

**CITY OF MERCED
2012-2013 ADOPTED BUDGET**

TAB 7

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**ECONOMIC DEVELOPMENT
FUND NO. 001
ACCOUNT NO. 2002**

DESCRIPTION

The Office of Economic Development stimulates and enhances the community's economic well-being. Business investment and job attraction programs include the recruitment of new businesses, expansion of existing businesses, and retention of existing businesses by maintaining a mutually beneficial relationship between the client company and local government. In conjunction with the Economic Development Advisory Committee (EDAC), the Office of Economic Development oversees short and long-term economic development related activities.

The department coordinates economic development, business development, and marketing activities with local, regional, and state economic development organizations. The Office of Economic Development fosters relationships with site location consultants, brokers, corporate real estate officers, and those influencing business location and capital investment decisions to better position Merced for job generating projects.

MISSION

Expand economic opportunities in Merced and strengthen Merced's role as a regional center, by enhancing Merced's climate for business and industry, and continually improving the quality of the community.

SERVICES TO BE PROVIDED

- Support for management of the Merced Regional Enterprise Zone
- Site location assistance and resource coordination for major corporate projects
- Project navigation services for entitlements and permits
- Position the City to be competitive when compared to other Valley Cities.
- Update the 2006 Economic Development Business Plan through the 2012 Economic Development Action Plan
- Limited participation in TeamCalifornia (CoreNet, Food Expo, Site Consultants Expo) and International Council of Shopping Center outreach events for industrial and retail recruitment

ECONOMIC DEVELOPMENT

Reduced contracted services for Small Business Development and Economic Development services (Retail Assessment Study; Metro Comp; and Lead Assistance)

SERVICES THAT DO NOT FIT INTO THE BUDGET

- Active local business retention and expansion program
- Annual Merced Success Program
- Aggressive face to face interaction with site consultants, brokers, corporate real estate officers, and those involved with the decision making process for business location and capital investment programs
- Expanded outreach program such Solar Power International, Bio Convention, and medical devices/packaging expos.
- Full involvement with the Governor's Office of Economic Development
- Promotional events including hosting industrial and retail influencers
- TeamMerced Rapid Response

2012-2013 BUDGET HIGHLIGHTS

The Economic Development budget continues to support existing staffing levels, as well as the City's funding for Enterprise Zone management through the Merced County Department of WorkForce Investment. More emphasis will be placed on maintaining the Merced First website, building an electronic GIS based site system, and incorporating social media. Marketing funds will need to be leveraged through TeamCalifornia and its network.

| E X P E N S E S | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval 2012-13 |
|-----------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| Personnel Expenses | 104,480 | 74,053 | 76,693 | 279,130 | 278,578 |
| Supplies and Services | 120,202 | 78,867 | 107,230 | 222,879 | 219,379 |
| Debt Service | 0 | 0 | 0 | 0 | 0 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 |
| Capital Improvements | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 224,682 | 152,920 | 183,923 | 502,009 | 497,957 |

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| FINANCING SOURCES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | Estimated 2012-13 |
|---------------------------|-------------------|-------------------|----------------------------|----------------------|
| PERS-EE Share 2.5% @ 55 | 2,011 | 1,517 | 2,360 | 11,053 |
| Rent of Facilities | 21,136 | 7,369 | 30,420 | 25,800 |
| Contributions | 500 | 13,000 | 500 | 500 |
| Interdept DSR-Wastewater | 0 | 0 | 0 | 66,018 |
| Interdept DSR-Water Sys | 0 | 0 | 0 | 66,018 |
| Interdept DSR-Refuse | 0 | 0 | 0 | 66,018 |
| Interdept DSR-PFEDA Admin | 0 | 0 | 101,949 | 0 |
| Interdept DSR-RDA | 198,053 | 185,010 | 0 | 0 |
| Other Revenues | 2,982 | 53,976 | 48,694 | 262,550 |
| TOTAL | 224,682 | 152,920 | 183,923 | 497,957 |

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P E R S O N N E L

Number of Positions

| Classification | Funded In Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval |
|---------------------------|--------------------------------|--------------------------------|---------------------|
| Director of Economic Dev. | .25 | .85 | .85 |
| Development Assoc. | .25 | 1.00 | 1.00 |
| Secretary I/II | .10 | .10 | .10 |
| TOTAL | .60 | 1.95 | 1.95 |

BUDGET DETAIL EXPENSES

| 001-2002 | Economic Development | | | | | |
|-----------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 515.92-53 | Interdept DSR-Wastewater | 0 | 0 | 0 | 405 | 405 |
| | Interdepartmental | 0 | 0 | 0 | 405 | 405 |
| 571.01-00 | Regular Salaries | 67,966 | 48,163 | 46,996 | 170,509 | 170,509 |
| 571.03-00 | Extra Help | 406 | 0 | 0 | 0 | 0 |
| 571.04-01 | Regular Overtime | 209 | 0 | 0 | 0 | 0 |
| 571.10-02 | Unused Sick Leave | 1,017 | 588 | 979 | 1,699 | 1,699 |
| 571.10-05 | Retirement PERS | 11,627 | 8,356 | 9,429 | 35,549 | 35,549 |
| 571.10-06 | Social Security-OASDI | 4,171 | 3,112 | 3,198 | 11,356 | 11,356 |
| 571.10-07 | Social Security-Medicare | 1,047 | 734 | 759 | 2,656 | 2,656 |
| 571.10-08 | State Unemployment | 148 | 0 | 0 | 11,700 | 11,700 |
| 571.10-12 | Workers Compensation | 106 | 330 | 264 | 1,427 | 1,427 |
| 571.10-20 | Earned Benefit | 2,422 | 1,921 | 4,116 | 7,466 | 7,466 |
| 571.10-21 | Bilingual Pay Program | 59 | 111 | 0 | 0 | 0 |
| 571.10-24 | Vehicle Allowance | 0 | 0 | 0 | 6,793 | 6,793 |
| 571.10-32 | Cash Back-Biweekly Allow | 271 | 3 | 0 | 0 | 0 |
| 571.10-33 | Core Allowance | 12,332 | 10,735 | 10,952 | 29,975 | 29,423 |
| 571.10-35 | Post Employment Benefits | 2,699 | 0 | 0 | 0 | 0 |
| | Personnel Services | 104,480 | 74,053 | 76,693 | 279,130 | 278,578 |
| 572.11-00 | Utilities | 457 | 0 | 0 | 0 | 0 |
| 572.12-00 | Telephone | 1,309 | 1,031 | 1,000 | 3,700 | 3,700 |
| 572.13-00 | Postage | 2,224 | 62 | 1,000 | 2,500 | 2,500 |
| 572.14-00 | Advertising | 750 | 1,311 | 0 | 0 | 0 |
| 572.15-00 | Office Supplies | 2,695 | 985 | 1,500 | 4,000 | 4,000 |
| 572.16-00 | Printing | 84 | 0 | 0 | 1,000 | 1,000 |
| 572.17-00 | Professional Services | 21,955 | 43,793 | 73,000 | 108,000 | 104,500 |
| 572.18-00 | Travel and Meetings | 13,266 | 9,923 | 12,580 | 10,000 | 10,000 |
| 572.19-00 | Mileage | 0 | 0 | 0 | 6,200 | 6,200 |
| 572.20-00 | Training Expense | 8,160 | 3,219 | 1,600 | 10,000 | 10,000 |
| 572.21-00 | Rents/Leases | 0 | 0 | 0 | 1,350 | 1,350 |
| 572.22-00 | Office Equipment O & M | 0 | 0 | 0 | 100 | 100 |
| 572.24-00 | Memberships, Subscription | 6,305 | 6,714 | 5,745 | 12,025 | 12,025 |
| 572.25-00 | Maintenance Matls & Svcs | 0 | 0 | 0 | 2,000 | 2,000 |
| 572.29-00 | Other Materials Supplies | 3,230 | 724 | 750 | 1,750 | 1,750 |
| 572.30-01 | Dept Share of Insurance | 2,329 | 1,721 | 1,449 | 8,467 | 8,467 |
| 572.35-00 | Special Dept Expense | 48,000 | 0 | 0 | 0 | 0 |
| 572.38-00 | Support Services | 6,661 | 6,028 | 4,923 | 21,167 | 21,167 |
| 572.45-00 | Facilities Maint Charge | 2,777 | 3,356 | 3,683 | 28,719 | 28,719 |
| 572.46-00 | Computer Replacement Chrg | 0 | 0 | 0 | 1,496 | 1,496 |
| | Supplies and Services | 120,202 | 78,867 | 107,230 | 222,474 | 218,974 |
| ** | Economic Development | 224,682 | 152,920 | 183,923 | 502,009 | 497,957 |

