

# **Economic Development**



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# Economic Development



## Description

The Economic Development Department (EDD) leads the City's efforts in Real Estate services, Airport management, Community and Business Engagement, and Strategic Partnerships. EDD implements four key goal areas as identified in the Economic Strategic Plan that: 1.) support workers and families; 2.) support small and local businesses; 3.) bolster trade and innovation; and 4.) strengthen neighborhoods. Economic, business, and community development programs and initiatives create and sustain a resilient and prosperous City of San Diego.

New for Fiscal Year 2025, EDD added the City's real estate portfolio, which includes all the facilities necessary to provide the basic functions of government, such as parks, police stations, fire stations, libraries, maintenance yards, and administrative space. Additionally, the department manages a major league baseball stadium, a sports arena, an 8,000-acre Agricultural Preserve and nearly 60,000 acres of open space. City properties support over 800 leases and agreements with third parties, generating tens of millions in income and providing cultural and community-based services, including the iconic Balboa Park and San Diego's water wonderland, Mission Bay.

Also new in Fiscal Year 2025, EDD now oversees the City's two airports: Montgomery-Gibbs Executive Airport and Brown Field Municipal Airport, which provide critical services to aviation users and its citizens. The Federal Aviation Administration (FAA) has classified Montgomery-Gibbs Executive Airport as a reliever airport for San Diego International Airport - Lindbergh Field, which means it's instrumental in preventing major delays at the scheduled passenger service airport. Brown Field Municipal Airport is also a reliever airport and the gateway for international general aviation aircraft entering the United States needing to clear Customs. Combined, City airports support more than 1,500 local jobs and generate \$199.0 million in economic activity annually.

Here is a summary of the more detailed functions of each division in the department:

Acquisitions, Dispositions and Valuation Team is responsible for acquiring property or right of way, for processing sales of City-owned properties and implementation of the Surplus Land Act and in coordination with the Valuations Team to support all City functions requiring real estate appraisal services.

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Airports Division is in charge of ensuring the safe and secure operation of both City's general aviation airports. They plan the development of the airports and work hand-in-hand with the FAA to obtain grant funding for critical capital infrastructure needs. They also manage the Airports' Noise Program to ensure that the City's airports and the neighboring communities understand each other's needs.

Business Expansion, Attraction, and Retention (BEAR) Division supports area businesses and nonprofits with technical assistance (including application support), due diligence, expedited permitting, policy advocacy, and utilities coordination services, among others. It administers a suite of ongoing grants programs and has been instrumental for ongoing business resiliency. It also oversees assessment district administration for business improvement districts, maintenance assessment districts and downtown's property business improvement district.

Business Operations and Support Services (BOSS) Division oversees the Department's financial administration, internal operations support activities, records management and a recurring federal and state grants portfolio. BOSS develops and administers the Department's annual budget, processes rents and maintains accounts for all agreements, creates and processes payments of purchase orders and assists staff with financial transactions. BOSS ensures timely processing of payments to business owners, nonprofits, and partner agencies who positively impact quality of life for residents and communities.

Community Development Division (CDD) is comprised of HUD Programs, and the federally designated San Diego Promise Zone. Housing Urban Development (HUD) Programs administers federal entitlement grants via Community Development Block Grant (CDBG), HOME Investment Partnerships (HOME), and Emergency Solutions Grant (ESG) programs. The Promise Zone is a 10-year designation on 6.4 square miles that include some of the City's most culturally rich and ethnically diverse neighborhoods but also starkly under-resourced and densely populated communities.

Lease Administration Teams administer the City's diverse lease portfolio, including former Successor Agency leases, airport property leases and general city-wide leases. The teams negotiate, develop and administer lease agreements and permits for use of City-owned property by profit and non-profit organizations, citywide.

Municipal Assets Services Team is tasked with planning, organizing and executing transactions that support all of the City's facilities' needs and the office space needs for our workforce of over 12,000 employees. The team works with City departments to determine how much space is needed and whether the requirement can be best accommodated through occupancy of City-owned properties, a lease from an outside entity, or the acquisition of a new facility.

Strategic Partnerships and Research Division combines high profile corporate partnerships, and economic research and modeling, together these activities contribute to the knowledge on regional and citywide economic development trends, strengthen the City's General Fund, and grow the City's visibility through public-private partnerships with regional, national, and international entities.

***The vision is:***

San Diego is a global leader in tackling today's toughest challenges, bringing shared prosperity and sustainable growth to residents and the broader community.

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## ***The mission is:***

Provide targeted resources and outreach to promote economic vibrancy, innovation, and opportunity in every neighborhood.

## Goals and Objectives

### ***Goal 1: Promote transparent real estate practices that drive mutual benefit for community members and the City.***

- Ensure that the public and decision makers have access to information regarding the City's real estate initiatives.
- Follow City's policies and industry best practices to support the methodology for real estate decisions.
- Negotiate in good faith with all prospective non-profits and businesses to establish fair and equitable terms.

### ***Goal 2: Maintain a cohesive and inclusive work environment where department employees can utilize tools to provide exemplary customer service.***

- All staff are provided opportunities for professional development (LinkedIn Learning, Conferences/Seminars, etc.)
- Create equitable framework for OCA and advancement opportunities.
- Prioritize software/programming systems and emerging technologies to facilitate innovation.

### ***Goal 3: Provide exemplary customer service for all public interactions.***

- Provide an empathic and solutions-based approach when responding to customers' inquiries and needs.
- Increase overall awareness of department programs, incentives and services with the public.
- Prioritize intentional and authentic outreach opportunities for all for community and stakeholder engagement.

### ***Goal 4: Ensure the sustained financial self-sufficiency, connectivity and economic opportunity for all San Diegans through our City's airports.***

- Evaluate airports user fees annually to ensure proper revenues stream that will maintain public air transportation infrastructure for community members and visitors.
- Facilitate transformational development projects at City airports to support the strengthening of neighborhoods, increasing business and tourism, and revenue.
- Reduce regulatory barriers to aeronautical business entrants to enhance diversity and provide for additional airport revenues.
- Seek infrastructure grant opportunities to reduce the airport's share of projects costs.

### ***Goal 5: Support economic success across the community through department-led programs.***

- Create more opportunities for well-paying jobs, help workers qualify for and secure employment, and coordinate services like childcare and continuing education.
- Provide targeted engagement and resources to under-resourced communities, build lively centers of culture and commerce, and help increase affordable housing.

### ***Goal 6: Catalyze economic growth for nonprofits, small and large businesses by tapping into emerging trends, advancing economic mobility, and prioritizing sustainability.***

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- Eliminate barriers to trade, foster growth and collaboration among innovative industries, and enhance San Diego's position as a binational and multicultural economy.
- Increase revenue and in-kind values provided to the City through Corporate Partners.
- Support nonprofits that provide small business resources, provide direct assistance to entrepreneurs, and facilitate additional opportunities for businesses to access funding.

## Budget Equity Impact Statement

### Equity Highlights

*Examples from the current fiscal year.*

- Barrio Logan, Central Commercial, and City Heights Maintenance Assessment Districts (MAD) received additional City contributions which enabled them to focus on health and safety concerns in their communities.
- Small Business Enhancement Program (SBEP) funding provided 12 organizations within the Promise Zone with capacity building grants totaling \$300,000. In addition, SBEP funding was utilized to provide technical assistance to Business Improvement Districts (BID), MAD, and capacity building recipients which provided access to necessary resources to effectively run their organizations.
- Implementation of Economic Development Strategy (EDS) funds provided support of Promise Zone Youth Expo, Junior Achievement financial literacy and job preparedness program for high school aged youth, access to affordable childcare through partnership with YMCA, and launch of cyber-security assessment tool for small businesses located in low and moderate income areas.

