Julia H. Cooper, Director

M I S S I O N

José's financial resources to enhance the City's financial condition for residents, businesses, and investors

City Service Area Strategic Support

Core Services

Disbursements

Facilitate timely and accurate payment of the City's financial obligations

Financial Reporting

Provide accurate and meaningful reporting on the City's financial condition

Purchasing and Risk Management

Purchase and provide quality products and services in a cost-effective manner and ensure insurance coverage for the City's assets

Revenue Management

Bill and collect the City's resources to enhance the City's financial condition

Treasury Management

Provide cost-effective financing, investment, and cash collection of the City's resources to maintain and enhance the City's financial condition

Strategic Support: Analytical Support, Budget/Fiscal Management, Human Resources Management, Contract Administration, and Administrative Support

Service Delivery Framework

Core Service		Program
Disbursements:		Accounts Payable
Facilitate timely and accurate payment of the City's financial obligations		Payroll
Financial Reporting:	-	General Accounting
Provide accurate and meaningful reporting on the City's financial condition		Special Accounting
Purchasing and Risk Management:		Purchasing
Purchase and provide quality products and services in a cost-effective manner and ensure insurance coverage for the City's assets		Risk Management
Revenue Management:		Accounts Receivable
Bill and collect the City's resources to enhance		Business Tax
the City's financial condition		Revenue Audit and ComplianceUtility Billing System
Treasury Management:	_	Banking Management
Provide cost-effective financing, investment, and		Cashiering and Payment
cash collection of the City's resources to		Processing
maintain and enhance the City's financial condition		Debt ManagementInvestment Management
Strategic Support:		Finance Management and
Analytical Support, Budget/Fiscal		Administration
Management, Human Resources Management,		Finance Successor Agency to the Padamatana and Agency
Contract Administration, and Administrative		Redevelopment Agency Administration
Support		1 Killingtauon

Department Budget Summary

Expected 2017-2018 Service Delivery

	Ensure that the City's financial resources are protected and available to address the short-term and long-term needs of the community; accurate and timely payments to City employees and vendors accurate and timely financial reports; and efficient business systems and processes for timely billing and collection efforts.							
	Ensure prudent use of public funds through compet other government agencies.	Ensure prudent use of public funds through competitive processes and cooperative purchasing with other government agencies.						
		ntain favorable bond ratings to ensure lowest cost of capital; provide financial modeling and lysis to meet the increasingly complex needs of the City; and ensure effective management complex investment portfolio.						
	Maintain adequate insurance coverage by monitoring the insurance market and assessing the City's risk exposure to ensure the lowest cost and best coverage economically possible.							
	Manage all financial aspects of the Successor Ager San José including accounting, debt management accounts payable/receivable.							
201	7-2018 Key Budget Actions							
	Adds 1.0 Senior Accountant position dedicated to absence management modules of the recently in Systems Upgrade project. This position will provid to ensure data integrity.	nple	emented Human Resources/Payroll/Budget					
	Adds one-time funding for a consultant to assist current disaster cost recovery manual to ensure of FEMA requirements and guidelines are included so	cons	istency with federal legislation and that all					
	Adds 1.0 temporary Deputy Director in the Finan months for succession planning.	ce [Department's Purchasing Division for three					
	Adds ongoing funding of \$60,000 for the acquisition (RFP) software to streamline the City's purchasing audit recommendations.							
	Eliminates the transfer to the General Fund from amount of \$32,960 for insurance expenses for the portions of two Finance positions that support Haye This is contingent upon the sale of the Hayes Mansi	e Ha s Ma	ayes Mansion property. This also realigns ansion activities to other departmental work.					
Оре	erating Funds Managed							
	Cash Reserve Fund		Convention Center Facilities District					
	City Hall Debt Service Fund	_	Revenue Fund					
	Community Facilities Revenue Fund		Emergency Reserve Fund					
	Convention and Cultural Affairs Fund	Ц	Gift Trust Fund					