ECONOMIC DEVELOPMENT

- 13-00 Includes mailings to local employers, Enterprise Zone businesses, and marketing mailings to regional, state, and national targeted clients
- 14-00 Advertising with TeamCalifornia, other site selection journals, and International Council of Shopping Centers promotions. Publication of legal notices, design standards, environmental determinations, etc.
- 16-00 Printing of Merced Developments, Merced Opportunities, brochures, quarterly newsletters, outreach materials, industrial site catalog, and other informational newsletters
- 17-00 Graphics and marketing services for brochures and promotional materials, marketing for investment missions, industrial prospecting services, web and GIS site maintenance and updates, and contract with Merced County Department of Workforce Investment, small business development services. State Controller report, escrow, title and broker fees, and marketing services, web services, economic development retainers
- 18-00 Participation in California Association of Local Economic Development (CALED), International Council of Shopping Centers (ICSC) tradeshows, Opportunity Merced, Merced Success Breakfast, and recruiting missions, business development workshops, Roundtable in the High Desert. Training programs, marketing outreach, recruitment missions, business workshops, and industry and retail targeted programs
- 20-00 Registration for various outreach venues coordinated through TeamCalifornia, International Council of Shopping Center, Roundtable in the High Desert, professional training seminars International Council of Shopping Centers Alliance Program and Idea Exchange, industrial outreach programs, business development programming
- 24-00 Membership for International Economic Development Council; California Association for Local Economic Development; TeamCalifornia; International Council of Shopping Centers; subscription to various demographics reports. Urban Land Institute, Shopping Center Database, California Annual Retail Survey, Claritas Demographic Data Services, LoopNet,

25-00 Maintenance for glass display Mainplace, Art maintenance, fences, and weed abatement

29-00 Public presentation materials, photo processing, graphics display items, film, fees, and software

Merced Visitor Services

Fund No. 001

Account No. 2006

Description

The Merced Visitor Services (MVS) program promotes tourism to Merced, thereby enhancing the City of Merced's General Fund Revenue through increased transient occupancy taxes and to smaller extent sales tax revenue. Duties of the MVS program include responding to inquiries generated by travelers, potential visitors, film location scouts, relocation inquiries, and meeting/event/conference planner requests. In addition to travel counseling, the MVS program is responsible for managing and operating the California Welcome Center which is one of 20 in the State of California, working closely with Visit California (formally the CTTC).

Mission

Merced Visitor Services is committed to promoting the area's attractions and events as a destination for visitors resulting in the stimulation of economic growth and the improved quality of life. Increase the local awareness that the impact of travel is felt by a cross section of Merced industry sectors including accommodations, transportation, attractions, restaurants and retail.

SERVICES TO BE PROVIDED

- Create and implement communication strategies to increase and enhance brand awareness of Merced.
- Work closely with Merced Hotels, Attractions, Restaurants, Retail and Event Planners to assist with marketing and promoting of Merced both nationally and internationally.
- Expand media contact list; pro-actively identify, develop and pitch story ideas; respond to all media inquiries and disseminate appropriate media leads to hotels, retail, restaurants and attractions.
- Work with the film industry and the state film office to bring commercials, films, catalog shoots etc. to Merced and assist with location scouting and film permits.
- Strengthen social media presence through Facebook, Twitter, YouTube.

- Membership and participation in local, regional and state organizations for increased exposure and to track tourism trends on a state and regional level.
- Participation in monthly meetings with the Merced Hotel/Motel Association, Ag Ventures as well as active ongoing communication with all tourism partners.
- Participate in California Welcome Center branding efforts to supplement the income of the Merced Center.
- Promote community tourism niches such as history, arts, culture, agri-tourism, culinary tourism and outdoor recreation.
- Participate in iPhone and iPad application presence through Visit California to enhance Merced's visibility.
- The California Welcome Center Merced sells local and regional merchandize that provides additional income to assist with costs of operating the CWC.
- Establish a "Wear the Bear Program" that will show measurable results for the local businesses that participate.
- MVS provides materials to assist with local corporate recruitment whether received by phone, e-mail, or in-person.

Services That Do Not Fit Into the Budget

- Advertisements in Sunset Magazine, VIA Magazine, California Visitors Guide and AAA publications.
- Participation in Trade Shows to promote Merced such as Pow Wow, NTA, SGMP, Long Beach and Bay Area Travel Shows.
- Updating of marketing materials and website.
- Sponsorship of local events.

2012-2013 Budget Highlights

The MVS budget will again be a conservative but MVS will continue tourism promotion through partnerships and cooperatives. The CWC Merced welcomed 119,562 people through its doors in 2011 and the numbers continue to increase each month in 2012. Transient occupancy tax increased in 2011 by \$ 41,183.40 for a total of \$784,861.82 over 2010 which was \$ 743,678.42. Partnerships and participation with Central Valley Tourism, Yosemite Gateway Partners and Visit California continue to be invaluable tools.

BUDGET DETAIL EXPENSES

| 001-2006 Merced Visitor's Services | | | | | | |
|------------------------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 571.01-00 | Regular Salaries | 60,770 | 60,560 | 60,420 | 60,420 | 60,420 |
| 571.03-00 | Extra Help | 27,864 | 28,432 | 18,635 | 18,635 | 18,635 |
| 571.04-01 | Regular Overtime | 1,376 | 21 | 0 | 0 | 0 |
| 571.10-05 | Retirement PERS | 10,373 | 10,499 | 12,110 | 12,558 | 12,558 |
| 571.10-06 | Social Security-OASDI | 3,763 | 3,590 | 3,594 | 3,480 | 3,480 |
| 571.10-07 | Social Security-Medicare | 1,286 | 1,252 | 1,111 | 1,084 | 1,084 |
| 571.10-08 | State Unemployment | 497 | 16,066 | 0 | 0 | 0 |
| 571.10-12 | Workers Compensation | 132 | 405 | 501 | 477 | 477 |
| 571.10-20 | Earned Benefit | 0 | 21 | 0 | 0 | 0 |
| 571.10-27 | PTS Plan FICA Alternative | 364 | 370 | 242 | 242 | 242 |
| 571.10-33 | Core Allowance | 15,567 | 16,187 | 17,771 | 18,077 | 17,748 |
| 571.10-35 | Post Employment Benefits | 2,371 | 0 | 0 | 0 | 0 |
| Personnel Services | | 124,363 | 137,403 | 114,384 | 114,973 | 114,644 |
| 572.12-00 | Telephone | 769 | 767 | 400 | 400 | 400 |
| 572.13-00 | Postage | 869 | 1,901 | 1,950 | 1,950 | 1,950 |
| 572.14-00 | Advertising | 9,349 | 4,254 | 0 | 0 | 0 |
| 572.15-00 | Office Supplies | 1,308 | 362 | 450 | 450 | 450 |
| 572.17-00 | Professional Services | 4,775 | 1,599 | 2,000 | 2,000 | 2,000 |
| 572.18-00 | Travel and Meetings | 3,209 | 1,922 | 1,000 | 1,000 | 1,000 |
| 572.20-00 | Training Expense | 273 | 0 | 1,000 | 1,000 | 1,000 |
| 572.21-00 | Rents/Leases | 0 | 428 | 500 | 500 | 500 |
| 572.24-00 | Memberships, Subscription | 7,066 | 5,550 | 5,710 | 5,710 | 5,710 |
| 572.29-00 | Other Materials Supplies | 17,831 | 16,467 | 14,000 | 14,000 | 14,000 |
| 572.30-01 | Dept Share of Insurance | 3,366 | 2,446 | 3,277 | 2,338 | 2,338 |
| 572.38-00 | Support Services | 5,184 | 4,636 | 4,281 | 4,285 | 4,285 |
| 572.45-00 | Facilities Maint Charge | 8,560 | 8,553 | 9,306 | 9,275 | 9,275 |
| Supplies and Services | | 62,559 | 48,885 | 43,874 | 42,908 | 42,908 |
| ** | Merced Visitor's Services | 186,922 | 186,288 | 158,258 | 157,881 | 157,552 |

MERCED THEATRE RESTORATION
FUND NO. 462
ACCOUNT NO. 2007

PROGRAM

Accounts for the restoration of the historic Merced Theatre, currently owned by the City of Merced and operated by Merced Theatre Landlord, L.L.C.

