

**9:00 A.M. CALL MEETING TO ORDER – J. Lawson**

- Board Attendance / Roll Call (Pages 2 – 5)
- Brown Act Procedures Overview (Page 6)
- Non-Agenda Public Comment

**FINANCIALS**

- Clean & Safe Program Overview and Narrative (Pages 7 – 10) – P. Rath | **INFORMATIONAL**

This item will be to give informational context to the current status of the Clean & Safe Program prior to details related to the FY21 budget.

- Review FY21 Clean & Safe Budget and FY21 Contractors (Pages 11 – 14) – A. Newman, A. Vivas | **INFORMATIONAL**

This items details the specific information about the FY21 budget and FY21 contracted services.

- Agenda Public Comment

This is a time for any members of the public to comment on the coming action item.

- Approve FY21 Clean & Safe Budget and FY21 Contractors (Pages 11 – 14) – J. Lawson| **ACTION**

This is the action item to approve the budget for the 2021 fiscal year as well as approve the contracted services for the 2021 fiscal year.

**ADJOURN**

Agenda can be found at:

<https://downtownsandiego.org/clean-and-safe/pbid-meetings-reports/>

Topic: DSDP Board of Directors meeting  
Time: Apr 28, 2020 09:00 AM Pacific Time (US and Canada)

Join Zoom Meeting  
<https://zoom.us/j/91701444843>

Meeting ID: 917 0144 4843  
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Meeting ID: 917 0144 4843

THIS INFORMATION IS AVAILABLE IN ALTERNATIVE FORMATS UPON REQUEST.

To request an alternative format or to request a sign language or oral interpreter for the meeting, please contact the Clean & Safe

Program office at least five (5) working days before the meeting at (619) 234-8900 to ensure availability. Assistive Listening Devices

(ALDs) are available for the meeting upon advanced request.

## 2020 BOARD OF DIRECTORS

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**Michael Akavan**

MA Engineers, Inc.

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Graphic Solutions

**Terry Arnett**

TSA Construction, Inc.

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Scripps Health

**Madeleine Baudoin**

American Medical Response

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*(President & CEO)*

Downtown San Diego Partnership

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**Darrel Fullbright**

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**Pamela Gabriel**

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**Yehudi "Gaf" Gaffen**

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**Jeff Gattas**

UC San Diego

**Bill Geppert**

Geppert Foundation

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**Wayne Guymon**

Fox Sports San Diego

**Alex Guyott**

Hensel Phelps

**Ed Hartless**

SSP America

**Chanelle Hawken**

(Vice Chair)

Cox Communications

**Christopher High**

Newmark Knight Frank

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Cushman & Wakefield

**Keith B. Jones**

Ace Parking

**Doug Kerner**

Higgs Fletcher & Mack LLP

**Rob Lankford**

Lankford & Associates, Inc.

**John LaRaia**

H.G. Fenton Company

**James Lawson**

(Chair)

Presidio PAG, Inc.

**MaeLin Levine**

Visual Asylum/Urban Discovery Academy

**Jeff Light**

The San Diego Union-Tribune

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Syska Hennessy Group, Inc.

**Mero Marmé**

Dentons US LLP

**Amber Mauer**

The Miller Hull Partnership, LLP

**Jennifer McCarthy**

Swinerton

**Jim McLamb**

Clark Construction Group - California, LP

**Mike McNerney**

Lowe

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Boretto+Merrill Consulting, LLC

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Stockdale Capital Partners, LLC

**Howard Mills**  
Rudolph and Sletten, Inc.

**Neil Mohr**  
Republic Services, Inc.

**Christine Moore**  
AT&T

**Cynthia Morgan-Reed**  
Vanst Law

**Josh Muse**  
Sycuan Band of the Kumeyaay Nation

**Michael Nelson**  
Kilroy Realty Corporation

**Margie Newman**  
Intesa Communications Group, LLC

**Justine Nielsen**  
Procopio

**Sumeet Parekh**  
*(Immediate Past Chair)*  
HP Investors, LLC

**Sam Patella**  
Navarra Properties

**Phil Petersen**  
Dynalectric San Diego

**Matthew Porreca**  
LPA, Inc.

**David Potter**  
JPI Companies

**Diana Puetz**  
San Diego Padres

**Nicole Ramos**  
Irvine Company Office Properties

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*(Treasurer)*  
Rath Miller, LLC

**Daniel Reeves**  
Juniper Strategic Advisory

**Heather Riley**  
Allen Matkins Leck Gamble Mallory & Natsis LLP

**Paul Robinson**  
Hecht, Solberg, Robinson, Goldberg & Bagley  
LLP

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U.S. Bank

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*(Secretary)*  
Union Bank

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reproHAUS/signHAUS

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**Tom Tamar**  
City Wide Group of Companies, Inc.

