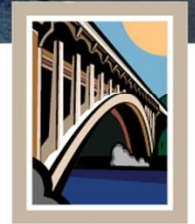# FY 20-21 Outlook and Budget Workshop

Presentation to the Folsom City Council
February 25, 2020

CITY OF
FOLSOM

Budget Basics

B • **B**uild Sustainability

A • **A**ddress Deferred Maintenance

S • **S**trengthen Core Services
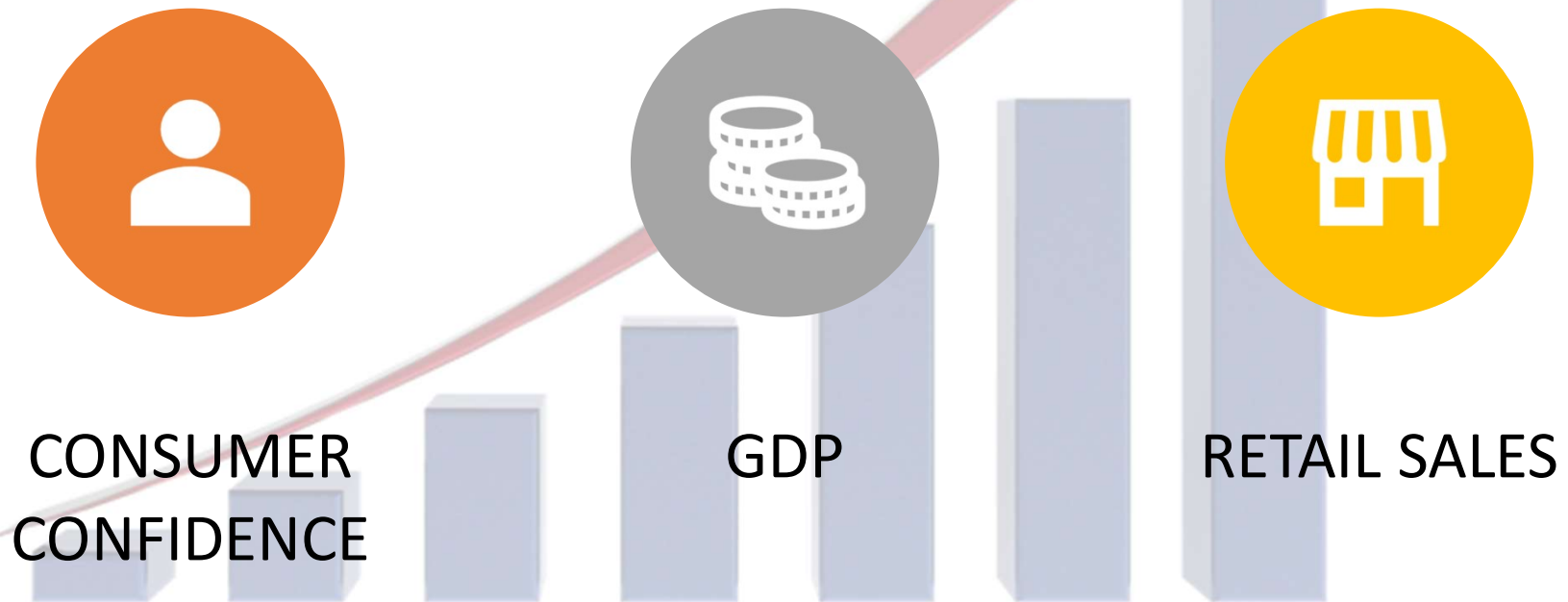
I • **I**nvest for the Future

