

South Bay Cities Council of Governments

June 22, 2017

TO: SBCCOG Board of Directors

FROM: SBCCOG Steering Committee

RE: Updates to the Draft 2017-2018 Budget

Adherence to Strategic Plan

Goal D: Organizational Stability. Be a high performing organization with a clear path to long-term financial health, staffing continuity and sustained board commitment.

Since the May Board meeting, SBCCOG staff has been able to find out more about the specific amounts of some of the grants that we will be receiving as other agencies finalize their budgets.

BELOW ARE THE CHANGES TO BUDGET DOCUMENT SINCE MAY BOARD MEETING:

- * West Basin Municipal Water District
- ** Green Building Challenge
- ***Southern California Edison/Southern California Gas Company

CHANGES TO PAGE 5 & 6:

| | |
|--|----------------|
| WBMWD* increase | \$ 8,680 |
| WBMWD GBC** increase | 4,500 |
| Torrance Water increase | 7,850 |
| SCE/SCG*** GBC increase | 50,000 |
| Metro Deputy decrease (amt. determined by Metro) | <u>- 4,970</u> |

NET CHANGE \$66,060

CHANGE TO PAGE 4 OF THE BUDGET DOCUMENT:

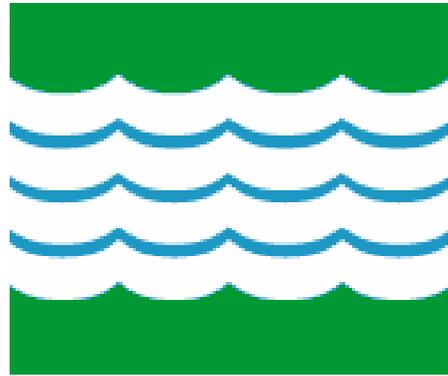
1. Add'l Revenue needed for balanced budget: \$60,645
2. Decreases to Potential Revenue (this is a projection used only for planning purposes):
 - AQMD -\$20,000 (grant not received)
 - Measure M - 25,000 (more realistic estimate based on guidelines development)

NET CHANGE - \$45,000

New total for Potential Revenue = \$519,770, down from \$564,770

RECOMMENDATION

Approve 2017-2018 Budget



SOUTH BAY CITIES
COUNCIL OF GOVERNMENTS

FISCAL YEAR

2017-2018

PROPOSED BUDGET



**SOUTH BAY CITIES
COUNCIL OF GOVERNMENTS**

SBCCOG Organizational Structure

Board of Directors

Executive Director

Legal Counsel

Research Director

Deputy Executive Director

Transportation Director

Administration

Agenda Preparation
Finance
Information Technology
City Staff & Elected Officials Trainings
Regional Advocacy
Member Networking and Communications
Dominguez Channel CIMP

Transportation, Environmental Outreach & Implementation Programs

Transportation Improvement Programs
Measure R Highway Program
Measure M Program Development
South Bay Rail Development Program
South Bay Transit Programs
Alternative Transportation Programs
Alternative Fuel Vehicle Studies
Smart Mobility/Travel Pal
Sustainability / CAP
South Bay Environmental Services Center
Energy Efficiency Programs
Water Conservation, Quality, & Supply Programs
Sanitation District Programs

Special Services

General Assembly
Metro Deputy
South Bay Net (Broadband Network)
Homeless Services
Short-term Rental Task Force
Regional Coyote Control Plan
Senior Services

Goal A: Environment, Transportation and Economic Development

Goal B: Regional Advocacy

Goal C: Member Networking and Communications

Goal D: Organizational Stability



SBCCOG Organizational Staffing 2017-2018

Board of Directors

(18 Board members = 1 per 16 cities plus 2 LA County)

Executive Director

Legal Counsel

Research Director - Deputy Executive Director - Transportation Director

Administration

Contract Consultants:

Executive Director - Jacki Bacharach & Associates (\$220,000) (55%)
 Transportation Director - (\$12,344) (11%)

Employees:

.59 Administrative Officer
 1.67 Environmental Services Analyst
 1.84 Administrative Assistant

Total 4.10 FTEs

Funding:

Dues
 General Assembly Sponsorships
 Trainings
 Interest
 Dominguez Channel CIMP

Transportation, Environmental Outreach & Implementation Programs

Contract Consultants:

Executive Director - Jacki Bacharach & Associates (\$160,000) (40%)
 Transportation Director (\$100,994) (89%)
 Research Director (\$96,676) (100%)
 Energy Efficiency Engineer (\$170,000) (100%)
 Add'l Transportation Consultants - Measure R (\$92,840) (100%)
 Add'l Consultants Strategic Growth Council (\$240,608) (100%)
 Add'l Consultants as needed on contracts in development (\$60,000) (100%)

Employees:

.38 Administrative Officer
 1.61 Project Managers
 3.97 Environmental Services Analysts
 1.66 Administrative Assistants

Total 7.62 FTEs

Funding:

PUC SCE/SCG Energy Efficiency Partnership Funds
 Green Building Challenge
 West Basin Municipal Water District
 Sanitation District Education Outreach Programs
 Torrance Water District
 Metro Vanpool
 Metro Express Lanes
 Metro Measure R
 Metro - Strategic Growth Council
 Metro Smart Mobility/Travel Pal
 LA DWP
 CEC ChargeBliss
 Integrated Pest Management
 HERO Renewables

Special Services

Contract Consultants:

Jacki Bacharach & Associates (\$20,000) (5%)
 Metro Liaison (\$96,970) (100%)

Employees:

.03 Administrative Officer
 .39 Project Manager
 1.36 Environmental Services Analysts
 .50 Administrative Assistant

Total 2.28 FTEs

Funding:

Dues
 General Assembly Sponsorships
 Metro Deputy Agreement
 South Bay Net (Broadband Network)
 LACO Homeless (PATH)

Note: Employee percentages are based on function

SBCCOG Summary

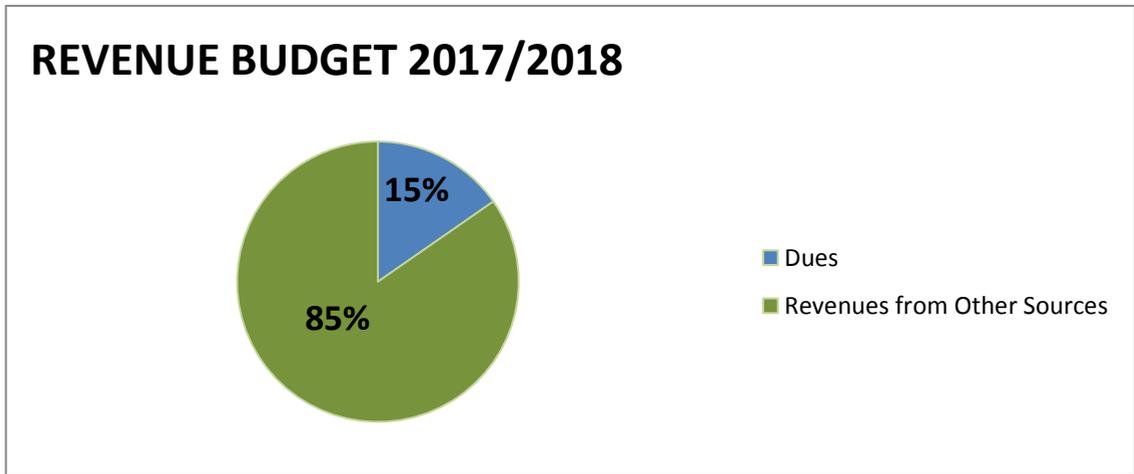
| SOURCE | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|---|-----------------------------------|------------------|------------------|----------------------|-------|
| Revenue | | | | | |
| General Fund Sources | 416,527 | 396,260 | 428,858 | 445,800 | |
| Grant Revenue | 2,492,616 | 2,546,286 | 1,704,848 | 1,193,010 | |
| Special Services | 161,239 | 152,700 | 152,000 | 154,700 | |
| Add'l Revenues required for a balanced budget | | | 60,645 | 613,049 | |
| Total Revenue | 3,070,381 | 3,095,246 | 2,346,350 | 2,406,559 | |
| Expenses | | | | | |
| Administration | 322,065 | 318,243 | 323,580 | 325,260 | |
| Grant Services | 2,006,174 | 2,574,791 | 1,895,800 | 1,951,420 | |
| Special Services | 135,944 | 202,211 | 126,970 | 129,879 | |
| Total Expense | 2,464,183 | 3,095,245 | 2,346,350 | 2,406,559 | |
| Net Income | 606,199 | 0 | 0 | 0 | |

