

## **Des Moines City Council**

### **Retreat – Budget Process**

**August 3, 2013**

**9:00 a.m. – Noon**

**Des Moines Activity Center**

**Des Moines Creek Room**

**2045 South 216<sup>th</sup> Street**

**Des Moines, 98198**

### **-Agenda-**

|            |                                                                                                                                                   |
|------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| 9:00 a.m.  | Call to order                                                                                                                                     |
| 9:01 a.m.  | Presentation, discussion, and direction regarding activities/actions following up on Council direction given at the April 6, 2013, budget retreat |
| 10:15 a.m. | Discussion of other potential budget balancing strategies, new/enhanced revenues, and cost cutting measures                                       |
| 10:30 a.m. | Break                                                                                                                                             |
| 10:45 a.m. | Executive Session: Per RCW 42.30.140(4)(a) to discuss labor negotiations                                                                          |
| 11:00 a.m. | Presentation and discussion of revenue trends for 2013 and 2014 and preliminary estimates of personnel costs for 2014                             |
| 11:45 a.m. | Next steps                                                                                                                                        |
| Noon       | Adjourn                                                                                                                                           |

Times noted are estimates and are subject to change depending on the progress made on each item.



**BACKGROUND MATERIALS FOR:**  
**April 6, 2013 Budget Retreat Follow Up**

Staff is working on additional materials to be provided as they are ready, or Saturday at the Retreat.



## April 6, 2013 Budget Retreat Follow Up

**NOTE: Underlined text represents an update from the June 6, 2013 report to Council**

### **Radical Expenditure Reduction Ideas**

- Police Department – contract for some services (emphasis on support and infrastructure)
  - We offer police services to others
  - Regional police services (or merge w/another city)  
*Follow up: Chief of Police, Commanders – See attached memo*
  - *PD continues to:*
    - *Pursue efficiencies*
    - *Upgrade policies and practices*
    - *Improve community relationships,*
    - *Boost training*
    - *Partnering with other police agencies and city departments*
  - *Reach out to other cities to determine interest*
- Court
  - Contract with other cities – we need physical space – leasing option available?
  - Regional services  
*Follow up: Judge, Court Administrator, Economic Development Manger, Grant Fredricks*
  - *Analyzed space needs for Court to provide services to other cities*
  - *Analyzed available rental spaces in Des Moines, both in the Marina District and on Pacific Highway South*
  - *Analyzed space available in Des Moines City Hall to accommodate extra space needed by Court*
  - *Briefed Municipal Facilities Committee*
  - *See attached report*
  - *Reached out to other cities to determine interest – Burien declined to pursue*
- Other opportunities for collaboration with other cities
  - Street Services
  - Parks & Rec Services
  - Mechanics/Fleet
  - Building
  - Code Enforcement  
*Follow up: PBPW Director*
  - *Pursuing with neighboring cities via King County Cities Public Works Directors' bi-monthly meetings*
  - *Interim Contract in place with Normandy Park for Maintenance Admin Support Services. Will look to expand after new City Manager starts in July.*
  - *Discussion held with Normandy Park City Manager 7/24/13.*

- Merge Marina & Park, Rec, Senior Services  
*Follow up: Park, Recreation and Senior Services Director and Harbormaster*
  - *Develop proposal for phased-in merged department with a 3-5 year timeline*
    - *See attached summary*

**Policy Questions:**

1. *Parks, Recreation and Senior Services merges into Marina Fund*
2. *Marina Fund merges into General Fund;*
3. *Departments' operations merge but kept in separate funds; or*
4. *No Merger, redistribute interdepartmental workloads as feasible in 2014*

- Contract w/private sector for some of the items listed above  
*Follow up: PBPW Director*
  - *Currently contracting with NLS for some Landscape maintenance. Will evaluate additional opportunities, particularly with regards to fleet maintenance*
- Lease Fleet/Equipment  
*Follow up: Chief of Police, PBPW Director, Finance Director*
  - *Evaluating police vehicle options first*
- Recombine, reorganize and flatten organizational structure in PBPW - \$280,000-\$350,000  
*Follow up: Assistant City Manager, Acting Public Works Director, Acting Community Development Director*
  - *Proposal for merged/reorganized department developed and in the process of being implemented.*

### **Extraordinary Revenue Generation Ideas**

- Prepare a thorough analysis of all commercial areas and corresponding uses to determine where highest revenues are/can be generated, in the context of political feasibility

*Follow up: Economic Development Manager, Finance Director – see attached report*

- *Estimate revenue from development on the following sites:*
  - *Des Moines Creek Business Park*
  - *Furney's/Ono's*
  - *Artemis Hotel*
  - *Mack Truck*
  - *Marina Floor*
- *Estimate revenue from the following uses:*
  - *Car dealerships*
  - *Card rooms/mini casinos*
  - *Hotels*
  - *Big box retail*
  - *High end restaurants*
  - *Park n' fly lots*
  - *Parking facilities associated with a Sound transit stop*

- Research revenue sources of surrounding cities – where are they getting their revenue?
  - *See materials created for April 6<sup>th</sup> retreat*

- Review/discuss complete and exhaustive listing of all possible revenue sources  
*Follow up: Economic Development Manager, Finance Director – see attached report*
  - *B&O Tax options – to be discussed with Finance and Economic Development Committee 8/6/13*
    - *Square footage tax versus gross revenue tax*
      - *What cities use square footage*
      - *What impact could it have in Des Moines*
    - *Allowed to go over 0.2% with voter approval?*
  - *Other revenue options?*

- Bring all properties between I-5 and Highway 99 and between Kent-Des Moines Road and South 272<sup>nd</sup> Street into Des Moines – conduct an analysis

*Follow up:*

- *To be assigned*

- Sponsorships/naming rights for City facilities/vehicles – what would policy/rules look like?

*Follow up: Park, Recreation, and Senior Services, Assistant City Attorney*

- *Briefed Municipal Facilities Committee – provided example policies from other cities*
- *Developed draft policies/rules – presented to Municipal Facilities Committee 7/25/13*
- Far reaching rezones
  - Pacific Ridge
 

*Follow up: Community Development Manager, Economic Development Manager, Grant Fredricks*

    - *Draft ordinance completed – State Review, SEPA, being conducted*
    - *Public Hearing to be held in 8/8/13*
  - Pacific Highway South from Kent-Des Moines Road to South 272<sup>nd</sup> Street
 

*Follow up: Community Development Manager*

    - *Finance and Economic Development Committee discussed a request to rezone a property one block west of Highway 99. Committee directed that this request be part of the study of zoning on Pacific Highway south of Ken-Des Moines Road and that properties that are not on Highway 99 also be included if there is a compelling reason to do so.*
    - *Inventorying all planning work done to date by Des Moines and Kent*
- Marina District
  - Buy vacant property & make it more developable
 

*Follow up*

    - *Subject to funding availability*
  - Move City Hall/Court/Library to the Marina District
 

*Follow up*

    - *See follow up to Court item in Radical Expenditure Reduction Ideas*
  - Look at vacating alleys and ROW to encourage economic development
 

*Follow up: Community Development Manager, Economic Development Manager, Grant Fredricks*

    - *Inventorying uses currently occurring in Marina District alleys: utilities, deliveries, garbage, etc.*
    - *Outlining criteria for vacation of streets and alleys – codify?*
    - *See attached summary*
- Charge for Parking (Marina, Redondo, Beach Park, Marina District)
 

*Follow up: PBPW Director; Park, Recreation, and Senior Services Director; Harbormaster*

  - *PS&T Committee and Municipal Facilities Committee studying parking issues*
  - *See attached proposal for pay parking at Marina and Beach Park*
  - *See attached proposal for improvements and parking at Wooten Park*
  - *See attached renderings of two potential changes to the Salty's parking lot in Redondo*

- Support passage of King County Human Services Sales Tax increase  
*Follow up: City Manager*
  - *Monitor King County actions*
  
- Redevelop Marina  
*Follow up: Harbormaster, Community Development Manager, Economic Development Manager*
  - *RFQ issued, responses received 5/31/13*
  - *RFQ responses evaluated by Committee*
  - *Presentations by responders scheduled for 8/1/13*
  - *Determine need to issue addenda or extend deadline based on comments from prospective respondents*
  
- Complete Beach Park Rehabilitation, Rent/Lease space  
*Follow up: City Manager; Parks, Recreation, and Senior Services Director, PBPW Director, CIP Projects Manager, Event Coordinator*
  - *Monitor State Legislature for status of \$750,000 Heritage Grant funds for the Dining Hall - \$850,000 grant funds included in 2013-15 State budget*
  - *Prepare to start the Dining Hall project in anticipation of Heritage Grant funds being in 2013-2015 State budget – staff organizing to move project forward*
  - *Continue efforts to rent available Beach Park venues (Auditorium, Founder's Lodge, Picnic Shelter, Meadow)*
  
- Require utilities to develop plans to extend service to undeveloped/underdeveloped lots
  - Mechanism?
  - Increase development?
  - Increase property values?*Follow up: PBPW Director, Community Development Manager*
  - *Inventorying under-served/un-served areas*
  - *Inventorying utility districts' policies regarding service extension*
  - *Inventorying dates for each district's comp plan update*
  - *Creating list of options for City of consider to encourage/require extension*
  - *Reviewing zoning in under-served/un-served areas*
    - *Contributing to lack of development?*
    - *Increase allowed uses or density to encourage development?*

- Lease the Marina to private operator  
*Follow up: City Manager, Assistant City Manager, City Attorney, Finance Director, Harbormaster*
  - *Conducting legal/operational/financial analysis of privatization*
  
- Des Moines Elementary School – have F&ED review zoning  
*Follow up: PBPW Director, Community Development Manager*
  - *Inventorying zoning on and within ½ mile of DM Elementary*
  - *Inventorying current and allowed uses on and within ½ mile of DM Elementary*
  - *Inventorying issues/impacts redevelopment of DM Elementary might have surrounding area*

### **Traditional Budget Balancing Strategies and Efficiency Enhancements**

(These are normal every day management improvements and policy refinements)

(Ideas worth exploring , but relatively low yield, and not sustainable – won't solve the problem)

- Reduce/slow/eliminate increases in employee compensation/benefits
- Street Lighting
  - LEDs - \$45,000 per year for 100 watt lights
- Eliminate ACM and add HR Specialist - \$74,848
- Eliminate ED Manager Position - \$134,026
- Eliminate Consultant Positions
- Freeze Empty Positions/Reallocate Resources as needed – \$1,142,078 (includes some of the savings in reorganization of PBPW)
- Continue fight for liquor revenue - \$300,000 for 2013
- Consider Bi-Annual Budget Process
- \$\$\$ for Marijuana
- \$40 Car tab - \$400,000
- Feds – Advocate for Fair Market Place (i.e. sales tax on all internet sales)
- Require direct pay deposit for all City employees (just as the Federal government now requires for pay and entitlements) by 1/1/14 and immediately for new employees when hired
- Charge for all community events – cover direct costs
- Eliminate Citizen Advisory Committees (Human Services, Senior Services, Arts Commission, Landmarks Commission) – eliminates need to provide staff support – What are these committees doing and how much staff support is provided?
- Eliminate the Planning Agency by 1/1/14
- Reevaluate all Departmental Positions for duplication
- Reevaluate all Departmental Expenditures for savings
- Reevaluate all Departmental Fees for market rates
- Looking for efficiencies must be a high priority – technology solutions



# DES MOINES POLICE DEPARTMENT

*"Professionalism, Pride, Teamwork, Excellence, Quality Service, Commitment"*

## MEMORANDUM

**DATE:** July 23, 2013

**TO:** George M. Delgado   
Chief of Police

**FROM:** Bob Bohl   
Commander

**SUBJECT:** Council Retreat Follow-up Update

During the Council Budget Retreat on April 6, 2013 it was identified the Police Department needed to continue the following:

- Pursue Efficiencies
- Upgrade Policies and Practices
- Improve Community Relationships
- Boost Training
- Partnering with other Police Agencies and City Departments

The following is some follow up information in regards to the listed bulleted points discussed during the Council Budget Retreat.

### Pursue Efficiencies

The police department continues to pursue our own organizational efficiencies as well as assisting with the efficiencies with other city departments by currently doing the following:

- Assist with employee investigations from other city departments.
- Made arrangements to have a dedicated PD Bay with the City Shops for vehicles seized for search warrants. This eliminates officers from attempting to find room within the city shop and placing seized vehicles in front of other city equipment thus not allowing access for its use. This also will eliminate the need to use outside rental space thus providing a cost savings.
- Provided an instructor to teach First Aid / CPR to Parks Department Staff.
- Making arrangements to have a computer system placed within the police department lobby allowing citizens to do on-line police reports instead of pulling an officer off the street.

