Attachment 2

General Fund

Assumptions used for the Long-Term Financial Projection (FY 2019-20 to FY 2023-24)

Revenue Assumptions for the General Fund

2.0% revenue increase from year-to-year for revenues as set forth below: **102%**

				1	2	3	4	5
Residential Unit Impact - Average 2.5 people per unit			**26,317**	**Forecast FY19-20**	**Forecast FY20-21**	**Forecast FY21-22**	**Forecast FY22-23**	**Forecast FY23-24**
		FY 18-19 Budget	**Per Capita Average**	**186**		**272**	**716**	**40**
Franchise Fee	Gas	$ 33,111	$ 1.26	$ 585	$ -	$ 873	$ 2,297	$ 128
	Electric	$ 65,274	$ 2.48	$ 1,153	$ -	$ 1,720	$ 4,529	$ 253
	Cable	$ 430,000	$ 16.34	$ 7,598	$ -	$ 11,333	$ 29,832	$ 1,667
	Garbage	$ 286,662	$ 10.89	$ 5,065	$ -	$ 7,555	$ 19,888	$ 1,111
Total Franchise Fee		**$ 815,047**	**$ 30.97**	**$ 14,401**	**$ -**	**$ 21,481**	**$ 56,546**	**$ 3,159**
UUT	Gas	$ 350,456	$ 13.32	$ 6,192	$ -	$ 9,236	$ 24,314	$ 1,358
	Electric	$ 1,249,989	$ 47.50	$ 22,086	$ -	$ 32,944	$ 86,721	$ 4,845
	Telephone	$ 978,644	$ 37.19	$ 17,292	$ -	$ 25,793	$ 67,896	$ 3,793
	Cable	$ 556,708	$ 21.15	$ 9,837	$ -	$ 14,672	$ 38,623	$ 2,158
	Water	$ 496,084	$ 18.85	$ 8,765	$ -	$ 13,075	$ 34,417	$ 1,923
Total UUT Fee		**$ 3,631,881**	**$ 138.01**	**$ 64,172**	**$ -**	**$ 95,720**	**$ 251,970**	**$ 14,077**
Total VLF		**$ 1,762,701**	**$ 66.98**	**$ 31,145**	**$ -**	**$ 46,457**	**$ 122,291**	**$ 6,832**
Sales & Use Tax	Sales Tax	$ 2,509,109	$ 95.34	$ 11,083	$ -	$ 16,532	$ 43,519	$ 2,431
(25% Indirect)	Measure O	$ 1,146,780	$ 43.58	$ 5,066	$ -	$ 7,556	$ 19,890	$ 1,111
Total Sales & Use Tax		**$ 3,655,889**	**$ 138.92**	**$ 16,149**	**$ -**	**$ 24,088**	**$ 63,409**	**$ 3,542**
Muir Pointe	**79 units**			14 units				
Bayfront - 1st Phase	172 units			172 units				
	14,000 sq feet retail	Sales tax	$ 23,000		$ 23,000			
Bayfront - 2nd Phase	232 units					232 units		
Bayfront - 3rd Phase	476 units						476 units	
Safeway	65,775 sq feet retail and fueling	Sales tax	$ 313,000		$ 156,500	$ 156,500		
Sycamore Crossing	120 units					40 units	40 units	40 units
	28,000 sq feet retail	Sales tax	$ 66,398			$ 40,000	$ 26,398	
	100 hotel rooms	TOT	$ 448,000			$ 160,000	$ 160,000	$ 128,000
Willow Auto Site	28,000 sq feet commercial	Sales tax	$ 22,500			$ 11,250	$ 11,250	
	Self Storage In-Lieu	In-Lieu	$ 200,000		$ 66,000	$ 66,000	$ 68,000	
Hilltown - 1st Phase	200 units						200 units	

Attachment 2

Residential Unit Impact - Average 2.5 people per unit	26,317	1 **Forecast FY19-20**	2 **Forecast FY20-21**	3 **Forecast FY21-22**	4 **Forecast FY22-23**	5 **Forecast FY23-24**
PERS Rate Increases	**CalPERS Actuarial Valuation as of June 30, 2017**					
Normal Cost Misc. Plan, Classic		6.68%	7.30%	7.30%	7.30%	7.30%
Normal Cost Misc. Plan, PEPRA		3.99%	4.50%	4.50%	4.50%	4.50%
Normal Cost Safety Plan, Classic		18.93%	20.30%	20.30%	20.30%	20.30%
Normal Cost Safety Plan, 2nd-Tier		17.07%	18.30%	18.30%	18.30%	18.30%
Normal Cost Safety Plan, PEPRA		10.03%	10.10%	10.10%	10.10%	10.10%
Unfunded Accrued Liability (UAL) Payment Misc. Plan, Classic		21.11%	23.45%	26.19%	20.76%	21.90%
Unfunded Accrued Liability (UAL) Payment Misc. Plan, PEPRA		0.19%	0.30%	0.40%	0.39%	0.47%
Unfunded Accrued Liability (UAL) Payment Safety Plan, Classic		59.67%	50.49%	31.43%	34.85%	36.95%
Unfunded Accrued Liability (UAL) Payment Safety Plan, 2d-Tier		1.28%	1.15%	0.96%	0.80%	0.68%
Unfunded Accrued Liability (UAL) Payment Safety Plan, PEPRA		0.27%	0.30%	0.63%	0.76%	0.54%

Other Factors for Consideration: **Description**	**MuniServices Projections**	1 **Forecast FY19-20**	2 **Forecast FY20-21**	3 **Forecast FY21-22**	4 **Forecast FY22-23**	5 **Forecast FY23-24**
Sales Tax Forecast		2,170,000	2,234,000	2,289,000	2,343,000	2,397,000
% Change		9.4%	2.9%	2.5%	2.4%	2.3%
Prop 12		156,000	161,000	167,000	173,000	179,000
% Change		5.4%	3.2%	3.7%	3.6%	3.5%

Fund Balance and Reserve Considerations:

The amount of available fiscal neutrality reserve is shown and assumed to be used in those years where a deficit is forecasted. This reserve is not shown as being automatically replenished in those years where funds are available.

Updated: 3/20/2019