	2015-2016 Actual 1		2016-2017 Adopted 2		2017-2018 Forecast 3	_	2017-2018 Proposed 4
Dollars by Core Service							
Disbursements	n/	а	n/a		n/a	\$	2,169,850
Financial Reporting	n/	-	n/a		n/a	Ψ.	2,247,610
Purchasing and Risk		_					_, ,
Management	n/	а	n/a		n/a		3,312,621
Revenue Management	n/	-	n/a		n/a		6,985,163
Treasury Management	n/	a	n/a		n/a		18,847,854
Strategic Support	n/		n/a		n/a		2,276,848
Strategic Support - Other	n/		n/a		n/a		59,089,612
Total	n/		n/a		n/a	\$	94,929,558
Dollars by Category	l/Equipment						
Personal Services and Non-Personal Salaries/Benefits	# ⊭Equipme nt \$ 15,291,439	9 \$	16,337,086	Ф	16,620,769	æ	16 770 674
Overtime				\$	48,615	\$	16,772,674 48,615
Subtotal Personal Services	71,480 \$ 15,362,919		48,615 16,385,701	\$	16,669,384	\$	16,821,289
Subtotal Personal Services	φ 15,302,918	φ	10,365,701	Ф	10,009,304	Φ	10,021,209
Non-Personal/Equipment	1,455,711		2,265,193		1,232,865		1,392,864
Total Personal Services & Non-Personal/Equipment	\$ 16,818,630	\$	18,650,894	\$	17,902,249	\$	18,214,153
Other Costs *							
Finance Funds Debt/							
Financing Costs	n/	_	n/a		n/a	\$	64,144,000
Finance Other Departmental -	11/	а	11/a		11/a	Ψ	
City-Wide Other	1	_	/		/		9,934,040
Total Other Costs	n/ n/		n/a n/a		n/a n/a	\$	2,637,365 76,715,405
		-				•	, ,
Total	n/	а	n/a		n/a	\$	94,929,558
Dollars by Fund							
City Hall Debt Service Fund	n/	а	n/a		n/a	\$	26,225,000
Community Facilities Rev Fnd	n/		n/a		n/a	•	51,294
Conv Cntr Fac Dist Rev Fund	n/		n/a		n/a		14,382,000
Emergency Reserve Fund	n/		n/a		n/a		200,000
General Fund	n/		n/a		n/a		47,023,314
Ice Centre Revenue Fund	n/		n/a		n/a		4,481,071
Integrated Waste Mgmt	n/		n/a		n/a		1,101,269
Low/Mod Income Hsg Asset	n/		n/a		n/a		103,219
PW Program Support	n/		n/a		n/a		56,156
Sewer Svc & Use Charge	n/		n/a		n/a		630,176
SJ/SC Treatment Plant Oper	n/		n/a		n/a		348,235
Storm Sewer Operating	n/		n/a		n/a		36,056

	2015-2016 Actual 1	2016-2017 Adopted 2	2017-2018 Forecast 3	2017-2018 Proposed 4
Dollars by Fund				
Water Utility	n/a	n/a	n/a	266,016
Capital Funds	n/a	n/a	n/a	25,752
Total	n/a	n/a	n/a	\$ 94,929,558
Authorized Positions by Core	Service			
Disbursements	n/a	n/a	n/a	16.00
Financial Reporting	n/a	n/a	n/a	14.00
Purchasing and Risk				
Management	n/a	n/a	n/a	17.00
Revenue Management	n/a	n/a	n/a	42.00
Treasury Management	n/a	n/a	n/a	20.00
Strategic Support	n/a	n/a	n/a	9.00
Total	n/a	n/a	n/a	118.00

^{*} Departmental Fund Balance, Transfers, and Reserves have been excluded from this display. This information can be found in the Source and Use Statements elsewhere in this document.

