General Services Agency
Financial Overview
Fiscal Year 2018 – 2019

Presented by
Willie Hopkins Jr., Director
General Services Agency

MISSION
To provide Alameda County with quality and innovative logistical support.

VISION
To be valued as a world class provider of GSA services.

VALUES
- SATISFYING OUR CUSTOMERS
- BUILDING PRODUCTIVE RELATIONSHIPS
- ETHICS AND INTEGRITY
- LEADING BY EXAMPLE
- EMBRACING DIVERSITY AND DIFFERENCES
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’s visionary policies for a healthy environment by promoting green practices Countywide.

Green cleaning products  
Composting in County facilities  
Digitization and Paperless Processes  
Constructing LEED Certified facilities  
Water conservation projects  
Reuse of furniture  
Alternative energy projects  
Alternative transportation options  
Childcare centers education

http://www.acgov.org/sustain
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, nonprofit 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/)
Sustainable Transportation

50% of the County’s Carbon Footprint is attributable to Employee Transportation.

GSA works to educate and provide incentives for County employees to use sustainable alternative modes of transportation both during work and commute hours.

http://www.acgov.org/sustain/what/transportation
FY 2018 Major Accomplishments

Building Community Partnerships
Disaster Service Workers

Under the direction of the Sheriff’s Department, we participate in regional training and exercises to be ready to support the community in the event of a large scale emergency or disaster.

One of our trained staff volunteered to go to the Sonoma County Fires and serve twelve hour shifts in their Emergency Operations Center for two weeks.

GSA staff volunteered at the Alameda County Emergency Preparedness Fair last Fall, an event to educate the community on how to be prepared in events such as an earthquake.
FY 2018 Major Accomplishments

Contracting, Goods and Services
GSA Procurement Division

Increased procurement participation in County department strategic sourcing.

Piloted a procurement satellite office in and with the County’s Probation Department to improve purchasing efficiency especially for Community-Based Organizations.

Successfully bid $348 million in goods and services, including 120 sealed bids with $192 million of purchases awarded to local and Small Local Emerging Businesses.
FY 2018 Major Accomplishments

Capital Programs

Environment Health Vector Lab
Office Remodel and Emergency Generator
FY 2018 Major Accomplishments

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

Major Maintenance County-Owned Buildings
Performed 21 Major Maintenance projects using Job Order Contracts with awards totaling $4.5 million.

Santa Rita Jail Accessibility Upgrade Project
Completed Phase 0 Parking lot, exterior ramp, and the interior lobby.
FY 2018 Major Accomplishments

Building Community Partnerships
GSA Office of Acquisition Policy

Hosted a vendor forum on January 9th in Oakland with 120 vendors in attendance. Public Works, Probation Department, and the Human Resources Department had County tables at the event also. The next forum is April 17th at the Marina Community Center in San Leandro.

Hosted two Alameda County Green Purchasing Roundtables for 18 public agencies to collaborate on green purchasing and employee engagement.
FY 2018 Major Accomplishments

GSA Logistics Services

Increased advanced-fuel vehicles (all electric and hybrid) to 291 vehicles, 24% of fleet

Installed 15 new EV charging stations, including the County’s first supercharger, through local grant funding

Implementation of EV charging station energy controls through pilot project with Lawrence Berkeley National Labs

Installed 8 new bike lockers for commuters at the Amador Garage

Increased carpool groups in Hayward from 1 to 5 through a “Go Hayward” employee engagement campaign

#4 “Green Fleet” in North America, Green Fleet Magazine

#3 “100 Best Fleets,” Government Fleet Magazine

Phillip Kobernick, Acting Logistics Services Manager, recognized as “40 under 40” by Association for Commuter Transportation
FY 2018 Major Accomplishments

GSA Real Property & Portfolio Management

Completed the County and HARD agreements for land development for the Cherryland Community Center.

Negotiated two Purchase and Sale Agreements for 220 14th St. and 286 14th St., Oakland.

Negotiated ten leases for 51,000 square feet of office space.

Granted utility easements at the East County Hall of Justice and re-defined the parcel boundary.