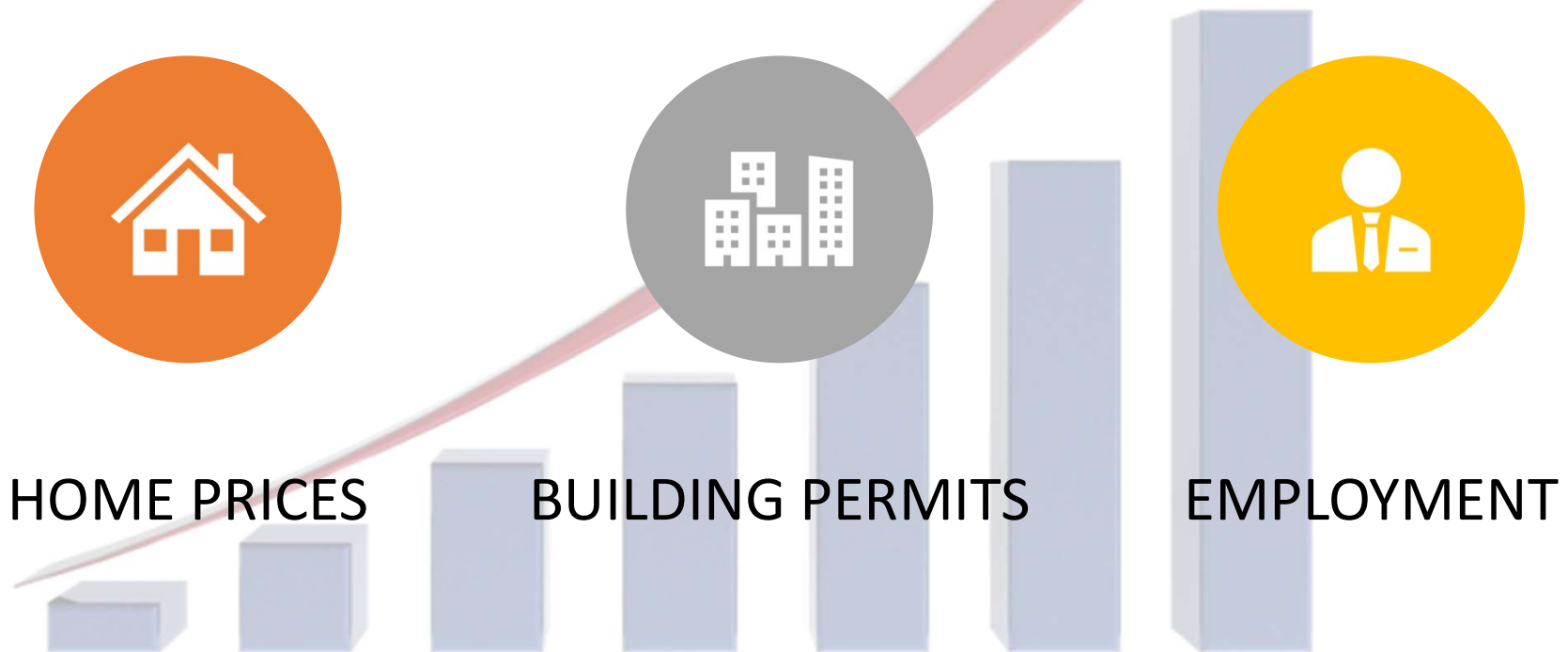**C** • **C**ommunity Balance of Services

Economic Outlook -National

CONSUMER
CONFIDENCE

GDP

RETAIL SALES

Major Revenue Categories

	FY 16-17 Actual	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Projected	FY 20-21 Estimated
Property Tax	$23,301,973	$24,537,819	$26,669,899	$27,851,631	$29,784,989
Sales Tax	24,721,293	22,294,827	25,359,293	25,700,006	26,695,581
Charges for Services	13,829,099	15,521,751	16,200,278	14,964,935	13,664,930
Licenses, Permits & VLF	8,228,994	9,252,499	9,830,997	10,195,719	10,262,021
Transfers In	6,063,948	7,923,701	7,694,005	7,211,844	7,128,095
All other	6,479,942	6,576,967	6,506,365	6,774,026	6,476,309
Total Revenue	**$82,625,249**	**$86,107,564**	**$92,260,837**	**$92,698,161**	**$94,011,925**

Budget Drivers - Revenue

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Projected	FY 20-21 Estimated	% Increase
All Tax Related Revenue	**$51,473,380**	**$56,838,617**	**$58,443,224**	**$61,401,570**	**5.1%**
All Non-Tax Revenue	**$34,634,184**	**$35,422,220**	**$34,254,937**	**$32,610,355**	**-4.8%**
Development Fees	4,057,017	3,929,009	3,039,775	2,455,656	
Building Permits	1,757,983	2,023,999	2,103,000	1,500,000	
Parks & Rec Fees	4,932,538	5,018,254	5,073,928	5,026,300	
Ambulance Fees	3,910,889	4,056,780	4,300,000	4,450,000	
Transfers In	7,923,701	7,694,005	7,211,844	7,128,095	
Total Revenue	**$86,107,564**	**$92,260,837**	**$92,698,161**	**$94,011,925**	**1.4%**

