

SALINAS CITY CENTER IMPROVEMENT ASSOCIATION
Board of Directors Meeting
Thursday, August 10th, 2023 at 10:00am
CSUMB @ Salinas City Center
Salinas, CA 93901

Agenda

- | | | |
|------|---------------------------------|-----------|
| I. | Call to Order/Roll Call | Steve Ish |
| II. | Public Comment (2 Minutes) | Steve Ish |
| III. | Consent Agenda—General Business | Steve Ish |

(A Board Member may pull any item from the Consent Agendas for discussion)

- | | | |
|-----|--|------------|
| A. | Minutes of the Regular Meeting of the Board of Directors held July 13, 2023 | |
| B. | July 2023 Financial Report | |
| | <ul style="list-style-type: none">● President/District Coordinator Report● Public Comment● Board Questions to President/District Administrator● Board Discussion/Deliberation● Action by Board | |
| IV. | Presentations/Updates | Greg Hamer |
| A. | Report from the President. | |
| B. | Report from the Treasurer | |
| C. | Report from Government Affairs | |
| D. | Community Survey Update | |
| E. | “How Busy is Salinas City Center” Update | |
| F. | SOBO Statistics | |

G. Merchant List/Vacancies Report.

- President/District Coordinator Report
- Public Comment
- Board Questions to President/District Administrator
- Board Discussion/Deliberation
- Action by Board

V. Updates from Ad-Hoc Committees

Greg Hamer

A. District Identity and Streetscape Improvements (DISI)

B. Sidewalk Operation and Beatification & Order (SOBO)

1. Power washing update
2. Tree trimming
3. Allied Security rotation

C. Land Use Committee (LUC)

1. Mills Act Update
2. Salinas City Center Parking District

D. Nomination Committee

- President/District Coordinator Report
- Public Comment
- Board Questions to President/District Administrator
- Board Discussion/Deliberation
- Action by Board

VI. ACTION ITEMS

Steve Ish

A. None

- President/District Coordinator Report
- Public Comment
- Board Questions to President/District Administrator
- Board Discussion/Deliberation
- Action by Board

VII. Adjournment

Steve Ish

The next Regular Meeting of the Board of Directors is scheduled for Thursday, September 14th 2023, at 10am at CSUMB at Salinas City Center, 1 Main Street, Salinas, California 93901

Notes: Requests for a disability related modification or accommodation, including auxiliary aids or services, in order to attend or participate in a meeting should be made to the District Administrator during regular business hours at (831) 877-0997. Notification received 48 hours before the meeting will enable the District to make reasonable accommodations.

The complete Board packet including subsequently distributed materials and presentations is available at the Association Office, 10b Midtown Ln, Salinas, CA 93901. All items appearing on the agenda are subject to action by the Board. Staff and Committee recommendations are subject to change by the Board.

SALINAS CITY CENTER IMPROVEMENT ASSOCIATION

BOARD OF DIRECTORS

Thursday, August 10th at 10:00am
CSUMB @ Salinas City Center
Salinas, CA 93901

AGENDA FOR CLOSED SESSION

Pursuant to California Government Code Section 54954.2 and 54954.5, the board agenda may describe closed session agenda items as provided below. No legislative body or elected official shall be in violation of Section 54954.2 or 54956 if the closed session items are described in substantial compliance with Section 54954.5 of the Government Code.

CLOSED SESSION AGENDA ITEMS

[] LICENSE/PERMIT DETERMINATION

(Government Code §54956.7)

Applicant(s): (Specify number of applicants)_____

[] CONFERENCE WITH REAL PROPERTY NEGOTIATORS

(Government Code §54956.8)

Property: (Specify street address, or if no street address, the parcel number or other unique reference, of the real property under negotiation):_____

Agency negotiator: (Specify names of negotiators attending the closed session):_____

Negotiating parties: (Specify name of party (not agent):_____

Under negotiation: (Specify whether instruction to negotiator will concern price, terms of payment, or both):_____

[] **CONFERENCE WITH LEGAL COUNSEL-EXISTING LITIGATION**

(Government Code §54956.9(d)(1))

Name of case: (Specify by reference to claimant's name, names of parties, case or claim numbers): _____

, or

Case name unspecified: (Specify whether disclosure would jeopardize service of process or existing settlement negotiations): _____

[] **CONFERENCE WITH LEGAL COUNSEL-ANTICIPATED LITIGATION**

(Government Code §54956.9)

Significant exposure to litigation pursuant to Section 54956.9(d)(2) or (3) (Number of potential cases): _____

Additional information required pursuant to Section 54956.9(e): _____

Initiation of litigation pursuant to Section 54956.9(d)(4) (Number of potential cases): _____

[] **LIABILITY CLAIMS**

(Government Code §54956.95)

Claimant: (Specify name unless unspecified pursuant to Section 54961): _____

Agency claimed against: (Specify name) _____

[] **THREAT TO PUBLIC SERVICES OR FACILITIES**

(Government Code §54957)

Consultation with: (Specify name of law enforcement agency and title of officer): _____

[] **PUBLIC EMPLOYEE APPOINTMENT**

(Government Code §54957)

Title: (Specify description of position to be filled): _____

[] **PUBLIC EMPLOYMENT**

(Government Code §54957)

Title: (Specify description of position to be filled): _____

[] **PUBLIC EMPLOYEE PERFORMANCE EVALUATION**

(Government Code §54957)

Title: (Specify position title of employee being reviewed): _____

[] **PUBLIC EMPLOYEE DISCIPLINE/DISMISSAL/RELEASE**

(Government Code §54957)

(No additional information is required in connection with a closed session to consider discipline, dismissal, or release of a public employee. Discipline includes potential reduction of compensation.)

[] **CONFERENCE WITH LABOR NEGOTIATOR**

(Government Code §54957.6)

Agency designated representative: (Specify name of designated representatives attending the closed session): _____

Employee organization: (Specify name of organization representing employee or employees in question): _____
, or

Unrepresented employee: (Specify position title of unrepresented employee who is the subject of the negotiations): _____

[] **CASE REVIEW/PLANNING**

(Government Code §54957.8)

(No additional information is required to consider case review or planning.)

[] **CHARGE OR COMPLAINT INVOLVING INFORMATION PROTECTED**

BY FEDERAL LAW (Government Code §54956.86)

(No additional information is required to discuss a charge or complaint pursuant to Section 54956.86.)

ADJOURN TO OPEN SESSION

SALINAS CITY CENTER IMPROVEMENT ASSOCIATION

Board of Directors Minutes
Thursday, July 13th, 2023 at 10:00am
Salinas, CA 93901

Minutes

		Present	Absent
Board President	Steve Ish	P	
Board Vice President	Catherine Kobrinsky Evans	P	
Board Treasurer	Greg Piini	P	
Board Secretary	Meryl Rasmussen	P	
Board Member	Audrey Wardwell	P	
Board Member	Peter Kasavan	P	
Board Member	Joel Panzer	P	
Board Member	Larry Bussard	P	
Board Member	James Kendall		A (U)
District Coordinator	Gregor Hamer	P	
Government Affairs Director	Kevin Dayton	P	
Counsel	Matt Ottone	P	

Guests: Anthony Lane, Andrew Sandoval, Chris Barrera, Hanna Hitchcock, Bill Lipe,

Item	Discussion	Action
I.	Call to Order Steve Ish 10:02am	none
II.	Convene to Closed Session re: potential litigation. Andrew Sandoval objected that there were no comments prior to the closed session. Counsel stated that was incorrect, but would allow the comments. Adjourned Closed Session. Reconvened Open Session. Comment by Andrew Sandoval - Must be transparent. Do all rules correctly. Invite as many people as you can to meetings. Involve the public. Recommended we find another attorney to give us proper legal advice. Convene to Closed Session re: potential litigation	none
III.	Reconvene Open Session 10:58am	none
IV.	Public Comment	none

V.	Consent Agenda	Motion to adopt Consent Agenda. Joel Panzer (M)/Larry Bussard (S) No Public Comment 8 Aye 0 Nay Motion Passes
VI.	<p>A. Report from President - Very pleased. Downtown is looking great. Public is reaching out and congratulating on how everything looks.</p> <p>B. Report from Treasurer - 2nd property assessment was deposited in our bank accounts.</p> <p>C. Salinas City Center Arch Maintenance Agreement - None</p> <p>D. Revenue report Monterey Street Garage - None</p> <p>E. Special Events Update - Who is on the special events committee from the city? What timeline does the committee need or work on? Is there a process to request support?</p> <p>F. Community Survey Update - Should be bilingual? Or QR codes to different languages.</p> <p>G. How Busy is Salinas City Center - None</p> <p>H. SOBO Statistics - None</p> <p>I. Merchant List/Vacancies - None</p> <p>Public Comment - Bill Lip would like to see accurate page counts. Anthony Lane - Sidewalk spraying schedule was bad last month. Keep the downtown popping!</p>	none
VII.	<p>Plan for Corrective Action to cure Brown Act violation There will be a special meeting to elect new board members. We will expand the range of individuals to expose to the board nominating process. We will educate the board on Brown Act procedures. Nominating committee is Steve Ish, Peter Kasavan, Audrey Wardwell, and Meryl Rasmussen. Counsel suggests discussing with City to assist with legal obligations.</p> <p>Public Comment - Andrew Sandoval pleased that it will be inclusive process. Should include documentation on how to join the board. Bill Lipe says we should publish our bylaws.</p>	<p>Motion to cure Brown Act deficiencies and create nominating committee.</p> <p>Catherine Kobrinsky Evans (M)/Joel Panzer (S) 8 Aye 0 Nay Motion Passes</p>
VIII.	<p>Updates from Ad-Hoc Committees</p> <p>A. DISI</p> <ol style="list-style-type: none"> Received \$35K grant from the Nancy Eccles and Homer M. Hayward Foundation for a mural. Still working towards alley activation projects with large format art. We have 4 murals for the Patria wall to show to public and receive input. Discussed MOU for the Patria building owner for the mural. Sound system put on hold. Still working towards fixing electrical timers. <p>B. SOBO</p>	none

	<ul style="list-style-type: none"> a. Discussed qualifications for hiring additional maint crew member. b. Update on the sidewalk cleaning that just finished. <p>C. LUC</p> <ul style="list-style-type: none"> a. Update on fiber trenching. b. Cruising has thus far not impacted downtown very much. c. Kevin is doing research on permit center and how many are issued. In conjunction with SVCC and MCAR. d. Update on Measure X spending. <p>Public Comment - Ms Ortiz spoke on behalf of Artist Ink and Artists Alley for First Friday. They are capable of creating mixed media art. Andrew Sandoval says Salinas artists should be paid artist/fair wages. Anthony Lane has a big back wall for a mural. He will donate the space if needed. Kevin Dayton says the City Arts commission has vacancy in district 1 and 6. Catherine Kobrinsky encourages DISI to keep track of contacts for the Arts. Peter Kasavan says it is hard to fill the vacancy on commission. Bill Lipe says we should look to Sand City for inspiration.</p>	
IX.	<p>Proposal for Allied Security to increase Rates.</p> <p>Market Rate guard is about 17.75-18.75/hour. Monterey County is paying about 17.33/hour. Guards receive mandatory training. There are no staffing requirements to have 2 guards on at the same time, but at night it is highly recommended. Allied Security has different rates for different sites.</p> <p>Motion</p> <p>Public Comment - A Anthony Lane says security is needed. How effective are they? Do we need a schedule adjustment? Bill Lipe wants the information included in the packet.</p> <p>Alternate Motion</p>	<p>Motion to do a 3% increase until 11/30/2023.</p> <p>Greg Piini (M)/Catherine Kobrinsky Evans (S)</p> <p>Motion to table until the next Fiscal Budget.</p> <p>Catherine Kobrinsky Evans (M)/Larry Bussard (S)</p> <p>8 Aye 0 Nay Motion Passes</p>
X.	Meeting Adjourned 12:05PM	



Steinbruner • Hill
Certified Public Accountants

ACCOUNTANTS' COMPILATION REPORT

To The Board of Directors
Salinas City Center Improvement Association
Salinas, California

Management is responsible for the accompanying financial statements of Salinas City Center Improvement Association (a nonprofit organization), which comprise a statement of assets, liabilities and fund balance – cash basis as of July 31, 2023, and the related statement of revenues and expenses – actual vs. budget – fiscal year 2022-2023 – cash basis for the eight months then ended, in accordance with the cash basis of accounting, and for determining that the cash basis of accounting is an acceptable financial reporting framework. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the statement of revenues and expenses – actual vs. budget – fiscal year 2022-2023 – cash basis nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on the statement of revenues and expenses – actual vs. budget – fiscal year 2022-2023 – cash basis.

The financial statement is prepared in accordance with the cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America.

The supplementary budget information contained in the statement of revenues and expenses – actual vs. budget – fiscal year 2022-2023 – cash basis is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management. The supplementary budget information was subject to our compilation engagement. We have not audited or reviewed the supplementary budget information and do not express an opinion, a conclusion, nor provide any assurance on such information.

Management has elected to omit substantially all the disclosures ordinarily included in financial statements prepared in accordance with the cash basis of accounting. If the omitted disclosures were included in the financial statement, they might influence the user's conclusions about the Company's assets, liabilities, fund balance, revenues and expenses. Accordingly, the financial statement is not designed for those who are not informed about such matters.

We are not independent with respect to Salinas City Center Improvement Association.

Steinbruner Hill CPAs

Steinbruner Hill CPAs
Carmel, California
August 7, 2023

Steinbruner Hill, Inc.

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Salinas City Center Improvement Association
Statement of Assets, Liabilities and Fund Balance - Cash Basis
As of July 31, 2023

ASSETS

Current Assets	
Bank Accounts	
Checking - Operating Acct	\$ 179,963.52
Checking - Grants Acct	125,358.82
SVFWF Checking	-
Total Bank Accounts	<u>305,322.34</u>
Total Current Assets	<u>305,322.34</u>
Other Current Assets	
Mechanics Bank CD	201,564.69
Total Other Current Assets	<u>201,564.69</u>
Fixed Assets	
Vehicle	18,000.61
Accumulated Depreciation	(819.00)
Total Fixed Assets	<u>17,181.61</u>
Other Assets	
Organizational Costs	50,000.00
Accumulated Intangible Assets	(27,917.00)
Total Other Assets	<u>22,083.00</u>
TOTAL ASSETS	<u><u>\$ 546,151.64</u></u>

LIABILITIES AND FUND BALANCE

Liabilities	
Debt	\$ 15,000.00
Total Liabilities	<u>15,000.00</u>
Fund Balance	
Fund Balance - SOBO	181,592.35
Fund Balance - DISI	97,309.26
Fund Balance - Admin	60,204.44
Fund Balance - Conting/Reserves	42,422.16
Fund Balance - Grants	125,358.82
Fund Balance - SVFWF	-
Subtotal - Cash Fund Balance	<u>506,887.03</u>
Fund Balance - Other	24,264.61
Total Fund Balance	<u>531,151.64</u>
TOTAL LIABILITIES AND FUND BALANCE	<u><u>\$ 546,151.64</u></u>

(See accompanying accountants' report)

Salinas City Center Improvement Association
Statement of Revenues and Expenses - Actual vs. Budget - Fiscal Year 2022-2023 - Cash Basis
For the Eight Months Ended July 31, 2023

	SOBO				DISI				Administration			
	Actual	Budget	Remaining	% Remaining	Actual	Budget	Remaining	% Remaining	Actual	Budget	Remaining	% Remaining
Income												
Assessments	\$ 264,838.16	\$ 274,200.00	\$ 9,361.84		\$ 97,107.32	\$ 100,540.00	\$ 3,432.68		\$ 61,795.57	\$ 63,980.00	\$ 2,184.43	
Grants	-	-	-		-	-	-		-	-	-	
SVFWF	-	-	-		-	-	-		-	-	-	
Interest Earned	-	-	-		-	-	-		-	-	-	
Plus: FY 2021-22 Carryover	155,506.02	155,506.02			47,643.48	47,643.48			49,461.55	49,461.55		
Reallocation of 2021-22 Carryover	(40,000.00)	(40,000.00)			10,000.00	10,000.00			30,000.00	30,000.00		
Total Income	\$ 380,344.18	\$ 389,706.02	\$ 9,361.84		\$ 154,750.80	\$ 158,183.48	\$ 3,432.68		\$ 141,257.12	\$143,441.55	\$ 2,184.43	
Expenses												
Bank Service Charges	-	-	-		-	-	-		22.00	200.00	178.00	89%
Formation Costs Payback	-	-	-		-	-	-		-	-	-	
Insurance	-	-	-		-	-	-		2,214.00	2,300.00	86.00	4%
Professional Services	-	-	-		-	-	-		-	-	-	
Accounting	-	-	-		-	-	-		14,622.16	11,500.00	(3,122.16)	-27%
Legal	-	-	-		-	-	-		2,486.25	2,000.00	(486.25)	-24%
Other	-	-	-		-	-	-		8,345.00	10,000.00	1,655.00	17%
Total Professional Services	-	-	-		-	-	-		25,453.41	26,000.00	546.59	2%
Office	-	-	-		-	-	-		-	-	-	
Rent/CAM/Utilities	-	-	-		-	-	-		4,228.52	6,000.00	1,771.48	30%
Office Annual Cleaning	-	-	-		-	-	-		-	600.00	600.00	100%
Office Furnishings/Paint	-	-	-		-	-	-		119.63	1,500.00	1,380.37	92%
Computer / Internet	-	-	-		-	-	-		1,198.24	2,500.00	1,301.76	52%
Total Office	-	-	-		-	-	-		5,546.39	10,600.00	5,053.61	48%
Staff	-	-	-		-	-	-		-	-	-	
Payroll - Wages & Taxes	32,057.76	56,000.00	23,942.24	43%	20,688.52	35,000.00	-		26,452.73	44,000.00	17,547.27	-
Workers Comp Insurance	2,265.10	4,000.00	1,734.90	43%	150.00	-	-		164.15	1,000.00	835.85	-
Government Affairs	-	-	-		-	-	-		21,200.00	26,000.00	4,800.00	18%
Total Staff	34,322.86	60,000.00	25,677.14	43%	20,838.52	35,000.00	14,161.48	40%	47,816.88	71,000.00	23,183.12	33%
SOBO	-	-	-		-	-	-		-	-	-	
Sidewalk Ops (Maintenance)	84,140.02	135,000.00	50,859.98	38%	-	-	-		-	-	-	
Beautification/Order(Security)	80,288.95	120,000.00	39,711.05	33%	-	-	-		-	-	-	
Total SOBO	164,428.97	255,000.00	90,571.03	36%	-	-	-		-	-	-	
DISI	-	-	-		-	-	-		-	-	-	
District Identity	-	-	-		21,321.47	57,000.00	35,678.53	63%	-	-	-	
Streetscape Improvements	-	-	-		15,281.55	26,000.00	10,718.45	41%	-	-	-	
Total DISI	-	-	-		36,603.02	83,000.00	46,396.98	56%	-	-	-	
Extra Budget Expenses	-	-	-		-	-	-		-	-	-	
Collection Loss	-	-	-		-	-	-		-	-	-	
Taxes	-	-	-		-	-	-		-	250.00	250.00	100%
Total Expenses	198,751.83	315,000.00	116,248.17	37%	57,441.54	118,000.00	60,558.46	51%	81,052.68	107,850.00	26,797.32	25%
Net Income	66,086.33	74,706.02			39,665.78	40,183.48			(19,257.11)	35,591.55		
Total Cash Balance as of 07/31/23	\$ 181,592.35				\$ 97,309.26				\$ 60,204.44			

(See accompanying accountants' report)

Salinas City Center Improvement Association
Statement of Revenues and Expenses - Actual vs. Budget - Fiscal Year 2022-2023 - Cash Basis
For the Eight Months Ended July 31, 2023

	Contingency/Reserves				SUBTOTAL SOBO, DISI, ADMIN, & CONTINGENCY				Grants Funds			
	Actual	Budget	Remaining	% Remaining	Actual	Budget	Remaining	% Remaining	Actual	Budget	Remaining	% Remaining
Income												
Assessments	\$ 17,655.87	\$ 18,280.00	\$ 624.13		\$ 441,396.92	\$457,000.00	\$ 15,603.08		\$ -	\$ -	\$ -	
Grants	-	-	-		-	-	-		171,000.00	-	-	
SVFWF	-	-	-		-	-	-		-	-	-	
Interest Earned	1,564.69	-	-		1,564.69	-	-		-	-	-	
Plus: FY 2021-22 Carryover	28,305.10	28,305.10	-		280,916.15	280,916.15	-		7,866.73	7,866.73	-	
Reallocation of 2021-22 Carryover	-	-	-		-	-	-		-	-	-	
Total Income	\$ 47,525.66	\$ 46,585.10	\$ 624.13		\$ 723,877.76	\$737,916.15	\$ 14,038.39		\$ 178,866.73	\$ 7,866.73	\$ -	
Expenses												
Bank Service Charges	-	-	-		22.00	200.00	178.00	89%	30.25	-	(30.25)	
Formation Costs Payback	5,103.50	5,000.00	(103.50)	-2%	5,103.50	5,000.00	(103.50)	-2%	-	-	-	
Insurance	-	-	-		2,214.00	2,300.00	86.00	4%	-	-	-	
Professional Services	-	-	-		-	-	-		-	-	-	
Accounting	-	-	-		14,622.16	11,500.00	(3,122.16)	-27%	-	-	-	
Legal	-	-	-		2,486.25	2,000.00	(486.25)	-24%	-	-	-	
Other	-	-	-		8,345.00	10,000.00	1,655.00	17%	-	-	-	
Total Professional Services	-	-	-		25,453.41	26,000.00	546.59	2%	30.25	-	(30.25)	
Office	-	-	-		-	-	-		-	-	-	
Rent/CAM/Utilities	-	-	-		4,228.52	6,000.00	1,771.48	30%	-	-	-	
Office Annual Cleaning	-	-	-		-	600.00	600.00	100%	-	-	-	
Office Furnishings/Paint	-	-	-		119.63	1,500.00	1,380.37	92%	-	-	-	
Computer / Internet	-	-	-		1,198.24	2,500.00	1,301.76	52%	-	-	-	
Total Office	-	-	-		5,546.39	10,600.00	5,053.61	48%	-	-	-	
Staff	-	-	-		-	-	-		-	-	-	
Payroll - Wages & Taxes	-	-	-		79,199.01	135,000.00	55,800.99	41%	-	-	-	
Workers Comp Insurance	-	-	-		2,579.25	5,000.00	2,420.75	48%	-	-	-	
Government Affairs	-	-	-		21,200.00	26,000.00	4,800.00	18%	-	-	-	
Total Staff	-	-	-		102,978.26	166,000.00	63,021.74	38%	-	-	-	
SOBO	-	-	-		-	-	-		-	-	-	
Sidewalk Ops (Maintenance)	-	-	-		84,140.02	135,000.00	50,859.98	38%	-	-	-	
Beautification/Order(Security)	-	-	-		80,288.95	120,000.00	39,711.05	33%	-	-	-	
Total SOBO	-	-	-		164,428.97	255,000.00	90,571.03	36%	-	-	-	
DISI	-	-	-		-	-	-		-	-	-	
District Identity	-	-	-		21,321.47	57,000.00	35,678.53	63%	-	-	-	
Streetscape Improvements	-	-	-		15,281.55	26,000.00	10,718.45	41%	53,477.66	-	(53,477.66)	
Total DISI	-	-	-		36,603.02	83,000.00	46,396.98	56%	53,477.66	-	(53,477.66)	
Extra Budget Expenses	-	-	-		-	-	-		-	-	-	
Collection Loss	-	9,140.00	9,140.00	100%	-	9,140.00	9,140.00	100%	-	-	-	
Taxes	-	-	-		-	250.00	250.00	100%	-	-	-	
Total Expenses	5,103.50	14,140.00	9,036.50	64%	342,349.55	554,990.00	212,640.45	38%	53,507.91	-	(53,507.91)	
Net Income	12,552.37	32,445.10			99,047.37	182,926.15			117,492.09	7,866.73		
Total Cash Balance as of 07/31/23	\$ 42,422.16				\$ 381,528.21				\$ 125,358.82			

(See accompanying accountants' report)

Salinas City Center Improvement Association
Statement of Revenues and Expenses - Actual vs. Budget - Fiscal Year 2022-2023 - Cash Basis
For the Eight Months Ended July 31, 2023

	SVFWF				GRAND TOTAL			
	Actual	Budget	Remaining	% Remaining	Actual	Budget	Remaining	% Remaining
Income								
Assessments	\$ -	\$ -	\$ -		\$ 441,396.92	\$ 457,000.00	\$ 15,603.08	
Grants	-	-	-		171,000.00	-	(171,000.00)	
SVFWF	2,500.00	-	-		2,500.00	-	(2,500.00)	
Interest Earned	-	-	-		1,564.69	-	-	
Plus: FY 2021-22 Carryover	12,955.15	12,955.15	-		301,738.03	301,738.03	-	
Reallocation of 2021-22 Carryover								
Total Income	\$ 15,455.15	\$ 12,955.15	\$ -		\$ 918,199.64	\$ 758,738.03	\$(159,461.61)	
Expenses								
Bank Service Charges		-	-		22.00	200.00	178.00	89%
Formation Costs Payback		-	-		5,103.50	5,000.00	(103.50)	-2%
Insurance			-		2,214.00	2,300.00	86.00	4%
Professional Services			-		-	-	-	
Accounting			-		14,622.16	11,500.00	(3,122.16)	-27%
Legal			-		2,486.25	2,000.00	(486.25)	-24%
Other	15,455.15		(15,455.15)		8,345.00	10,000.00	1,655.00	17%
Total Professional Services	15,455.15	-	(15,455.15)		25,453.41	26,000.00	546.59	2%
Office			-		-	-	-	
Rent/CAM/Utilities			-		4,228.52	6,000.00	1,771.48	30%
Office Annual Cleaning			-		-	600.00	600.00	100%
Office Furnishings/Paint			-		119.63	1,500.00	1,380.37	92%
Computer / Internet			-		1,198.24	2,500.00	1,301.76	52%
Total Office	-	-	-		5,546.39	10,600.00	5,053.61	48%
Staff			-		-	-	-	
Payroll - Wages & Taxes					79,199.01	135,000.00	55,800.99	41%
Workers Comp Insurance					2,579.25	5,000.00	2,420.75	48%
Government Affairs			-		21,200.00	26,000.00	4,800.00	18%
Total Staff	-	-	-		102,978.26	166,000.00	63,021.74	38%
SOBO			-		-	-	-	
Sidewalk Ops (Maintenance)			-		84,140.02	135,000.00	50,859.98	38%
Beautification/Order(Security)			-		80,288.95	120,000.00	39,711.05	33%
Total SOBO	-	-	-		164,428.97	255,000.00	90,571.03	36%
DISI			-		-	-	-	
District Identity			-		21,321.47	57,000.00	35,678.53	63%
Streetscape Improvements			-		68,759.21	26,000.00	(42,759.21)	-164%
Total DISI	-	-	-		90,080.68	83,000.00	(7,080.68)	-9%
Extra Budget Expenses								
Collection Loss	-	-	-		-	9,140.00	9,140.00	100%
Taxes					-	250.00	250.00	100%
Total Expenses	15,455.15	-	(15,455.15)		411,312.61	554,990.00	143,677.39	26%
Net Income	(15,455.15)	12,955.15			201,084.31	182,926.15		
Total Cash Balance as of 07/31/23	\$ -				\$ 506,887.03			

(See accompanying accountants' report)

Salinas City Center Improvement Association
Comerica Operating Bank Account
November 30, 2022 - August 7, 2023

Date	Transaction Type	Num	Name	Memo/Description	Amount	Balance
Beginning Balance						281,027.88
11/30/2022	Expense		AT&T		-111.73	280,916.15
12/01/2022	Check	2687	Gaylon Haney	December '22 rent	-420.00	280,496.15
12/01/2022	Check	2686	Gaylon Haney	Voided - Print by error	0.00	280,496.15
12/02/2022	Check	2700	Monterey County Weekly	Account Key# CSALC Inv#11/10/22CSALC	-160.00	280,336.15
12/02/2022	Check	2704	MCA Consulting LLC	Inv 553	-95.00	280,241.15
12/02/2022	Check	2705	Coastline Marketing Group, Inc.	Inv 98676	-200.00	280,041.15
12/02/2022	Check	2701	Labor Issues Solutions, LLC (Kevin Da	Voided - INV#2022-10 SCCIA	0.00	280,041.15
12/02/2022	Check	2702	Allied Universal Security Services	Inv#13498501,13526096,13546569	-6,681.68	273,359.47
12/02/2022	Check	2703	Jenna Hanson	Inv: Dec-22	-4,798.25	268,561.22
12/05/2022	Payroll Check	DD	Kevin A. Hayes	Pay Period: 11/16/2022-11/30/2022	-1,427.34	267,133.88
12/05/2022	Payroll Check	DD	Gregor Hamer	Pay Period: 11/16/2022-11/30/2022	-2,487.99	264,645.89
12/05/2022	Check	EFT	State Compensation Insurance Fund	policy 9287059	-882.14	263,763.75
12/05/2022	Payroll Check	DD	*Amy N. Nohr	Pay Period: 11/16/2022-11/30/2022	-529.05	263,234.70
12/05/2022	Expense		Go Daddy		-37.99	263,196.71
12/05/2022	Payroll Check	DD	Gregor Hamer	Pay Period: 11/01/2022-11/15/2022	-526.47	262,670.24
12/07/2022	Tax Payment		IRS	Tax Payment for Period: 11/30/2022-12/02/2022	-88.28	262,581.96
12/07/2022	Tax Payment		CA EDD	Tax Payment for Period: 11/30/2022-12/02/2022	-6.35	262,575.61
12/09/2022	Tax Payment		IRS	Tax Payment for Period: 12/03/2022-12/06/2022	-1,129.03	261,446.58
12/09/2022	Tax Payment		CA EDD	Tax Payment for Period: 12/03/2022-12/06/2022	-216.27	261,230.31
12/19/2022	Check	2710	Laura Harris Consulting	Inv #Sali20221105,Sali20221205	-5,500.00	255,730.31
12/19/2022	Check	2709	Allied Universal Security Services	Inv#13586049,13618365	-4,253.44	251,476.87
12/19/2022	Expense		Go Daddy		-20.17	251,456.70
12/19/2022	Check	2707	Labor Issues Solutions, LLC (Kevin Da	INV#2022-11 SCCIA	-2,650.00	248,806.70
12/19/2022	Check	2708	Monterey County Weekly	Account Key# CSALC Inv#11/30/22CSALC	-2,279.21	246,527.49
12/21/2022	Check	2711	Allied Universal Security Services	Inv#13645296	-2,176.00	244,351.49
12/22/2022	Check	2713	Steinbruner Hill CPAs	Inv#7584,7585 &7640	-3,694.00	240,657.49
12/23/2022	Journal Entry	SH_122322		Tax Payment	-2,487.98	238,169.51
12/23/2022	Journal Entry	SH_122322		Tax Payment	-211.26	237,958.25
12/23/2022	Journal Entry	SH_122322		Tax Payment	-1,003.37	236,954.88
12/23/2022	Journal Entry	SH_122322		Tax Payment	-1,310.23	235,644.65
12/30/2022	Expense		AT&T		-111.73	235,532.92
12/30/2022	Journal Entry	SH_123022		Assessments transferred from City of Salinas	326,392.59	561,925.51
01/01/2023	Check	2712	Gaylon Haney	January '23 Rent	-420.00	561,505.51
01/04/2023	Check	2714	Allied Universal Security Services	Inv#13666611,13692488	-4,670.00	556,835.51
01/04/2023	Check	2717	Kelly Productions	Inv#82295,82515,82611,82296, 82410,82589.	-3,015.00	553,820.51
01/04/2023	Check	2715	B-Impressed	Bill BS02003276A	-114.31	553,706.20
01/04/2023	Check	2716	Antoine D Cameron	Inv#0001	-400.00	553,306.20
01/05/2023	Check	2718	Labor Issues Solutions, LLC (Kevin Da	INV#2022-12 SCCIA	-2,650.00	550,656.20
01/13/2023	Expense		Comerica	service charge	-22.00	550,634.20
01/19/2023	Journal Entry	SH_011923		Payroll	-1,292.46	549,341.74
01/19/2023	Journal Entry	SH_011923		Payroll	-2,530.00	546,811.74
01/19/2023	Journal Entry	SH_011923		Payroll	-964.74	545,847.00
01/19/2023	Journal Entry	SH_011923		Payroll	-184.73	545,662.27
01/19/2023	Journal Entry	SH_011923		Payroll	-238.95	545,423.32
01/20/2023	Check	2722	Allied Universal Security Services	Inv#13781438,13781431,13728260,13766363	-8,558.00	536,865.32
01/20/2023	Check	2721	Monterey Signs	Inv#22061 & 22230	-8,000.00	528,865.32
01/20/2023	Check	2719	Allied Universal Security Services	Inv#13498501,13526096,13546569	-6,681.68	522,183.64
01/20/2023	Check	2720	Jenna Hanson	Inv: Dec-22	0.00	522,183.64
01/20/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 01/01/2023-01/15/2023	-2,530.00	519,653.64

Salinas City Center Improvement Association
Comerica Operating Bank Account
November 30, 2022 - August 7, 2023

Date	Transaction Type	Num	Name	Memo/Description	Amount	Balance
01/20/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 01/01/2023-01/15/2023	-1,322.57	518,331.07
01/24/2023	Expense				-185.90	518,145.17
01/25/2023	Expense		IRS		-974.38	517,170.79
01/31/2023	Journal Entry	SH_013123		to clear out lost check 2702, it was reissued in Jan	6,681.68	523,852.47
01/31/2023	Expense		AT&T		-113.58	523,738.89
02/01/2023	Check	2725	Smith & Enright Landscaping Inc	Inv# 39780 January '23 Landscape	-8,020.00	515,718.89
02/01/2023	Check	2724	Allied Universal Security Services	Inv#13786454	-2,176.00	513,542.89
02/01/2023	Check	2723	Gaylon Haney	February '23 Rent	-420.00	513,122.89
02/02/2023	Check	2728	DMV	License # 9ALC330	-391.00	512,731.89
02/02/2023	Check	2731	Steinbruner Hill CPAs	Inv#7727	-2,299.16	510,432.73
02/02/2023	Check	2729	Allied Universal Security Services	Inv#13811272	-2,902.00	507,530.73
02/06/2023	Expense	eft	State Compensation Insurance Fund		-703.50	506,827.23
02/08/2023	Journal Entry	SH_020823		Payroll	-2,530.00	504,297.23
02/08/2023	Journal Entry	SH_020823		Payroll	-1,557.42	502,739.81
02/08/2023	Journal Entry	SH_020823		Tax Payment	-1,057.35	501,682.46
02/08/2023	Journal Entry	SH_020823		Tax Payment	-195.33	501,487.13
02/21/2023	Check	2732	Labor Issues Solutions, LLC (Kevin Da	INV#2023-01 SCCIA	-2,650.00	498,837.13
02/21/2023	Check	2733	Allied Universal Security Services	Inv#13848518,13894409,13906294	-6,745.60	492,091.53
02/21/2023	Check	2735	Smith & Enright Landscaping Inc	Inv# 40104 Labor	-2,550.00	489,541.53
02/21/2023	Check	2734	Monterey County Weekly	Account Key# CSALC Inv#12/08/22CSALC,12/01/22	-2,424.00	487,117.53
02/24/2023	Journal Entry	SH_022423		Payroll	-2,530.01	484,587.52
02/24/2023	Journal Entry	SH_022423		Payroll	-1,358.78	483,228.74
02/24/2023	Journal Entry	SH_022423		Tax Payment	-935.90	482,292.84
02/24/2023	Journal Entry	SH_022423		Tax Payment	-169.90	482,122.94
03/01/2023	Check	2736	Gaylon Haney	March '23 Rent	-420.00	481,702.94
03/01/2023	Expense		AT&T		-113.58	481,589.36
03/06/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 02/16/2023-02/28/2023	-2,530.00	479,059.36
03/06/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 02/16/2023-02/28/2023	-1,136.04	477,923.32
03/07/2023	Expense		Verizon Wireless		-139.23	477,784.09
03/10/2023	Check	2737	MCA Consulting LLC	Inv 567	-190.00	477,594.09
03/10/2023	Check	2739	Laura Harris Consulting	Inv #Sali20230305	-1,500.00	476,094.09
03/10/2023	Check	2742	Allied Universal Security Services	Inv#13965930	-2,176.00	473,918.09
03/10/2023	Check	2740	Allied Universal Security Services	Inv#13929407	-2,711.60	471,206.49
03/10/2023	Check	2741	Jenna Hanson	Inv:Jan+Feb 2023, Reimbursement.	-4,231.24	466,975.25
03/10/2023	Check	2738	Smith & Enright Landscaping Inc	Inv# 40009 February Labor	-8,020.00	458,955.25
03/10/2023	Tax Payment		IRS	Tax Payment for Period: 03/04/2023-03/07/2023	-911.86	458,043.39
03/10/2023	Tax Payment		CA EDD	Tax Payment for Period: 03/04/2023-03/07/2023	-169.04	457,874.35
03/20/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 03/01/2023-03/15/2023	-1,322.57	456,551.78
03/20/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 03/01/2023-03/15/2023	-879.44	455,672.34
03/20/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 03/01/2023-03/15/2023	-791.29	454,881.05
03/21/2023	Expense		Comerica Credit Card		-950.34	453,930.71
03/24/2023	Tax Payment		IRS	Tax Payment for Period: 03/18/2023-03/21/2023	-577.41	453,353.30
03/24/2023	Tax Payment		CA EDD	Tax Payment for Period: 03/18/2023-03/21/2023	-44.76	453,308.54
03/27/2023	Check	2743	Jenna Lewis	Reimbursement-Check background	-39.99	453,268.55
03/28/2023	Check	2744	Smith & Enright Landscaping Inc	Inv# 40231 March Landscape	-8,020.00	445,248.55
03/28/2023	Check	2745	Smith & Enright Landscaping Inc	Inv# 39290 November Landscape	-7,870.00	437,378.55
03/28/2023	Check	2746	Allied Universal Security Services	Inv#14002233,14024517,14048828	-6,528.00	430,850.55
03/28/2023	Check	2747	Rose Freidin	Invoice # 10914	-680.00	430,170.55
03/29/2023	Check	2749	Steinbruner Hill CPAs	Inv#7911	-2,222.00	427,948.55
03/29/2023	Check	2750	Steinbruner Hill CPAs	Inv#7912	-1,480.00	426,468.55