	2015-2016 Actual	2016-2017 Adopted	2017-2018 Forecast		2017-2018 Proposed	2017-2018 Proposed FTE
Dollars by Program						
Disbursements						
Accounts Payable	n/a	n/a	n/a	\$	41,407	
Payroll	n/a	n/a	n/a	•	2,128,443	16.00
Sub-Total	n/a	n/a	n/a	\$	2,169,850	16.00
Financial Reporting						
General Accounting	n/a	n/a	n/a	\$	2,053,562	12.00
Special Accounting	n/a	n/a	n/a	Ψ	194,048	2.00
Sub-Total	n/a	n/a	n/a	\$	2,247,610	14.00
Purchasing and Risk Manageme	nt					
Purchasing	n/a	n/a	n/a	\$	2,298,924	15.00
Risk Management	n/a	n/a	n/a	•	1,013,697	2.00
Sub-Total	n/a	n/a	n/a	\$	3,312,621	17.00
Revenue Management Accounts Receivable	n/a	n/a	n/a	\$	2,521,423	14.00
Business Tax	n/a	n/a	n/a		86,771	
Revenue Audit and Compliance	n/a	n/a	n/a		2,951,085	20.00
Utility Billing System	n/a	n/a	n/a		1,425,884	8.00
Sub-Total	n/a	n/a	n/a	\$	6,985,163	42.00
Treasury Management						
Banking Management Cashiering and Payment	n/a	n/a	n/a	\$	1,859,582	
Processing	n/a	n/a	n/a		919,946	8.00
Debt Management	n/a	n/a	n/a		14,967,026	5.00
Investment Management Sub-Total	n/a n/a	n/a n/a	n/a n/a	\$	1,101,300 18,847,854	7.00 20.00
Strategic Support						
Finance Successor Agency to the Redevelopment Agency						
Administration Finance Management and	n/a	n/a	n/a	\$	261,658	3.00
Administration	n/a n/a	n/a n/a	n/a n/a	-\$	2,015,190 2,276,848	9.00
Strategic Support - Other *				_	_, 0,0 .0	2.00
Finance Capital	n/a	n/a	n/a		_	
Finance Gapital	n/a	n/a	n/a		- -	
i inditioo onto	11/4	ıı/a	11/4		=	

n/a n/a	n/a n/a	n/a n/a	\$ 6,875,000	
			\$ 6,875,000	
			\$ 6,875,000	
			\$ 6,875,000	
n/a	n/a	n/a	\$ 6,875,000	
n/a	n/a	n/a	\$ 6,875,000	
n/a	n/a	n/a	2,437,365	
n/a	n/a	n/a	15,247	
n/a	n/a	n/a		
			49,762,000	
n/a	n/a	n/a		
n/a	n/a	n/a	\$ 59,089,612	0.00
		n/a	\$ 0.4 020 EE9	118.00
	n/a	n/a n/a	n/a n/a n/a	

^{*} Departmental Fund Balance, Transfers, and Reserves have been excluded from this display. This information can be found in the Source and Use Statements elsewhere in this document.

Budget Reconciliation

Personal Services and Non-Personal/Equipment

(2016-2017 Adopted to 2017-2018 Proposed)