MISSION

Restore the Merced Theatre to its original 1931 condition supported by a mix of vibrant retailers.

SERVICES TO BE PROVIDED

- ◇ Provide a financing source for the historic restoration of the building.
- ◇ Assist in securing appropriate tenants for the main level of the facility while preserving its historic character.

OBJECTIVES

**PERFORMANCE
MEASUREMENTS/INDICATORS**

- | | |
|---------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. Continue the partnership between the City of Merced and Merced Theatre Foundation. | Attend regularly scheduled Foundation meetings and provide expertise relative to fundraising and construction projects. |
| 2. Complete restoration of the Merced Theatre building. | Complete physical improvements to restore the building to its original grandeur. Open the restored Merced Theatre to the public within the fiscal year. |
| 3. Attract tenants for the commercial spaces. | Assist the Merced Theatre Foundation in attracting high quality retail vendors for the Merced Theatre retail spaces. |

SERVICES THAT DO NOT FIT INTO THE BUDGET

Utilities, maintenance and property management costs previously provided by the City will now be supplied by Merced Theatre Landlord, L.L.C..

2011-2012 BUDGET HIGHLIGHTS

This budget has been reduced due to leasing operations of the building being transferred to Merced Theatre Landlord, L.L.C.. Capital project funds from State and Federal grants will be used in the fiscal year.

Merced Theatre Restoraton

| EXPENSES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval 2012-13 |
|----------------------------------------------------------------------------------------------------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| Personnel Expenses | 0 | 0 | 0 | 0 | 0 |
| Supplies and Services | 40,451 | 23,505 | 0 | 0 | 0 |
| Debt Service | 0 | 146,906 | 2,357,500 | 0 | 0 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 |
| Capital Improvements | 179,569 | 2,460,140 | 0 | 18,034 | 18,034 |
| * Undefined * | 1,325 | 1,268,478 | 0 | 0 | 0 |
| TOTAL | 221,345 | 3,899,029 | 2,357,500 | 18,034 | 18,034 |
| XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX | | | | | |
| FINANCING SOURCES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | Estimated 2012-13 | |
| Other Federal Grants | 0 | 0 | 237,500 | 0 | |
| Other State Grants | 0 | 1,570,966 | 1,935,000 | 0 | |
| Utilities Reimbursement | 0 | 1,457 | 0 | 0 | |
| Cleaning Fees | 1,435 | 1,256 | 0 | 0 | |
| Investment Earnings | 10,514 | 3,813 | 0 | 1,300 | |
| Rent of Facilities | 74,225 | 37,614 | 0 | 0 | |
| Unclassified | 1,079 | 730 | 0 | 0 | |
| Contributions and Donatio | 0 | 770,000 | 185,000 | 0 | |
| Other Revenues | 134,092 | 1,513,193 | 0 | 16,734 | |
| TOTAL | 221,345 | 3,899,029 | 2,357,500 | 18,034 | |
| XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX | | | | | |

BUDGET DETAIL EXPENSES

| 462-2007 Merced Theatre Restoraton | | | | | | |
|------------------------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 572.11-00 | Utilities | 5,136 | 3,561 | 0 | 0 | 0 |
| 572.17-00 | Professional Services | 10,908 | 6,870 | 0 | 0 | 0 |
| 572.25-00 | Maintenance Matls & Svcs | 706 | 1,223 | 0 | 0 | 0 |
| | Supplies and Services | 16,750 | 11,654 | 0 | 0 | 0 |
| 575.92-96 | Interdept DSC-RDA Housing | 12,201 | 6,101 | 0 | 0 | 0 |
| 575.92-98 | Interdept DSC-RDA2General | 11,500 | 5,750 | 0 | 0 | 0 |
| | Interdepartmental | 23,701 | 11,851 | 0 | 0 | 0 |
| 677.65-00 | Capital Imp. Projects | 179,569 | 2,460,140 | 0 | 18,034 | 18,034 |
| | Capital Outlay | 179,569 | 2,460,140 | 0 | 18,034 | 18,034 |
| 706.71-02 | Principal-City Loans | 0 | 146,906 | 2,357,500 | 0 | 0 |
| | Debt Services | 0 | 146,906 | 2,357,500 | 0 | 0 |
| 918.93-20 | Trsf-Downtown Maint (120) | 1,325 | 1,325 | 0 | 0 | 0 |
| | Other | 1,325 | 1,325 | 0 | 0 | 0 |
| 988.93-43 | Trsf-Proj Area 2 CIP(843) | 0 | 1,267,153 | 0 | 0 | 0 |
| | Other | 0 | 1,267,153 | 0 | 0 | 0 |
| ** | Merced Theatre Restoraton | 221,345 | 3,899,029 | 2,357,500 | 18,034 | 18,034 |

AIRPORT INDUSTRIAL PARK
FUND NO. 448
ACCOUNT NO. 2003

DESCRIPTION

The Economic Development Office, with the counsel of the Economic Development Advisory Committee, promotes economic development activity in the Airport Industrial Park consisting of land sales and property leasing. Installation, improvement, and maintenance of infrastructure are programs undertaken to assure existing, expanding and future industrial tenants will be well served in the Airport Industrial Park.

MISSION

The Airport Industrial Park provides opportunities for economic growth in Merced through sale of land to job generating industries that will benefit the community.

SERVICES TO BE PROVIDED

- Market Airport Industrial Park Property to site consultants and industrial users.
- Adjust price of Airport Industrial Park Property to reflect the current market.
- Accommodate expansions within the Airport Industrial.

SERVICES THAT DO NOT FIT INTO THE BUDGET

- Capital improvements including upgrades such as fiber optics.
- Increase the supply of industrial land through annexation.

2012-2013 BUDGET HIGHLIGHTS

The proposed budget for fiscal year 2012-13 is substantially similar to that of the previous year.

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BUDGET DETAIL EXPENSES

| 448-2003 Airport Industrial Park | | | | | | |
|----------------------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 575.92-17 | Interdept DSC-Develop Svc | 30,672 | 45,655 | 3,175 | 6,627 | 6,627 |
| | Interdepartmental | 30,672 | 45,655 | 3,175 | 6,627 | 6,627 |
| 647.65-00 | Capital Imp. Projects | 142,909 | 50,773 | 8,067 | 5,208 | 5,208 |
| | Capital Outlay | 142,909 | 50,773 | 8,067 | 5,208 | 5,208 |
| 948.93-61 | Trsf-Airport Capital(461) | 43,330 | 47,091 | 45,494 | 30,866 | 30,866 |
| | Other | 43,330 | 47,091 | 45,494 | 30,866 | 30,866 |
| 958.93-61 | Trsf-Airport Fund (561) | 8,500 | 0 | 0 | 0 | 0 |
| | Other | 8,500 | 0 | 0 | 0 | 0 |
| ** | Airport Industrial Park | 225,411 | 143,519 | 56,736 | 42,701 | 42,701 |

BELL STATION FACILITY
FUND NO. 063
ACCOUNT NO. 2005

PROGRAM

Fund 063 is used for the operation and maintenance of the Bell Station located at 415 W. 18th Street. The historic building is currently leased to Alonso Immigration Services and the United States Post Office. Economic Development staff is responsible for maintaining the terms of the agreement between the City of Merced and Department of Interior and marketing and leasing the building.

MISSION

Maintain and preserve the Bell Station as a historic icon in Downtown Merced.

SERVICES TO BE PROVIDED

OBJECTIVES

***PERFORMANCE
MEASUREMENTS/INDICATORS***

- | | |
|-------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| 1. Establish a commercial recruitment program that supports the Bell Station. | Market the Bell Station to office users and local potential business owners through various types of media and venues. |
| 2. Maintain the character of the Bell Station. | Replace and repair fixtures, equipment, and grounds as needed. |

SERVICES THAT DO NOT FIT INTO THE BUDGET

None

2012-2013 BUDGET HIGHLIGHTS

This budget is substantially similar to previous years. Use of the Bell Station is subject to the Agreement between the federal Department of Interior and the City of Merced.