### Budget Equity Lens Summary

#### Ongoing Operations

*Is there an opportunity to adjust the department's ongoing operations to address a disparity?*

#### Yes

EDD is working to address disparities that align with the following Tactical Equity Plan goals:

TEP Goal 1 Promote transparent real estate practices that drive mutual benefit for community members and the City.

TEP Goal 2 Maintain a cohesive and inclusive work environment where department employees can utilize tools to provide exemplary customer service.

TEP Goal 5 Support economic success across the community through department-led programs.

TEP Goal 6 Catalyze economic growth for nonprofits, small and large businesses by tapping into emerging trends, advancing economic mobility, and prioritizing sustainability.

#### Budget Adjustment(s)

*Do the Budget Adjustments address a disparity?*

#### Yes

1. Assistant Deputy Director Reallocation to General Fund: enables position to have a broader reach with a focus on equity in acquisition and disposition processes across all programs Goal

1. 2.

MAD General Benefit/City Allocation: Low-income areas historically have not had the same level of investment. MAD managers faced with challenges to using their assessment monies consistent with management plan Goal 6.

3. Maintain Small Business Enhancement Program: Low-income areas historically have not had the same level of participation. Small nonprofits are not competitive because they lack the experience and bandwidth to compete for sizable grants. Capacity building targets those who do not otherwise receive funding Goal 6.

4. Focused Economic Development Strategy Implementation: Low-income residents/communities have historically not had opportunity to participate in San Diego's prosperity. Targeted resources and

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outreach to promote economic vibrancy, innovation, and opportunity in every neighborhood Goal 5.

5. Successor Agency and Research Contracts Consulting and training resources to prioritize the state-required mandates allowing for data-driven approach to guide future development and assets that targets the greatest needs while balancing return on investment Goal 2.

6. Business Cooperation Rebate Program Incentive attracted investment that enhances San Diego's competitive advantage by increasing workforce development, innovation, and ultimately, quality of life for all San Diegans Goal 6.

## Key Performance Indicators

Performance Indicator	Definition	Baseline	FY2024 Performance	Goal
Jobs supported <sup>1</sup>	Number of jobs supported or created by the expansion, attraction, and retention of employers working with the Department	N/A	4,096	N/A
Small businesses assisted <sup>1</sup>	Number of small businesses assisted, expanded, and retained as a result of small and neighborhood business programs executed by EDD	N/A	3,698	3,175
Investment in infrastructure of public and private facilities, neighborhood services, and operations <sup>2</sup>	Total investment awarded to improve the infrastructure of public and private facilities, neighborhood services, and operations.	N/A	\$70,393,354	N/A
Total amount of corporate partner investment in City and public services, programs, and initiatives <sup>3</sup>	This is the total dollar value of corporate partner contracts for monetary and in-kind contributions to City- and public-facing services, programs, and initiatives managed by the City of San Diego.	N/A	\$3,069,342	\$1,906,408
Appraisals Completed within 90 days of Commencement	Percentage of Appraisals Completed within 90 days of Commencement	85%	100%	90%
Leases on a month-to-month holdover	Percentage of leases on a month-to-month holdover status	25.8%	26.3%	15.0%
Noise complaint response time	Average number of working days to respond to a noise complaint	1	3	1
Real Estate Transactions	# of real estate jobs/transactions completed per year	255	397	250
Annual Aircraft Operations	# of annual aircraft operations, take-offs and landings	386,000	451,205	386,000

<sup>1</sup> This is a new KPI for Fiscal Year 2025. Baseline and goals will be established with Fiscal Year 2025 Actuals.

<sup>2</sup> This is a new KPI for Fiscal Year 2025. Baseline and goals will be established with Fiscal Year 2025 Actuals. \$42M included in capital improvement projects at Petco Park inclusive of the Gallagher Square Renovation.

<sup>3</sup> This is a new KPI for Fiscal Year 2025. Baseline and goals will be established with Fiscal Year 2025 Actuals. This reflects both cash and in-kind value.



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## Department Summary

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
FTE Positions (Budgeted)	121.00	126.00	135.00	9.00
Personnel Expenditures	\$ 14,479,392	\$ 17,846,110	\$ 18,694,956	\$ 848,846
Non-Personnel Expenditures	35,801,219	38,207,501	38,099,729	(107,772)
<b>Total Department Expenditures</b>	<b>\$ 50,280,611</b>	<b>\$ 56,053,611</b>	<b>\$ 56,794,685</b>	<b>\$ 741,074</b>
<b>Total Department Revenue</b>	<b>\$ 106,345,859</b>	<b>\$ 103,136,471</b>	<b>\$ 110,723,585</b>	<b>\$ 7,587,114</b>

## General Fund – Economic Development

### Department Expenditures

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
BID & Commercial MAD	\$ (7,709)	\$ -	\$ -	-
Business Expansion, Attraction & Retention	4,048,291	4,318,044	5,479,414	1,161,370
Community Development	6,539,046	6,862,635	3,339,292	(3,523,343)
Economic Development	4,755,794	4,453,554	6,177,862	1,724,308
<b>Total</b>	<b>\$ 15,335,421</b>	<b>\$ 15,634,233</b>	<b>\$ 14,996,568</b>	<b>\$ (637,665)</b>

### Department Personnel

	FY2023 Budget	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Business Expansion, Attraction & Retention	15.00	16.00	16.00	0.00
Community Development	18.00	18.00	18.00	0.00
Economic Development	22.00	22.00	26.50	4.50
<b>Total</b>	<b>55.00</b>	<b>56.00</b>	<b>60.50</b>	<b>4.50</b>

### Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Small Business Enhancement Program</b> Addition of one-time non-personnel expenditures to support small businesses.	0.00	\$ 1,061,000	\$ -
<b>Eviction Prevention Program</b> Addition of one-time education and legal services for low-income renters facing eviction.	0.00	962,573	-
<b>Salary and Benefit Adjustments</b> Adjustments to reflect savings resulting from vacant positions for any period of the fiscal year, retirement contributions, retiree health contributions, and labor negotiations.	0.00	854,649	-
<b>Business Cooperation Program Rebate</b> Addition of non-personnel expenditures associated with rebates for activities that generated General Fund Sales and Use Tax revenue in Fiscal Year 2024.	0.00	690,000	-

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## Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Employ and Empower Program Support</b> Addition of 3.50 Management Intern - Hourly and associated revenue to support the Employ and Empower Program.	3.50	153,786	153,787
<b>Maintenance Assessment Districts</b> Addition of non-personnel expenditures to offset general benefits from Maintenance Assessment District services.	0.00	144,622	-
<b>Information Technology Support</b> Addition of 1.00 Information Systems Analyst 4 and associated revenue to support the merged department's IT and GIS needs.	1.00	138,149	138,160
<b>Support for Information Technology</b> Adjustment to expenditure allocations according to an annual review of information technology funding requirements.	0.00	9,801	-
<b>Non-Discretionary Adjustment</b> Adjustment to expenditure allocations that are determined outside of the department's direct control. These allocations are generally based on prior year expenditure trends and examples of these include utilities, insurance, and rent.	0.00	7,415	-
<b>Executive Approval to Fill Vacancies</b> Addition of estimated savings associated with the implementation of the Executive Approval to Fill Vacancies process.	0.00	(146,975)	-
<b>Operational Efficiency</b> Reduction of contractual services associated with computer maintenance and other agencies.	0.00	(312,685)	-
<b>Reduction of Eviction Notice Registry</b> Reduction of non-personnel expenditures to create and administer the Eviction Notice Registry.	0.00	(400,000)	-
<b>One-Time Additions and Annualizations</b> Adjustment to reflect one-time revenues and expenditures, and the annualization of revenues and expenditures, implemented in Fiscal Year 2024.	0.00	(3,800,000)	-
<b>Community Development Block Grant</b> Adjustment to reflect revised revenue for billable hours for the Community Development Block Grant Program.	0.00	-	910,000
<b>Wayfinding Kiosk Revenue</b> Addition of revenue related to the installation and operation of interactive wayfinding kiosks in Downtown commercial corridors.	0.00	-	136,933
<b>Total</b>	<b>4.50</b>	<b>\$(637,665)</b>	<b>\$1,338,880</b>

