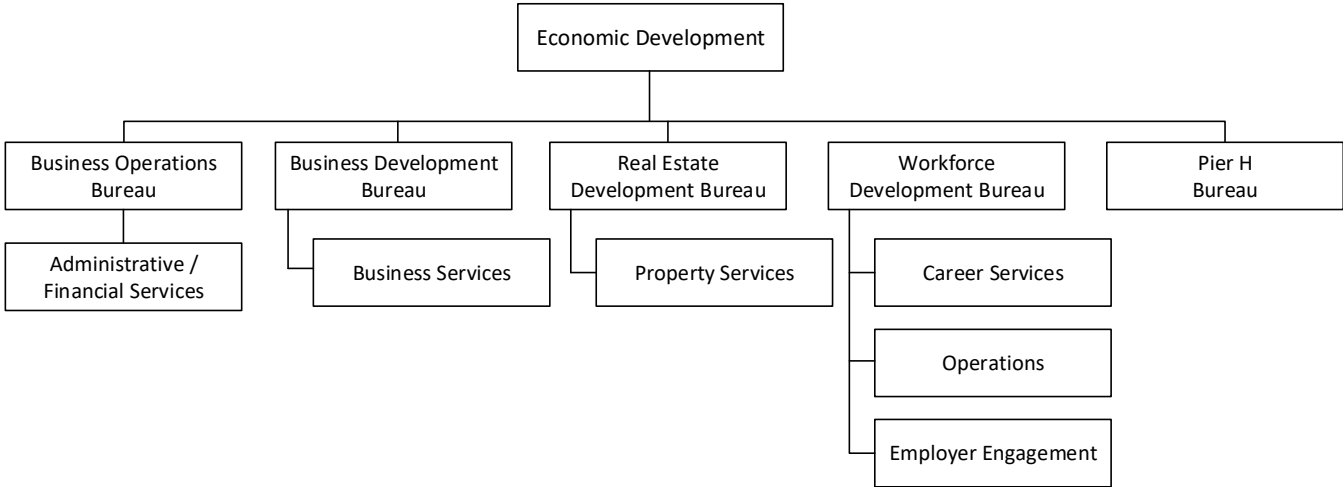


# Economic Development



Bo Martinez, Director

Johnny Vallejo, Deputy Director/Pier H Bureau Manager

Nicholas Schultz, Deputy Director

Arlen Crabtree, Acting Business Operations Manager

Mary Torres, Real Estate Development Manager

Lucius Martin, Acting Business Development Officer

Alisa Munoz, Workforce Development Officer

Eli Romero, Workforce Development Officer

# Department Overview

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## **Mission:**

The mission of the Economic Development Department is to create economic opportunities for workers, investors, and entrepreneurs in the City of Long Beach.

## **Core Services:**

- Grow and strengthen established industry clusters and emerging sectors in Long Beach.
- Increase access to economic opportunities in low-income communities to advance economic equity.
- Ensure workforce preparedness and business competitiveness through an alignment of economic development, training, education, and community partner efforts.
- Build a supportive economic ecosystem that creates reliable pathways for entrepreneurs to confidently start and grow successful businesses.
- Create more responsive, cost-effective, and streamlined City processes to grow investment and development in the City.
- Enhance quality of life to grow businesses, jobs, and investment that support a thriving local economy.
- Advance an integrated approach to local and regional economic development to enhance business opportunities and global connectedness.
- Manage, negotiate and implement complex real estate transactions, leases and extensions.

## **FY 23 Focus:**

In FY 23, the Economic Development Department (Department) will coordinate efforts of its five bureaus (including a newly proposed Pier H Bureau) and multiple divisions to deliver its core services and support internal operations. The Department will continue ongoing efforts to deliver and implement the recommendations of the updated Blueprint for Economic Development (Blueprint 2.0). Blueprint 2.0 is a comprehensive plan that provides policy recommendations to advance Long Beach as “the City of opportunity for workers, investors, and entrepreneurs.” Specifically, Blueprint 2.0 implementation will: facilitate the establishment of Long Beach as a place where workers can find more fulfilling, higher-wage job opportunities, market Long Beach’s “can do” climate where investors aggressively compete for the distinction to advance economic opportunities for businesses and the community, and further Long Beach’s innovative ecosystem that provides a foundation for entrepreneurial success from business start-up to growth. To achieve these objectives, the Department will continue to leverage partnerships with the Economic Development Commission, local education institutions, business associations, and other community partners and build on the strong momentum gained in prior years.