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Bell Station Facility

| EXPENSES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval 2012-13 |
|-----------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| Personnel Expenses | 0 | 0 | 0 | 0 | 0 |
| Supplies and Services | 56.067 | 57.710 | 143.908 | 170.670 | 170.670 |
| Debt Service | 0 | 0 | 0 | 0 | 0 |
| Acquisitions | 0 | 0 | 7.000 | 7.000 | 7.000 |
| Capital Improvements | 0 | 0 | 0 | 0 | 0 |
| * Undefined * | 0 | 0 | 0 | 6.680 | 6.680 |
| TOTAL | 56.067 | 57.710 | 150.908 | 184.350 | 184.350 |

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| FINANCING SOURCES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | Estimated 2012-13 |
|---------------------|-------------------|-------------------|----------------------------|----------------------|
| Investment Earnings | 769 | 561 | 0 | 600 |
| Rent of Facilities | 75.798 | 77.313 | 83.860 | 93.889 |
| Other Revenues | 20.500- | 20.164- | 67.048 | 89.861 |
| TOTAL | 56.067 | 57.710 | 150.908 | 184.350 |

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BUDGET DETAIL EXPENSES

| 063-2005 Bell Station Facility | | | | | | |
|--------------------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 515.92-01 | Interdept DSC-General Fnd | 0 | 0 | 0 | 12,131 | 12,131 |
| | Interdepartmental | 0 | 0 | 0 | 12,131 | 12,131 |
| 572.11-00 | Utilities | 27,008 | 38,617 | 40,000 | 40,000 | 40,000 |
| 572.17-00 | Professional Services | 12,775 | 13,800 | 16,000 | 16,540 | 16,540 |
| 572.29-00 | Other Materials Supplies | 12,925 | 2,567 | 79,914 | 93,768 | 93,768 |
| 572.30-01 | Dept Share of Insurance | 1,103 | 864 | 4,670 | 3,990 | 3,990 |
| 572.38-00 | Support Services | 1,383 | 1,090 | 2,083 | 2,631 | 2,631 |
| | Supplies and Services | 55,194 | 56,938 | 142,667 | 156,929 | 156,929 |
| 573.43-00 | Machinery/Equipment | 0 | 0 | 7,000 | 7,000 | 7,000 |
| | Property | 0 | 0 | 7,000 | 7,000 | 7,000 |
| 574.91-01 | Adm Exp-City Manager | 191 | 151 | 219 | 271 | 271 |
| 574.91-02 | Adm Exp-City Attorney | 32 | 14 | 1 | 29 | 29 |
| 574.91-09 | Adm Exp-Finance | 489 | 465 | 820 | 1,069 | 1,069 |
| 574.91-10 | Adm Exp-Purchasing | 76 | 67 | 95 | 135 | 135 |
| 574.91-16 | Adm Exp-City Council | 85 | 75 | 106 | 106 | 106 |
| | Other | 873 | 772 | 1,241 | 1,610 | 1,610 |
| 968.93-71 | Trsf-Facilities Main(671) | 0 | 0 | 0 | 6,680 | 6,680 |
| | Other | 0 | 0 | 0 | 6,680 | 6,680 |
| ** | Bell Station Facility | 56,067 | 57,710 | 150,908 | 184,350 | 184,350 |

Housing

FUND No's. 018, 031, 033, 034, 041, 042, 052, 053, 059, 066, 068, 071, 371, & 471

ACCOUNT No's. 1301, 1340, 1343, 1344, 1346, 1349, 1350, 1351, 1352, 1354, 1356, & 1363,

DESCRIPTION

The City of Merced Housing Division receives federal Community Development Block Grant (CDBG) and Home Investment Partnerships Program (HOME) funds from the U.S. Department of Housing and Urban Development (HUD) on a formula basis. The amount is dependent upon the allocation level established by Congress. The Housing Division administers CDBG and HOME funds in order to increase the supply of safe, decent, and affordable housing. The program focuses on owner-occupied rehabilitation or reconstruction, affordable rental housing, and first time homebuyer programs.

The Housing Division is also involved in community development and neighborhood reinvestment. CDBG funds are used for broader community development purposes within established guidelines. Examples of such activities are public facility improvements, public services, economic development, and code enforcement. An Annual Action Plan outlines projects in these areas, funding required and projected outcomes.

The City applies for and periodically receives CalHome and BEGIN (Building Equity and Growth in Neighborhoods) grants from the State Department of Housing and Community Development (HCD) for first time homebuyers and rehabilitation of homes. For the past four years the City has been awarded funds under the Neighborhood Stabilization Program (NSP1) from HCD and this past year, NSP3 funding from HUD. NSP programs were designed to address the foreclosure crisis by providing funds to purchase and rehabilitate foreclosed homes and provide soft seconds to qualified buyers.

MISSION

The City of Merced Housing Division strives to provide and maintain affordable housing, public services, and public facilities for low to moderate-income residents by using federal and state funds.

SERVICES TO BE PROVIDED

A public hearing is held before the City Council each May which details a list of proposed CDBG/HOME expenditures for the upcoming fiscal year. The City of Merced Housing Division provides assistance to households which meet income guidelines established by each funding source. These housing programs, requests for multi-family housing funding, and requests for funds to support public services and facilities are presented to the Council and selections for actual funding are made. Once approved by Council, the plan for those expenditures, the Annual Action Plan, is updated and submitted to HUD. In addition, a HUD Consolidated Plan is created every five years listing goals for

Housing

the Housing Division. It is from these goals that annual plans are designed and implemented. This plan can include housing and rehab projects to local services that meet the National Objectives.

The primary focus of the Housing Division is development and improvement of housing provided to Merced residents that qualify for CDBG or HOME housing assistance. Housing needs are identified in the City's Housing Element which is updated on a regular basis. Once needs are identified, CDBG and Home funds are used to provide loans to help construct moderate to low income multi-family units; provide first time home buyer loans; or housing rehabilitation loans.

CDBG funds are also used to provide grant funding for activities that meet the National CDBG Objectives. These include funding for Code Enforcement which helps identify homes in need of rehabilitation or lead paint removal; economic development programs that help to increase job opportunities for moderate to low income families in Merced; local activities that deal with moderate to low income youth or adults and align with CDBG National Objectives, activities that help to reduce homelessness in Merced; and 15% of funding is mandated to support Public Services. Public Service will include funding for one Police officer to provide graffiti prevention activities to youth in targeted areas.

Loan payments for specific programs can be temporarily deferred or adjusted if the household's income is insufficient to make payments and if allowable under the specific City grant. The Housing Program provides HOME, CalHome and Begin funding assistance to qualifying households under the First Time Home Buyer Program (FTHB) to purchase their first home. The Housing Department will apply for additional CalHome loans in fiscal year 2012-13. A total of approximately 25 loans in NSP, HOME, and NSP3 are projected to be provided to first time homebuyers this fiscal year. The First Time Home Buyer Program has been very active since 1993, with more than 760 loan closures during that period.

The number of projects completed in a fiscal year under the rehabilitation/reconstruction loan program and affordable rental housing has traditionally been about 20. Last year there was a lag as funds were used on a Section 108 loan for the Grove Apartments. With NSP3 funds added to the budget this year, it is hoped at least 10 homes will partake in the reconstruction loan program using HOME and CDBG funds as newly awarded NSP3 funds will be used for foreclosed home purchase and rehab.

The City has been awarded \$1,196,182 under NSP3 by HUD. This fund will be used according to the grants' guidelines to purchase foreclosed homes for rehabilitation and re-sale, homebuyer assistance, and redevelopment of abandoned and vacant properties programs. The City has also received a \$50,000 grant from Fannie Mae to be used for NSP1 activities.

Housing

The Housing Division has purchased 22 properties under the NSP1 program and the rehabilitation on most of these properties took place in 2011-2012. As rehabilitations are completed, the properties are being sold to qualified homebuyers, many of which are applying for soft seconds from the NSP program. Revenue generated from the sale of those properties will be used for the purchase and rehabilitation of more foreclosed homes. The program will continue until all revenues are exhausted.