Salinas City Center Improvement Association
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Date	Transaction Type	Num	Name	Memo/Description	Amount	Balance
03/30/2023	Expense		AT&T		-113.58	426,354.97
04/01/2023	Check	2751	Gaylon Haney	April '23 Rent	-420.00	425,934.97
04/04/2023	Check	2752	Labor Issues Solutions, LLC (Kevin Da	INV#2023-02 SCCIA	-2,650.00	423,284.97
04/04/2023	Check	2753	Philadelphia Insurance Company	Pol# PHSD1776893-Acc#82448512	-1,080.00	422,204.97
04/05/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 03/16/2023-03/31/2023	-2,529.99	419,674.98
04/06/2023	Expense		Verizon Wireless		-107.11	419,567.87
04/06/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 03/16/2023-03/31/2023	-1,469.35	418,098.52
04/11/2023	Check	2755	City of Salinas	Acct No. 518/Inv#2023-00000055	-5,103.50	412,995.02
04/11/2023	Check	2756	Labor Issues Solutions, LLC (Kevin Da	INV#2023-03 SCCIA	-2,650.00	410,345.02
04/11/2023	Check	2757	Philadelphia Insurance Company	Pol# PHPK2531217-Acc#82448512	-1,134.00	409,211.02
04/11/2023	Check	2758	Smith & Enright Landscaping Inc	Inv# 40580 Aphid Treatment for Trees on 100,200,3	-1,675.00	407,536.02
04/11/2023	Check	2754	Allied Universal Security Services	Inv#14066724,14108223	-4,670.00	402,866.02
04/12/2023	Tax Payment		IRS	Tax Payment for Period: 04/05/2023-04/07/2023	-1,026.25	401,839.77
04/12/2023	Tax Payment		CA EDD	Tax Payment for Period: 04/05/2023-04/07/2023	-191.80	401,647.97
04/19/2023	Tax Payment		CA EDD	Tax Payment for Period: 01/01/2023-03/31/2023	-490.00	401,157.97
04/20/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 04/01/2023-04/15/2023	-1,402.12	399,755.85
04/20/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 04/01/2023-04/15/2023	-1,310.90	398,444.95
04/24/2023	Expense		Comerica Credit Card		-108.02	398,336.93
04/26/2023	Tax Payment		CA EDD	Tax Payment for Period: 04/19/2023-04/21/2023	-49.40	398,287.53
04/26/2023	Tax Payment		IRS	Tax Payment for Period: 04/19/2023-04/21/2023	-518.55	397,768.98
04/27/2023	Check	2761	Smith & Enright Landscaping Inc	Inv# 40440 April Landscape	-8,020.00	389,748.98
04/27/2023	Check	2759	Allied Universal Security Services	Inv#14139220,14163682	-4,352.00	385,396.98
04/27/2023	Check	2760	Smith & Enright Landscaping Inc	Inv# 39530 December Landscape	-7,870.00	377,526.98
04/28/2023	Expense		Comerica Credit Card		-1,013.18	376,513.80
05/01/2023	Check	2762	Gaylon Haney	May '23 Rent	-420.00	376,093.80
05/02/2023	Expense		AT&T		-94.65	375,999.15
05/05/2023	Deposit				7,770.00	383,769.15
05/05/2023	Transfer				-200,000.00	183,769.15
05/05/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 04/16/2023-04/30/2023	-2,530.01	181,239.14
05/05/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 04/16/2023-04/30/2023	-1,213.41	180,025.73
05/08/2023	Expense		Verizon Wireless		-107.97	179,917.76
05/10/2023	Tax Payment		IRS	Tax Payment for Period: 05/03/2023-05/05/2023	-935.90	178,981.86
05/10/2023	Tax Payment		CA EDD	Tax Payment for Period: 05/03/2023-05/05/2023	-169.89	178,811.97
05/10/2023	Expense	ach	State Compensation Insurance Fund		-703.50	178,108.47
05/15/2023	Check	2765	Labor Issues Solutions, LLC (Kevin Da	INV#2023-04 SCCIA	-2,650.00	175,458.47
05/15/2023	Check	2763	Jenna Hanson	Inv: March + April 2023, Reimbursement.	-4,414.35	171,044.12
05/15/2023	Check	2764	Allied Universal Security Services	Inv#14182982	-2,494.00	168,550.12
05/19/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 05/01/2023-05/15/2023	-2,530.00	166,020.12
05/19/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 05/01/2023-05/15/2023	-1,476.68	164,543.44
05/24/2023	Tax Payment		IRS	Tax Payment for Period: 05/17/2023-05/19/2023	-1,028.83	163,514.61
05/24/2023	Tax Payment		CA EDD	Tax Payment for Period: 05/17/2023-05/19/2023	-192.10	163,322.51
05/25/2023	Check	2769	Smith & Enright Landscaping Inc	Inv# 40709 May Landscape	-8,020.00	155,302.51
05/25/2023	Check	2766	Allied Universal Security Services	Inv#14139220,14163682	-6,636.80	148,665.71
05/25/2023	Check	2768	Monterey Signs	Voided - Inv#22854	0.00	148,665.71
05/25/2023	Check	2767	Salinas Valley Chamber of Commerce	Inv#15997	-450.00	148,215.71
05/25/2023	Check	2770	Steinbruner Hill CPAs	Inv#7996, 8117	-2,727.00	145,488.71
05/30/2023	Expense		AT&T		-94.65	145,394.06
05/31/2023	Check	2773	Allied Universal Security Services	Inv#14303152	-2,494.00	142,900.06
05/31/2023	Check	2772	Monterey Signs	Inv#22854	-1,995.00	140,905.06
06/01/2023	Check	2771	Gaylon Haney	June '23 Rent	-420.00	140,485.06

Salinas City Center Improvement Association
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Date	Transaction Type	Num	Name	Memo/Description	Amount	Balance
06/05/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 05/16/2023-05/31/2023	-2,530.00	137,955.06
06/05/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 05/16/2023-05/31/2023	-1,440.01	136,515.05
06/06/2023	Expense		Verizon Wireless		-107.97	136,407.08
06/09/2023	Tax Payment		IRS	Tax Payment for Period: 06/03/2023-06/06/2023	-1,015.85	135,391.23
06/09/2023	Tax Payment		CA EDD	Tax Payment for Period: 06/03/2023-06/06/2023	-190.61	135,200.62
06/16/2023	Check	2774	Allied Universal Security Services	Inv#14336380,Inv#14367680	-4,107.20	131,093.42
06/16/2023	Check	2775	Labor Issues Solutions, LLC (Kevin Da	INV#2023-05 SCCIA	-2,650.00	128,443.42
06/16/2023	Check	2776	Laura Harris Consulting	Inv #Salin C20230605	-1,000.00	127,443.42
06/20/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 06/01/2023-06/15/2023	-1,322.57	126,120.85
06/20/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 06/01/2023-06/15/2023	-2,530.00	123,590.85
06/22/2023	Expense		Comerica Credit Card		-817.34	122,773.51
06/23/2023	Tax Payment		CA EDD	Tax Payment for Period: 06/17/2023-06/20/2023	-185.91	122,587.60
06/23/2023	Tax Payment		IRS	Tax Payment for Period: 06/17/2023-06/20/2023	-974.36	121,613.24
06/27/2023	Check	2778	City of Salinas	Permit #REV23-0150	-154.61	121,458.63
06/27/2023	Check	2779	The Christmas Light Pros	Invoice Date 06.13.23	-2,400.00	119,058.63
06/27/2023	Check	2780	Monterey Signs	Inv#22650	-1,677.81	117,380.82
06/27/2023	Check	2781	Smith & Enright Landscaping Inc	Inv# 40990 June Landscape	-8,134.30	109,246.52
06/27/2023	Check	2777	Allied Universal Security Services	Inv#14394816,14409373	-4,243.20	105,003.32
06/30/2023	Expense		AT&T		-94.65	104,908.67
07/01/2023	Check	2782	Sharon Haney	July '23 Rent	-420.00	104,488.67
07/05/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 06/16/2023-06/30/2023	-1,381.29	103,107.38
07/05/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 06/16/2023-06/30/2023	-2,530.00	100,577.38
07/06/2023	Expense		Verizon Wireless		-107.97	100,469.41
07/11/2023	Expense	ACH	State Compensation Insurance Fund	Workers comp Inv#1001619369	-390.11	100,079.30
07/11/2023	Journal Entry	SH_071123		Assessments transferred from City of Salinas	115,004.33	215,083.63
07/11/2023	Check	2783	Artists Inc	Inv #1 2022	-500.00	214,583.63
07/11/2023	Check	2786	Steinbruner Hill CPAs	Inv#8257	-1,100.00	213,483.63
07/11/2023	Check	2785	Labor Issues Solutions, LLC (Kevin Da	INV#2023-06 SCCIA	-2,650.00	210,833.63
07/11/2023	Check	2784	Allied Universal Security Services	Inv#14466683,14432678	-4,112.40	206,721.23
07/12/2023	Tax Payment		IRS	Tax Payment for Period: 07/05/2023-07/07/2023	-995.11	205,726.12
07/12/2023	Tax Payment		CA EDD	Tax Payment for Period: 07/05/2023-07/07/2023	-188.26	205,537.86
07/20/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 07/01/2023-07/15/2023	-1,277.40	204,260.46
07/20/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 07/01/2023-07/15/2023	-2,530.01	201,730.45
07/24/2023	Expense		Comerica Credit Card		-433.52	201,296.93
07/26/2023	Tax Payment		CA EDD	Tax Payment for Period: 07/19/2023-07/21/2023	-184.14	201,112.79
07/26/2023	Tax Payment		IRS	Tax Payment for Period: 07/19/2023-07/21/2023	-959.92	200,152.87
07/27/2023	Check	2787	Steinbruner Hill CPAs	Inv#8303	-1,100.00	199,052.87
07/27/2023	Check	2789	Allied Universal Security Services	Inv#14501202	-2,176.00	196,876.87
07/27/2023	Check	2788	Ottone & Leach LLP	Inv#51616	-2,486.25	194,390.62
07/27/2023	Check	2790	Kap-Stone, Inc.	Inv#6613	-4,500.00	189,890.62
07/27/2023	Check	2791	Smith & Enright Landscaping Inc	Inv# 40359,41236	-9,795.00	180,095.62
07/31/2023	Expense		AT&T		-132.10	179,963.52
08/01/2023	Check	2792	Sharon Haney	August '23 Rent	-420.00	179,543.52
08/01/2023	Check	2732	Sharon Haney	July '23 Rent	-420.00	179,123.52
08/04/2023	Payroll Check	DD	Gregor Hamer	Pay Period: 07/16/2023-07/31/2023	-2,529.99	176,593.53
08/04/2023	Payroll Check	DD	Kevin A. Hayes	Pay Period: 07/16/2023-07/31/2023	-1,439.99	175,153.54
Total for 1000 Checking - Operating Acct					-\$ 105,874.34	\$ 175,153.54

Salinas City Center Improvement Association
Comerica Bank Account
November 30, 2022 - August 7, 2023

Date	Transaction Type	Num	Name	Memo/Description	Amount	Balance
1050 Checking - Grants						
Beginning Balance						7,866.73
12/15/2022	Deposit			Arts Council for Monterey County	5,000.00	12,866.73
12/15/2022	Deposit			Monterey Foundation	70,000.00	82,866.73
12/16/2022	Check	202	The Christmas Light Pros		-27,800.00	55,066.73
03/01/2023	Expense			bank service charges	-30.25	55,036.48
03/28/2023	Deposit			Harden Foundation	25,000.00	80,036.48
03/28/2023	Deposit			California Arts Council	36,000.00	116,036.48
05/31/2023	Check	1005	Monterey Signs	Inv#54727	-11,282.66	104,753.82
05/31/2023	Check	1008	Jose G Ortiz	Inv #0000024	-10,000.00	94,753.82
05/31/2023	Check	1007	The Christmas Light Pros	Invoice Date 05.15.23	-2,400.00	92,353.82
05/31/2023	Check	1006	Monterey Signs	Inv#55000	-1,995.00	90,358.82
7/11/2023	Deposit			Homer Hayward Foundation	35,000.00	125,358.82
Total for 1050 Checking - Grants					\$ 117,492.09	\$ 125,358.82

SHEET NOTES:

- SEE SHEET 2 FOR GENERAL NOTES AND LEGEND.
- CONTRACTOR SHALL INSTALL CURB MARKINGS AS SHOWN ON PLAN. CONFLICTING CURB MARKINGS SHALL BE PAINTED GRAY.

STRIPING

4" WHITE LINE	= 651 LF
4" BLUE LINE	= 96 LF
8" WHITE LINE	= 26 LF
DETAIL 22	= 1861 LF
DETAIL 27B	= 80 LF
DETAIL 32	= 94 LF
DETAIL 38	= 147 LF
DETAIL 39	= 2886 LF
DETAIL 39A	= 1357 LF
PAVEMENT MARKINGS	= 4,042 SF
SLURRY SEAL	= 100,630 SF

QUANTITIES

SIGNING

PP	PROTECT IN PLACE	= 1
SP	INSTALL SIGN AND POST	= 7
IS	INSTALL SIGN ON EXISTING POLE/POST	= 6
RP	REPLACE SIGN ON EXISTING POLE/POST	= 6
RS	REMOVE EXISTING SIGN	= 8

QUANTITIES



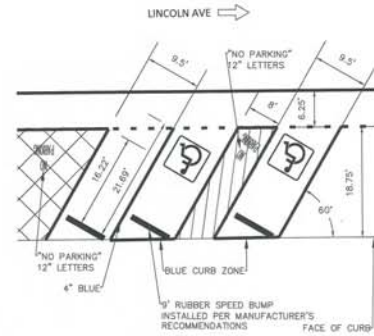
BACK-IN PARKING SIGN (18"x24") MOUNTED ON TOP FACING NEAR-SIDE TRAFFIC



BACK-IN PARKING SIGN (12"x18") RED TEXT & ARROW ON WHITE LEGEND MOUNTED ON BOTTOM FACING FAR-SIDE TRAFFIC

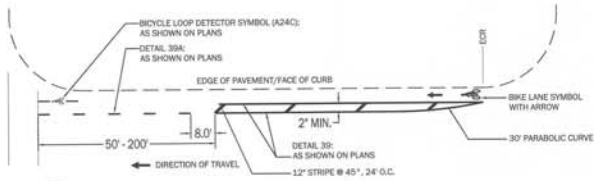
BACK-IN SIGN ASSEMBLY DETAIL

NTS

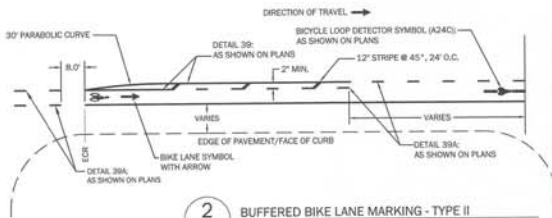


BACK-IN STALL DETAIL

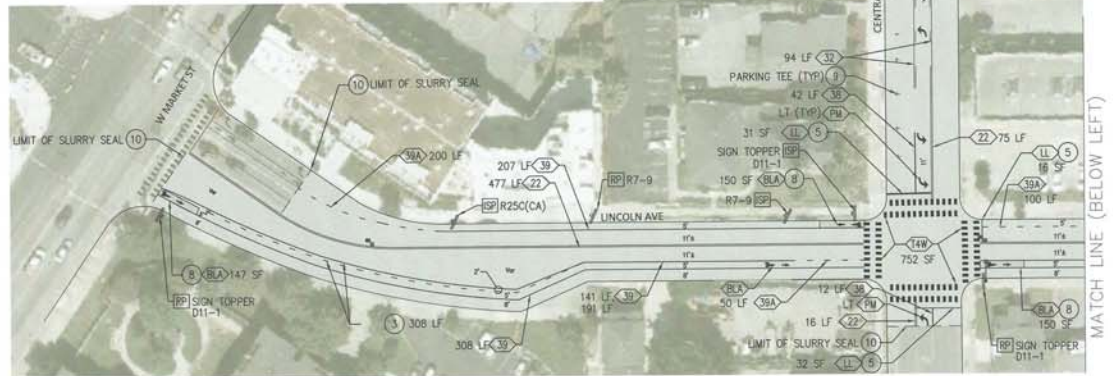
NTS



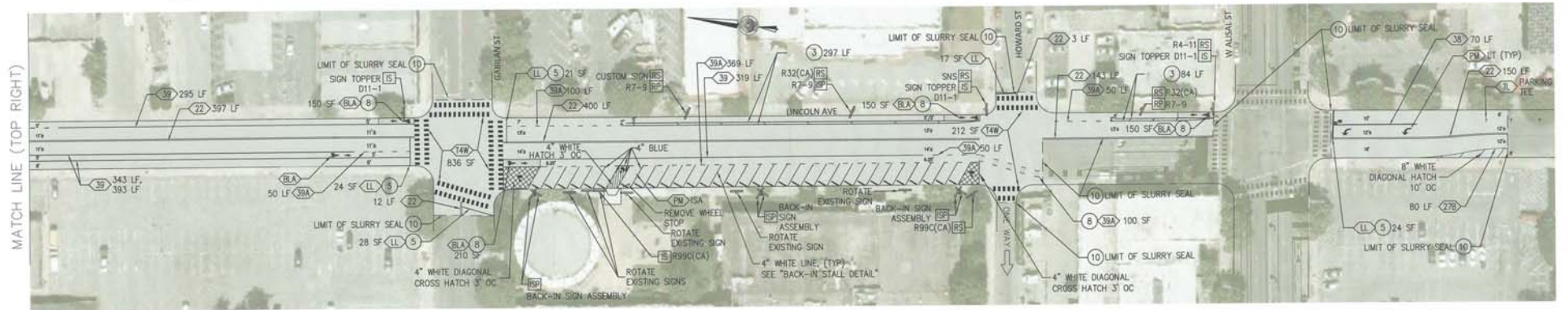
1 BUFFERED BIKE LANE MARKING - TYPE I NOT TO SCALE



2 BUFFERED BIKE LANE MARKING - TYPE II



MATCH LINE (BELOW LEFT)



MATCH LINE (TOP RIGHT)



CITY OF SALINAS
PUBLIC WORKS DEPARTMENT

DESIGNED BY:
ANDREW EASTERLING
CHECKED BY:
GERARDO RODRIGUEZ
CITY ENGINEER
JAMIE TUOGLI
PROJECT MANAGER
JOSE LANTANA

APPROVED FOR CONSTRUCTION:
DATE: 2/23/23
ADRIANA ROBLES, P.E.
CITY ENGINEER



REVIEWED BY:
DATE: 2/14/25
ANDREW EASTERLING, P.E., T.E.
TRAFFIC ENGINEER



DATE	REVISION	APP.	PROJECT	SHEET NO.
			2022-23 SLURRY SEAL	9090
			DISTRICT 3 - LOC No. 7	8248
				12
				19

August
2023

[illegible]

2023

September

2023

[illegible]

Salinas City Center Improvement Association Community Survey

Aug 1, 2023





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What would you buy in Salinas City Center or what would you buy if the right store was available to

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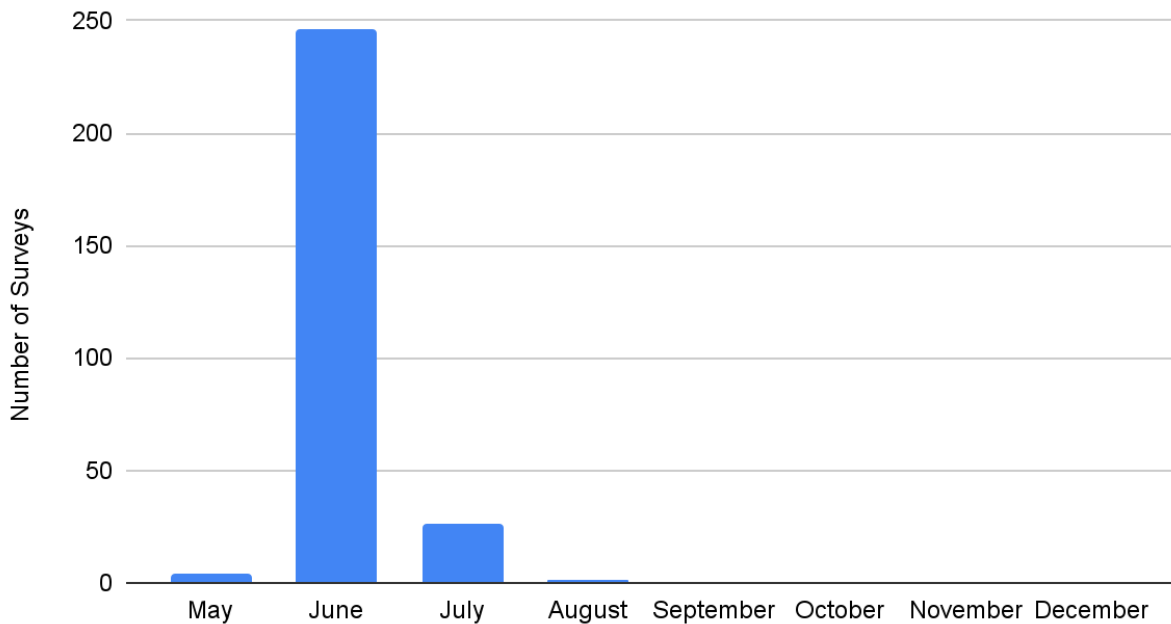
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Summary

The Salinas City Center Improvement Association developed and published a Community Survey to determine the general feelings of the public in and around the downtown core. Questions ranged from specific reasons why people were downtown, general feelings towards developments and events in the downtown core, and finally voluntary demographic information. The initial survey dates range from June 2023 to December 2023.

Completed Surveys



Total responses to date are listed in the table below. Surveys were posted at various businesses throughout the Salinas City Center. Surveys were also posted on Facebook, Twitter, and emailed to mailing lists.

Total Responses
277

The survey used questions from several sources including the Salinas Downtown Vibrancy Plan Survey initiated by the City of Salinas in December 2013 through April 2014. The intent of repeating the same

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questions from this survey was to seek clarity on how the general sentiment of the population has changed.

Where appropriate this document will highlight these questions and how the results changed over time.

The survey was separated into 3 general sections; What brings you to Salinas City Center, What do you think of Salinas City Center, and Demographic Information of the respondent.

Why are you in Salinas City Center?

Which of the following applies to you?

The table below shows that the majority of respondents live in Salinas. We are catering to a local population that is not affected by tourism as much as the Monterey Peninsula. Compared to the Salinas Downtown Vibrancy Plan Survey Results more visitors in Salinas City Center live in Salinas than in 2014. Perhaps this is due to “downtown” being nicer and cleaner, or Salinas residents simply wanting to stay closer to home instead of driving to the peninsula for dining and entertainment due to higher costs of living. This may be explored in further surveys.

Another interesting note is that the ratio of “I work in Salinas City Center/I work in Downtown” has changed from 2014 to 2023. In 2014 more survey respondents worked in Salinas City Center than in 2023. This leads to the conclusion that more people are visiting downtown rather than working there.

Survey 2023

Responses	276	%
Live in Salinas	224	81%
Own Property in Salinas	109	39%
Live in or near Salinas City Center	81	29%
Work in Salinas City Center	81	29%
Hartnell College Student/Staff	4	1%
Seasonal Worker	0	0%
Other	16	6%

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Survey 2014

1. Which best describes where you live?

- In Downtown Salinas 8.2%
- In Salinas 49.2%
- In Monterey County 37.3%
- Other 5.3%

3. Which best applies to you?

- I work in downtown 53.9%
- I own/operate a business downtown 4.2%
- I own property in downtown 2.1%
- I am a student 0.4%
- My company plans to relocate downtown 1.0%
- None of the above 38.4%

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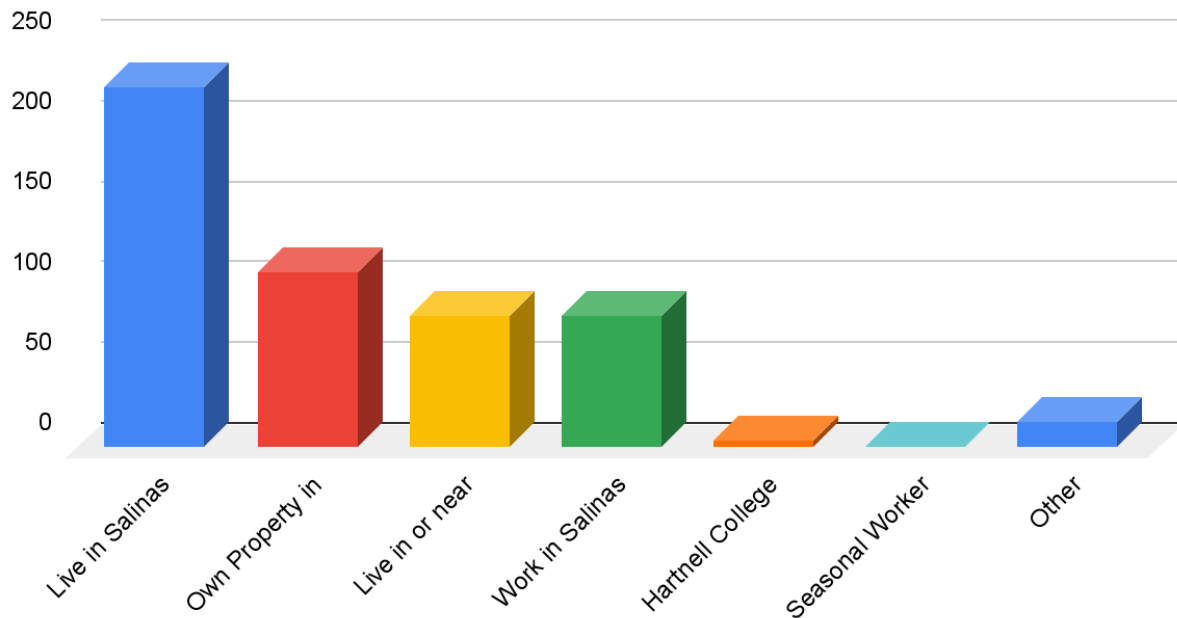
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Graph 2023

Which of the following applies to you?



Other

The question was a multiple choice with an “Other” option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

Which of the following applies to you?
I walk Oldtown at least three times a week.
Frequent visitor
Former oldtown business owner
Also work near Oldtown
Grew up in Salians and still shop
Grew up in Salinas
Lives in Salinas
Grew up in Salinas

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Family lives and works here
I live in Prunedale
work near salinas city center
Grew up here live in nearby city work at Roosevelt School
Community Service Volunteer
Business owner city center
Tourist from Carmel
Visiting

What brings you to Salinas City Center?

The previous graphs and tables illustrate that more visitors than workers are coming to Salinas City Center. The next question answers WHY they are coming downtown. The 2023 survey clearly shows that at this time Salinas City Center is a destination for diners! They are pairing it with Entertainment and Breweries/Bars to extend their stay in downtown. Shopping and Jobs are the other strong draws.

Survey 2023

Responses	276	%
Entertainment	98	36%
Job	81	29%
Shopping	81	29%
Breweries/Bars	90	33%
Dining	205	74%
Government Centers	18	7%
Banking/Professional Services	40	14%
Other	27	10%

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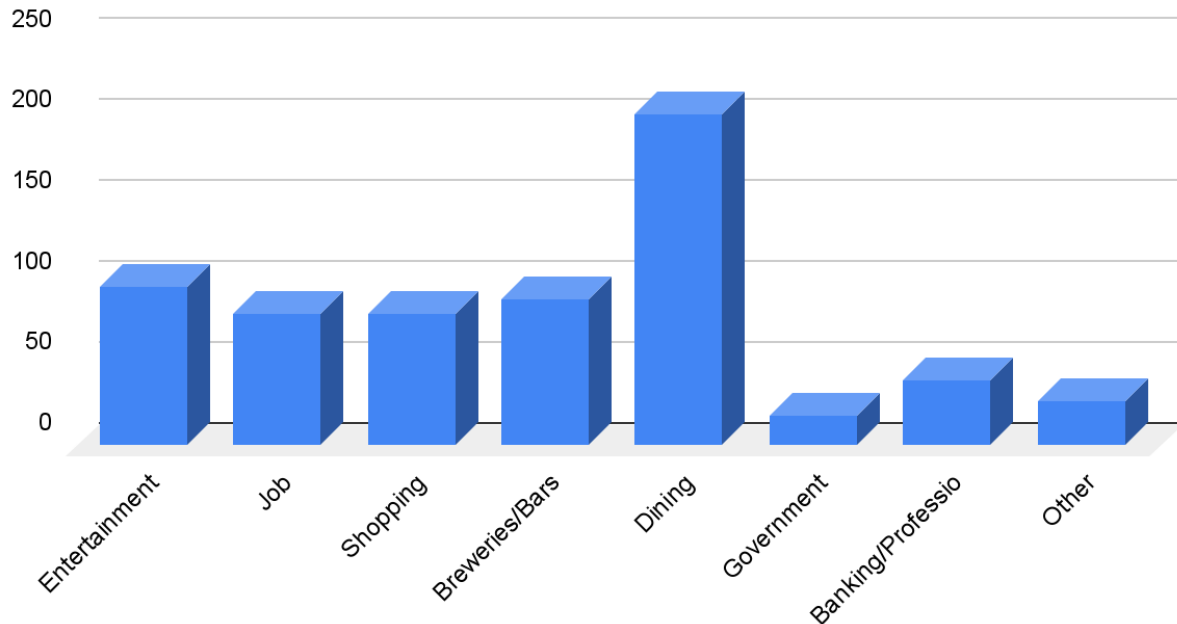
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Graph 2023

What brings you to Salinas City Center?



Other

The question was a multiple choice with an “Other” option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

What brings you to Salinas City Center?
The parking is so very limited I don't stop and shop or dine I simply pass through.
Coffee and books
Coffee shops
Farmer's market
i live in salinas
Co-Op Art Gallery
Free Family events
Utilizing other businesses

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Work
Aqua blue
coffee
Alliance on aging
Cafes
Farmers Market
Farmers Market
Day spa clothing alterations
Browsing
Library
Dance Class
Community Service Volunteer
Community service volunteer
Steinbeck Center
Events like the farmers market
Beautiful old buildings
handicap accessible
Farmers market
Family

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Which best describes how often you visit Salinas City Center for each purpose?

How often visitors come is a direct copy of the 2014 survey. We wanted to determine how much has changed in 9 years. One piece of feedback that has been received is that we add “job” as a category as many respondents may well work in Salinas City Center every day. Job/Work is an added category, but due to the addition 1 month after the survey started, there is a lack of answers. The answer rate is also very high as noted by the % (percentage) symbol in the table.

Survey 2023

Which best describes how often you visit Salinas City Center for each purpose?	Responses	Daily	Weekly	Monthly	Few times a Year	Almost Never	%
Restaurants or Bars	271	22	101	107	32	9	98%
Theaters Concerts or Museum	242	2	22	77	101	40	87%
Business Appointments	228	32	33	37	58	68	82%
Professional Services or Medical	218	10	20	30	61	97	79%
Civic or Religious	201	2	12	21	48	118	73%
School	199	9	5	10	28	147	72%
Events	238	1	31	55	116	35	86%
WorkJob	10	2	1	1	1	5	4%

Which best describes how often you visit Salinas City Center for each purpose?	Responses	Daily	Weekly	Monthly	Few times a Year	Almost Never	%
Restaurants or Bars	271	8%	37%	39%	12%	3%	98%
Theaters Concerts or Museum	242	1%	9%	32%	42%	17%	87%
Business Appointments	228	14%	14%	16%	25%	30%	82%
Professional Services or Medical	218	5%	9%	14%	28%	44%	79%
Civic or Religious	201	1%	6%	10%	24%	59%	73%
School	199	5%	3%	5%	14%	74%	72%

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Events	238	0%	13%	23%	49%	15%	86%
WorkJob	10	0%	0%	0%	0%	0%	4%

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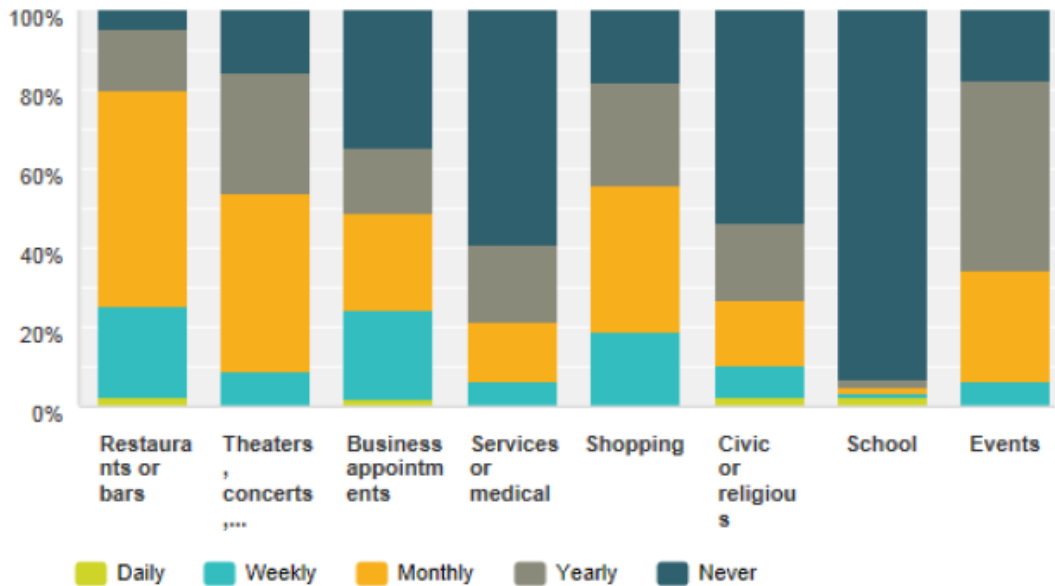
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Survey 2014

8. Which best describes how often you visit downtown Salinas for each purpose? (Responses from 212 shoppers and visitors)



	Daily	Weekly	Monthly	Yearly	Never	Total
Restaurants or bars	2.43% 5	23.30% 48	54.37% 112	15.53% 32	4.37% 9	206
Theaters, concerts, museums	0.51% 1	8.72% 17	44.62% 87	30.77% 60	15.38% 30	195
Business appointments	2.15% 4	22.58% 42	24.19% 45	16.67% 31	34.41% 64	186
Services or medical	0.00% 0	6.51% 11	14.79% 25	19.53% 33	59.17% 100	169
Shopping	0.53% 1	18.42% 35	36.84% 70	26.32% 50	17.89% 34	190
Civic or religious	2.29% 4	8.00% 14	16.57% 29	19.43% 34	53.71% 94	175
School	2.38% 4	1.19% 2	1.19% 2	2.38% 4	92.86% 156	168
Events	0.53% 1	5.82% 11	28.04% 53	48.15% 91	17.46% 33	189

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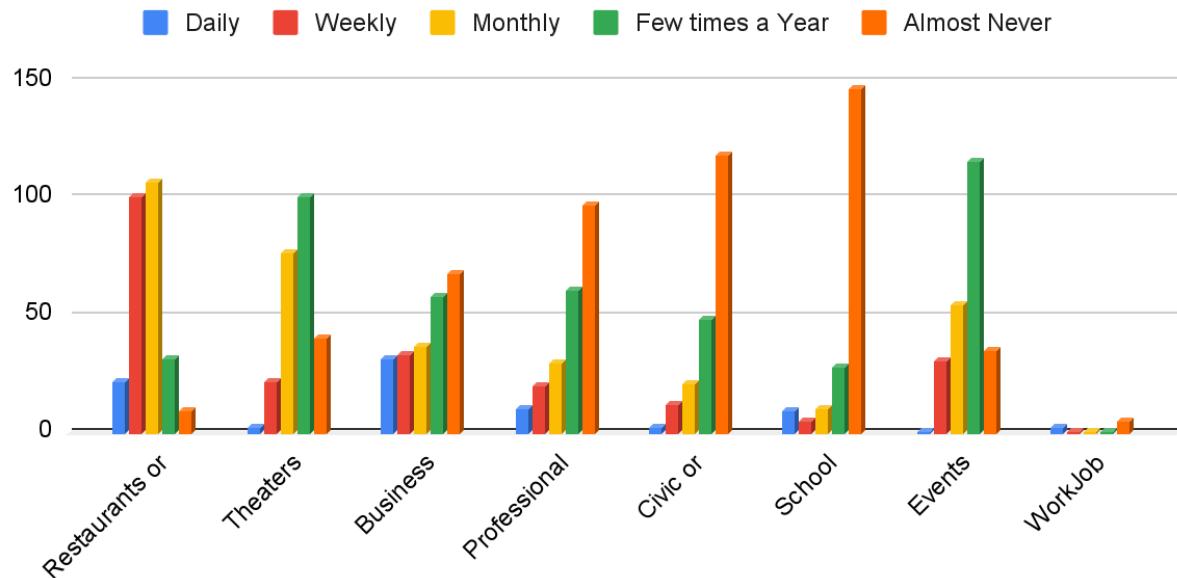
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Graph 2023

Which best describes how often you visit Salinas City Center for each purpose?



How do you get here?

Transportation methods to get to Salinas City Center have remained fairly similar compared to 2014. There are some minor changes, but not drastic enough to show real change.