- Obtained hands free phone sets for Records Unit allowing the ability to answer the phone without being at the desk.
- Investigated the feasibility to outsourcing the transcription of our digitally recorded statements and determined it was cost prohibited.
- Established our own language line interpreter account for easier access for officers and detectives to use while obtaining critical information during an investigation.
- Records Unit continuing to pull old cases and miscellaneous files from Iron Mountain for destruction per the Records Retention Schedule thus eliminating the need for storage at Iron Mountain as an annual cost savings.
- Professional Standards Sergeant pulled all old personnel files from Iron Mountain for destruction per the Records Retention Schedule thus eliminating the need for storage at Iron Mountain as an annual cost savings.
- Worked with Assistant City Manager (HR) to establish consistent protocol for retention of medical records and other personnel files for department employees.
- Re-establish the Administrative Sergeant to assist in identifying training needs, risk management, equipment needs / inventory and emergency management.
- Partnered with Kitsap County Sheriff's Office to reduce our cost of conducting our emergency vehicle operation training.
- Continue to seek reimbursements for the following: Training cost from WCIA, DRE training from Washington State Traffic Safety Commission, Radio Re-banding from Sprint/Nextel.
- The Administrative Sergeant has re-organized our department training files and destroyed those training records per the Records Retention Schedule.
- In the process of evaluating our current equipment inventory and making adjustments based upon the needs of the department.

### **Upgrade Policies and Practices**

With the Administrative Sergeant position re-established we are currently updating our department policies and procedures to stay current with Federal Law, State Law, as well as current Case Rulings. After this update is completed we will be working on moving towards accreditation.

### **Improve Community Relationships**

The Department will increase crime prevention efforts to neighborhood associations and community groups in response crime trends affecting our area. The hope is to increase dialogue and awareness. The goal is to build stronger partnerships and trust.

Our efforts are the foundation of our future ability to serve a wider and more diverse community. Through our customer service/crime reduction efforts, we believe that Des Moines will become the safe city that attracts innovation, growth, and a haven for families.

The police department continues to be committed to the philosophy of Community Policing as well continuing our Community Outreach by:

- On-going participation in Apartment Manager's Meetings.
- Encourage Blockwatch Program.
- Conduct Security Surveys.
- Provide education on the oversized vehicle ordinance to enhance the quality of life within our local neighborhoods.
- Work with local businesses to reduce the liquor thefts.
- Increase officer presence in community events such as the Farmers Market and Wesley Homes Annual Barbeque.
- Staff a Police Booth at the Farmers Market on particular weekends.
- Chief Delgado in dialogue with So. King County Chiefs to discuss best practices in crime fighting, crime reduction, intelligence sharing, resource sharing.
- Established a Chief's Advisory Board to assist with the direction of the Police Department.
- Additional directed patrol activities in identified areas identified by our community.
- Chief Delgado showed a presence during the Muslim Blood Drive.
- Looking at expanding the Volunteer Program.
- Participation in National Night Out.
- Established a new "Coffee with a Cop" program. Pilot program will start at the Des Moines Senior Center in September 2013.

### **Boost Department Training**

The police department re-evaluated and developed a 2013 Training Plan base upon the funds allocated within 2013 Budget by:

- Prioritizing the in-service training based upon the funds allocated within the budget.
- To reduce risk provided Emergency Vehicle Operations training which has not been completed in over seven (7) years.
- Provide other in-service training to maintain certification mandates imposed by the Criminal Justice Training Commission.
- Additional Command level oversight on approval of requested training to ensure it is beneficial for the direction of the organization.
- With Department / City Staff changed determine if we are still in compliance with the FEMA regulations in training requirements for ICS (Incident Command System).

### **Partnering with other Police Agencies and City Departments**

The DMPD has begun discussions with National Coalition Building Institute (NCBI) to do training that will enhance community relations and customer service, and crime reduction through community collaboration. The Department plans on pursuing grant funding to assist in making this training possible. Training that we hope will become a part of our outreach philosophy. Below are

snapshots of some of the training being offered. We're currently working with NCBI on a 4-hour block of customer service training.

- **Welcoming Diversity / Prejudice Reduction Workshop** (one day) — *Shows how participants have been taught to think and act as members of their racial, gender, and other identity groups and provides skills for bridging differences.*
- **Leadership Clinic** (one to three days) — *Assesses individual and group skills for leading diverse communities and organizations and teaches an array of key leadership and managerial skills.*
- **Coalition Building Workshop** (one to three days) — *Teaches skills for bringing diverse elements of a community or organization together to successfully achieve common goals.*
- **Controversial Issues Process** (one day) — *Demonstrates a method for assisting diverse groups to work together even in tough, emotionally-charged conflicts.*
- **Controversial Issue Practicum** (one or two days) — *Introduces the Controversial Issues Process and uses it to address a challenging issue brought by the sponsoring group.*

The police department also continues to enhance our partnerships with other agencies and city departments by:

- Worked with other city departments to assist with potential employee misconduct.
- Worked with other city departments to increase the efficiencies within the city departments as well as identifying ways to minimize the risk of loss of city resources.
- Assist other city departments in identifying issues which need to be addressed.
- Work with other local Chief's to establish a Mutual Law Enforcement Agreement to participate in the Valley Investigative Team which is regional law enforcement investigation team to investigate officer involved shootings or in-custody death incidents.
- Participate with other agencies for on a tactical debrief and lessons learned for the active shooter incident in Federal Way.
- Worked with Highline Community College's Administration to organize a table top active shooter exercise which has been scheduled for August 7, 2013.

In addition, the police department obtained information on the City of Kent's west hill region west of Interstate 5 for 2012. The City of Kent is broken up into 4 Sectors with several hundred reporting districts. The west hill area east of Interstate 5 is within Sector 3. According to the information received, this area received 5,623 total incidents in 2012 and there were 1,102 police case reports. This area west of Interstate 5 had a highest amount of cases taken in 2012 than the rest of the reporting districts within Sector 3.

Currently, The City of Des Moines is charged \$36.58 per call from Valley Communications. Based on the above 5,623 incidents would equate to an additional \$205,689 in additional dispatch fees for this area. The Des Moines Police Departments currently averages about 3500 police cases per year so this area would be about a 33 percent increase in case reports.

## City Hall/Courthouse Study Update

### 2013 City Council-Adopted Strategic Objective: Develop a plan to build a new Court House and City Hall in Des Moines

1. **This goal is sound** and a new City Hall/Courthouse is needed for the City and City Government. City services and functions will be enhanced by a new complex.
2. **The project will be challenging.** It will take longer (at least 5 years and probably at least 8) and be more difficult than expected, be more costly than initially thought, be politically challenging, and require political leadership and courage. Project fatigue will occur.
3. **Project management will be critical.** Cost and scope creep control will be critical. Outside project planning and management resources will be needed. A comprehensive strategic communications and stakeholder management strategy will be essential.
4. **Procurement and project delivery must be flexible.** Planning must remain flexible so that all potential procurement and financing methods are evaluated (e.g., design/build, lease to own, equivalent value exchange). Some form of public/public or public/private development seems best suited to the City's needs.
5. **Site selection and control.** Unless re-purposing an existing commercial building is an option, identifying and controlling the site for a new complex is the most important early phase once financial feasibility is demonstrated.
6. **Fund availability will be a constant challenge.** Recognize, however, that over the first 10 years, initial facility costs are only about 8% of the cost of an office. Personnel represent 84% and O&M will be about 8%. Over a normal 40-year life, initial facility costs are only 2%, O&M is 6%, and personnel are 92%. The office has a 3% to 9% effect on productivity.

#### General Approach:

1. **Don't reinvent the wheel.** Be informed by experience of other state and local agencies. Learn from Olympia, Burien, Shoreline, Puyallup, Lakewood, Bothell, Marysville, WCIA and others.
2. **Be comprehensive.**
  - a. Be clear on the business purpose/project objective.
  - b. Plan with the help of everyone potentially affected by the plan including direct recipients of City Hall and Courthouse services; finance, design and build considering all possible public and private procurement approaches; and operate in a way that best serves the community. Promote pride in our City during the planning, development and operating phases of the project.

- c. Thoroughly evaluate land use, transportation, infrastructure development and financial impacts and benefits to the neighborhood in which a facility might be located.
  - d. Be transparent. Make assumptions, alternatives, working budget estimates, and issues visible.
  - e. Include a disposal or re-purposing strategy.
  - f. Include analysis of “No Action” or “Modify Existing Facilities” alternatives.
3. **Be resolute but flexible.** Believe in the success of the program. Make mid course adjustments when necessary. Plan for the inevitable crises with risk assessments and contingency plans. Actively manage risks and opportunities. Be flexible on partnering with other public agencies or private entities.
  4. **Leverage value of new City Hall/Courthouse.** Capitalize on existing City Hall site and the impact and value of strategically locating a large public activity center and potential private business generator.

### Planning Phases

1. **Plan Development.** Develop clear project objective. Identify and agree on need and business purpose. Identify all assumptions and constraints. Maintain an Issues Inventory. Develop true alternative strategies and analyze their risks. Develop plan schedule and deliverable details. Complete a Resources Inventory with strength and weaknesses. Identify constraints. Develop and then maintain working schedules and budgets.
2. **Stakeholders.** Include every group potentially affected by project decisions including employees. Develop a comprehensive strategic communications plan to keep them informed, seek their input and feedback, identify early problems or issues and resolve stakeholder conflict. Commit to “win-win”.
3. **Task Organize.** Organize Planning Team and support structure, define roles and responsibilities, establish budget, cost control and schedule management systems, and create Program Charter (e.g., “How To” manage scope and cost creep, resolving issues, keeping stakeholders up to speed, etc.).
4. **Potential Sites.** Identify site evaluation criteria (size & shape, location, land use and zoning, environmental, access, traffic, available supporting infrastructure) for potential preferred build-to-own and build-to-lease City sites that could meet the needs of the City Hall/Courthouse including potential mitigation and infrastructure development. Screen potential sites against criteria.
5. **Functional and Space Programming.** Identify current space use and future space needs starting with 2007 space planning work.
6. **Design Standards.** Develop building and site development design standards and guidelines adapting those from other recent public projects.

7. **Cost Estimating.** Develop preliminary project budget ranges based on different performance, quality and cost development standards, and evaluate leasing versus owning costs, again based on other recent public projects.
8. **Conceptual Schematic Design Concepts.** Lay out project in conceptual way to understand functional adjacencies, customer access and service, security, etc.
9. **SEPA Review.**

#### Next Steps

1. **Continue Research on Other Agencies Project.** The City of Olympia has provided us a lot of information and examples from their recently-opened new City Hall. Interview and get similar information from at least two more cities plus other agencies such as WCIA. Pick and propose approaches which seem best suited to Des Moines.
2. **City Council.** Receive policy direction on how to bring MCI Capital Budget proposal forward for Council approval in November to continue planning in 2014. Narrow scope and suitable locations as quickly as possible (e.g., options to be 1- Relocate to 7<sup>th</sup> Ave between 220<sup>th</sup> and 227<sup>th</sup>, 2 – Rebuild in place in phases). Provide fiscal policy sideboards (e.g., limit preliminary feasibility planning to \$X in 2014, actively pursue development partners such as Wesley Homes, establish value of existing City Hall site as-is, etc)
3. **Municipal Facilities Committee.** Brief quarterly. Incorporate policy direction in planning work.



Des Moines City Council Budget Strategies Update  
August 3, 2013

**Topic: Merge Marina & Park, Rec, Senior Services**  
By Park, Recreation and Senior Services Director and Harbormaster

**Objective: Develop proposal for phased-in merged department with a 3-5 year timeline**

Integrated Marina and Beach Park Business Plan Outline:

Establish overall plan goals to include lines of business with annual milestones to ensure integration of financial sustainability of Marina (M) and Parks, Recreation and Senior Services (PR&SS) by December 2017.

Strategic Goals:

1. Preserve Marina and Parks, Recreation and Senior Services and Infrastructure
2. Align Marina and PR&SS Departments to build businesses and customer base
3. Create business cost efficiencies and new revenues- Strengths, Weaknesses, Opportunities and Threats (SWOT) analysis
4. Develop a strong team with strong leadership to manage the businesses

Strategies:

1. Met with Public Works Director to discuss division of work to meet Goals by May 10, 2013 – 1st discussion held on May 10, follow up discussions held with joint staffs in June.
2. Met with M & PR&SS interdepartmental staff for team-building exercise and to identify team strengths by May 15, 2013 – 1<sup>st</sup> discussion on May 15.
3. Met with M & PR&SS interdepartment leads to discuss business area strengths by May 17. Discussion with Admin Team on 5-16; Facilities/Marketing Team on 5-17 and Maintenance Team on May 20. Teams will continue to meet bi-monthly.
4. Met with M & PR&SS interdepartmental teams on June 19 to define 2013-2014 Administration, Rentals/Recreation and Maintenance Objectives and opportunities for collaboration:
  - A. Created matrix' to describe collaborative activities including:
    - a. Objective
    - b. Opportunity or improvement it provides
    - c. Steps necessary to accomplish the objective
    - d. Team responsible for each of the steps
    - e. Other departmental or city approvals or resources needed to accomplish the objective
    - f. Objective completion/implementation date
  - B. Interdepartmental collaborations underway (See attached matrix'):
    - a. Rentals/Recreation/Marketing
    - b. Administrative
    - c. Maintenance

5. Met with City Manager regarding Plan updates at bi-monthly meetings
6. Provided Updates to City Council for June 6, 2013 and August 3, 2013 budget discussions
7. Based on City Council direction, staff will develop Draft 2014 Plan by October 2013.