Potential Grant Revenue for 2017-2018

| | | |
|------------------------|----------------|---|
| REN/Bki | 10,000 | |
| EUC Outreach 2017 | 30,000 | |
| Strategic Plan Funding | 100,000 | Includes \$60K in contracted expenses |
| VW Settlement | 154,770 | Total amount is \$515,900K for 30 months; year 1 (9 months) = \$154,770 |
| WRD - 12 months | 25,000 | |
| DRAM - 24 months | 75,000 | Total amount is \$200K for 24 months; year 1 (9 months) = \$75,000 |
| Measure M | 125,000 | Projection of \$125K is for one year only; grant would likely span multiple years |
| | <u>519,770</u> | |

SBCCOG General Fund Revenue Sources

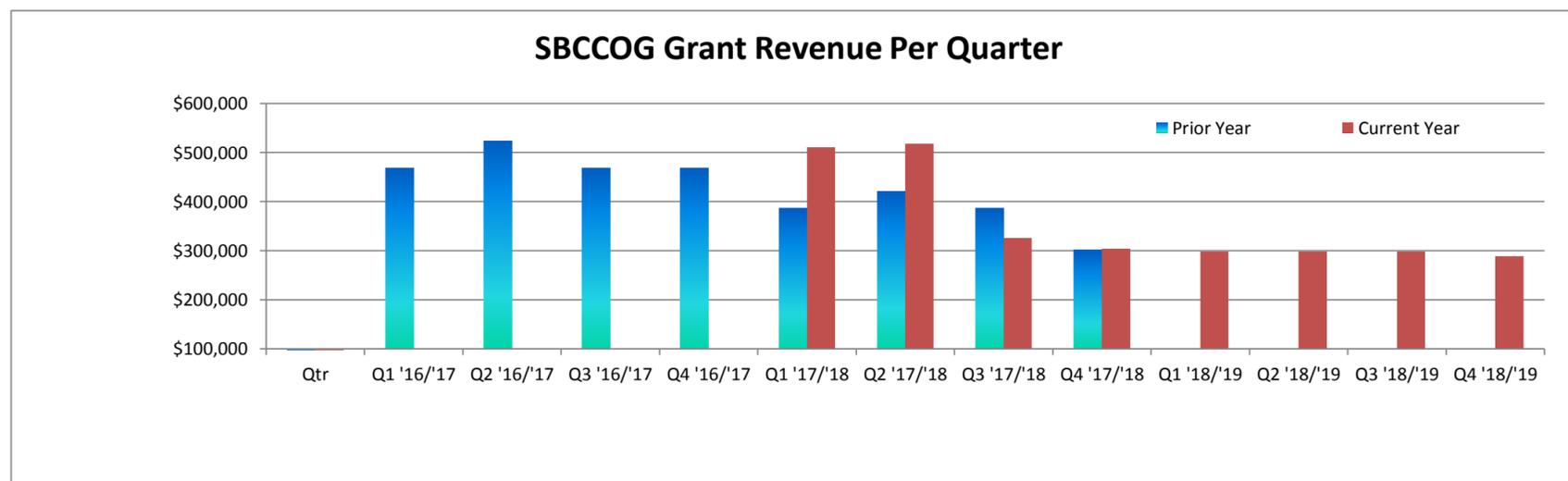
| SOURCE | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|---|-----------------------------------|---------------------|---------------------|----------------------|---|
| Dues | 332,500 | 332,500 | 352,500 | 372,500 | \$20K dues increase |
| General Assembly Sponsorships | 69,250 | 60,000 | 60,000 | 60,000 | |
| MTA South Bay Deputy Administration | 91,989 | 92,700 | 92,000 | 94,700 | Per Metro, no increase for 2017-18 |
| Grant Revenue | 2,492,616 | 2,546,286 | 1,704,848 | 1,193,010 | See Grant Revenue Sources page for details |
| Dominguez Channel Coordinated Integrated Monitoring Program (CIMP) - Administration | 63,474 | 55,300 | 58,058 | 55,000 | |
| PACE Programs | 15,697 | 0 | 15,500 | 15,500 | HERO, Ygrene, Fig Tree |
| Other Revenues | 4,855 | 8,460 | 2,800 | 2,800 | Interest, training, Holiday Light Exchange Sponsors |
| TOTAL | 3,070,381 | 3,095,246 | 2,285,706 | 1,793,510 | |