Survey 2023

How do you get here?	Responses	Always	Mostly	Sometimes	Never
Drive a car	271	62.73%	24.72%	11.07%	1.48%
Passenger in a car	181	4.97%	24.31%	55.80%	14.92%
Bike	163	1.23%	4.91%	14.72%	79.14%
Walk	187	6.42%	10.70%	38.50%	44.39%
Bus or Train	161	0.62%	7.45%	4.35%	87.58%
Taxi Uber Lyft	165	0.61%	6.67%	18.79%	73.94%

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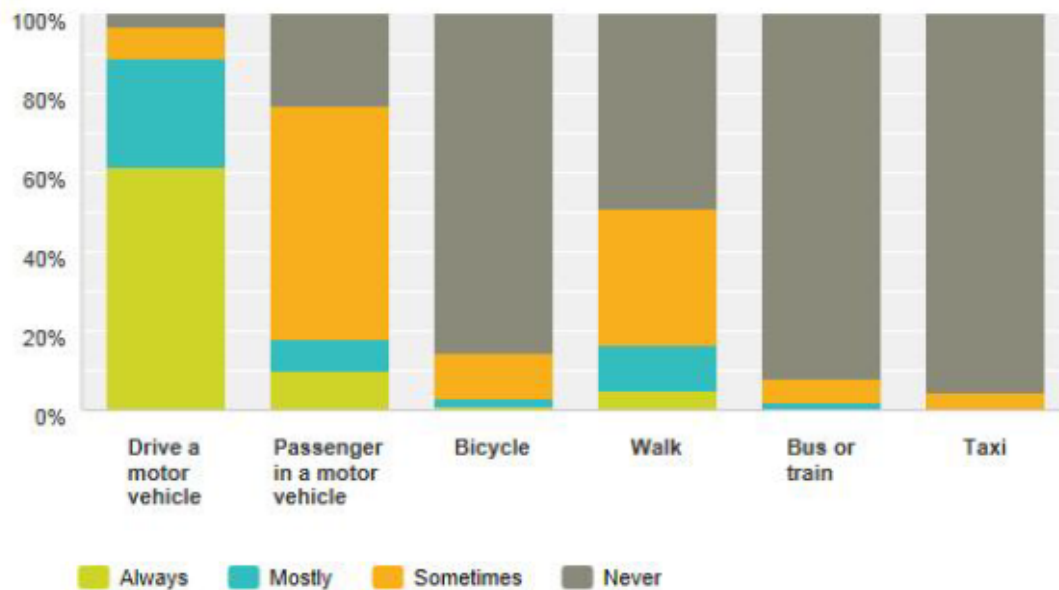
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Survey 2014

13. How do you travel to and from downtown Salinas?



	Always	Mostly	Sometimes	Never	Total
Drive a motor vehicle	61.46% 303	27.59% 136	8.11% 40	2.84% 14	493
Passenger in a motor vehicle	10.06% 34	7.69% 26	59.47% 201	22.78% 77	338
Bicycle	1.00% 3	2.00% 6	11.33% 34	85.67% 257	300
Walk	4.76% 16	11.61% 39	34.82% 117	48.81% 164	336
Bus or train	0.34% 1	1.69% 5	5.76% 17	92.20% 272	295
Taxi	0.34% 1	0.34% 1	3.75% 11	95.56% 280	293

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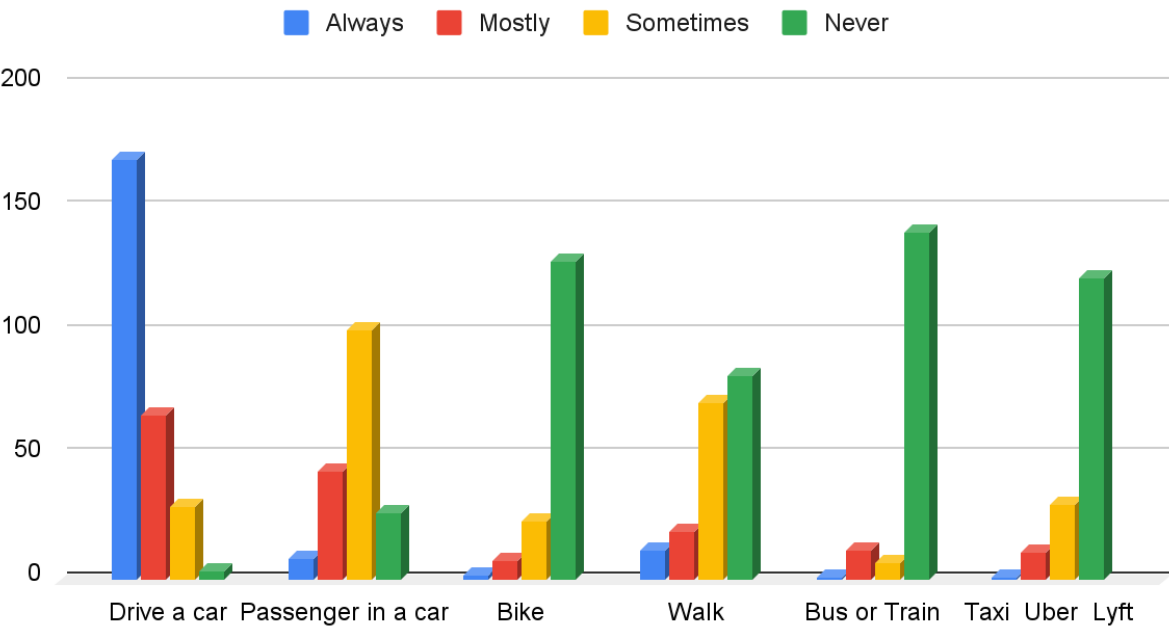
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Graph 2023

How did you get here?



If you drive, how do you park?

In 10 years the parking dynamic seems to have shifted from private employers/employees parking in private lots to the majority of visitors trying to find free parking. The numbers may be skewed because in 2014 these questions were just asked of employers/employees rather than the public at large in 2023. In 2023 there is no delineation between the visitors and employers/employees.

We do still find a large ground attempting to find parking off main street, and then most likely moving their cars to avoid ticketing. If you want to see more statistics on parking utilization, please see the SCCIA Parking Statistics study. Ultimately a more robust parking management program needs to be implemented to coordinate parking.

Survey 2023

Responses	275	%
I park in a private lot	32	11.64%

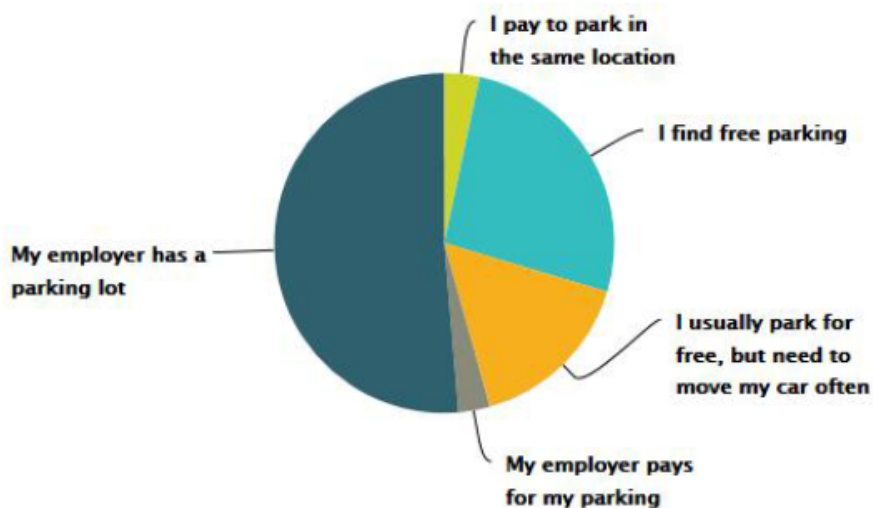
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I pay to park in the same location	25	9.09%
I park for free, but I have to move my car often	29	10.55%
I find free parking off Main Street	119	43.27%
My boss pays for my parking	12	4.36%
I usually find parking on Main St.	50	18.18%
Not Applicable	6	2.18%

Survey 2014

5. What best describes your parking habits? (responses from 300 downtown workers)



Answer Choices	Responses	
▼ I pay to park in the same location	3.33%	10
▼ I find free parking	26.33%	79
▼ I usually park for free, but need to move my car often	16.00%	48
▼ My employer pays for my parking	3.00%	9
▼ My employer has a parking lot	51.33%	154
Total		300

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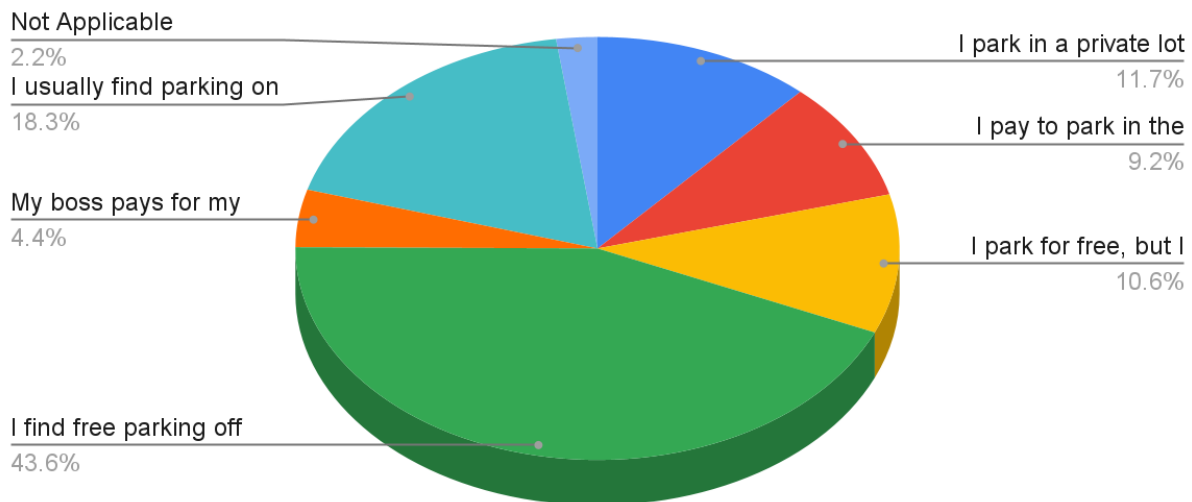
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Graph 2023

If you drive, how do you park?



Do you feel comfortable when traveling in the Salinas City Center?

As surveyed, Salinas City Center feels noticeably safer than in 2014. Almost unilaterally, the Yes responses are somewhat higher than before. The most noticeable change is in the No category. The level of discomfort has dropped significantly for most visitors. A safer downtown makes a sticky downtown. As long as visitors feel good, they will continue to come downtown.

Survey 2023

Do you feel comfortable when traveling in the Salinas City Center?	Responses	Yes	No	Not Applicable
Crossing a busy street	271	80.44%	18.08%	1.48%
Walking along the sidewalk	272	86.76%	12.13%	1.10%
Walking from the parking lot to shops or restaurants	265	75.85%	22.64%	1.51%
Riding a bicycle	257	17.12%	21.40%	61.48%
Walking to the bus station	254	16.93%	22.44%	60.63%

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Driving a vehicle	270	88.89%	9.26%	1.85%
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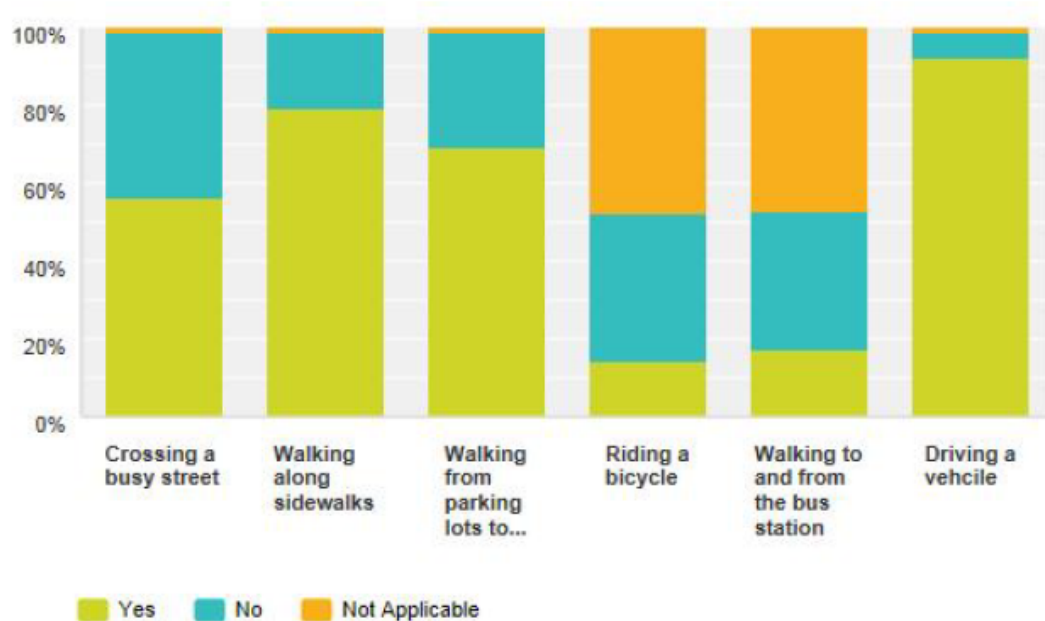
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Survey 2014

16. Do you feel comfortable when traveling in downtown Salinas?



	Yes	No	Not Applicable	Total
Crossing a busy street	56.57% 297	42.67% 224	0.76% 4	525
Walking along sidewalks	79.39% 416	19.85% 104	0.76% 4	524
Walking from parking lots to shops	69.63% 360	29.21% 151	1.16% 6	517
Riding a bicycle	14.59% 75	37.74% 194	47.67% 245	514
Walking to and from the bus station	17.74% 91	35.48% 182	46.78% 240	513
Driving a vehicle	92.41% 475	6.42% 33	1.17% 6	514

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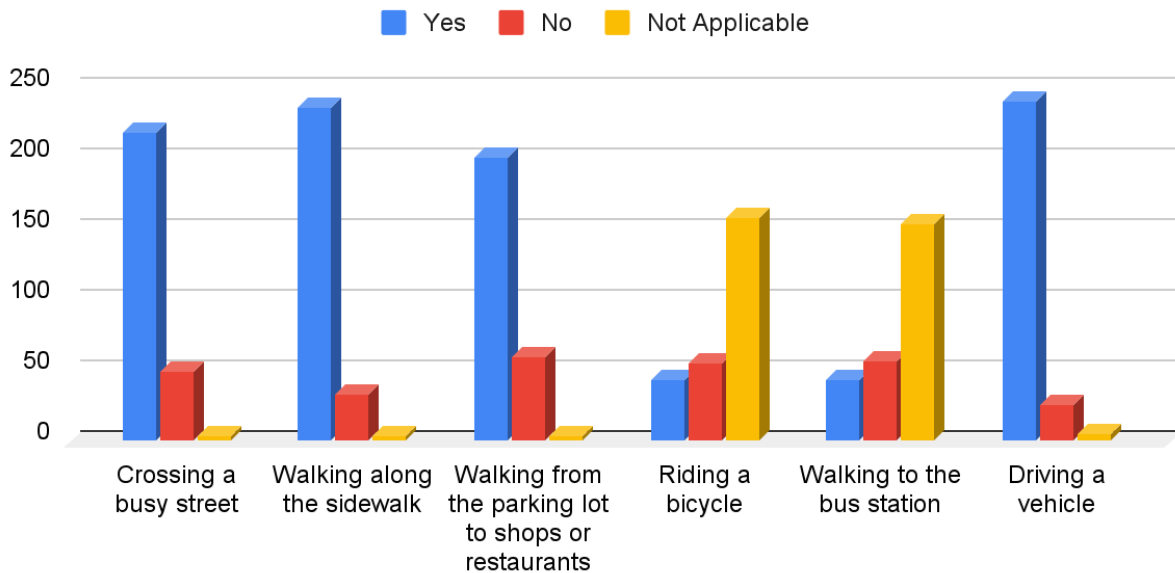
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Graph 2023

Do you feel comfortable when traveling in the Salinas City Center?



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What do you think of Salinas City Center?

What is the greatest strength of Salinas City Center or most valuable resource?

The question was a “freeform” option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

What is the greatest strength of Salinas City Center or most valuable resource?
Space to grow and expand
Improving buildings and foot traffic
New businesses constantly opening up.
Support from key businesses to ensure economic development
Starbucks
Feeling of community
The weather. Windy and chilly all year round.
Salinas sign
the diversity of storefronts in old town
The presence of Taylor Farms and the efforts of Bruce Taylor.
Local Businesses coming together for the good of all
Walkable downtown.
Growing retail and community feeling.
Availability of banks
It has a lot to offer and has grown over the last few years
Architecture
A few of the locally owned businesses however they never stay in the town Center
Entertainment.
The small local businesses
Csumb space is huge, but not being utilized by the university like it was under enids management.
History and location
Someone is now paying attention to what is going on and making changes

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My family and I believe you cater only to night-life. There are zero business we frequent.
Surveys like this one, showing people you listen and take action
Steve Ish - the man deserves an award for the connections and effort he has put into leading a revival in this community. 🙌 secondly, the local community is our greatest resources - they WANT to see businesses succeed - the city however is not supportive to small business.
Clean
Steinbeck Center
Its people.
It's HISTORY!! From it's founding, through it's rich period of grown and culture, to the days of Steinbeck, to the proud glory of it's agricultural boom in the mid 20th century and into the 1980s..... And I am NOT talking about that same old, tired, overly-repeated "abused abused Mexican migrant farmworkers, Cesar Chavez" narrative that makes it seem like only Mexicans have ever lived here. For those of us who have lived here all our lives, we are tired of that. It's been way too much and for too long. It's this false and exaggerated narrative and makes people think they have license to shit on our city, literally and figuratively.
sone if the retail stores, new restaurants and housing opportunities, and banks.
Community of small independent business owners
The growth coming forward but put a focus on the future and center it on family and children.
Visual Character
The Salinas City Center's greatest strengths are it's Leaders & Merchants.
Sense of community
Main Street
Beautiful Quaint Oldtown
People
Restraunts
Opportunities
that it is on the right path to providing a mix of business, social/leisure, retail and housing
It has become a place where people can walk, eat, hang out, and have a good time
Walkability.
People
It's got history.
Cinemas for me. Would like more free parking
Unique density of business locations.

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Restaurants
History and location
Bars/restaurants/night life and Saturday farmer's market
Long time businesses still able to thrive
Did a good job with renovations, looks great at night. Need retail stores to draw more people. Night time farmers market like San Luis Obispo.
Gourley Construction remodeling buildings beautifully!
Charm
Sense of place
Im not going to lie and say convenience. Its a cultural and historic significance. My great grandfather owned a store at 17 Gabilan.
Location
Good restaurants
I enjoy the landscape and flowers.
A clean enjoyable place for people to gather and spend time
Dining and theater
It's pretty and attractive in the front but scary in the back
Small town feel
Na
Lots of food and brew options
Maya cinemas
The people
Gathering community
Location
The people and small business owners.
Food
Old buildings
Lots of nightlife
The annual Veteran's Parade
Maya Cinema and the improved look of City Center
Architecture

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MAYA & FOX
Nothing
Keeping it a clean, safe place to visit
Having Maya Cinema provides some entertainment.
Restaurant options
The Sign
There isnt really a strength with the city, its needs ALOT of improvement
The long term businesses. I am sure the new parking and steer traffic in both directions has greatly impacted businesses. Especially restaurants. A couple times is has taken me literally 15 minutes just to get through the first half of old town. It is worse now than it ever has been with the new design.
Family owned businesses
The history and architecture.
Walk ability
The beauty of the architecture. Stand back and look at the buildings. They're very pretty. The clean up is going really well.
New business
Don't have to drive to North Salinas
Small businesses, but the city bows down to Taylor, so that will never change!
My husband says "valley bikes" and furrries.
The diver's variety in down town.
Good restaurants and a good outdoor area for events
Some great restaurants, coffee shops, and bars AND (I believe) they are independent businesses, so I feel like my money is helping people in our own community.
Community
My job is there, burrito king is the best Mexican food
Local businesses! I really appreciate being able to support my community when I can.
Sense of community
Variety of restaurant and outdoor seating
Location/current tenants who are vested in the community.
it's community
Alliance on aging

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Not sure
Bruce Taylor
Lots of places to eat.
Taylor Farms because it looks like they are willing to FINALLY contribute. As Herb Caen said in the SF Chronicle : the only culture is agriculture . Salinas was once the one of the 10 wealthiest cities in the country. 3 major hotels were downtown- what the hell happened? Ag companies kept the money rather than reinvest in downtown. You know how much money is in Salinas? Just count the banks along Main Street. And while you are at it fix up that ugly behemoth of a building - compass church Looks like a prison.
bars
The reviving of the one and two-hundred blocks, soon to be 300 block. Housing addition.
Vision of Bruce Taylor :)
The diversity of the restaurants and shops
The people who work in the SCC restaurants/retails.
Community
Salinas Rodeo
International recognition for Steinbeck, Produce, and Old Town Charm
Farmers Market
The people who work and live there.
Home town atmosphere mixed with family standards working with new regentrification of the area.
The updated look and adding more variety of restaurants/bars
Environmental sustainability
Cultural character
Environmental sustainability
Environmental sustainability
Recreational opportunity
Historical preservation
Exterior of downtown Salinas
Cultural Heritage
Historic buildings, first 3 blocks, great restaurants, Salinas sign

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It is a business center, so Monday-Friday there is a convergence of people arriving in Salinas Center creating an active downtown.

I am not sure

No answer.

Safe, beautiful, boutique shopping

offers opportunity for family dining and entertainment

The family friendly community atmosphere created in the last year with the Farmer's Market

Farmers market

it is becoming a vibrant business district

Steinbeck Center/Taylor's revitalization

The attractiveness of Main St

When bad drivers aren't running red lights or nearly taking out pedestrians, it is very walkable and there are some great places to eat, see a show, and meet up with friends.

Maya Cinema

Great old architecture

Farmers market

That it has become a charming place to eat and shop. The atmosphere overall is very good.

Small Business

I would say the restaurants because I'm always able to get some food around here

Near Amtrak, MST

Place one can turn to for questions and answers.

It's business owners

The sanitation department/ Kevin.. He works to keep the streets/ sidewalks nice and clean.

Architectural identity

I like that Salinas City Center doesn't have a lot of chain restaurants/businesses. I like the community.

I would say Kevin I see him making sure it's clean picked up he really works hard to make it clean

Local artists

good places to eat

Revitalizing Oldtown

There definitely is a community in Salinas who wants to see it thrive. When I compare it to years ago like

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2014-2018 down town was looking awful! But not it's really come alive again which I'm grateful for. I now just go to downtown just to go vs before I hated going to downtown.
Anchor of Salinas.
Its sense of community and cross-cultural appeal.
Location near transit
The more recent rise of cultural bars/dining representing, welcoming, and inviting all Latinos.
Historic buildings
Mexican food options
Small businesses supporting each other
Taylor Farms
good people
Walkability
Location!
Old town
History
Its history, events
The Salinas center feels safe and walkable.
The use of "old town" feeling.
Historical area
Night life

Share a favorite experience in Salinas City Center.

The question was a "freeform" option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

Share a favorite experience in Salinas City Center.

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Parade of lights
Kiddie Kapers Parade and the Festival of Lights Parade
Salinas Valley Food and Wine Festival, love the live music on the streets
Meeting friends for dinner then going to the movies
Farmers market
Fox Theatre
New year's eve
Kerries shop on Main st
Getting my dog groomed while I work at the office.
I love taking walks in Oldtown, especially to the farmers market
Meeting new people
PAL car show
Revitalization and construction of arch.
Lunch
The Saturday Farmers Market... And the bars/breweries
SVFW
I used to walk around Salinas City Center every day when I was in high school. I used to love going to Rolicks now Bearded Bean
Dining
Grabbing some food and watching a movie.
Parades have been the best experience so far.
The food and wine festival is my favorite event
Driving through only. I've lived here 40+ years, own my own business, and the "remodel" is a disaster. Poor parking, poorly timed STOP lights.
Special Kids Connect's Chocolate Walk. Passport to Cherries Car Show & Cruise Night. The night time farmers market hosted by Donna Boyster (it was incredible)
Saturday farmers market
I love the bookstore, the shop owner is very nice and always gives my dog a treat.
My favorite experiences in OLDTOWN are the parades in the summers during the 1970's and 1980s, when people still cared about their town and loved their country. Now, even the government encourages you to hate your own country.

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My office is downtown and my favorite part
My favorite experience from Old Town that I still remember to this day was being a child in the Parades and getting to ride in them as a recognize person
Oldtown Farmer's Market
My favorite experience was during last years Veteran's Parade. There was an elderly veteran sitting in a wheel chair watching the parade. He wasn't in the parade because he likes to watch the other Veteran's get honored. As the Veteran's passed him they would stop jump off their vehicle/float and come over and salute him and shake his hand. It was so overwhelming to see the honor and love they had for this sweet man. Tearful moments!
Farmers market
Monterey County Veterans Day Parade
Grabbing a coffee at cherry bean and browsing the farmers market.
Farmers market.
Veterans parade
Food and Wine / Beer festivals
Always seeing people I know in downtown, getting an opportunity to hang out and have a good time
Some of the events, like the PAL car show, where Main St. is closed
Parades
I love how the lights look at night.
Maya cinemas on a weekly basis
Enjoying the 3 block farmers market on all of main.
Food and Wine Event
Last night I sat outside villa Azteca with my partner under the patio heaters. We had an amazing meal and watched people go by on a beautiful night. I wish there was less road traffic in the city center and more street dining.
Beer festival
Veterans Day Parade
Salinas High Homecoming Parade, Rodeo Parade (Como, Lights & Kiddie Kapers) Veteran's Day Parade
Going out for a drink with my husband after work
Farmers Market
The Filipino Heritage exhibit at the Steinbeck center
Dia de Los Muertos celebration
Wine tastings

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Forbes Ag Tech conference with the tent in the street
Walking around to relax and sitting on the bench with my coffee.
Holiday and Kiddie Kaper Parade
Walking from dinner to the movies when the lights are on in the trees
Don't really have one.
Holiday Parade of Lights
We enjoy the farmers market and Ariel plays
Food and Wine
Being able to find parking because it barely exists so it sometimes is a miracle to find an open spot.
Don't have one
Saturday Farmers Market
Too many to pick 1
Farmers Market
The farmers market
Farmers market
I like The theater and the variety restaurants
Haven't been
Farmers market
Colmo parade, kids Christmas concert, live music at a bar
Meeting new people
Veterans Day Parade
Festivals
Salinas food and wine
Comedy and music at FOX
The one way street with better parking and less bars
I love the food and wine festivals. I love seeing the amount of vendors coming out and being able to walk all of Salinas City Center and seeing so many types of food, hand crafted items and other items for sale. The parades are always fun, I have 2 little girls so that's their favorite.
New lighting
I have enjoyed the Kiddie Kapers parade ever since I was a child.

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Small Business Saturday many years ago
When the Farmers Markets was on Gablin street
I found a convenient parking space near my destination without having to drive around forever
Saturday farmers market
Having somewhere to spend time with friends and family
Parades
Horse parade
The light parade and tea shop!
Riding my E-scooter through down town.
Waking around , coffe shops , library
Indy car last year
Visiting the farmers market & eating out with family
Walking and seeing world go by
Maya Cinemas
Going to a Spanish rock show at La Cantina
Hanging out and reading at the cherry bean
Dining
Learning about crossing diagonally
Alliance on aging cooking class
The Steinbeck Festival street fair
Love the Farmers Market
Farmers market every Saturday with the fam!
Friday night art walks
The new renovation in downtown Salinas
Parade of Lights
Car shows/ farmers markets/ community events in the street.
N/A
Shopping, dining, strolling, etc
Farmers Market
Farmers market every week.

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Getting to know the local business owners is my favorite thing about the City Center.
Every week at the Farmers Market talking with the vendors and watching the families come and shop and eat.
Restaurants and Breweries. An ice cream shop would be nice . More vegetarian options .
Music and Concerts
Festivals
procession
Drama and culture
Music and Concerts
Music and Concerts
procession
Earth Day Green Up
Farmers' Market, Parades, Festivals, shopping at Head Over Heels, Gifts on the Go
Food and Wine Festival
Do not have one yet
I don't have one yet.
Lunch
Maya Cinema
Every Saturday at the Farmer's Market
Food and Wine and farmers market
Kiddie Kapers parade
Walkability to my office and area services
The strolling along the new larger sidewalks
ARIEL Theatrical shows! Maya Cinemas do a great job too.
Parades
Just walking around and experiencing the old time Main Street feel of the place
Salinas Heritage Center
I saw a play down here at Ariel Theater and it was super entertaining
Shopping for crafts supplies, as well as charity shops. Food and Wine festivals when more community
Kiddy Kappers Parade
Ease of use before you screwed up the lights, crosswalk and parking with your redesign.

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Holiday parade
Enjoying conversations with the public at the new cafe chairs and talking about a positive hope for the future
Sharing Salinas Food and Wine Fest with friends from out of town
There was once a wrestling event in the Salinas Armory building. I also enjoyed the Toy Show done there often.
Getting to know not only the workers like Kevin and Greg who make us feel comfortable and welcomed but also going for the first time to the local restaurants is awesome 🌟
Shopping on a Saturday
farmers market
Farmers market on Wednesday afternoons
The annual parades, the cool coffee shops to do my homework/school work in.
Historical conservation
Finding craft supplies
Had a lemonade, walked to the antique store and browsed for an hour or two, then went to the bookstore.
Going to work
Italian festival
All the parades
fiesta italia and loving salinas communkty
Beerded Bean, parades
We like to walk main st
Farmers market
Lunch at Dudley's or The Eagle
Farmers Market, Parades, Restaurants.
There's no box for feedback! I'll use this space to say traffic worse after City made 2 way traffic. Ppl do illegal u turns for parking and need to look both ways to cross. Waste is money project. Switch back to once way, easier to cross for pedestrians, and park cars.
Too much ridiculous noise. Why do ppl blast music driving downtown. I've worked in downtown SF and never so much noise pollution.
Getting coffee at beerded bean
Walking and admiring the architecture
Farmers market

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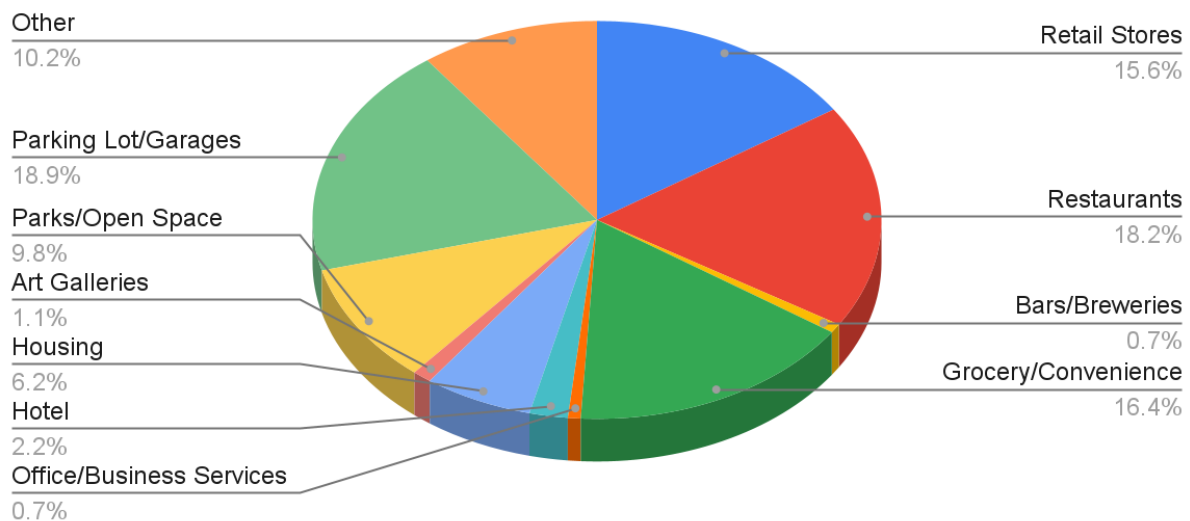


Ariel Theater 👍



If you got your wish, what would be added to Salinas City Center?

If you got your wish, what would be added to Salinas City Center?



Other

The question was a multiple choice with an "Other" option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

If you got your wish, what would be added to Salinas City Center?
Skateboard area/park
A museum dedicated to the history of Salinas. From its founding to its peak in the 1980's, when it was still a nice city. Hopefully it will inspire people to help return the city that glory.
Family friendly type of areas for children to have fun also; NO MORE BARS/BREWERIES or clubs
Large Format Public Art
A noodle bar and a pharmacy

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unlock the seating areas at the tables. add more benches. water fountains. better landscaping with Native plants. more tables. benches seating
No paint stores.
Pool tables
Get rid of new traffic lights. Too slow and annoying
Public art installations, outdoor dining
Street entertainment
Trader Joes
TRADER JOES
Hours of operation are unrealistic for the working class for the retail shops. Also, being closed or not accessible on weekends
Kids arcade/discovery zone
Free parking
Music Venue.
Trader Joe's
Community Centers
Whole Foods/Sprouts
Outdoor dining and live music
A Trader Joe's would be awesome!
Large format public art (sculptures)
Outdoor entertainment space
Clean up the sidewalks and parking lots - so much human waste, vomit, garbage really takes away from the improvements that have occurred in Salinas City Center
We got parking tickets all the time I'm planning to move to different job
Hobby shop
handicap accessible

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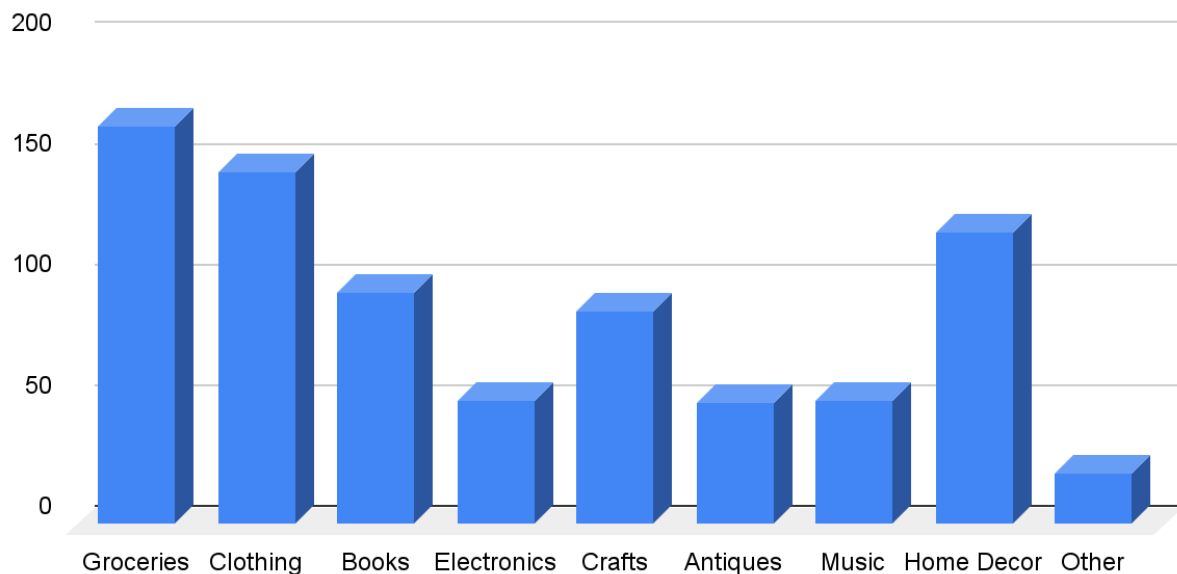
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What would you buy in Salinas City Center or what would you buy if the right store was available to you?

What would you buy in Salinas City Center or what would you buy if the right store was available to you?



Other

The question was a multiple choice with an “Other” option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

What would you buy in Salinas City Center or what would you buy if the right store was available to you?
Office Supplies
Kids Toys/Games/
Boutique Shoe store
Anything I love shopping local

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Meat Hardware Skateboards Cannabis Rock gym Ninja weapons
Nothing. Parking is a problem.
Materials for arts and crafts. We miss Beverly's. Was down there 3x week.
Small Business Vendors; Food Truck events at least once a month or something to support our local small business vendors
Recreational Marijuana
24 hr food and restroom
YOGA Classes
I was a frequent flier at Beverly's so a craft store would be fun.
Fabric/hobby/golf supplies
Convenience store items like meds or sundries
Good Mexican Food
???
A mid week farmers market
There's already a little of everything
artesian vendors
Ice cream shop
Gifts

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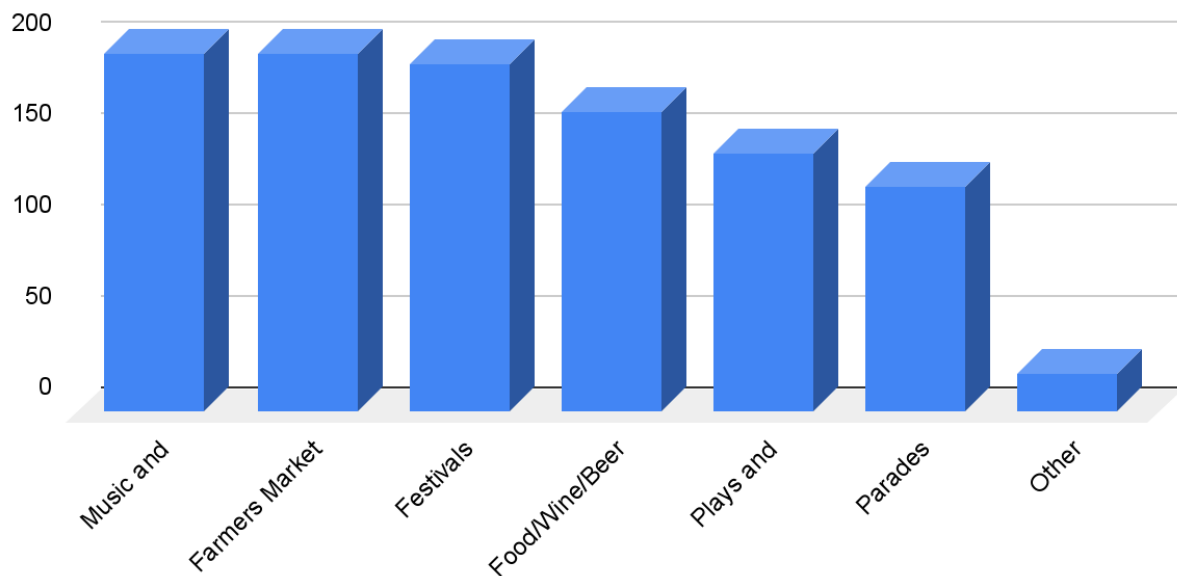
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What kind of events would you likely attend if they were in Salinas City Center?

What kind of events would you likely attend if they were in Salinas City Center?



Other

The question was a multiple choice with an “Other” option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

What kind of events would you likely attend if they were in Salinas City Center?
Adult Entertainment for Adults Only.
But all the above are already there
Car shows seasonal ice rink and/or snow dump country music concert series
Please with the "remodel" of downtown too few parking places.
SCC organized Holiday events!
Particularly classical more cultured types of events. NOT more of that woke-ass race-obsessed climate alarmist socialism garbage.

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Fun experiences for the children
Food Truck Events
Events that include all three blocks.
A Quality
Holiday Celebrations closing the streets so families with little kids can enjoy and be safe.
I try to attend any event there because it always ends up being a good time!
Disc golf putting event
Please don't close Main Street any more then already closed
None of the above
A mid week farmers market
More concerts farmers market on weekday extra day
An actual farmers market. Not a food fair like they have now and pretend is a farmers market
An actual farmers market. Not a food fair like they have now and pretend is a farmers market
Allow us artesian vendors to come more often besides frusta italia
Street events like bike racing and car shows.

