimbursements	3,431	3,430	3,432	3,432
	<u>188,639</u>	<u>188,171</u>	<u>195,887</u>	<u>199,337</u>
<b>Expenditures</b>				
Salaries & Benefits	2,861	1,404	12,851	19,370
Utilities	2,422	2,069	3,600	3,600
Maintenance & Repair	18,409	39,294	50,000	60,000
Security Contractor	78,571	89,197	90,810	98,075
Materials & Supplies	462	197	1,500	1,500
Other Expenses	7,612	7,328	9,744	9,744
	<u>110,337</u>	<u>139,489</u>	<u>168,505</u>	<u>192,289</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<u>78,302</u>	<u>48,682</u>	<u>27,382</u>	<u>7,048</u>
<b>Ending Available Balance</b>	<b>\$ 703,136</b>	<b>\$ 751,818</b>	<b>\$ 779,200</b>	<b>\$ 786,248</b>
<b>Available Balance Calculation</b>				
Current Assets		\$ 762,254		
Current Liabilities		<u>(10,436)</u>		
Ending Available Balance		<u>\$ 751,818</u>		

**Economic Development Department  
Tourism and Business Improvement Fund - 073  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 125,289</b>	<b>\$ 127,129</b>	<b>\$ 131,198</b>	<b>\$ 136,547</b>
<b>Revenues</b>				
Taxes/Assessments				
Tourism Business Improvement	1,592,426	1,656,967	1,504,500	1,327,500
Investment Proceeds	2,610	4,009	5,349	-
	<u>1,595,036</u>	<u>1,660,976</u>	<u>1,509,849</u>	<u>1,327,500</u>
<b>Expenditures</b>				
Pass-Through				
TBID - Convention & Visitors	1,545,400	1,607,200	1,459,365	1,287,675
Administration	47,796	49,707	45,135	39,825
	<u>1,593,196</u>	<u>1,656,907</u>	<u>1,504,500</u>	<u>1,327,500</u>
<b>Transfers</b>				
Transfer In	-	-	-	-
Transfer Out	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Net Annual Activity</b>	<u>1,840</u>	<u>4,069</u>	<u>5,349</u>	<u>-</u>
<b>Ending Available Balance</b>	<b>\$ 127,129</b>	<b>\$ 131,198</b>	<b>\$ 136,547</b>	<b>\$ 136,547</b>
<b>Available Balance Calculation</b>				
Current Assets		\$ 184,831		
Current Liabilities		<u>(53,633)</u>		
Ending Available Balance		<u>\$ 131,198</u>		



# ECONOMIC DEVELOPMENT DEPARTMENT

## ENTERTAINMENT VENUES FUND (086)

### PROGRAM DESCRIPTION

The City owns four specialty sports and entertainment venues: the 12,000 seat Stockton Arena, 5,000 seat Stockton Banner Island Ballpark, 2,042 seat Bob Hope Theatre, and Oak Park Ice Rink. These venues are managed by ASM Global, a worldwide entertainment and convention/arena venue management corporation, pursuant to a contract approved by Council in 2011 and renewed and amended in 2018 to include the Downtown Marina. ASM develops an annual operating budget and capital repair and improvement plan budget submitted to the City each year. The Entertainment Venues Fund budget represents the ASM operating fund, direct City expenditures, and an allocation for maintenance repairs and improvements. The venues continue to require significant General Fund support.

### KEY CONSIDERATIONS

The diversity of facilities and entertainment options in Stockton is reflective of the City's rich culture and is a testament to the variety that Stockton has to offer. At the center of the City's entertainment options are the event facilities, which remained busy this past year with sporting events, banquets, concerts, meetings and a large state conference. With nearly 300,000 people visiting the venues prior to mid-March, the venues provide quality of life experiences for residents and attract visitors to the City, who stimulate the local economy. The entertainment venues are a significant driver of the City's hotel tax, as visitors travel and stay in the City to attend events, participate in local tournaments, meetings and festivals.

The impacts of COVID-19 will be severe for the venue and entertainment industry. The Department will work to mitigate the loss in revenue while maintaining the facilities and, when appropriate, open the venues responsibly. With potential closures extending six months, very minimal staff and only base expenses such as utilities and required maintenance will continue.