**Tomas Urtasun**  
Regional Strategies Group, Inc.

**Regina Vanderwerff**

Suffolk Construction

**Shawn VanDiver**

Deloitte Services LP

**Ray Varela**

Carrier Johnson + CULTURE

**Deacon Jim Vargas**

Father Joe's Villages

**Pedro Villegas**

San Diego Gas & Electric

**Michele Vives**

Douglas Wilson Companies

**Bess Wakeman**

JLL

**Tim Winslow**

Cushman & Wakefield

**Jason Wood**

Cisterra Development

**John Yeadon**

Grand Hyatt San Diego

## COVID-19 Brown Act Teleconference Compliance Process

### Call to Order

- Non-agenda public comment
  - Board chair repeat twice, give 30sec between repeat
  - If public comment, public must state their name before speaking
  - If no public comment, proceed
- Introductions ***(Chair will communicate introduction process)***
  - Board members
  - Community members
  - Staff members
  - Proceed to introduction

### Action Items

#### Before Taking Action

- Chairperson must ask the public if they have any questions ***(repeat twice, give 30sec between repeat)***
- Chairperson “MUST DO ROLL CALL VOTE” public need to know how everyone voted
- Chairperson must notify community members that only board members can take a motion on action items
- The Chairperson will communicate the action item in detail
- If the chairperson or board member wishes to propose for the action be taken on an agenda item.
- The board member must make a motion by stating his/her name and requesting the motion
- Only one motion may be discussed at a time

### A motion goes through the following steps:

1. The maker of the motion asks for recognition by the Chair by stating their name
2. After the individual is recognized, he or she will say “I move that we make a motion to approve or deny...”
3. The Chair will ask if there is a first. The board member must state “I John Doe take first motion to approve or deny...”
4. The Chair will ask if there is a second. The board member must state “I John Doe second the motion to approve or deny...”
5. The Chair will recognize board members who wish to comment on the motion
6. At the end of the discussion period, the Chair will call a consensus on the motion to approve or deny
7. Board members that agree will say “I” and board members that disagree will state their name and “abstain or deny”
8. A majority vote is needed for the motion to pass
9. After the vote, the Chair announces the decision “The motion is carried” or “The motion fails” and states the vote

### Adjourn

- A meeting isn't adjourned until the chairperson declares it adjourned and states the time the meeting is adjourn



## FY21 Clean & Safe Budget Summary

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### **Downtown San Diego Partnership**

Phil Rath  
Chair, Clean & Safe  
Treasurer, Downtown San Diego Partnership

Justin Apper, Chief Operations Officer  
Alonso Vivas, SVP & Executive Director, Clean & Safe

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# D O W N T O W N SAN DIEGO P A R T N E R S H I P C L E A N & S A F E

Date: April 28, 2020

## **Budget Big Picture**

The FY21 budgeting process has required a new set of assumptions due to COVID-19 impacts. Fortunately, the Clean & Safe (C&S) budget has remained relatively solid due to our primary income generator being property taxes. The collection of property taxes has been positive for April 2020, but the December due date may pose concern and financial impact. We are accommodating this potential loss of revenue by increasing our overall contingency and decreasing expenses by \$331,000.

Our assessment revenue of \$9,959,186 was derived through examining the average delinquency rate for the most impactful fiscal years of property tax assessments (FY08, FY09 & FY10). The average delinquency rate during this time was 3.8%, so we are budgeting 4.7% to anticipate COVID-19 impacts appropriately.

The total revenue increase from FY20 to FY21 is 3.5% versus our average increase of 5%. This represents an approximately 3.2% mandatory living wage increase for our staff as well as a small percentage for general inflation. We felt increasing at a modest 3.5% was prudent given our current environment.