	Positions	All Funds (\$)	General Fund (\$)
Prior Year Budget (2016-2017):	117.00	18,650,894	15,996,565
Base Adjustments			
One-Time Prior Year Expenditures Deleted Rebudget: Cash Management Technology Enhancements and Internal Financial Controls Evaluation		(377,000)	(377,000)
General Liability Claims - Self-Insurance Actuarial Study		(80,000)	(80,000)
One-time Prior Year Expenditures Subtotal:	0.00	(457,000)	(457,000)
Technical Adjustments to Costs of Ongoing Activities			
 Salary/benefit changes and the following position reallocations: 1.0 Administrative Assistant to 1.0 Staff Technician 1.0 Program Manager II to 1.0 Principal Accountant 		458,947	546,529
 - 1.0 Financial Analyst to 1.0 Senior Analyst Vacancy factor 		(174,263)	(174,263)
Business Tax System maintenance		36,771	36,771
PRAG financial advisory consultant services		21,000	21,000
 Financial software upgrades and maintenance Reallocation of Non-Personal/Equipment funding to the Information Technology Department for Human Resources/ Payroll/Budget Systems maintenance 		15,900 (600,000)	15,900 (600,000)
Banking Services (Reallocation to City-Wide)		(49,000)	(49,000)
Professional development program		(1,000)	(1,000)
Technical Adjustments Subtotal:	0.00	(291,645)	(204,063)
2017-2018 Forecast Base Budget:	117.00	17,902,249	15,335,502
Budget Proposals Recommended			
 Finance Department Information Systems Staffing Disaster Cost Recovery Manual Update Request for Proposal Software Purchasing Division Management Succession Planning 	1.00	102,904 100,000 60,000 49,000	102,904 100,000 60,000 49,000
Total Budget Proposals Recommended	1.00	311,904	311,904
2017-2018 Proposed Budget Total	118.00	18,214,153	15,647,406

Budget Changes By Department Personal Services and Non-Personal/Equipment

Proposed Budget Changes	Positions	All Funds (\$)	General Fund (\$)
Finance Department Information Systems Staffing	a 1.00	102.904	102.904

Strategic Support CSA
Disbursements Core Service

Payroll Program

This action adds 1.0 Senior Accountant position, effective September 2017, dedicated to the newly upgraded PeopleSoft payroll, time and labor, and absence management modules of the recently implemented Human Resources/Payroll/Budget Systems Upgrade project, and will provide continuous support and testing of the system to ensure data integrity. The Senior Accountant will create test plans, scripts, and procedures on how to approach periodic updates of the system, document any issues, and identify appropriate business solutions. This position will also be responsible for ensuring the PeopleSoft modules correctly account for FLSA changes. (Ongoing costs: \$102,904)

2. Disaster Cost Recovery Manual Update

100,000

100,000

Strategic Support CSA
Financial Reporting Core Service
General Accounting Program

This action adds one-time funding of \$100,000 for consulting services to update and modernize the City's disaster cost recovery manual. The Government Finance Officers Association recommends governing bodies update their disaster cost recovery manual every three years; however, the City's disaster cost recovery program has not been updated since 1999. Updates to the federal legislation as part of the Sandy Recovery Improvement Act of 2013 also must be incorporated into the City's policies and procedures. The consultant will identify procedures to be modified and ensure all FEMA requirements and guidelines are included, better positioning the City to maintain the appropriate documentation to recover all reimbursable costs. (Ongoing costs: \$0)

3. Request for Proposal Software

60,000

60,000

Strategic Support CSA

Purchasing and Risk Management Core Service

Purchasing Program

This action adds ongoing funding of \$60,000 for Request for Proposal (RFP) software, managed by the Finance Department's Purchasing Division. Once acquired, Purchasing staff will create and maintain templates in this tool to guide departments in creating a successful RFP. An audit of the City's current procurement process was conducted and recommendations were made to evaluate the current procurement resources. This RFP software will offer departments a step-by-step guide of what information is needed and will streamline the City's current process. Funding for the first year will allow the City to procure the software, and the ongoing funding will pay for subscription and maintenance costs. (Ongoing costs: \$60,000)

Budget Changes By Department Personal Services and Non-Personal/Equipment

Proposed Budget Changes	Positions	All Funds (\$)	General Fund (\$)
4. Purchasing Division Management Succe	ession Planning	49,000	49,000

Strategic Support CSA
Purchasing and Risk Management Core Service
Purchasing Program

This action adds a temporary Deputy Director position for three months to help oversee the Finance Department's Purchasing Division and document procedures to allow for succession planning in this division. This position is responsible for the oversight of the City's procurement process for supplies, materials, equipment, information technology, and non-professional services. (Ongoing costs: \$0)