This focus will drive success in each key focus area of the Blueprint including:

1. Engines of Growth
2. Economic Inclusion
3. Jobs and Workforce Development
4. Business Assistance
5. Development Environment
6. Quality of Life
7. Economic Leadership and Cooperation

Long Beach has continued to face many economic and social challenges as a result of the pandemic, including business closures and restrictions; rapid increases in unemployment; sudden and unanticipated loss of income by large parts of the community. In addition to its core services, the Department will play a lead role in the implementation of the City’s Economic Recovery Strategy, addressing the ongoing economic impacts of the COVID-19 pandemic. This will include the ongoing administration of more than \$20 million across dozens of Federal American Recovery Plan Act funded projects and programs, business outreach and assistance, and enhanced workforce development assistance. Effective, efficient,

## Department Overview

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and inclusive economic recovery are key principles and focus areas that are critical to recovering businesses and jobs lost to the COVID-19 pandemic. The strategy focuses resources on the areas of the economy that have been most impacted, seeks to relaunch business sectors hardest hit by the pandemic, and proposes ways to strengthen revenue generation and leverage consumer spending to promote lasting economic growth. An effective and efficient economic response needs to be targeted, data driven, and equitable.

Priority programs that the Department will start or continue in FY 23 include, but are not limited to:

- \$2 million to Long Beach Guaranteed Income: The goal of the City's Guaranteed Income Pilot (Pilot) is to increase the monthly income of the City's most vulnerable residents with the highest unemployment, highest rates of violence and whom have had the greatest continued impact from COVID-19. In two years or less, the Pilot will distribute \$1.5 million in direct cash assistance in the form of GI to 250 families living at or below the poverty line in the 90813 Zip Code. Each participating household will receive \$500 a month for a period of twelve (12) months, with access to multiple payment options. If additional matching funds are secured, the Pilot may be expanded to serve additional cohort participants in other high-need Zip Codes.
- \$6.3 million to Long Beach Youth Climate Corps: This program will create paid work experience opportunities that will increase youth employment, develop youth interest and experience toward careers in public service, and strengthen capacity to address areas of education, climate change, and food security. The program will prioritize the engagement of youth people from Long Beach communities and prepare them for careers in high-growth and emerging industries, connect them to workplace mentors, social capital building opportunities, and bolster their level of civic engagement and understanding through education and hands-on experiences.
- \$3,000,000 for Economic Empowerment Zones: Provides funding the planning, development, establishment and coordination of special economic zones in areas of the City and sectors most impacted by COVID-19. Funding would be dedicated to the community outreach, business planning, land trust development, small business coordination, arts and culture, housing development, private sector investment attraction, and other services to address economic impacts that have been exacerbated by the COVID-19 pandemic.

The Department will continue in its efforts to preserve and maximize the benefit of the City's treasured assets, such as the historic Queen Mary and Long Beach Convention and Entertainment Center (Convention Center). Working with its partners, the Department continues to coordinate critical repairs and maintenance of the Queen Mary. A new hotel management agreement has been negotiated and it is anticipated that the Queen Mary will reopen to guests in FY 23. The Department also negotiated a new management agreement for the Convention Center that provides an incentive structure to encourage promotion and invests \$7 million in needed capital improvements. The FY 23 Budget includes dedicated staff to manage these agreements and improve oversight of these valuable City assets.

Another comprehensive focus will be the Department's continued overlay of a social equity lens on the Department's deliverables. This will be done in conjunction with citywide Framework for Reconciliation, but also include the application of an equity lens to all departmental activities. The purpose of this focus is to be deliberate in the Department's planning and implementation to improve the equity of service delivery and expected impacts.

## Department Performance Measures

| Key Measure                                    | FY 21 Actual | FY 22 Target | FY 22 Estimate | FY 23 Projection |
|--|--------------|--------------|----------------|------------------|
| Number of Successor Agency properties Disposed | 15           | 12           | 7              | 26               |

This measures the amount of former Redevelopment Agency Properties (Successor Agency properties) that were initially retained under the Long Range Property Management Plan under the category of “for sale”. The initial goal was to sell the 58 parcels designated “for sale” while actively seeking buyers for an additional 141 parcels categorized as “Future Development.” These properties were transferred to the City for disposition, with the goal to leverage City-owned property for economic development. Once sold, the City will have completed the disposition of Successor Agency properties and begin a new era of property development that includes a focus on lease activity. In future years, this measure is expected to be replaced with indicators related to active ground leases.

| Key Measure  | FY 21 Actual | FY 22 Target | FY 22 Estimate | FY 23 Projection |
|--|--------------|--------------|----------------|------------------|
| Number of job seekers who are placed in employment | 1,590        | 1,475        | 1,100          | 1,600            |

This performance measure indicates the number of job seekers placed in employment served through programs administered by Pacific Gateway. This includes career and employment services through the WorkPlace, Youth Opportunity Center, and contracted service providers. Service and enrollment levels continued to remain low in comparison to pre-pandemic years. The number of customers seeking services in-person slightly increased, and the depth of workforce services intensified for FY 22. Pacific Gateway anticipates an upward trend in program enrollments and employment placements in FY 23 as COVID-19 restrictions continue to subside, in-person services increase, and the local economy regains strength.