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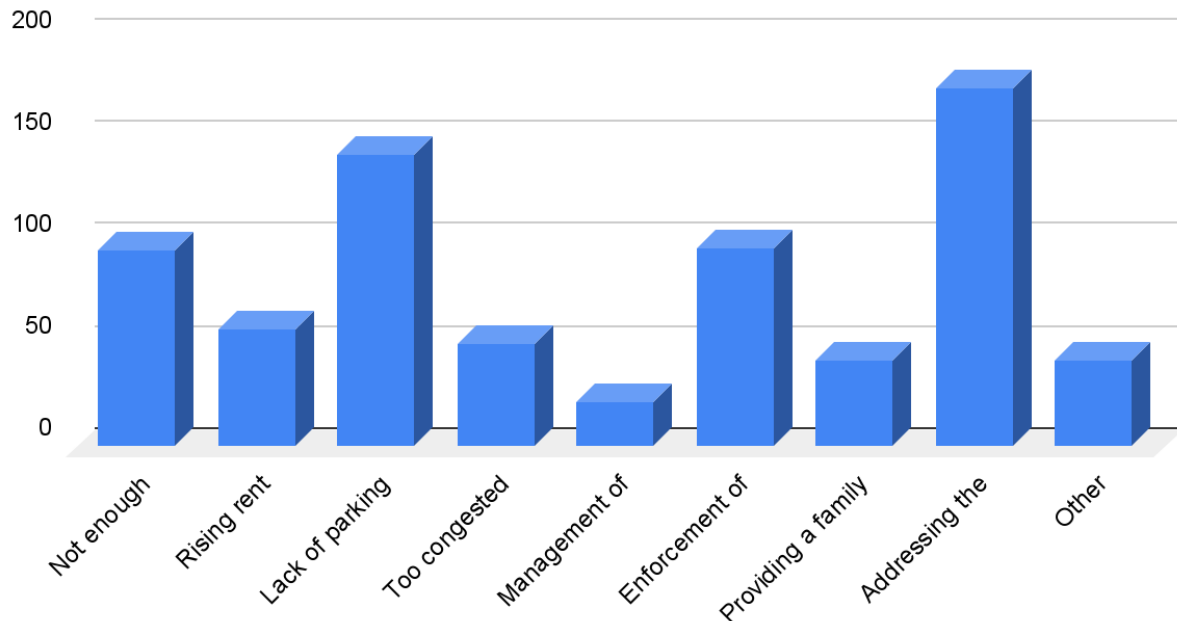
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What are the top challenges facing Salinas City Center?

What are the top challenges facing Salinas City Center?



Other

The question was a multiple choice with an “Other” option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

What are the top challenges facing Salinas City Center?
More diversity in dining
We've failed to create significant foot traffic to support retail and the two way streets are gridlock and a hindrance to people coming to SCCIA.
Who is fixing the vacant trees...damn stumps are everywhere.
Never enough parking
Red lights not synchronized
Overnight Security PUBLIC RESTROOMS
Confusing stop and lengthy lights

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Homeless population makes it feel dirty and unsafe.
Not enough housing
All the drug addicted homeless garbage that our liberal tyrants in local and state government have caused and allowed to grown and fester all for the sake of globalism and appeasing the woke crowd.
Vacancies and blight.
Safe parking
too many police
We need more shops & more restaurants (esp. a vegan restaurant)
Keeping city center clean of homeless urine and fecal matter
I would say too congested with cars/people but people aren't the problem. There's too much road traffic on main. Parking lot next to Steinbeck center should be free and street parking should be paid to deter cars from circling main street
Timed parking
The lights to cross intersections downtown are incredibly long compared to the time that cars get to travel. Especially during the day there are more cars than pedestrians and it takes a few "extra long" cycles to get past a light because of the pedestrian only crossing lights.
People with mental health problems harassing pedestrians and people smoking.
shops need to ne open evening hours when peoplexare off work
Traffic. The "fix" of Alisal combined with the two way and lights that only allow a couple of cars through at a time has made it a giant cluster.
People wanting a sleepy downtown
The timing of the lights is terrible. I only drive down Monterey now and park in the back
Traffic/stop lights poor timing
The traffic/crosswalk lights
Traffic light timing is off and takes too long to get through intersections
Lack of Police presence
Having to pay for parking and when getting out of garage cars won't let you to to join in the lane so must take left turn ang go around.
Put the vagrants in jail they are blatently using drugs deficating in public lighting fires trashing the city etc. They are a health risk!
homeless and smell
Lots of homeless

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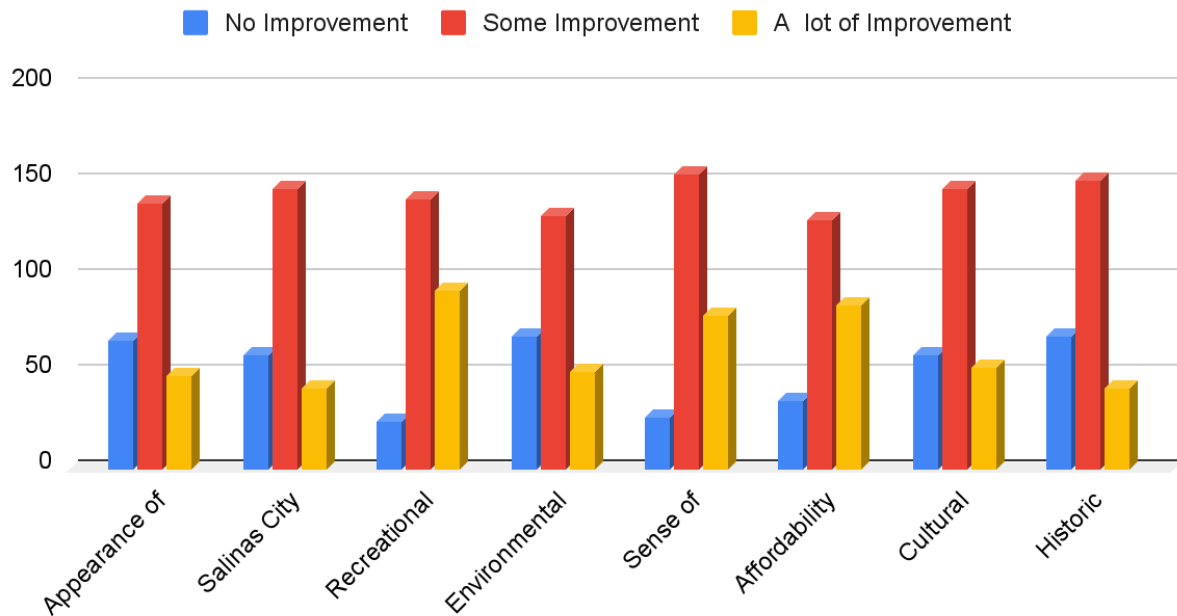


Employee parking taking up customer parking spaces
Main Street is so difficult to drive now that it is two ways. I avoid driving on it .
the complete ignorance of the situation on the 300 block of main street and the light at alisal
Business harassment and negativity from a 200 Block merchant. All of the retail Vacancies
Farmer Market/Trash/Security for businesses/parking enforcement is hateful and rude
Most stores closed on Sundays & 2-way traffic going through Main St
Appealing toilets and and sinks with running water.
I love how downtown now has a night life but we also need a mix of things for family with kids on Friday Nights and weekend nights that the whole family can attend to. It's hard for my family to go down there on Friday/weekend nights because there isn't much to do other than bars
Lack of restroom with running water sinks.
Vacant properties
Getting more people to come . Improving Steinbeck Center which is a big draw for tourist.



How much improvement do we need in the following areas?

How much improvement do we need in the following areas?



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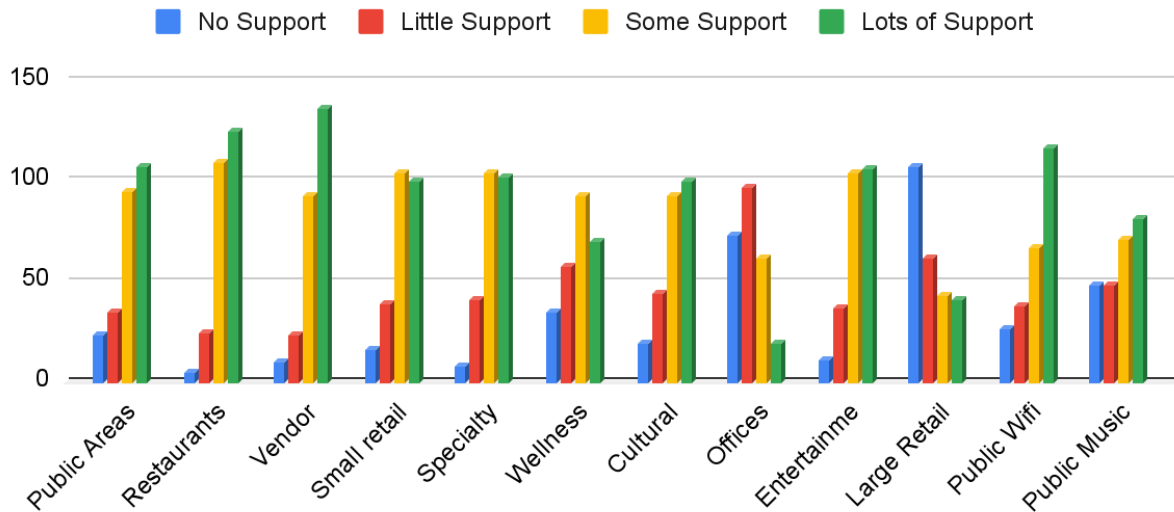
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At what level would you support the following types of development?

At what level would you support the following types of developments?



At what level would you support the following types of development?

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<https://SalinasCityCenter.com>

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Demographics

This data was collected voluntarily. This data may be useful to merchants or event organizers to see “who” comes to Salinas City Center. So far, the majority of respondents are White Females from South Salinas

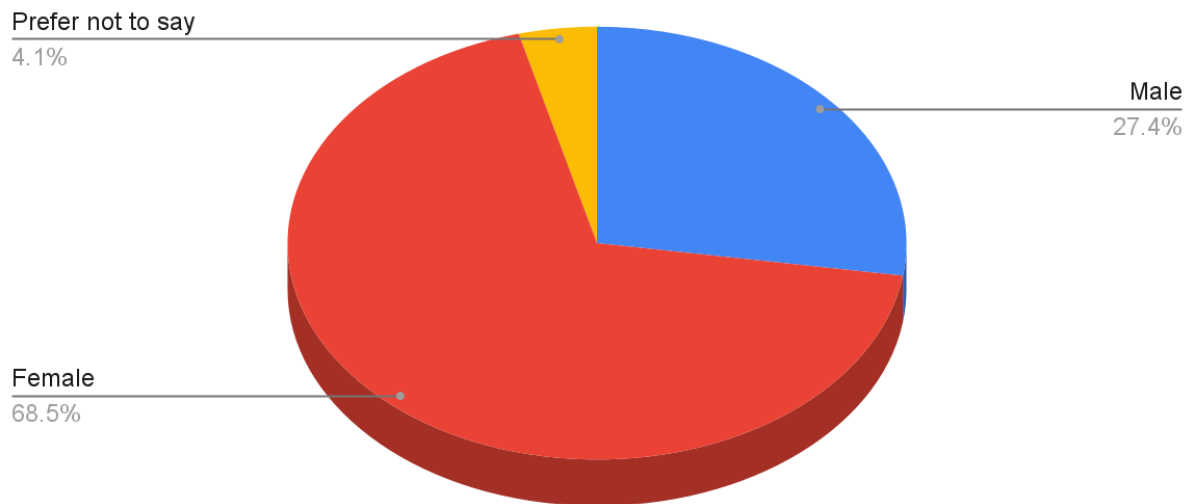
It also illustrates that Salinas City Center needs to do more to attract a more diverse demographic.

What gender do you identify?

The majority of respondents identify as Female.

Graph 2023

With what gender do you identify?



What is your race?

The majority of respondents identify as Caucasian. This does not reflect the demographic of Salinas. Additional outreach should be performed to reflect the average Salinas household.

Salinas City Center Improvement Association

10b Midtown Lane

Salinas, CA 93901

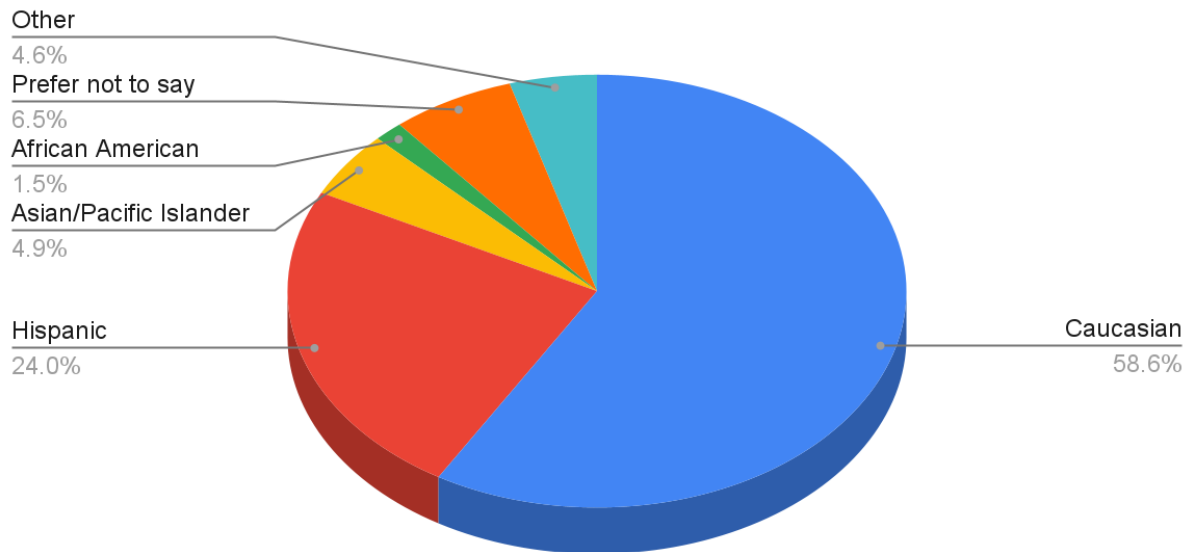
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Graph 2023

What is your race?



Other

The question was a multiple choice with an “Other” option where respondents could fill in their own answer. All results below are copied directly from the survey. No edits have been made.

What is your race?
East Indian
Indigenous (Indian)
Asian & Caucasian
mixed
Hispanic, filipino and native American
Mexican
Other
Mixed

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Salinas, CA 93901

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American
Mixed
Latina americana
Mediterranean

What is your ZIP code?

The majority of respondents that completed the survey are from South Salinas. Areas such as Las Palmas, Indian Springs and Toro Park also represented a large section. North Salinas is well represented, but East Salinas is noticeably absent. It is possible most of the downtown clientele is coming from more “affluent” areas, and therefore the merchants cater to that demographic. With East Salinas generally considered to be less affluent, perhaps the population there feels no reason to go “Downtown”. Maybe working with SUBA can alleviate this disparity as Salinas City Center is for all citizens.

Salinas City Center Improvement Association

10b Midtown Lane

Salinas, CA 93901

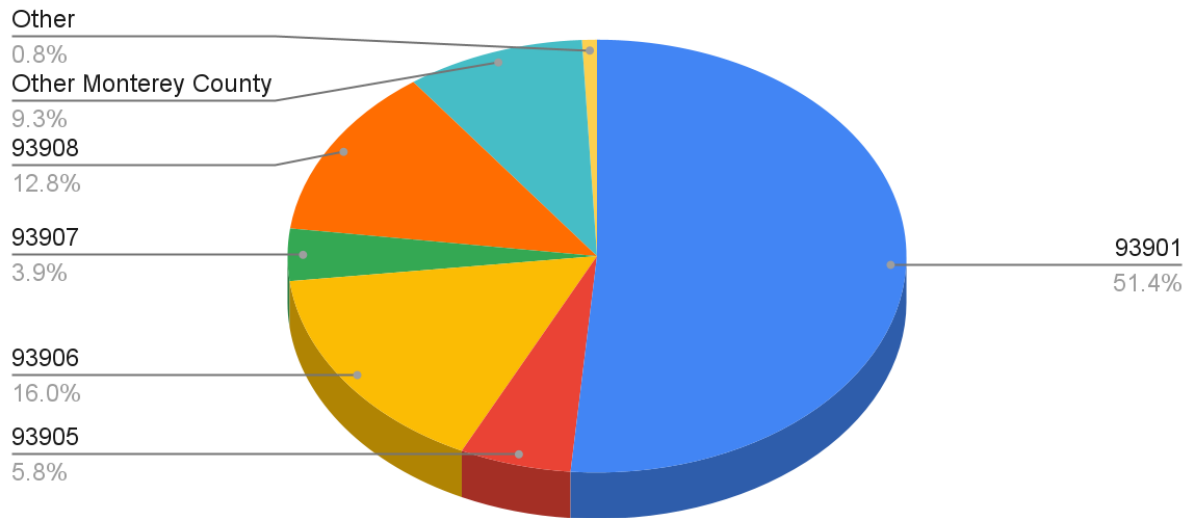
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Graph 2023

What is your ZIP code?



Other

The question was a multiple choice with an “Other” option where respondents could fill in their own answer. Most “other” visitors come from the Monterey Peninsula, Prunedale area, or South Monterey County. There are a few exceptions. The list below shows other states such as Oklahoma and Indiana.

Salinas City Center Improvement Association

10b Midtown Lane

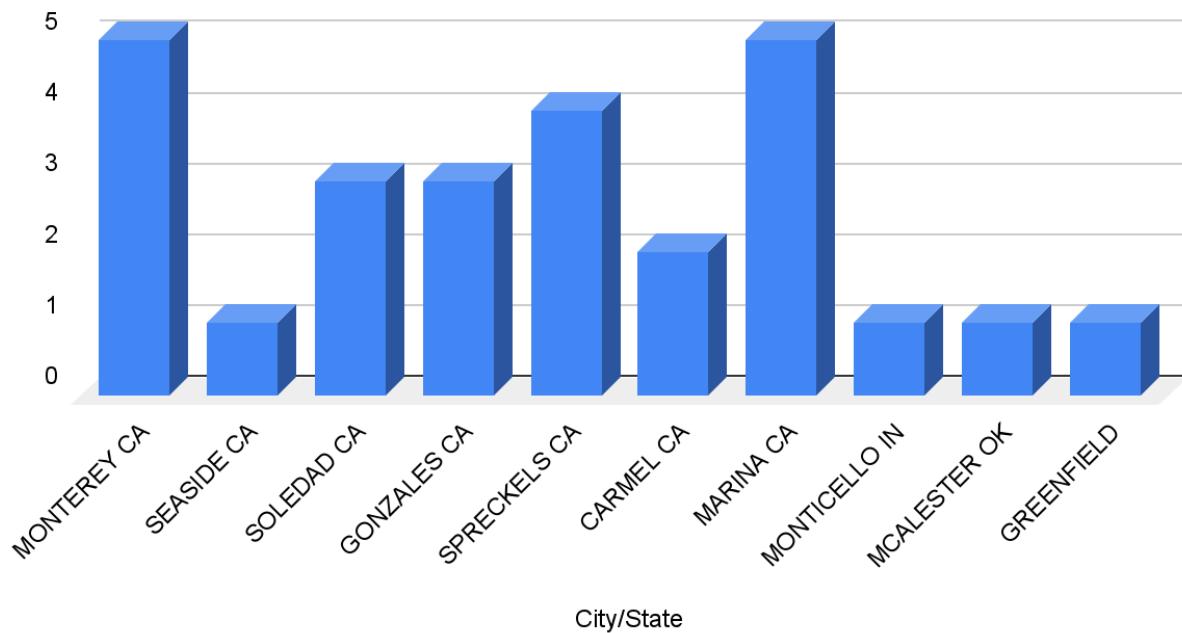
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Other ZIP codes



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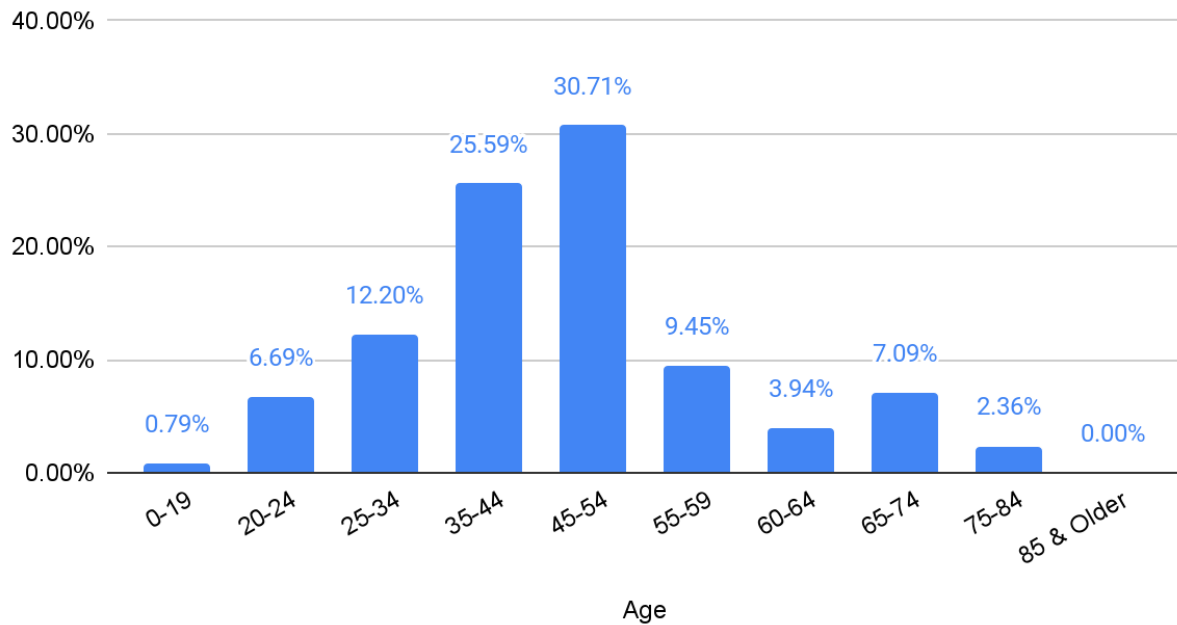
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What is your age?

Graph 2023

What is your age?



Salinas City Center Improvement Association

10b Midtown Lane

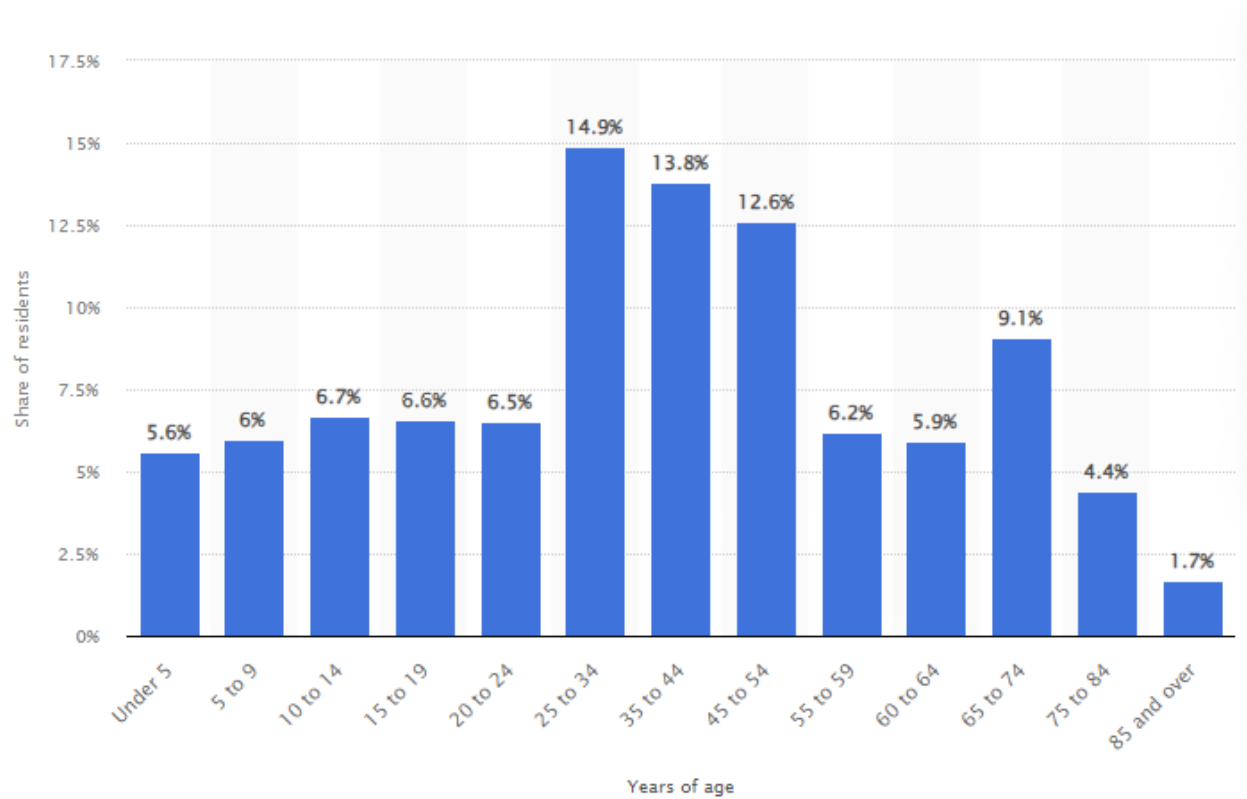
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California Average Age Demographic Graph



Source: <https://www.statista.com/statistics/912915/california-population-share-age-group/>

Salinas City Center Improvement Association

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Salinas, CA 93901

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Salinas City Center Improvement Association



How busy is Downtown?

Jul 7, 2023

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Average by Location and Day of Week	37

Pedestrian Statistics

2023 Pedestrian Count

The results below are the sum of northbound, southbound, eastbound, and westbound pedestrian traffic on the intersection of Alisal St and Main St. They are automatically generated and there is a certain margin of error, so do not use this statistic as an exact figure.

Total Pedestrians = Total number of pedestrians counted.

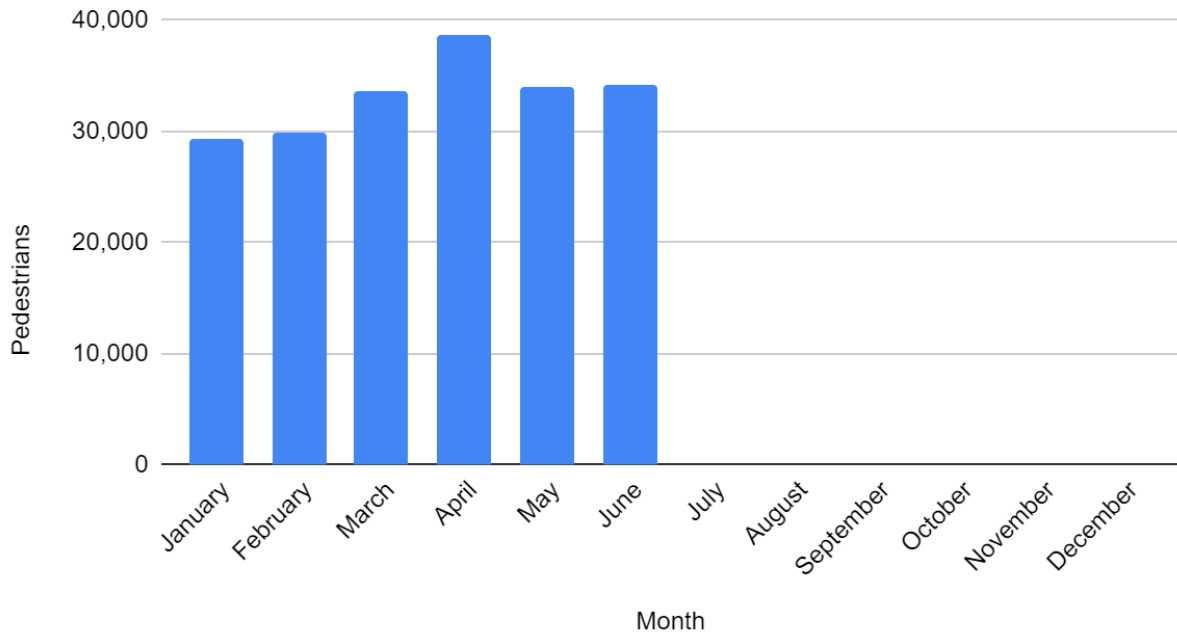
Ave Monthly Pedestrians = Total Pedestrians/Number of Months included in the count.

Est Yearly Pedestrians = Ave Monthly Pedestrians * 12.

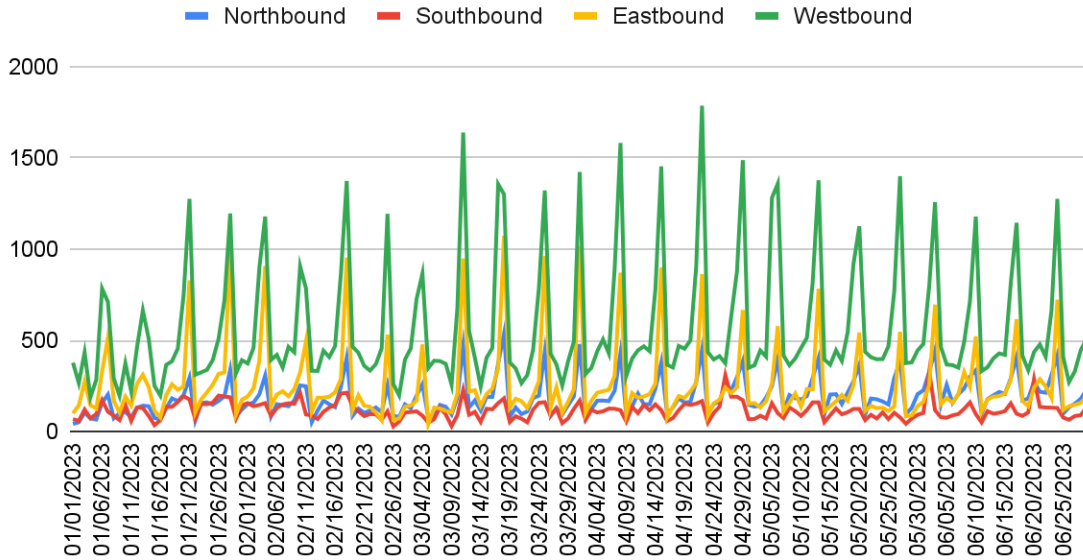
Month	Pedestrians		Total
January	29,328	Total Pedestrians	199,536
February	29,831	Ave Monthly Pedestrians	33,256
March	33,685	Est Yearly Pedestrians	399,072
April	38,660		
May	33,924		
June	34,108		
July			
August			
September			
October			
November			
December			