## **Overall Budget Summary**

<b>Overall Budget Summary</b>		FY 21 Budget	FY 20 Budget	FY20 Forecasted Actuals	FY21 \$ Fav/(Unfav) Against Actuals	% Variance
	Assessments	\$ 9,793,808.26	\$ 9,385,115.72	\$ 9,273,841.89	\$ 519,966.37	5%
	Other Revenue	\$ 45,434.00	\$ 81,254.00	\$ 73,696.78	\$ (28,262.78)	-62%
	Maintenance	\$ 4,430,417.03	\$ 4,712,785.90	\$ 4,541,471.98	\$ (111,054.95)	-3%
	Beautification	\$ 745,796.17	\$ 558,757.87	\$ 560,522.15	\$ 185,274.02	25%
	Safety & Homeless Outreach	\$ 2,773,684.71	\$ 2,599,676.99	\$ 2,179,519.91	\$ 594,164.80	21%
	Admin	\$ 942,898.67	\$ 819,549.98	\$ 814,076.28	\$ 128,822.39	14%
	CEP	\$ 333,210.14	\$ 344,045.84	\$ 354,066.20	\$ (20,856.06)	-6%
	Other	\$ 610,308.99	\$ 431,553.14	\$ 431,553.14	\$ 178,755.85	29%
	Total Expenses	\$ 9,836,315.71	\$ 9,466,369.72	\$ 8,881,209.66	\$ 955,106.05	10%
	<b>Net Surplus (Deficit)</b>	\$ -	\$ -	\$ 466,329.01	\$ (466,329.01)	



# D O W N T O W N SAN DIEGO P A R T N E R S H I P C L E A N & S A F E

## **Expense Details & Impacts**

### *Service Levels*

The following represent the FY21 service levels versus FY20:

- Pressure washing: 14% increase
- Security: 8% increase
- Maintenance: 0% increase/decrease
- Tree trimming: 15% decrease

## **Our proactive steps for financial & operational stability include:**

- We anticipate a carry forward balance of \$466,329.01 \*\*We will not see this until Jan FY21 and it may change due to delinquencies.\*\*
- DSDP is proactively engaging the City to discuss a reduction in the FY21 Admin Fee
- We are in the process of securing a line of credit for emergency purposes only
- We are working with Economic Development to identify a date and process for requesting FY19 and FY20 carryforward, providing additional capital so we can build a modest cash reserve
- Salaries: Reduction in leadership salaries and pay freeze for all employees not within the City's living wage
- In March, we adjusted FY20 services in the event of a high delinquency rate in FY21 to slowly build cash reserves

## **Year-Over-Year Budget History**

<b><u>C&amp;S Revenue and Expenses</u></b>		<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20 (projected)</b>
	Total Expenses	\$ 7,287,191.61	\$ 8,166,380.72	\$ 8,026,653.02	\$ 8,449,656.46
	% Growth YOY	5.80%	12.1%	-1.7%	5.3%
	Total Revenue	\$ 7,444,058.00	\$ 7,790,971.00	\$ 8,213,112.00	\$ 8,696,676.00
	% Growth YOY	8.6%	4.7%	5.4%	5.9%



## **Summary**

Monitoring this budget on a monthly or bi-monthly basis will be crucial for us to be able to enforce accountability related to spending and the potential impact of December's property tax deadline. This process will allow us to understand trends and other deviations that may impact future operations and demonstrate transparency by sharing findings from this regular monitoring. We will continue to use our Clean & Safe Board for reporting this information as well as the finance committee of the DSDP Board.

**Downtown San Diego Clean and Safe  
FY21 Budget**

	CEP 4.90%	City Center 18.76%	Columbia 7.49%	Gaslamp 17.02%	East Village 33.24%	Cortez 8.98%	Marina 9.61%	TOTAL* 100.00%
<b>Revenue</b>	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
Assessments	\$ 487,685.06	\$ 1,868,258.27	\$ 746,335.55	\$ 1,694,728.23	\$ 3,310,244.14	\$ 894,686.78	\$ 957,246.39	\$ 9,959,186.42
Decrease Federal Assessment		\$ (128,075.51)	\$ -		\$ (17,781.56)		\$ (19,521.09)	\$ (165,378.16)
Interest	\$ -	\$ 35.51	\$ 14.18	\$ 32.21	\$ 62.91	\$ 17.00	\$ 18.19	\$ 180.00
Water Feature Reimbursement (50%)	\$ -	\$ 1,820.70	\$ 2,135.27	\$ 2,486.45	\$ 3,076.26	\$ 1,426.65	\$ 4,054.66	\$ 15,000.00
Median Maintenance Reimbursement	\$ -	\$ 3,916.84	\$ 5,602.76		\$ 6,445.72		\$ 7,288.68	\$ 23,254.00
Program Management					\$ 7,000.00			\$ 7,000.00
<b>Total:</b>	<b>\$ 487,685.06</b>	<b>\$ 1,745,955.81</b>	<b>\$ 754,087.77</b>	<b>\$ 1,697,246.89</b>	<b>\$ 3,309,049.47</b>	<b>\$ 896,130.43</b>	<b>\$ 949,086.84</b>	<b>\$ 9,839,242.26</b>