## Expenditures by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>PERSONNEL</b>				
Personnel Cost	\$ 4,605,105	\$ 5,585,626	\$ 6,373,565	\$ 787,939

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## Expenditures by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Fringe Benefits	3,111,820	3,385,151	3,596,821	211,670
<b>PERSONNEL SUBTOTAL</b>	<b>7,716,926</b>	<b>8,970,777</b>	<b>9,970,386</b>	<b>999,609</b>
<b>NON-PERSONNEL</b>				
Supplies	\$ 13,765	\$ 18,237	\$ 18,387	\$ 150
Contracts & Services	6,657,230	5,649,726	3,486,001	(2,163,725)
<i>External Contracts &amp; Services</i>	6,499,266	5,498,167	3,327,162	(2,171,005)
<i>Internal Contracts &amp; Services</i>	157,964	151,559	158,839	7,280
Information Technology	494,574	657,397	495,198	(162,199)
Energy and Utilities	1,526	7,596	7,596	-
Other	136,402	15,500	704,000	688,500
Transfers Out	315,000	315,000	315,000	-
<b>NON-PERSONNEL SUBTOTAL</b>	<b>7,618,495</b>	<b>6,663,456</b>	<b>5,026,182</b>	<b>(1,637,274)</b>
<b>Total</b>	<b>\$ 15,335,421</b>	<b>\$ 15,634,233</b>	<b>\$ 14,996,568</b>	<b>\$ (637,665)</b>

## Revenues by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Charges for Services	\$ 6,017,636	\$ 5,196,658	\$ 6,741,467	\$ 1,544,809
Other Revenue	450,169	437,318	430,000	(7,318)
Rev from Federal Agencies	-	94,980	-	(94,980)
Rev from Money and Prop	278,560	-	-	-
Rev from Other Agencies	27,892	240,564	-	(240,564)
Transfers In	-	-	136,933	136,933
<b>Total</b>	<b>\$ 6,774,258</b>	<b>\$ 5,969,520</b>	<b>\$ 7,308,400</b>	<b>\$ 1,338,880</b>

## Personnel Expenditures

Job Number	Job Title / Wages	FY2023 Budget	FY2024 Budget	FY2025 Adopted	Salary Range	Total
<b>FTE, Salaries, and Wages</b>						
20000011	Account Clerk	1.00	1.00	1.00	\$ 46,777 - 56,281	\$ 42,546
20000012	Administrative Aide 1	1.00	1.00	1.00	55,036 - 66,266	59,937
20000024	Administrative Aide 2	4.00	4.00	4.00	63,360 - 76,360	275,269
20001202	Assistant Deputy Director	2.00	2.00	3.00	72,886 - 268,057	566,295
20000119	Associate Management Analyst	2.00	2.00	2.00	80,424 - 97,203	159,642
20000295	Community Development Coordinator	6.00	6.00	6.00	114,179 - 138,191	804,408
20000300	Community Development Specialist 2	11.00	11.00	10.00	78,916 - 95,346	896,014
20000301	Community Development Specialist 3	4.00	4.00	5.00	90,889 - 109,832	524,979
20000303	Community Development Specialist 4	10.00	10.00	10.00	97,444 - 118,068	1,176,099
20001101	Department Director	1.00	1.00	1.00	96,395 - 365,173	246,844
20001168	Deputy Director	1.00	1.00	1.00	72,886 - 268,057	204,828
20000924	Executive Assistant	1.00	1.00	1.00	63,557 - 76,906	76,906
20000998	Information Systems Analyst 4	0.00	0.00	1.00	101,223 - 122,656	101,223
90001073	Management Intern - Hourly	0.00	0.00	3.50	36,814 - 45,925	142,691

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## Personnel Expenditures

Job Number	Job Title / Wages	FY2023 Budget	FY2024 Budget	FY2025 Adopted	Salary Range	Total
20000680	Payroll Specialist 2	1.00	1.00	1.00	54,075 - 65,305	65,305
20001234	Program Coordinator	0.00	1.00	1.00	36,814 - 214,004	124,841
20001222	Program Manager	6.00	6.00	5.00	72,886 - 268,057	868,550
20000015	Senior Management Analyst	3.00	3.00	3.00	88,289 - 106,773	279,591
20000970	Supervising Management Analyst	1.00	1.00	1.00	94,669 - 114,682	114,682
	Bilingual - Regular Budgeted Personnel					11,648
	Expenditure Savings					(474,284)
	Other Certification Pays					3,845
	Overtime Budgeted					12,835
	Sick Leave - Hourly					3,193
	Termination Pay Annual Leave					43,514
	Vacation Pay In Lieu					42,164
<b>FTE, Salaries, and Wages Subtotal</b>		<b>55.00</b>	<b>56.00</b>	<b>60.50</b>		<b>\$ 6,373,565</b>

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>Fringe Benefits</b>				
Employee Offset Savings	\$ 239,278	\$ 27,958	\$ 34,453	\$ 6,495
Flexible Benefits	606,146	663,168	696,522	33,354
Insurance	1,347	-	-	-
Long-Term Disability	22,967	19,178	23,176	3,998
Medicare	69,986	79,974	93,074	13,100
Other Post-Employment Benefits	273,853	294,880	223,452	(71,428)
Retiree Medical Trust	7,007	9,183	10,440	1,257
Retirement 401 Plan	21,701	30,230	34,313	4,083
Retirement ADC	1,609,715	1,992,391	2,159,219	166,828
Retirement DROP	216	-	-	-
Risk Management Administration	66,609	66,924	74,844	7,920
Supplemental Pension Savings Plan	148,708	158,539	182,359	23,820
Unemployment Insurance	5,847	6,277	6,597	320
Workers' Compensation	38,439	36,449	58,372	21,923
<b>Fringe Benefits Subtotal</b>	<b>\$ 3,111,820</b>	<b>\$ 3,385,151</b>	<b>\$ 3,596,821</b>	<b>\$ 211,670</b>
<b>Total Personnel Expenditures</b>			<b>\$ 9,970,386</b>	

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## General Fund – Real Estate and Airport Management

### Department Expenditures

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Real Estate	\$ 5,485,298	\$ 7,916,692	\$ 7,333,744	\$ (582,948)
<b>Total</b>	<b>\$ 5,485,298</b>	<b>\$ 7,916,692</b>	<b>\$ 7,333,744</b>	<b>\$ (582,948)</b>

### Department Personnel

	FY2023 Budget	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Real Estate	39.00	38.75	42.25	3.50
<b>Total</b>	<b>39.00</b>	<b>38.75</b>	<b>42.25</b>	<b>3.50</b>

### Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Transfer of 1.00 Assistant Deputy Director</b> Transfer of 1.00 Assistant Deputy Director from the PETCO Park Fund to the General Fund and addition of revenue to support services provided to the PETCO Park Fund.	1.00	\$ 228,776	\$ 100,000
<b>Employ and Empower Program Support</b> Addition of 2.50 Management Intern - Hourly and associated revenue to support the Employ and Empower Program.	2.50	99,192	99,193
<b>Non-Discretionary Adjustment</b> Adjustment to expenditure allocations that are determined outside of the department's direct control. These allocations are generally based on prior year expenditure trends and examples of these include utilities, insurance, and rent.	0.00	5,196	-
<b>Salary and Benefit Adjustments</b> Adjustments to reflect savings resulting from vacant positions for any period of the fiscal year, retirement contributions, retiree health contributions, and labor negotiations.	0.00	(4,129)	-
<b>Support for Information Technology</b> Adjustment to expenditure allocations according to an annual review of information technology funding requirements.	0.00	(57,883)	-
<b>Reduction of Space Planning Services</b> Reduction of non-personnel expenditures associated with contractual services for downtown office space analysis.	0.00	(150,000)	-
<b>Operational Efficiency</b> Reduction of miscellaneous professional and technical services, and city services billed.	0.00	(158,334)	-
<b>Executive Approval to Fill Vacancies</b> Addition of estimated savings associated with the implementation of the Executive Approval to Fill Vacancies process.	0.00	(170,766)	-

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## Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>One-Time Additions and Annualizations</b>	0.00	(375,000)	-
Adjustment to reflect one-time revenues and expenditures, and the annualization of revenues and expenditures, implemented in Fiscal Year 2024.			
<b>Revised Revenue</b>	0.00	-	4,596,189
Adjustment to reflect revised revenue from rents, concessions, fees, and charges for current services.			
<b>Revised Pueblo Lands Revenue</b>	0.00	-	3,300,000
Adjustment to reflect revised pueblo lands revenue associated with the sale of leased property.			
<b>Total</b>	<b>3.50</b>	<b>\$(582,948)</b>	<b>\$8,095,382</b>

## Expenditures by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>PERSONNEL</b>				
Personnel Cost	\$ 2,614,775	\$ 3,635,782	\$ 3,790,400	\$ 154,618
Fringe Benefits	1,356,168	1,476,600	1,475,055	(1,545)
<b>PERSONNEL SUBTOTAL</b>	<b>3,970,942</b>	<b>5,112,382</b>	<b>5,265,455</b>	<b>153,073</b>
<b>NON-PERSONNEL</b>				
Supplies	\$ 11,712	\$ 25,386	\$ 24,036	\$ (1,350)
Contracts & Services	1,257,100	1,969,627	1,664,399	(305,228)
<i>External Contracts &amp; Services</i>	<i>1,190,620</i>	<i>1,843,290</i>	<i>1,573,290</i>	<i>(270,000)</i>
<i>Internal Contracts &amp; Services</i>	<i>66,480</i>	<i>126,337</i>	<i>91,109</i>	<i>(35,228)</i>
Information Technology	232,447	760,136	327,253	(432,883)
Energy and Utilities	8,362	20,161	23,601	3,440
Other	4,735	29,000	29,000	-
<b>NON-PERSONNEL SUBTOTAL</b>	<b>1,514,356</b>	<b>2,804,310</b>	<b>2,068,289</b>	<b>(736,021)</b>
<b>Total</b>	<b>\$ 5,485,298</b>	<b>\$ 7,916,692</b>	<b>\$ 7,333,744</b>	<b>\$(582,948)</b>

## Revenues by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Charges for Services	\$ 1,635,588	\$ 1,480,519	\$ 1,877,266	\$ 396,747
Licenses and Permits	674,786	759,856	811,039	51,183
Other Revenue	14,492	-	-	-
Rev from Money and Prop	63,892,221	63,904,168	71,551,620	7,647,452
<b>Total</b>	<b>\$ 66,217,087</b>	<b>\$ 66,144,543</b>	<b>\$ 74,239,925</b>	<b>\$ 8,095,382</b>

## Personnel Expenditures

Job Number	Job Title / Wages	FY2023 Budget	FY2024 Budget	FY2025 Adopted	Salary Range	Total
<b>FTE, Salaries, and Wages</b>						
20000011	Account Clerk	1.00	1.00	1.00	\$ 46,777 - 56,281	\$ 56,281
20001140	Assistant Department Director	1.00	0.00	0.00	96,395 - 365,173	-
20001202	Assistant Deputy Director	0.00	0.00	1.00	72,886 - 268,057	179,543
20000119	Associate Management Analyst	1.00	1.00	1.00	80,424 - 97,203	92,108
20000163	Associate Property Agent	2.00	1.00	3.00	81,997 - 99,082	238,709

# Economic Development

## Personnel Expenditures

Job Number	Job Title / Wages	FY2023 Budget	FY2024 Budget	FY2025 Adopted	Salary Range	Total
20001168	Deputy Director	0.00	1.00	1.00	72,886 - 268,057	204,828
20000924	Executive Assistant	1.00	1.00	1.00	63,557 - 76,906	76,906
90001073	Management Intern - Hourly	0.00	0.00	2.50	36,814 - 45,925	92,036
20001234	Program Coordinator	2.00	2.00	2.00	36,814 - 214,004	301,098
20001222	Program Manager	6.00	5.75	5.75	72,886 - 268,057	954,822
20000768	Property Agent	13.00	13.00	11.00	90,015 - 108,805	1,056,402
20000783	Public Information Clerk	1.00	1.00	1.00	46,777 - 56,281	46,777
20001137	Real Estate Assets Director	1.00	1.00	1.00	96,395 - 365,173	238,263
21000762	Records Management Analyst	0.00	1.00	1.00	80,424 - 97,203	80,424
20000869	Senior Account Clerk	1.00	1.00	1.00	53,528 - 64,584	64,584
20000970	Supervising Management Analyst	1.00	1.00	1.00	94,669 - 114,682	114,682
20001003	Supervising Property Agent	6.00	6.00	6.00	101,223 - 122,656	682,856
20001005	Supervising Property Agent Bilingual - Regular	2.00	2.00	2.00	101,223 - 122,656	223,773
	Budgeted Personnel					2,912
	Expenditure Savings					(960,079)
	Other Certification Pays					3,845
	Termination Pay Annual					34,803
	Leave					
	Vacation Pay In Lieu					4,827
<b>FTE, Salaries, and Wages Subtotal</b>		<b>39.00</b>	<b>38.75</b>	<b>42.25</b>		<b>\$ 3,790,400</b>

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>Fringe Benefits</b>				
Employee Offset Savings	\$ 189,410	\$ 6,975	\$ 5,943	\$ (1,032)
Flexible Benefits	287,912	354,321	376,743	22,422
Insurance	1,381	-	-	-
Long-Term Disability	12,785	12,389	14,173	1,784
Medicare	38,931	49,485	56,865	7,380
Other Post-Employment Benefits	146,870	186,309	127,246	(59,063)
Retiree Medical Trust	5,256	7,742	8,647	905
Retirement 401 Plan	17,063	26,844	32,357	5,513
Retirement ADC	533,415	693,626	732,702	39,076
Retirement DROP	1,909	3,251	-	(3,251)
Risk Management Administration	35,681	42,146	42,617	471
Supplemental Pension Savings Plan	58,602	64,297	40,531	(23,766)
Unemployment Insurance	3,283	4,075	4,029	(46)
Workers' Compensation	23,671	25,140	33,202	8,062
<b>Fringe Benefits Subtotal</b>	<b>\$ 1,356,168</b>	<b>\$ 1,476,600</b>	<b>\$ 1,475,055</b>	<b>\$ (1,545)</b>
<b>Total Personnel Expenditures</b>			<b>\$ 5,265,455</b>	

# Economic Development

## Airports Fund

### Department Expenditures

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Airport Management	\$ 7,031,329	\$ 9,205,221	\$ 8,336,007	\$ (869,214)
<b>Total</b>	<b>\$ 7,031,329</b>	<b>\$ 9,205,221</b>	<b>\$ 8,336,007</b>	<b>\$ (869,214)</b>