## FY 22 Accomplishments

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- Launched the Digital Inclusion Confidence Program in partnership with the Technology and Innovation Department. This Long Beach Recovery Act funded program serves to provide additional one-on-one computer literacy support services on hotspots, computers, email and Internet usage to residents and small business owners. City staff will contract with a community-based organization (CBO) who will host community pop-ups in neighborhoods most disproportionately affected by the digital divide and provide one-on-one sessions.
- Relunched the Digital Inclusion Resources Hotline in partnership with the Technology and Innovation Department. This Long Beach Recovery Act funded program serves to connect the Long Beach community to digital inclusion resources, services and language interpretation services. A team of digital inclusion navigators is available via email and by phone on weekdays from 8 a.m. to 5 p.m. to direct residents and business owners to information about free and low-cost internet services, computing devices, digital literacy training, and more. One-on-one assistance and language interpretation services will be available for callers in English and Spanish through the digital inclusion navigators, with language interpretation services in Khmer and Tagalog available upon request.
- Relunched the Free Internet Services and Computing Devices Program in partnership with the Technology and Innovation Department. This Long Beach Recovery Act funded program serves to connect residents and small business owners to free digital inclusion resources during the COVID-19 pandemic. Free mobile hotspots with one-year paid Internet service plans and computing devices (e.g. Chromebooks) will be available on a first-come, first-served basis to qualified, low-income residents and small business owners with proof of income eligibility, a Long Beach address and an active business license (e.g. for small business owners), while supplies last.
- Provided more than 2,200 adults and youth with career counseling, job search assistance, work experience, and occupational training through the Pacific Gateway Workforce Innovation Network's four workforce centers, during the COVID-19 pandemic. A focus was placed on serving hard-to-serve residents facing multiple employment barriers, which included justice-involved individuals and adults currently at-risk of or experiencing homelessness.
- Filed a petition to the U.S Department of Labor's Employment and Training Administration's Office of Trade Adjustment Assistance for SNUGTOP impacted workers to receive several millions of additional federal benefits for retraining assistance to return to the workforce.
- Coordinated the largest in-person job fair in Southern California at the Long Beach Convention Center with over 1,000 attendees and more than 150 direct hire employers from a wide variety of sectors.
- The Space Beach Youth Workforce Development Program launched a three-day externship with twenty-one high school teachers, counselors and administrators which included participation from Relativity Space, Boeing, Rocket Lab, SpinLaunch, Virgin Orbit and many other leading aerospace sector companies. The event included in-person classroom time, facility tours, special guest presentations and even one-on-one job shadowing.
- Assisted in a multi-departmental effort to identify and acquire an additional 102-room facility for implementation of Project HomeKey, that provides emergency housing and services to people experiencing homelessness due to the COVID-19 pandemic.
- Negotiated a Purchase and Sale Agreement for the former Long Beach Armory to add 64 units of workforce housing, 63 of which will be affordable units.