<b>Expenses</b>	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
<b>Maintenance</b>	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
Maintenance Salaries & Wages	\$ -	\$ 473,200.78	\$ 229,905.09	\$ 588,024.42	\$ 861,079.91	\$ 252,846.20	\$ 198,929.13	\$ 2,603,985.52
Vehicle Insurance	\$ -	\$ 4,142.26	\$ 1,654.76	\$ 3,757.51	\$ 7,339.40	\$ 1,983.68	\$ 2,122.39	\$ 21,000.00
Cleaning & Janitorial Supplies	\$ -	\$ 31,560.08	\$ 12,607.68	\$ 28,628.67	\$ 55,919.26	\$ 15,113.75	\$ 16,170.55	\$ 160,000.00
Vehicle Repair & Maintenance	\$ -	\$ 12,821.28	\$ 5,121.87	\$ 11,630.40	\$ 22,717.20	\$ 6,139.96	\$ 6,569.29	\$ 65,000.00
Vehicle Fuel	\$ -	\$ 16,569.04	\$ 6,619.03	\$ 15,030.05	\$ 29,357.61	\$ 7,934.72	\$ 8,489.54	\$ 84,000.00
Waste Removal	\$ -	\$ 16,746.29	\$ 6,697.83	\$ 15,208.98	\$ 29,707.11	\$ 8,029.18	\$ 8,590.61	\$ 85,000.00
Uniforms	\$ 900.00	\$ 2,847.76	\$ 1,497.16	\$ 3,399.65	\$ 6,640.41	\$ 1,794.76	\$ 1,920.25	\$ 19,000.00
Equipment Leasing / Purchasing	\$ -	\$ 17,752.54	\$ 7,091.82	\$ 16,103.63	\$ 31,454.59	\$ 8,501.48	\$ 9,095.94	\$ 90,000.00
Electric Services	\$ -	\$ 7,495.52	\$ 2,994.32	\$ 6,799.31	\$ 13,280.83	\$ 3,589.52	\$ 3,840.51	\$ 38,000.00
Water Services	\$ -	\$ 6,509.27	\$ 2,600.33	\$ 5,904.66	\$ 11,533.35	\$ 3,117.21	\$ 3,335.18	\$ 33,000.00
Maintenance and Safety Phone Services	\$ -	\$ 8,876.27	\$ 3,545.91	\$ 8,051.81	\$ 15,727.29	\$ 4,250.74	\$ 4,547.97	\$ 45,000.00
Data Tracking	\$ -	\$ 7,890.02	\$ 3,151.92	\$ 7,157.17	\$ 13,979.82	\$ 3,778.44	\$ 4,042.64	\$ 40,000.00
Powerwashing	\$ -	\$ 167,612.30	\$ 56,180.30	\$ 170,100.00	\$ 400,134.90	\$ 95,667.20	\$ 71,939.84	\$ 961,634.54
Streetscape + Landscaping	\$ -	\$ 11,991.57	\$ 8,650.05	\$ 26,203.72	\$ 10,940.04	\$ 13,734.72	\$ 8,500.00	\$ 80,020.10
Tree Trimming MTS	\$ -	\$ 5,602.13	\$ 1,257.62	\$ -	\$ 4,390.25	\$ -	\$ -	\$ 11,250.00
Tree Trimming Neighborhood	\$ -	\$ 11,926.77	\$ 6,929.52	\$ 6,663.00	\$ 19,189.44	\$ 10,394.28	\$ 14,791.86	\$ 69,894.87
Tree Trimming Palm Trees	\$ -	\$ 1,200.00	\$ 1,200.00	\$ 612.00	\$ 1,200.00	\$ 2,210.00	\$ 2,210.00	\$ 8,632.00
Water Feature Maintenance + Utilities	\$ -	\$ 1,820.70	\$ 2,135.27	\$ 2,486.45	\$ 3,076.26	\$ 1,426.65	\$ 4,054.66	\$ 15,000.00
Wayfinding Signage Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total:</b>	<b>\$ 900.00</b>	<b>\$ 806,584.58</b>	<b>\$ 359,840.51</b>	<b>\$ 915,761.45</b>	<b>\$ 1,537,667.67</b>	<b>\$ 440,512.47</b>	<b>\$ 369,150.35</b>	<b>\$ 4,430,417.03</b>