**Economic Development Department  
Entertainment Venues - 086  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ (243,873)</b>	<b>\$ (306,208)</b>	<b>\$ 18,951</b>	<b>\$ 131,586</b>
<b>Revenues</b>				
Operations:				
Stockton Arena	2,216,624	3,416,076	2,758,408	3,090,872
Bob Hope Theatre	814,385	971,835	1,414,822	1,385,285
Oak Park Ice Arena	444,381	462,491	446,254	399,810
Ballpark	354,608	349,555	270,702	355,000
Other Revenue	451,888	97,537	300,000	-
	<u>4,281,886</u>	<u>5,297,494</u>	<u>5,190,186</u>	<u>5,230,967</u>
<b>Expenditures</b>				
Operations:				
Stockton Arena	4,743,038	6,116,728	5,291,789	5,852,119
Bob Hope Theatre	1,037,005	1,396,145	1,399,404	1,686,287
Oak Park Ice Arena	677,291	765,185	836,178	727,191
Ballpark	781,675	861,710	893,918	869,318
Administration	126,445	143,425	191,262	191,978
Facility Maint. & Equipment	423,767	182,094	300,000	300,000
Capital Projects	-	-	-	-
	<u>7,789,221</u>	<u>9,465,287</u>	<u>8,912,551</u>	<u>9,626,893</u>
<b>Transfers</b>				
Transfer In - General Fund	3,445,000	4,345,000	3,835,000	4,785,000
Transfer In - Capital	-	1,150,000	-	-
Transfer Out	-	-	-	-
	<u>3,445,000</u>	<u>5,495,000</u>	<u>3,835,000</u>	<u>4,785,000</u>
<b>Net Annual Activity</b>	<u>(62,335)</u>	<u>1,327,207</u>	<u>112,635</u>	<u>389,074</u>
<b>Ending Available Balance</b>	<b>\$ (306,208)</b>	<b>\$ 1,020,999</b>	<b>\$ 131,586</b>	<b>\$ 520,660</b>
<b>Available Balance Calculation</b>				
Current Assets		\$ 4,149,550		
Current Liabilities		(2,788,476)		
Adjustment to Liabilities		360,000		
Capital Appropriations		(1,702,123)		
Ending Available Balance		<u>\$ 18,951</u>		

# ECONOMIC DEVELOPMENT DEPARTMENT

## PARKING AUTHORITY FUND (418 AND 419)

### PROGRAM DESCRIPTION

This fund supports the downtown parking garages, lots, on-street payment machines, and parking compliance, which are overseen by the Parking Authority. The Parking Authority has been operated by LAZ, Inc. since May 1, 2020. Parking enforcement is provided by City staff and is not outsourced.

### KEY CONSIDERATIONS

The Authority installed 105 parking payment machines in early 2019, replacing street parking meters that had been largely stolen or vandalized. In addition, eight additional payment machines have been added to two of the event parking lots to increase efficiency, security, and customer payment options. In FY 2019-20, the Parking Authority refinanced existing parking bonds to save money and to procure \$3 million for capital needs. The bonds will fund much needed elevator upgrades and the replacement of the revenue control system including ingress and egress equipment at parking garages and lots, beginning in FY 2020-21. These capital upgrades will add safety, reliability and efficiency to the facilities and allow staff to provide better services to the parking customers.

Prior to COVID-19, revenues were projected to grow by 9% due to increasing demand and anticipated increase in some rates. Operating expenses were forecasted to also be up due to impacts from the state-mandated minimum wage increases and rising utility costs. However, overall expenditures are anticipated to be flat as a result of reductions in debt service from the bond re-financing.

Since the COVID-19 outbreak and statewide stay at home directives, the Parking operations have consolidated hourly services and ceased any event operations, while continuing to provide monthly and street parking options. Revenues from the operations are showing indications of being down as much as 44% in recent months, with an anticipated 11% drop overall on year ending totals. Expenses have been reduced in the final quarter by an anticipated 40% through factors such as personnel cuts, reductions in service contracts, and consolidation of some facility operations. The Parking fund will have a net positive result in FY 2019-20, despite the effects from COVID-19. Operations and monthly proceeds will be monitored closely as the COVID-19 directives progress. Year-end projections and FY 2020-21 budget have not been updated to reflect the impacts from the COVID-19 pandemic.