2023 Graphs

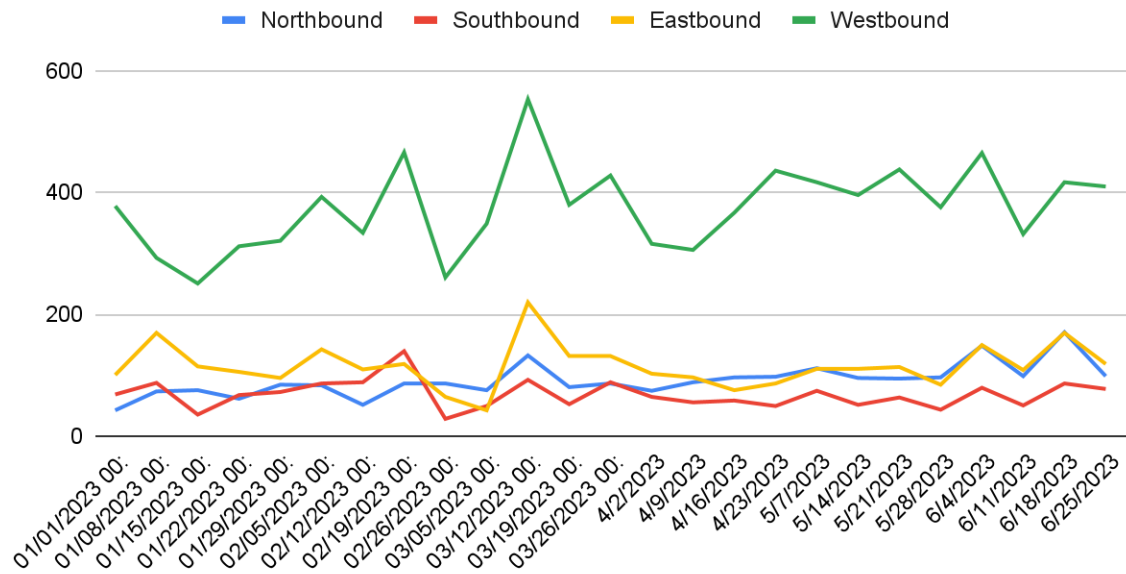
Pedestrians vs. Month



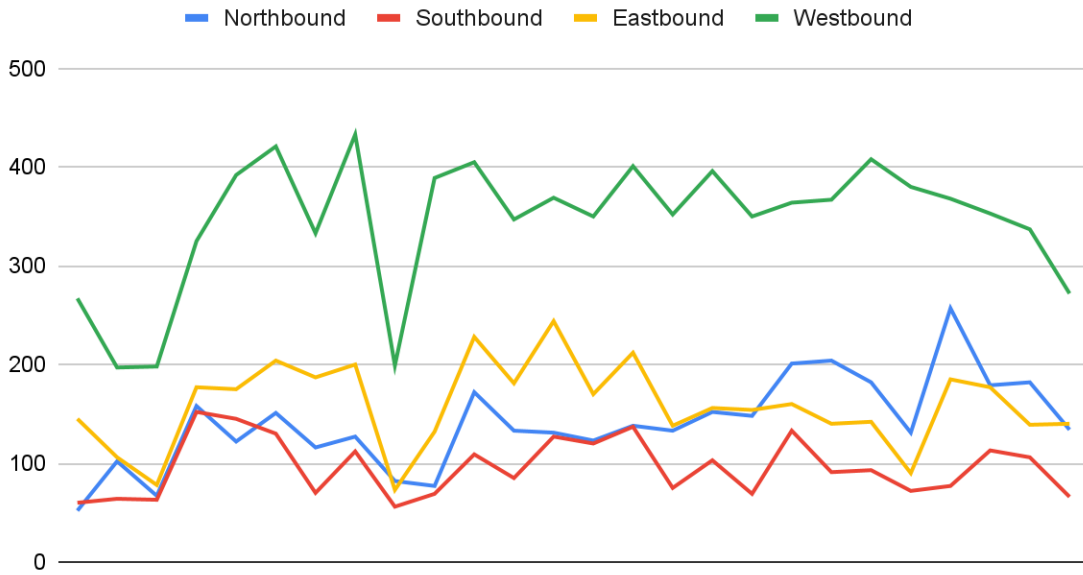
Pedestrian Count YTD



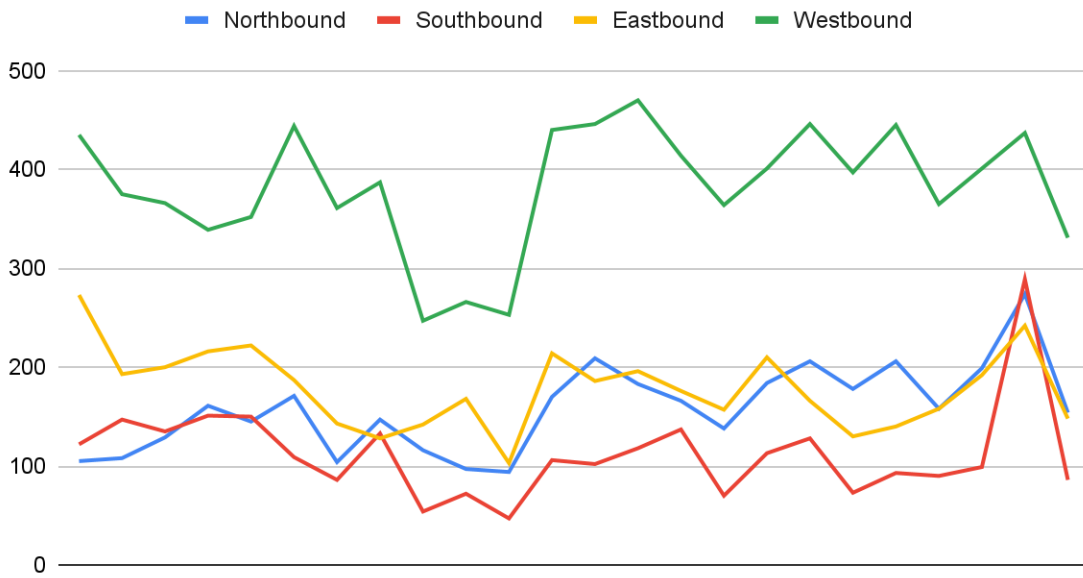
Pedestrian Count Sunday



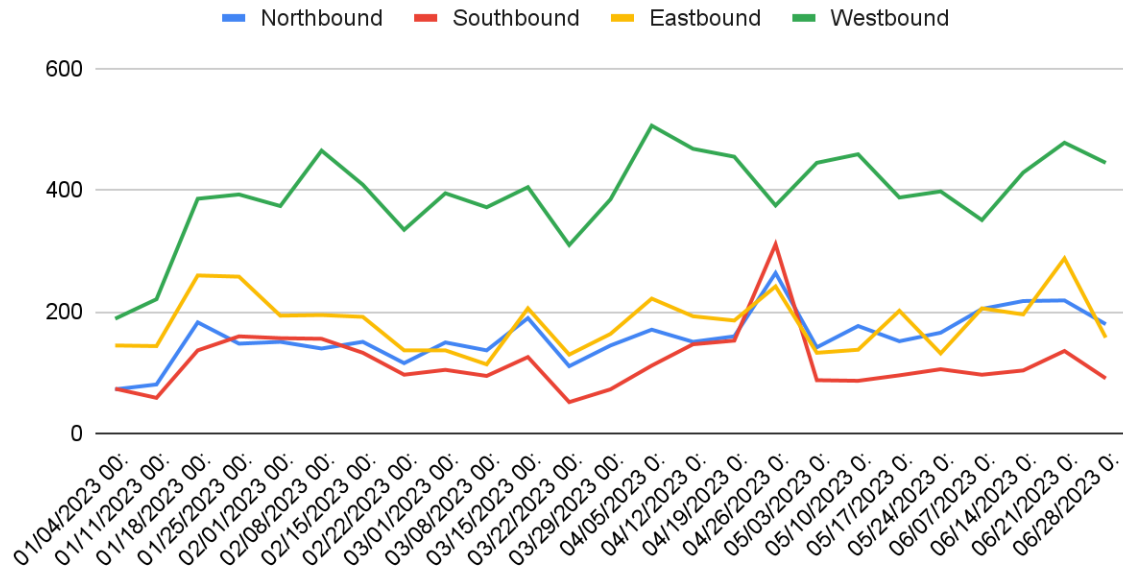
Pedestrian Count Monday



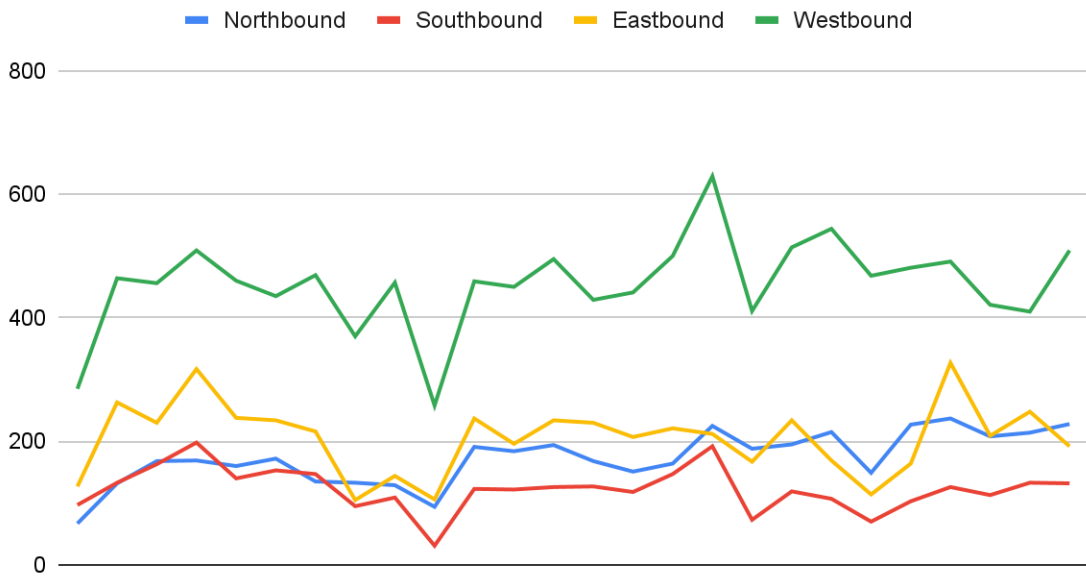
Pedestrian Count Tuesday



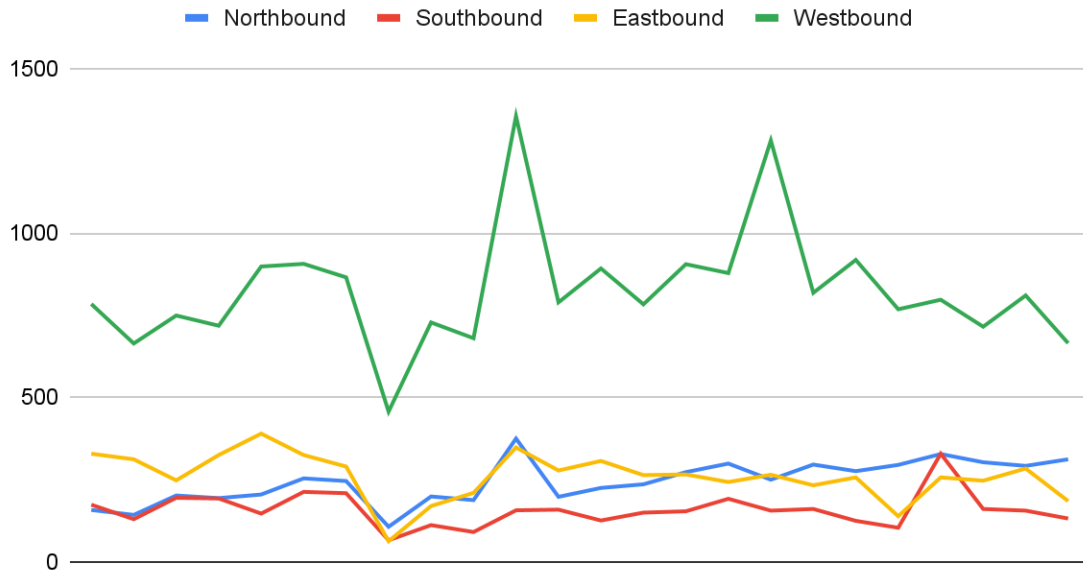
Pedestrian Count Wednesday



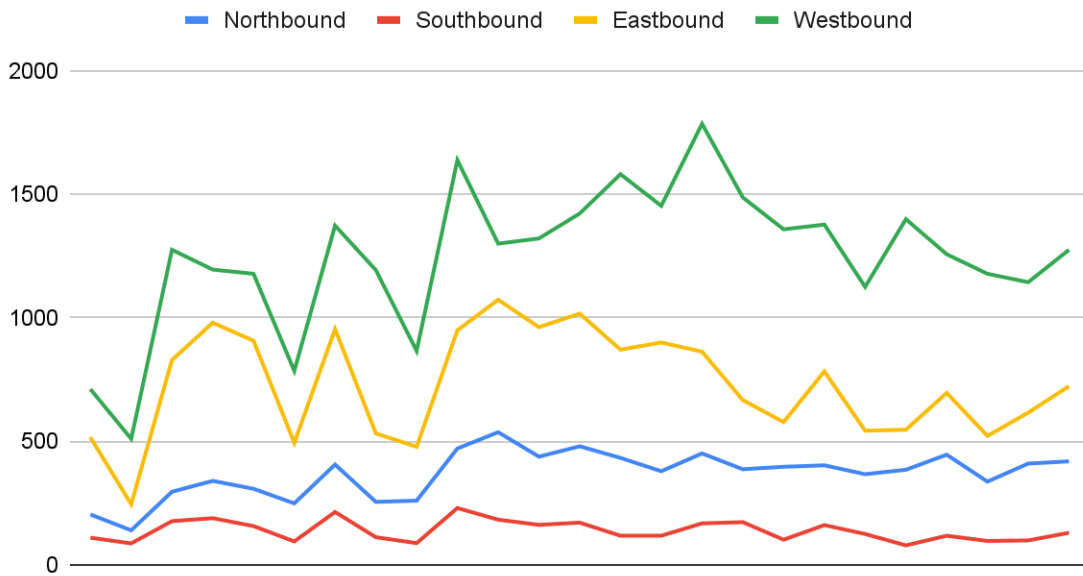
Pedestrian Count Thursday



Pedestrian Count Friday



Pedestrian Count Saturday



2023 Events

Salinas City Center is host to many events. Some events are unique and only happen once while others are continuous and draw large crowds every year. Where possible, the event is linked to the event organizers website.

Total Events	132
Unique Events	30

Name	Date Start	Date End
District Events - Artists Ink - First Friday Artist Alley	1/6/2023	1/6/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	1/7/2023	1/7/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	1/14/2023	1/14/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	1/21/2023	1/21/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	1/28/2023	1/28/2023
District Events - Artists Ink - First Friday Artist Alley	2/3/2023	2/3/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	2/4/2023	2/4/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	2/11/2023	2/11/2023
District Events - Ariel Theater - Ugly Duckling	2/17/2023	2/18/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	2/18/2023	2/18/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	2/25/2023	2/25/2023
District Events - Artists Ink - First Friday Artist Alley	3/3/2023	3/3/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	3/4/2023	3/4/2023
District Events - Ariel Theater - SEUSSICAL	3/10/2023	3/11/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	3/11/2023	3/11/2023
District Events - Ariel Theater - SEUSSICAL	3/16/2023	3/18/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	3/18/2023	3/18/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	3/25/2023	3/25/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	4/1/2023	4/1/2023
District Events - Artists Ink - First Friday Artist Alley	4/7/2023	4/7/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	4/8/2023	4/8/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	4/15/2023	4/15/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	4/22/2023	4/22/2023

District Events - Ariel Theater - THE PLAY'S THE THING SPRING SESSION	4/28/2023	4/28/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	4/29/2023	4/29/2023
District Events - Ariel Theater - THE FABULOUS FABLE FACTORY	5/5/2023	5/6/2023
District Events - Artists Ink - First Friday Artist Alley	5/5/2023	5/5/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	5/6/2023	5/6/2023
District Events - Ariel Theater - THE FABULOUS FABLE FACTORY	5/12/2023	5/13/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	5/13/2023	5/13/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	5/20/2023	5/20/2023
District Events - Ariel Theater - STONE SOUP	5/26/2023	5/27/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	5/27/2023	5/27/2023
District Events - Artists Ink - First Friday Artist Alley	6/2/2023	6/2/2023
District Events - First Mayor's House - Giant Yard Sale	6/3/2023	6/3/2023
District Events - Friends of the Salinas Public Library - Big Book Sales	6/3/2023	6/3/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	6/3/2023	6/3/2023
District Events - Hometown Heroes - Hometown Hero Banner Inauguration	6/4/2023	6/4/2023
District Events - San Francisco AIDS Foundation - AIDS/Lifecycle	6/5/2023	6/5/2023
District Events - Ariel Theater - Kids on Stage	6/9/2023	6/9/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	6/10/2023	6/10/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	6/17/2023	6/17/2023
District Events - Western Growers - Salinas Biological Summit	6/19/2023	6/21/2023
District Events - Special Olympics Northern California - Law Enforcement Torch Run	6/21/2023	6/21/2023
District Events - Ariel Theater - Lion King Kids	6/23/2023	6/25/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	6/24/2023	6/24/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	7/1/2023	7/1/2023
District Events - WeatherTech Raceway - MotoAmerica Superbike Bike Night	7/6/2023	7/6/2023
District Events - Artists Ink - First Friday Artist Alley	7/7/2023	7/7/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	7/8/2023	7/8/2023
District Events - Santa Lucia Rotary - Festa Italia	7/8/2023	7/8/2023
District Events - Ariel Theater - Wizard of Oz	7/14/2023	7/15/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	7/15/2023	7/15/2023
District Events - Salinas Rodeo - Kiddie Kapers Parade	7/16/2023	7/16/23
District Events - Ariel Theater - Wizard of Oz	7/20/2023	7/22/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	7/22/2023	7/22/2023

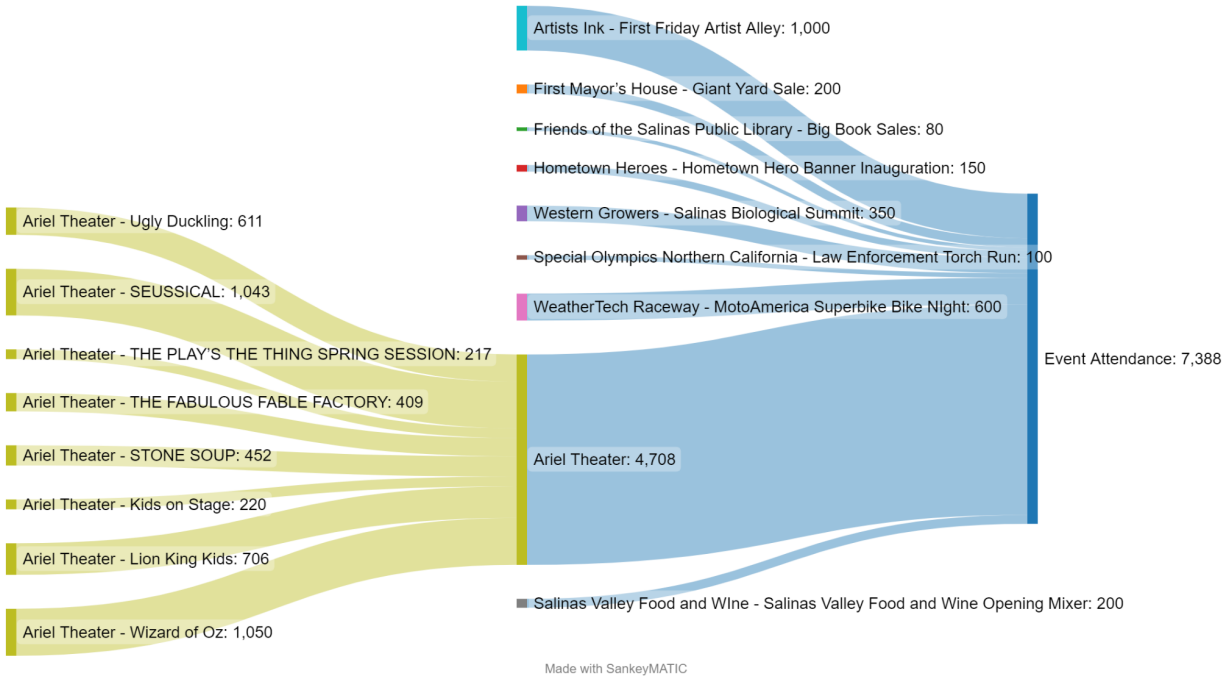
District Events - Salinas Rodeo - Horse Parade	7/22/2023	7/23/23
District Events - Salinas Valley Food and Wine - Salinas Valley Food and Wine Opening Mixer	7/27/2023	7/27/2023
District Events - Ariel Theater - Kids on Stage	7/28/2023	7/28/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	7/29/2023	7/29/2023
District Events - Vida Latin Fest - Vida Latin Fest	7/29/2023	7/29/2023
District Events - Ariel Theater - Fiddler On The Roof	8/4/2023	8/5/2023
District Events - Artists Ink - First Friday Artist Alley	8/4/2023	8/4/2023
District Events - Friends of the Salinas Public Library - Big Book Sales	8/5/2023	8/5/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	8/5/2023	8/5/2023
District Events - Salinas Valley Food and Wine - Salinas Valley Food and Wine Festival	8/5/2023	8/5/23
District Events - Ariel Theater - Fiddler On The Roof	8/10/2023	8/12/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	8/12/2023	8/12/2023
District Events - Salinas Premiere Sneaker Convention - Salinas Premiere Sneaker Convention	8/12/2023	8/12/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	8/19/2023	8/19/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	8/26/2023	8/26/2023
District Events - Salinas PAL - Salinas PAL Car Show	8/26/2023	8/26/2023
District Events - Artists Ink - First Friday Artist Alley	9/1/2023	9/1/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	9/2/2023	9/2/2023
District Events - Weathertech Laguna Seca Raceway - Indy Street Car Party	9/6/2023	9/6/23
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	9/9/2023	9/9/2023
District Events - Ariel Theater - Jack and the Beanstalk	9/15/2023	9/16/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	9/16/2023	9/16/2023
District Events - Ariel Theater - Jack and the Beanstalk	9/22/2023	9/23/2023
District Events - American Cancer Society - Relay for Life	9/23/2023	9/23/23
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	9/23/2023	9/23/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	9/30/2023	9/30/2023
District Events - The National Steinbeck Center - 42nd Annual Steinbeck Festival	9/30/2023	9/30/23
District Events - Steinbeck District - Trick or Treat	10/1/2023	10/2/2023
District Events - Artists Ink - First Friday Artist Alley	10/6/2023	10/6/2023
District Events - Friends of the Salinas Public Library - Big Book Sales	10/7/2023	10/7/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	10/7/2023	10/7/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	10/14/2023	10/14/2023

District Events - Ariel Theater - Charlotte's Web	10/20/2023	10/21/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	10/21/2023	10/21/2023
District Events - Ariel Theater - Charlotte's Web	10/27/2023	10/28/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	10/28/2023	10/28/2023
District Events - Artists Ink - First Friday Artist Alley	11/3/2023	11/3/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	11/4/2023	11/4/2023
District Events - Monterey County Veterans - Veteran Day Parade	11/11/2023	11/11/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	11/11/2023	11/11/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	11/18/2023	11/18/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	11/25/2023	11/25/2023
District Events - Festival of Lights - Parade of Lights	11/26/2023	11/26/2023
District Events - Ariel Theater - Narnia	12/1/2023	12/2/2023
District Events - Artists Ink - First Friday Artist Alley	12/1/2023	12/1/2023
District Events - Friends of the Salinas Public Library - Big Book Sales	12/2/2023	12/2/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	12/2/2023	12/2/2023
District Events - Ariel Theater - Narnia	12/7/2023	12/9/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	12/9/2023	12/9/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	12/16/2023	12/16/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	12/23/2023	12/23/2023
District Events - Oldtown Salinas Foundation - Salinas Farmers Market	12/30/2023	12/30/2023

2023 Event Attendance

All events are drawn from the SCCIA Master Calendar. Best effort is made to contact the event organizer to get attendance statistics, but data is not always received.

Events Counted	18
Total Attendance	7388



Events with multiple dates are averaged by the number of statistics received. For example, First Friday Artist Alley happens every month, and 3 statistics have been received. Oldtown Salinas Foundation Farmers Market occurs weekly, but at this time no statistics are provided. When more events are added, they will be reflected in the Count column. Attendance is the sum of all statistics. Average attendance is Attendance/Count.

Event Breakdown

District Events	Count	Attendance	Average Attendance
Artists Ink - First Friday Artist Alley	3	1000	333
Oldtown Salinas Foundation - Salinas Farmers Market	0	0	
Ariel Theater - Ugly Duckling	1	611	611
Ariel Theater - SEUSSICAL	1	1043	1043
Ariel Theater - THE PLAY'S THE THING SPRING SESSION	1	217	217
Ariel Theater - THE FABULOUS FABLE FACTORY	1	409	409
Ariel Theater - STONE SOUP	1	452	452
First Mayor's House - Giant Yard Sale	1	200	200
Friends of the Salinas Public Library - Big Book Sales	1	80	80
Hometown Heroes - Hometown Hero Banner Inauguration	1	150	150
San Francisco AIDS Foundation - AIDS/Lifecycle	0	0	
Ariel Theater - Kids on Stage	1	220	220

Western Growers - Salinas Biological Summit	1	350	350
Special Olympics Northern California - Law Enforcement Torch Run	1	100	100
Ariel Theater - Lion King Kids	1	706	706
WeatherTech Raceway - MotoAmerica Superbike Bike Night	1	600	600
Santa Lucia Rotary - Festa Italia	0	0	
Ariel Theater - Wizard of Oz	1	1050	1050
Salinas Rodeo - Kiddie Kapers Parade	0	0	
Salinas Rodeo - Horse Parade	0	0	
Salinas Valley Food and Wine - Salinas Valley Food and Wine Opening Mixer	1	200	200
Vida Latin Fest - Vida Latin Fest	0	0	
Ariel Theater - Fiddler On The Roof	0	0	
Salinas Valley Food and Wine - Salinas Valley Food and Wine Festival	0	0	
Salinas Premiere Sneaker Convention - Salinas Premiere Sneaker Convention	0	0	
Salinas PAL - Salinas PAL Car Show	0	0	
WeatherTech Laguna Seca Raceway - Indy Street Car Party	0	0	
Ariel Theater - Jack and the Beanstalk	0	0	
American Cancer Society - Relay for Life	0	0	
The National Steinbeck Center - 42nd Annual Steinbeck Festival	0	0	
Steinbeck District - Trick or Treat	0	0	
Ariel Theater - Charlotte's Web	0	0	
Monterey County Veterans - Veteran Day Parade	0	0	
Festival of Lights - Parade of Lights	0	0	
Ariel Theater - Narnia	0	0	

Merchant Parking Survey

Merchant Survey was conducted between the following dates.

Start of Survey	2/20/2023
End of Survey	3/19/2023

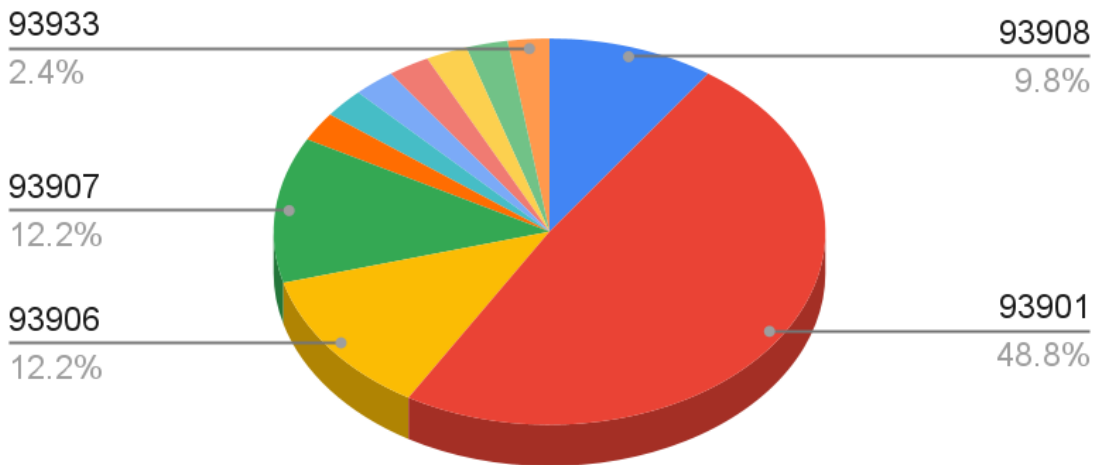
The Survey had the following respondents.

Total Respondents	41
--------------------------	-----------

Home ZIP Code

As you can see, the vast majority of respondents are from South Salinas. Others are from North Salinas, and a few outliers from South County and beyond.

Home ZIP Code

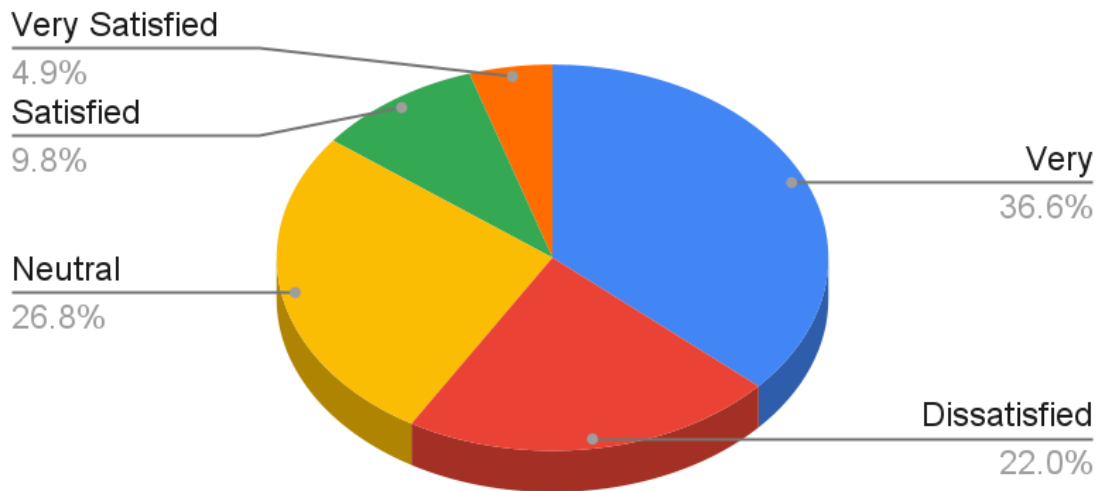


Parking Satisfaction

Over half of the respondents rate their parking experience as bad. Common complaints are no parking is available, the parking garage is dangerous, or available spaces are too far away. One of the problems we see is that the merchants that park in SCC are parking for the majority of the workday. While long term

parking should not be a problem, it does not address parking space turnover which is critical for a thriving urban core. Merchants should be encouraged to park in all-day parking spaces on permitted parking lots and garages. Short term parking spaces should be allocated to quick turnover visits for retail guests..

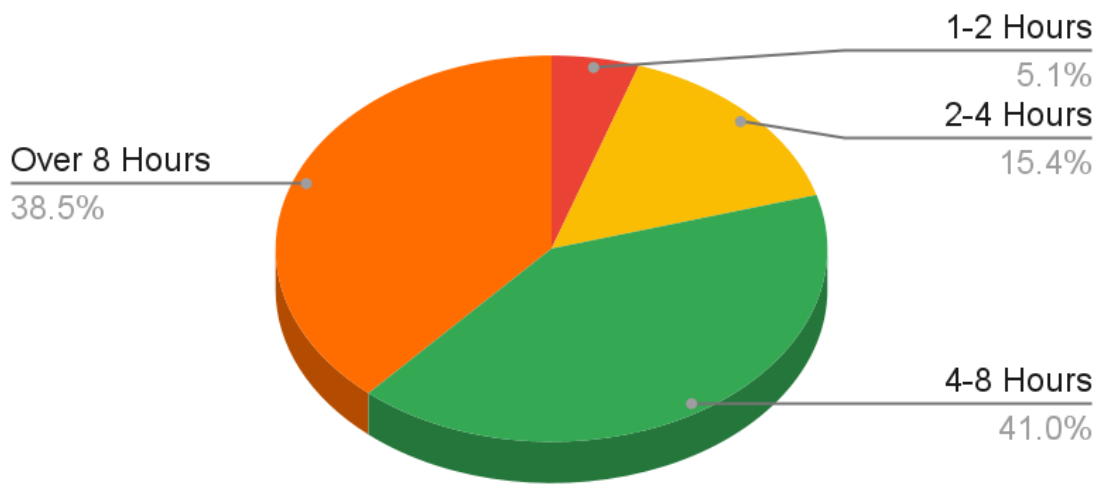
How would you rate your satisfaction with



Parking Duration

As expected, merchants park in SCC for long durations. While merchants and employees do require places to park they should be encouraged to park further away from the downtown core to allow for visitors to park on Main street and the surrounding surface lots.

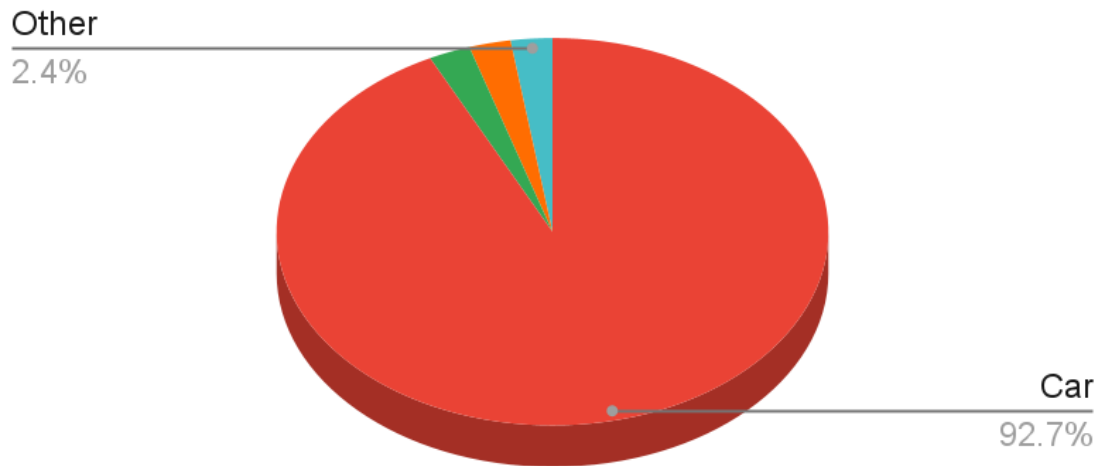
On average, how long do you park in



How do you get to work?

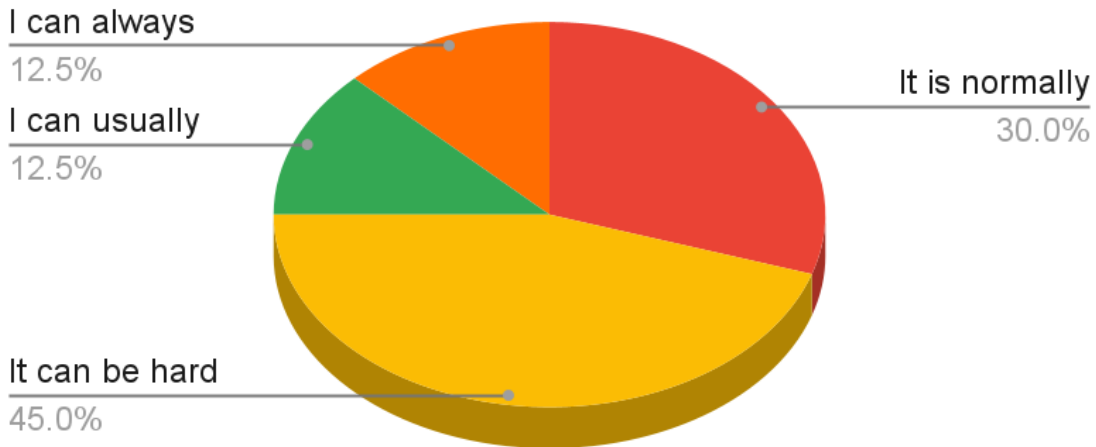
Salinas City Center merchants follow the national average of 90%+ people driving a personal vehicle to work. Very few walk, bike, or carpool.

How do you get to work?



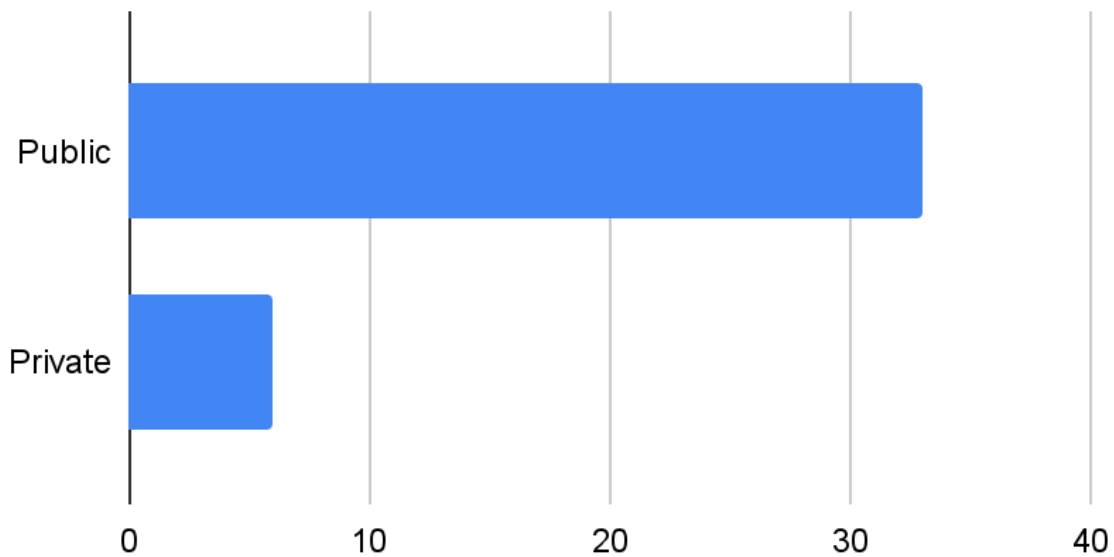
Describe Parking Availability

How would you describe the availability of



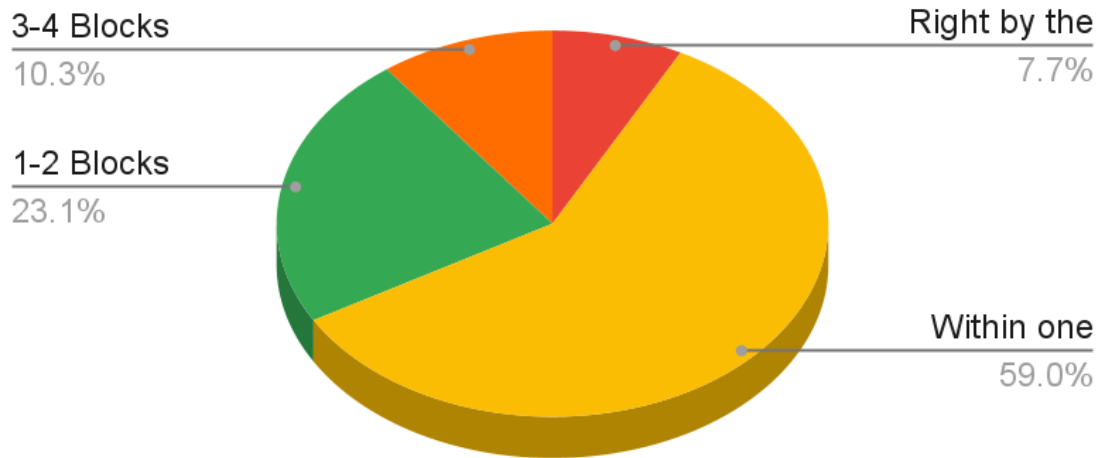
Do you park in public or private space?

Do you park in public or private space?



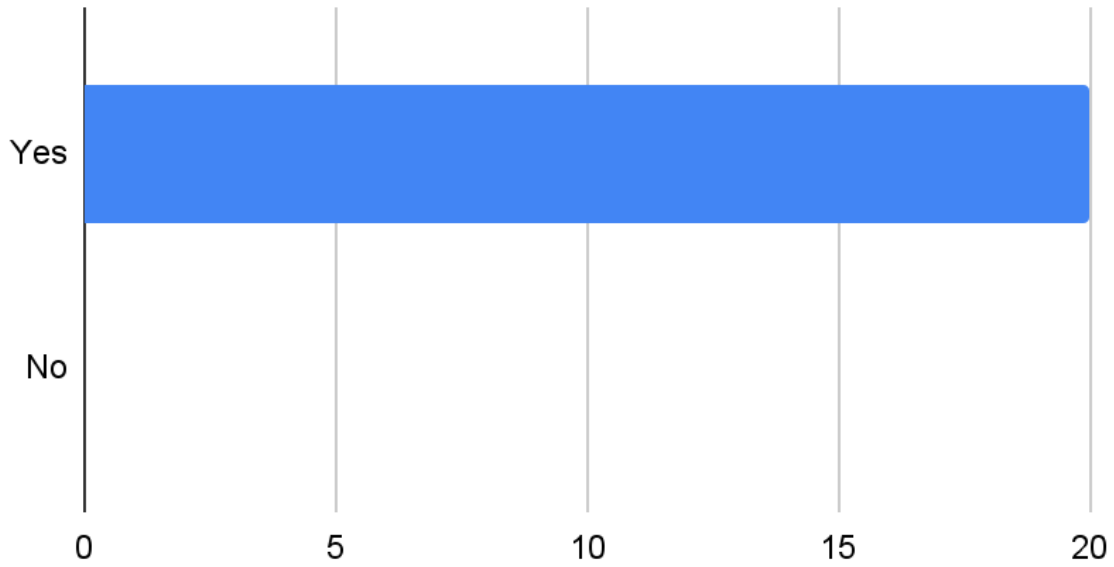
How far away do you park?

How far from your destination do you park?



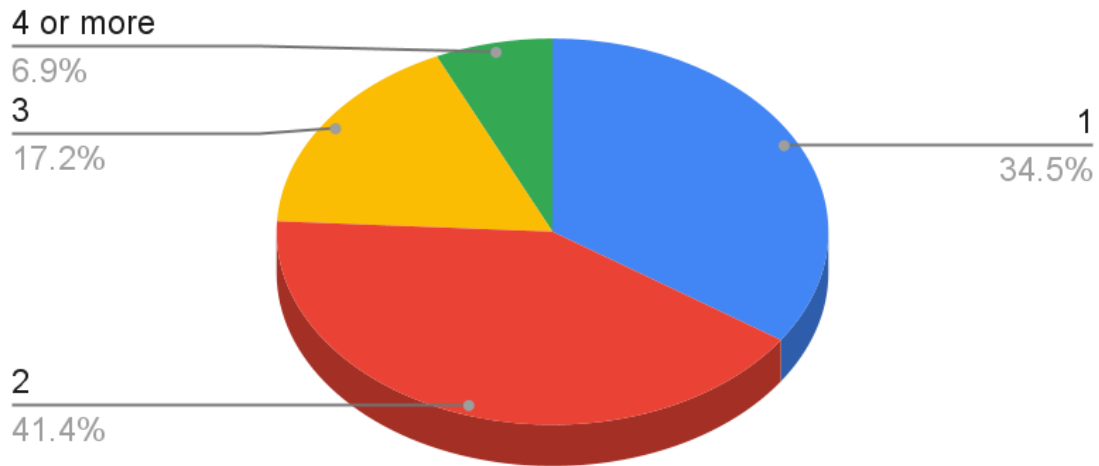
Do you move your car?

Do you move your car when the time runs



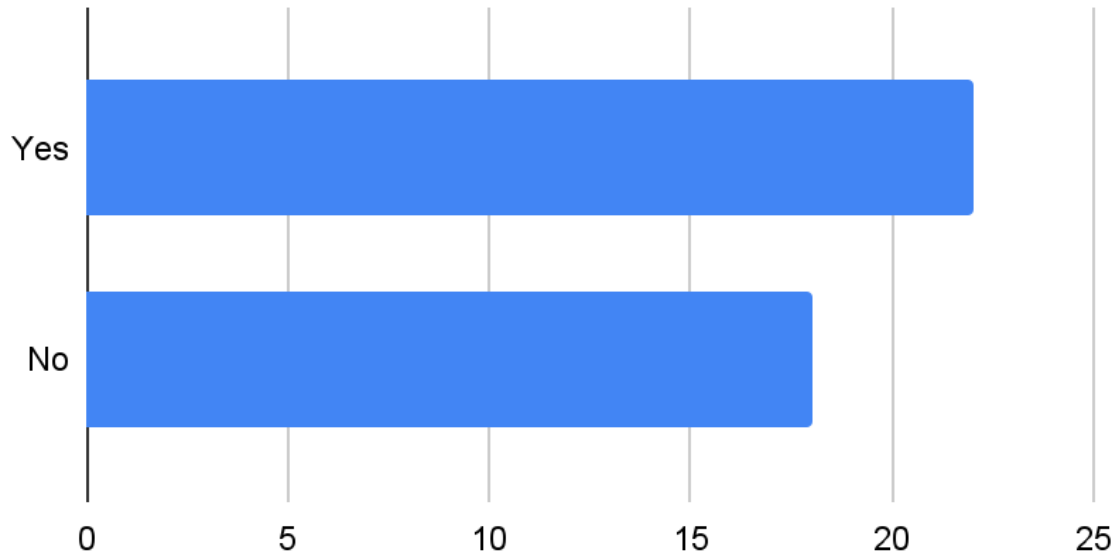
How often do you move?