<b>Installations / Beautification</b>	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
Capital Improvement Placemaking Projects and Activations		\$ 14,103.28	\$ 13,000.00	\$ 22,000.00	\$ 13,031.92	\$ 19,050.00	\$ 32,000.43	\$ 113,185.63
Installations/Beautification Salaries & Wages	\$ -	\$ 74,963.47	\$ 30,489.19	\$ 68,501.62	\$ 133,794.86	\$ 36,113.40	\$ 38,747.99	\$ 382,610.54
Midblock Lighting	\$ -	\$ 49,312.62	\$ 19,699.50	\$ 44,732.30	\$ 87,373.85	\$ 23,615.23	\$ 25,266.49	\$ 250,000.00
<b>Total</b>	<b>\$ -</b>	<b>\$ 138,379.37</b>	<b>\$ 63,188.70</b>	<b>\$ 135,233.92</b>	<b>\$ 234,200.63</b>	<b>\$ 78,778.63</b>	<b>\$ 96,014.91</b>	<b>\$ 745,796.17</b>

<b>Safety and Homeless Outreach Services</b>	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
Safety and Homeless Outreach Services - Salaries & Wages	\$50,677.00	\$66,222.74	\$123,934.20	\$71,332.36	\$117,852.88	\$130,986.18	\$130,055.60	\$691,060.95
Safety Contracted Services		\$ 453,522.50	\$ 92,444.90	\$ 312,397.10	\$ 910,349.26	\$ 107,773.70	\$ 206,136.30	\$ 2,082,623.76
<b>Total</b>	<b>\$ 50,677.00</b>	<b>\$ 519,745.24</b>	<b>\$ 216,379.10</b>	<b>\$ 383,729.46</b>	<b>\$ 1,028,202.14</b>	<b>\$ 238,759.88</b>	<b>\$ 336,191.90</b>	<b>\$ 2,773,684.71</b>

<b>Admin</b>	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
Audit & Accounting Services	\$ 636.59	\$ 2,438.69	\$ 974.21	\$ 2,212.18	\$ 4,320.96	\$ 1,167.86	\$ 1,249.52	\$ 13,000.00
Program Management & CEP	\$ 61,325.50	\$ 30,973.46	\$ 12,373.34	\$ 28,096.54	\$ 54,879.86	\$ 14,832.82	\$ 15,869.98	\$ 218,351.50
General Liability Ins.	\$ 5,000.00	\$ 26,954.58	\$ 12,765.28	\$ 28,986.53	\$ 56,618.25	\$ 15,302.67	\$ 16,372.69	\$ 162,000.00
Office Supplies	\$ -	\$ 3,353.26	\$ 1,339.57	\$ 3,041.80	\$ 5,941.42	\$ 1,605.84	\$ 1,718.12	\$ 17,000.00
Payroll Services / Web Services	\$ 600.00	\$ 1,076.63	\$ 669.78	\$ 1,520.90	\$ 2,970.71	\$ 802.92	\$ 859.06	\$ 8,500.00
Parking	\$ -	\$ 4,734.01	\$ 1,891.15	\$ 4,294.30	\$ 8,387.89	\$ 2,267.06	\$ 2,425.58	\$ 24,000.00
Community/Board Meetings/ Misc.	\$ 373.45	\$ 281.39	\$ 112.41	\$ 255.25	\$ 198.57	\$ 134.75	\$ 144.18	\$ 1,500.00
Travel/Conferences	\$ -	\$ 1,479.38	\$ 590.99	\$ 1,341.97	\$ 2,621.22	\$ 708.46	\$ 757.99	\$ 7,500.00
Training		\$ 1,965.63	\$ 484.98	\$ 3,236.62	\$ 4,368.69	\$ 1,180.76	\$ 1,263.32	\$ 12,500.00
Rents / Leases	\$ -	\$ 24,656.31	\$ 9,849.75	\$ 22,366.15	\$ 43,686.92	\$ 11,807.62	\$ 12,633.25	\$ 125,000.00
Office Space Electric Services	\$ -	\$ 1,380.75	\$ 551.59	\$ 1,252.50	\$ 2,446.47	\$ 661.23	\$ 707.46	\$ 7,000.00
Legal Expense	\$ 150.00	\$ 836.25	\$ 393.99	\$ 894.65	\$ 1,747.48	\$ 472.30	\$ 505.33	\$ 5,000.00
IT Support	\$ 2,000.00	\$ 3,050.51	\$ 1,418.36	\$ 3,220.73	\$ 4,790.92	\$ 1,700.30	\$ 1,819.19	\$ 18,000.00
Admin - Salaries & Wages	\$ -	\$ 63,577.02	\$ 25,527.87	\$ 57,947.30	\$ 113,144.45	\$ 30,607.56	\$ 32,742.97	\$ 323,547.17
<b>Total</b>	<b>\$ 70,085.54</b>	<b>\$ 166,757.86</b>	<b>\$ 68,943.27</b>	<b>\$ 158,667.40</b>	<b>\$ 306,123.81</b>	<b>\$ 83,252.14</b>	<b>\$ 89,068.65</b>	<b>\$ 942,898.67</b>