2017-2018 Proposed Budget Changes Total	1.0	311,904	311,904

Performance Summary

Disbursements

Performance Measures

		2015-2016 Actual	2016-2017 Target	2016-2017 Estimated	2017-2018 Target
©	% of disbursements paid accurately and timely	90%	93%	93%	93%
©	% of reimbursements paid to employees accurately and timely	98%	100%	100%	100%
<u>©</u>	% of payroll disbursements paid accurately and timely	96%	100%	100%	100%
©	% of disbursements paid to vendors accurately and within 30 days	76%	79%	79%	79%
S	Cost per payment	\$9.81	\$9.90	\$8.79	\$9.02
•	Average number of days from invoice date to check issuance	27	27	27	27

	2015-2016 Actual	2016-2017 Forecast	2016-2017 Estimated	2017-2018 Forecast
Total number of payments made	248,855	250,162	254,626	260,537
Vendor invoices paid	79,417	80,000	81,800	84,253

Performance Summary

Financial Reporting

Performance Measures

		2015-2016 Actual	2016-2017 Target	2016-2017 Estimated	2017-2018 Target
6	% of financial reports that are produced accurately and timely	98%	98%	98%	98%
\$	Cost per financial report	\$582	\$577	\$601	\$601

	2015-2016	2016-2017	2016-2017	2017-2018
	Actual	Forecast	Estimated	Forecast
Total number of financial reports provided	3,300	3,413	3,491	3,666

Performance Summary

Purchasing and Risk Management

Performance Measures

		2015-2016 Actual	2016-2017 Target	2016-2017 Estimated	2017-2018 Target
©	% of cost savings achieved through the centralized purchasing process	5%	6%	7%	6%
\$	Cost of purchasing services as a percentage of the total dollars procured	1.58%	1.71%	1.75%	1.80%
•	% of purchase orders (POs) processed within established timeframes				
	- 8 business days for POs ≤ \$10K	64%	100%	80%	80%
	- 26 business days for POs > \$10K and ≤ \$100k	63%	100%	80%	80%
	- 38 business days for POs > \$100K and ≤ \$250	K 60%	100%	80%	80%
	- 83 business days for POs > \$250K and ≤ \$1.0I	M 96%	100%	95%	95%
	- 108 business days for POs > \$1.0M	100%	100%	85%	85%
•	Percentage of contracts processed for insurance clearance within five days of receipt	81%	76%	75%	75%

	2015-2016 Actual	2016-2017 Forecast	2016-2017 Estimated	2017-2018 Forecast
Total dollars procured	\$127.8M	\$127.6M	\$132.5M	\$135.9M
Total cost savings achieved through the centralized purchasing process	\$6.6M	\$8.0M	\$9.6M	\$8.0M
# of purchase orders (POs) processed within: - 8 business days for POs ≤ \$10K - 26 business days for POs > \$10K and ≤ \$100K	428 438	458 486	471 482	458 486
- 38 business days for POs > \$100K and ≤ \$250K - 83 business days for POs > \$250K and ≤ \$1.0M - 108 business days for POs > \$1.0M	65 48 8	71 43 5	72 53 9	71 43 5
Total insurable value of the City's assets	\$3.9B	\$3.9B	\$3.9B	\$4.1B
Total number of contracts processed for insurance clearance	598	450	550	550

Performance Summary

Revenue Management

Performance Measures

	2015-2016	2016-2017	2016-2017	2017-2018
	Actual	Target	Estimated	Target
Return on Investment: - Business Tax and Accounts Receivable	5.70	5.50 ¹	7.55 ²	5.50

¹ Lower Business Tax and Accounts Receivable collection balances due to use of staff for Business Tax and Accounts Receivable System Implementation.