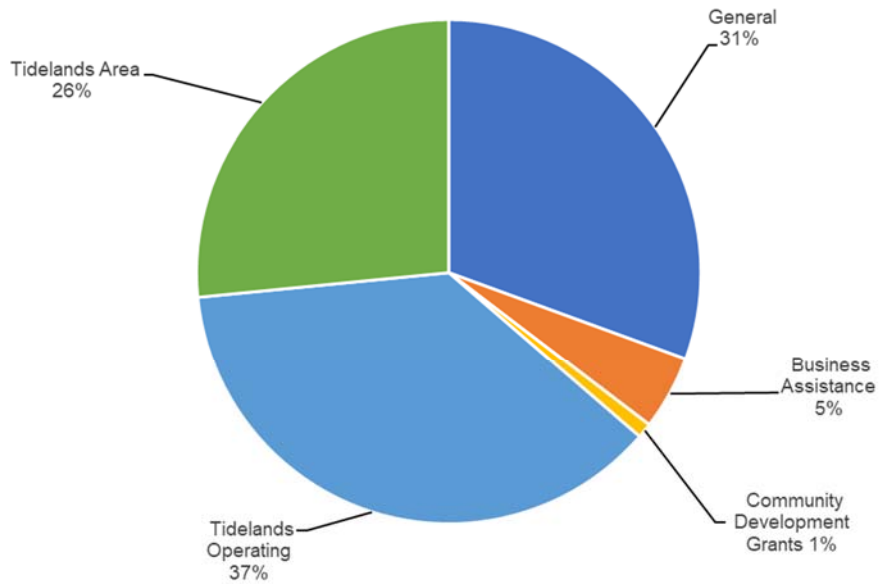
## FY 22 Accomplishments

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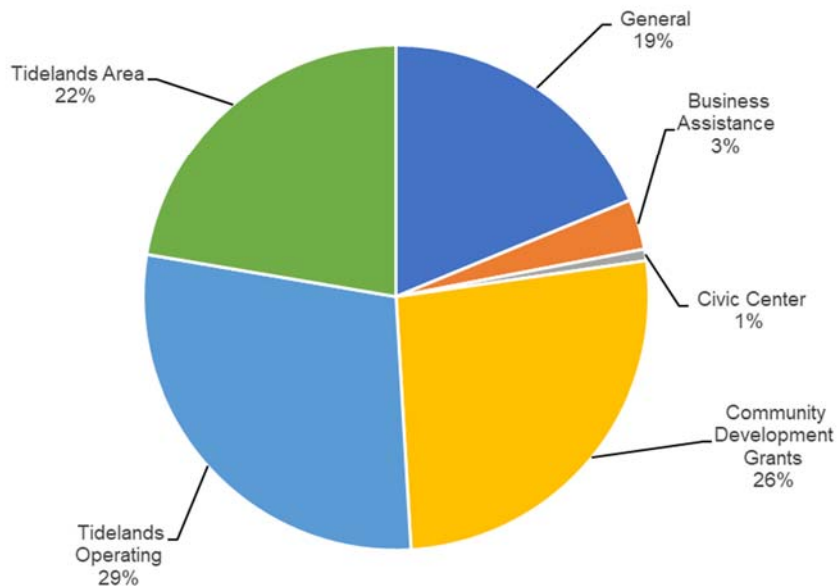
- Launched Economic Empowerment Zone and Economic Innovation District Initiatives to identify areas of need within the city that would benefit from investment funding and encourage recovery in neighborhoods and cluster industries from the impacts of COVID-19.
- Implemented a Commercial Rental Assistance Grant that provided \$1,304,000 to 326 businesses to help businesses located in low-to-moderate income areas pay outstanding or upcoming commercial rental payments.
- Implemented a Business License Taxes and Fees Grant that covered calendar year 2020 business license taxes and fees for full-service locally owned restaurants that have faced financial hardship due to the COVID-19 pandemic.
- Launched four Long Beach Recovery small business and nonprofit relief grant programs totaling over \$8 million that will help small businesses and nonprofits that have experienced financial hardship due to COVID-19.
- Continued the BizCare Hotline and Pop-Ups that provided business resources and information to approximately 2,562 small businesses.
- Provided five Emergency Loans totaling \$50,000 and nine Microenterprise Loans totaling \$389,000 to help retain and launch Long Beach businesses.
- Implemented the Cannabis Equity Entrepreneurship Academy that provided business planning support to 28 Equity Applicants and the Cannabis Equity One-on-One Advisory Services that supported 52 Equity Applicants.
- Continued partnerships with nine non-profit businesses associations to manage 10 Business Improvement Districts that resulted in enhanced litter abatement and beautification, safety, marketing and promotions, and business attraction and retention across multiple commercial corridors and neighborhoods.

# FY 23 Budget

## FY 23 Revenues by Fund Group



## FY 23 Expenditures by Fund Group



## Fund Impact

| Fund Group                   | Revenues          | Expenditures      | Fund Impact        |
|------------------------------|-------------------|-------------------|--------------------|
| General                      | 4,633,925         | 4,337,992         | 295,933            |
| Business Assistance          | 728,199           | 744,802           | (16,603)           |
| Civic Center                 | -                 | 170,412           | (170,412)          |
| Community Development Grants | 145,860           | 6,089,553         | (5,943,692)        |
| Tidelands Operating          | 5,624,935         | 6,617,816         | (992,881)          |
| Tidelands Area               | 4,025,898         | 5,161,120         | (1,135,222)        |
| <b>Total</b>                 | <b>15,158,816</b> | <b>23,121,694</b> | <b>(7,962,877)</b> |

## Summary of Changes\*

| <b>GENERAL FUND GROUP</b>   | <b>Impact</b> | <b>Positions</b> |
|---|---------------|------------------|
| Add an Administrative Analyst II to serve as a business liaison for business owners and entrepreneurs and increase budget by \$10,000 for ongoing support for business outreach efforts.  | 137,450       | 1.00             |
| Upgrade the Business Development Officer to Manager of Business Development to reflect the greater scope of responsibilities.   | 38,764        | -                |
| Add a Public Affairs Assistant position to assist the Department in coordinated messaging across bureaus including email, newsletters and social media as well as public affairs responses, news releases, and bulletins. This would include recent community and business interests and efforts surrounding COVID-19, the Queen Mary area, and the Long Beach Community Hospital. This position will be funded out of the General Fund, the Tidelands Operating Fund, and the Community Development Grants Fund. | 44,493        | 0.40             |
| Reallocate the Cannabis Equity Hire program including a Community Development Specialist III and materials budget from the Workforce Development Bureau to the Business Operations Bureau to better align to operations.  | -             | 0.25             |
| One-time funding for the Long Beach Economic Partnership for business attraction and citywide marketing activities, to be spent over two years. (Adopted Budget Change)   | 300,000       | -                |