| | |
|---|-----------|
| Estimated '16-'17 Revenues will be 99.3% of Budget and Expenses will be 79.6% of Budget | |
| <u>Restricted Reserve</u> | |
| Actual Restricted Reserve 2016-2017 | \$61,809 |
| Estimated Restricted Reserve June 30, 2017 | \$81,809 |
| equal to 3.7% of operating budget for FY17-18. Target for FY18-19 is 5%. | |
| <u>Estimated General Fund as of June 30, 2017</u> | |
| General Fund Total | \$394,271 |
| Estimated Unrestricted General Fund | \$284,271 |
| Encumbered General Fund per May 2017 Steering Committee | \$110,000 |

SBCCOG GRANT REVENUE

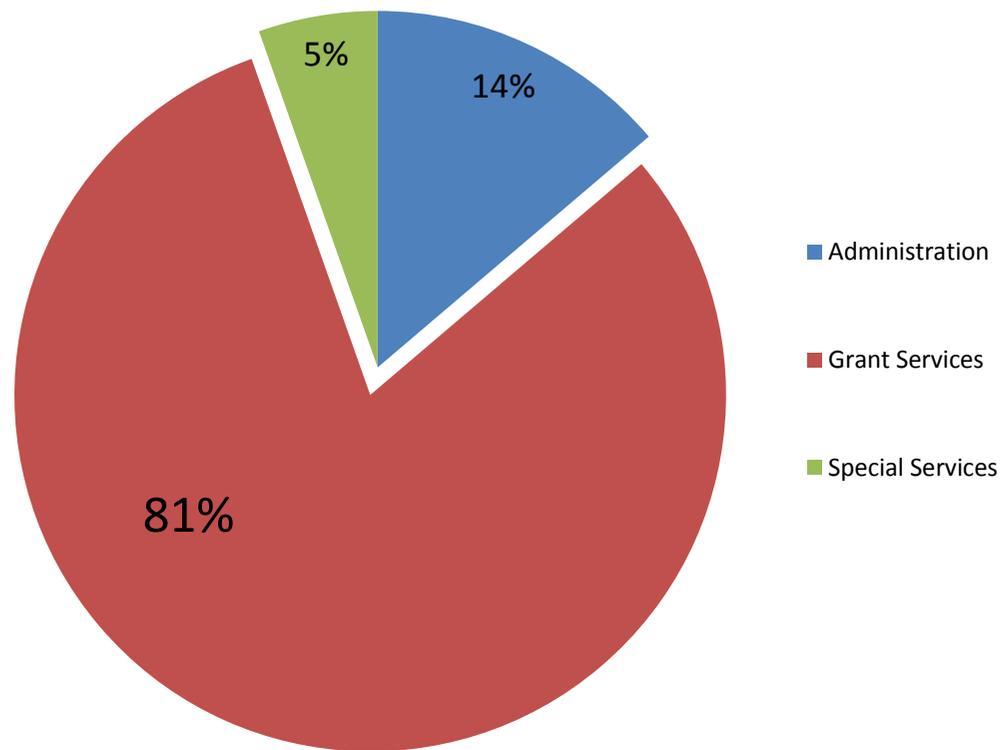
| SOURCE | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|---|-----------------------------------|---------------------|---------------------|----------------------|--|
| A SCE/SCG South Bay Energy Efficiency Partnership Program | \$ 1,002,346 | \$ 650,000 | \$ 490,000 | \$ 490,000 | 2017-18 SCE funding cut 29%; anticipated to renew in 2018/19 |
| B Green Building Challenge | \$ 142,954 | \$ 25,167 | \$ 62,000 | \$ 4,500 | SCE/SCG-\$50K; Golden State Water-\$7500; WBMWD-\$4500 |
| C West Basin Municipal Water District - Marketing and Community Outreach Services for Water Conservation Programs | \$ 175,000 | \$ 175,000 | \$ 195,180 | \$ 186,500 | anticipated to renew in 2018/19, one-time contract enhancement of \$23K over 2 years |
| D Sanitation Districts of Los Angeles County - Environmental Education Collaborative Partnership | \$ 49,000 | \$ 49,000 | \$ 49,000 | \$ 49,000 | anticipated to renew in 2018/19 |
| E Torrance Municipal Water District - Marketing and Community Outreach Services for Water Conservation Programs | \$ 18,400 | \$ 18,400 | \$ 26,250 | \$ 26,250 | anticipated to renew in 2018/19 |
| F Metro Vanpool Outreach | \$ 36,000 | \$ 36,000 | \$ 36,000 | \$ 36,000 | anticipated to renew in 2018/19 |
| G Metro Express Lanes Outreach | \$ 44,000 | \$ 48,000 | \$ 48,000 | \$ 28,000 | (through Jul 2019) |
| H Measure R - South Bay Highway Program Administration and Program Development | \$ 310,170 | \$ 726,360 | \$ 309,520 | \$ 317,760 | (per Metro Funding Agreement #2 - continues annually thru FY18-19) |
| I Metro - Strategic Growth Council | \$ 388,134 | \$ 467,859 | \$ 344,045 | \$ - | (through Dec 2017) |
| J Metro Smart Mobility | \$ 107,206 | \$ 150,000 | \$ 56,456 | \$ - | (through Feb 2018) |
| K LA DWP | \$ 20,000 | \$ 20,000 | \$ 30,000 | \$ 30,000 | contract start 2016 |
| L LACO Homeless (PATH) | \$ 27,021 | \$ 15,500 | \$ 25,000 | \$ 25,000 | anticipated to renew in 2017/18 |
| M ChargeBliss | \$ 14,680 | \$ 25,000 | \$ 10,817 | \$ - | thru Mar 2018 |
| N Integrated Pest Management | \$ 3,420 | \$ - | \$ 2,580 | \$ - | thru Jun 2018 |
| O HERO Renewables | \$ - | \$ - | \$ 20,000 | \$ - | |
| P Zero Emission Vehicle (ZEV) Readiness | \$ 85,460 | \$ 115,000 | \$ - | \$ - | (through Jan. 2017) |
| Q EUC Outreach Ambassador | \$ 29,325 | \$ 25,000 | \$ - | \$ - | (through Dec 2016) |
| R Home Upgrade (REN/Bki) | \$ 25,000 | \$ - | \$ - | \$ - | (through Dec 2016) |
| S SBWIB Broadband | \$ 14,500 | \$ - | \$ - | \$ - | (through Dec 2016) |
| TOTAL | \$ 2,492,616 | \$ 2,546,286 | \$ 1,704,848 | \$ 1,193,010 | |