City Council Policy Questions/Direction:

- A. Parks, Recreation and Senior Services merges into Marina Fund;
- B. Marina Fund merges into General Fund;
- C. Departments' operations merge but kept in separate funds; or
- D. No Merger, redistribute interdepartmental workloads as feasible in 2014

**Objective Description (What): Administrative Systems**

| Opportunity/Efficiency (Why/Expected Outcome)                                         | Action Steps (How)                                                                                                                                        | Responsible Parties (Who)                               | Approvals/Resources | Due Date (By When)                                                               | Status |
|---------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------|---------------------|----------------------------------------------------------------------------------|--------|
| Coordinate and/or combine similar administrative tasks to improve efficiency          | Review current personnel paperwork/records procedures including hiring/termination, background checks (regular/seasonal employees) to standardize process | Jeanie, Taria, Annette                                  |                     | 7/25/2013                                                                        |        |
|                                                                                       | Review current Marina tenant billing practice/mailling and costs to evaluate potential cost savings of integrating "Class Registration Billing" system.   | Jeanie, Taria, Annette                                  |                     | 7/25/2013                                                                        |        |
|                                                                                       | Investigate Interdepartmental On-Line Bill Pay feasibility/cost with IT to provide better customer service                                                | Jeanie to check with Dale & share info with Admin. Team |                     | 6/28/2013                                                                        |        |
| Improve communications between Marina and Parks, Recreation and Senior Services       | Work with IT to create "Parksmainshare - (M) Drive so that documents could be shared by both departments                                                  |                                                         |                     |                                                                                  |        |
|                                                                                       | Maintain updated confidential contact list of cell numbers for Recreation & Marina staff and use (M) Drive so that both departments can access            | Chris Pauk                                              |                     | Completed 06/19/2013                                                             |        |
|                                                                                       | Create interdepartmental Personnel Listing/Emergency Contact List and use (M) Drive so that both departments can access                                   | Taria                                                   |                     |                                                                                  |        |
| Provide Organization Charts for Marina and Parks, Recreation and Senior Services      |                                                                                                                                                           | Taria, Jeanie                                           |                     |                                                                                  |        |
|                                                                                       | Complete organizational charts for both departments in brief bullet form - highlighting 3 or 4 main job responsibilities for each employee                | Jeanie, Taria                                           |                     | 06/28/2013 - Jeanie to forward Marina Info to Taria for completion week of 07/01 |        |
|                                                                                       |                                                                                                                                                           |                                                         |                     |                                                                                  |        |
| Integrate job required training and certification for Marina & Recreation Departments | Identify all training required for both departments                                                                                                       | Annette                                                 |                     | 7/15/2013                                                                        |        |
|                                                                                       | Identify instructors to provide required training                                                                                                         |                                                         |                     |                                                                                  |        |
|                                                                                       | Identify organizations providing specialized training & determine schedule and fees                                                                       |                                                         |                     |                                                                                  |        |
|                                                                                       | Check with Parks Superintendent to determine whether any additional maintenance certification required - weed control etc.                                |                                                         |                     |                                                                                  |        |
|                                                                                       | Set up Matrix to record training and provide folder on "M" Drive for share                                                                                |                                                         |                     |                                                                                  |        |
|                                                                                       | Schedule training/send out reminders to participants                                                                                                      |                                                         |                     |                                                                                  |        |
|                                                                                       | Input completed training records                                                                                                                          |                                                         |                     |                                                                                  |        |
|                                                                                       | Send out alerts for future training                                                                                                                       |                                                         |                     |                                                                                  |        |

**Objective Description (What): Trial Collaborative Maintenance Program**

| Opportunity/Efficiency (Why/Expected Outcome)                                                                      | Action Steps (How)                                                                                                                                                                        | Responsible Parties (Who) | Approvals/Resources | Due Date (By When) | Status |
|--------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|---------------------|--------------------|--------|
| Marina to provide park rounds support at Parks located adjacent to Marina operations to improve labor efficiencies | Incorporate daily park rounds at Beach Park, Des Moines Creek Trail and Wootton Park into Marina's maintenance routine. Public Works Superintendent to provide training on required tasks | Marina-Parks work group   |                     | 7/1/13 to 12/31/13 |        |
|                                                                                                                    | Marina to document labor hours on a daily basis and submit reports to Public Works Superintendent on a monthly basis for cost analysis                                                    | Marina-Parks work group   |                     | 7/1/13 to 12/31/13 |        |
|                                                                                                                    | Marina to report all maintenance issues, vandalism and facility damage to Public Works Superintendent for follow up actions                                                               | Marina-Parks work group   |                     | 7/1/13 to 12/31/13 |        |

**Objective Description (What):** Marina Events to Rec'n Roll Constant Contact

[illegible]

### Objective Description (What): Integrate Rentals and Facilities

[illegible]



### Objective Description (What): Management of Marketing Tools

[illegible]

### Objective Description (What): Implement Cross Promotion

[illegible]



City of Des Moines

## Revenue Generation and Commercial Property Uses

---

### Introduction

Commercial property uses generate the largest component of tax revenues for most cities, providing utility and property taxes in greater measure than are provided by residential properties, in addition to sales and B&O taxes from most types of business.

As the City of Des Moines has identified itself as a bedroom rather than commercial community in the past, creating a large commercial sector is a new path that takes thoughtful consideration of how commercial tax revenue is generated, and what the City's best opportunities are to encourage revenue growth.

It may be assumed that as the economy recovers, City revenues will also recover, but this cannot occur in Des Moines without substantive commercial sector uses in place. Currently the City does not have a large established commercial sector that will 'bounce back.' Property taxes are fixed at a lower amount in the future due the 1% cap, dampening revenue recovery, and equalization monies and other State revenue sharing have been withdrawn. So adding more large-scale commercial uses in Des Moines would seem to be the only way to provide the future tax base necessary for quality City services.

(It is important to recognize that while smaller "Main Street" type businesses are vital to the community, THEY ARE NOT MAJOR REVENUE GENERATORS. Most businesses in downtown Des Moines generate \$5,000 or less in annual tax revenue on a per-business basis, a small component of the multimillion dollar city budget. Thus the focus in this report on 'large-scale' commercial uses).

An examination of revenues generated in surrounding cities shows that the following uses comprise the commercial revenue base: auto & vehicle dealerships, commercial parking, major hotels and restaurants, casinos, and box retailers.

Without large-scale commercial uses in place moving forward, Des Moines city revenues cannot recover to levels enjoyed previously. Small business and retail spaces may seem to create some benefit, but again they do not accomplish the task of revenue generation. In some communities, forcing too much small retail space along arterials has been counterproductive, creating too many vacancies, very low rents that discourage maintenance and redevelopment, and too many businesses vying for the existing residential customer base.

A look at the attached map shows the City's current commercial and business park zones. The City has begun to focus on supporting and growing these areas. One challenge is the Highline topography which is not as flat as the nearby valley floor, making some large-scale commercial uses less practical. However Des Moines enjoys many geographic advantages such as proximity

to three major urban centers, easy freeway access, beautiful views, the recreational amenities of beaches and coastal parks (and marina, fishing pier etc.). Proximity to the airport may offer growing opportunities. Additional assets include new schools, a large community college, and a growing regional economy, all boding well for the future economic health of a City moving toward growth.

The following is a list of major land uses that could potentially generate substantive tax revenues for the City of Des Moines. The uses are discussed in the context of available properties and other feasibility factors.

### **Vehicle Dealerships**

Nationally, the average new auto dealership grossed \$38 million in sales in 2012. An average dealership locating in Des Moines would result in roughly \$450,000 in sales and B&O taxes for the City. However, dealerships require large amounts of flat acreage, and often co-locate or cluster together to draw more customer traffic.

The available areas for this type of use in Des Moines are limited. The Furney/Ono properties, and adjacent southern portion of the business park, are areas with large flat vacant acreage (Burien auto dealers have been approached about this location, but do not consider it a profitable move at this time). There are some additional flat vacant parcels along Pacific Highway that may serve for an individual dealer, but would not be enough for an 'auto row' or grouping of dealers. Other 'big ticket' item dealerships, such as recreational vehicles and semi trucks, (Sea-Mack) are good revenue-generating businesses to encourage on Pacific Highway. A yacht brokerage could be encouraged in the Marina.

### **Card Room Casinos**

Card rooms are large generators of revenue for cities in Washington State, averaging \$500,000 in gambling tax revenues per location. However card rooms in Washington State have been in decline in recent years, according to Great American Casinos, a major company in the industry, who has indicated that 67 card rooms have closed across the state since the recession began in 2008. Companies are reluctant to consider opening new locations, even with the improving economy, due to competition from full casinos and other risk factors. Great American is considering a card room for the Artemis Hotel site, and Des Moines should continue to support this as well encourage card rooms at other available sites. Besides Pacific Highway, the Landmark building (in conjunction with a hotel and restaurant) could be another prospective site. A boat casino at the Marina or Redondo may also be viable.

## **Box Retail**

Annual city tax revenues generated by large box retailers range from approximately \$300,000 for a Fred Meyer, to \$500,000 for a Target or WalMart, to \$750,000 for a Costco. The Furney/Ono property is an obvious candidate for this type of use in Des Moines - flat, undeveloped, and with traffic count of over 30,000 cars per day. The south end of the DMCBP could serve as a continuing retail corridor with smaller box stores, if an anchor store on the highway attracted a high volume of shoppers. The Bartell Drug property and adjacent lots to the south could also redevelop with smaller box stores. These ancillary retailers - such as PetSmart, Ace Hardware or Staples - generate roughly \$30,000 to \$50,000 in annual tax revenues. Note however that smaller box retailers are very unlikely to locate on Pacific Highway absent an anchor. And, the policy of requiring retail spaces on the ground floor of multifamily projects, while it may benefit tenants or serve other purposes, will not constitute any significant source of revenue to the City (again annual estimated tax revenues are \$3,000 to \$5,000 for these types of small retail uses).

## **Major Hotels & Restaurants**

According to a report by Seattle Southside Visitors Bureau, hotels in the City of SeaTac had nearly \$200 million in gross sales in 2012. The high-end Artemis Hotel can be expected to generate between \$8 and \$10 million in gross revenues, translating into about \$100,000 in taxes to the City (not including casino use). Note that the new destination-based sales tax structure has changed how and where sales tax revenue is allocated. Hotels tend to be end-users of taxable merchandise such as furnishings, and the city in which the hotel locates is the recipient of sales tax income.

Hotels are excellent economic multipliers. Hospitality is a labor-intensive sector with large positive ripple effects from tourist discretionary spending. Hotels are the commercial use that has the best potential to play a pivotal role in the future economy of the Des Moines. Upscale hotels can be encouraged to locate in Des Moines if it successfully offers an attractive destination alternative to the immediate vicinity of the airport. The Marina District, the Landmark Building, and Pacific Highway all have available sites where high-end hotels can develop and eventually become integral to airport infrastructure.

When asked to consider locations in Des Moines, major hotels chains have responded that the City is not convenient enough to the airport to offer a competitive alternative to SeaTac properties. This could change however, if the downtown Marina District grows its business, residential and visitor traffic. The hotels would particularly like to see potential for mid-week and winter season customers when considering a new development site.

Des Moines visitor traffic has been increasing, now that new Marina, Beach Park, and trail improvements have been completed. The Farmers Market is becoming a terrific draw. Destination retail on the Marina floor that builds on the Farmers Market may further expand visitor numbers, and convince a major hotel to locate nearby. This will be addressed in greater detail in a following section.

## **Commercial Parking**

According to MasterPark, Sea-Tac Airport's largest commercial parking provider, properties within the boundaries of Des Moines are too far from the airport for practical use by a major company. Lots that are further from the airport have a lower retail price point per stall, and the longer distances would double or triple shuttle costs.

In the future however circumstances may change. Masterpark noted that if the 509 interchange project was built it could reduce the travel time between Des Moines and the airport. And small-scale providers, who do not offer shuttle service but use RapidRide or public transportation, may be able to create an economical business model.

## **Business Park Uses**

### **The Des Moines Creek Business Park**

Standard business park uses such as office and warehouse typically do not generate sales or B&O taxes for cities. Property tax would ordinarily be generated, but because the Des Moines Creek Business Park is owned by a non-profit entity, the Port of Seattle, this does not accrue either. Rather, leasehold tax is charged to business tenants of the site.

Regarding the leasehold tax, the state receives 96% and the city receives 4% of what is paid. The leasehold tax amount calculated to be received by the City from the DMCBP is approximately \$30,000 for the fully leased site, rough calculations indicate. This is not substantial enough to make a positive impact on the City budget.

Prospective business park tenant Puget Sound Energy was an anomaly from a City tax perspective, because the utility is an end user of large amounts of expensive inventory. If the PSE development would have occurred, it would have resulted in large excise tax revenues under the new destination-based sales tax structure. It has proved challenging to identify similar prospective business park tenants that would benefit Des Moines in this way. Most tenants are warehouse companies similar to Amazon, wholesalers rather than end-users of inventory, that do not create a tax benefit.

One step that the City could take is to charge a "square footage" B&O tax for companies that do not incur B&O based on retail revenue, as is done in Seattle, Bellevue and Kent. This tax structure would be more equitable, because all companies would be subject to the tax whether they are wholesale or retail in nature. With a 'square footage B&O tax' in place, annual revenues from the DMCBP for one million square feet of business park development could be \$1 million or more to the City.