### Department Personnel

	FY2023 Budget	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Airport Management	24.00	28.25	30.25	2.00
<b>Total</b>	<b>24.00</b>	<b>28.25</b>	<b>30.25</b>	<b>2.00</b>

### Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Commercial and Retail Center Repair and Maintenance</b> Addition of non-personnel expenditures to support repairs and maintenance for the Commercial and Retail Center.	0.00	\$ 200,000	\$ -
<b>IT Equipment Upgrade at Brown Field</b> Addition of one-time non-personnel expenditures to upgrade information technology equipment at the Brown Field Customs and Border Patrol facility.	0.00	90,000	-
<b>Non-Discretionary Adjustment</b> Adjustment to expenditure allocations that are determined outside of the department's direct control. These allocations are generally based on prior year expenditure trends and examples of these include utilities, insurance, and rent.	0.00	66,965	-
<b>Administrative Support</b> Addition of 1.00 Clerical Assistant 2 to assist with administrative duties for the Airports lease and properties section.	1.00	50,832	-
<b>Employ and Empower Program Support</b> Addition of 1.00 Management Intern - Hourly and associated revenue to support the Employ and Empower Program.	1.00	39,677	39,678
<b>Support for Information Technology</b> Adjustment to expenditure allocations according to an annual review of information technology funding requirements.	0.00	21,748	-
<b>Supplemental Cost of Living Adjustment</b> Adjustment to reflect revised non-personnel expenditures for the funding of the Supplemental Cost of Living Adjustment.	0.00	(1,351)	-



# Economic Development

## Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Salary and Benefit Adjustments</b>	0.00	(207,135)	-
Adjustments to reflect savings resulting from vacant positions for any period of the fiscal year, retirement contributions, retiree health contributions, and labor negotiations.			
<b>One-Time Additions and Annualizations</b>	0.00	(1,129,950)	-
Adjustment to reflect one-time revenues and expenditures, and the annualization of revenues and expenditures, implemented in Fiscal Year 2024.			
<b>Revised Parking Revenue</b>	0.00	-	50,000
Adjustment to reflect revised parking revenue projections.			
<b>Total</b>	<b>2.00 \$</b>	<b>(869,214) \$</b>	<b>89,678</b>

## Expenditures by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>PERSONNEL</b>				
Personnel Cost	\$ 1,480,404	\$ 2,084,698	\$ 2,232,310	\$ 147,612
Fringe Benefits	997,798	1,238,039	973,801	(264,238)
<b>PERSONNEL SUBTOTAL</b>	<b>2,478,202</b>	<b>3,322,737</b>	<b>3,206,111</b>	<b>(116,626)</b>
<b>NON-PERSONNEL</b>				
Supplies	\$ 126,239	\$ 206,089	\$ 203,389	\$ (2,700)
Contracts & Services	2,879,434	4,549,697	3,861,298	(688,399)
<i>External Contracts &amp; Services</i>	<i>1,797,092</i>	<i>3,701,024</i>	<i>2,983,408</i>	<i>(717,616)</i>
<i>Internal Contracts &amp; Services</i>	<i>1,082,342</i>	<i>848,673</i>	<i>877,890</i>	<i>29,217</i>
Information Technology	204,814	369,212	265,960	(103,252)
Energy and Utilities	733,466	731,291	774,405	43,114
Other	2,682	7,351	6,000	(1,351)
Transfers Out	-	844	844	-
Capital Expenditures	606,492	18,000	18,000	-
<b>NON-PERSONNEL SUBTOTAL</b>	<b>4,553,127</b>	<b>5,882,484</b>	<b>5,129,896</b>	<b>(752,588)</b>
<b>Total</b>	<b>\$ 7,031,329</b>	<b>\$ 9,205,221</b>	<b>\$ 8,336,007</b>	<b>\$ (869,214)</b>

## Revenues by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Charges for Services	\$ 1,106,640	\$ 1,134,884	\$ 1,224,562	\$ 89,678
Other Revenue	490,041	-	-	-
Rev from Money and Prop	6,035,282	7,756,718	7,756,718	-
<b>Total</b>	<b>\$ 7,631,963</b>	<b>\$ 8,891,602</b>	<b>\$ 8,981,280</b>	<b>\$ 89,678</b>

## Personnel Expenditures

Job Number	Job Title / Wages	FY2023 Budget	FY2024 Budget	FY2025 Adopted	Salary Range	Total
<b>FTE, Salaries, and Wages</b>						
20000012	Administrative Aide 1	1.00	2.00	2.00	\$ 55,036 - 66,266	\$ 131,477
20000036	Airport Manager	2.00	2.00	2.00	83,679 - 100,874	201,748
20000035	Airport Operations Assistant	4.00	7.00	7.00	56,500 - 67,358	395,500

# Economic Development

## Personnel Expenditures

Job Number	Job Title / Wages	FY2023 Budget	FY2024 Budget	FY2025 Adopted	Salary Range	Total
20000119	Associate Management Analyst	1.00	1.00	1.00	80,424 - 97,203	97,203
20000540	Clerical Assistant 2	0.00	0.00	1.00	44,505 - 53,638	44,505
20001168	Deputy Director	1.00	1.00	1.00	72,886 - 268,057	204,828
21000451	Environmental Biologist 3	1.00	1.00	1.00	96,679 - 117,063	115,796
20000426	Equipment Operator 1	1.00	1.00	1.00	52,917 - 63,382	60,373
20000468	Grounds Maintenance Worker 2	2.00	2.00	2.00	47,958 - 57,092	113,599
90001073	Management Intern - Hourly	0.00	0.00	1.00	36,814 - 45,925	36,814
20000172	Payroll Specialist 1	1.00	0.00	0.00	51,693 - 62,224	-
20001234	Program Coordinator	0.00	1.00	1.00	36,814 - 214,004	124,841
20001222	Program Manager	2.00	2.25	2.25	72,886 - 268,057	374,636
20000768	Property Agent	2.00	2.00	2.00	90,015 - 108,805	212,261
20000831	Senior Airport Operations Assistant	2.00	2.00	2.00	62,071 - 74,131	140,173
20000927	Senior Clerk/Typist	1.00	1.00	1.00	52,633 - 63,469	52,633
20001003	Supervising Property Agent	1.00	1.00	1.00	101,223 - 122,656	122,656
20001053	Utility Worker 2	2.00	2.00	2.00	47,935 - 57,070	105,005
	Bilingual - Regular					5,824
	Budgeted Personnel					(369,978)
	Expenditure Savings					
	Other Certification Pays					3,261
	Overtime Budgeted					26,380
	Termination Pay Annual Leave					16,546
	Vacation Pay In Lieu					16,229
<b>FTE, Salaries, and Wages Subtotal</b>		<b>24.00</b>	<b>28.25</b>	<b>30.25</b>		<b>\$ 2,232,310</b>

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>Fringe Benefits</b>				
Employee Offset Savings	\$ 133,436	\$ 4,491	\$ 2,644	\$ (1,847)
Flexible Benefits	192,432	254,975	249,706	(5,269)
Long-Term Disability	6,996	7,182	7,904	722
Medicare	23,399	29,613	31,788	2,175
Other Post-Employment Benefits	102,656	137,964	100,344	(37,620)
Retiree Medical Trust	2,543	3,657	4,726	1,069
Retirement 401 Plan	9,358	13,941	18,478	4,537
Retirement ADC	452,160	687,014	460,603	(226,411)
Risk Management Administration	24,949	31,213	33,613	2,400
Supplemental Pension Savings Plan	25,395	34,190	21,369	(12,821)
Unemployment Insurance	1,793	2,321	2,249	(72)
Workers' Compensation	22,680	31,478	40,377	8,899
<b>Fringe Benefits Subtotal</b>	<b>\$ 997,798</b>	<b>\$ 1,238,039</b>	<b>\$ 973,801</b>	<b>\$ (264,238)</b>
<b>Total Personnel Expenditures</b>			<b>\$ 3,206,111</b>	