<b>Other</b>	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
City Fee	\$ 7,345.25	\$ 28,138.72	\$ 11,240.91	\$ 25,525.10	\$ 49,857.18	\$ 13,475.30	\$ 14,417.54	\$ 150,000.00
Contingency	\$ 22,540.58	\$ 86,350.03	\$ 34,495.28	\$ 78,329.55	\$ 152,998.04	\$ 41,352.01	\$ 44,243.49	\$ 460,308.99
<b>Total</b>	<b>\$ 29,885.83</b>	<b>\$ 114,488.75</b>	<b>\$ 45,736.20</b>	<b>\$ 103,854.66</b>	<b>\$ 202,855.22</b>	<b>\$ 54,827.31</b>	<b>\$ 58,661.02</b>	<b>\$ 610,308.99</b>

<b>CEP Exclusive</b>	<b>CEP</b>
Business Attraction & Retention	\$ 168,068.34
Property Marketing	\$ 168,068.34
<b>Total</b>	<b>\$ 336,136.68</b>

<b>Total Expenses</b>	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
Subtotal	\$ 487,685.05	\$ 1,745,955.81	\$ 754,087.77	\$ 1,697,246.89	\$ 3,309,049.47	\$ 896,130.43	\$ 949,086.84	\$ 9,839,242.26
General Benefit (Non-Assessment)**	\$ 15,167.01	\$ 54,299.23	\$ 23,452.13	\$ 52,784.38	\$ 102,911.44	\$ 27,869.66	\$ 29,516.60	\$ 306,000.43
<b>Total</b>	<b>\$ 502,852.06</b>	<b>\$ 1,800,255.03</b>	<b>\$ 777,539.89</b>	<b>\$ 1,750,031.26</b>	<b>\$ 3,411,960.91</b>	<b>\$ 924,000.09</b>	<b>\$ 978,603.44</b>	<b>\$ 10,145,242.69</b>

	<b>CEP</b>	<b>City Center</b>	<b>Columbia</b>	<b>Gaslamp</b>	<b>East Village</b>	<b>Cortez</b>	<b>Marina</b>	<b>Total</b>
FY21 Revenue	\$ 487,685.06	\$ 1,745,955.81	\$ 754,087.77	\$ 1,697,246.89	\$ 3,309,049.47	\$ 896,130.43	\$ 949,086.84	\$ 9,839,242.26
FY21 Expenses:	\$ 487,685.05	\$ 1,745,955.81	\$ 754,087.77	\$ 1,697,246.89	\$ 3,309,049.47	\$ 896,130.43	\$ 949,086.84	\$ 9,839,242.26
<b>Variance</b>	<b>\$ (0.00)</b>	<b>\$ 0.00</b>	<b>\$ (0.00)</b>	<b>\$ (0.00)</b>	<b>\$ 0.00</b>	<b>\$ (0.00)</b>	<b>\$ 0.00</b>	<b>\$ (0.00)</b>

East Village Green Park Maintenance is not reflected in this budget and will not be assessed for until the Park is open

\* Neighborhood percentage is based off of Assessment Revenue only

\*\* General Benefit is 3.11% of Budgeted Amount and is based on value and not accrual cash

The broader budget categories may be adjusted by up to fifteen percent (15%) of the total. There is no limitation on the reallocation of funds between individual line budget.