	2015-2016 Actual	2016-2017 Forecast ¹	2016-2017 Estimated ¹	2017-2018 Forecast ¹
City's Aging Accounts Receivable Balance Current Receivables:				
0 - 30 days	\$2,356,356	\$2,779,276	\$2,659,514	\$2,507,935
31 - 60 days	\$1,410,171	\$2,945,519	\$2,367,624	\$1,888,898
61 - 90 days	\$2,658,663	\$566,170	\$1,609,267	\$2,133,965
Delinquent Receivables:				
91 - 120 days	\$5,210,432	\$713,982	\$389,589	\$300,010
121 - 365 days	\$2,632,746	\$3,192,570	\$2,982,984	\$2,807,865
366 - 730 days	\$5,080,150	\$9,677,981	\$9,512,042	\$7,296,096
731 - 999+ days	\$16,558,576	\$14,706,008	\$15,620,555	\$16,089,566

¹ 2016-2017 Forecast has been updated to reflect Business Tax aging receivable balances that were not previously included, including the Marijuana Business Tax.

 $^{^2}$ 2016-2017 Estimated ROI is calculated as an average of the 2014-2015 Actual ROI and the 2015-2016 Actual ROI.

Performance Summary

Treasury Management

Performance Measures

	2015-2016	2016-2017	2016-2017	2017-2018
	Actual	Target	Estimated	Target
City's General Obligation Bond rating - Moody's - Standard & Poor's - Fitch	Aa1	Aa1	Aa1	Aa1
	AA+	AA+	AA+	AA+
	AA+	AA+	AA+	AA+
Average return on investments	0.864%	.890%	1.120%	1.350%
Comparison Benchmarks - Local Agency Investment Fund (LAIF) - Bank of America Merrill Lynch (BAML)	0.433%	N/A ¹	0.682%	N/A ¹
	0.698%	N/A ¹	0.894%	N/A ¹
Cost of Investment Program as a percentage of the City's total investment portfolio	0.054%	0.055%	0.048%	0.051%

¹ Numbers are not available. Bank of America Merrill Lynch (BAML) and Local Agency Investment Fund (LAIF) release these numbers on an annual and monthly basis. Due to volatility in market conditions, numbers cannot be determined.

	2015-2016 Actual	2016-2017 Forecast	2016-2017 Estimated	2017-2018 Forecast
Total debt portfolio managed	\$4.446B	\$4.278B	\$4.188B	\$4.428B
Total of the City's investment portfolio	\$1.356B	\$1.350B	\$1.472B	\$1.472B

Departmental Position Detail

Position	2016-2017 Adopted	2017-2018 Proposed	Change
Account Clerk II	2.00	2.00	_
Accountant I/II	14.00	14.00	-
Accounting Technician	9.00	9.00	-
Administrative Assistant	1.00	0.00	(1.00)
Administrative Officer	1.00	1.00	_
Analyst I/II	8.00	8.00	-
Assistant Director	1.00	1.00	-
Buyer I/II	6.00	6.00	-
Debt Administrator	1.00	1.00	-
Department Information Technology Manager	1.00	1.00	-
Deputy Director	3.00	3.00	-
Director of Finance	1.00	1.00	-
Division Manager	1.00	1.00	_
Financial Analyst	5.00	4.00	(1.00)
Investigator Collector I/II	12.00	12.00	-
Investment Officer	1.00	1.00	-
Office Specialist	5.00	5.00	-
Principal Account Clerk	4.00	4.00	_
Principal Accountant	4.00	5.00	1.00
Program Manager I	3.00	3.00	-
Program Manager II	1.00	0.00	(1.00)
Risk Manager	1.00	1.00	-
Senior Account Clerk	15.00	15.00	_
Senior Accountant	7.00	8.00	1.00
Senior Analyst	4.00	5.00	1.00
Senior Investigator Collector	2.00	2.00	_
Senior Office Specialist	1.00	1.00	-
Staff Specialist	2.00	2.00	-
Staff Technician	0.00	1.00	1.00
Supervising Accountant	1.00	1.00	-
Total Positions	117.00	118.00	1.00