# Economic Development

## Concourse and Parking Garages Operating Fund

### Department Expenditures

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Concourse & Parking Garage	\$ 2,007,711	\$ 3,561,362	\$ 4,740,124	\$ 1,178,762
<b>Total</b>	<b>\$ 2,007,711</b>	<b>\$ 3,561,362</b>	<b>\$ 4,740,124</b>	<b>\$ 1,178,762</b>

### Department Personnel

	FY2023 Budget	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Concourse & Parking Garage	2.00	2.00	2.00	0.00
<b>Total</b>	<b>2.00</b>	<b>2.00</b>	<b>2.00</b>	<b>0.00</b>

### Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Transfer Out</b> Transfer of fund balance from the Concourse and Parking Garages Operating Fund to the General Fund.	0.00	\$ 1,395,631	\$ -
<b>Non-Discretionary Adjustment</b> Adjustment to expenditure allocations that are determined outside of the department's direct control. These allocations are generally based on prior year expenditure trends and examples of these include utilities, insurance, and rent.	0.00	384,785	-
<b>Salary and Benefit Adjustments</b> Adjustments to reflect savings resulting from vacant positions for any period of the fiscal year, retirement contributions, retiree health contributions, and labor negotiations.	0.00	12,257	-
<b>Support for Information Technology</b> Adjustment to expenditure allocations according to an annual review of information technology funding requirements.	0.00	(5,911)	-
<b>One-Time Additions and Annualizations</b> Adjustment to reflect one-time revenues and expenditures, and the annualization of revenues and expenditures, implemented in Fiscal Year 2024.	0.00	(608,000)	(600,000)
<b>Revised Parking Revenue</b> Adjustment to reflect revised parking revenue projections.	0.00	-	867,194
<b>Reimbursements for Operating Expenditures</b> Adjustment to reflect revised reimbursements of operating expenditures associated with the homeless shelter at Golden Hall.	0.00	-	300,000
<b>Total</b>	<b>0.00</b>	<b>\$ 1,178,762</b>	<b>\$ 567,194</b>

# Economic Development

## Expenditures by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>PERSONNEL</b>				
Personnel Cost	\$ 147,309	\$ 176,059	\$ 187,982	\$ 11,923
Fringe Benefits	61,664	64,688	65,022	334
<b>PERSONNEL SUBTOTAL</b>	<b>208,973</b>	<b>240,747</b>	<b>253,004</b>	<b>12,257</b>
<b>NON-PERSONNEL</b>				
Supplies	\$ 31,217	\$ 57,800	\$ 57,800	-
Contracts & Services	1,738,448	3,201,520	2,624,215	(577,305)
<i>External Contracts &amp; Services</i>	<i>1,563,012</i>	<i>3,146,807</i>	<i>2,538,807</i>	<i>(608,000)</i>
<i>Internal Contracts &amp; Services</i>	<i>175,436</i>	<i>54,713</i>	<i>85,408</i>	<i>30,695</i>
Information Technology	28,851	20,647	14,736	(5,911)
Energy and Utilities	222	40,148	394,238	354,090
Other	-	500	500	-
Transfers Out	-	-	1,395,631	1,395,631
<b>NON-PERSONNEL SUBTOTAL</b>	<b>1,798,738</b>	<b>3,320,615</b>	<b>4,487,120</b>	<b>1,166,505</b>
<b>Total</b>	<b>\$ 2,007,711</b>	<b>\$ 3,561,362</b>	<b>\$ 4,740,124</b>	<b>\$ 1,178,762</b>

## Revenues by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Charges for Services	\$ -	\$ 600,000	\$ 300,000	\$(300,000)
Other Revenue	20	-	-	-
Rev from Money and Prop	2,652,569	2,051,073	2,918,267	867,194
<b>Total</b>	<b>\$ 2,652,589</b>	<b>\$ 2,651,073</b>	<b>\$ 3,218,267</b>	<b>\$ 567,194</b>

## Personnel Expenditures

Job Number	Job Title / Wages	FY2023 Budget	FY2024 Budget	FY2025 Adopted	Salary Range	Total
<b>FTE, Salaries, and Wages</b>						
20000011	Account Clerk	1.00	1.00	1.00	\$ 46,777 - 56,281	\$ 56,281
20001003	Supervising Property Agent Bilingual - Regular Right Of Way Cert	1.00	1.00	1.00	101,223 - 122,656	122,656 2,912 6,133
<b>FTE, Salaries, and Wages Subtotal</b>		<b>2.00</b>	<b>2.00</b>	<b>2.00</b>		<b>\$ 187,982</b>

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>Fringe Benefits</b>				
Flexible Benefits	\$ 23,459	\$ 23,410	\$ 23,410	-
Long-Term Disability	717	596	648	52
Medicare	2,278	2,553	2,726	173
Other Post-Employment Benefits	11,900	11,378	8,276	(3,102)
Retiree Medical Trust	267	303	329	26
Retirement 401 Plan	834	1,211	1,317	106
Retirement ADC	13,705	16,124	17,569	1,445
Retirement DROP	1,381	1,675	1,717	42
Risk Management Administration	2,894	2,574	2,772	198
Supplemental Pension Savings Plan	2,445	3,322	3,405	83

# Economic Development

		FTE	Expenditures	Revenue
Unemployment Insurance	183	193	184	(9)
Workers' Compensation	1,602	1,349	2,669	1,320
<b>Fringe Benefits Subtotal</b>	<b>\$ 61,664</b>	<b>\$ 64,688</b>	<b>\$ 65,022</b>	<b>\$ 334</b>
<b>Total Personnel Expenditures</b>			<b>\$ 253,004</b>	

## PETCO Park Fund

### Department Expenditures

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
PETCO Park	\$ 18,812,060	\$ 17,801,777	\$ 19,453,916	\$ 1,652,139
<b>Total</b>	<b>\$ 18,812,060</b>	<b>\$ 17,801,777</b>	<b>\$ 19,453,916</b>	<b>\$ 1,652,139</b>

### Department Personnel

	FY2023 Budget	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
PETCO Park	1.00	1.00	0.00	(1.00)
<b>Total</b>	<b>1.00</b>	<b>1.00</b>	<b>0.00</b>	<b>(1.00)</b>

### Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Public Safety Services</b> Addition of non-personnel expenditures to support Police and Fire-Rescue services at PETCO Park.	0.00	\$ 1,606,807	\$ -
<b>PETCO Park City Suite Revenue</b> Addition of revenue and non-personnel expenditures associated with the City Suite at PETCO Park.	0.00	250,000	250,000
<b>Salary and Benefit Adjustments</b> Adjustments to reflect savings resulting from vacant positions for any period of the fiscal year, retirement contributions, retiree health contributions, and labor negotiations.	0.00	182,540	-
<b>Support for Information Technology</b> Adjustment to expenditure allocations according to an annual review of information technology funding requirements.	0.00	31	-
<b>Non-Discretionary Adjustment</b> Adjustment to expenditure allocations that are determined outside of the department's direct control. These allocations are generally based on prior year expenditure trends and examples of these include utilities, insurance, and rent.	0.00	(5,232)	-
<b>Transfer of 1.00 Assistant Deputy Director</b> Transfer of 1.00 Assistant Deputy Director from the PETCO Park Fund to the General Fund.	(1.00)	(382,007)	-

