General Services Agency

Financial Overview
Fiscal Year 2019 – 2020

Presented by
Willie A. Hopkins, Jr., Director
General Services Agency

“The people behind the people”

MISSION

Provide Alameda County with quality and innovative logistical support.

VISION

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 Building Ordinance
• Energy Conservation
• Emergency Operation 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
Early Care and Education Programs

State:
- $125 million to expand capacity for low-income toddlers.
- $500 million in one time funds for facilities upgrade and development.

Federal:
- One-time $1 billion in funding for State’s to incentivize businesses to provide childcare.
- The Child Care Development Block Grant was fully funded, but without any increase.
HOMELESSNESS

10 X GOAL: ELIMINATE HOMELESSNESS

Homeless Council

• Provide Safe Parking at Fairmont
  • 20 spaces for overnight vehicle access including waste/recycling /Wi-Fi services/fencing/overnight security

• Develop a Navigation Center
  • Identifying potential County sites for development of shelters

• Participate on the County Homeless and Operational Committee and the Encampment Response Team
  • Assess safety concerns of spontaneous encampments
  • Help set priorities for encampment closures

• Acquire tax defaulted property for low income housing
Aligning GSA’s Goals with ACGOV Vision 2026

Thriving & Resilient Population
- 10X Goal-Accessible Infrastructure

Healthy Environment
- 10X Goal-Healthcare for All

Prosperous and Vibrant Economy
- 10X Goal-Employment for All

Operating Principal
- Collaboration
Shared Vision – Safe and Livable Communities

Operating Principal Collaboration: Emergency Management

• Provide logistics support in accordance with the County’s Emergency Operations Plan in the event that the County’s Emergency Operations Center is activated.
• Support statewide response to disasters through the California Emergency Manager Mutual Aid system.
• Facilitate the Wildfire Smoke Communications Project with the Public Health Department and the Sheriff’s Office of Emergency Services.
• Provide safety training to all employees to meet CAL-OSHA requirements.
• Provide safe and code compliant infrastructure for the general public and all County employees.
Shared Vision - Healthy Environment

10X Goal - Healthcare for All

- Develop a comprehensive recycling campaign for over 2,000 employees in order to increase recycling rates while reducing contamination in paper, plastics, and compost waste streams.
- Reduce our carbon footprint and reliance on fossil fuel-generated energy source and aggressively seek out new technologies to optimize the use of renewable energy.
- Take a proactive approach to properly manage and eliminate public and employee hazards in compliance with Federal, State and local regulations.
Shared Vision - Prosperous & Vibrant Economy

10X Goal - Employment for All

• Expand small, local, emerging businesses (SLEB) participation in County contracted services.

• Increase participation of local, small-local business, minority and women owned business enterprises for capital and major maintenance projects over $125 thousand through the Enhanced Construction Outreach Program (ECOP).

• Provide bonding assistance to increase the small business participation in facility construction and maintenance projects through the Contractor Bonding Assistance Program (CBAP).

• Increase the amount of local and disadvantaged residents employed on County construction projects through the Project Stabilization and Community Benefits Agreement (PSCBA).
**Shared Vision - Thriving & Resilient Population**

10X Goal Accessible Infrastructure

- Provide safe, reliable, cost-effective, and environmentally sustainable transportation solutions to all County departments.
- Provide safe, secure, and efficient parking facilities to employees and the general public and recover parking operational costs.
- Improve access, utilization, sustainability, and lifecycle costs through a Facilities Conditions Assessment and development of a Real Estate Master Plan.
- Expand the use of remote access and cloud based technology used in County procurements for improved vendor participation and transparency.
# General Fund and Internal Service Fund Combined

<table>
<thead>
<tr>
<th>General Fund &amp; Internal Services Fund Combined</th>
<th>2018-19 Approved Budget</th>
<th>2019-20 Maintenance of Effort Budget</th>
<th>Change from 2018-19 Approved</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Amount</td>
<td>Percentage</td>
<td></td>
</tr>
<tr>
<td>Appropriations</td>
<td>$155,216,383</td>
<td>$161,127,636</td>
<td>$5,911,253</td>
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<tr>
<td>Revenue</td>
<td>$144,987,432</td>
<td>$150,393,721</td>
<td>$5,406,289</td>
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<tr>
<td>Net County Cost</td>
<td>$10,228,951</td>
<td>$10,733,915</td>
<td>$504,964</td>
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<tr>
<td>FTE – Mgmt</td>
<td>104.58</td>
<td>104.59</td>
<td>0.01</td>
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<tr>
<td>FTE – Non-Mgmt</td>
<td>323.54</td>
<td>322.94</td>
<td>-0.60</td>
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<tr>
<td>Total FTE</td>
<td>428.12</td>
<td>427.53</td>
<td>-0.59</td>
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</tbody>
</table>
General Fund – Administration, Purchasing, Property & Salvage, Unallocated Space, Parking, Early Care & Education, and Veterans Memorial Buildings