## **Destination Retail**

Waterfront destination retail development at the Des Moines Marina may offer the City its best opportunity to attract visitor traffic and boost the local economy. If an attraction can be created that draws a portion of the annual 34 million passengers who travel through Sea-Tac, Des Moines could blossom.

A partner in this effort is Seattle Southside Visitor Services, who has successfully promoted destinations such as the Museum of Flight, putting it on the “Top Ten” list of places to visit in the area according to popular travel websites such as Expedia and TripAdvisor. Seattle Southside excels at search engine optimization, using all available tools such as Google advertising, Facebook, Twitter, etc. to promote local hotels, restaurants, and attractions. The Seattle Southside website positions itself to capture key word traffic for “Seattle hotel,” as well as “Seattle vacation,” “Seattle attractions” etc. The website is viewed internationally and has experienced dramatic growth in popularity, now receiving over 40,000 hits per month. Many businesses have benefited from this, such as Cedarbrook Hotel which was named ‘Best Hotel in the World’ on Expedia’s website.

In considering how the Marina could best be leveraged to create a visitor attraction in Des Moines, it is important to plan for a year-round facility that has appeal during cold rainy months (for example incorporating a fireplace in a public space, or similar warm elements into design). This would address hotelier concerns about revenue stability, as developers will look at visitor traffic during all months of the year.

One option for destination retail at the Marina, that builds upon the current success of the Farmers Market, is an indoor gourmet marketplace with a variety of eateries and purveyors of artisan foods. Similar popular examples of these complexes are the Melrose Market in Seattle and the Oxbow Market in Napa (Pike Place Market is also comparable but on a much larger scale).

Specialty food tourism is a booming segment of the hospitality sector, generating billions of dollars in Washington State through wineries, coffee roasters, artisan chocolate and craft breweries, among other ‘food and beverage tourist’ attractions. Clearly the Farmers Market is already established as a growing draw for the Marina, and offers a great base upon which to expand. Seattle Southside is a proponent of an artisan food marketplace as an attraction for Des Moines, viewing it as an opportunity to capitalize on a growing trend by having gourmet food tourism available as a part of the visitor experience in this area.

### **Construction Revenue**

A final bright spot to note in the analysis of future revenue: the flip side of the fact that the Des Moines has many underdeveloped areas is that new construction projects generate large amounts of City revenue. Sales tax on construction materials alone is often several hundred thousand dollars, and additional income is generated by contractor B&O tax, and permit and impact fees, and REET from property purchase. Larger projects often result in well over a million dollars of revenue, so continuing to facilitate and encourage commercial and multifamily projects can generate millions of dollars for the City in the near term.

### **Conclusion**

The above is a summary of how commercial property uses can overcome the budget revenue shortfall experienced by the City of Des Moines since the economic downturn. With time and research other major sources of tax revenue may be uncovered. The future of the Des Moines depends on careful analysis of revenue opportunities, and deliberate action steps to create and support the economic infrastructure that will expand these opportunities.



# City of Des Moines

## Zoning

- RESIDENTIAL ZONING**
- R-SE Residential: Suburban Estates
  - R-SR Residential: Suburban Residential
  - RS-15,000 Residential: Single Family 15,000
  - RS-9,600 Residential: Single Family 9,600
  - RS-8,400 Residential: Single Family 8,400
  - RS-7,200 Residential: Single Family 7,200
  - RS-4,000 Residential: Single Family 4,000
  - RA-3,600 Residential: Attached Townhouse & Duplex
  - RM-2,400 Residential: Multifamily 2,400
  - RM-1,800 Residential: Multifamily 1,800
  - RM-900 Residential: Multifamily 900
  - RM-900A Residential: Multifamily 900A
  - RM-900B Restricted Service Zone
  - PR-R Pacific Ridge Residential

- COMMERCIAL ZONING**
- N-C Neighborhood Commercial
  - B-C Business Commercial
  - C-C Community Commercial
  - D-C Downtown Commercial
  - C-G General Commercial
  - B-P Business Park
  - I-C Institutional Campus
  - H-C Highway Commercial
  - PR-C1 Pacific Ridge Commercial 1
  - PR-C2 Pacific Ridge Commercial 2

- See Comprehensive Plan for Development Potential
- Planned Unit Development
- Des Moines City Limits
- Tax Parcels
- Tidelands

### Enacting Ordinances

| Description                     | Ordinance | Effective Date    |
|---------------------------------|-----------|-------------------|
| Adoption of digital zoning map. | 1235      | May 5, 1999       |
| Renaming of zones.              | 1237      | May 17, 1999      |
| Business Park (B-P) rezone.     | 1261      | June 21, 2000     |
| Pacific Ridge rezone.           | 1267      | July 25, 2000     |
| Redondo Riviera annexation.     | 1270      | September 1, 2000 |
| Adoption of GIS maps.           | 1289      | October 11, 2001  |
| Mitchell/Chamlian rezone        | 1372      | January 11, 2006  |
| Redondo Rezone                  | 1397      | March 7, 2007     |
| Crestwood Park                  | 1420      | December 6, 2007  |
| Granville Rezone                | 1431      | June 26, 2008     |
| Sea Mar Rezone                  | 1520      | October 13, 2011  |
| Barton Rezone                   | 1546      | July 26, 2012     |
| I-C                             | 1563      | March 28, 2013    |

IN PROVIDING THIS MAP, THE CITY MAKES NO WARRANTY OF ANY KIND, expressed or implied, including without limitation, any warranties as to its fitness for a particular purpose or use. To the fullest extent permitted by law, the City shall not be liable for any damages to persons or property, whether direct, indirect, special or consequential, arising from the distribution or use of this map, including without limitation claims for damages based upon inaccuracies or erroneous information presented on this document. The user should not rely upon this document as a complete, current or accurate depiction of existing City zoning, definitions, or other regulations, and IN USING THIS DOCUMENT, THE USER ASSUMES ALL RISK OF INJURY OR DAMAGE THAT MIGHT FLOW THEREFROM.



500 250 0 500 1,000 1,500 2,000 2,500  
Scale in Feet



### Planning, Building & Public Works

21630 11th Ave S, Suite D  
Des Moines, WA 98198-6398  
PHONE: (206) 870-7576 \* FAX: (206) 870-6544  
WEB: <http://www.desmoineswa.gov>



## Marina District Street & Alley Vacation Study Update

### 2013 City Council-Retreat Brainstorm Idea: Look at vacating alleys and ROW to encourage economic development

#### General Approach:

1. **Inventory current uses in Marina District alleys: utilities, deliveries, garbage, fire and police, etc.** Coordinate with each utility, service provider, emergency responder and tenant served by those alleys to understand the feasibility and business impacts if all or portions of each alley segment were vacated and development permitted to build on or over the alley.
2. **Inventory uses of streets connecting 7<sup>th</sup> Ave and Marine View Drive.** Coordinate with each utility, service provider, emergency responder and tenant served by those connecting streets to understand the feasibility and business impacts if all or portions of each connecting street were vacated and development permitted to build in the vacated right of way. Analyze traffic circulation, arterial level of service and intersection level of service impacts.
3. **Inventory other streets where development might benefit if the street ROW was vacated.** Assess similarly to steps 1 and 2 above.
4. **Evaluate development potential of each alley and connecting street segment.** Working with local real estate professionals and property owners, determine if a vacated alley or street would provide a large, minor or no benefit to the redevelopment of abutting properties.
5. **Outline criteria for ROW vacation.** Develop coordinated staff proposal on how such vacations might work and how the City would be compensated. Expand on Chapter 12.12, Vacation of Public Rights-of-Way, if necessary
6. **Draft ordinance to allow, if necessary.** Work with the Council Finance & Economic Development and/or Public Safety and Transportation Committee and other affected stakeholders on the analysis and development of the ordinance to implement this initiative. Develop a strategic communications strategy to keep the community and potential developers informed and to get their input.



**Des Moines City Council Budget Retreat  
August 3, 2013**

**Budget Strategies Update:  
Proposal to Charge for Parking in the Marina and Beach Park  
By Park, Recreation and Senior Services Director and Harbormaster**

**Proposal Objective: Install a “Pay & Display” Pay Parking System in the Beach Park and Marina**

Strategic Goals:

1. The successful implementation of this project would advance goal No. 1 Preserve Marina and Parks, Recreation and Senior Services and Infrastructure and No. 3 Create business cost efficiencies and new revenues (swot analysis) of the four strategic goals for the merger of the Marina and P, R&SS
- 2) Fairly ration the limited amount of parking in the Marina and Beach Park
- 3) Give the Police Department another tool to control criminal activities and the inappropriate use of the facilities
- 4) Create a revenue stream that will fund further improvements in safety and security in the facilities, provide for the renovation and addition of infrastructure in the Beach Park and Marina and help pay for the City’s contributions to special events.

Implementation Plan:

1. Meet with Marina, Parks, Recreation and Senior Services and Police Departments to discuss parking lot management related to safety and security, community events, facility user needs and infrastructure maintenance issues and strategies.
2. Develop a timeline for the Implementation Plan to include the following tasks:
  - a) Implementation of a parking permit system for Marina tenants and users of the fishing pier and guest moorage areas
  - b) Develop and implement a parking system that meets the parking requirements for the customers and employees of Anthony’s Restaurant
  - c) Develop and implement procedures for reserving parking in the North Lot for events in the Beach Park
  - d) Develop a fee schedule designed to accommodate the needs of the various users of the facility. (For instance, at Redondo people who want to walk the boardwalk can purchase a one hour ticket, people that want to eat lunch or dinner can purchase a three hour ticket and boaters can launch and park all day with the purchase of a day use ticket.). Current Redondo parking fees are:

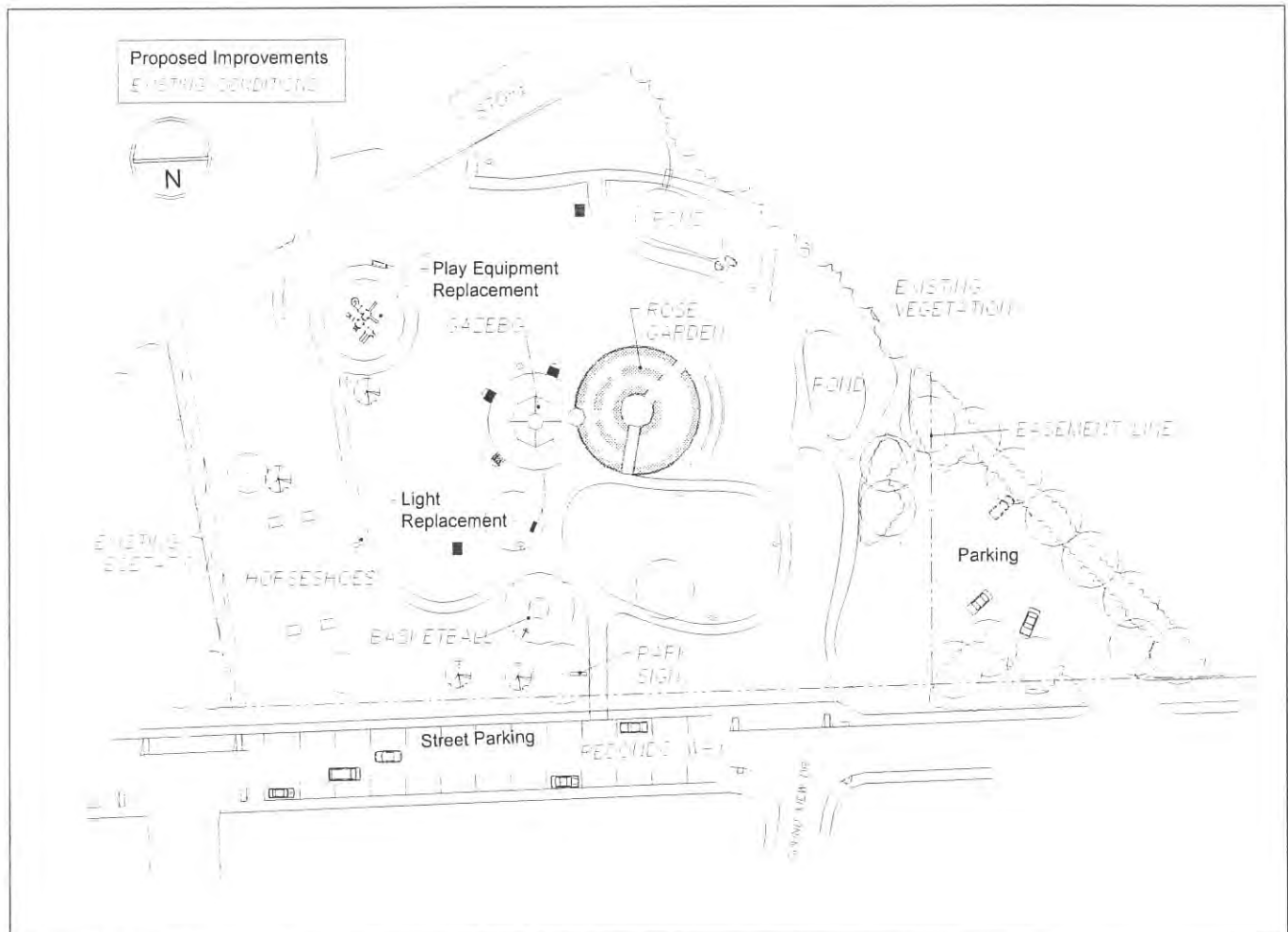
|                 |                 |                     |
|-----------------|-----------------|---------------------|
| \$1- 1hour      | \$4.75- 4 hours | \$10 –              |
| \$2.25- 2hours  | \$6 - 5 hours   | vehicle/trailer     |
| \$3.50- 3 hours | \$8- all day    | \$140 – season pass |
  - e) There is no charge for parking in a marked disabled space with a current WA state issued ADA permit properly displayed in the vehicle.
  - f) Parking fees for special events can be negotiated with event promoters.