SBCCOG EXPENSES

| Cost Category | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|------------------|-----------------------------------|---------------------|---------------------|----------------------|-------|
| Administration | 322,065 | 318,243 | 323,580 | 325,260 | |
| Grant Services | 2,006,174 | 2,574,791 | 1,895,800 | 1,951,420 | |
| Special Services | 135,944 | 202,211 | 126,970 | 129,879 | |
| TOTAL | 2,464,183 | 3,095,245 | 2,346,350 | 2,406,559 | |

EXPENSE BUDGET 2017/2018



- Administration Expenses are paid out of the following revenue sources:
 - Dues
 - General Assembly Sponsorships
 - Trainings
 - Interest
 - Dominguez Channel CIMP
- Grant Services Expenses are paid out of the following grant revenues:
 - PUC SCE/SCG Energy Efficiency Partnership Funds
 - Green Building Challenge
 - West Basin Municipal Water District
 - Sanitation District
 - Torrance Water District
 - Metro Vanpool
 - Metro Express Lanes
 - Metro Measure R
 - Metro Strategic Growth Council
 - Metro Smart Mobility
 - LADWP
 - CEC ChargeBliss
 - Integrated Pest Management
 - HERO Renewables
- Special Services Expenses are paid out of the following revenue sources:
 - Dues
 - General Assembly Sponsorships
 - Metro Deputy Agreement
 - South Bay Net (Broadband Network)
 - Homeless (PATH)

SBCCOG EXPENSES - Administration

| Cost Category | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|-----------------------------------|-----------------------------------|---------------------|---------------------|----------------------|----------------------|
| SALARIES | 29,543 | 36,000 | 27,600 | 28,430 | vacancies not filled |
| BENEFITS | 5,723 | 6,637 | 5,530 | 5,690 | |
| SUPPLIES AND CONTRACTUAL SERVICES | 266,798 | 255,606 | 270,450 | 271,140 | |
| RESERVE GROWTH | 20,000 | 20,000 | 20,000 | 20,000 | |
| TOTAL | 322,065 | 318,243 | 323,580 | 325,260 | |