| <b>COMMUNITY DEVELOPMENT GRANTS FUND GROUP</b>   | <b>Impact</b> | <b>Positions</b> |
|--|---------------|------------------|
| Add a Community Development Specialist II, Community Development Technician II, Community Development Technician II and reduce a Administrative Analyst III to better align staffing to departmental operations and increase oversight for grants managed by the Workforce Development Bureau.   | -             | 2.00             |
| Add a Public Affairs Assistant position to assist the department in coordinated messaging across bureaus including email, newsletters, and social media as well as public affairs responses, news releases, and bulletins. This would include recent community and business interests and efforts surrounding COVID-19, the Queen Mary area, and the Long Beach Community Hospital location. This position will be funded out of the General Fund, the Tidelands Operating Fund, and the Community Development Grants Fund. Total cost is revenue offset by reallocation of existing resources and grant revenues. | 22,246        | 0.20             |
| Reallocation of the Cannabis Equity Hire program from the Workforce Development Bureau to the Business Operations Bureau, including a Community Development Specialist III and reassignment of an Administrative Intern and moving the materials budget to better align to operations.   | (47,946)      | (0.25)           |

## Summary of Changes\*

| <b>TIDELANDS AREA FUND GROUP</b>  | <b>Impact</b> | <b>Positions</b> |
|---|---------------|------------------|
| Create a team to manage and oversee the Queen Mary and surrounding areas on Pier H. Add a Manager of Property Services and revise the funding allocation for an existing Administrative Analyst II previously assigned, to assist in Queen Mary operations for a total impact of \$258,273. An Events Coordinator II will also be part of the Queen Mary team and is budgeted in the City Manager Department as part of the Special Events and Filming Office. Total revenue increase is \$358,337 to offset both expenses in Economic Development and City Manager's Department. | (100,064)     | 1.00             |
| <b>TIDELANDS OPERATING FUND GROUP</b>   | <b>Impact</b> | <b>Positions</b> |
| Add a Public Affairs Assistant position to assist the department in coordinated messaging across bureaus including email, newsletters and social media as well as public affairs responses, news releases, and bulletins. This would include recent community and business interests and efforts surrounding COVID-19 , the Queen Mary area, and the Long Beach Community Hospital location. This position will be funded out of the General Fund, the Tidelands Operating Fund, and the Community Development Grants Fund.   | 44,493        | 0.40             |
| Add an Administrative Analyst II to oversee the operating contract for the Long Beach Convention and Entertainment Center (LBCEC) and serve as a liaison between operators and the City to address concerns, oversee procurement and monitor performance measures included in the new LBCEC contract. This position is offset by \$127,450 of additional revenues anticipated from the new LBCEC contract.  | -             | 1.00             |

\* For ease of review, reallocations of resources within departments, offsets, adjustments, and minor changes have not been included. As figures reflect the net impact to a fund, an increase in expense is shown as a positive number (cost/hit to fund) and a decrease in expense is shown as a negative number (savings/benefit to fund). Accordingly, a decrease in revenue is shown as a positive number (cost/hit to fund), and an increase in revenue is shown as a negative number (savings/benefit to fund).

# Business Operations Bureau

**Key Services:**

**1. Executive Office**

- Patron Issue Management
- City Council Relations /Communications
- Community Relations / Outreach Education
- Strategic Initiatives
- Departmental Management
- Economic & Digital Inclusion

**2. Financial Administration**

- Budget Development and Management
- Grants Management
- Contract / RFPs Management
- Accounting
- Purchasing
- Records Request and Management

**3. Personnel**

- Payroll
- Benefits Education and Management
- Employee Assistance
- Personnel Management and Issue Resolution
- Risk Management and Safety Training

**4. Communications**

- Department Media Relations
- Public Outreach, Social Media and Events
- Publications

**5. Office of Economic Research**

- Economic Studies and Analysis

| Business Operations | Actuals<br>FY 21 | Adjusted*<br>FY 22 | Adopted**<br>FY 23 |
|---------------------|------------------|--------------------|--------------------|
| Revenues            | -                | -                  | 145,860            |
| Expenditures        | 1,460,893        | 1,735,980          | 3,447,809          |
| Budgeted FTEs       | 8.00             | 8.00               | 19.77              |

\*Adjusted Budget as of April 30, 2022.