**Economic Development Department  
Parking Authority - 418/419  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 2,791,307</b>	<b>\$ 2,756,345</b>	<b>\$ 2,175,411</b>	<b>\$ 5,664,251</b>
<b>Revenues</b>				
Assessments	1,270,684	1,341,407	1,229,478	1,260,215
Operating Revenue/Fees	3,538,448	3,663,454	4,242,356	4,676,974
Parking Citations/Fines	741,595	793,720	744,354	812,656
Bond Proceeds	-	-	3,000,000	-
Other Revenues	186,635	134,766	119,219	125,000
Investment Proceeds	(1,546)	114,007	(6,131)	-
	<u><b>5,735,816</b></u>	<u><b>6,047,354</b></u>	<u><b>9,329,276</b></u>	<u><b>6,874,845</b></u>
<b>Expenditures</b>				
Administration	566,185	555,650	606,583	599,163
Other Services	267,068	37,273	84,794	104,969
Parking Operations	1,833,958	2,043,900	2,029,287	2,424,043
Management Fee	175,776	179,754	184,671	302,508
Parking Enforcement	500,998	594,730	678,302	796,086
Debt Service	1,479,371	1,592,471	2,391,586	1,978,833
Parking Improvements	19,950	832,986	350,000	3,050,000
	<u><b>4,843,306</b></u>	<u><b>5,836,764</b></u>	<u><b>6,325,223</b></u>	<u><b>9,255,602</b></u>
<b>Transfers</b>				
Transfer In - Successor Agency	-	-	605,984	-
Transfer Out - SEB Debt	(914,715)	(714,451)	-	-
Transfer Out - Low/Mod Housing	(12,757)	(35,446)	(121,197)	-
	<u><b>(927,472)</b></u>	<u><b>(749,897)</b></u>	<u><b>484,787</b></u>	<u><b>-</b></u>
<b>Net Annual Activity</b>	<u><b>(34,962)</b></u>	<u><b>(539,307)</b></u>	<u><b>3,488,840</b></u>	<u><b>(2,380,757)</b></u>
<b>Ending Available Balance</b>	<u><b>\$ 2,756,345</b></u>	<u><b>\$ 2,217,038</b></u>	<u><b>\$ 5,664,251</b></u>	<u><b>\$ 3,283,494</b></u>
<b>Available Balance Calculation</b>				
Current Assets		\$ 3,236,579		
Current Liabilities		(1,061,168)		
Capital Appropriations		-		
Ending Available Balance		<u><u><b>\$ 2,175,411</b></u></u>		

## ECONOMIC DEVELOPMENT DEPARTMENT

### DOWNTOWN MARINA COMPLEX FUND (460)

#### PROGRAM DESCRIPTION

This fund supports the Downtown Stockton Marina. The Marina has been in operation for just over ten years providing permanent slips and short-term berthing as well as management of the Morelli Park boat launch. The Marina is operated by ASM Global through an agreement awarded by Council on March 20, 2018.

#### KEY CONSIDERATIONS

The overall budget has been lowered, both in revenues and expenses compared to the FY 2019-20 budget as the expectation of event revenues from small concerts at the waterfront amphitheater did not materialize and was a drain on the operation. While the budgeted revenue number is lower than the previous budget, it is anticipated that FY 2020-21 revenues will exceed FY 2019-20 actual receipts by 8%, primarily due to the current trend of increasing demand for boat slip rentals and some adjustments to fees. The operator will continue to work on outreach and promotion and will review any potential event promotion on a case by case basis with City staff. Over the next year, the focus will remain on a clean and safe marina, competitive rates, and outreach to welcome guests. Additionally, kayak and water-bike rentals will be reviewed as public activities resume. COVID-19 stay-at-home orders have not had an impact on the current year revenues through the first month and a half. Expenses have decreased some with the required office closure and reduction of staff hours. Operational and financial performance will continue to be monitored as the COVID-19 response progresses.

The General Fund support will increase by \$35,000 to cover the gap between current revenue trends and rising personnel and utility costs. Personnel costs have been scrutinized to provide boater support and safety in the most efficient manner, as minimum wage increases continue to impact the expense budget. Overall expenses are projected to rise by 4%.



**Economic Development Department  
Downtown Marina Complex - 460  
FY 2020-21 Annual Budget**

	<u>FY 2017-18 Actual</u>	<u>FY 2018-19 Actual</u>	<u>FY 2019-20 Projected</u>	<u>FY 2020-21 Budget</u>
<b>Beginning Available Balance</b>	<b>\$ 371,817</b>	<b>\$ 311,998</b>	<b>\$ 88,153</b>	<b>\$ 48,987</b>
<b>Revenues</b>				
User Fees	135,972	161,664	224,886	235,675
Other Revenues	104,070	7,011	1,837	15,500
Investment Proceeds	398	10,842	(1,128)	-
	<u>240,440</u>	<u>179,517</u>	<u>225,595</u>	<u>251,175</u>
<b>Expenditures</b>				
Administration	69,640	9,467	12,082	17,500
Operating Expenses	442,612	505,884	464,679	479,005
Management Contract	7	50,011	50,000	51,500
Capital Projects	-	39,031	-	-
	<u>512,259</u>	<u>604,393</u>	<u>526,761</u>	<u>548,005</u>
<b>Transfers</b>				
Transfer In - General Fund	212,000	262,000	262,000	297,000
Transfer Out	-	-	-	-
	<u>212,000</u>	<u>262,000</u>	<u>262,000</u>	<u>297,000</u>
<b>Net Annual Activity</b>	<u>(59,819)</u>	<u>(162,876)</u>	<u>(39,166)</u>	<u>170</u>
<b>Ending Available Balance</b>	<b>\$ 311,998</b>	<b>\$ 149,122</b>	<b>\$ 48,987</b>	<b>\$ 49,157</b>
<b>Available Balance Calculation</b>				
Current Assets		\$ 282,319		
Current Liabilities		(133,197)		
Less: program commitments		(60,969)		
Ending Available Balance		<u>\$ 88,153</u>		