SBCCOG EXPENSES - Administration - The Sharper Pencil

| Line Items | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|--|-----------------------------------|---------------------|---------------------|----------------------|---|
| Salaries | 29,543 | 36,000 | 27,600 | 28,430 | |
| SALARIES | 29,543 | 36,000 | 27,600 | 28,430 | |
| Health & Life Insurance | 3,255 | 3,660 | 3,200 | 3,300 | |
| Disability Insurance | 229 | 223 | 220 | 220 | |
| Social Security | 1,814 | 2,232 | 1,710 | 1,760 | |
| Medicare | 424 | 522 | 400 | 410 | |
| BENEFITS | 5,723 | 6,637 | 5,530 | 5,690 | |
| Office Supplies | 117 | 750 | 120 | 130 | moved Electronic Services to separate line |
| Meeting Refreshments | 1,076 | 900 | 1,130 | 1,160 | |
| Audit | 900 | 900 | 950 | 950 | |
| Travel | 34 | 500 | 6,200 | 6,200 | |
| Conferences | 811 | 1,000 | 2,300 | 2,300 | |
| Staff Development | 20 | 0 | 270 | 280 | |
| Memberships | 3,232 | 615 | 3,260 | 3,260 | |
| Newsletter, Printing & Binding | 812 | 865 | 810 | 810 | |
| Electronic Services Support | 19,155 | 1,500 | 14,960 | 15,270 | includes all internet, website, Xerox, phone svcs |
| Professional Services (Administrative) | 232,344 | 236,826 | 232,340 | 232,340 | |
| Strategic Planning/Business Development | 5,422 | 8,000 | 5,160 | 5,310 | |
| Rent | 2,876 | 3,000 | 2,950 | 3,130 | |
| Miscellaneous | 655 | 750 | 300 | 300 | |
| SUPPLIES AND CONTRACTUAL SERVICES | 266,798 | 255,606 | 270,450 | 271,140 | |
| Reserve Growth | 20,000 | 20,000 | 20,000 | 20,000 | |
| RESERVE GROWTH | 20,000 | 20,000 | 20,000 | 20,000 | |
| TOTAL | 322,065 | 318,243 | 323,580 | 325,260 | |

SBCCOG EXPENSES - Grant Services

| Cost Category | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|-----------------------------------|-----------------------------------|---------------------|---------------------|----------------------|----------------------|
| SALARIES | 623,712 | 758,640 | 583,580 | 600,970 | vacancies not filled |
| BENEFITS | 118,829 | 142,825 | 114,930 | 118,430 | |
| SUPPLIES AND CONTRACTUAL SERVICES | 1,263,632 | 1,673,326 | 1,197,290 | 1,232,020 | |
| TOTAL | 2,006,174 | 2,574,791 | 1,895,800 | 1,951,420 | |