\*\*Amounts exclude all-years carryover. See budget ordinance in back of this document.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

# Business Development Bureau

**Key Services:**

- |   |  |
|---|--|
| <p><b>1. Access to Capital</b></p> <ul style="list-style-type: none"> <li>• Small Business Loans</li> <li>• Loan Committee</li> <li>• Small Business &amp; Non-Profit Grants</li> <li>• Federal Grant Reporting</li> </ul> <p><b>2. Business Improvement Districts</b></p> <ul style="list-style-type: none"> <li>• Administration &amp; Oversight</li> <li>• Establishment/Expansion/Renewal</li> </ul> <p><b>3. Business Retention</b></p> <ul style="list-style-type: none"> <li>• Sales Tax Incentive Programs</li> <li>• Relocation and Expansion</li> </ul> | <p><b>4. Business Startup</b></p> <ul style="list-style-type: none"> <li>• Attraction</li> <li>• Site Selection</li> <li>• Licensing Support</li> <li>• Technical Assistance</li> </ul> <p><b>5. Business Outreach &amp; Communication</b></p> <ul style="list-style-type: none"> <li>• Business Hotline and Email</li> <li>• Business Support Hubs</li> <li>• Business Canvassing</li> <li>• Digital Marketing and Communications</li> <li>• Community Presentations</li> </ul> |
|---|--|

| Business Development | Actuals<br>FY 21 | Adjusted*<br>FY 22 | Adopted**<br>FY 23 |
|----------------------|------------------|--------------------|--------------------|
| Revenues             | 1,081,128        | 728,199            | 728,199            |
| Expenditures         | 6,290,197        | 1,884,408          | 1,935,860          |
| Budgeted FTEs        | 3.00             | 3.00               | 5.00               |

\*Adjusted Budget as of April 30, 2022.

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# Pier H Bureau

**Key Services:**

**1. Pier H Property Services**

- Property Maintenance
- Contract Administration
- Lease Negotiation
- Asset Management
- Long Range Property Management
- Special Events Coordination

**2. Queen Mary Property Services**

- Property Maintenance
- Contract Administration

- Asset Management
- Long Range Property Management
- Special Events Coordination

**3. Pier H Real Estate Development**

- Strategic Planning
- Appraisals
- Acquisitions & Sales
- Real Estate Transactions
- Opportunity Site Identification
- Development Services

| Pier H        | Actuals<br>FY 21 | Adjusted*<br>FY 22 | Adopted**<br>FY 23 |
|---------------|------------------|--------------------|--------------------|
| Revenues      | -                | -                  | 2,991,898          |
| Expenditures  | -                | -                  | 5,061,210          |
| Budgeted FTEs | -                | -                  | 2.00               |

\*Adjusted Budget as of April 30, 2022.

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Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

# Real Estate Development Bureau

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**Key Services:**

**1. Property Services**

- Proactive Property Maintenance
- Contract Administration
- Lease Negotiation
- Asset Management
- Long Range Property Management

**2. Real Estate Development**

- Appraisals
- Acquisitions & Sales
- Real Estate Transactions
- Opportunity Site Identification
- Development Services

| Real Estate Development | Actuals<br>FY 21 | Adjusted*<br>FY 22 | Adopted**<br>FY 23 |
|-------------------------|------------------|--------------------|--------------------|
| Revenues                | 42,637,384       | 11,730,169         | 11,292,860         |
| Expenditures            | 40,962,474       | 11,734,325         | 7,622,237          |
| Budgeted FTEs           | 9.00             | 9.00               | 8.00               |

\*Adjusted Budget as of April 30, 2022.

\*\*Amounts exclude all-years carryover. See budget ordinance in back of this document.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

# Workforce Development Bureau

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**Key Services:**

**1. Workforce Development**

- Job Search Assistance
- Individualized Assessments
- Connection to Training Programs
- Career Counseling
- Skill Development Scholarships for Occupational Training

**2. Communications**

- Outreach
- Marketing & Promotion
- Public Affairs
- Workforce Investment Board

**3. Business Assistance**

- Recruitment and Hiring
- Youth Hiring and Internships
- On-the-Job Training
- Lay-Off Aversion
- Customized Training

**4. Workforce Operations**

- Contracts and Procurement
- Accounting
- Budgeting
- Administration & Oversight
- Grant Monitoring

| Workforce Development | Actuals<br>FY 21 | Adjusted*<br>FY 22 | Adopted**<br>FY 23 |
|-----------------------|------------------|--------------------|--------------------|
| Revenues              | 11,064,014       | -                  | -                  |
| Expenditures          | 12,163,770       | 5,956,066          | 5,054,578          |
| Budgeted FTEs         | 44.06            | 66.96              | 58.19              |

\*Adjusted Budget as of April 30, 2022.