Downtown San Diego Clean and Safe  
 FY21 Proposed Budget Review  
 FY21 General Benefit Breakdown

FY21 General Benefit	Amount
Gas Tax	\$23,254.00
Water Feature	\$15,000.00
Grants (County, Bank of America, Housing Commision)	\$1,126,000.00
In-Kind Work (Pro-bono Legal, Public Service Announcements)	\$81,000.00
Meeting Room Rental Value	\$2,000.00
<b>Total Projected General Benefit Funding</b>	<b>\$1,247,254.00</b>
<b>Required 3.11% General Benefit Funding</b>	<b>\$309,730.70</b>
<b>Variance</b>	<b>\$937,523.30</b>



## Clean & Safe FY21 Contract Services

Following is a summary of our negotiated rates with the Clean & Safe contractors for FY21. Negotiated rates are provided for review and approval by the Downtown San Diego Partnership's Clean & Safe Board, and Board of Directors.

### **Tree Trimming - neighborhoods**

Aztec Landscaping provides Tree trimming services in all six neighborhoods, excluding the trees along the MTS line. Aztec Landscaping increased the per-tree cost from \$65 to \$66.63 due to the projected increase of 2.3% living wage.

**Action Item 1: Staff recommendation is to offer Aztec Landscaping the FY21 tree trimming contract for the neighborhoods with the requested increase rate. Service levels will be decreased 15% compared to FY20.**

Service	FY20	FY21
Tree Trimming	\$80,340	\$69,894
Trees Trimmed	1,236	1,049

### **Water Feature Maintenance**

California Aquatics provides general maintenance services to Children's Pond five days a week. California Aquatics contract contemplates no change in cost for the same level of service.

**Action Item 3: Staff recommendation is to offer California Aquatics the FY21 water feature maintenance contract.**

Service	FY20	FY21
Water Feature Maintenance	\$15,000	\$15,000
Service Level	5 days per week	2-3 days per week

### **Pressure Washing**

Aztec Landscaping provides services in five neighborhoods. Aztec Landscaping contract contemplates an increase of 2.3% in service rates for FY21 due to the anticipated increase in living wage as well as additional services. FY20 rate \$45.30-\$47.00 a sidewalk to FY21 rate of \$46.43-\$48.18 a sidewalk.

**Action Item 4: Staff recommendation is to offer AZTEC Landscaping the FY21 pressuring washing contract with the requested increase. Service levels will be increased by 13% compared to FY20.**

Service	FY20	FY21
Pressure Washing	\$683,020	\$791,534
Sidewalks	14,740	16,664

### **Pressure Washing**

South Bay Pressure Washing provide services to the Gaslamp neighborhood. South Bay Pressure Washing contract does not contemplates an increase in service rates for FY21, however we will be adding deep cleaning to 48 sidewalks at \$200 a sidewalk. FY21 rate of \$50.00 a sidewalk.

***Action Item 4: Staff recommendation is to offer South Bay the FY21 pressuring washing contract with the requested increase. Service levels will be increased by 1% compared to FY20.***

Service	FY20	FY21
Pressure Washing	\$161,200	\$170,100
Sidewalks	3,224	3,258

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### **Safety/Security**

Allied Universal Service provides security patrols of all six neighborhoods. We plan to decrease the level of service, due to bringing six security positions in-house, however our overall security patrol hours are increasing 8% to 90,245 hours. The cost per hour of service from Allied has increased by 2.8% to accommodate the projected living wage increase, equipment repairs and increase to insurance claims.

***Action Item 5: Staff recommendation is to offer Universal Protection Service the FY21 security contract with the requested increase. Service levels for security will be the same compared to FY20. Contracted amount will decrease by 8%.***

Service	FY20	FY21
Safety Services	\$1,987,552	\$1,850,495
Annual Hours	83,616	75,685

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**\*\*Contract Amount including oversight from Account Manager, and 2.5 FTE Supervisors is a total of: \$2,082,623.76 vs \$2,267,480 FY20 Contract**