SERVICES THAT DO NOT FIT INTO THE BUDGET

15% Grant Reduction

CDBG funds have been used to help offset costs in the City's Planning, Engineering, and Police Departments. Adhering to CDBG guidelines and with limited funds, only those services that follow the National CDBG objectives will be provided grants this fiscal year. Because of the reduced budget and CDBG guidelines, funding was reduced or eliminated in Planning, Police, Engineering and Code Enforcement.

In addition, funds for social services, Section 108 loan repayments, or transitional housing programs that do not fall under the Community Housing Development Organization (CHDO) funding source will not be funded. CHDO funding provides 15% of HOME funds to a community organization that is CHDO certified to build, own, or oversee low and moderate income/transitional housing. These funds can be held for two years or provided annually and are mandated to these types of projects.

2012-2013 BUDGET HIGHLIGHTS

15% Budget Reduction

- **CDBG, HOME**
Rehabilitate/reconstruct owner-occupied and rental housing units
Rehabilitation and/or reconstruction of at least 5 units.
- **NSP1, NSP3**
Utilize funding to acquire and rehab foreclosed properties and help homebuyers to purchase foreclosed homes.
Acquisition and Rehabilitation of approximately 15 foreclosed homes and funding for approximately 15 units for down payment assistance.
- **HOME, CalHome, Begin**
Provide a First Time Homebuyer Assistance Program.
Funding mechanisms to provide loans to at least 10 first time home buyers.

Housing

- CDBG
Provide funding for public services organizations. Use maximum allowable public services fund for police officer in the graffiti prevention program and local public service organizations/programs.
- CDBG – Code Enforcement Activity
Provide partial funding for Code Enforcement Division. Use funds for partial funding of code enforcement division to improve the quality of low-income neighborhoods and help reduce blight and lead based paint.
- CDBG, HOME
Community Housing Development Organization (CHDO)'s. Work with local organizations to increase CHDO qualified recipients for a wider variety of CHDO allowed programs
- CDBG
Provide supportive housing to meet the needs of very low income and homeless people in Merced. Assist the public agencies and non-profit organizations carry out the 10-year plan to reduce homelessness
- Economic Development
Provide funding for outreach to increase job opportunities to the city's moderate to low income residential workforce.
- RDA's Housing Assets
With the dissolution of RDA, the Housing department acquired RDA's Housing Portfolio that included 17 residential parcels scattered throughout the community. Will work toward developing properties to improve local neighborhoods
- HPRP Grant
This grant will be applied for by Merced County Association of Governments on behalf of the City's Housing Division to provide services for the homeless population.

The Housing Division has traditionally administered Community Development Block Grant and HOME funds from the Federal Housing and Urban Development Department. In recent years, however, the City has been awarded several other

Housing

grants including CalHome – State Housing and Community Development Grant; BEGIN – State Housing Grant; Homeless Prevention and Rapid Re-housing Program, CDBG-R (Recovery), Neighborhood Stabilization Program (NSP1), and (NSP3). The Housing staff currently includes a Rehabilitation Specialist, a Finance Specialist, a Secretary, a Housing Specialist II and a Development Manager. Additional staff may be needed to ensure proper implementation of these and future grant programs.

FUNDS AND ACCOUNTS

The various program-funding sources described above are handled through the following funds and accounts in the City's financial system:

| FUND | ACCOUNT | PROGRAM |
|------|---------|----------------------------------------------|
| 018 | 1301 | CDBG Program |
| 031 | 1340 | Unrestricted Program Income |
| 033 | 1349 | HOME Program |
| 034 | 1346 | BEGIN 94 Program |
| 041 | 1343 | State HOME Funds, 1992 |
| 042 | 1344 | State HOME Funds, 1993 |
| 052 | 1350 | CalHome 06 Program |
| 053 | 1351 | BEGIN Program |
| 059 | 1352 | Neighborhood Stabilization (NSP1) |
| 066 | 1354 | Neighborhood Stabilization (NSP3) |
| 068 | 1356 | NSP – Woodbridge Apts. |
| 071 | 1363 | City Housing |
| 371 | 1363 | City Housing Debt Service |
| 471 | 1363 | City Housing Capital Improvement Projects |

BUDGET DETAIL EXPENSES

| 018-1301 Housing | | | | | | |
|-----------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 551.01-00 | Regular Salaries | 197,039 | 199,258 | 216,371 | 183,242 | 183,242 |
| 551.10-05 | Retirement PERS | 33,662 | 34,605 | 43,260 | 38,116 | 38,116 |
| 551.10-06 | Social Security-OASDI | 12,282 | 12,953 | 15,167 | 11,306 | 11,306 |
| 551.10-07 | Social Security-Medicare | 2,881 | 3,035 | 3,578 | 2,644 | 2,644 |
| 551.10-08 | State Unemployment | 433 | 0 | 0 | 0 | 0 |
| 551.10-12 | Workers Compensation | 748 | 3,009 | 3,677 | 1,212 | 1,212 |
| 551.10-20 | Earned Benefit | 1,833 | 3,667 | 29,016 | 180 | 180 |
| 551.10-21 | Bilingual Pay Program | 0 | 8 | 600 | 200 | 200 |
| 551.10-24 | Vehicle Allowance | 225 | 220 | 0 | 1,199 | 1,199 |
| 551.10-32 | Cash Back-Biweekly Allow | 258 | 5 | 0 | 0 | 0 |
| 551.10-33 | Core Allowance | 42,089 | 44,818 | 58,711 | 45,045 | 44,217 |
| 551.10-35 | Post Employment Benefits | 7,819 | 4,876 | 5,540 | 19,815 | 19,815 |
| Personnel Services | | 299,269 | 306,454 | 375,920 | 302,959 | 302,131 |
| 552.12-00 | Telephone | 422 | 368 | 1,080 | 1,900 | 1,900 |
| 552.13-00 | Postage | 385 | 293 | 600 | 500 | 500 |
| 552.14-00 | Advertising | 948 | 361 | 1,300 | 2,000 | 2,000 |
| 552.15-00 | Office Supplies | 2,436 | 1,753 | 3,000 | 3,000 | 3,000 |
| 552.17-00 | Professional Services | 398,674 | 66,058 | 49,600 | 40,000 | 93,200 |
| 552.18-00 | Travel and Meetings | 36 | 47 | 1,500 | 3,000 | 3,000 |
| 552.20-00 | Training Expense | 110 | 492 | 500 | 4,000 | 4,000 |
| 552.21-00 | Rents/Leases | 1,350 | 1,283 | 1,350 | 0 | 0 |
| 552.23-00 | Vehicle Operations/Maint | 0 | 0 | 1,826 | 867 | 867 |
| 552.24-00 | Memberships, Subscription | 162 | 132 | 4,937 | 1,130 | 1,130 |
| 552.29-00 | Other Materials Supplies | 132 | 78 | 437,102 | 295,230 | 242,858 |
| 552.30-01 | Dept Share of Insurance | 7,606 | 5,939 | 11,862 | 7,245 | 7,245 |
| 552.31-00 | Relocation Expense | 2,713 | 3,169 | 4,000 | 4,000 | 4,000 |
| 552.32-00 | Vehicle Replacement Fee | 0 | 0 | 0 | 764 | 764 |
| 552.38-00 | Support Services | 24,808 | 27,559 | 30,874 | 21,189 | 21,189 |
| 552.45-00 | Facilities Maint Charge | 19,915 | 24,062 | 19,800 | 11,965 | 11,965 |
| 552.46-00 | Computer Replacement Chrg | 1,611 | 1,435 | 1,185 | 1,073 | 1,073 |
| Supplies and Services | | 461,044 | 133,029 | 570,516 | 397,863 | 398,691 |
| 554.91-01 | Adm Exp-City Manager | 10,431 | 10,181 | 7,618 | 4,298 | 4,298 |
| 554.91-02 | Adm Exp-City Attorney | 1,747 | 916 | 17 | 463 | 463 |
| 554.91-09 | Adm Exp-Finance | 26,664 | 31,584 | 28,585 | 16,927 | 16,927 |
| 554.91-10 | Adm Exp-Purchasing | 4,120 | 4,487 | 3,295 | 2,132 | 2,132 |
| 554.91-16 | Adm Exp-City Council | 4,616 | 5,064 | 3,705 | 1,675 | 1,675 |
| Other | | 47,578 | 52,232 | 43,220 | 25,495 | 25,495 |
| 555.92-01 | Interdept DSC-General Fnd | 0 | 0 | 0 | 6,000 | 6,000 |
| 555.92-17 | Interdept DSC-Develop Svc | 158,191 | 206,502 | 109,112 | 110,330 | 110,330 |
| Interdepartmental | | 158,191 | 206,502 | 109,112 | 116,330 | 116,330 |
| 908.93-01 | Trsf-General Fund (001) | 208,500 | 208,500 | 177,500 | 359,112 | 359,112 |
| 908.93-17 | Trsf-Development Svc(017) | 344,090 | 340,356 | 357,000 | 150,000 | 150,000 |
| Other | | 552,590 | 548,856 | 534,500 | 509,112 | 509,112 |
| 938.93-71 | Trsf-City HousingD/S(371) | 0 | 0 | 0 | 321,860 | 321,860 |
| Other | | 0 | 0 | 0 | 321,860 | 321,860 |
| 948.93-24 | Trsf-Parks/Com CIPS (424) | 19,217 | 98,819 | 114,709 | 0 | 0 |
| Other | | 19,217 | 98,819 | 114,709 | 0 | 0 |