SBCCOG EXPENSES - Grant Services - The Sharper Pencil

| Cost Category | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|--|-----------------------------------|---------------------|---------------------|----------------------|---|
| Salaries | \$ 620,412 | \$ 756,000 | \$ 579,620 | \$ 597,010 | |
| Phone Allowance | \$ 3,300 | \$ 2,640 | \$ 3,960 | \$ 3,960 | |
| SALARIES | \$ 623,712 | \$ 758,640 | \$ 583,580 | \$ 600,970 | |
| Health & Life Insurance | \$ 58,683 | \$ 65,975 | \$ 57,740 | \$ 59,520 | Health - Cafeteria Plan \$500/Employee per mo. |
| Disability Insurance | \$ 5,556 | \$ 5,408 | \$ 5,250 | \$ 5,410 | |
| Social Security | \$ 38,099 | \$ 46,872 | \$ 35,940 | \$ 37,010 | |
| Medicare | \$ 8,910 | \$ 10,962 | \$ 8,400 | \$ 8,660 | |
| Worker's Comp. Insurance | \$ 7,582 | \$ 13,608 | \$ 7,600 | \$ 7,830 | |
| BENEFITS | \$ 118,829 | \$ 142,825 | \$ 114,930 | \$ 118,430 | |
| Office Supplies | \$ 14,082 | \$ 90,365 | \$ 14,790 | \$ 15,230 | moved Electronic Services to separate line |
| Meeting Refreshments | \$ 15,222 | \$ 12,731 | \$ 15,980 | \$ 16,460 | |
| Audit | \$ 4,779 | \$ 4,779 | \$ 5,050 | \$ 5,050 | |
| Travel | \$ 695 | \$ 10,185 | \$ 2,000 | \$ 2,000 | |
| Conferences | \$ 2,015 | \$ 9,548 | \$ 3,000 | \$ 3,000 | |
| Staff Development | \$ 199 | \$ - | \$ 2,730 | \$ 2,810 | |
| Dues & Memberships | \$ 7,582 | \$ 6,365 | \$ 7,900 | \$ 8,240 | |
| Newsletter, Printing & Binding | \$ 7,968 | \$ 8,487 | \$ 7,970 | \$ 7,970 | |
| Electronic Services Support | \$ 67,737 | \$ 5,305 | \$ 52,900 | \$ 54,010 | includes all internet, website, Xerox, phone svcs |
| Professional Services (Administrative) | \$ 180,000 | \$ 163,638 | \$ 160,000 | \$ 160,000 | |
| Contractual Services | \$ 821,045 | \$ 1,211,512 | \$ 780,960 | \$ 804,390 | |
| Rent | \$ 140,116 | \$ 146,168 | \$ 143,610 | \$ 152,460 | |
| Miscellaneous | \$ 875 | \$ 1,061 | \$ 400 | \$ 400 | |
| Reimbursements to South Bay Cities | \$ 1,318 | \$ - | \$ - | \$ - | |
| Liability Insurance | \$ - | \$ 3,183 | \$ - | \$ - | |
| SUPPLIES AND CONTRACTUAL SERVICES | 1,263,632 | 1,673,326 | 1,197,290 | 1,232,020 | |
| TOTAL | 2,006,174 | 2,574,791 | 1,895,800 | 1,951,420 | |

SBCCOG EXPENSES - Special Services

| Cost Category | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|------------------------------------|-----------------------------------|---------------------|---------------------|----------------------|---|
| General Assembly | 36,126 | 42,177 | 30,000 | 30,000 | |
| Metro Deputy | 96,581 | 96,970 | 96,970 | 99,879 | Per Metro, no increase for 2017-18 |
| Climate Action Planning Assistance | 3,238 | 61,764 | 0 | 0 | ICLEI membership (included in Dues & Memberships going fwd) |
| South Bay Economic Development | 0 | 1,300 | 0 | 0 | Special assessment from City Economic Development Directors |
| TOTAL | 135,944 | 202,211 | 126,970 | 129,879 | |

SBCCOG EXPENSES - Special Services - The Sharper Pencil

| Cost Category | Estimated ACTUALS 2016/2017 | BUDGET 2016/2017 | BUDGET 2017/2018 | PLANNED 2018/2019 | NOTES |
|--|-----------------------------------|---------------------|---------------------|----------------------|---|
| General Assembly Expenses | | | | | |
| Other | 11,560 | 10,000 | 10,000 | 10,000 | |
| Expenses (Food, Room) | 24,565 | 20,000 | 20,000 | 20,000 | |
| General Assembly Total | <u>36,126</u> | <u>42,177</u> | <u>30,000</u> | <u>30,000</u> | |
| Metro Deputy Expense Total | <u>96,581</u> | <u>96,970</u> | <u>96,970</u> | <u>99,879</u> | Per Metro, no increase for 2017-18 |
| Climate Action Planning Expenses | | | | | |
| Salaries | 203 | 33,600 | 0 | 0 | |
| Benefits | 35 | 6,712 | 0 | 0 | |
| Contractors | 0 | 18,000 | 0 | 0 | |
| Expenses | 3,000 | 3,452 | 0 | 0 | ICLEI membership (included in Dues & Memberships going fwd) |
| Climate Action Planning Total | <u>3,238</u> | <u>61,764</u> | <u>0</u> | <u>0</u> | |
| South Bay Economic Development Group Total | <u>0</u> | <u>1,300</u> | <u>0</u> | <u>0</u> | Special assessment from City Economic Development Directors |
| TOTAL | 135,944 | 202,211 | 126,970 | 129,879 | |