Negotiated and added a maintenance agreement to the ground lease with the State of California Highway Patrol for the Dublin station.
FY 2018 Major Accomplishments

Addressing Environmental Concerns

Completed 46 environmental projects to ensure that County facilities are operated and maintained in a manner that is protective of facility occupants and the environment.

The East County Hall of Justice
Achieved Leed Silver
Thekpgroup.org

Eliminated 114,000 lbs. of used carpet from the landfill in one project

Partnered with food service vendor to facilitate a shift to 50% vegetarian protein in the Santa Rita Jail Food Service casseroles to reduce use of greenhouse-gas-intensive ingredients.
FY 2018 Major Accomplishments

Early Care and Education Planning Council

247 child care sites raised the quality of care provided by participating in the County’s Quality Care Improvement System Quality Counts program.

Continued the Child Care Pilot for Alameda County with over 637 children receiving care due to the pilot. All 38 County agencies have agreements to participate, and Alameda County is a national leader in subsidized child care by providing 24-month family eligibility, and allowing families to earn 30% more and still qualify for subsidies.

Provided 4R’s training (reduce, recycle, reuse, and rot) to 5,380 preschool children and staff at 121 centers.

Provided program support and development for a June 2018 ballot measure that, if approved by the voters, would generate $140 million for early care and education programs through a County half cent sales tax.

Led program development for a pilot County homeless child care program in North County.
Future Initiatives

Highland Hospital Phase III

Harbor Bay HVAC Replacement

Camp Sweeney Replacement
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: Child Care and Development Block Grant is poised to double to $5.8 billion over 2 years, resulting in a $305 million increase in California to serve 16,000 more children.

- State: The Governor’s Budget includes a proposal for modest rate increases, $167 million one-time grant for children with disabilities, and continues increase of preschool by 3,000 spaces.
# GSA GENERAL FUND
## FINANCIAL SUMMARY
Administration, Purchasing, Property & Salvage, Unallocated Space, Parking, and Veterans Buildings

<table>
<thead>
<tr>
<th>General Fund Departments</th>
<th>FY2018 Approved Budget</th>
<th>FY2019 Maintenance of Effort Request</th>
<th>Amount Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appropriation</td>
<td>$21,641,495</td>
<td>$22,794,042</td>
<td>$1,152,547</td>
<td>5.33%</td>
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<tr>
<td>Revenue</td>
<td>$11,765,814</td>
<td>$12,565,091</td>
<td>$799,277</td>
<td>6.79%</td>
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<tr>
<td>Net County Cost</td>
<td>$9,875,681</td>
<td>$10,228,951</td>
<td>$353,270</td>
<td>3.58%</td>
</tr>
<tr>
<td>FTE - Mgmt</td>
<td>37.0</td>
<td>38.0</td>
<td>1.0</td>
<td>2.70%</td>
</tr>
<tr>
<td>FTE - Non Mgmt</td>
<td>55.7</td>
<td>54.7</td>
<td>-1.0</td>
<td>-1.80%</td>
</tr>
<tr>
<td>Total FTE</td>
<td>92.7</td>
<td>92.7</td>
<td>0.0</td>
<td>0.00%</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>
</tr>
</thead>
<tbody>
<tr>
<td>Increased Salary &amp; Employee Benefits (negotiated increases)</td>
<td>$0.48</td>
</tr>
<tr>
<td>Increased DS&amp;S (Contractor Bonding Assistance Program)</td>
<td>$0.33</td>
</tr>
<tr>
<td>Increased ISF charges</td>
<td>$0.37</td>
</tr>
<tr>
<td>Increased Countywide In-directs revenue</td>
<td>($0.37)</td>
</tr>
<tr>
<td>Increased Property &amp; Salvage revenue (recycling and confidential destruction)</td>
<td>($0.41)</td>
</tr>
<tr>
<td>Increased shuttle charges</td>
<td>($0.05)</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$0.35</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>FY2018 Approved Budget</th>
<th>FY2019 Maintenance of Effort Request</th>
<th>Amount Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appropriation</td>
<td>$130,051,722</td>
<td>$131,455,392</td>
<td>$1,403,670</td>
<td>1.08%</td>
</tr>
<tr>
<td>Revenue</td>
<td>$130,051,722</td>
<td>$131,455,392</td>
<td>$1,403,670</td>
<td>1.08%</td>
</tr>
<tr>
<td>Net County Cost</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
<td></td>
</tr>
<tr>
<td>FTE - Mgmt</td>
<td>65.5</td>
<td>64.6</td>
<td>-0.9</td>
<td>-1.40%</td>
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<tr>
<td>FTE - Non Mgmt</td>
<td>269.9</td>
<td>270.8</td>
<td>0.9</td>
<td>0.34%</td>
</tr>
<tr>
<td>Total FTE</td>
<td>335.4</td>
<td>335.4</td>
<td>0.0</td>
<td>0.00%</td>
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</table>
TOTAL ISF REVENUE BY CUSTOMER