CITY OF FOLSOM

General Fund Revenues
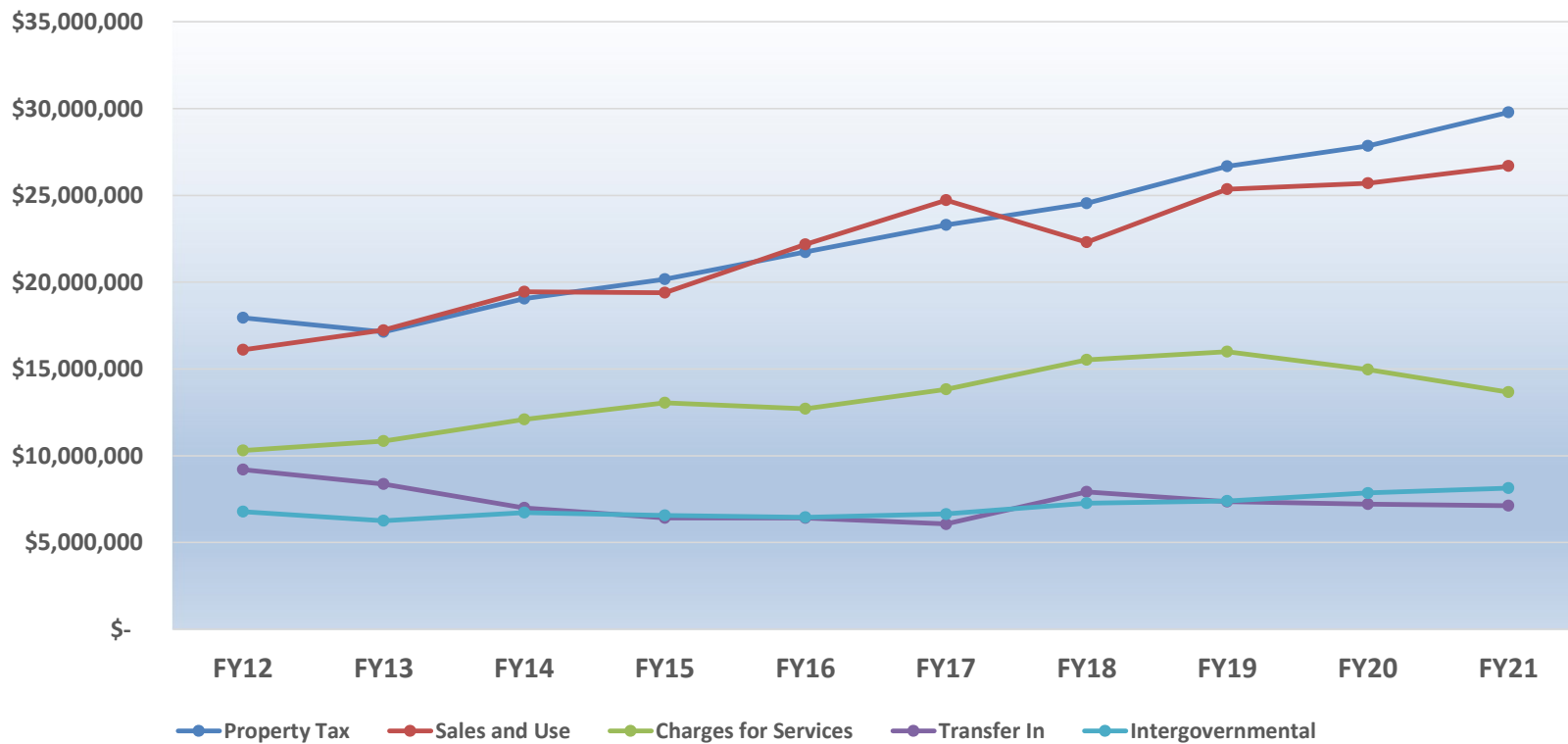
Major Expense Categories

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Projected	FY 20-21 Estimated
Salaries	$34,111,239	$37,065,727	$39,153,462	$40,399,898
Benefits	14,029,698	10,919,878	10,444,344	11,366,326
PERS	11,153,501	12,600,342	16,090,008	16,617,588
O&M	18,431,908	22,057,504	26,461,868	22,623,936
Capital Outlay	2,050,535	3,053,379	3,015,615	1,800,000
Debt Service	2,193,283	904,703	909,234	904,881
Total Expenses	**$81,970,164**	**$86,601,533**	**$96,074,531**	**$93,712,629**

Revenue Estimate	**$94,011,925**
	$299,296

Budget Requests

Total amount of PLS requests:

$24+ million

Positions requested:

28.5

Budget Drivers - Expenses

New MOU's with Employee Bargaining Groups

PERS Increases

Retiree Health
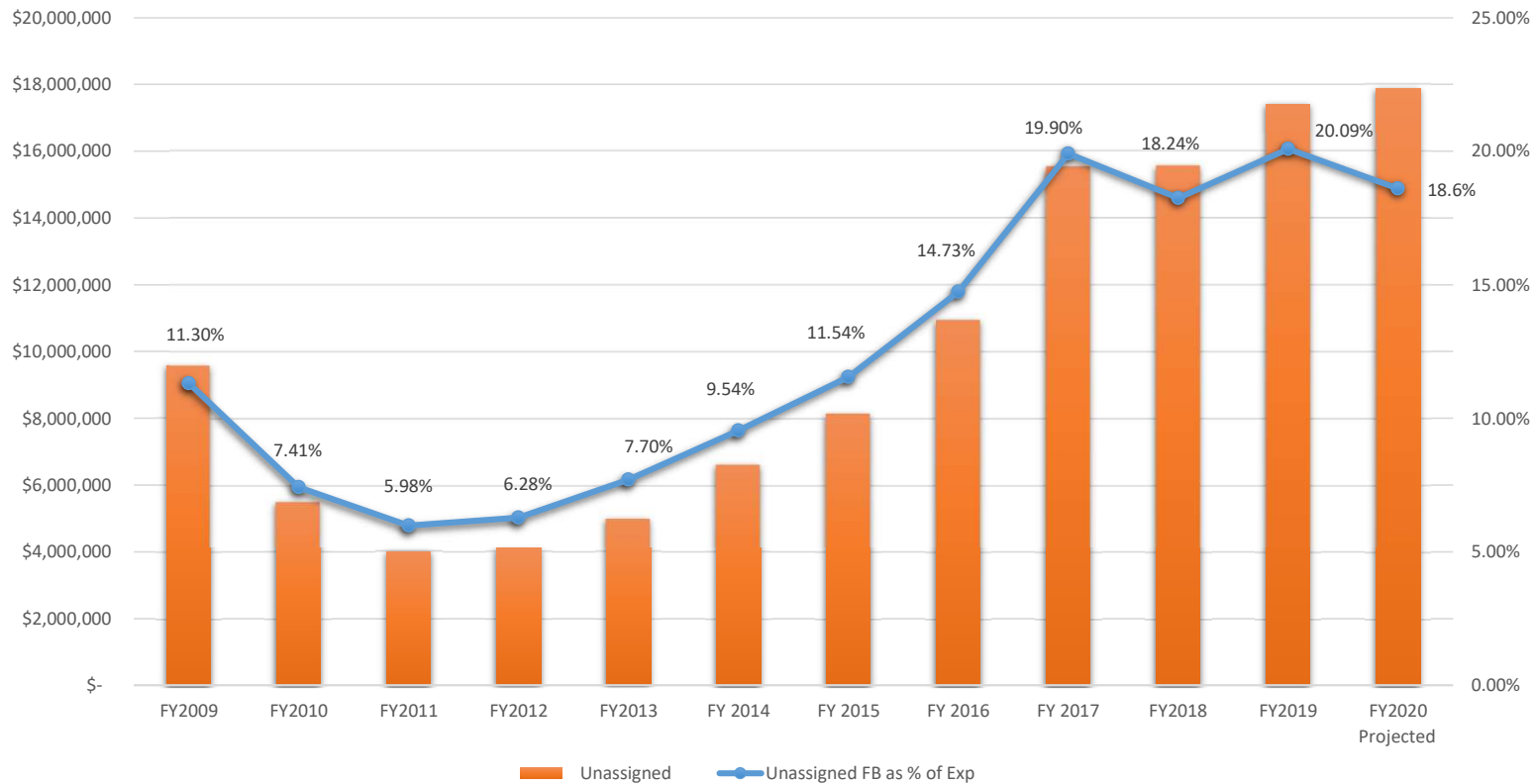
Increases in minimum wage

Budget Drivers - Expenses

	FY 20 Budget	FY 21 Estimated	Increase	% Increase
Wages	$38,215,461	$40,399,898	$2,184,437	5.72%
Retiree Health	3,316,427	3,550,197	233,770	7.05%
PERS	16,090,008	16,617,588	527,580	3.28%
Other Benefits	10,959,269	11,366,326	407,057	3.71%
O&M	19,439,326	19,073,739	(365,587)	-1.88%
Total			**$2,987,257**	**3.4%**