BUDGET-DETAIL-EXPENSES

| 018-1301 Housing | | | | | | |
|------------------|--------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 988.93-35 | Trsf-Gateways Debt (835) | 313,430 | 168,029 | 330,960 | 0 | 0 |
| | Other | 313,430 | 168,029 | 330,960 | 0 | 0 |
| ** | Housing | 1,851,319 | 1,513,921 | 2,078,937 | 1,673,619 | 1,673,619 |

HOUSING

- 12-00 Telephone expenses associated with implementing and maintaining Housing programs.
- 13-00 Postage expenses associated with implementing and maintaining Housing programs.
- 14-00 Advertisement of CDBG grant application process, legal and public hearing notices, and program promotion.
- 15-00 Office supplies for implementing and maintaining Housing programs.
- 17-00 Annual audit costs, Continuum of Care, Fair Housing, and Housing Program project maps.
- 18-00 U.S. Dept. of HUD workshops, trainings, and meetings.
- 20-00 Registration for Housing conferences, seminars, and other training programs
- 24.00 Merced Sun-Star and Merced County Times subscriptions.
- 29-00 Funds available for rehabilitation/reconstruction loans and expenses.
- 31-00 Relocation house expenses:
Yard maintenance, pest control, utilities, and miscellaneous maintenance.

HOME Funds

| E X P E N S E S | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval 2012-13 |
|-----------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| Personnel Expenses | 0 | 0 | 0 | 0 | 0 |
| Supplies and Services | 60,443 | 356,957 | 1,611,886 | 1,882,855 | 1,882,855 |
| Debt Service | 0 | 0 | 0 | 0 | 0 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 |
| Capital Improvements | 0 | 0 | 0 | 0 | 0 |
| * Undefined * | 30,000 | 30,000 | 330,000 | 0 | 0 |
| TOTAL | 90,443 | 386,957 | 1,941,886 | 1,882,855 | 1,882,855 |

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| F I N A N C I N G S O U R C E S | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | Estimated 2012-13 |
|-----------------------------------|-------------------|-------------------|----------------------------|----------------------|
| Federal Grants-HOME | 72,617 | 372,833 | 1,841,886 | 1,782,809 |
| Investment Earnings | 663 | 12 | 0 | 0 |
| Home Funds Loans | 116,645 | 103,879 | 100,000 | 100,000 |
| Other Revenues | 99,482- | 89,767- | 0 | 46 |
| TOTAL | 90,443 | 386,957 | 1,941,886 | 1,882,855 |

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BUDGET DETAIL- EXPENSES

| 033-1349 HOME Funds | | | | | | |
|---------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 552.17-00 | Professional Services | 0 | 8,000 | 8,000 | 8,000 | 8,000 |
| 552.29-00 | Other Materials Supplies | 104,728 | 198,446 | 1,471,886 | 1,597,609 | 1,597,609 |
| | Supplies and Services | 104,728 | 206,446 | 1,479,886 | 1,605,609 | 1,605,609 |
| 554.91-01 | Adm Exp-City Manager | 2,269 | 2,009 | 0 | 2,907 | 2,907 |
| 554.91-02 | Adm Exp-City Attorney | 380 | 181 | 0 | 313 | 313 |
| 554.91-09 | Adm Exp-Finance | 5,800 | 6,518 | 0 | 11,451 | 11,451 |
| 554.91-10 | Adm Exp-Purchasing | 896 | 885 | 0 | 1,442 | 1,442 |
| 554.91-16 | Adm Exp-City Council | 1,004 | 999 | 0 | 1,133 | 1,133 |
| | Other | 10,349 | 10,592 | 0 | 17,246 | 17,246 |
| 555.92-18 | Interdept DSC-Housing | 54,634- | 139,919 | 132,000 | 260,000 | 260,000 |
| | Interdepartmental | 54,634- | 139,919 | 132,000 | 260,000 | 260,000 |
| 908.93-17 | Trsf-Development Svc(017) | 30,000 | 30,000 | 30,000 | 0 | 0 |
| | Other | 30,000 | 30,000 | 30,000 | 0 | 0 |
| 998.93-13 | Trsf-PFEDA GatewaysH(913) | 0 | 0 | 300,000 | 0 | 0 |
| | Other | 0 | 0 | 300,000 | 0 | 0 |
| ** | HOME Funds | 90,443 | 386,957 | 1,941,886 | 1,882,855 | 1,882,855 |

FUND NO. 033
ACCOUNT NO. 1349

HOME FUNDS

29-00 Funds available for rehabilitation loans, first time home buyers assistance, and Community Housing Development Organization (CHDO).

Fund 033, Account 1349 contains HOME Participating Jurisdiction (entitlement) funds

Fund 041, Account 1343 contains State HOME funds (1992).

Fund 042, Account 1344 contains State HOME funds (1993).

BEGIN Program

| <u>EXPENSES</u> | <u>Actual 2009-10</u> | <u>Actual 2010-11</u> | <u>Final Budget 2011-12</u> | <u>City Mgr. Recom. 2012-13</u> | <u>Council Approval 2012-13</u> |
|-----------------------|---------------------------|---------------------------|-------------------------------------|-----------------------------------------|-----------------------------------------|
| Personnel Expenses | 0 | 0 | 0 | 0 | 0 |
| Supplies and Services | 197 | 17,013 | 6,131 | 3,043 | 3,043 |
| Debt Service | 0 | 0 | 0 | 0 | 0 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 |
| Capital Improvements | 0 | 0 | 0 | 0 | 0 |
| | | | | | |
| TOTAL | <u>197</u> | <u>17,013</u> | <u>6,131</u> | <u>3,043</u> | <u>3,043</u> |

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| <u>FINANCING SOURCES</u> | <u>Actual 2009-10</u> | <u>Actual 2010-11</u> | <u>Final Budget 2011-12</u> | <u>Estimated 2012-13</u> |
|--------------------------|---------------------------|---------------------------|-------------------------------------|------------------------------|
| Investment Earnings | 195 | 129 | 0 | 0 |
| BEGIN Loans | 12,894 | 3,209 | 3,000 | 3,000 |
| Other Revenues | 12,892- | 13,675 | 3,131 | 43 |
| | | | | |
| TOTAL | <u>197</u> | <u>17,013</u> | <u>6,131</u> | <u>3,043</u> |

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BUDGET DETAIL EXPENSES

| 034-1346 BEGIN Program | | | | | | |
|------------------------|--------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 552.29-00 | Other Materials Supplies | 0 | 0 | 6,112 | 0 | 0 |
| | Supplies and Services | 0 | 0 | 6,112 | 0 | 0 |
| 554.91-01 | Adm Exp-City Manager | 43 | 3 | 3 | 0 | 0 |
| 554.91-02 | Adm Exp-City Attorney | 7 | 0 | 0 | 0 | 0 |
| 554.91-09 | Adm Exp-Finance | 111 | 8 | 13 | 0 | 0 |
| 554.91-10 | Adm Exp-Purchasing | 17 | 1 | 1 | 0 | 0 |
| 554.91-16 | Adm Exp-City Council | 19 | 1 | 2 | 0 | 0 |
| | Other | 197 | 13 | 19 | 0 | 0 |
| 555.92-18 | Interdept DSC-Housing | 0 | 17,000 | 0 | 3,043 | 3,043 |
| | Interdepartmental | 0 | 17,000 | 0 | 3,043 | 3,043 |
| ** | BEGIN Program | 197 | 17,013 | 6,131 | 3,043 | 3,043 |

FUND NO. 034
ACCOUNT NO. 1346

BEGIN PROGRAM

29-00 Funds available for first time home buyers assistance.