# Economic Development

## Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Revised Special Events Revenue</b>	0.00	-	3,284,298
Adjustment to reflect revised special events revenue projections.			
<b>Revised Rent Revenue</b>	0.00	-	101,645
Adjustment to reflect revised rent revenue projections.			
<b>Transient Occupancy Tax Transfer</b>	0.00	-	(6,139,963)
Adjustment to reflect revised revenue for safety and maintenance of tourism-related facilities from the Transient Occupancy Tax Fund.			
<b>Total</b>	<b>(1.00) \$</b>	<b>1,652,139 \$</b>	<b>(2,504,020)</b>

## Expenditures by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>PERSONNEL</b>				
Personnel Cost	\$ 70,340	\$ 158,437	\$ -	(158,437)
Fringe Benefits	34,009	41,030	-	(41,030)
<b>PERSONNEL SUBTOTAL</b>	<b>104,349</b>	<b>199,467</b>	<b>-</b>	<b>(199,467)</b>
<b>NON-PERSONNEL</b>				
Supplies	\$ -	\$ 936	\$ 936	-
Contracts & Services	9,406,496	8,295,552	9,897,139	1,601,587
<i>External Contracts &amp; Services</i>	<i>5,597,201</i>	<i>5,345,080</i>	<i>5,345,080</i>	-
<i>Internal Contracts &amp; Services</i>	<i>3,809,296</i>	<i>2,950,472</i>	<i>4,552,059</i>	<i>1,601,587</i>
Information Technology	3,162	3,126	3,157	31
Energy and Utilities	6,731	12,571	14,059	1,488
Transfers Out	9,291,322	9,290,125	9,538,625	248,500
<b>NON-PERSONNEL SUBTOTAL</b>	<b>18,707,711</b>	<b>17,602,310</b>	<b>19,453,916</b>	<b>1,851,606</b>
<b>Total</b>	<b>\$ 18,812,060</b>	<b>\$ 17,801,777</b>	<b>\$ 19,453,916</b>	<b>\$ 1,652,139</b>

## Revenues by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Other Revenue	\$ 2,168,271	\$ 1,430,000	\$ 1,430,000	-
Rev from Money and Prop	7,306,583	2,186,819	5,822,762	3,635,943
Transfers In	11,986,315	13,928,588	7,788,625	(6,139,963)
<b>Total</b>	<b>\$ 21,461,170</b>	<b>\$ 17,545,407</b>	<b>\$ 15,041,387</b>	<b>\$ (2,504,020)</b>

## Personnel Expenditures

Job Number	Job Title / Wages	FY2023 Budget	FY2024 Budget	FY2025 Adopted	Salary Range	Total
<b>FTE, Salaries, and Wages</b>						
20001222	Program Manager	1.00	1.00	0.00	\$ 72,886 - 268,057	\$ -
<b>FTE, Salaries, and Wages Subtotal</b>						<b>\$ -</b>

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>Fringe Benefits</b>				
Employee Offset Savings	\$ 626	\$ -	\$ -	-
Flexible Benefits	5,497	7,600	-	(7,600)

# Economic Development

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Long-Term Disability	335	559	-	(559)
Medicare	1,049	2,297	-	(2,297)
Other Post-Employment Benefits	2,910	5,689	-	(5,689)
Retiree Medical Trust	124	396	-	(396)
Retirement 401 Plan	495	1,584	-	(1,584)
Retirement ADC	20,648	21,088	-	(21,088)
Risk Management Administration	713	1,287	-	(1,287)
Supplemental Pension Savings Plan	1,262	-	-	-
Unemployment Insurance	91	181	-	(181)
Workers' Compensation	260	349	-	(349)
<b>Fringe Benefits Subtotal</b>	<b>\$ 34,009</b>	<b>\$ 41,030</b>	<b>\$ -</b>	<b>\$ (41,030)</b>
<b>Total Personnel Expenditures</b>			<b>\$ -</b>	

# Economic Development

## Successor Agency Admin & Project - CivicSD Fund

### Department Expenditures

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Economic Development	\$ 1,608,792	\$ 1,934,326	\$ 1,934,326	\$ -
<b>Total</b>	<b>\$ 1,608,792</b>	<b>\$ 1,934,326</b>	<b>\$ 1,934,326</b>	<b>\$ -</b>

### Expenditures by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
<b>NON-PERSONNEL</b>				
Contracts & Services	\$ 1,608,792	\$ 1,934,326	\$ 1,934,326	\$ -
<i>External Contracts &amp; Services</i>	<i>1,608,792</i>	<i>1,934,326</i>	<i>1,934,326</i>	<i>-</i>
<b>NON-PERSONNEL SUBTOTAL</b>	<b>1,608,792</b>	<b>1,934,326</b>	<b>1,934,326</b>	<b>-</b>
<b>Total</b>	<b>\$ 1,608,792</b>	<b>\$ 1,934,326</b>	<b>\$ 1,934,326</b>	<b>\$ -</b>

### Revenues by Category

	FY2023 Actual	FY2024 Budget	FY2025 Adopted	FY2024-2025 Change
Rev from Other Agencies	\$ 1,608,792	\$ 1,934,326	\$ 1,934,326	\$ -
<b>Total</b>	<b>\$ 1,608,792</b>	<b>\$ 1,934,326</b>	<b>\$ 1,934,326</b>	<b>\$ -</b>



# Economic Development

## Revenue and Expense Statement (Non-General Fund)

Airports Fund	FY2023 Actual	FY2024* Budget	FY2025** Adopted
<b>BEGINNING BALANCE AND RESERVES</b>			
Balance from Prior Year	\$ 11,804,767	\$ 11,528,399	\$ 11,213,974
Continuing Appropriation - CIP	4,254,711	8,857,356	9,306,797
Operating Reserve	675,000	-	-
<b>TOTAL BALANCE AND RESERVES</b>	<b>\$ 16,734,478</b>	<b>\$ 20,385,754</b>	<b>\$ 20,520,771</b>
<b>REVENUE</b>			
Charges for Services	\$ 1,078,569	\$ 1,134,884	\$ 1,224,562
Other Revenue	3,987,699	-	-
Revenue from Use of Money and Property	6,035,282	7,756,718	7,756,718
<b>TOTAL REVENUE</b>	<b>\$ 11,101,551</b>	<b>\$ 8,891,602</b>	<b>\$ 8,981,280</b>
<b>TOTAL BALANCE, RESERVES, AND REVENUE</b>	<b>\$ 27,836,029</b>	<b>\$ 29,277,356</b>	<b>\$ 29,502,051</b>
<b>CAPITAL IMPROVEMENTS PROGRAM (CIP) EXPENSE</b>			
CIP Expenditures	\$ 209,132	\$ 4,614,497	\$ -
<b>TOTAL CIP EXPENSE</b>	<b>\$ 209,132</b>	<b>\$ 4,614,497</b>	<b>\$ -</b>
<b>OPERATING EXPENSE</b>			
Personnel Expenses	\$ 1,480,404	\$ 2,084,698	\$ 2,232,310
Fringe Benefits	997,798	1,238,039	973,801
Supplies	126,239	206,089	203,389
Contracts & Services	2,879,434	4,549,697	3,861,298
Information Technology	204,814	369,212	265,960
Energy and Utilities	733,466	731,291	774,405
Other Expenses	2,682	7,351	6,000
Transfers Out	-	844	844
Capital Expenditures	606,492	18,000	18,000
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 7,031,329</b>	<b>\$ 9,205,221</b>	<b>\$ 8,336,007</b>
<b>EXPENDITURE OF PRIOR YEAR FUNDS</b>			
CIP Expenditures	\$ 209,814	\$ -	\$ 1,500,000
<b>TOTAL EXPENDITURE OF PRIOR YEAR FUNDS</b>	<b>\$ 209,814</b>	<b>\$ -</b>	<b>\$ 1,500,000</b>
<b>TOTAL EXPENSE</b>	<b>\$ 7,450,275</b>	<b>\$ 13,819,718</b>	<b>\$ 9,836,007</b>
<b>RESERVES</b>			
Continuing Appropriation - CIP	\$ 8,857,356	\$ 5,742,859	\$ 7,806,797
<b>TOTAL RESERVES</b>	<b>\$ 8,857,356</b>	<b>\$ 5,742,859</b>	<b>\$ 7,806,797</b>
<b>BALANCE</b>	<b>\$ 11,528,399</b>	<b>\$ 9,714,779</b>	<b>\$ 11,859,247</b>
<b>TOTAL BALANCE, RESERVES, AND EXPENSE</b>	<b>\$ 27,836,029</b>	<b>\$ 29,277,356</b>	<b>\$ 29,502,051</b>