- g) Conduct meetings with user groups and residents for comments and to provide opportunity for stakeholder input on plan options.
  - h) Install six pay stations, two in the south lot, two north of the Marina office and two in the Beach Park. The pay station at Redondo cost \$16,000 so if we include the cost of a shelter/kiosk and assume a total installed cost of \$20,000 per station the total project budget would be about \$120,000.
  - i) Develop an enforcement plan. Options include using a private lot ticketing system like the one in use at Redondo or amending the City Code to allow regular parking tickets to be issued in the Marina and Beach Park.
3. Ask Council to establish priorities for the use of the revenues, including parking taxes. Based on the parking surveys the staff has done over the last year and our experience at Redondo the staff conservatively estimates annual revenue will quickly grow to \$100,000 - \$125,000 per year.
- Potential uses could include:
- a) Purchasing more equipment and systems to increase public safety and the security of the assets. (i.e. CCTV camera systems, automatic gates, etc.)
  - b) Funding infrastructure improvements in the Marina and Beach Park , (Restrooms and Picnic Shelter, New bulkhead in North Lot, more pathways, new amenities, play equipment)
  - c) Establishing a funding source for the City's contributions to special events like Fireworks Over Des Moines, Waterland Parade and Holiday Tree Lighting. This fund could be used to reimburse Departments for hours and equipment used to support the events.
4. Evaluate parking lot management on an annual basis
- a) Evaluate effectiveness of pay and display parking system based on project goals
  - b) Evaluate parking fee revenues and expenditures and make adjustments as needed
  - c) Evaluate public safety impacts
  - d) Provide findings to Municipal Facilities Committee studying parking lot management issues
5. Based on City Council direction, staff develops Draft 2014 Plan by October 2013. Task 2.a of the Implementation Plan above is already underway.

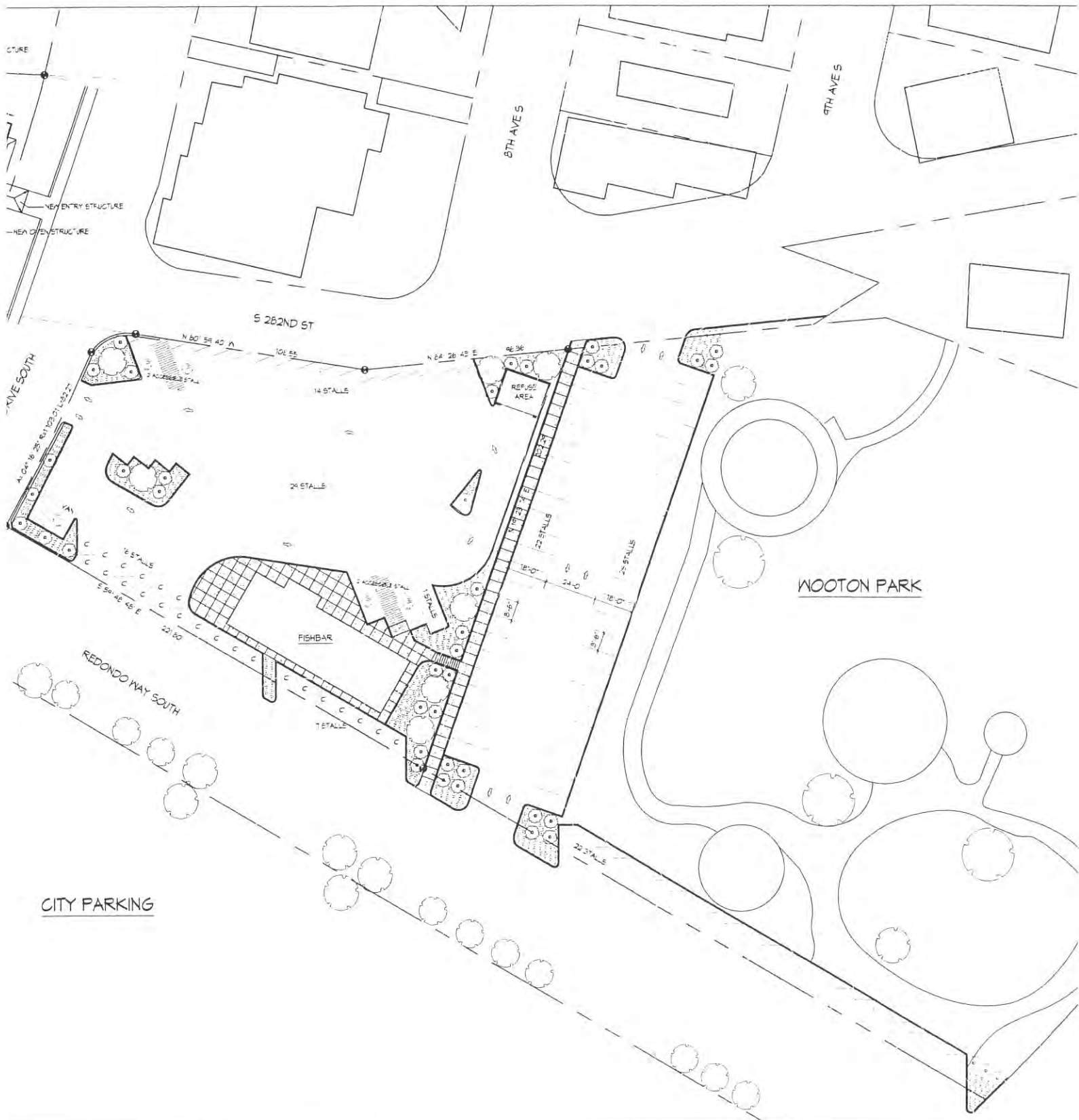
## Des Moines Parks, Recreation and Senior Services Master Plan

# Wooton Park

|                        |                                                                                                                                                                                                                  |
|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Address:               | South 283 <sup>rd</sup> Street                                                                                                                                                                                   |
| Size:                  | 2.9 acres                                                                                                                                                                                                        |
| Zoning:                | Residential; Suburban Estates                                                                                                                                                                                    |
| Park Classification:   | Neighborhood Park                                                                                                                                                                                                |
| Description:           | Wooton Park is a neighborhood park providing both passive and active recreational opportunities. It also offers views of Puget Sound.                                                                            |
| Goal:                  | Passive and Active Recreation                                                                                                                                                                                    |
| Existing Facilities:   | Picnic tables, benches, gazebo, barbeque, basketball half court, play equipment, horseshoe pits, rose garden, pathways, & landscaping                                                                            |
| Proposed Improvements: | <b>Park Improvements: 5.A. Play equipment repairs and surfacing material, lighting replacement.</b> Parking Improvements: B. Street frontage improvements 5.C. Internal parking improvements (southeast corner). |

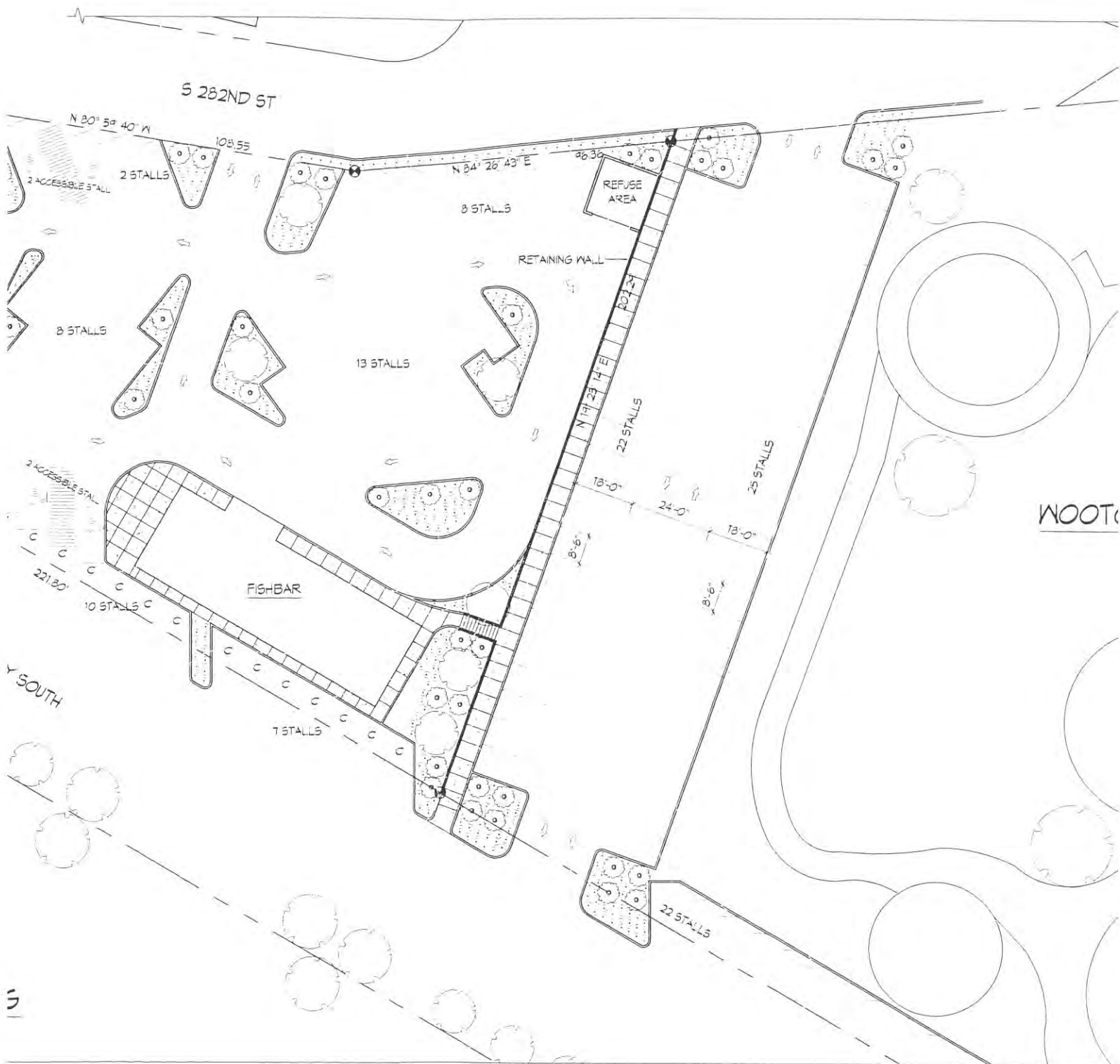


|                                                    |                                                                                         |
|----------------------------------------------------|-----------------------------------------------------------------------------------------|
| Design & Construction Cost:                        | 5(a) \$42,770<br>5(b) \$68,710 Street Frontage Improvements/Parking at Southeast Corner |
| Maintenance Level:                                 | I                                                                                       |
| Existing Annual Maintenance Cost:                  | \$18,000                                                                                |
| Annual Maintenance Cost for Proposed Improvements: | 5(a) \$6,000                                                                            |



14 STALLS W/O DRIVE THRU)

SCALE: 1



(129 TOTAL PARKING STALLS W/ DRIVE THRU)



## **BACKGROUND MATERIALS FOR:**

Presentation and discussion of revenue trends for 2013 and 2014 and preliminary estimates of personnel costs for 2014

Staff is working on additional materials to be provided as they are ready, or Saturday at the Retreat.



