General Services Agency
Financial Overview
Fiscal Year 2017 – 2018

Presented by
Willie Hopkins Jr., Director
MISSION

To provide high quality services that are timely, fiscally responsible and convenient for our customers.

VISION

To achieve the greatest value for our customers through innovative, proactive and convenient service.

VALUES

Customer Service, Initiative, Teamwork, Integrity and Accountability.
GSA Mandated Programs

Alameda County Mandates
  • Procurement Policies
  • Preference for small, local businesses and products
  • Waste Reduction and Recycling
  • Green Buildings Ordinance
  • Energy Conservation
  • Emergency Operations Plan

State of California Mandates
  • Hazardous Materials Abatement
  • Energy Conservation
  • Environmental Protection AB 32
  • Courthouse Facilities and Services
  • Facility Maintenance
  • Early Care and Education Programs
  • Disaster Service Workers

Federal Mandates
  • National Pollutant Discharge Elimination System
  • Americans with Disabilities Act Projects
GSA Supports the County Vision

Environment and Sustainability
Alameda County’s Strategic Vision recognizes that a healthy community is directly linked to a healthy environment. The GSA Sustainability Division facilitates all County Agency leaders and staff in meeting the County’s Sustainability Goals.

Goal 2 County Operations and Services
All County Agencies play a vital and active role in reducing paper usage, promoting alternative transportation, reducing energy consumption, and reducing landfill waste.

Vision, Action, and Partnership
The benefits to our communities include reducing greenhouse gas emissions, saving energy, saving water, reducing waste, and preserving resources for current and future generations. Your Board of Supervisors provides strong leadership, adopting visionary policies for climate protection.

Please visit the County’s Sustainability website page: http://www.acgov.org/sustain
Safe and Livable Communities
Alameda County provides community services to the Unincorporated Areas of Ashland, Castro Valley, Cherryland, Fairview, San Lorenzo, Sunol and Livermore Valley in addition to Emergency and Public Safety Services to the entire County.

Goal 3 Public Safety
GSA executive level staff are members of the Alameda County Emergency Manager’s Association to fulfill our role in the County’s Emergency Operations Plan. This working group brings together cities, special districts, schools, non profit community based organizations, and public utilities to train and exercise in partnership for a collaborative response to emergencies and disasters such as floods and earthquakes.

Please visit the Alameda County Emergency Managers Association website [https://www.alco-ema.org/](https://www.alco-ema.org/)
GSA Supports the County Vision

Transportation
Alameda County is committed to reducing long commutes that cost our community, impact our environment, and take time away from families. For County government, vehicle emissions from employees commuting to work and traveling on the job account for more than 50% of our carbon footprint.

Goal 3 Alternate Modes of Transportation
GSA’s Transportation Division works to reduce the County’s carbon footprint from County equipment and employee commutes.

The County's fleet includes vehicles that run on compressed natural gas (CNG) and waste vegetable oil, more than 140 hybrids, 8 all electric messenger vans, and bicycles.

County employees are engaged in finding alternate transportation modes such as public transit and BART options. County shuttles are provided to encourage connections between alternate transportation modes and work locations.

Please visit the Alameda County Sustainability Transportation page: http://www.acgov.org/sustain/what/transportation
FY 2017 Major Accomplishments

The East County Hall of Justice
Thekpgroup.org

Santa Rita Jail Cool Roof
Stateroofingsystems.com

The Electric Vehicle Project

The Cherryland Fire Station
FY 2017 Major Accomplishments

Contracting, Goods and Services
GSA Procurement Division

Successfully bid and awarded 105 goods and services contracts for a total of $169M, including a $135M three-year contract for inmate medical services for the Sheriff’s Department.

Successfully renegotiated 10 lease transactions for 213,918 square feet of space for County agencies.

Successfully developed a vendor performance evaluation for contract compliance monitoring.

Received National Procurement Institute’s Award for Excellence for the fifth consecutive year.

Received Sustainable Purchasing Leadership Council’s awards for Green Building Design and for the County’s Green & Healthy Events and Meetings Program.
FY 2017 Major Accomplishments

Major Projects Delivered within Budget and on Schedule
GSA Building Maintenance Department

- Performed 25 Major Maintenance projects using Job Order Contract contractors with awards totaling $3.8M.