\* At the time of publication, audited financial statements for Fiscal Year 2024 were not available. Therefore, the Fiscal Year 2024 column reflects final budgeted revenue and expense amounts from the Fiscal Year 2024 Adopted Budget, while the beginning Fiscal Year 2024 balance amount reflects the audited Fiscal Year 2023 ending balance.

\*\* Fiscal Year 2025 Beginning Fund Balance reflects the projected Fiscal Year 2024 Ending Fund Balance based on updated Revenue and Expenditures projections for Fiscal Year 2024.

# Economic Development

## Revenue and Expense Statement (Non-General Fund)

Concourse and Parking Garages Operating Fund	FY2023 Actual	FY2024* Budget	FY2025** Adopted
<b>BEGINNING BALANCE AND RESERVES</b>			
Balance from Prior Year	\$ 1,359,106	\$ 2,175,556	\$ 1,768,150
<b>TOTAL BALANCE AND RESERVES</b>	<b>\$ 1,359,106</b>	<b>\$ 2,175,556</b>	<b>\$ 1,768,150</b>
<b>REVENUE</b>			
Charges for Services	\$ -	\$ 600,000	\$ 300,000
Other Revenue	20	-	-
Revenue from Use of Money and Property	2,824,142	2,051,073	2,918,267
<b>TOTAL REVENUE</b>	<b>\$ 2,824,161</b>	<b>\$ 2,651,073</b>	<b>\$ 3,218,267</b>
<b>TOTAL BALANCE, RESERVES, AND REVENUE</b>	<b>\$ 4,183,267</b>	<b>\$ 4,826,629</b>	<b>\$ 4,986,417</b>
<b>OPERATING EXPENSE</b>			
Personnel Expenses	\$ 147,309	\$ 176,059	\$ 187,982
Fringe Benefits	61,664	64,688	65,022
Supplies	31,217	57,800	57,800
Contracts & Services	1,738,448	3,201,520	2,624,215
Information Technology	28,851	20,647	14,736
Energy and Utilities	222	40,148	394,238
Other Expenses	-	500	500
Transfers Out	-	-	1,395,631
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 2,007,711</b>	<b>\$ 3,561,362</b>	<b>\$ 4,740,124</b>
<b>TOTAL EXPENSE</b>	<b>\$ 2,007,711</b>	<b>\$ 3,561,362</b>	<b>\$ 4,740,124</b>
<b>BALANCE</b>	<b>\$ 2,175,556</b>	<b>\$ 1,265,267</b>	<b>\$ 246,293</b>
<b>TOTAL BALANCE, RESERVES, AND EXPENSE</b>	<b>\$ 4,183,267</b>	<b>\$ 4,826,629</b>	<b>\$ 4,986,417</b>

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# Economic Development

## Revenue and Expense Statement (Non-General Fund)

PETCO Park Fund	FY2023 Actual	FY2024* Budget	FY2025** Adopted
<b>BEGINNING BALANCE AND RESERVES</b>			
Balance from Prior Year	\$ 485,750	\$ 3,291,130	\$ 4,484,350
<b>TOTAL BALANCE AND RESERVES</b>	<b>\$ 485,750</b>	<b>\$ 3,291,130</b>	<b>\$ 4,484,350</b>
<b>REVENUE</b>			
Other Revenue	\$ 2,168,271	\$ 1,430,000	\$ 1,430,000
Revenue from Use of Money and Property	7,462,854	2,186,819	5,822,762
Transfers In	11,986,315	13,928,588	7,788,625
<b>TOTAL REVENUE</b>	<b>\$ 21,617,440</b>	<b>\$ 17,545,407</b>	<b>\$ 15,041,387</b>
<b>TOTAL BALANCE, RESERVES, AND REVENUE</b>	<b>\$ 22,103,190</b>	<b>\$ 20,836,537</b>	<b>\$ 19,525,737</b>
<b>OPERATING EXPENSE</b>			
Personnel Expenses	\$ 70,340	\$ 158,437	-
Fringe Benefits	34,009	41,030	-
Supplies	-	936	936
Contracts & Services	9,406,496	8,295,552	9,897,139
Information Technology	3,162	3,126	3,157
Energy and Utilities	6,731	12,571	14,059
Transfers Out	9,291,322	9,290,125	9,538,625
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 18,812,060</b>	<b>\$ 17,801,777</b>	<b>\$ 19,453,916</b>
<b>TOTAL EXPENSE</b>	<b>\$ 18,812,060</b>	<b>\$ 17,801,777</b>	<b>\$ 19,453,916</b>
<b>BALANCE</b>	<b>\$ 3,291,130</b>	<b>\$ 3,034,760</b>	<b>\$ 71,821</b>
<b>TOTAL BALANCE, RESERVES, AND EXPENSE</b>	<b>\$ 22,103,190</b>	<b>\$ 20,836,537</b>	<b>\$ 19,525,737</b>

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# Economic Development

## Revenue and Expense Statement (Non-General Fund)

Successor Agency Admin & Project - CivicSD Fund	FY2023 Actual	FY2024* Budget	FY2025** Adopted
<b>BEGINNING BALANCE AND RESERVES</b>			
Balance from Prior Year	\$ -	\$ -	\$ -
<b>TOTAL BALANCE AND RESERVES</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>REVENUE</b>			
Revenue from Other Agencies	\$ 1,608,792	\$ 1,934,326	\$ 1,934,326
<b>TOTAL REVENUE</b>	<b>\$ 1,608,792</b>	<b>\$ 1,934,326</b>	<b>\$ 1,934,326</b>
<b>TOTAL BALANCE, RESERVES, AND REVENUE</b>	<b>\$ 1,608,792</b>	<b>\$ 1,934,326</b>	<b>\$ 1,934,326</b>
<b>OPERATING EXPENSE</b>			
Contracts & Services	\$ 1,608,792	\$ 1,934,326	\$ 1,934,326
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 1,608,792</b>	<b>\$ 1,934,326</b>	<b>\$ 1,934,326</b>
<b>TOTAL EXPENSE</b>	<b>\$ 1,608,792</b>	<b>\$ 1,934,326</b>	<b>\$ 1,934,326</b>
<b>BALANCE</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>TOTAL BALANCE, RESERVES, AND EXPENSE</b>	<b>\$ 1,608,792</b>	<b>\$ 1,934,326</b>	<b>\$ 1,934,326</b>

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\*\* Fiscal Year 2025 Beginning Fund Balance reflects the projected Fiscal Year 2024 Ending Fund Balance based on updated Revenue and Expenditures projections for Fiscal Year 2024.