\*\*Amounts exclude all-years carryover. See budget ordinance in back of this document.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

## Financial Summary by Category

|  | Actual<br>FY 21   | Adopted*<br>FY 22 | Adjusted**<br>FY 22 | Adopted*<br>FY 23 |
|--|-------------------|-------------------|---------------------|-------------------|
| <b>Revenues:</b>                       |                   |                   |                     |                   |
| Property Taxes                         | -                 | -                 | -                   | -                 |
| Sales and Use Taxes                    | -                 | -                 | -                   | -                 |
| Other Taxes                            | -                 | -                 | -                   | -                 |
| Utility Users Tax                      | -                 | -                 | -                   | -                 |
| Franchise Fees                         | -                 | -                 | -                   | -                 |
| Licenses, Permits and Fees             | 266,910           | 12,000            | 12,000              | 358,337           |
| Fines and Forfeitures                  | -                 | -                 | -                   | -                 |
| Use of Money & Property                | 15,597,500        | 11,024,669        | 11,024,669          | 13,459,984        |
| Revenue from Other Agencies            | 10,820,549        | -                 | -                   | 145,860           |
| Charges for Services                   | 2,945             | -                 | -                   | -                 |
| Other Revenues                         | 3,495,527         | 922,199           | 922,199             | 1,182,199         |
| Intrafund Services                     | -                 | -                 | -                   | -                 |
| Intrafund Transfers                    | 3,549,677         | -                 | -                   | -                 |
| Interfund Services                     | 8,635             | 4,500             | 4,500               | 6,437             |
| Interfund Transfers                    | 21,040,783        | 495,000           | 495,000             | 6,000             |
| Other Financing Sources                | -                 | -                 | -                   | -                 |
|  | -----             | -----             | -----               | -----             |
| <b>Total Revenues</b>                  | <b>54,782,526</b> | <b>12,458,368</b> | <b>12,458,368</b>   | <b>15,158,816</b> |
| <b>Expenditures:</b>                   |                   |                   |                     |                   |
| Salaries and Wages                     | 5,233,225         | 4,709,284         | 4,709,284           | 5,240,173         |
| Employee Benefits                      | 2,957,088         | 4,090,585         | 4,090,585           | 4,547,924         |
| Overtime                               | 32,273            | -                 | -                   | -                 |
| Materials, Supplies and Services       | 22,699,750        | 6,682,736         | 7,170,483           | 6,112,868         |
| Interfund Support                      | 1,605,069         | 2,402,831         | 2,402,831           | 4,687,580         |
| Intrafund Support                      | 10,419            | 74                | 74                  | 78                |
| Capital Purchases                      | 23,897,817        | -                 | 400,000             | -                 |
| Insurance Premiums and Losses          | 105,073           | 74,002            | 74,002              | 74,002            |
| Other Non-Operational Expenditures     | 2,444,803         | 2,463,521         | 2,463,521           | 2,459,070         |
| Operating Transfers                    | 300,867           | -                 | -                   | -                 |
| Intrafund Transfers Out                | 1,590,949         | -                 | -                   | -                 |
| Purchase of Gas & Water                | -                 | -                 | -                   | -                 |
| Depreciation and Non Cash Expenditures | -                 | -                 | -                   | -                 |
|  | -----             | -----             | -----               | -----             |
| <b>Total Expenditures</b>              | <b>60,877,335</b> | <b>20,423,033</b> | <b>21,310,780</b>   | <b>23,121,694</b> |
| <b>Budgeted FTEs</b>                   | <b>87.96</b>      | <b>86.96</b>      | <b>86.96</b>        | <b>92.96</b>      |

\* Amounts exclude all-years carryover. See budget ordinance in back of this document.

\*\*Adjusted Budget as of April 30, 2022.

Note: The City is currently maintaining two different financial systems and until a new budget development software is established, the financial information displayed in the future may have further adjustments.