How many times a day do you move your



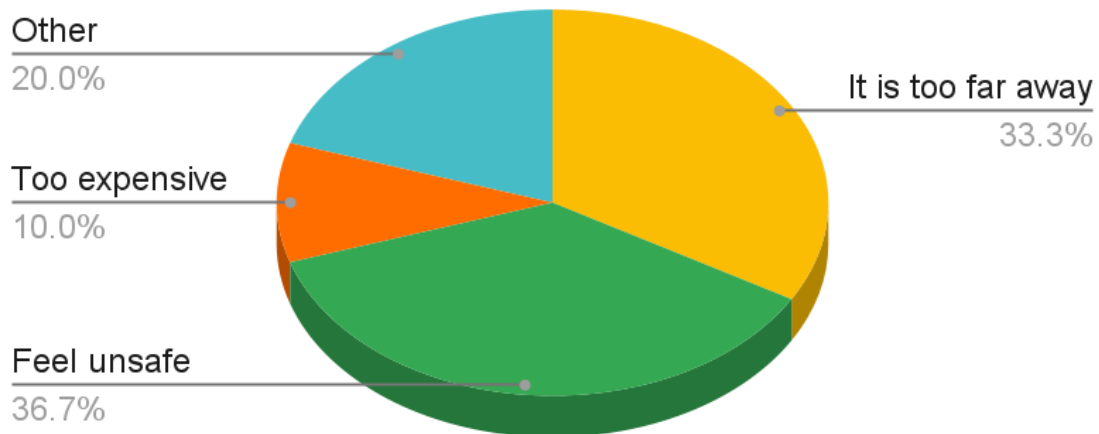
Have you used the parking garages?

Have you used of of the parking garages in



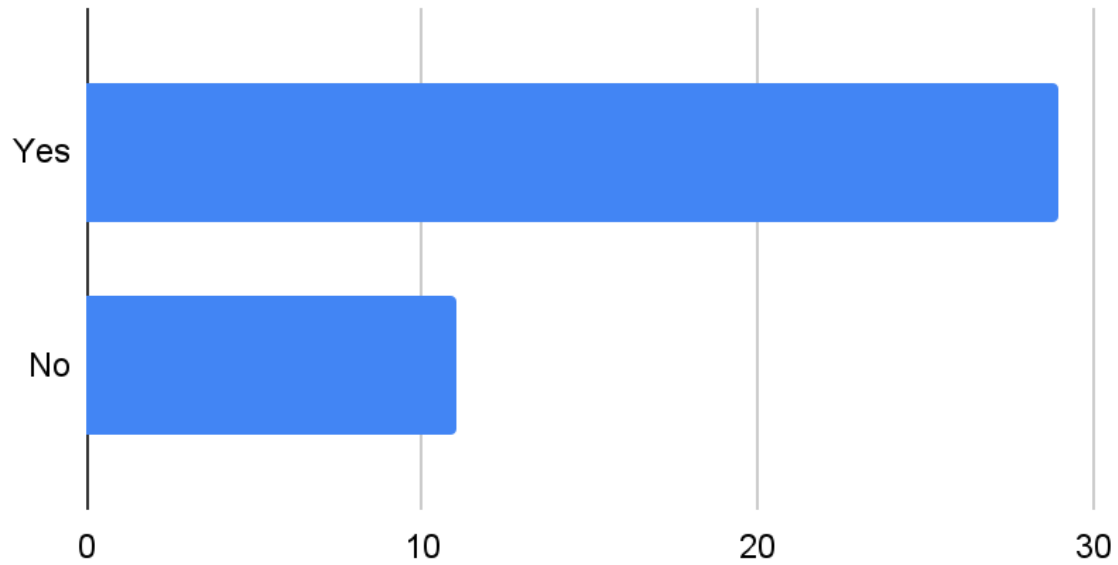
If you don't use the garages, why?

If you don't use the parking garages, why?



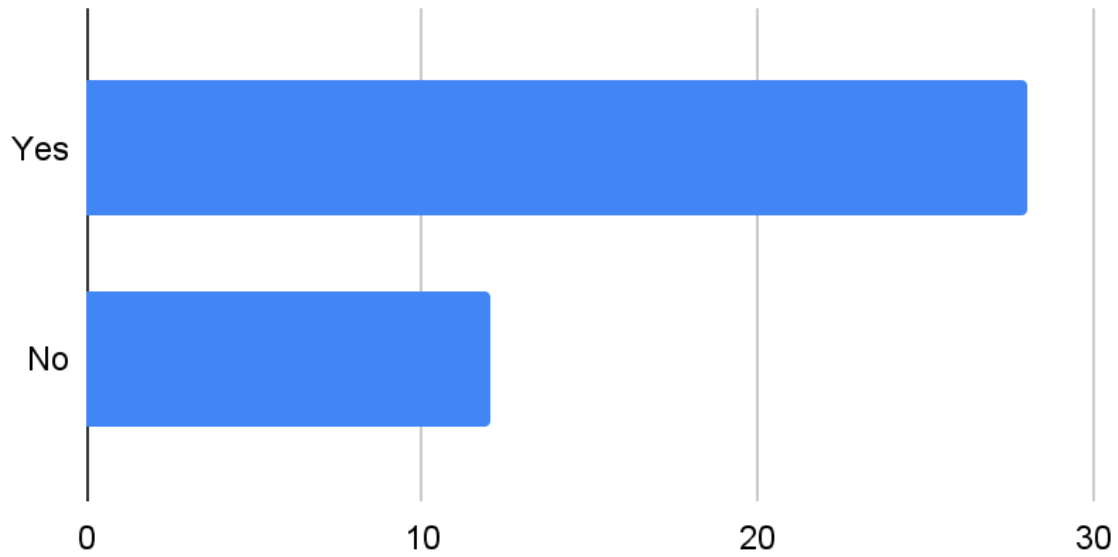
Would you use the garage if it was free?

Would you park in the garage if it was free?



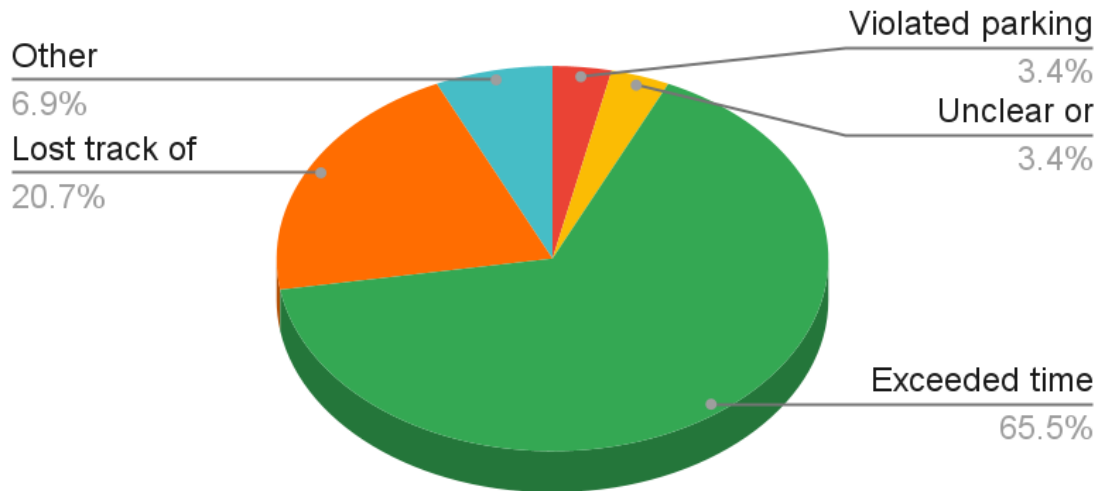
Have you ever received a parking ticket in Salinas?

Have you ever received a ticket in Salinas



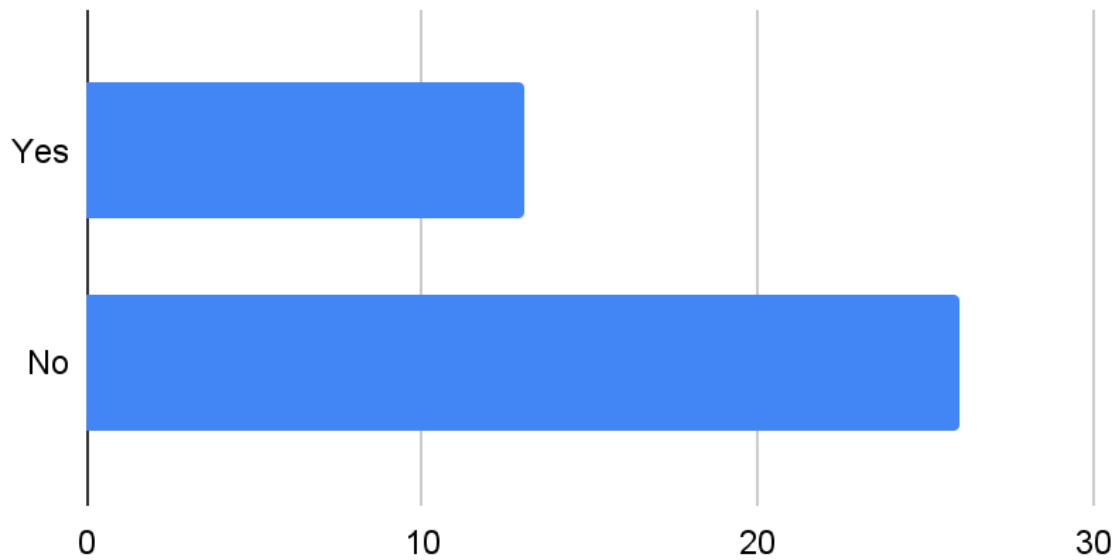
Why did you receive a ticket?

If yes, why did you receive a ticket?



Do you currently pay for a parking permit?

Do you currently pay for a parking permit?



Additional Comments

Do you have any additional comments?
Permit parking areas are too expensive and too many in our parking area. The parking garage is too far. Not everyone can leave before dark or unattended and feel unsafe.
There are many parking areas that could be converted to 2 to 3 story parking. Especially in the 300 block both sides. Farmers market on Saturdays takes a lot of parking.
Elderly and handicapped parking is minimal and does not promote demographic to come down town.
I would not mind paying for parking if it was available but most times it's sold out. Would park 2 blocks away from our business but Pájaro is full of homeless and it's a rosy parking out there.
Merchants are parking in public parking spaces on Main Street. The Blue Mortgage people are, n36 prop. are, they need to stop
Yes. The parking is very limited in down town it's hard to work in down town knowing that I have to look for parking 30 min before my shift
With all the new housing and bars it has become impossible to find parking and is only gonna get worse
Do you REALLY want to ask this.
I understand not parking on the actual Main Street to have it available to customers, but as a merchant I don't think we should have to pay for parking to be able to work. Doesn't seem fair, but what do I know 🙄
I have 8 hour shifts at work and most of the time we don't know when the tires have been marked or were too busy with our clients to remember to move car/parking
I work at a business in old town and we hear nothing but complaints all Day about the parking situation. No spots in the back usually none in the front and if you do park in the front it is almost impossible to get out of your spot. With the scatter crossing sometimes you have to sit through multiple lights just to move up one block and then do it again. It feels as if there was no thought at all about the ramification of all the new business and apartments with relation to parking.
I am on the 300 block of Main Street and my business is located upstairs. I often have to take laundry to my car. There are no loading zones which means I have to go very early in order to take my items up to the salon. I refuse to park far from my business due to the homeless and drug addicts who often are around. I have been followed, screamed at and even lunged at. If there is a garage out closer to my business it would have to have security for me to feel safe to park there.

There needs to be more parking permit areas near those businesses on the 200 block of Monterey Street and South Main. We are forced to walk from the other blocks and it is hard with all our work items especially for those with physical disabilities or pregnant.

No

This is a biased survey and needs to be amended to include information on businesses who don't park in the client parking: rear lots, Main & side streets.

1) The Salinas City Center would benefit from a dedicated Parking Officer that actually does their job. Merchants know that they have an 90% chance of not getting a ticket, because even though their tires got marked no one is coming back. 2) Delivery Trucks block parking on Main St because they can not access alley ways behind stores. 3) Although I pay for permit parking, there have been numerous occasions I could not access it because of all the people parking without permits. 4) Every afternoon there is a group of 12 to 18 year old boys that ride bikes down Main St, deliberately blocking traffic, popping wheelies, riding in/out of flow of traffic, etc. Creating an unsafe experience for customers. 5) Vendor Trucks should not be parked in front of store fronts for extended periods of time during non Farmer's Market days. 6) Customers are afraid to park behind stores, due to homeless. 7) We need metered parking with the ability to validate customers shopping with us. 8) It is unreasonable to expect merchants to park in garages 3 blocks away.

I work in downtown Salinas. Usually my work day starts around 8 am and since I get here around 7:45 I usually find parking to be very accessible. However later in the day. For example if I were to go out for lunch finding a park spot would be almost impossible which is why I choose to bring lunch . I feel it's unfair for those of us that work downtown to be moving our cars every couple hours . And struggle to get parking. I feel it's unfair for those of us that work downtown to even receive parking tickets. Us essential workers are providing revenue to downtown since we are working with clients each day. The city of salinas should provide all employees free parking !

Answers reflect CherryBean partner who drives from Santa Cruz County, applies 3 days/week (M/W/F). Vehicle is used throughout day for supply runs. Other partner walks to work.

The process for buying and displaying tickets is broken. They should link it to the plates for the garage and have it automatically renew each month.

Parking is not as bad as some want you to believe. If they can't park directly in front of where they are going, they have a meltdown

Parking is always available, people just need to move their body!

Need to make a bigger parking lot or garage with multi levels

We would like to have a parking space for all that work in old town Salinas. We spend most of the day.

Lot 5 should be made into a parking garage

Used to use the parking garage but have had my car vandalized a couple times and have been accosted by groups of teenagers several times. It's just not safe for a woman alone

Homeless in the area can be aggressive.

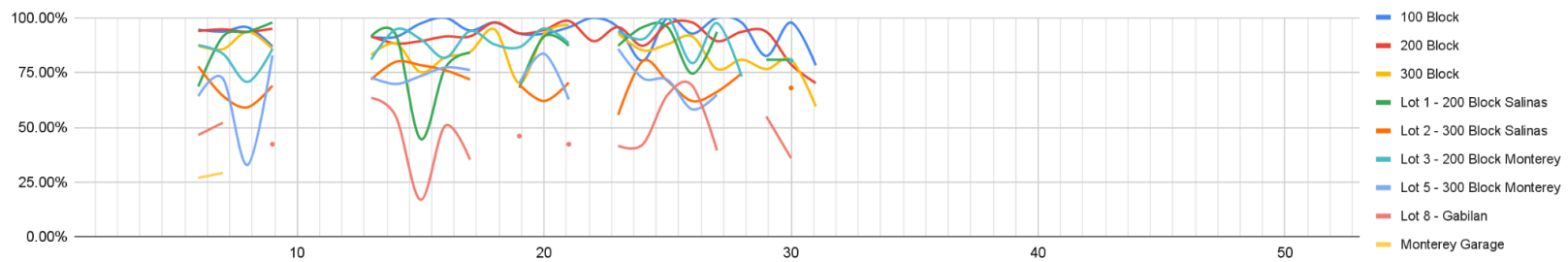
Don't feel safe using parking garage.

Due to construction in near by buildings, at times can be difficult to park in general parking area.

Parking Statistics

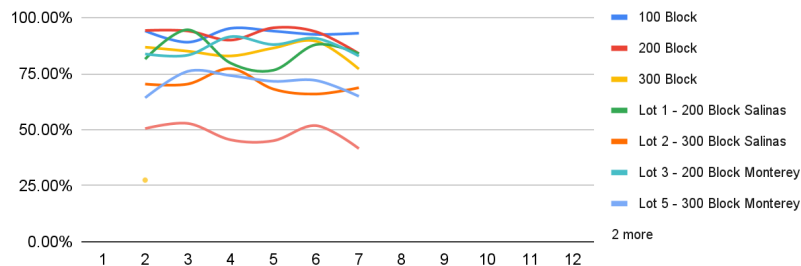
Usage by Week

Graph visualizes total percent utilization of each parking location by week. Gaps in the graph are due to no existing records during that time period.



Usage by Month

Graph visualizes total percent utilization of each parking location by month. Gaps in the graph are due to no existing records during that time period



Average Parking Used

Total Average by Time and Day of the Week

Average of ALL samples in ALL locations broken down by time period or day of the week.

	Available	Ave Used	Ave % Used	Sample
Total Parking	522	394.0	75.47%	355
Inc MSG	FALSE			
		Ave Used/Time	Ave % Used/Time	
9am to 11am		338.7	64.88%	84
11am to 2pm		411.7	78.87%	160
2pm to 5 pm		393.6	75.41%	100
5pm to 12am		200.0	38.31%	6
		Ave Used/Day	Ave % Used/Day	
Sunday				0
Monday		340.5	65.23%	66
Tuesday		405.1	77.61%	63
Wednesday		413.0	79.12%	85
Thursday		415.3	79.56%	56
Friday		399.2	76.48%	85
Saturday				0

Average by Location and Time of Day

Parking Stalls by Block	Available	Ave Used	Ave % Used	Sample
100 Block	23	21.6	93.90%	62
9am to 11am		21.5	93.26%	20
11am to 2pm		22.3	97.10%	21
2pm to 5 pm		21.5	93.35%	17
5pm to 12am		21.0	91.30%	2
200 Block	47	43.6	92.72%	64
9am to 11am		43.6	92.72%	19
11am to 2pm		44.9	95.52%	28
2pm to 5 pm		41.4	88.09%	15
5pm to 12am		47.0	100.00%	1
300 Block	47	39.9	84.95%	56
9am to 11am		37.0	78.72%	17
11am to 2pm		42.2	89.77%	21
2pm to 5 pm		39.7	84.40%	15
5pm to 12am		46.0	97.87%	2
Lot 1 - 200 Block Salinas	47	38.7	82.31%	35
9am to 11am		28.7	60.99%	6
11am to 2pm		41.2	87.57%	19
2pm to 5 pm		40.0	85.11%	10
5pm to 12am				0
Lot 2 - 300 Block Salinas	71	50.5	71.16%	38
9am to 11am		46.0	64.79%	10
11am to 2pm		54.5	76.80%	17
2pm to 5 pm		48.5	68.25%	11
5pm to 12am				0
Lot 3 - 200 Block Monterey	82	71.3	87.00%	41
9am to 11am		64.0	78.05%	6
11am to 2pm		75.6	92.23%	19
2pm to 5 pm		69.0	84.15%	16
5pm to 12am				0

Lot 5 - 300 Block Monterey	134	94.4	70.47%	30
9am to 11am		77.3	57.71%	3
11am to 2pm		93.0	69.40%	17
2pm to 5 pm		104.0	77.61%	8
5pm to 12am		86.0	64.18%	1
Lot 8 - Gabilan	71	33.9	47.69%	29
9am to 11am		20.7	29.11%	3
11am to 2pm		37.9	53.44%	18
2pm to 5 pm		29.6	41.73%	8
5pm to 12am				0
Monterey Garage	435	119.5	27.47%	4
9am to 11am		106.0	24.37%	2
11am to 2pm		133.0	30.57%	2
2pm to 5 pm				0
5pm to 12am				0

Average by Location and Day of Week

Parking Stalls by Block	Available	Ave Used	Ave % Used	Sample
100 Block	23	22	93.90%	62
Sunday				0
Monday		22.0	95.65%	8
Tuesday		21.8	94.86%	11
Wednesday		21.5	93.48%	16
Thursday		22.1	96.09%	10
Friday		21.1	91.56%	17
Saturday				0
200 Block	47	43.6	92.72%	64
Sunday				0
Monday		41.6	88.59%	11
Tuesday		43.9	93.42%	11
Wednesday		44.5	94.68%	14
Thursday		44.2	94.00%	11
Friday		43.5	92.49%	17
Saturday				0
300 Block	47	39.9	84.95%	56
Sunday				0
Monday		35.8	76.17%	10
Tuesday		42.5	90.33%	11
Wednesday		40.3	85.76%	13
Thursday		41.9	89.10%	8
Friday		39.4	83.89%	14
Saturday				0
Lot 1 - 200 Block Salinas	47	38.7	82.31%	35
Sunday				0
Monday		29.1	61.91%	10
Tuesday		42.8	91.06%	5
Wednesday		41.6	88.45%	7
Thursday		44.2	94.04%	5

Friday		42.1	89.63%	8
Saturday				0
Lot 2 - 300 Block Salinas	71	50.5	71.16%	38
Sunday				0
Monday		45.0	63.38%	7
Tuesday		50.9	71.67%	9
Wednesday		55.5	78.17%	10
Thursday		52.8	74.30%	4
Friday		47.6	67.08%	8
Saturday				0
Lot 3 - 200 Block Monterey	82	71.3	87.00%	41
Sunday				0
Monday		63.4	77.37%	9
Tuesday		73.0	89.02%	4
Wednesday		75.4	91.95%	10
Thursday		68.7	83.74%	9
Friday		76.7	93.50%	9
Saturday				0
Lot 5 - 300 Block Monterey	134	94.4	70.47%	30
Sunday				0
Monday		74.2	55.37%	5
Tuesday		99.0	73.88%	8
Wednesday		97.9	73.03%	7
Thursday		105.8	78.92%	4
Friday		93.7	69.90%	6
Saturday				0
Lot 8 - Gabilan	71	33.9	47.69%	29
Sunday				0
Monday		29.3	41.31%	6
Tuesday		31.3	44.01%	4
Wednesday		36.4	51.23%	8
Thursday		35.8	50.42%	5
Friday		35.2	49.53%	6

Saturday				0
Monterey Garage	435	119.5	27.47%	4
Sunday				0
Monday				0
Tuesday		139.0	31.95%	1
Wednesday		127.0	29.20%	1
Thursday		107.0	24.60%	1
Friday		105.0	24.14%	1
Saturday				0

Salinas City Center Improvement Association

SOBO Statistics



Jul 28, 2023

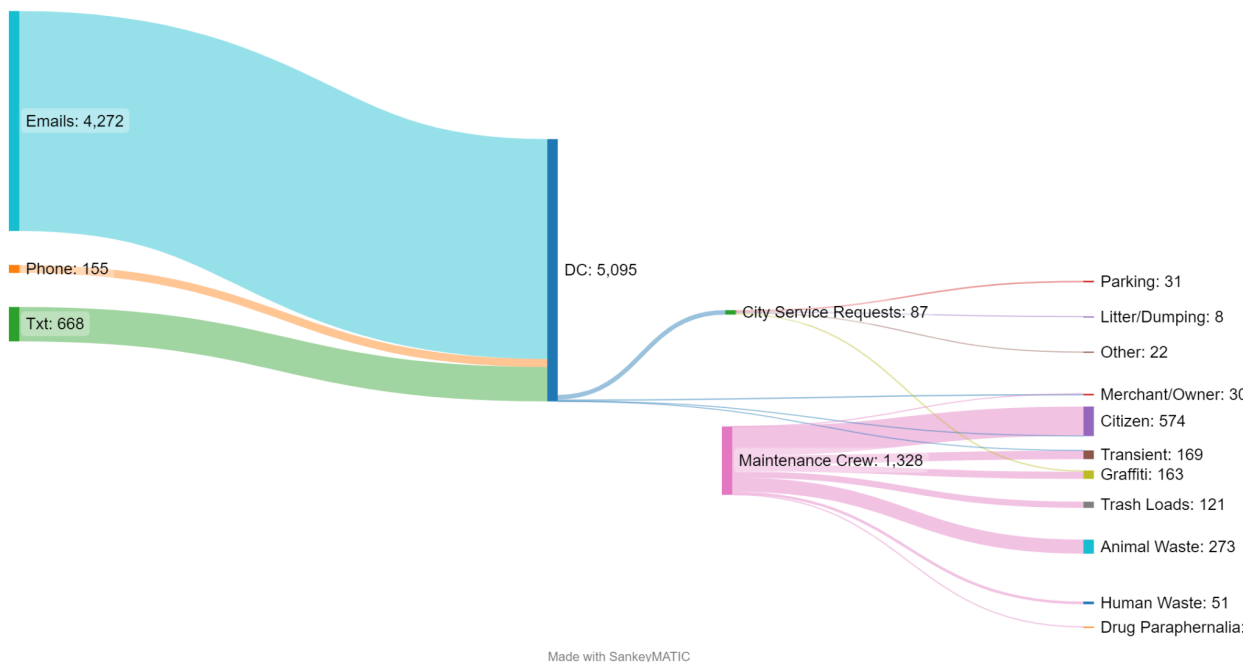
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Staff Statistics

SCCIA staff provides management, security, and sanitation and maintenance to the SCCIA district above and beyond what the city provides. While the Salinas Connect app is a great tool for reporting issues, often the SCCIA staff responds faster or notices issues to address before they need to be reported to the city.

Our staff is the first line of defense in keeping our district clean and presentable.



District Coordinator

DC	1	2	3	4	5	6	7	8	9	10	11	12	Total
Emails				1000	1129	1051	1092					0	4272
Phone				36	48	45	25	1	0	0	0	0	155
Txt				211	223	148	85	1	0	0	0	0	668
Merchant/Owner				25	0	0	2	2	0	0	0	0	29
Citizen				6	0	0	1	0	0	0	0	0	7
Transient				0	0	0	2	0	0	0	0	0	2
Report Trash				0	0	0	0	0	0	0	0	0	0

Report Animal Waste				0	0	0	0	0	0	0	0	0	0	0
Report Human Waste				0	0	0	0	0	0	0	0	0	0	0

Security

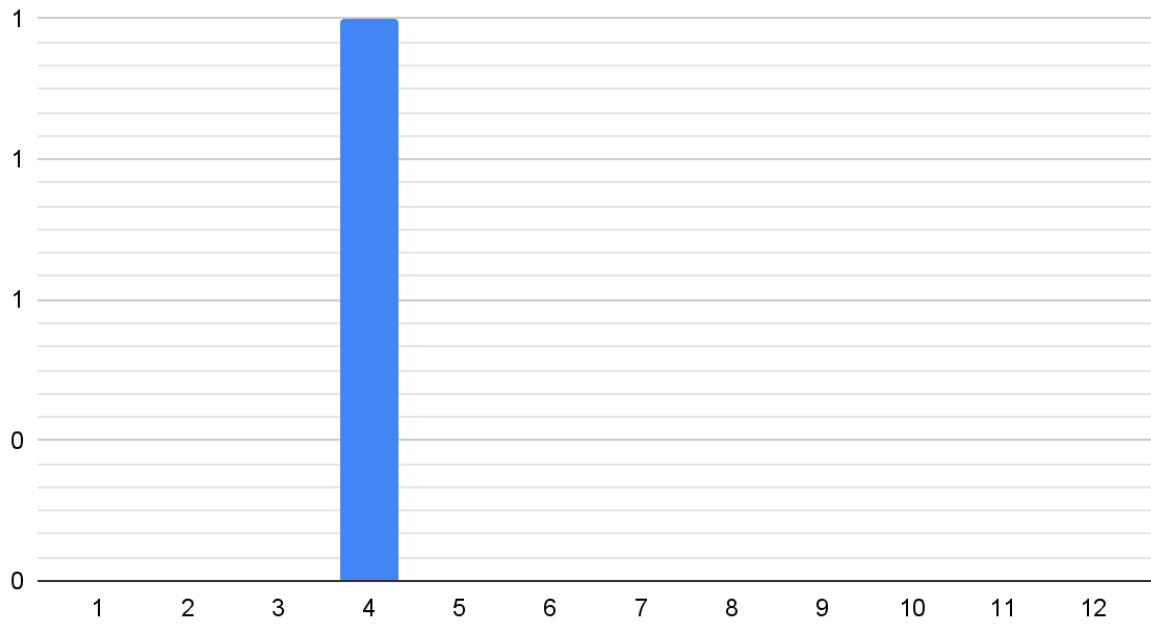
Security	1	2	3	4	5	6	7	8	9	10	11	12	Total
Phone							0	0	0	0	0	0	0
Txt							0	0	0	0	0	0	0
Merchant/Owner							0	0	0	0	0	0	0
Citizen							0	0	0	0	0	0	0
Transient							0	0	0	0	0	0	0
Report Trash							0	0	0	0	0	0	0
Report Animal Waste							0	0	0	0	0	0	0
Report Human Waste							0	0	0	0	0	0	0

Maintenance

Maintenance Crew	1	2	3	4	5	6	7	8	9	10	11	12	Total
Merchant/Owner				1	0	0	0	0	0	0	0	0	1
Citizen				117	197	158	95	0	0	0	0	0	567
Transient				32	50	51	30	0	0	0	0	0	163
Trash Loads				36	37	25	24	0	0	0	0	0	122
Graffiti				63	28	34	12	0	0	0	0	0	137
Animal Waste				62	114	45	46	0	0	0	0	0	267
Human Waste				20	13	8	10	0	0	0	0	0	51