CAL HOME Grant

| EXPENSES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval 2012-13 |
|-----------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| Personnel Expenses | 0 | 0 | 0 | 0 | 0 |
| Supplies and Services | 19 | 118,769 | 359,132 | 5,000 | 5,000 |
| Debt Service | 0 | 0 | 0 | 0 | 0 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 |
| Capital Improvements | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 19 | 118,769 | 359,132 | 5,000 | 5,000 |

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| FINANCING SOURCES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | Estimated 2012-13 |
|-------------------|-------------------|-------------------|----------------------------|----------------------|
| Cal HOME Grant | 19 | 130,240 | 300,000 | 0 |
| Home Funds Loans | 0 | 645 | 0 | 5,000 |
| Other Revenues | 0 | 12,116- | 59,132 | 0 |
| TOTAL | 19 | 118,769 | 359,132 | 5,000 |

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BUDGET DETAIL EXPENSES

| 052-1350 CAL HOME Grant | | | | | | |
|-------------------------|--------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 552.13-00 | Postage | 19 | 26 | 100 | 0 | 0 |
| 552.29-00 | Other Materials Supplies | 0 | 101,258 | 359,032 | 5,000 | 5,000 |
| | Supplies and Services | 19 | 101,284 | 359,132 | 5,000 | 5,000 |
| 555.92-18 | Interdept DSC-Housing | 0 | 17,485 | 0 | 0 | 0 |
| | Interdepartmental | 0 | 17,485 | 0 | 0 | 0 |
| ** | CAL HOME Grant | 19 | 118,769 | 359,132 | 5,000 | 5,000 |

BUDGET DETAIL EXPENSES

| 059-1352 Neighborhood Stablization | | | | | | |
|------------------------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 551.01-00 | Regular Salaries | 0 | 0 | 33,038 | 94,941 | 94,941 |
| 551.10-05 | Retirement PERS | 0 | 0 | 6,628 | 19,722 | 19,722 |
| 551.10-06 | Social Security-OASDI | 0 | 0 | 2,039 | 5,850 | 5,850 |
| 551.10-07 | Social Security-Medicare | 0 | 0 | 477 | 1,368 | 1,368 |
| 551.10-12 | Workers Compensation | 0 | 0 | 250 | 1,355 | 1,355 |
| 551.10-21 | Bilingual Pay Program | 0 | 0 | 0 | 200 | 200 |
| 551.10-33 | Core Allowance | 0 | 0 | 4,370 | 27,859 | 27,350 |
| | Personnel Services | 0 | 0 | 46,802 | 151,295 | 150,786 |
| 552.13-00 | Postage | 304 | 276 | 300 | 1,500 | 1,500 |
| 552.14-00 | Advertising | 0 | 0 | 0 | 1,000 | 1,000 |
| 552.15-00 | Office Supplies | 0 | 0 | 0 | 1,000 | 1,000 |
| 552.17-00 | Professional Services | 0 | 6,983 | 0 | 0 | 0 |
| 552.18-00 | Travel and Meetings | 0 | 0 | 0 | 1,000 | 1,000 |
| 552.20-00 | Training Expense | 0 | 0 | 0 | 1,000 | 1,000 |
| 552.23-00 | Vehicle Operations/Maint | 0 | 0 | 0 | 385 | 385 |
| 552.29-00 | Other Materials Supplies | 77,194 | 52,326 | 298,327 | 318,953 | 319,462 |
| 552.30-01 | Dept Share of Insurance | 0 | 0 | 1,105 | 2,357 | 2,357 |
| 552.32-00 | Vehicle Replacement Fee | 0 | 0 | 0 | 339 | 339 |
| 552.38-00 | Support Services | 0 | 0 | 8,381 | 11,136 | 11,136 |
| 552.45-00 | Facilities Maint Charge | 0 | 0 | 0 | 5,318 | 5,318 |
| 552.46-00 | Computer Replacement Chrg | 0 | 0 | 0 | 477 | 477 |
| | Supplies and Services | 77,498 | 59,585 | 308,113 | 344,465 | 344,974 |
| 554.91-01 | Adm Exp-City Manager | 12,179 | 11,633 | 0 | 2,519 | 2,519 |
| 554.91-02 | Adm Exp-City Attorney | 2,309 | 2,204 | 0 | 271 | 271 |
| 554.91-09 | Adm Exp-Finance | 29,360 | 28,043 | 0 | 9,920 | 9,920 |
| 554.91-10 | Adm Exp-Purchasing | 3,613 | 3,451 | 0 | 1,249 | 1,249 |
| 554.91-16 | Adm Exp-City Council | 4,888 | 4,668 | 0 | 982 | 982 |
| | Other | 52,349 | 49,999 | 0 | 14,941 | 14,941 |
| 555.92-18 | Interdept DSC-Housing | 73,822 | 76,178 | 100,000 | 0 | 0 |
| | Interdepartmental | 73,822 | 76,178 | 100,000 | 0 | 0 |
| 657.65-00 | Capital Imp. Projects | 854,917 | 863,526 | 71,482 | 100,466 | 100,466 |
| | Capital Outlay | 854,917 | 863,526 | 71,482 | 100,466 | 100,466 |
| 918.93-06 | Trsf-Village West (106) | 0 | 0 | 30 | 0 | 0 |
| 918.93-21 | Trsf-Ridgeview Meado(121) | 0 | 0 | 32 | 32 | 32 |
| 918.93-32 | Trsf- Cypress Terrac(132) | 0 | 0 | 92 | 84 | 84 |
| 918.93-36 | Trsf-Las Brias (136) | 0 | 0 | 119 | 0 | 0 |
| 918.93-42 | Trsf-La Bella Vista (142) | 0 | 0 | 75 | 0 | 0 |
| 918.93-53 | Trsf-Vista Del Sol (153) | 0 | 0 | 106 | 0 | 0 |
| | Other | 0 | 0 | 454 | 116 | 116 |
| ** | Neighborhood Stablization | 1,058,586 | 1,049,288 | 526,851 | 611,283 | 611,283 |

NEIGHBORHOOD STABILIZATION PROGRAM 1 (NSP1)

- 13-00 Postage expenses with implementing and maintaining the NSP1 program.
- 14-00 Advertisement of NSP1 program promotion.
- 15-00 Office supplies for implementing and maintaining the NSP1 program.
- 17-00 Professional Service expenses for Realtor Contracts, Landscaping Contracts, and House Cleaning Contracts.
- 18-00 NSP1 workshops, trainings and meetings.
- 20-00 Registration for NSP1 conferences, seminars, and other training.
- 29-00 Maintenance and utility fees for homes purchased. Funds also available to provide mortgage assistance loans to qualified first-time home buyers to purchase foreclosed properties.
- 65-00 Funds available to purchase foreclosed properties, rehabilitate the home if need, and re-sell to low-moderate income qualified persons.