| General Property Tax |                  |                  |  | Retail Sales Tax |                  |                |  | Local Criminal Justice |                |                |  | Business Occupation Taxes |                |                |  |
|----------------------|------------------|------------------|--|------------------|------------------|----------------|--|------------------------|----------------|----------------|--|---------------------------|----------------|----------------|--|
| 2012                 |                  |                  |  | 2012             |                  |                |  | 2012                   |                |                |  | 2012                      |                |                |  |
| January              | 11,066           | 456              |  | January          | 113,272          | 126,113        |  | January                | 46,798         | 52,503         |  | January                   | 99,986         | 100,067        |  |
| February             | 34,547           | 39,719           |  | February         | 135,502          | 160,865        |  | February               | 61,785         | 64,259         |  | February                  | 43,944         | 48,891         |  |
| March                | 84,127           | 143,709          |  | March            | 120,215          | 125,007        |  | March                  | 42,005         | 47,879         |  | March                     | (3,114)        | 13,026         |  |
| April                | 981,795          | 1,253,424        |  | April            | 113,021          | 122,018        |  | April                  | 43,660         | 46,109         |  | April                     | 65,205         | 91,189         |  |
| May                  | 443,838          | 464,094          |  | May              | 130,724          | 156,458        |  | May                    | 51,326         | 54,320         |  | May                       | 59,438         | 40,537         |  |
| June                 | 22,284           | 25,274           |  | June             | 127,861          | 139,451        |  | June                   | 45,658         | 50,487         |  | June                      | 2,890          | 1,427          |  |
| July                 | 10,228           | 0                |  | July             | 127,572          | 0              |  | July                   | 50,692         | 0              |  | July                      | 91,944         | 0              |  |
| August               | 10,964           | 0                |  | August           | 132,283          | 0              |  | August                 | 54,938         | 0              |  | August                    | 33,072         | 0              |  |
| September            | 48,255           | 0                |  | September        | 125,946          | 0              |  | September              | 53,506         | 0              |  | September                 | 2,839          | 0              |  |
| October              | 1,004,146        | 0                |  | October          | 130,636          | 0              |  | October                | 54,496         | 0              |  | October                   | 71,943         | 0              |  |
| November             | 309,210          | 0                |  | November         | 142,736          | 0              |  | November               | 56,205         | 0              |  | November                  | 55,043         | 0              |  |
| December             | 24,251           | 0                |  | December         | 131,136          | 0              |  | December               | 52,577         | 0              |  | December                  | 5,742          | 0              |  |
| <b>Sub-Total</b>     | <b>2,984,711</b> | <b>1,926,677</b> |  | <b>Sub-Total</b> | <b>1,530,905</b> | <b>829,911</b> |  | <b>Sub-Total</b>       | <b>613,646</b> | <b>315,558</b> |  | <b>Sub-Total</b>          | <b>528,931</b> | <b>295,137</b> |  |
| ADJUSTMENTS          | 9                | 0                |  | ADJUSTMENTS      | 38,203           | 0              |  | ADJUSTMENTS            | 0              | 0              |  | ADJUSTMENTS               | 5,329          | 0              |  |
| Total Actual         | 2,984,720        | 1,926,677        |  | Total Actual     | 1,569,108        | 829,911        |  | Total Actual           | 613,646        | 315,558        |  | Total Actual              | 534,260        | 295,137        |  |
| Budgeted Amount      | 2,997,000        | 3,618,175        |  | Budgeted Amount  | 1,594,445        | 1,733,629      |  | Budgeted Amount        | 589,000        | 590,000        |  | Budgeted Amount           | 582,519        | 616,599        |  |
| Difference (\$)      | (12,280)         | (1,691,498)      |  | Difference (\$)  | (25,337)         | (903,718)      |  | Difference (\$)        | 24,646         | (274,442)      |  | Difference (\$)           | (48,259)       | (321,462)      |  |
| % Actual             | 99.59%           | 53.25%           |  | % Actual         | 98.41%           | 47.87%         |  | % Actual               | 104.18%        | 53.48%         |  | % Actual                  | 91.72%         | 47.87%         |  |
| Utility Taxes        |                  |                  |  | Gambling Taxes   |                  |                |  | Leasehold Taxes        |                |                |  | Parking Taxes             |                |                |  |
| 2012                 |                  |                  |  | 2012             |                  |                |  | 2012                   |                |                |  | 2012                      |                |                |  |
| January              | 322,593          | 272,719          |  | January          | 2,884            | 627            |  | January                | 0              | 0              |  | January                   | 73             | 162            |  |
| February             | 275,458          | 307,638          |  | February         | 1,543            | 1,941          |  | February               | 25,296         | 25,171         |  | February                  | 391            | 339            |  |
| March                | 317,568          | 303,169          |  | March            | 1,833            | 0              |  | March                  | 0              | 0              |  | March                     | 377            | 462            |  |
| April                | 333,069          | 219,977          |  | April            | 0                | 5,444          |  | April                  | 0              | 0              |  | April                     | 807            | 660            |  |
| May                  | 306,663          | 321,953          |  | May              | 2,188            | 3,995          |  | May                    | 0              | 0              |  | May                       | 1,406          | 1,666          |  |
| June                 | 201,740          | 223,309          |  | June             | 0                | 2,206          |  | June                   | 27,151         | 25,148         |  | June                      | 1,335          | 2,489          |  |
| July                 | 261,348          | 0                |  | July             | 1,420            | 0              |  | July                   | 0              | 0              |  | July                      | 4,618          | 0              |  |
| August               | 222,267          | 0                |  | August           | 6,867            | 0              |  | August                 | 24,207         | 0              |  | August                    | 5,270          | 0              |  |
| September            | 206,439          | 0                |  | September        | 0                | 0              |  | September              | 0              | 0              |  | September                 | 3,928          | 0              |  |
| October              | 180,725          | 0                |  | October          | 719              | 0              |  | October                | 0              | 0              |  | October                   | 885            | 0              |  |
| November             | 267,960          | 0                |  | November         | 3,425            | 0              |  | November               | 0              | 0              |  | November                  | 241            | 0              |  |
| December             | 313,658          | 0                |  | December         | 2,317            | 0              |  | December               | 29,017         | 0              |  | December                  | 275            | 0              |  |
| <b>Subtotal</b>      | <b>3,209,488</b> | <b>1,648,764</b> |  | <b>Subtotal</b>  | <b>23,196</b>    | <b>14,213</b>  |  | <b>Subtotal</b>        | <b>105,670</b> | <b>50,320</b>  |  | <b>Sub-Total</b>          | <b>19,606</b>  | <b>5,778</b>   |  |
| ADJUSTMENTS          | (90,877)         | 0                |  | ADJUSTMENTS      | (3,482)          | 0              |  | ADJUSTMENTS            | 0              | 0              |  | ADJUSTMENTS               | 0              | 0              |  |
| Total Actual         | 3,118,611        | 1,648,764        |  | Total Actual     | 19,714           | 14,213         |  | Total Actual           | 105,670        | 50,320         |  | Total Actual              | 19,606         | 5,778          |  |
| Budgeted Amount      | 3,330,574        | 3,268,747        |  | Budgeted Amount  | 23,000           | 20,000         |  | Budgeted Amount        | 100,000        | 110,000        |  | Budgeted Amount           | 16,000         | 19,000         |  |
| Difference (\$)      | (211,963)        | (1,619,983)      |  | Difference (\$)  | (3,286)          | (5,787)        |  | Difference (\$)        | 5,670          | (59,680)       |  | Difference (\$)           | 3,606          | (13,222)       |  |
| % Actual             | 93.64%           | 50.44%           |  | % Actual         | 85.71%           | 71.06%         |  | % Actual               | 105.67%        | 45.75%         |  | % Actual                  | 122.53%        | 30.41%         |  |

## Real Estate Excise Tax

|                 | 2012           | 2013           |
|-----------------|----------------|----------------|
| January         | 30,543         | 37,800         |
| February        | 16,140         | 22,749         |
| March           | 64,291         | 13,056         |
| April           | 19,783         | 23,814         |
| May             | 18,572         | 75,897         |
| June            | 67,301         | 91,940         |
| July            | 33,166         | 0              |
| August          | 31,253         | 0              |
| September       | 34,768         | 0              |
| October         | 22,513         | 0              |
| November        | 40,938         | 0              |
| December        | 31,107         | 0              |
| <b>Subtotal</b> | <b>410,375</b> | <b>265,256</b> |
| ADJUSTMENTS     | 7,257          | 0              |
| Total Actual    | 417,632        | 265,256        |
| Budgeted Amount | 500,000        | 500,000        |
| Difference (\$) | (82,368)       | (234,744)      |
| % Actual        | 83.53%         | 53.05%         |

## Franchise Fees -Cable TV/Garbage and Solid Waste/Utility

|                 | 2012           | 2013           |
|-----------------|----------------|----------------|
| January         | 78,705         | 97,583         |
| February        | 29,762         | 69,824         |
| March           | 91,038         | 58,147         |
| April           | 100,006        | 63,550         |
| May             | 65,219         | 102,992        |
| June            | 61,558         | 58,903         |
| July            | 99,214         | 0              |
| August          | 34,010         | 0              |
| September       | 33,383         | 0              |
| October         | 113,534        | 0              |
| November        | 111,837        | 0              |
| December        | 56,236         | 0              |
| <b>Subtotal</b> | <b>874,501</b> | <b>450,998</b> |
| ADJUSTMENTS     | 18,878         | 0              |
| Total Actual    | 893,379        | 450,998        |
| Budgeted Amount | 761,200        | 875,800        |
| Difference (\$) | 132,179        | (424,802)      |
| % Actual        | 117.36%        | 51.50%         |

## Licenses and Permits

|                 | 2012           | 2013           |
|-----------------|----------------|----------------|
| January         | 65,053         | 49,002         |
| February        | 36,902         | 43,170         |
| March           | 46,524         | 50,787         |
| April           | 51,988         | 29,378         |
| May             | 123,797        | 52,142         |
| June            | 51,731         | 134,903        |
| July            | 27,194         | 0              |
| August          | 32,409         | 0              |
| September       | 140,385        | 0              |
| October         | 47,384         | 0              |
| November        | 76,321         | 0              |
| December        | 71,799         | 0              |
| <b>Subtotal</b> | <b>771,487</b> | <b>359,382</b> |
| ADJUSTMENTS     | (1,982)        | 0              |
| Total Actual    | 769,505        | 359,382        |
| Budgeted Amount | 756,334        | 1,073,942      |
| Difference (\$) | 13,171         | (714,560)      |
| % Actual        | 101.74%        | 33.46%         |

## Liquor/Beer Excise Tax

|                 | 2012           | 2013     |
|-----------------|----------------|----------|
| January         | 34,947         | 0        |
| February        | 0              | 0        |
| March           | 0              | 0        |
| April           | 38,423         | 0        |
| May             | 0              | 0        |
| June            | 0              | 0        |
| July            | 35,947         | 0        |
| August          | 0              | 0        |
| September       | 0              | 0        |
| October         | 0              | 0        |
| November        | 0              | 0        |
| December        | 0              | 0        |
| <b>Subtotal</b> | <b>109,317</b> | <b>0</b> |
| ADJUSTMENTS     | 0              | 0        |
| Total Actual    | 109,317        | 0        |
| Budgeted Amount | 109,317        | 35,000   |
| Difference (\$) | 0              | (35,000) |
| % Actual        | 100.00%        | 0.00%    |

## Liquor Board Profits

|                 | 2012           | 2013           |
|-----------------|----------------|----------------|
| January         | 0              | 0              |
| February        | 0              | 0              |
| March           | 39,452         | 66,750         |
| April           | 0              | 0              |
| May             | 0              | 0              |
| June            | 122,176        | 66,731         |
| July            | 0              | 0              |
| August          | 0              | 0              |
| September       | 67,281         | 0              |
| October         | 0              | 0              |
| November        | 0              | 0              |
| December        | 67,170         | 0              |
| <b>Subtotal</b> | <b>296,060</b> | <b>133,482</b> |
| ADJUSTMENTS     | 0              | 0              |
| Total Actual    | 296,060        | 133,482        |
| Budgeted Amount | 296,200        | 266,400        |
| Difference (\$) | (140)          | (132,919)      |
| % Actual        | 99.95%         | 50.11%         |

## Right-of-Way Permits &amp; Street Vacation Fees

|                 | 2012          | 2013          |
|-----------------|---------------|---------------|
| January         | 5,600         | 2,140         |
| February        | 3,030         | 12,325        |
| March           | 4,149         | 4,985         |
| April           | 2,765         | 8,455         |
| May             | 8,762         | 8,075         |
| June            | 6,110         | 46,248        |
| July            | 3,147         | 0             |
| August          | 11,025        | 0             |
| September       | 3,545         | 0             |
| October         | 14,195        | 0             |
| November        | 12,859        | 0             |
| December        | 11,341        | 0             |
| <b>Subtotal</b> | <b>86,528</b> | <b>82,227</b> |
| ADJUSTMENTS     | 0             | 0             |
| Total Actual    | 86,528        | 82,227        |
| Budgeted Amount | 140,000       | 110,000       |
| Difference (\$) | (53,472)      | (27,773)      |
| % Actual        | 61.81%        | 74.75%        |

## Engineering Services Revenues

|                 | 2012          | 2013           |
|-----------------|---------------|----------------|
| January         | 12,700        | 23,915         |
| February        | 146           | 84,881         |
| March           | 379           | 841            |
| April           | 630           | 2,412          |
| May             | 50            | 1,711          |
| June            | 1,435         | (114)          |
| July            | 1,191         | 0              |
| August          | 1,004         | 0              |
| September       | 22,166        | 0              |
| October         | 441           | 0              |
| November        | 206           | 0              |
| December        | 155           | 0              |
| <b>Subtotal</b> | <b>40,502</b> | <b>113,446</b> |
| ADJUSTMENTS     | 0             | 0              |
| Total Actual    | 40,502        | 113,446        |
| Budgeted Amount | 55,104        | 141,804        |
| Difference (\$) | (14,602)      | (28,358)       |
| % Actual        | 73.50%        | 80.00%         |