- Completed Phase 0 construction for the Santa Rita Jail Access and Disability Upgrades Project.

- Received final approval from the Federal Emergency Management Agency for the Alameda County 2015-2020 Long-Range Hazard Mitigation Plan.
FY 2017 Major Accomplishments

Building Community Partnerships
Disaster Service Workers
Emergency Operations Center (EOC) Logistics Section

The Logistics Section includes trained Disaster Service Workers from GSA, Information Technology Department, and Human Resources Department.

Deployed the Chief of Administration as the Logistics Section Chief for the Emergency Niles Canyon Train Derailment EOC Activation.

Provided Logistics Resource Unit support to the City of Oakland during the Oakland Ghost Ship Fire.

The Logistics Section trained with the Alameda County Sheriff’s Office of Emergency Services on Water Points of Distribution in an earthquake. This training exercise included water distribution to multiple cities and in the unincorporated area simultaneously. The exercise assesses our ability to execute the County’s Earthquake Plan with support from the State Department of Emergency Services.
Initiated partnerships with the cities of Dublin and San Leandro to engage 260 local businesses, including small, minority, and women-owned companies to learn about doing business with the County.

Hosted three Alameda County Green Purchasing Roundtables for 17 public agencies to collaborate on green purchasing and employee engagement. Resulted in four Alameda County cities piggybacking on the County’s contracts for office supplies and copy paper.
FY 2017 Major Accomplishments

GSA Transportation Services

Fuel Efficiencies
Replaced 50 vehicles with fuel-efficient vehicles making 38% of entire fleet fuel efficient (>30 MPG highway).

Transitioned 100,000 gallons of biodiesel fuel to renewable diesel reducing Greenhouse Gas Emissions by 52%.

Clean Commute
Engaged over 700 employees to try a clean commute using 35 building-based employee teams for Community Commutes Day.

Expanded the County bike fleet to the 7th & Jefferson garage.

Added three County employee shuttle routes from transit locations to promote clean commuting.

Recognized as 100 Best Fleets in North America for 8th year!
FY 2017 Major Accomplishments

Addressing Environmental Concerns
GSA Design & Construction, Environmental, and Medical Facilities Divisions

The Acute Care Tower building received the 2017 Public Project Award of Excellence, Large County Category from the California Counties Architects and Engineers Association (CCAEA).

Awarded US Green Building Council’s LEED Gold standard at Highland Hospital’s Acute Care Tower and received a $500,000 Savings by Design Award from PG&E for energy efficiency.

Installed new cooling tower at Santa Rita Jail to save 2,120,000 gallons of water per year.

Installed 1MW of new photovoltaics at Santa Rita Jail that will save $135,000 in utility costs annually, reducing carbon emissions an estimated 550 tons of carbon per year.

Completed 47 environmental projects to ensure that County facilities are operated and maintained in a manner that is protective of facility occupants and the environment.
FY 2017 Major Accomplishments

Addressing Environmental Concerns
GSA Sustainability, Design & Construction, and Transportation Services

Employees Countywide participated in the following accomplishments:

Oriented 1,000 new and current employees on how to recycle, choose a clean commute, and buy green office products.

Rolled out composting and recycling programs at 10 facilities (165,000 sq. ft.). 54 County sites now have enhanced recycling, reducing garbage volumes by 48%.

Met County’s paper reduction target of 20% three years early; established new target of 35%.

Met County’s carbon emissions reduction goal of 15% by 2020 three years early.
Provided thousands of preschoolers with 4R’s training (reduce, recycle, reuse and rot), improving recycling and composting practices in almost 100 child care centers throughout the County.

Partnered with Public Health’s Emergency Management System to deliver 7,715 CPR Dolls to 25 middle schools throughout the County to train 7th and 8th graders on CPR.

Increased the number of programs that are rated by Quality Counts, the County’s Quality Rating and Improvement System, from 94 to 176 to boost early learning experiences for young children and better prepare them for kindergarten.

Launched the first County Emerging Leaders Fellowship in Early Care and Education, focusing on racial equity and leadership development.