Unassigned General Fund Balance

Revenue and Expenditure Forecast
General Fund
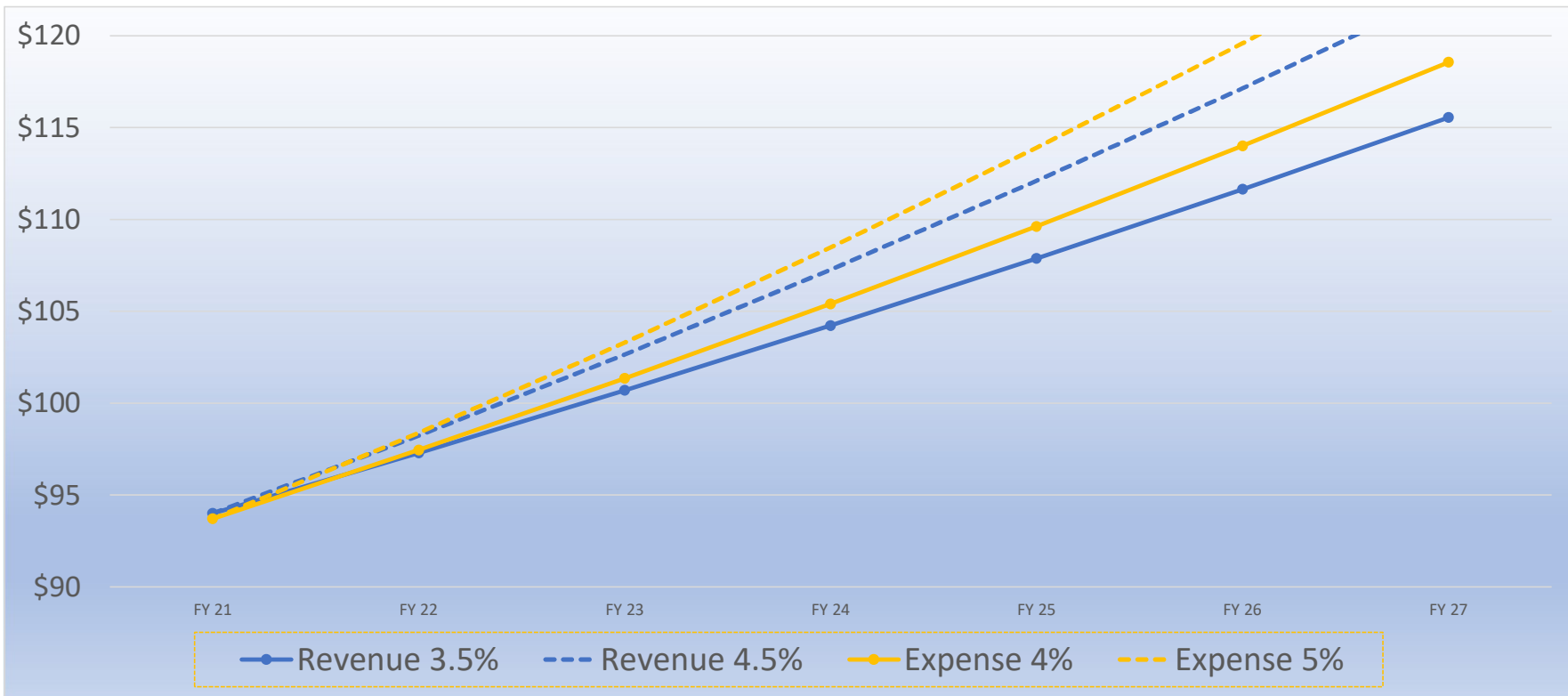
Council Priorities

Maintain 15% reserve	Keep public safety as top priority	Park renovation and maintenance	Transportation infrastructure
Community Center renovation	Prepay PERS to use money for pension trust fund	Expansion of Police Facilities	Community Center roof replacement
Traffic calming	Aquatic center pool renovation	Develop capital reinvestment plan	Fire station renovation

Financing Capital Improvements

Aquatic Center Pool Renovation	$	1,600,000
Carpet Replacement in Library		90,000
Community Center Renovation		302,000
Community Center Roof Replacement		150,000
Fire Department Vehicles		1,200,000
Fire Station 38 Renovation		1,552,100
Park Renovation & Maintenance		3,085,000
Police Facility Expansion		3,500,000
Public Works - Street Overlay Project		1,755,000
Solid Waste Vehicles		3,286,762
Wastewater - Natoma Alley Rehab FY21		676,444
Water Treatment Plant Capacity Upgrade FY21		3,210,237
	$	20,407,543

Issues to be considered

- Can we sustain economy changes?

- How do we maintain our core services?

- What investments need to be made for the future?

Conclusion

- Discussion, questions and direction to staff