## Court Revenues, including Normandy Park &amp; SCORE Court Svcs

|                 | 2012           | 2013          |
|-----------------|----------------|---------------|
| January         | 12,753         | 16,607        |
| February        | 12,037         | 12,145        |
| March           | 13,899         | 16,888        |
| April           | 16,789         | 21,355        |
| May             | 18,067         | 18,061        |
| June            | 19,371         | 12,968        |
| July            | 18,744         | 0             |
| August          | 16,037         | 0             |
| September       | 13,405         | 0             |
| October         | 18,131         | 0             |
| November        | 14,845         | 0             |
| December        | 12,123         | 0             |
| <b>Subtotal</b> | <b>186,199</b> | <b>98,024</b> |
| ADJUSTMENTS     | 0              | 0             |
| Total Actual    | 186,199        | 98,024        |
| Budgeted Amount | 199,800        | 167,200       |
| Difference (\$) | (13,601)       | (69,176)      |
| % Actual        | 93.19%         | 58.63%        |

| Other Charges for Services - Lien Search Fees, False Alarm Fees, etc. |  | 2012           | 2013          |
|-----------------------------------------------------------------------|--|----------------|---------------|
| January                                                               |  | 7,234          | 9,699         |
| February                                                              |  | 6,847          | 10,005        |
| March                                                                 |  | 8,026          | 10,358        |
| April                                                                 |  | 10,985         | 10,555        |
| May                                                                   |  | 20,610         | 12,487        |
| June                                                                  |  | (4,604)        | 12,333        |
| July                                                                  |  | 8,516          | 0             |
| August                                                                |  | 10,906         | 0             |
| September                                                             |  | 62,115         | 0             |
| October                                                               |  | 8,329          | 0             |
| November                                                              |  | 9,239          | 0             |
| December                                                              |  | 9,381          | 0             |
| <b>Subtotal</b>                                                       |  | <b>157,583</b> | <b>65,437</b> |
| ADJUSTMENTS                                                           |  | 0              | 0             |
| Total Actual                                                          |  | 157,583        | 65,437        |
| Budgeted Amount                                                       |  | 154,268        | 190,000       |
| Difference (\$)                                                       |  | 3,315          | (124,563)     |
| % Actual                                                              |  | 102.15%        | 34.44%        |

| Zoning, Subdivision, Additional Plan Review, Plan Check & Mitigation Fees |  | 2012           | 2013           |
|---------------------------------------------------------------------------|--|----------------|----------------|
| January                                                                   |  | 7,943          | 69,101         |
| February                                                                  |  | 11,977         | 238,772        |
| March                                                                     |  | 8,016          | 17,095         |
| April                                                                     |  | 16,801         | 39,000         |
| May                                                                       |  | 35,858         | 21,880         |
| June                                                                      |  | 70,353         | 20,430         |
| July                                                                      |  | 21,183         | 0              |
| August                                                                    |  | 22,984         | 0              |
| September                                                                 |  | 9,514          | 0              |
| October                                                                   |  | 68,848         | 0              |
| November                                                                  |  | 10,213         | 0              |
| December                                                                  |  | 5,434          | 0              |
| <b>Subtotal</b>                                                           |  | <b>361,124</b> | <b>406,289</b> |
| ADJUSTMENTS                                                               |  | 0              | 0              |
| Total Actual                                                              |  | 361,124        | 406,289        |
| Budgeted Amount                                                           |  | 380,895        | 705,648        |
| Difference (\$)                                                           |  | (19,771)       | (299,359)      |
| % Actual                                                                  |  | 94.81%         | 57.58%         |

| Culture and Recreation Fees, including Normandy Park Sr Svcs Revenue |  | 2012           | 2013           |
|----------------------------------------------------------------------|--|----------------|----------------|
| January                                                              |  | 41,449         | 49,913         |
| February                                                             |  | 49,382         | 55,075         |
| March                                                                |  | 53,692         | 60,122         |
| April                                                                |  | 66,532         | 64,357         |
| May                                                                  |  | 79,363         | 73,559         |
| June                                                                 |  | 102,310        | 98,113         |
| July                                                                 |  | 69,079         | 0              |
| August                                                               |  | 50,924         | 0              |
| September                                                            |  | 45,132         | 0              |
| October                                                              |  | 57,857         | 0              |
| November                                                             |  | 55,486         | 0              |
| December                                                             |  | 57,948         | 0              |
| <b>Subtotal</b>                                                      |  | <b>729,153</b> | <b>401,139</b> |
| ADJUSTMENTS                                                          |  | (5,926)        | 0              |
| Total Actual                                                         |  | 723,227        | 401,139        |
| Budgeted Amount                                                      |  | 860,100        | 876,940        |
| Difference (\$)                                                      |  | (136,873)      | (475,801)      |
| % Actual                                                             |  | 84.09%         | 45.74%         |

| Fines and Forfeits |  | 2012           | 2013           |
|--------------------|--|----------------|----------------|
| January            |  | 16,549         | 23,402         |
| February           |  | 24,985         | 29,022         |
| March              |  | 27,438         | 29,670         |
| April              |  | 24,092         | 31,481         |
| May                |  | 24,882         | 25,438         |
| June               |  | 26,565         | 36,637         |
| July               |  | 19,684         | 0              |
| August             |  | 27,156         | 0              |
| September          |  | 19,686         | 0              |
| October            |  | 27,773         | 0              |
| November           |  | 23,299         | 0              |
| December           |  | 19,122         | 0              |
| <b>Subtotal</b>    |  | <b>281,232</b> | <b>175,651</b> |
| ADJUSTMENTS        |  | 0              | 0              |
| Total Actual       |  | 281,232        | 175,651        |
| Budgeted Amount    |  | 280,000        | 522,050        |
| Difference (\$)    |  | 1,232          | (346,399)      |
| % Actual           |  | 100.44%        | 33.65%         |

| School Zone Speed Enforcement Revenue |  | 2012           | 2013           |
|---------------------------------------|--|----------------|----------------|
| January                               |  | 16,615         | 30,403         |
| February                              |  | 25,521         | 33,496         |
| March                                 |  | 34,357         | 41,026         |
| April                                 |  | 27,151         | 47,385         |
| May                                   |  | 40,275         | 43,743         |
| June                                  |  | 37,871         | 48,486         |
| July                                  |  | 23,348         | 0              |
| August                                |  | 14,591         | 0              |
| September                             |  | 13,958         | 0              |
| October                               |  | 40,023         | 0              |
| November                              |  | 30,299         | 0              |
| December                              |  | 26,901         | 0              |
| <b>Subtotal</b>                       |  | <b>330,910</b> | <b>244,539</b> |
| ADJUSTMENTS                           |  | 0              | 0              |
| Total Actual                          |  | 330,910        | 244,539        |
| Budgeted Amount                       |  | 351,605        | 572,500        |
| Difference (\$)                       |  | (20,695)       | (327,961)      |
| % Actual                              |  | 94.11%         | 42.71%         |

| Rents and Leases- General |  | 2012          | 2013         |
|---------------------------|--|---------------|--------------|
| January                   |  | 1,361         | 1,397        |
| February                  |  | 1,361         | 0            |
| March                     |  | 1,361         | 2,795        |
| April                     |  | 1,361         | 0            |
| May                       |  | 1,361         | 2,795        |
| June                      |  | 0             | 0            |
| July                      |  | 2,721         | 0            |
| August                    |  | 1,389         | 0            |
| September                 |  | 1,397         | 0            |
| October                   |  | 1,397         | 0            |
| November                  |  | 0             | 0            |
| December                  |  | 2,795         | 0            |
| <b>Subtotal</b>           |  | <b>16,503</b> | <b>6,987</b> |
| ADJUSTMENTS               |  | 0             | 0            |
| Total Actual              |  | 16,503        | 6,987        |
| Budgeted Amount           |  | 16,000        | 16,937       |
| Difference (\$)           |  | 503           | (9,950)      |
| % Actual                  |  | 103.14%       | 41.25%       |

| Rents - Recreation Facilities, such as Beach Park, Fieldhouse, etc. |  | 2012           | 2013          |
|---------------------------------------------------------------------|--|----------------|---------------|
| January                                                             |  | 6,954          | 17,466        |
| February                                                            |  | 4,256          | 5,268         |
| March                                                               |  | 3,469          | 16,151        |
| April                                                               |  | 6,361          | 8,250         |
| May                                                                 |  | 15,089         | 12,500        |
| June                                                                |  | 254            | 21,185        |
| July                                                                |  | 12,044         | 0             |
| August                                                              |  | 19,896         | 0             |
| September                                                           |  | 7,107          | 0             |
| October                                                             |  | 4,221          | 0             |
| November                                                            |  | 9,636          | 0             |
| December                                                            |  | 16,586         | 0             |
| <b>Subtotal</b>                                                     |  | <b>105,872</b> | <b>80,820</b> |
| ADJUSTMENTS                                                         |  | (5,549)        | 0             |
| Total Actual                                                        |  | 100,323        | 80,820        |
| Budgeted Amount                                                     |  | 176,595        | 172,729       |
| Difference (\$)                                                     |  | (76,272)       | (91,909)      |
| % Actual                                                            |  | 55.81%         | 46.79%        |

| Miscellaneous Revenues |  | 2012          | 2013         |
|------------------------|--|---------------|--------------|
| January                |  | 990           | 2,376        |
| February               |  | 513           | 533          |
| March                  |  | 7,446         | 552          |
| April                  |  | 3,168         | 2,465        |
| May                    |  | 82            | 743          |
| June                   |  | 48            | 810          |
| July                   |  | 971           | 0            |
| August                 |  | 2,674         | 0            |
| September              |  | 356           | 0            |
| October                |  | 214           | 0            |
| November               |  | 233           | 0            |
| December               |  | 90            | 0            |
| <b>Subtotal</b>        |  | <b>16,784</b> | <b>7,479</b> |
| ADJUSTMENTS            |  | 0             | 0            |
| Total Actual           |  | 16,784        | 7,479        |
| Budgeted Amount        |  | 42,150        | 43,050       |
| Difference (\$)        |  | (25,366)      | (35,571)     |
| % Actual               |  | 39.82%        | 17.37%       |