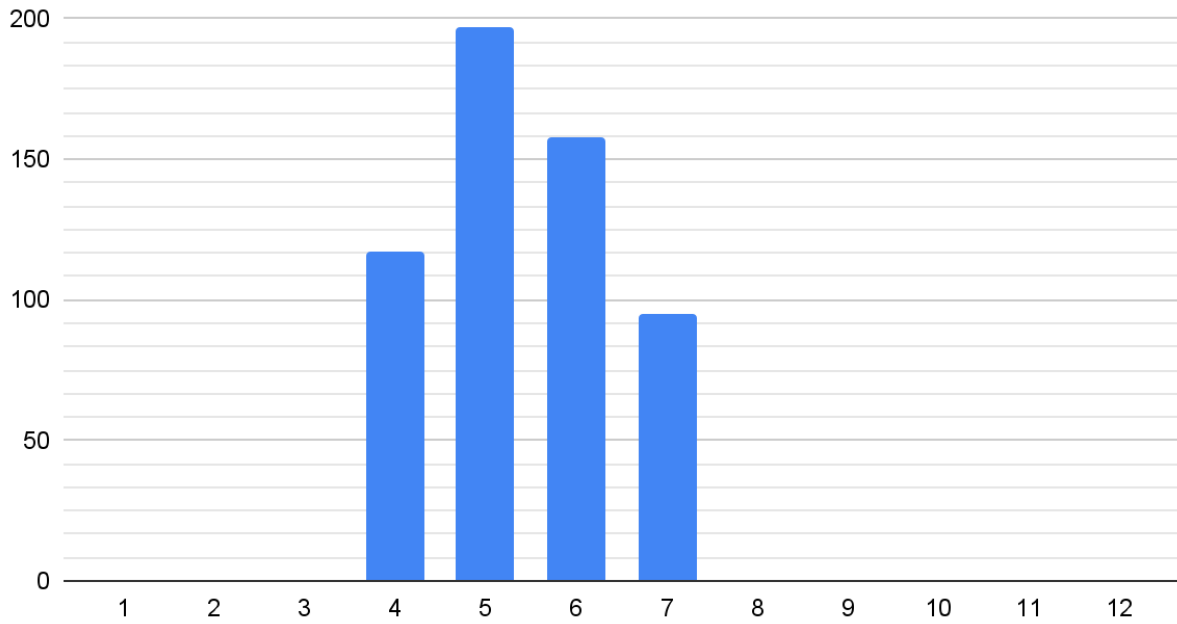
Citizen Contact

SCCIA Maintenance Staff Statistics - Citizen Contact



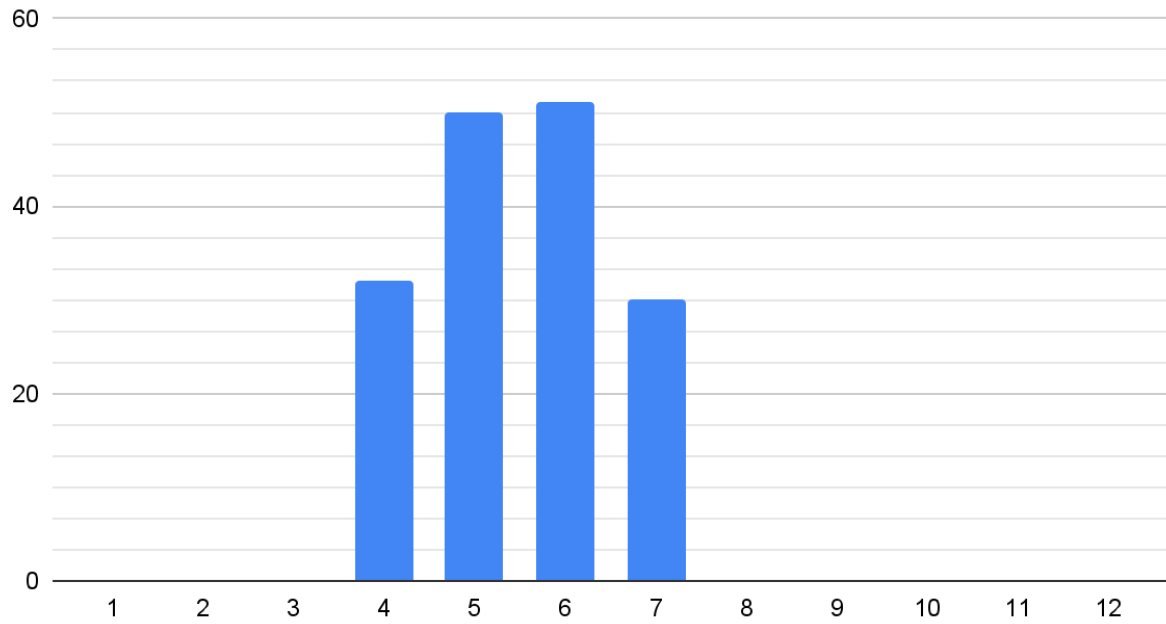
Transient Contact

SCCIA Maintenance Staff Statistics - Transient Contact



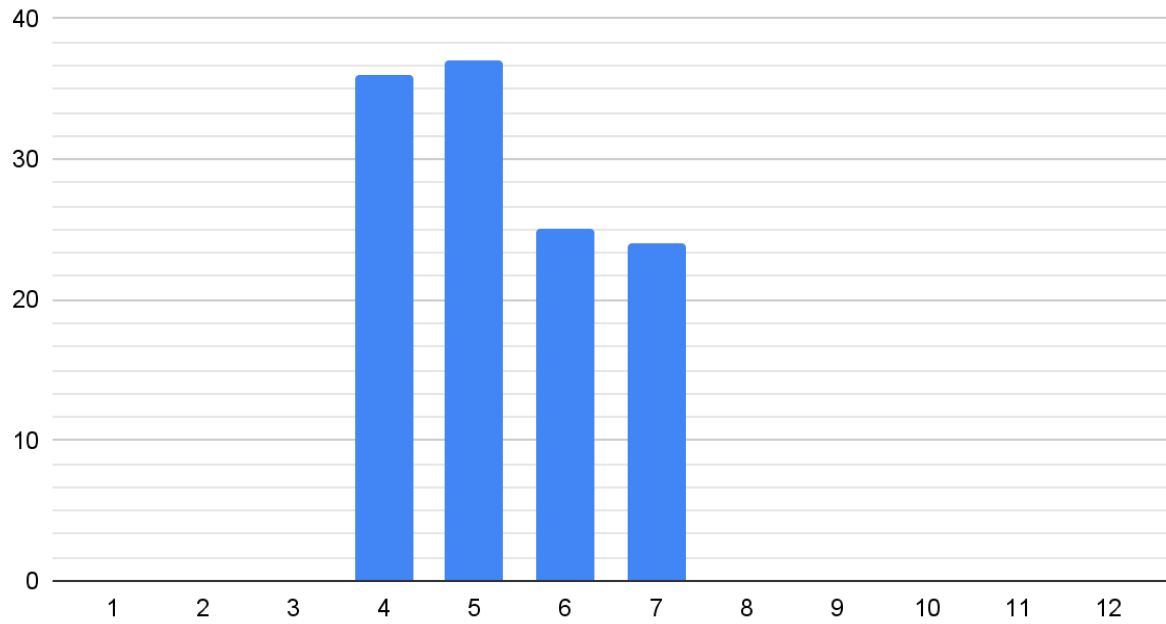
Trash Loads

SCCIA Maintenance Staff Statistics - Trash Loads



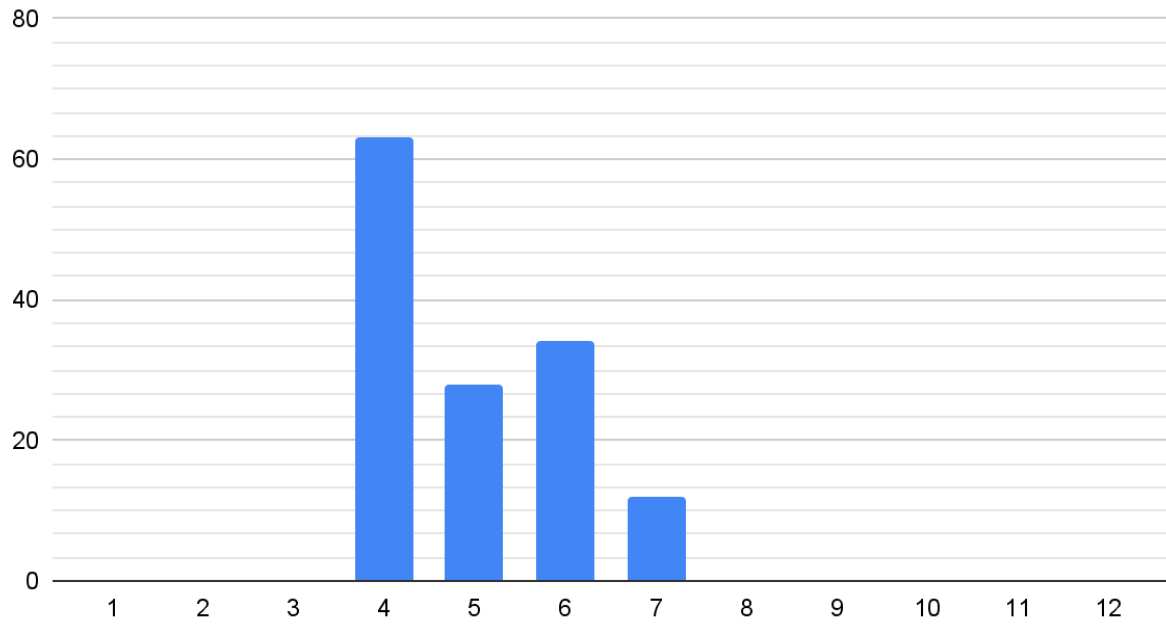
Graffiti Removed

SCCIA Maintenance Staff Statistics - Graffiti Removed



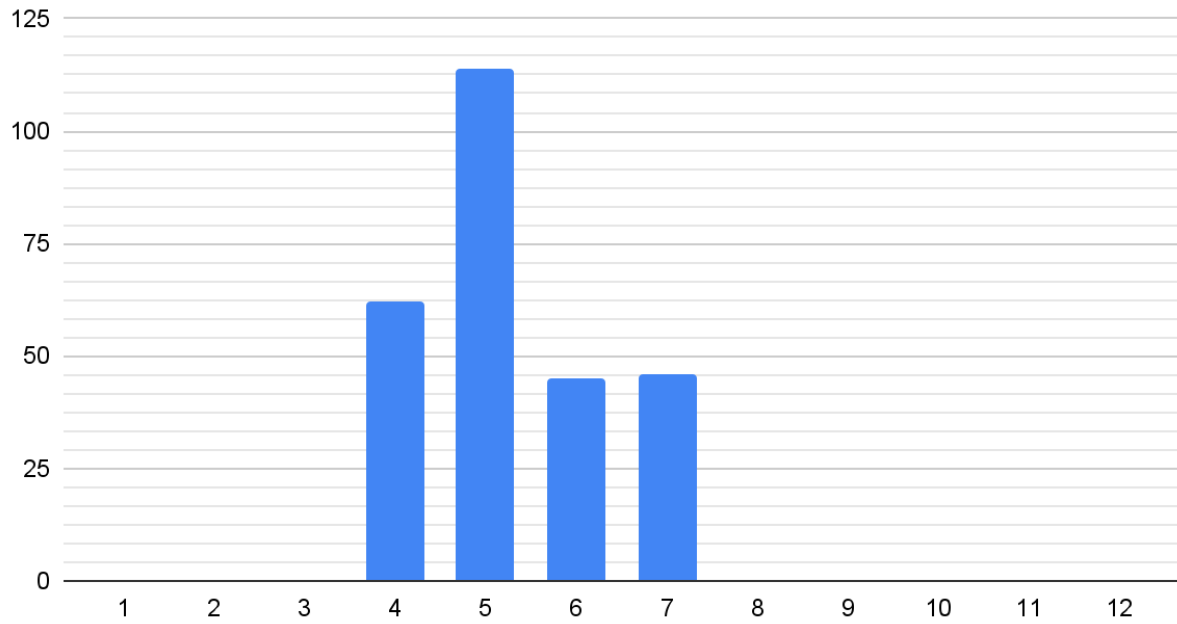
Animal Waste

SCCIA Maintenance Staff Statistics - Animal Waste



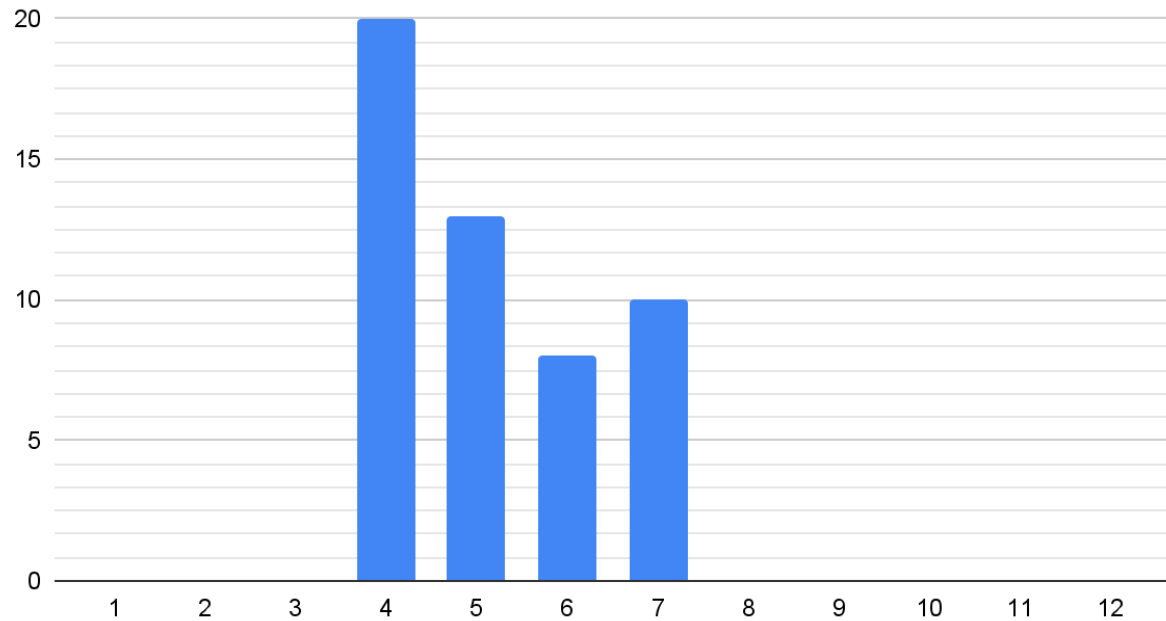
Human Waste

SCCIA Maintenance Staff Statistics - Human Waste



Drug Paraphernalia

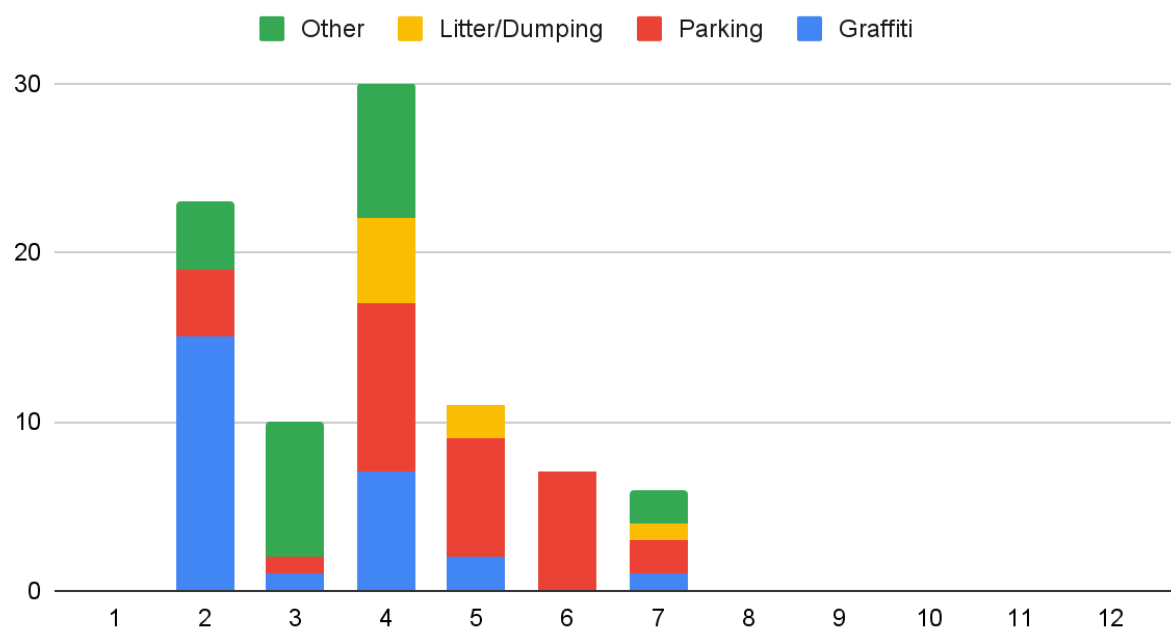
SCCIA Maintenance Staff Statistics - Drug Paraphernalia



Salinas Connect Service Requests

City Service Requests	1	2	3	4	5	6	7	8	9	10	11	12	Total
received	0	23	10	30	11	7	6	0	0	0	0	0	87
Graffiti	0	15	1	7	2	0	1	0	0	0	0	0	26
Parking	0	4	1	10	7	7	2	0	0	0	0	0	31
Litter/Dumping	0	0	0	5	2	0	1	0	0	0	0	0	8

Salinas Connect Maintenance Requests



SCCIA Businesses

Last Updated	8/7/2023	Export PDF							
Retail	Business Name	Facebook Page	Instagram Page	Twitter	Website	What 3 Words Location	Gift Cards	List Number	Address
Consumer Goods	Gifts on the go					//blaze.gill.junior	Yes		150 main street #112
	Apotheca		@apothea.dot		shopapothea.com	//pipes.glory.stews			9 e gabilan st
	Kerri's Co-Op Chicks					//answer.onion.wool	Yes		345 main street
	Downtown Book and Sound	@DowntownBookandSound			downtownbookandsound.com	//bits.ropes.sticks	Yes		213 main street
	Debbie Kay's Home Decor					//answer.onion.wool			345 main street
	Valley Bikes					//shut.moral.ready			64 w alisal st
	Bobcat Bicycles	@bobcatbicycles	@bobcatbicycles		bobcatbicycles.com	//living.phones.tooth			141 monterey street
	Green's Camera World	@greencameraworld		@greencamera	greencamera.com	//never.transmitted.ols			350 main str
	MP Vacuum	@MPVACUUM	@mpvacuum		www.mpvacuum.com	//causes.unfair.tested			232 Salinas st
Footwear	Becks Shoes					//files.format.shared			354 main street
Furniture	Casona on Main					//mouth.asset.retire	Yes		150 main street #108
Grocery									
Jewelry	Tony's Jewelry					//text.composers.tooth			219 Monterey st
	Leo's Jewelers					//follow.eagles.presp			319 main st #1
	McWherters Jewelry	@McWhertersJewelers			mcwhertersjewelers.com	//busy.puff.page			236 main st
Mens Clothing									
Office Supplies									
Womens Clothing	Redefined Bridal	@RedefinedClothing	@RedfinedClothing			//silk.window.care			10 w gabilan St
	Head over Heals					//once.narrow.abade	Yes		248 Main street
	Scarlet Carnation				scarletcarnation.net/	//hook.bulls.hears	Yes		7 E Gabilan st
	Ber Blue Boutique		@herblue.boutique			//links.label.actor			237 Salinas st #2
	Vintage Blossom Boutique	@vintageblossomboutique	@vintageblossomboutique			//lake.actual.tins			150 Main st #152
Health	Business Name	Facebook Page	Instagram Page	Twitter	Website	What 3 Words Location	Gift Cards	List Number	Address
Dentist									
Doctor									
Gym	Reborn Fit		@miqui.017			//part.smart.power	Yes		25 E gabilan st
Health Services	Flow Cryotherapy	@flowcryotherapy	@flowcryo831		flow-cryotherapy.com	//token.tell.ankle			311 Salinas st
Medical Clinic									
Pharmacy	Allcare Pharmacy	@AllcarePharmacyandMedicalSupply			allcarex.net	//safety.about.most			331 main st
Property	Business Name	Facebook Page	Instagram Page	Twitter	Website	What 3 Words Location	Gift Cards	List Number	Address
Apartment									
Condo									
Contractor	Pio Construction				pioconstruction.com	//active.laser.fired			374 main street
	Slama Door					//added.neat.admire			137 Monterey Street
	Bright Future Solar Energy	@BrightFutureSolarEnergy	@bfsolar		brightfuturesolarenergy.com	//adults.dads.clip			139 Monterey st
MFR									
Property Management	Coast and Valley Properties, Inc	@CoastandValleyPropertiesInc		@CoastandValley	https://www.coastandvalleyrpm.com/	//hops.raced.rental		+18317571270	376 Main St
	36 North Properties, Inc				http://www.36northpm.com/	//burned.patio.flames		(831) 484-4604	369 Main St Suite M
Property Owner	DeSerpa Real Estate Investment					//bride.bliss.quiet			416 main street
SFR									
Food Service	Business Name	Facebook Page	Instagram Page	Twitter	Website	What 3 Words Location	Gift Cards	List Number	Address
Bakery	The Bakery Station	@thebakystation	@TheBakeryStation		thebakystationinalinas.com	//start.cuts.object	Yes		202 monterey str
	Energy All Day					//exact.feeds.sculpture			317 Salinas st
Bar	La Cantina Brewing Company	@Lacantinabrewingcompany	@lacantinabrewingcompany		lacantinabrewingcompany.com	//noisy.smart.helps	Yes		165 main street
	Last Call		@thelastcallbarandgrill		portabelloscatering.com	//ladder.bleak.export			9 e san luis st
	201 Main		@201MAIN		201complex.com	//twist.bands.eagle			201 main st
	Dubbers	@DubbersOldtown				//phones.asserts.stump			173 Main st
	XL Public House	@XLPublichouse	@xlpublichouse			//keys.faces.precautions			127 Main st
Catering									
Coffee Shop/Tea Room	Gold Leaf Spice and Teas	@goldleafspicenteas	@goldleaf teas		goldleafspiceandteas.com	//social.reader.likely	Yes		8.1/2 w gabilan st
	The Bearded Bean	@thebeardedbeanllc	@thebeardedbean		www.thebeardedbean.com	//hungry.exchanges.grin	Yes		210 Main st
	Cherrybean					//wicked.hears.finely	Yes		332 Main st
	Starbucks		@starbucks.taylorfarms			//trader.laser.falls	Yes		150 Main st
	Villa Rivera Café				http://www.villariveracafe.com/	//plug.slam.rank		(831) 229-7245	142 W Alisal St
Fast Food	Great British Bakeshop		@thegreatbritishbakeshop		https://www.thegreatbritishbakeshop.com/	//defeat.runes.museum	Yes	(831) 356-0005	8 W Gabilan St
	Cal Glizy					//trees.icons.drift			
Full Service Restaurant	Mi Tierra Restaurant					//become.paper.starts	Yes		129 Main street
	Gordon's Cafe and Catering					//normal.roses.lake			343 main street
	Michaels		@michaelsgrillaqueria			//forced.flyer.before			321 Main st
	Mangia !	@mangiaeatonmain	@mangiaeatonmain			//never.soils.crop			328 Main St suite A
	Tacos Don Beto					//really.race.really	Yes		42 w gabilan str
	First Awakenings	@firstawakenings	@firstawakeningspg	@AwakeningsFirst	https://firstawakenings.net/	//groom.ears.manage	Yes		171 main str
	Casa Sorrento Pizzeria	@casasorrentopizzeria			casasorrento.com	//heads.river.later			393 salinas st
	Amapola Kitchen and Wine Merchant				amapolakitchenandwine.com	//rates.sport.bump			32 w gabilan st
	Altura Lounge and Bistro		@alturalounge			//chair.front.found			66 W Alisal st
	Patia	@PatiaOldtownSalinas				//chips.slim.waddled			228 Main st
	Villa Arteca	@VillaArtecaRestaurant	@villa_arteca		https://villaarteca.com/	//error.curry.poems	Yes		157 Main st
	Mami Chela	@mamichelas				//beds.scuba.raves	Yes		131 Main st
	Alvarado On Main		@aboomain			//reat.dinner.stocks	Yes		301 Main st
	Karnaval Cafe				https://www.toasttab.com/karnaval-145-main-street/	//every.minute.planet	Yes		145 Main St
	Portobello's on Main					//grit.outter.beast	Yes	(831) 770-6363	150 Main St #116
	Growers Pub	@GrowersPub	@thegrowerspub		http://www.growerspub.com/menu/	//monks.method.transmitted	Yes	(831) 7541488	227 Monterey St
	Burrito King					#ERROR!	Yes	(831) 424-0159	8 midtown ln
Tap/Tasting Room	Farmers Union Pour House	@FarmersUnionPourHouse	@farmersunionpourhouse			//bits.ropes.sticks			217 main st
	Brew & Krew Ale House	@brewandkrewsalinas	@brewandkrewsalinas			//moved.healers.polite	Yes		155 Main st

Services	Business Name	Facebook Page	Instagram Page	Twitter	Website	What 3 Words Location	Gift Cards	List Number	Address
Business	Salinas Valley Chamber of Commerce	@SalinasValleyChamberofCommerce	@salinaschamber	@salinaschamber	www.salinaschamber.com	///pinks.enable.since			119 E Alisal St
	Maureen Wruck Planning Consultants, LLC				Mwrruck.com	///trendy.bikes.pipes			21 West Alisal suite 111
	Western Growers Association				wga.com	///windy.broom.frosted			150 main street #130
	TMD Creative	@tmdcreative	@tmdcreative	@tmdcreative	tmdcreative.com	///energetic.descended.moon			90 w alisal st
	Express Employment Professionals					///factor.wiser.earth			45 w alisal st
	Adaptive IS		@adaptive_information_systems		adaptiveis.net	///think.went.opera			376 main st
	Balance Staffing	@balancestaffingfirm		@BalanceStaffCo	balancestaffing.com	///hops.lively.craze			313 main st #a
	MP Express				mexpressprinter.com	///left.trio.number			324 Lincoln st
	Full Steam Staffing	@FullSteamStaffingCorporate	@fullsteamstaffing	@fullsteamstaff	fullsteamstaffing.com	///hells.flats.skinny			415 Salinas st
	Monterey County Surveyors					///palms.prom.squad			235 Salinas st
Financial	Statefarm	@jeanettejenicelystatefarm			jeanettejenicely.com	///grow.trio.gone			341 main street
	Statefarm	@WilletteJonesStateFarmInsurance	@yourdowntownagent		willettejenics.com	///grow.trio.gone			341 main street
	Bay and Basin				https://bayandbasinins.com/	///sung.idea.swear			371 main street
	Premier Mortgage Resources	@PMRloansUSA	@pmrloans	@pmrloans	pmrloans.com/kirk	///lasts.remain.ranges			336 main street
	Blue Adobe Mortgage	@blueadobemortgage	@blueadobemortgage		blueadobemortgage.com	///owner.picked.region			362 Main street
	SBDC California	@CalCoastal			calcoastal.org	///them.descended.doctor			106 lincoln ave
	First American Title Company	@FirstAmericanTitle	@first_american		firstamericanmonterey.com	///rises.radio.these			307 main st #310
	Hastie Financial Group	@HastieFinancialGroup	@hastiefinancialgroup	@HastieFinancial	https://www.hastiefinancialgroup.com/	///anyone.enable.fairly			307 main st #300
	Mechanics Bank	@MechanicsBank1905	@mechanics_bank	@mechanicsbank	mechanicsbank.com	///beam.aved.hint			307 main st #200
	Gonzalez and Associates Insurance Services				gonzins.com	///wishes.voice.gasp			102 lincoln ave
	1st Capital Bank					///cope.radio.beside		(831) 264-4000	150 Main St, Suite 150
Legal	Alternative Dispute Resolution, APC			@ADRcorp	www.bailleyadr.com	///books.lasts.wage			60 West Alisal Street, Suite 10
	Moncrief & Hart				moncriefhart.com	///bumps.talked.herb			16 w gabilan St
	Bruce Kilchin Law					///trial.snail.calls			44 W Alisal st
	Ishikawa Law				ishikawalaw.com	///trial.snail.calls			44 w alisal st
	Cypress Coast Law PC				cypresscoastlaw.com	///trial.snail.calls			40 central ave
	Pernik Law	@perniklaw			perniklaw.com	///ramp.caged.pouch			40 central ave
	Law office of Michelle Noble McCain				michellenoblemccain.com	///bath.tree.decks			106 central ave
	Law Office of Magnolia Zarrage				zarragalaw.com	///bright.clip.reel			114 church str
	Noland Hamerly Etienne & Hoss	@toprankedattorneys			www.nheh.com	///sprint.track.trick			333 Salinas st
Non-Profit	Artists Ink	@artistsink2013	@artists_ink		artistsink.org	///stuff.clip.sank			1 midtown ln
	Alliance on Aging	@aoamonterey		@AOAMonterey	allianceonaging.org	///unrealistic.pets.arace	Yes		247 main st
	CHISPA				chispahousing.org	///rub.privately.blaze			295 main str #100
	United Way	@uwmonterey	@unitedwaymonterey	@unitedwaymca	unitedwaymca.org	///laces.stuck.bond			232 monterey st #200
	MILPA	@MILPACollective	@milpacollective	@milpacollective	milpacollective.org	///grit.plates.gent			315 main st
	Digital Nest	@DigNEST	@digitalnest	@DigNEST	www.digitalnest.org	///crop.fees.bowser			210 Salinas st
Personal	Cook's Photography		@cooksphotography		cooksphotography.com/	///cubs.held.juror			353 main str
	OJ Did It					#ERROR!	Yes		
Personal Grooming	Nails by Norma		@_nailsbynorma			///snail.totat.urban			364 Main st
	Shear Beauty		@hairby.lq2			///follow.eagles.prep			319 Main st
	Clippers Hair Salon					///making.speaks.fruit			355 Main st
	Hair Care Salon					///shells.move.purely			391 Salinas st
	Tulip Nails		@timnails1993			///shuts.lake.take			389 Salinas st
	Hair Studio 212					///trim.manual.ozone	Yes		212 Main st
	Tu Estilo Hair Boutique					///snack.venue.beam	Yes		242 main st
	Aquablue	@aquabluespas	@aquabluespa		Aquabluespa.com	///glitz.paper.bonds	Yes		229 main street
	Bellisimo					///send.shot.hosts	Yes	(831) 422-0432	2 W Gabilan St
	Beauty by Acacia					#ERROR!	Yes		
	Hair Creations by Juan Perez					#ERROR!	Yes		
Pet Grooming	Central Barks				www.centralbarksgrooming.com/	///this.clips.chained	Yes		254 Main st
Real Estate	California Real Estate Partnership					///trial.snail.calls			44 w alisal st
	Steinbeck Realtors	@SteinbeckRealEstate	@steinbeckrealestate	@SteinbeckRE	https://www.steinbeckre.com/	///music.point.tame		(831) 417-1000	12 W Gabilan St
Culture/Entertainment	Business Name	Facebook Page	Instagram Page	Twitter	Website	What 3 Words Location	Gift Cards	List Number	Address
Cinema	Maya Cinemas Salinas				http://www.mayacinemas.com/	///scales.courier.effort	Yes	(831) 757-6292	153 Main St
Gallery	Salinas Valley Art Gallery	@salinasvalleyartgallery	@salinasvalleyartgallery		salinasvalleyartgallery.com	///salad.corner.arrive	Yes		218 Main Street
	Arte Antigua	@jim.catalano.7			Arte-Antigua.us	///bones.firm.jazzy			9 West Gabilan Street, Suite 1
	CoLab Studio					#ERROR!			
Museum	National Steinbeck Center	@nationalsteinbeckcenter	@steinbeckcenter	@steinbeckcenter	www.steinbeck.org	///plug.slam.rank			1 Main st
Theater	Ariel Theatrical				arieltheatrical.org	///tiled.tested.tame			320 main st
	Fox Theater					///flingemails.sheep.lived		(831) 710-1961	221 Main st

Greg Hamer

From: Kevin Dayton
Sent: Tuesday, August 1, 2023 9:58 AM
To: Greg Hamer
Subject: Fwd: My analysis - Re: Mills Act

I just realized Larry Bussard did not put you on his initial email.

Kevin Dayton
Government Affairs Director
Salinas City Center Improvement Association (SCCIA)
(831) 869-6592

Begin forwarded message:

From: Kevin Dayton <kevindayton@salinascitycenter.com>
Subject: My analysis - Re: Mills Act
Date: August 1, 2023 at 9:46:58 AM PDT
To: Lisa Brinton <lisab@ci.salinas.ca.us>, Meryl Rasmussen <meryl@craftdesignbuild.com>, Brian Finegan <brian@bfinegan.com>, Steve Ish <sish@taylorfarms.com>, Brad Slama <bslama8@gmail.com>, Larry Bussard <larrybussard299@gmail.com>

Actually, Larry, the three properties with Mills Act contracts were the following:

[147 Central Avenue](#) (a residence)

[15 Los Laureles Avenue](#) (a residence)

[301 Main Street](#)

I do not have a record of 300 Main Street involvement with the Mills Act.

After the 2016 city council enactment of the Mills Act, SCCIA promoted it (subsequently along with the federal Opportunity Zone tax incentives and Adaptive Reuse Ordinance) to property owners and potential developers at various times in various ways. A joint workshop on the Mills Act discussed in 2018 to be scheduled in 2019 with SCCIA and the Historic Resources Board never happened.

Here's why I think the Mills Act isn't a priority at this time for SCCIA or the City of Salinas:

- SCCIA board members didn't identify the Mills Act or historic preservation as a priority at the 2022 retreat. In fact, SCCIA board members - and this is not a criticism - generally have not chosen historic preservation and promotion as a priority. Why not? See immediately below.
- Property owners and merchants generally have not shown interest in historic preservation and promotion. Their overwhelming interest for commercial success is safety and cleanliness.
- Property owners haven't been interested in the Mills Act. Two owners of historic buildings told me they don't want to be subject to the regulations that come with the Mills Act. The tax break isn't worth it.

- Local activists in historic preservation appear to be focused on other things that are more ambitious - Heritage Park being a prominent example. Frankly, new parks are exciting and tax policy is boring.
- From a government perspective, there is a revenue LOSS with Mills Act contracts. The city needs to focus on collecting MORE revenue for MORE projects and programs - that's what voters want.
- From a government perspective, a perpetual shortage of employees in the City of Salinas means this type of specialized program does not get the attention needed to make it thrive.
- From a government perspective, the Historic Resources Board meets infrequently and ineffectively and tends to be a staff distraction, so it is not activated for public policy purposes.

It's possible that an active, engaged City of Salinas Historic Resources Board could promote the Mills Act and bring in additional properties. This would require a full board made up of serious professionals who combine love for historical structures with financial realities and - on that basis - develop, adopt, and implement a low-cost, volunteer-intensive strategic plan in coordination with city staff. I have not heard of any SCCIA board members interested in applying for the Board who would be eligible to be on it.

I would be eager to help SCCIA with any historic preservation policy objectives. (I would like to see illumination of all of the historic facades of Main Street as an aesthetic and safety measure.) But this would have to be a decision of the Board, and it would take a lot of work.

Kevin Dayton
Government Affairs Director
Salinas City Center Improvement Association (SCCIA)
(831) 869-6592

On Aug 1, 2023, at 8:30 AM, Larry Bussard <larrybussard299@gmail.com> wrote:

Thank you Lisa, I know the two Buildings at Main and Alisal were approved for Mills Act, what is the 3rd building? If you would please ask staff to also evaluate the tax saving on the Finegan Building which would certainly qualify should the City decide to make the program permanent. I think I mentioned that we are actively searching for qualified candidates for the HRB. I believe making the Mills Act permanent will clearly be in the cities best interest!
Thank you again for your support!
Larry

Larry

On Tue, Aug 1, 2023 at 7:57 AM Lisa Brinton <lisab@ci.salinas.ca.us> wrote:

Good morning, Larry.

I am following up on your Mills Act inquiry. The City's pilot program ended in 2022. During the pilot program the City entered into three Mills Act Contracts. Staff is in the process of gathering tax saving information from the County to evaluate benefit of establishing a permanent program.

Lisa

[<Outlook-ol2xpars.png>](#)

<Outlook-
tehorouh.png>

City of Salinas

Community Development Department

Lisa Brinton | Director

65 West Alisal Street, 2nd Floor, Salinas, CA 93901

lisab@ci.salinas.ca.us | (P) 831-775-4239 (C) 831-206-8718

REPORT TO THE CITY COUNCIL

City of Salinas, California

DATE: June 28, 2016

FROM: Megan Hunter, Director, Community Development Department

THROUGH: Courtney Grossman, Planning Manager

BY: Don Lauritson, Planning Manager

SUBJECT: **HISTORIC RESOURCES BOARD ORDINANCE AMENDMENT AND
RESOLUTION TO ADD MILLS ACT TAX SAVINGS PROGRAM FOR
HISTORIC PROPERTIES AND FOR OTHER MINOR ORDINANCE
CHANGES**

RECOMMENDATION:

It is recommended that the City Council:

- A) Introduce and then subsequently adopt the attached ordinance amending Chapter XI of the City Code to include a tax savings program for designated historic properties, and make other minor ordinance changes; and
- B) Adopt the accompanying resolution implementing a tax savings program for designated historic properties consistent with the above ordinance amendment.

DISCUSSION:

The Mills Act is a California State law allowing cities to enter into contracts with the owners of designated historic properties who agree to preserve, maintain, and improve their property, in exchange for property tax savings. Eighty-five cities and counties in the state have adopted such tax savings programs for designated historic properties. This is the most commonly used tax savings program for historic properties. The 2002 City General Plan, the 2010 Historic Resources Board Ordinance, and the 2015 Downtown Vibrancy Plan all call for the adoption of such a program to financially incentivize preservation of historic properties. The Pilot tax savings program will last for five years. After that period, the program will be evaluated and modified if necessary before its extension.

Key elements of the Mills Act tax saving program are as follows:

1. A Mills Act Contract is an agreement between the City of Salinas and property owner of a City historic building listed as a “historic resource.” The property owner benefits from a reduction in property taxes. The City is ensured the historic building is preserved via contract language requiring official designation by the City, historic design review of

exterior alterations, and maintenance and improvements according to an agreed-upon schedule.

2. A Mills Act Contract is for a period of ten (10) years with one (1) additional year being added on each year's anniversary; so the contract continues for ten (10) years unless it is cancelled. The contract, rights and obligations are binding upon all successive owners of the property during the life of the contract. This is a significant benefit because the property retains the lower Mills Act tax rate when the property is sold.
3. Recipients must prepare a Maintenance Plan and submit a bi-annual report to the Community Development Director, which will specify all work done to maintain and preserve the historic building over the year in accordance with the recipient's maintenance plan. All maintenance work must be done in accordance with the Secretary of Interior's Standards for the Treatment of Historic Properties.
4. The contract process is initiated by submittal of a complete application and fee to the City of Salinas Community Development Department. Staff then prepares a report for consideration by the Historic Resources Board. The Board reviews the application materials and staff report and recommends approval, modification, or denial of the request to the City Council. The City Council takes final action on the request and either approves, modifies, or denies it.
5. Once the contract has been approved by the City Council and signed by the applicant, the City will transmit the contract with the appropriate recording fee to the County Recorder's Office. After recordation, the recorded contract must be sent to the County Assessor who calculates the exact tax savings. The County Assessor must receive the recorded contract no later than December 31st for the contract (and tax savings) to start the following year.
6. The program would limit the amount of City property taxes reductions to \$100,000/year. The two attached examples demonstrate that the City gains more than five times this amount in improvements to historic properties which take advantage of the program.

Miscellaneous changes to the Historic Resources Board ordinance are minor in nature and are intended for clarification and correction of three ordinance sections.

REVIEW BY HISTORIC RESOURCES BOARD AND PLANNING COMMISSION

On December 7, 2015, the Historic Resources Board conducted a public hearing and voted unanimously to recommend City Council approval of a Mills Act Program. On June 1, 2016, the Planning Commission conducted a public hearing and also voted unanimously to recommend City Council approval of a Mills Act Program. Staff has made minor wording modifications to the ordinance and resolution since that time for clarity.

ENVIRONMENTAL REVIEW:

The environmental impacts of the project have been analyzed in accordance with the California Environmental Quality Act (CEQA). The proposed program and ordinance amendments are categorically exempt (Classes 5 and 31) from further environmental analysis per CEQA Guidelines Sections 15035 (Minor Alternations in Land Use Limitations) and 15331 (Historic Resources Restoration/Rehabilitation).

ISSUE:

Shall City Council introduce and subsequently adopt the proposed ordinance and resolution in order to create a five-year pilot historic property tax saving program and make minor changes to the ordinance?

FISCAL IMPACT:

The City could realize reductions in property taxes up to \$100,000 per year, in that up to this amount could be shifted to historic property-owners who take part in the program. However, the savings are used to reinvest in the rehabilitation and maintenance of historic properties that are an important asset to the City.

TIME CONSIDERATIONS:

There are no Permit Streamlining Act deadlines applicable to the project and the City is not required to adopt a Mills Act program. However, timely adoption will allow historic property-owners, including many within the downtown area, to improve their properties and receive savings in property taxes.

ALTERNATIVES:

1. Affirm the findings set forth in the attached ordinance and resolution finding the project exempt from the California Environmental Quality Act, (CEQA), introduce the ordinance and approve the resolution establishing a Mills Act program, with modifications; or
2. Find that the proposal is not appropriate and not establish a Mills Act program.

CITY COUNCIL GOALS:

The proposed ordinance and resolution can be found consistent with the following City Council goal:

Goal #2 – Economic Diversity and Prosperity. Approval of the Mills Act is expected to encourage historic property-owners, including many within the downtown area, to improve their properties and the City in general.

CONCLUSION:

Staff notes that there are few alternative methods for property tax savings for the improvement of historic properties. Federal tax savings programs are typically only viable for very large projects in major U.S. cities.

Distribution:
City Council
City Manager
City Attorney
Department Directors

Back Up Pages:
Tax Saving Example Commercial Property
Tax Saving Example Residential Property
Ordinance
Resolution
Historic Property Preservation Agreement
Planning Commission Resolution

MILLS ACT TAX SAVINGS EXAMPLE FOR COMMERCIAL BUILDING

General Tax Savings Information

- Residential property owners enjoy a 40-60% property tax savings
- Commercial property owners enjoy around a 16% tax savings
- City is assured that historic properties will be maintained

Tax Savings Example

- County taxes = 1% of the assessed property value
- 18% of the 1% is passed on to City

Property Value	\$2,000,000
Property Tax (1%)	\$ 20,000
City Receives (18%)	\$ 3,600

Mills Act Value (84%)	\$1,680,000
Property Tax (1%)	\$ 16,800
City Receives (18%)	\$ 3,024

Property-Owner Saves	\$3,200 (\$20,000 minus \$16,800)
City Tax Loss	\$576 (\$3,600 minus \$3,024)

10 Year Projection:

- Property Owner has \$32,000 more than normal to help maintain the historic building
- City receives \$5,760 less in taxes
- City receives \$5.55 dollars in historic building maintenance for each dollar it contributes in lost taxes ($32,000/5,760 = \$5.55$)
- For a 18% investment, the City gets \$32,000 in maintenance

MILLS ACT TAX SAVINGS EXAMPLE- RESIDENTIAL PROPERTY

General Tax Savings Information

- Residential property owners enjoy a 40-60% property tax savings
- Commercial property owners enjoy around a 16% tax savings
- City is assured that historic properties will be maintained

Tax Savings Example

- County taxes = 1% of the assessed property value
- 18% of the 1% is passed on to City

Example: Annual Values- Residential House

Property Value	\$500,000
Normal Property Taxes	\$5,000
City Normally Receives	\$900
Mills Act Taxes (40-60%)	\$2,000 - \$3,000
City Receives	\$360 - \$540
Property-Owner Saves	\$2,000 - \$3,000 (\$5,000 minus \$2,000-\$3,000)
City Tax Loss	\$360 - \$540 (\$900 minus \$360-\$540)

10 Year Projection:

- Property Owner has \$20,000 - \$30,000 more than normal to help maintain the historic building
- City receives \$3,600 - \$5,400 less in taxes
- City receives \$5.55 in historic building maintenance for every dollar it contributes in lost taxes ($20,000/3,600 = \$5.55$)

ORDINANCE NO. _____ (N.C.S.)

AN ORDINANCE OF THE CITY OF SALINAS AMENDING CHAPTER 2 OF THE CITY OF SALINAS MUNICIPAL CODE TO ESTABLISH A MILLS ACT HISTORIC PROPERTY TAX SAVINGS PROGRAM AND TO MAKE OTHER MINOR CHANGES FOR CLARIFICATION

WHEREAS, the Salinas City Council has adopted General Plan, Economic Development Strategy and Vibrancy Plan documents which recommend establishment of a historic property tax savings program allowed by the State Mills Act; and

WHEREAS, the City Council wishes to establish such a program in order to stimulate rehabilitation and preservation of historic resources within the downtown area and other areas of the City; and

WHEREAS, establishment of a five-year pilot program will allow the City to understand the mechanics and financial effects of such a program; and

WHEREAS, it is appropriate to make other minor change to Chapter 2 for clarification purposes; and

WHEREAS, it is in the interest of the health, welfare and safety of the people of the City of Salinas to establish a historic property tax savings program, and make minor changes to Chapter 2 for clarification purposes; and

WHEREAS, the ordinance amendment qualifies for Categorical Exemptions from the provisions of the California Environmental Quality Act (Section 15305 - Minor Alterations to Land Use Limitations and Section 15331 – Historical Resource Restoration/Rehabilitation).

NOW, THEREFORE, BE IT ORDAINED BY THE COUNCIL OF SALINAS as follows:

SECTION 1: Chapter 2, Article XI, Section 2-71 is hereby added to the Salinas Municipal Code to read as follows:

Article XI, Section 2-71. – Historic Preservation Incentive - City of Salinas Mills Act Tax Savings Program for Historic Properties

Pursuant to California Government Code, Article 12, Section 50280 (known as the Mills Act), the City Council may establish a Mills Act Program providing for contractual agreement with an owner of an historic property as designated by the City Council or on any official federal, state or county register, for the purpose of preservation, rehabilitation, and maintenance of a designated historic resource. The terms of the Mills Act Agreement allow the owner to receive a reduction in property taxes in exchange for the property owner's commitment to specific repair, rehabilitation improvements and satisfactory maintenance of the historic property. The Agreement shall include, but not be limited to, the contract provisions as required under state law, and shall extend for a

minimum period of 10 years, with automatic renewal on an annual basis, until and unless a notice of non-renewal or cancellation is filed. The application process, review procedures, and required contract provisions for Mills Act Agreements shall be established by separate resolution of the City Council and shall be implemented by the Community Development Director or his/her designee.

SECTION 2: Chapter 2, Article XI, Section 2-59 – Definitions – Subsection (d) is hereby amended to read as follows:

"Historic resource" means any building, structure, sign, site, place, area, or district that is identified ~~in the Salinas City General Plan as being~~ on:

- (1) The National Register of Historic Places;
- (2) The State Historic Landmark Register;
- (3) The California Register of Historic Resources; or
- (4) One that has been voluntarily nominated as an historic resource by the property owner and which designation has been considered by the historic resources board and approved by the Salinas City Council.

SECTION 3: Chapter 2, Article XI, Section 2-63 – Alteration of demolition of an historic resource – subsection (a) is hereby amended to read as follows:

- (a) No person may alter or demolish an historic resource ~~within~~ without first obtaining a certificate of ~~approval~~ appropriateness as provided for in this section.

SECTION 4: Chapter 2, Article XI, Section 2-63 – Alteration or demolition of an historic resource – subsection (c) (3) is hereby amended to read as follows:

Alterations Accompanied by Planning Entitlement. All proposed alterations that are accompanied by a request for planning entitlement shall be, in the discretion of the city planner ~~planning manager~~, routed to the board ~~planning commission~~ for their recommendation to the ~~board~~ planning commission.

SECTION 5: SEVERABILITY. If any section, subsection, sentence, clause or phrase of this Ordinance is for any reason held invalid by a court of competent jurisdiction, such a decision shall not affect the validity of the remaining portions of this Ordinance. The City Council declares that it would have passed this Ordinance and each section, subsection, sentence, clause, or phrase thereof, irrespective of the fact that one or more sections, subsections, sentences, clauses, or phrases, be declared invalid.