## Personnel Summary

| Classification                          | FY 21<br>Adopt<br>FTE | FY 22<br>Adopt<br>FTE | FY 23<br>Adopt<br>FTE | FY 22<br>Adopted<br>Budget | FY 23<br>Adopted<br>Budget |
|---|-----------------------|-----------------------|-----------------------|----------------------------|----------------------------|
| Director-Economic Development           | 1.00                  | 1.00                  | 1.00                  | 220,888                    | 225,305                    |
| Accountant III                          | 1.00                  | 1.00                  | 1.00                  | 75,832                     | 77,751                     |
| Accounting Clerk II                     | 1.00                  | 1.00                  | 1.00                  | 43,502                     | 44,603                     |
| Accounting Clerk III                    | 1.00                  | 1.00                  | 1.00                  | 49,476                     | 50,717                     |
| Administrative Analyst II               | 2.00                  | 2.00                  | 4.00                  | 172,784                    | 336,539                    |
| Administrative Analyst III              | 2.00                  | 2.00                  | 1.00                  | 186,520                    | 105,258                    |
| Administrative Analyst II-NC            | 2.00                  | 2.00                  | 2.00                  | 154,115                    | 165,225                    |
| Administrative Analyst I-NC             | 1.00                  | 1.00                  | 1.00                  | 73,654                     | 80,585                     |
| Administrative Intern                   | 6.44                  | 6.44                  | 6.44                  | 224,584                    | 230,321                    |
| Administrative Officer                  | 1.00                  | -                     | -                     | -                          | -                          |
| Assistant Administrative Analyst I      | 1.00                  | 1.00                  | 1.00                  | 58,336                     | 62,899                     |
| Assistant Administrative Analyst II     | 1.00                  | 1.00                  | 1.00                  | 82,146                     | 84,161                     |
| Assistant Director-Workforce            | 1.00                  | -                     | -                     | -                          | -                          |
| Business Development Officer            | 1.00                  | 1.00                  | -                     | 130,046                    | -                          |
| Clerk Typist III                        | 6.00                  | 6.00                  | 6.00                  | 329,004                    | 326,805                    |
| Community Information Specialist II     | 1.00                  | 1.00                  | 1.00                  | 47,914                     | 49,126                     |
| Community Program Specialist I          | 4.00                  | 4.00                  | 4.00                  | 226,569                    | 234,784                    |
| Community Program Specialist II         | 2.00                  | 2.00                  | 3.00                  | 133,688                    | 205,626                    |
| Community Program Specialist III        | 16.52                 | 16.52                 | 16.52                 | 1,425,942                  | 1,422,165                  |
| Community Program Specialist IV         | 3.00                  | 3.00                  | 3.00                  | 281,244                    | 292,391                    |
| Community Program Specialist V          | 7.00                  | 7.00                  | 7.00                  | 718,622                    | 702,636                    |
| Community Program Technician I          | 1.00                  | 1.00                  | 1.00                  | 56,003                     | 57,357                     |
| Community Program Technician II         | 1.00                  | 1.00                  | 2.00                  | 54,447                     | 108,720                    |
| Community Program Technician III        | 1.00                  | 1.00                  | 2.00                  | 61,981                     | 115,343                    |
| Community Program Technician IV         | 2.00                  | 2.00                  | 2.00                  | 132,092                    | 135,428                    |
| Deputy Director of Economic Development | 1.00                  | 1.00                  | 1.00                  | 175,748                    | 179,262                    |
| Development Project Manager II          | 1.00                  | 1.00                  | 1.00                  | 95,059                     | 97,464                     |
| Development Project Manager III         | 3.00                  | 3.00                  | 3.00                  | 297,556                    | 309,056                    |
| Grants Accounting Officer               | -                     | 1.00                  | 1.00                  | 125,261                    | 127,766                    |
| Manager-Business Development            | -                     | -                     | 1.00                  | -                          | 145,683                    |
| Manager-Business Operations             | 1.00                  | 1.00                  | 1.00                  | 141,481                    | 144,310                    |
| Manager-Pier H Property Services        | -                     | -                     | 1.00                  | -                          | 160,000                    |
| Manager-Property Services               | 1.00                  | 1.00                  | 1.00                  | 180,020                    | 142,830                    |
| Payroll Personnel Assistant II          | 1.00                  | 1.00                  | 1.00                  | 54,834                     | 56,221                     |
| Public Affairs Assistant                | -                     | -                     | 1.00                  | -                          | 68,546                     |
| Real Estate Officer                     | 1.00                  | 1.00                  | 1.00                  | 127,300                    | 129,846                    |
| Real Estate Project Coordinator III     | 3.00                  | 3.00                  | 3.00                  | 324,904                    | 314,640                    |
| Real Estate Technician II               | 1.00                  | 1.00                  | 1.00                  | 66,841                     | 68,532                     |
| Secretary                               | 2.00                  | 2.00                  | 2.00                  | 105,780                    | 114,821                    |
| Senior Accountant                       | 1.00                  | 1.00                  | 1.00                  | 102,169                    | 105,258                    |
| Special Project Officer                 | 1.00                  | 1.00                  | 1.00                  | 107,216                    | 110,219                    |
| Workforce Development Officer           | 3.00                  | 3.00                  | 3.00                  | 324,370                    | 325,218                    |
| <b>Subtotal Salaries</b>                | 87.96                 | 86.96                 | 92.96                 | 7,231,376                  | 7,778,131                  |
| <b>Overtime</b>                         | -                     | -                     | -                     | -                          | -                          |
| <b>Fringe Benefits</b>                  | -                     | -                     | -                     | 3,926,469                  | 4,347,799                  |
| <b>Administrative Overhead</b>          | -                     | -                     | -                     | 164,116                    | 200,124                    |
| <b>Attrition/Salary Savings</b>         | -                     | -                     | -                     | (42,660)                   | (58,525)                   |
| <b>Expenditure Transfers</b>            | -                     | -                     | -                     | (2,479,432)                | (2,479,432)                |
| <b>Total</b>                            | 87.96                 | 86.96                 | 92.96                 | 8,799,869                  | 9,788,097                  |