- General Government, $9.8M, 7.5%
- Health & Sanitation, $21.1M, 16.1%
- Public Protection, $58.8M, 44.7%
- Public Assistance, $21.4M, 16.3%
- ISF, $6.6M, 5.0%
- Non-County External, $10.5M, 8.0%
- Recreational & Cultural Services, $0.7M, 0.5%
- Public Ways & Facilities, $1.6M, 1.2%
- Education, $0.9 M, 0.7%

Total ISF Revenue $131,455,392
## GSA TOTAL AGENCY
### FINANCIAL SUMMARY
General Fund and ISF Divisions Combined

<table>
<thead>
<tr>
<th>General Fund &amp; ISF Combined</th>
<th>FY2018 Approved Budget</th>
<th>FY2019 Maintenance of Effort Request</th>
<th>Amount Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appropriation</td>
<td>$151,693,217</td>
<td>$154,249,434</td>
<td>$2,556,217</td>
<td>1.69%</td>
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<td>Revenue</td>
<td>$141,817,536</td>
<td>$144,020,483</td>
<td>$2,202,947</td>
<td>1.55%</td>
</tr>
<tr>
<td>Net County Cost</td>
<td>$9,875,681</td>
<td>$10,228,951</td>
<td>$353,270</td>
<td>3.58%</td>
</tr>
<tr>
<td>FTE - Mgmt</td>
<td>102.5</td>
<td>102.6</td>
<td>0.1</td>
<td>0.08%</td>
</tr>
<tr>
<td>FTE - Non Mgmt</td>
<td>325.6</td>
<td>325.5</td>
<td>-0.1</td>
<td>-0.02%</td>
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<tr>
<td>Total FTE</td>
<td>428.1</td>
<td>428.1</td>
<td>0.0</td>
<td>0.00%</td>
</tr>
</tbody>
</table>
TOTAL APPROPRIATION BY MAJOR OBJECT

- **Salaries & Employee Benefits, $55.0M, 35.5%**
- **Discretionary Services & Supplies, $72.3M, 46.7%**
- **Non Discretionary S & S, $13.3M, 8.6%**
- **Other Charges, $9.7M, 6.2%**
- **Other Financing Uses, $4.7M, 3.0%**
- **Intra Fund Transfers, -$0.8M**

**Total Agency Appropriation** $154,249,434
- **General Fund** $22,794,042
- **Internal Services Fund** $131,455,392
TOTAL APPROPRIATION BY MAJOR PROGRAM

- GSA Administration, $5.7M, 3.7%
- Purchasing, $9.5M, 6.2%
- Property & Salvage, $1.5M, 1.0%
- Unallocated Space, $1.7M, 1.1%
- Veteran's Buildings, $0.8M, 0.5%
- Parking, $3.6M, 2.3%
- Motor Vehicles, $13.9M, 9.0%
- Building Maintenance, $117.5M, 76.2%

Total Agency Appropriation: $154,249,434
- General Fund: $22,794,042
- Internal Services Fund: $131,455,392
TOTAL REVENUE BY SOURCE

- **General Fund** $12,565,091
- **Internal Services Fund** $131,455,392

**Total Agency Revenue** $144,020,483

- **Use of Money & Property** $125.4M, 87.1%
- **Other Financing Sources** $0.8M, 0.6%
- **Other Revenues** $10.4M, 7.2%
- **Charges for Current Services** $6.2M, 4.3%
- **Government Aid** $1.0M, 0.7%
- **Fines, Forfeits & Penalties** $0.2M, 0.1%