| Interest Earnings (All Funds) |                  |                |  | Vehicle Fuel Tax - Street   |                |                |  | Moorage - Marina                                             |                  |                  |  | Dry Storage                                                 |                  |                  |  |
|-------------------------------|------------------|----------------|--|-----------------------------|----------------|----------------|--|--------------------------------------------------------------|------------------|------------------|--|-------------------------------------------------------------|------------------|------------------|--|
| 2012                          |                  | 2013           |  | 2012                        |                | 2013           |  | 2012                                                         |                  | 2013             |  | 2012                                                        |                  | 2013             |  |
| January                       | 6,796            | 4,123          |  | January                     | 43,658         | 47,892         |  | January                                                      | 178,021          | 169,957          |  | January                                                     | 11,637           | 11,695           |  |
| February                      | 4,251            | 4,586          |  | February                    | 52,566         | 47,935         |  | February                                                     | 178,841          | 174,093          |  | February                                                    | 11,970           | 12,852           |  |
| March                         | 4,876            | 3,614          |  | March                       | 44,534         | 47,887         |  | March                                                        | 181,734          | 180,240          |  | March                                                       | 11,950           | 11,793           |  |
| April                         | 3,306            | 4,278          |  | April                       | 47,528         | 44,508         |  | April                                                        | 181,622          | 183,286          |  | April                                                       | 12,034           | 12,240           |  |
| May                           | 3,883            | 2,967          |  | May                         | 50,574         | 51,341         |  | May                                                          | 189,458          | 183,542          |  | May                                                         | 11,866           | 12,756           |  |
| June                          | 4,687            | 4,540          |  | June                        | 47,651         | 49,723         |  | June                                                         | 201,264          | 201,697          |  | June                                                        | 11,903           | 12,759           |  |
| July                          | 5,506            | 0              |  | July                        | 52,643         | 0              |  | July                                                         | 214,887          | 0                |  | July                                                        | 11,968           | 0                |  |
| August                        | 5,767            | 0              |  | August                      | 52,886         | 0              |  | August                                                       | 219,011          | 0                |  | August                                                      | 11,675           | 0                |  |
| September                     | 4,007            | 0              |  | September                   | 54,034         | 0              |  | September                                                    | 210,866          | 0                |  | September                                                   | 12,053           | 0                |  |
| October                       | 4,088            | 0              |  | October                     | 56,538         | 0              |  | October                                                      | 185,268          | 0                |  | October                                                     | 11,685           | 0                |  |
| November                      | 4,157            | 0              |  | November                    | 50,402         | 0              |  | November                                                     | 171,799          | 0                |  | November                                                    | 11,893           | 0                |  |
| December                      | 3,005            | 0              |  | December                    | 53,466         | 0              |  | December                                                     | 172,136          | 0                |  | December                                                    | 11,635           | 0                |  |
| <b>Subtotal</b>               | <b>54,329</b>    | <b>24,109</b>  |  | <b>Subtotal</b>             | <b>606,480</b> | <b>289,284</b> |  | <b>Subtotal</b>                                              | <b>2,284,908</b> | <b>1,092,794</b> |  | <b>Subtotal</b>                                             | <b>142,268</b>   | <b>74,094</b>    |  |
| ADJUSTMENTS                   | (98)             | 0              |  | ADJUSTMENTS                 | 0              | 0              |  | ADJUSTMENTS                                                  | 0                | 0                |  | ADJUSTMENTS                                                 | 0                | 0                |  |
| Total Actual                  | 54,230           | 24,109         |  | Total Actual                | 606,480        | 289,284        |  | Total Actual                                                 | 2,284,908        | 1,092,794        |  | Total Actual                                                | 142,268          | 74,094           |  |
| Budgeted Amount               | 64,100           | 56,918         |  | Budgeted Amount             | 627,732        | 613,000        |  | Budgeted Amount                                              | 2,314,430        | 2,339,515        |  | Budgeted Amount                                             | 133,845          | 146,321          |  |
| Difference (\$)               | (9,870)          | (32,809)       |  | Difference (\$)             | (21,252)       | (323,716)      |  | Difference (\$)                                              | (29,522)         | (1,246,721)      |  | Difference (\$)                                             | 8,423            | (72,227)         |  |
| % Actual                      | 84.60%           | 42.36%         |  | % Actual                    | 96.61%         | 47.19%         |  | % Actual                                                     | 98.72%           | 46.71%           |  | % Actual                                                    | 106.29%          | 50.64%           |  |
| <b>Fuel - Marina</b>          |                  |                |  | <b>Electricity - Marina</b> |                |                |  | <b>Other Revenues - Marina (Launching Fees, Leases, etc)</b> |                  |                  |  | <b>Storm Drainage Fees - SWM (includes SWM utility tax)</b> |                  |                  |  |
| 2012                          |                  | 2013           |  | 2012                        |                | 2013           |  | 2012                                                         |                  | 2013             |  | 2012                                                        |                  | 2013             |  |
| January                       | 30,721           | 23,383         |  | January                     | 13,040         | 14,796         |  | January                                                      | 14,040           | 15,901           |  | January                                                     | 5,779            | 17,200           |  |
| February                      | 34,218           | 32,108         |  | February                    | 11,508         | 9,355          |  | February                                                     | 15,000           | 20,315           |  | February                                                    | 45,601           | 21,163           |  |
| March                         | 42,831           | 59,271         |  | March                       | 13,195         | 12,091         |  | March                                                        | 15,639           | 15,933           |  | March                                                       | 226,912          | 210,223          |  |
| April                         | 54,672           | 40,086         |  | April                       | 9,261          | 8,589          |  | April                                                        | 17,406           | 16,799           |  | April                                                       | 765,322          | 895,862          |  |
| May                           | 112,184          | 122,780        |  | May                         | 7,480          | 5,963          |  | May                                                          | 20,764           | 30,782           |  | May                                                         | 354,264          | 315,284          |  |
| June                          | 79,424           | 146,095        |  | June                        | 5,042          | 5,467          |  | June                                                         | 22,373           | 35,216           |  | June                                                        | 15,086           | 14,302           |  |
| July                          | 202,618          | 0              |  | July                        | 5,118          | 0              |  | July                                                         | 40,699           | 0                |  | July                                                        | 5,401            | 0                |  |
| August                        | 291,754          | 0              |  | August                      | 4,389          | 0              |  | August                                                       | 43,586           | 0                |  | August                                                      | 6,316            | 0                |  |
| September                     | 162,031          | 0              |  | September                   | 4,584          | 0              |  | September                                                    | 35,431           | 0                |  | September                                                   | 39,727           | 0                |  |
| October                       | 58,410           | 0              |  | October                     | 4,859          | 0              |  | October                                                      | 19,352           | 0                |  | October                                                     | 700,511          | 0                |  |
| November                      | 50,281           | 0              |  | November                    | 8,650          | 0              |  | November                                                     | 15,768           | 0                |  | November                                                    | 238,333          | 0                |  |
| December                      | 20,008           | 0              |  | December                    | 10,072         | 0              |  | December                                                     | 15,923           | 0                |  | December                                                    | 38,337           | 0                |  |
| <b>Subtotal</b>               | <b>1,139,150</b> | <b>423,723</b> |  | <b>Subtotal</b>             | <b>97,197</b>  | <b>56,261</b>  |  | <b>Subtotal</b>                                              | <b>275,982</b>   | <b>134,946</b>   |  | <b>Subtotal</b>                                             | <b>2,441,590</b> | <b>1,474,033</b> |  |
| ADJUSTMENTS                   | 0                | 0              |  | ADJUSTMENTS                 | 0              | 0              |  | ADJUSTMENTS                                                  | 0                | 0                |  | ADJUSTMENTS                                                 | 19,825           | 0                |  |
| Total Actual                  | 1,139,150        | 423,723        |  | Total Actual                | 97,197         | 56,261         |  | Total Actual                                                 | 275,982          | 134,946          |  | Total Actual                                                | 2,461,415        | 1,474,033        |  |
| Budgeted Amount               | 1,205,392        | 1,189,177      |  | Budgeted Amount             | 90,000         | 113,400        |  | Budgeted Amount                                              | 249,073          | 294,472          |  | Budgeted Amount                                             | 2,417,809        | 2,511,842        |  |
| Difference (\$)               | (66,242)         | (765,454)      |  | Difference (\$)             | 7,197          | (57,139)       |  | Difference (\$)                                              | 26,909           | (159,526)        |  | Difference (\$)                                             | 43,606           | (1,037,809)      |  |
| % Actual                      | 94.50%           | 35.63%         |  | % Actual                    | 108.00%        | 49.61%         |  | % Actual                                                     | 110.80%          | 45.83%           |  | % Actual                                                    | 101.80%          | 58.68%           |  |

| Installation and Hook-up Fees - SWM |               | 2012          | 2013 |
|-------------------------------------|---------------|---------------|------|
| January                             | 0             | 2,009         |      |
| February                            | 1,005         | 1,005         |      |
| March                               | 1,005         | 6,811         |      |
| April                               | 0             | 1,025         |      |
| May                                 | 0             | 13,306        |      |
| June                                | 5,023         | 11,749        |      |
| July                                | 904           | 0             |      |
| August                              | 0             | 0             |      |
| September                           | 8,316         | 0             |      |
| October                             | 2,009         | 0             |      |
| November                            | 3,208         | 0             |      |
| December                            | 2,086         | 0             |      |
| <b>Subtotal</b>                     | <b>23,556</b> | <b>35,905</b> |      |
| <b>ADJUSTMENTS</b>                  | <b>0</b>      | <b>0</b>      |      |
| Total Actual                        | 23,556        | 35,905        |      |
| Budgeted Amount                     | 75,000        | 75,000        |      |
| Difference (\$)                     | (51,444)      | (39,095)      |      |
| <b>% Actual</b>                     | <b>31.41%</b> | <b>47.87%</b> |      |

| Engineering Plan Review - SWM |               | 2012           | 2013 |
|-------------------------------|---------------|----------------|------|
| January                       | 0             | 10,206         |      |
| February                      | 0             | 36,182         |      |
| March                         | 79            | 294            |      |
| April                         | 71            | 0              |      |
| May                           | 0             | 733            |      |
| June                          | 501           | 208            |      |
| July                          | 109           | 0              |      |
| August                        | 372           | 0              |      |
| September                     | 9,265         | 0              |      |
| October                       | 113           | 0              |      |
| November                      | 88            | 0              |      |
| December                      | 0             | 0              |      |
| <b>Subtotal</b>               | <b>10,599</b> | <b>47,625</b>  |      |
| <b>ADJUSTMENTS</b>            | <b>0</b>      | <b>0</b>       |      |
| Total Actual                  | 10,599        | 47,625         |      |
| Budgeted Amount               | 47,388        | 45,836         |      |
| Difference (\$)               | (36,789)      | 1,789          |      |
| <b>% Actual</b>               | <b>22.37%</b> | <b>103.90%</b> |      |

| Transportation Benefit District |                | 2012           | 2013 |
|---------------------------------|----------------|----------------|------|
| January                         | 31,660         | 27,205         |      |
| February                        | 29,918         | 33,680         |      |
| March                           | 33,781         | 31,046         |      |
| April                           | 37,303         | 37,818         |      |
| May                             | 35,719         | 39,996         |      |
| June                            | 39,263         | 40,610         |      |
| July                            | 44,411         | 0              |      |
| August                          | 30,294         | 0              |      |
| September                       | 41,758         | 0              |      |
| October                         | 32,175         | 0              |      |
| November                        | 31,499         | 0              |      |
| December                        | 31,640         | 0              |      |
| <b>Subtotal</b>                 | <b>419,423</b> | <b>210,355</b> |      |
| <b>ADJUSTMENTS</b>              | <b>0</b>       | <b>0</b>       |      |
| Total Actual                    | 419,423        | 210,355        |      |
| Budgeted Amount                 | 406,000        | 410,000        |      |
| Difference (\$)                 | 13,423         | (199,645)      |      |
| <b>% Actual</b>                 | <b>103.31%</b> | <b>51.31%</b>  |      |

| Engineering Plan Review - SWM |               | 2012           | 2013 |
|-------------------------------|---------------|----------------|------|
| January                       | 0             | 10,206         |      |
| February                      | 0             | 36,182         |      |
| March                         | 79            | 294            |      |
| April                         | 71            | 0              |      |
| May                           | 0             | 733            |      |
| June                          | 501           | 208            |      |
| July                          | 109           | 0              |      |
| August                        | 372           | 0              |      |
| September                     | 9,265         | 0              |      |
| October                       | 113           | 0              |      |
| November                      | 88            | 0              |      |
| December                      | 0             | 0              |      |
| <b>Subtotal</b>               | <b>10,599</b> | <b>47,625</b>  |      |
| <b>ADJUSTMENTS</b>            | <b>0</b>      | <b>0</b>       |      |
| Total Actual                  | 10,599        | 47,625         |      |
| Budgeted Amount               | 47,388        | 45,836         |      |
| Difference (\$)               | (36,789)      | 1,789          |      |
| <b>% Actual</b>               | <b>22.37%</b> | <b>103.90%</b> |      |

| Transportation Impact Fees |                | 2012           | 2013 |
|----------------------------|----------------|----------------|------|
| January                    | 0              | 6,535          |      |
| February                   | 3,154          | 3,267          |      |
| March                      | 3,154          | 19,605         |      |
| April                      | 0              | 0              |      |
| May                        | 0              | 30,613         |      |
| June                       | 16,337         | 174,957        |      |
| July                       | 0              | 0              |      |
| August                     | 0              | 0              |      |
| September                  | 170,066        | 0              |      |
| October                    | 6,535          | 0              |      |
| November                   | 6,535          | 0              |      |
| December                   | 0              | 0              |      |
| <b>Subtotal</b>            | <b>205,780</b> | <b>234,976</b> |      |
| <b>ADJUSTMENTS</b>         | <b>0</b>       | <b>0</b>       |      |
| Total Actual               | 205,780        | 234,976        |      |
| Budgeted Amount            | 199,044        | 172,641        |      |
| Difference (\$)            | 6,736          | 62,335         |      |
| <b>% Actual</b>            | <b>103.38%</b> | <b>136.11%</b> |      |

| Hotel-Motel Tax    |                | 2012          | 2013 |
|--------------------|----------------|---------------|------|
| January            | 1,136          | 1,380         |      |
| February           | 1,261          | 1,355         |      |
| March              | 1,287          | 1,215         |      |
| April              | 1,204          | 1,078         |      |
| May                | 1,341          | 1,233         |      |
| June               | 1,641          | 1,315         |      |
| July               | 1,532          | 0             |      |
| August             | 1,815          | 0             |      |
| September          | 1,767          | 0             |      |
| October            | 2,150          | 0             |      |
| November           | 1,431          | 0             |      |
| December           | 1,453          | 0             |      |
| <b>Subtotal</b>    | <b>18,018</b>  | <b>7,576</b>  |      |
| <b>ADJUSTMENTS</b> | <b>338</b>     | <b>0</b>      |      |
| Total Actual       | 18,356         | 7,576         |      |
| Budgeted Amount    | 17,750         | 17,300        |      |
| Difference (\$)    | 606            | (9,724)       |      |
| <b>% Actual</b>    | <b>103.42%</b> | <b>43.79%</b> |      |

## COMMENTS:

\* Franchise fees exclude franchise fees from water districts.

\* **Gen Property Taxes.** 2013 levy rate @ \$1.60

2012 levy rate @ \$1.2392

**Feb.** Plan Check Fees/Engrng Review - (Transportation & SWM) - Received \$343,432 from Artemis Hotel

**April.** Utility Taxes - rec'd \$86,896 for April utility tax rev. posted in May

Franchise Fees - rec'd \$34,683.92 for cable

TV franchise fee rev late April, posted in May

**June.** Licenses & Permits/ Trans Impact Fees - rec'd \$311,149 from Sea Mar

## Levy Lid Lift Property Taxes

| 2012               | 2013           |
|--------------------|----------------|
| January            | 4,520          |
| February           | 10,910         |
| March              | 25,129         |
| April              | 293,263        |
| May                | 140,159        |
| June               | 7,428          |
| July               | 3,409          |
| August             | 3,462          |
| September          | 14,414         |
| October            | 299,940        |
| November           | 92,361         |
| December           | 8,084          |
| <b>Subtotal</b>    | <b>903,079</b> |
| <b>ADJUSTMENTS</b> | <b>(8,071)</b> |
| Total Actual       | 895,008        |
| Budgeted Amount    | 901,680        |
| Difference (\$)    | (6,672)        |
| <b>% Actual</b>    | <b>99.26%</b>  |
|                    | <b>#DIV/0!</b> |