**2017-2019 SBCCOG
Employee Salary Expense Worksheet**

| Position Title | Administration | | Grant Services | | Special Services | | Approved Position Budget |
|---|----------------|-----|--|-------------------------|------------------|-----|--------------------------|
| | | | Environmental Outreach & Implementation Programs / | Transportation Programs | | | |
| Administrative Officer - Tier 1 | 9,031 | 10% | 82,000 | 88% | 1,969 | 2% | 93,000 |
| Senior Project Manager - Tier 1 | 0 | 0% | 87,000 | 99% | 1,000 | 1% | 88,000 |
| Project Manager - Tier 2 | 0 | 0% | 38,000 | 54% | 32,000 | 46% | 70,000 |
| Environmental Services Analyst III - Tier 3 | 0 | 0% | 86,000 | 99% | 1,000 | 1% | 87,000 |
| Environmental Services Analyst III - Tier 2 | 0 | 0% | 81,000 | 99% | 1,000 | 1% | 82,000 |
| Environmental Services Analyst III - Tier 1 | 0 | 0% | 76,000 | 99% | 1,000 | 1% | 77,000 |
| Environmental Services Analyst II - Tier 3 | 0 | 0% | 71,000 | 99% | 1,000 | 1% | 72,000 |
| Environmental Services Analyst II - Tier 2 | 0 | 0% | 66,500 | 99% | 500 | 1% | 67,000 |
| Environmental Services Analyst II - Tier 1 | 0 | 0% | 61,000 | 98% | 1,000 | 2% | 62,000 |
| Environmental Services Analyst I - Tier 3 | 11,970 | 21% | 43,890 | 77% | 1,000 | 2% | 57,000 |
| Environmental Services Analyst I - Tier 2 | 11,000 | 21% | 40,000 | 77% | 1,000 | 2% | 52,000 |
| Environmental Services Analyst I - Tier 1 | 0 | 0% | 47,000 | 100% | 0 | 0% | 47,000 |
| Administrative Assistant - Tier 3 | 5,000 | 11% | 38,500 | 86% | 1,500 | 3% | 45,000 |
| Administrative Assistant - Tier 2 | 2,000 | 5% | 36,500 | 91% | 1,500 | 4% | 40,000 |
| Administrative Assistant - Tier 1 | 2,000 | 6% | 31,500 | 90% | 1,500 | 4% | 35,000 |
| Part-time Hourly Staff (ESAs for events) | 0 | 0% | 9,500 | 95% | 500 | 5% | 10,000 |
| Totals: | 41,001 | | 895,390 | | 47,469 | | 984,000 |

2017-2019 SBCCOG Contractor Expense Worksheet

| Contractor | Administration | | Grant Services | | Special Services | | 2017-2018 Budget |
|--|-----------------------|-----|-----------------------|------|-----------------------|------|-------------------------|
| Executive Director (JB) and staff - appx. Jacki Bacharach and Associates \$170,000; - appx. \$230,000 (subs to JB) | 220,000 | 55% | 160,000 | 40% | 20,000 | 5% | 400,000 |
| Transportation Director - Steve Lantz - Includes 3% increase - Measure R consulting portion only | 12,344 | 11% | 100,994 | 89% | - | 0% | 113,338 |
| Research Director - Siembab Corp. | - | 0% | 96,676 | 100% | - | 0% | 96,676 |
| Energy Efficiency Engineer - GSE Solutions | - | 0% | 170,000 | 100% | - | 0% | 170,000 |
| Metro Deputy - Mike Bohlke | - | 0% | - | 0% | 96,970 | 100% | 96,970 |
| Add'l transportation consultants -Measure R | - | 0% | 92,840 | 100% | - | 0% | 92,840 |
| Legal Fees - Measure R and Dominguez Channel CIMP | - | 0% | 5,000 | 100% | - | 0% | 5,000 |
| Add'l consultants Strategic Growth Council | - | 0% | 240,608 | 100% | - | 0% | 240,608 |
| Additional consultants or staff as needed on contracts in development | - | 0% | 50,000 | 83% | 10,000 | 17% | 60,000 |
| Estimated Contractor Expenses FY 2017-18 | <u>232,344</u> | | <u>916,118</u> | | <u>126,970</u> | | <u>1,275,432</u> |
| Estimated Contractor Expenses FY 2018-19 | 239,314 | | 675,142 | | 130,779 | | 1,045,235 |