<table>
<thead>
<tr>
<th>General Fund</th>
<th>2018-19 Approved Budget</th>
<th>2019-20 Maintenance of Effort Budget</th>
<th>Change from 2018-19 Approved</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appropriations</td>
<td>$22,794,042</td>
<td>$23,315,750</td>
<td>$521,708</td>
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<tr>
<td>Revenue</td>
<td>$12,565,091</td>
<td>$12,581,835</td>
<td>$16,744</td>
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<tr>
<td>Net County Cost</td>
<td>$10,228,951</td>
<td>$10,733,915</td>
<td>$504,964</td>
</tr>
<tr>
<td>FTE – Mgmt</td>
<td>39.00</td>
<td>39.00</td>
<td>0.00</td>
</tr>
<tr>
<td>FTE – Non-Mgmt</td>
<td>53.69</td>
<td>53.69</td>
<td>0.00</td>
</tr>
<tr>
<td>Total FTE</td>
<td>92.69</td>
<td>92.69</td>
<td>0.00</td>
</tr>
</tbody>
</table>
## 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 County shuttle bus &amp; Veteran buildings’ security costs</td>
<td>$0.2</td>
</tr>
<tr>
<td>Increase Internal Services Fund</td>
<td>$0.3</td>
</tr>
<tr>
<td>Decreased parking revenue</td>
<td>$0.2</td>
</tr>
<tr>
<td>Increased revenue from County cost allocation</td>
<td>($0.2)</td>
</tr>
<tr>
<td>Total</td>
<td>$0.5</td>
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## Internal Service Fund – Building Maintenance & Transportation Services

<table>
<thead>
<tr>
<th>Internal Services Fund</th>
<th>2018-19 Approved Budget</th>
<th>2019-20 Maintenance of Effort Budget</th>
<th>Change from 2018-19 Approved</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$132,422,341</td>
<td>$137,811,886</td>
<td>$5,389,545, 4.1%</td>
</tr>
<tr>
<td>Appropriations</td>
<td></td>
<td></td>
<td></td>
</tr>
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<td>$5,389,545, 4.1%</td>
</tr>
<tr>
<td>Net County Cost</td>
<td>$0</td>
<td>$0</td>
<td>$0, 0.0%</td>
</tr>
<tr>
<td>FTE – Mgmt</td>
<td>65.58</td>
<td>65.59</td>
<td>0.01, 0.0%</td>
</tr>
<tr>
<td>FTE – Non-Mgmt</td>
<td>269.85</td>
<td>269.25</td>
<td>(0.60), -0.2%</td>
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<tr>
<td>Total FTE</td>
<td>335.43</td>
<td>334.84</td>
<td>(0.59), -0.2%</td>
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TOTAL ISF REVENUE BY CUSTOMER

Total Revenue $137.8M

- Public Protection, $62.5M, 45%
- Health & Sanitation, $22.0M, 16%
- Internal Services Fund, $6.6M, 5%
- Public Assistance, $22.7M, 16%
- Education, $0.8M, 1%
- Non-County External, $9.8M, 7%
- Public Ways & Facilities, $1.7M, 1%
- Recreational & Cultural Services, $0.7M, 1%
- General Government, $11.1M, 8%
FINANCIAL SUMMARY

TOTAL APPROPRIATION BY MAJOR OBJECT

Total Appropriations: $161.1M

- Salaries & Employee Benefits, $54.6M, 34%
- Discretionary Services & Supplies, $79.0M, 49%
- Non-Discretionary Services & Supplies, $13.9M, 8%
- Other Charges, $10.2M, 6%
- Other Financing Uses, $4.2M, 3%
- Intra Fund Transfers, -$0.8M, 0%

General Fund $ 23.3M
Internal Services Fund $137.8M
APPROPRIATION BY PROGRAM

Total Appropriations: $161.1M

General Fund $  23.3M
Internal Services Fund $137.8M

Building Maintenance, $122.8M, 76%
Purchasing, $9.5M, 6%
GSA Admin, $6.0M, 4%
Motor Vehicles, $15.0M, 9%
Unallocated Space, $1.8M, 1%
Veteran’s Building, $0.8M, 1%
Property & Salvage, $1.4M, 1%
Parking, $3.8M, 2%
TOTAL REVENUE BY SOURCE
Total Revenue: $150.4M

Use of Money & Property, $131.1M, 87%
Charges for Current Services, $6.6M, 4%
Government Aid, $0.8M, 1%
Fines, Forfeits & Penalties, $0.1M, 0%
Other Revenues, $10.5M, 7%
Other Financing Sources, $1.3M, 1%

General Fund $ 12.6M
Internal Services Fund $137.8M
GSA – “The people behind the people”
THANK YOU