Implemented a pilot program that allows low-income families to retain their early care and education subsidies and remain eligible for 24 months, even if they earn 30% more.
Future Initiatives

Highland Hospital Phase III

Transition Day Reporting Center
Future Initiatives

Harbor Bay HVAC Replacement

Camp Sweeney Replacement

The Arena Center Project
Future Initiatives

Santa Rita Jail
Network System Upgrade
Accessibility Retrofits
Health Program and Services Unit

Cherryland Community Center

Information Technology Headquarters
State & Federal Budget Impacts

Early Care and Education Programs

• **Federal:** The President’s proposed child care tax credit will not generally benefit the low-income families that we serve. No program funding cuts are proposed at this time.

• **State:** Funding from the Department of Education for the County’s ECE Program AB 212 contract will be reduced by 25%, or $174,848. The Governor is also proposing to “pause” a 5% increase to ECE contractor rates and additional state preschool expansion slots in 17-18.
<table>
<thead>
<tr>
<th>General Fund Departments</th>
<th>FY2017 Approved Budget</th>
<th>FY2018 Maintenance of Effort Request</th>
<th>Amount Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appropriation</td>
<td>$20,464,180</td>
<td>$21,641,495</td>
<td>$1,177,315</td>
<td>5.75%</td>
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<tr>
<td>Revenue</td>
<td>$12,081,110</td>
<td>$11,765,814</td>
<td>-$315,296</td>
<td>-2.61%</td>
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<tr>
<td>Net County Cost</td>
<td>$8,383,070</td>
<td>$9,875,681</td>
<td>$1,492,611</td>
<td>17.81%</td>
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<tr>
<td>FTE - Mgmt</td>
<td>37.1</td>
<td>38.1</td>
<td>1.0</td>
<td>2.70%</td>
</tr>
<tr>
<td>FTE - Non Mgmt</td>
<td>55.7</td>
<td>55.7</td>
<td>0.0</td>
<td>0.00%</td>
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<tr>
<td>Total FTE</td>
<td>92.8</td>
<td>93.8</td>
<td>1.0</td>
<td>1.08%</td>
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</table>
## GSA GENERAL FUND

Major Components of Net County Cost (NCC) Change (in millions)

<table>
<thead>
<tr>
<th>Component</th>
<th>NCC Change</th>
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</thead>
<tbody>
<tr>
<td>Increased Salary &amp; Employee Benefits (negotiated increases)</td>
<td>$0.78</td>
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<tr>
<td>Increased Parking DS&amp;S (new shuttle routes &amp; Oakland minimum wage increases for contract services)</td>
<td>$0.51</td>
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<tr>
<td>Increased ISF charges (ITD)</td>
<td>$0.02</td>
</tr>
<tr>
<td>Decreased Countywide In-directs revenue</td>
<td>$0.27</td>
</tr>
<tr>
<td>Increased Parking revenue (shuttle services)</td>
<td>($0.04)</td>
</tr>
<tr>
<td>Increased Property &amp; Salvage revenue (confidential destruction)</td>
<td>($0.05)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$1.49</strong></td>
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</tbody>
</table>
### GSA INTERNAL SERVICE FUNDS (ISF) FINANCIAL SUMMARY

Building Maintenance & Transportation Services

<table>
<thead>
<tr>
<th>Internal Service Fund Departments</th>
<th>FY2017 Approved Budget</th>
<th>FY2018 Maintenance of Effort Request</th>
<th>Amount Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appropriation</td>
<td>$124,039,907</td>
<td>$129,798,354</td>
<td>$5,758,447</td>
<td>4.64%</td>
</tr>
<tr>
<td>Revenue</td>
<td>$124,039,907</td>
<td>$129,798,354</td>
<td>$5,758,447</td>
<td>4.64%</td>
</tr>
<tr>
<td>Net County Cost</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td>0%</td>
</tr>
<tr>
<td>FTE – Mgmt</td>
<td>66.3</td>
<td>65.3</td>
<td>-1.0</td>
<td>-1.51%</td>
</tr>
<tr>
<td>FTE - Non Mgmt</td>
<td>268.9</td>
<td>268.9</td>
<td>0</td>
<td>0.00%</td>
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<tr>
<td>Total FTE</td>
<td>335.2</td>
<td>334.2</td>
<td>-1.0</td>
<td>-0.30%</td>
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</table>
TOTAL ISF REVENUE BY CUSTOMER