Neighborhood Program

| EXPENSES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval 2012-13 |
|-----------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| Personnel Expenses | 0 | 0 | 140,469 | 211,207 | 210,531 |
| Supplies and Services | 0 | 0 | 1,358,429 | 920,033 | 920,709 |
| Debt Service | 0 | 0 | 0 | 0 | 0 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 |
| Capital Improvements | 0 | 0 | 0 | 389,887 | 389,887 |
| TOTAL | 0 | 0 | 1,498,898 | 1,521,127 | 1,521,127 |

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| FINANCING SOURCES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | Estimated 2012-13 |
|--------------------------|-------------------|-------------------|----------------------------|----------------------|
| Neighborhood Stabl(NSP3) | 0 | 0 | 1,196,182 | 1,011,005 |
| PERS-EE Share 2.5% @ 55 | 0 | 0 | 2,716 | 10,122 |
| Land Sales | 0 | 0 | 300,000 | 500,000 |
| TOTAL | 0 | 0 | 1,498,898 | 1,521,127 |

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PERSONNEL Number of Positions

| Classification | Funded In Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval |
|----------------------------|--------------------------------|--------------------------------|---------------------|
| Building Inspector I/II | .25 | .16 | .16 |
| Building Inspector III | .25 | .16 | .16 |
| Planner | 1.00 | | |
| Housing Program Spec I/II | | .33 | .33 |
| Housing Finance Specialist | | .33 | .33 |
| Housing Rehab Specialist | | .33 | .33 |
| Secretary I/II | | .63 | .63 |
| Development Manager | | .30 | .30 |
| TOTAL | 1.50 | 2.24 | 2.24 |

BUDGET DETAIL EXPENSES

| 066-1354 Neighborhood Program | | | | | | |
|-------------------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 551.01-00 | Regular Salaries | 0 | 0 | 92,085 | 135,228 | 135,228 |
| 551.10-05 | Retirement PERS | 0 | 0 | 18,459 | 28,104 | 28,104 |
| 551.10-06 | Social Security-OASDI | 0 | 0 | 5,700 | 8,305 | 8,305 |
| 551.10-07 | Social Security-Medicare | 0 | 0 | 1,333 | 1,942 | 1,942 |
| 551.10-12 | Workers Compensation | 0 | 0 | 751 | 584 | 584 |
| 551.10-21 | Bilingual Pay Program | 0 | 0 | 0 | 200 | 200 |
| 551.10-33 | Core Allowance | 0 | 0 | 22,141 | 36,844 | 36,168 |
| | Personnel Services | 0 | 0 | 140,469 | 211,207 | 210,531 |
| 552.13-00 | Postage | 0 | 0 | 0 | 1,500 | 1,500 |
| 552.14-00 | Advertising | 0 | 0 | 0 | 2,000 | 2,000 |
| 552.15-00 | Office Supplies | 0 | 0 | 0 | 1,000 | 1,000 |
| 552.17-00 | Professional Services | 0 | 0 | 0 | 44,500 | 44,500 |
| 552.18-00 | Travel and Meetings | 0 | 0 | 0 | 1,000 | 1,000 |
| 552.20-00 | Training Expense | 0 | 0 | 0 | 1,000 | 1,000 |
| 552.23-00 | Vehicle Operations/Maint | 0 | 0 | 0 | 675 | 675 |
| 552.29-00 | Other Materials Supplies | 0 | 0 | 974,681 | 527,551 | 528,227 |
| 552.30-01 | Dept Share of Insurance | 0 | 0 | 3,315 | 3,213 | 3,213 |
| 552.32-00 | Vehicle Replacement Fee | 0 | 0 | 0 | 594 | 594 |
| 552.35-00 | Special Dept Expense | 0 | 0 | 281,104 | 281,104 | 281,104 |
| 552.38-00 | Support Services | 0 | 0 | 23,811 | 20,178 | 20,178 |
| 552.45-00 | Facilities Maint Charge | 0 | 0 | 0 | 9,306 | 9,306 |
| 552.46-00 | Computer Replacement Chrg | 0 | 0 | 0 | 834 | 834 |
| | Supplies and Services | 0 | 0 | 1,282,911 | 894,455 | 895,131 |
| 554.91-01 | Adm Exp-City Manager | 0 | 0 | 0 | 4,312 | 4,312 |
| 554.91-02 | Adm Exp-City Attorney | 0 | 0 | 0 | 464 | 464 |
| 554.91-09 | Adm Exp-Finance | 0 | 0 | 0 | 16,983 | 16,983 |
| 554.91-10 | Adm Exp-Purchasing | 0 | 0 | 0 | 2,139 | 2,139 |
| 554.91-16 | Adm Exp-City Council | 0 | 0 | 0 | 1,680 | 1,680 |
| | Other | 0 | 0 | 0 | 25,578 | 25,578 |
| 555.92-18 | Interdept DSC-Housing | 0 | 0 | 75,518 | 0 | 0 |
| | Interdepartmental | 0 | 0 | 75,518 | 0 | 0 |
| 657.65-00 | Capital Imp. Projects | 0 | 0 | 0 | 389,887 | 389,887 |
| | Capital Outlay | 0 | 0 | 0 | 389,887 | 389,887 |
| ** | Neighborhood Program | 0 | 0 | 1,498,898 | 1,521,127 | 1,521,127 |

NEIGHBORHOOD STABILIZATION PROGRAM 3 (NSP3)

- 13-00 Postage expenses with implementing and maintaining the NSP1 program.
- 14-00 Advertisement of NSP1 program promotion.
- 15-00 Office supplies for implementing and maintaining the NSP1 program.
- 17-00 Professional Service expenses for Realtor Contracts, Landscaping Contracts, and House Cleaning Contracts.
- 18-00 NSP1 workshops, trainings and meetings.
- 20-00 Registration for NSP1 conferences, seminars, and other training.
- 29-00 Maintenance and utility fees for homes purchased. Funds also available to provide mortgage assistance loans to qualified first-time home buyers to purchase foreclosed properties.
- 35-00 Funds available to provide assistance for the building or rehabilitation of housing units restricted to families earning 50% or less of area median income.
- 65-00 Funds available to purchase foreclosed properties, rehabilitate the home if need, and re-sell to low-moderate income qualified persons.

BUDGET DETAIL EXPENSES

| 071-1363 City Housing | | | | | | |
|-----------------------|---------------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 552.17-00 | Professional Services | 0 | 0 | 0 | 14,774 | 14,774 |
| 552.29-00 | Other Materials Supplies | 0 | 0 | 0 | 16,726 | 16,726 |
| | Supplies and Services | 0 | 0 | 0 | 31,500 | 31,500 |
| 918.93-20 | Trsf-Downtown Maint (120) | 0 | 0 | 0 | 2,294 | 2,294 |
| | Other | 0 | 0 | 0 | 2,294 | 2,294 |
| ** | City Housing | 0 | 0 | 0 | 33,794 | 33,794 |

Finance

| EXPENSES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | City Mgr. Recom. 2012-13 | Council Approval 2012-13 |
|-----------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| Personnel Expenses | 0 | 0 | 0 | 0 | 0 |
| Supplies and Services | 0 | 0 | 0 | 0 | 0 |
| Debt Service | 0 | 0 | 0 | 457,133 | 457,133 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 |
| Capital Improvements | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 0 | 0 | 0 | 457,133 | 457,133 |

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| FINANCING SOURCES | Actual 2009-10 | Actual 2010-11 | Final Budget 2011-12 | Estimated 2012-13 |
|-------------------------|-------------------|-------------------|----------------------------|----------------------|
| Unclassified | 0 | 0 | 0 | 135,273 |
| Trsf-Housing Fund (018) | 0 | 0 | 0 | 321,860 |
| TOTAL | 0 | 0 | 0 | 457,133 |

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BUDGET DETAIL EXPENSES

| 371-0701 Finance | | | | | | |
|------------------|---------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 706.71-04 | City Housing Loans | 0 | 0 | 0 | 335,273 | 335,273 |
| 706.72-04 | City Housing Loans | 0 | 0 | 0 | 121,860 | 121,860 |
| | Debt Services | 0 | 0 | 0 | 457,133 | 457,133 |
| ** | Finance | 0 | 0 | 0 | 457,133 | 457,133 |

BUDGET DETAIL EXPENSES

| 471-1363 City Housing | | | | | | |
|-----------------------|-----------------------|-------------------|-------------------|----------------------------|--------------------------------|--------------------------------|
| ACCT. NO. | ACCOUNT DESCRIPTION | ACTUAL 2009-10 | ACTUAL 2010-11 | FINAL BUDGET 2011-12 | CITY MGR. RECOM. 2012-13 | COUNCIL APPROVAL 2012-13 |
| 617.65-00 | Capital Imp. Projects | 0 | 0 | 0 | 44,814 | 44,814 |
| | Capital Outlay | 0 | 0 | 0 | 44,814 | 44,814 |
| ** | City Housing | 0 | 0 | 0 | 44,814 | 44,814 |