- **Public Protection, $55.3M, 42.6%**
- **Health & Sanitation, $19.4M, 14.9%**
- **Public Assistance, $20.5M, 15.8%**
- **ISF, $6.5M, 5.0%**
- **Non-County External, $15.2M, 11.8%**
- **Recreational & Cultural Services, $0.6M, 0.5%**
- **Public Ways & Facilities, $1.7M, 1.3%**
- **Education, $0.9 M, 0.7%**
- **General Government, $9.7M, 7.4%**

**Total ISF Revenue**  $129,798,354
GSA TOTAL AGENCY
FINANCIAL SUMMARY
General Fund and ISF Divisions Combined

<table>
<thead>
<tr>
<th>General Fund &amp; ISF Combined</th>
<th>FY2017 Approved Budget</th>
<th>FY2018 Maintenance of Effort Request</th>
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<th>% Change</th>
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<tbody>
<tr>
<td>Appropriation</td>
<td>$144,504,087</td>
<td>$151,439,849</td>
<td>$6,935,762</td>
<td>4.80%</td>
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<tr>
<td>Revenue</td>
<td>$136,121,017</td>
<td>$141,564,168</td>
<td>$5,443,151</td>
<td>4.00%</td>
</tr>
<tr>
<td>Net County Cost</td>
<td>$8,383,070</td>
<td>$9,875,681</td>
<td>$1,492,611</td>
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</tr>
<tr>
<td>FTE - Mgmt</td>
<td>103.3</td>
<td>103.3</td>
<td>0</td>
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<tr>
<td>FTE - Non Mgmt</td>
<td>324.6</td>
<td>324.6</td>
<td>0</td>
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<tr>
<td>Total FTE</td>
<td>427.9</td>
<td>427.9</td>
<td>0</td>
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</tbody>
</table>
TOTAL APPROPRIATION BY MAJOR OBJECT

- Salaries & Employee Benefits, $53.3M, 35.0%
- Discretionary Services & Supplies, $72.1M, 47.4%
- Non Discretionary S & S, $12.8M, 8.4%
- Other Charges, $9.1M, 6.0%
- Other Financing Uses, $4.9M, 3.2%

Intra Fund Transfers -$0.7M

Total Agency Appropriation $151,439,849
  General Fund $ 21,641,495
  Internal Services Fund $129,798,354
TOTAL APPROPRIATION BY MAJOR PROGRAM

- Building Maintenance, $116.0M, 76.6%
- GSA Administration, $5.5M, 3.6%
- Purchasing, $8.8M, 5.9%
- Property & Salvage, $1.4M, 0.9%
- Unallocated Space, $1.5M, 1.0%
- Veteran's Buildings, $0.7M, 0.5%
- Parking, $3.7M, 2.4%
- Motor Vehicles, $13.8M, 9.1%

Total Agency Appropriation $151,439,849
General Fund $ 21,641,495
Internal Services Fund $129,798,354
### TOTAL REVENUE BY SOURCE

<table>
<thead>
<tr>
<th>Source</th>
<th>Revenue</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fines, Forfeits &amp; Penalties</td>
<td>$0.2M</td>
<td>0.1%</td>
</tr>
<tr>
<td>Use of Money &amp; Property</td>
<td>$118.4M</td>
<td>83.7%</td>
</tr>
<tr>
<td>State Aid</td>
<td>$0.9M</td>
<td>0.6%</td>
</tr>
<tr>
<td>Charges for Current Services</td>
<td>$5.5M</td>
<td>3.9%</td>
</tr>
<tr>
<td>Other Revenues</td>
<td>$11.7M</td>
<td>8.3%</td>
</tr>
<tr>
<td>Other Financing Sources</td>
<td>$4.9M</td>
<td>3.4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Source</th>
<th>Revenue</th>
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<tr>
<td>General Funds</td>
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<td>Internal Services Funds</td>
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<td>Total Agency Revenue</td>
<td>$141,564,168</td>
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**Use of Money & Property, $118.4M, 83.7%**

**Total Agency Revenue $141,564,168**

**General Funds $11,765,814**

**Internal Services Funds $129,798,354**