SECTION 6: EFFECTIVE DATE. This Ordinance shall become effective on the thirty-first day following its adoption.

PASSED AND ADOPTED this ____ day of _____, 2016 by the following vote:

AYES:

NOES:

ABSENT:

Joe Gunter, Mayor

ATTEST:

Patricia M. Barajas, City Clerk

APPROVED AS TO FORM:

Chris A. Callihan, City Attorney

RESOLUTION NO. _____ (N.C.S.)

**RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SALINAS, CALIFORNIA,
ESTABLISHING THE APPLICATION PROCESS, REVIEW PROCEDURES AND
REQUIRED CONTRACT PROVISIONS FOR A FIVE-YEAR SALINAS MILLS ACT
PROGRAM PURSUANT TO SALINAS MUNICIPAL CODE CHAPTER 2, ARTICLE
XI, SECTION 2-71**

WHEREAS, California Government Code section 50280, et seq. (the Mills Act) authorizes cities to enter into contracts (with the owners of qualified historical property) to provide for the use, maintenance and restoration of such historical property so to retain its characteristics as property of historical significance; and

WHEREAS, the City of Salinas General Plan and Zoning Ordinance contain policies and regulations to promote the preservation, maintenance, rehabilitation, and restoration of historic properties within the City limits; and

WHEREAS, pursuant to City of Salinas Code Chapter 2, Article XI, Section 2-62 has established procedures to identify and designate historic resources within the City; and

WHEREAS, the City recognizes that the reduction in property taxes provided by the Mills Act will act as a monetary incentive to acquire, designate, maintain, and rehabilitate historic property; and

WHEREAS, Mills Act preservation agreements will have beneficial effects on residential neighborhoods, businesses, community pride, and regional image; and

WHEREAS, City of Salinas Municipal Code Chapter 2, Article XI, Section 2-71 states that the application process, review procedures and required contract provision for preservation agreements shall be established by separate resolution of the City Council; and

WHEREAS, the proposed program and ordinance amendments are categorically exempt (Classes 5 and 31) from further environmental analysis per CEQA Guidelines Sections 15035 (Minor Alterations in Land Use Limitations) and 15331 (Historic Resource Restoration/Rehabilitation); and

WHEREAS, on December 7, 2015, the Historic Resources Board conducted a public hearing and voted unanimously to recommend City Council approval of a Mills Act Program; and

WHEREAS, on June 1, 2016, the Planning Commission conducted a public hearing and voted unanimously to recommend City Council approval of a Mills Act Program; and

WHEREAS, the City Council conducted a public hearing on June 28, 2016 to consider the ordinance amendment to establish a Mills Act program; and

NOW, THEREFORE BE IT RESOLVED, by the City Council of the City of Salinas as

follows:

Section 1. MILLS ACT PROGRAM. The City establishes a five-year pilot Mills Act Program for the City, which will be considered for continuation in 2022 after review of the experience between 2016 and 2022.

Section 2. PROPERTY TAX CONTRIBUTION LIMITATION. The City will limit Mills Act related property tax contributions by the City to \$100,000/year or less. Applications will be accepted during the months of May, June and July only. If the number of applicants exceed the tax contribution limit, then eligible applications will be selected based upon the order by which they are received.

Section 3. CONTRACTS TO RESTRICT USE OF QUALIFIED HISTORICAL PROPERTY. Upon the application of an owner or the agent of an owner of any qualified historical property, the City Council may contract with the owner to restrict the use of the property for its preservation, restoration and rehabilitation as set forth in Section 5 to carry out the purposes of this article and of Article 1.9 (commencing with Section 439) of Chapter 3 of Part 2 of Division 1 of the Revenue and Taxation Code.

Section 4. QUALIFIED HISTORICAL PROPERTY. "Qualified historical property" for purposes of this chapter, means privately owned property which is not exempt from property taxation and which meets City of Salinas Code Chapter 2, Article XI, Section 2-62.

Section 5. REQUIRED CONTRACT PROVISION. Any contract entered into under this article shall contain the following provisions: (a) The term of the contract shall be for a minimum period of 10 years. (b) Where applicable, the contract shall provide the following: (1) For the preservation of the qualified historical property and, when necessary, to restore and rehabilitate the property to conform to the rules and regulations of the Office of Historic Preservation of the Department of Parks and Recreation, the United States Secretary of the Interior's Standards for Rehabilitation, and the State Historical Building Code. (2) For the periodic examinations of the interior and exterior of the premises by the assessor, the Community Development Department and the State Board of Equalization as may be necessary to determine the owner's compliance with the contract. (3) For it to be binding upon, and inure to the benefit of, all successors in interest of the owner. A successor in interest shall have the same rights and obligations under the contract as the original owner who entered into the contract. (c) The owner or agent of an owner shall provide written notice of the contract to the State Office of Historic Preservation within six months of entering into the contract.

Section 6. APPLICATION PROCEDURE. Applications to Salinas shall be initially evaluated and reviewed by the Salinas Historic Resources Board. The Historic Resources Board shall hold a public hearing on every application for a Historic Preservation Contract. The public hearing shall be scheduled for a date not less than 10 days but not more than 90 days from the date the application is filed. After the hearing, the Historic Resources Board shall recommend to the Director of Community Development that the application be denied, granted in whole or in part, or modified subject to such conditions as it deems appropriate. The Director of Community Development shall make a recommendation to the City Council which has final authority to approve or deny a contract

if all of the conditions of this Resolution are met. The Director of Community Development shall be responsible for assuring performance of the Historic Property Preservation Contracts including contract administration, extension, cancellation, and enforcement.

Section 7. FEES TO BE PAID BY OWNER. As a condition of entering into the Historic Property Preservation Contracts, the property owner shall pay an application and processing fee to the City of Salinas, which is the reasonable cost of administrating the program. Said fee must be paid prior to processing the application.

Section 8. EXTENSION OR NON-RENEWAL OF CONTRACT; RECORDATION AND NOTICE OF CONTRACT. (a) Each contract shall provide that on the anniversary date of the contract or such other annual date as is specified in the contract, a year shall be added automatically to the initial term of the contract unless notice of nonrenewal is given as provided in this section. If the property owner or the City desires in any year not to renew the contract, that party shall serve written notice of nonrenewal of the contract on the other party in advance of the annual renewal date of the contract. Unless the notice is served by the owner at least 90 days prior to the renewal date or by the City at least 60 days prior to the renewal date, one year shall automatically be added to the term of the contract. (b) Upon receipt by the owner of a notice from the City of nonrenewal, the owner may make a written protest of the notice of nonrenewal. The City may, at any time prior to the renewal date, withdraw the notice of nonrenewal. (c) If the City or the owner serves notice of intent in any year not to renew the contract, the existing contract shall remain in effect for the balance of the period remaining since the original execution or the last renewal of the contract, as the case may be. (d) The owner shall furnish the City with any information the City shall require in order to enable it to determine the eligibility of the property involved. (e) No later than 20 days after the City enters into a contract with an owner pursuant to this article, the Clerk of the City shall record with the County Recorder a copy of the contract, which shall describe the property subject thereto. From and after the time of the recordation, this contract shall impart a notice thereof to all persons as is afforded by the recording laws of this state.

Section 9. CANCELLATION OF CONTRACT FOR OWNERS' BREACH OF CONDITIONS. 4 The City may cancel a contract if it determines that the owner has breached any of the conditions of the contract provided for in this article or has allowed the property to deteriorate to the point that it no longer meets the standards for a qualified historical property. The City may also cancel a contract if it determines that the owner has failed to restore or rehabilitate the property in the manner specified in the contract.

Section 10. NOTICE AND HEARING BEFORE CANCELLATION OF CONTRACT. No contract shall be canceled under Section 9 until after the City has given notice of, and has held, a public hearing on the matter. Notice of the hearing shall be mailed to the last known address of each owner of the qualified historic property and shall be published pursuant to California Government Code Sections 6060 and 6061.

Section 11. CANCELLATION FEE. (a) If a contract is canceled under Section 9, the owner shall pay a cancellation fee equal to 12 1/2 percent of the current fair market value of the property, as determined by the Assessor as though the property were free of the contractual restriction. (Gov. Code, § 50286.) (b) The cancellation fee shall be paid to the Auditor, at the time and in the manner that the county auditor shall prescribe, and shall be allocated by the county auditor to each

jurisdiction in the tax rate area in which the property is located in the same manner as the auditor allocates the annual tax increment in that tax rate area in that fiscal year. (c) Notwithstanding any other provision of law, revenue received by a school district pursuant to this section shall be considered property tax revenue for the purposes of Section 42238 of the Education Code, and revenue received by a county superintendent of schools pursuant to this section shall be considered property tax revenue for the purposes of Article 3 (commencing with Section 2550) of Chapter 12 of Part 2 of Division 1 of Title 1 of the Education Code.

Section 12. ACTION TO ENFORCE CONTRACT. As an alternative to cancellation of the contract for breach of any condition, the city, or any landowner may bring any action in court necessary to enforce a contract including, but not limited to, an action to enforce the contract by specific performance or injunction.

Section 13. NULLIFICATION OF CONTRACT ON ACQUISITION OF PROPERTY BY EMINENT DOMAIN. In the event that property subject to contract under this article is acquired in whole or in part by eminent domain or other acquisition by any entity authorized to exercise the power of eminent domain, and the acquisition is determined by the City Council to frustrate the purpose of the contract, such contract shall be canceled and no fee shall be imposed under Section 11. Such contract shall be deemed null and void for all purposes of determining the value of the property so acquired.

Section 14. RIGHTS OF CITY UPON ANNEXATION OF RESTRICTED PROPERTY. In the event that property restricted by a contract with Monterey County under this article is annexed to a city, the city shall succeed to all rights, duties, and powers of the county under such contract.

Section 15. CONSULTATION. The City Council and owners of qualified historical properties may consult with the State Historical Resources Commission for its advice and counsel on matters relevant to historical property contracts.

Section 16. HISTORIC PROPERTY PRESERVATION AGREEMENT. The Preservation Historic Preservation Agreement to be used in the Mills Act is attached as Exhibit "A." Pursuant to Salinas Municipal Code Chapter 2, Article XI, Section 2-71, the City Council hereby delegates to the Community Development Director or his/her designee the authority and responsibility to amend and modify the Preservation Agreement as deemed necessary and appropriate, in consultation with the City Attorney. The terms for the Preservation Agreement shall always comply with California Government Code, Article. 12, Section 50280 et seq. (known as the Mills Act) and Salinas Municipal Code Chapter 2, Article XI, Section 2-71. The maintenance, repair, rehabilitation, and/or restoration standards applicable to the subject property shall be set forth in the Preservation Agreement. In consideration for abiding with the terms of the Preservation Agreement, the owner of the subject property shall be entitled to qualify for a reassessment of the historic property, pursuant to chapter 3, Page 2, of Division 1 of the California Revenue and Taxations Code.

Section 17. EFFECTIVE DATE. The provisions of this resolution shall become effective concurrent with the effective date of the amendment to Salinas Municipal Code Chapter 2, Article XI, Section 2-71.

PASSED AND ADOPTED this ____ day of _____, 2016, by the following vote:

AYES:

NOES:

ABSENT:

APPROVED: _____
Joe Gunter, Mayor

ATTEST: _____
Patricia M. Barajas, City Clerk

APPROVED AS TO FORM:

Chris A. Callihan, City Attorney

**RECORDING REQUESTED BY
AND WHEN RECORDED MAIL TO:**

Community Development Department
City of Salinas
65 West Alisal Street, 2nd Floor
Salinas, California 93901

SPACE ABOVE THIS LINE FOR RECORDER'S USE

RECORDING REQUESTED PURSUANT
TO GOVERNMENT CODE SECTIONS
6103 and 27383

HISTORIC PROPERTY PRESERVATION AGREEMENT

THIS AGREEMENT is made and entered into this ____ day of _____, ____, by and between the CITY OF SALINAS, a municipal corporation ("City") and _____ (collectively, "Owner").

RECITALS

A. California Government Code section 50280, et seq. authorizes cities to enter into contracts with the owners of qualified historical property to provide for the use, maintenance and restoration of such historical property so to retain its characteristics as property of historical significance;

B. Owner holds fee title in and to that certain real property, together with associated structures and improvements thereon, generally located at the street address _____, Salinas, California (the "Historic Property"). A legal description of the Historic Property is attached hereto, marked as Exhibit "A" and is incorporated herein by this reference;

C. On ____ (date) the City Council of the City of Salinas ("City Council") adopted its Resolution No. ____ thereby declaring and designating the Historic Property as an historic site, pursuant to Article XI, Section 2-62 of the City's Zoning Ordinance. The Historic Property is a qualified historical property pursuant to California Government Code section 50280.1.

D. City and Owner, for their mutual benefit, now desire to enter into this agreement both to protect and preserve the characteristics of historical significance of the Historic Property and to qualify the Historic Property for an assessment of valuation pursuant to the Provisions of Chapter 3, of Part 2, of Division 1 of the California Revenue and Taxation Code.

Agreement

NOW THEREFORE, City and Owner, in consideration of the mutual covenants and conditions set forth herein, do hereby agree as follows:

1. Effective Date and Term of Agreement. This Agreement shall be effective and commence on January 1, 20__ (“Effective Date”) and shall remain in effect for a term of ten (10) years thereafter. Each year upon the anniversary of the Effective Date, such initial term will automatically be extended as provided in paragraph 2, below.

2. Renewal. On each anniversary of the Effective Date (hereinafter referred to as the “Renewal Date”), an additional one year term shall automatically be added to the term of this Agreement unless a notice of nonrenewal (“Notice of Nonrenewal”) is served as provided herein. If either Owner or City desires in any year not to renew this Agreement for an additional one-year term, Owner or City shall serve a written Notice of Nonrenewal upon the other party in advance of the Renewal Date. Such Notice of Nonrenewal shall be effective if served by Owner upon City at least ninety (90) days prior to the Renewal Date, or if served by City upon Owner, such Notice of Nonrenewal shall be effective if served upon Owner at least sixty (60) days prior to the Renewal Date. If either City or Owner timely serves a Notice of Nonrenewal in any year, this Agreement shall remain in effect for the balance of the term then remaining, either from its original execution or from the last renewal date of this Agreement, whichever may apply.

2.1 Owner Protest of City Nonrenewal. Within fifteen (15) days after receipt by Owner of a Notice of Nonrenewal from City, Owner may make and file a written protest of the Notice of Nonrenewal. Upon receipt of such protest the City Council shall set a hearing prior to the expiration of the Renewal Date of this Agreement. Owner may furnish the City Council with any information which the Owner deems relevant, and within ten (10) days after demand shall furnish the City Council with any information the City Council may require. The City Council may, at any time prior to the Renewal Date of this Agreement, but without obligation to do so, withdraw its Notice of Nonrenewal.

3. Assessment of Valuation. The parties acknowledge that Owner, in consideration for abiding by the terms of this Agreement, shall be entitled to apply for a reassessment evaluation of the Historic Property pursuant to the provisions of Sections 439 et. seq. of the California Revenue and Taxation Code. Owner acknowledges that tax relief afforded to the Owner pursuant to Chapter 3, Part 2, of Division 1 of the California Revenue and Taxation Code may require negotiation with the Monterey County Assessor’s Office. All tax savings realized by Owner in connection with this Agreement shall be used to preserve, maintain, repair, restore and rehabilitate the Historic Property within twelve (12) months following the tax year in which such tax savings is realized.

4. Standards for Historical Property. Owner shall preserve, repair and maintain the Historic Property and its Character Defining Features (defined below) as a qualified historic property, in no less than equal to the condition of the Historic Property on the Effective Date.

Owner shall, where necessary, restore and rehabilitate the property according to the rules and regulations of the Office of Historic Preservation of the State Department of Parks and Recreation, the United States Secretary of the Interior's Standards for Rehabilitation and Restoration, the State Historical Building Code, and the City's Historic Site and Neighborhood Combining Districts section of the City's Zoning Ordinance, as the same may be amended from time to time, and in accordance with the attached ten year schedule of home repair, maintenance and improvement measures prepared by Owner and approved by the City Council, attached hereto as Exhibit "B." Commencing on the fifth anniversary of the Effective Date, and continuing every five (5) years thereafter during the term of this Agreement, Owner shall submit to City an updated ten (10) year schedule of potential home repair, maintenance and improvement measures for the upcoming ten (10) year period, which schedule shall also document all repairs, maintenance, and improvements which have been completed since the Effective Date. Character Defining Features means all historic or other architecturally significant aspects of the Historic Property, including without limitation, the general architectural form, style, materials, design, scale, details, mass, roof line, porch, exterior vegetation and other aspects of the appearance of the exterior and interior of the Historic Property. The Secretary of Interior's Standards for Rehabilitation and Restoration currently in effect (attached hereto and marked as Exhibit "C") shall be incorporated herein by reference and constitute the minimum standards and conditions for the rehabilitation and restoration of the Historic Property. All standards referred to in this Section 4 shall apply to the Historic Property throughout the term of this Agreement. Owner shall not obstruct or obscure the public's ability to view the exterior of the Historic Property from the public right-of-way. Such prohibition shall include, without limitation, a prohibition against the placing of trees, bushes or fences in a location which substantially obscures or obstructs the view from the public right-of-way of the exterior of the Historic Property.

5. Periodic Examinations. Owner shall allow reasonable periodic examination, by prior appointment, of the interior and exterior of the Historic Property by representatives of the Monterey County Assessor, State Department of Parks and Recreation, State Board of Equalization, and/or the City Community Development Department, as may be necessary to determine Owner's compliance with the terms and provisions of this Agreement.

6. Provision of Information of Compliance. Within ten (10) days after request by City, Owner shall furnish City with any and all information requested by the City from time to time which City deems necessary or advisable to determine compliance with the terms and provisions of this Agreement.

7. Cancellation. City, following a duly noticed public hearing, as set forth in California Government Code Sections 50285, et seq., may cancel this Agreement if it determines that Owner breached any of the provisions of this Agreement or has allowed the Historic Property to deteriorate to the point that it no longer meets the standards for a qualified historic property and such breach is not cured by Owner within thirty (30) days after City gives Owner notice that a breach has occurred. City may also cancel this Agreement if it determines that the Owner has failed to maintain, preserve, restore or rehabilitate the Historic Property in accordance with the terms of this Agreement and such breach is not cured by Owner within thirty (30) days

after City gives Owner notice that a breach has occurred. If this Agreement is canceled because of failure of the Owner to maintain, preserve, restore and rehabilitate the Historic Property as specified above, the Owner shall pay a cancellation fee to the Monterey County Auditor as set forth in Government Code Section 50286 as the same may be amended or replaced from time to time.

8. Destruction. Notwithstanding any provision of this Agreement to the contrary, the Owner may cancel this Agreement without payment of the cancellation fee set forth in Section 7, if the existing single-family residence (the "Structure") on the Historic Property is damaged by fire, earthquake, or other Act of God or accidental cause to the extent (1) the then fair market value of said Structure is reduced by fifty-one percent (51%) or more; or (2) fifty-one percent (51%) or more of said Structure's floor area is destroyed or irreparably damaged; or (3) fifty-one percent (51%) or more of the Structure's Character Defining Features are destroyed or irreparably damaged; or (4) that the cost to the Owner (less any insurance proceeds payable in connection with such damage) to restore the Structure to its prior condition would exceed Ten Thousand Dollars (\$10,000). If the Owner desires to cancel this Agreement under this Section 8, written notice shall be given to the City within ninety (90) days after such damage or destruction occurs.

If the Owner desires to cancel this Agreement due to the circumstances outlined in this Section 8, either party may request a hearing before the City Council to determine (a) the extent of diminution of value, (b) the extent of the damage or destruction to the floor area of the Structure, and/or (c) extent of damage or destruction to the Character Defining Features of the Structure. The City Council may refer any matter relating to (c) to the City's Historic Resources Board for its findings and recommendations.

If Owner does not cancel this Agreement pursuant to this Section within ninety (90) days after damage or destruction occurs, or the damage or destruction does not exceed the thresholds set forth in the first paragraph of this Section, Owner shall have a reasonable time, not to exceed four (4) months, in which to restore the structure to not less than the condition existing prior to such damage or destruction.

9. Enforcement of Agreement. City may specifically enforce, or enjoin the breach of, the terms of this Agreement, if Owner fails to cure any default under this Agreement within thirty (30) days after City gives Owner notice that Owner has breached any of Owner's obligations under this Agreement. If Owner's breach is not corrected to the reasonable satisfaction of the City within thirty (30) days after the notice of breach is given to Owner, then City may, without further notice, declare a default under the terms of this Agreement and bring any action necessary to specifically enforce the obligations of Owner or enjoin any breach under this Agreement, including, but not limited to, bringing an action for injunctive relief against the Owner or such other relief as City may deem appropriate.

City does not waive any claim of default by Owner if City does not enforce or cancel this Agreement upon a default by Owner. All other remedies at law or in equity which are not otherwise provided for in this Agreement shall be available to the City to pursue if there is a default of this Agreement by Owner. No waiver by City or any breach or default under this

Agreement by Owner shall be deemed to be a waiver of any other subsequent breach thereof or default hereunder.

10. Binding Effect of Agreement; Covenants Running With the Land. The Owner hereby subjects the Historic Property to the covenants, reservations and restrictions as set forth in this Agreement. City and Owner hereby declare their specific intent that the covenants, reservations and restrictions as set forth herein shall be deemed covenants running with the land and shall pass to and be binding upon the Owner's successors and assigns in title or interest to the Historic Property. Each and every contract, deed or other instrument hereinafter executed, covering or conveying the Historic Property, or any portion thereof, shall conclusively be held to have been executed, delivered and accepted subject to the covenants, reservations and restrictions expressed in this Agreement regardless of whether such covenants, reservations and restrictions are set forth in such contract, deed or other instrument. City and Owner hereby declare their understanding and intent that the burden of the covenants, reservations and restrictions set forth herein touch and concern the land in that the value of the Owner's legal interest in the Historic Property may be affected thereby. City and Owner hereby further declare their understanding and intent that the benefit of such covenants, reservations and restrictions touch and concern the land by enhancing and maintaining the historic characteristics and significance of the Historic Property for the benefit of the public and Owner.

11. Cost Reimbursement. Owner shall, within ten (10) days after demand, reimburse City for all reasonable legal fees and costs and all staff time and costs incurred by City in connection with the preparation and review of this Agreement and the administration of the Agreement during the term of this Agreement.

12. Notice. Any notice required to be given by the terms of this Agreement shall be in writing and sent by personal delivery or by United States registered or certified mail, postage prepaid, return receipt requested, addressed as set forth in this Section 12 below at any other address as may be later specified by the parties hereto by notice given in the manner required by this Section 12.

To City:

City of Salinas
65 W. Alisal Street, 2nd Floor
Salinas, CA 93901
Attn: City Community Development Director

To Owner:

Mailed notices shall be deemed delivered three (3) days after the date of posting by the United States Post Office.

13. Notice to Office of Historic Preservation. Owner shall provide written notice of this Agreement and shall provide a copy of this Agreement to the Office of Historic Preservation of the Department of Parks and Recreation of the State of California within six (6) months following the Effective Date.

14. Effect of Agreement. None of the terms, provisions or conditions of this Agreement shall be deemed to create a partnership between the parties hereto or any of their heirs, successors or assigns, nor shall such terms, provisions or conditions cause the parties to be considered joint venturers or members of any joint enterprise.

15. Indemnity of City. Owner shall protect, defend, indemnify, and hold City and its elected officials, officers, agents and employees harmless from liability for claims, losses, proceedings, damages, causes of action, liabilities, costs or expense, including reasonable attorneys' fees, which may arise directly or indirectly from the negligence, willful misconduct or breach of this Agreement by Owner or Owner's contractors, subcontractors, agents, employees or other persons acting on Owner's behalf in connection with the Historic Property, or which arise directly or indirectly in connection with Owner's activities in connection with the Historic Property. This Section 15 applies, without limitation, to all damages and claims for damages suffered, or alleged to have been suffered regardless of whether or not the City prepared, supplied or approved any plans, specifications or other documents for the Historic Property.

16. Binding Upon Successors. All of the agreements, rights, covenants, reservations and restrictions contained in this Agreement shall be binding upon and shall inure to the benefit of the parties named herein, their heirs, successors, legal representatives, and assigns and all persons acquiring any part or portion of the Historic Property, whether voluntarily or involuntarily, by operation of law or in any manner whatsoever.

17. Legal Costs. If legal proceedings are brought by Owner or City to enforce or restrain a violation of any of the covenants, reservations or restrictions contained herein, or to determine the rights and duties of any party hereunder, the prevailing party in such proceeding may recover all reasonable attorneys' fees to be fixed by the court, in addition to court costs and other relief ordered by the court.

18. Severability. If any of the provisions of this Agreement are held to be unenforceable or invalid by any court of competent jurisdiction, or by subsequent preemptive legislation, the validity and enforceability of the remaining provisions, or portions thereof, shall not be affected thereby.

19. Governing Law. This Agreement shall be construed and governed in accordance with the laws of the State of California.

20. Recordation. No later than twenty (20) days after the parties execute and enter into this Agreement, City shall cause this Agreement to be recorded in the Office of the County Recorder of the County of Monterey, California.

21. Amendments. This Agreement may be amended, in whole or in part, only by a written recorded instrument executed by all of the parties hereto.

22. Captions. Section headings and captions of this Agreement are for convenience of reference only and shall not be considered in the interpretation of any of the provisions of this Agreement.

OWNER:

Dated: _____, 20__

By: _____

Name _____

Dated: _____, 20__

By: _____

Name _____

CITY:

Dated: _____, 20__

CITY OF SALINAS, a municipal corporation

By: _____

Name: _____

Its: _____

Attest:

By: _____

Name: _____

Its: City Clerk

Approved as to Form:

By: _____

Name: _____

Its: City Attorney

Insert Notary Form (2016)

EXHIBIT "A"

LEGAL DESCRIPTION

That certain parcel of land in the City of Salinas, County of Monterey, California, more particularly described as follows:

[to be attached]

EXHIBIT “B”

SCHEDULE OF IMPROVEMENTS
[To Be Attached]

EXHIBIT "C"

SECRETARY OF THE INTERIOR'S STANDARDS FOR REHABILITATION AND RESTORATION

Rehabilitation:

1. A property will be used as it was historically or be given a new use that requires minimal change to its distinctive materials, features, spaces and spatial relationships.
2. The historic character of a property will be retained and preserved. The removal of distinctive materials or alteration of features, spaces and spatial relationships that characterize a property will be avoided.
3. Each property will be recognized as a physical record of its time, place, and use. Changes that create a false sense of historical development, such as adding conjectural features or elements from other historic properties, will not be undertaken.
4. Changes to a property that have acquired historic significance in their own right will be retained and preserved.
5. Distinctive materials, features, finishes and construction techniques or examples of craftsmanship that characterize a property will be preserved.
6. Deteriorated historic features will be repaired rather than replaced. Where the severity of deterioration requires replacement of a distinctive feature, the new feature will match the old in design, color, texture, and where possible, materials. Replacement of missing features will be substantiated by documentary and physical evidence.
7. Chemical or physical treatments, if appropriate, will be undertaken using the gentlest means possible. Treatments that cause damage to historic materials will not be used.
8. Archeological resources will be protected and preserved in place. If such resources must be disturbed, mitigation measures will be undertaken.
9. New additions, exterior alterations or related new construction will not destroy historic materials, features and spatial relationships that characterize the property. The new work will be differentiated from the old and will be compatible with the historic materials, features, size, scale and proportion, and massing to protect the integrity of the property and its environment.
10. New additions and adjacent or related new construction will be undertaken in such a manner that, if removed in the future, the essential form and integrity of the historic property and its environment would be unimpaired.

Restoration:

1. A property will be used as it was historically or be given a new use that interprets the property's restoration period.
2. Materials and features from the restoration period will be retained and preserved. The removal of materials or alterations of features, spaces and spatial relationships that characterize the period will not be undertaken.
3. Each property will be recognized as a physical record of its time, place and use. Work needed to stabilize, consolidate and conserve materials and features from the restoration period will be physically and visually compatible, identifiable upon close inspection and properly documented for future research.
4. Materials, features, spaces and finishes that characterize other historical periods will be documented prior to their alteration or removal.
5. Distinctive materials, features, finishes and construction techniques or examples of craftsmanship that characterize the restoration period will be preserved.
6. Deteriorated features from the restoration period will be repaired rather than replaced. Where the severity of deterioration requires replacement of a distinctive feature, the new feature will match the old in design, color, texture and, where possible, materials.
7. Replacement of missing features from the restoration period will be substantiated by documentary and physical evidence. A false sense of history will not be created by adding conjectural features, features from other properties, or by combining features that never existed together historically.
8. Chemical or physical treatments, if appropriate, will be undertaken using the gentlest means possible. Treatments that cause damage to historic materials will not be used.
9. Archeological resources affected by a project will be protected and preserved in place. If such resources must be disturbed, mitigation measures will be undertaken.
10. Designs that were never executed historically will not be constructed.

**SALINAS PLANNING COMMISSION
RESOLUTION NO. 2016-07**

Resolution Recommending City Council Approval of an amendment to the Historic Resources Board (HRB) Ordinance to include a Mills Act Tax Savings Program for historic properties and miscellaneous minor corrections along with a corresponding resolution implementing said program for a five-year term

WHEREAS, on June 1, 2016, the Salinas Planning Commission, at the request of the Applicant, the City of Salinas, held a duly noticed public hearing to consider an amendment to the Historic Resources Board (HRB) Ordinance to include a Mills Act Tax Savings Program for historic properties and miscellaneous minor corrections along with a corresponding resolution implementing said program for a five-year term; and

WHEREAS, the Planning Commission weighed the evidence presented at said public hearing, including the Staff Report which is on file at the Community Development Department together with the record of environmental review; and

NOW, THEREFORE, BE IT RESOLVED by the Salinas Planning Commission that the Commission adopts the proposed resolution recommending City Council amend the Historic Resources Board (HRB) Ordinance to include a Mills Act Tax Savings Program for historic properties and miscellaneous minor corrections along with a corresponding resolution implementing said program for a five-year term; and

BE IT FURTHER RESOLVED that the Salinas Planning Commission adopts the following findings as the basis for its determination, and that the foregoing recitations are true and correct, and are included herein by reference as findings:

Environmental Determination:

The environmental impacts of the project have been analyzed in accordance with the California Environmental Quality Act (CEQA). The proposed program and ordinance amendments are categorically exempt (Classes 5 and 31) from further environmental analysis per CEQA Guidelines Sections 15035 (Minor Alterations in Land Use Limitations) and 15331 (Historic Resource Restoration/Rehabilitation).

For the Ordinance Amendment and Resolution:

1. The miscellaneous changes to the Historic Resources Board ordinance are minor in nature and are intended for clarification and correction of three ordinance sections.
2. California Government Code section 50280, et seq. (the Mills Act) authorizes cities to enter into contracts (with the owners of qualified historical property) to provide for the use, maintenance and restoration of such historical property so to retain its characteristics as property of historical significance.

3. The City of Salinas General Plan and Zoning Ordinance contain policies and regulations to promote the preservation, maintenance, rehabilitation, and restoration of historic properties within the City limits.
4. Pursuant to City of Salinas Code Chapter 2, Article XI, Section 2-62 has established procedures to identify and designate historic resources within the City.
5. The City recognizes that the reduction in property taxes provided by the Mills Act will act as a monetary incentive to acquire, designate, maintain, and rehabilitate historic property.
6. Mills Act preservation agreements will have beneficial effects on residential neighborhoods, businesses, community pride, and regional image.
7. The City of Salinas Municipal Code Chapter 2, Article XI, Section 2-71 states that the application process, review procedures and required contract provision for preservation agreements shall be established by separate resolution of the City Council.

PASSED AND ADOPTED this first day of June, 2016, by the following vote:

AYES: Chairperson Meeks, Commissioners Anzo, Nohr, Hill, Hunter, Ibarra

NOES: None

ABSENT: None

THIS IS TO CERTIFY that the foregoing is a full, true, and correct copy of a Resolution of the Planning Commission of the City of Salinas, that said Resolution was passed and adopted by the affirmative and majority vote of said Planning Commission at a meeting held on June 1, 2016, and that said Resolution has not been modified, amended, or rescinded, and is now in full force and effect.

SALINAS PLANNING COMMISSION

Date: June 1, 2016

Courtney Grossman
Secretary



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: SEPTEMBER 18, 2018

DEPARTMENT: COMMUNITY DEVELOPMENT DEPARTMENT

FROM: MEGAN HUNTER, COMMUNITY DEVELOPMENT
DEPARTMENT DIRECTOR

BY: BOBBY LATINO, ASSOCIATE PLANNER

TITLE: **HISTORIC RESOURCE DESIGNATION AND MILLS ACT
CONTRACT FOR EXISTING BUILDING LOCATED AT 301 MAIN
STREET (SHRD 2018-001 AND MACT 2018-001)**

RECOMMENDED MOTION:

Adopt resolution to designate an existing building located at 301 Main Street as a historic resource and approve a Mills Act Contract for the property.

RECOMMENDATION:

Affirm the findings and adopt the resolution to designate the existing building located at 301 Main Street as a historic resource and approve a Mills Act Contract for the property.

EXECUTIVE SUMMARY:

Brad Slama, applicant, has applied to designate the building at 301 Main Street as an historic resource; and to obtain a Mills Act Contract for the property. Ken Slama is the property owner. Pursuant to the Municipal Code, the Historic Resources Board held a public hearing on August 13, 2018 and recommended approval to the City Council of the historic resource designation and approval of a Mills Act Contract.

BACKGROUND:

The Applicant intends to utilize the benefits of the historic resource designation and Mills Act Contract property savings for the preservation of the existing building. The benefits will help facilitate the Applicant's desire to convert the existing offices on the second floor and above to approximately 50 residential dwelling units in accordance with the recently adopted Adaptive Reuse Ordinance.

Designation of the building will protect its historic value in accordance with City regulations. The Mills Act is a California State law allowing cities to enter into contracts with the owners of

designated historic properties who agree to preserve, maintain, and improve their property in exchange for property tax savings. Eighty-five cities and counties in the state have adopted such tax savings programs for designated historic properties. The Mills Act Program is the most commonly used tax savings program for historic properties. The City established a Mills Act Program in June 2016. This application is the third Mills Act Contract application. The property owner will utilize the Mills Act program for electrical, plumbing, mechanical, and maintenance of exterior facade improvements. The property is located in the MX-CC-DC (Mixed use – Central City – Downtown Core Overlay) zoning district in an area of mixed residential and commercial uses.

DISCUSSION:

At their August 13, 2018 public hearing, the Historic Resources Board considered two surveys: a 1989 (State of California Department of Parks and Recreation Form) and a 2016 (State of California Department of Parks and Recreation Form DPR 523A) both prepared by Kent Seavey.

The building was constructed in 1930 as the Salinas City Bank building in a hybrid Art Deco / Streamline Moderne style and anchors the historic structures lining Main Street. The building is tripartite, with a two-story base with large windows and a marble foundation course with terra cotta details, a six-story core capped by a terra cotta band in Moderne style and an upper floor with a cornice that matches the band topping the sixth story. The Main Street elevation consists of three bays, with each bay containing paired windows and a corner bay. The Alisal Street elevation is eight bays wide with the same fenestration pattern. Full-height brick pilasters separate the bays and carry the vertical lines until they pierce the building's roofline. The building is decorated with terra cotta cornices, upper-floor bands, pilasters and chevrons above the first floor. It is the tallest building in Salinas at seven-stories, maintains nearly all of its character-defining features, and possesses a high degree of historic integrity. The 1989 City Historical & Architectural Survey (State of California Department of Parks and Recreation Form) for the property indicates that it qualifies for listing as a City Historic Resource under National and State Registers Historic Criterion 3, and Local Historic Criteria d, f, and g. An October 20, 2016 resurvey (Department of Parks and Recreation Form DPR 523A) of the property confirms that the property still meets the above criteria for designation. Any improvements to the building may utilize Historical Building Code at the time of improvements.

Designation of historic resources, per Section 3-02.05 of the Salinas Municipal Code, is required to be eligible for Mills Act Contracts. The Mills Act Tax Savings Program for Historic Properties is included as a historic preservation incentive in Section 3-02.14 of the Salinas Municipal Code. Mills Act contracts allow property owners of designated historic resources to receive a reduction in property taxes in exchange for the property-owner commitment to specific repairs, rehabilitation improvements and satisfactory maintenance of the historic property. The property owner of 301 Main Street has listed electrical, plumbing, mechanical, and maintenance of exterior facade improvements as their currently envisioned improvements to the building.

DEPARTMENTAL COORDINATION:

The designation of the existing building located at 301 Main Street as a historic resource and approval of a Mills Act Contract for the property involved only the Community Development Department. Adoption of the recommendations in this report and resolution, which includes the Mills Act Contract will increase the efficiency between the City of Salinas Community

Development Department and the Monterey County Assessor's Office for property tax savings assumed by the property owner.

CEQA CONSIDERATION:

The project is exempt from the California Environmental Quality Act (CEQA) Guidelines Section 15331 (Historic Resource Restoration/Rehabilitation)) because the project proposes maintenance, repair, stabilization, rehabilitation, restoration, preservation, conservation, or reconstruction of historical resources in a manner consistent with the Secretary of the Interior's Standards for the Treatment of Historic Properties with Guidelines for Preserving, Rehabilitating, Restoring, and Reconstructing Historic Buildings (1995), Weeks and Grimmer.

STRATEGIC PLAN INITIATIVE:

This item does not specifically relate to one of the Council's Strategic Plan or Goal. Strategic Plan can be accessed via I:\ComDev\Planning\City Council Strategic Plan, as a reference.

FISCAL AND SUSTAINABILITY IMPACT:

The project will not significantly impact the General Fund. The property owner will receive a reduction in property taxes in exchange for the property-owner's commitment to specific repairs, rehabilitation improvements and satisfactory maintenance of the historic property through the Mills Act Contract. Residential property-owners typically receive around a 40-60 percent property tax savings and Commercial property-owners typically receive around a 16 percent property tax savings under the Mills Act. The actual property tax savings to the property owner would be further determined on a future assessment of the property by the Monterey County Assessor's Office.

ATTACHMENTS:

City Council Resolution for SHRD 2018-001 and MACT 2018-001
Mill Act Contract (MACT 2018-001) for 301 Main Street
Historic Resources Board Staff Report from August 13, 2018
Historic Resources Board Resolution 2018-001
Historic Resources Board Unofficial Minutes from August 13, 2018
2016 City Historical & Architectural Survey (Department of Parks and Recreation Form DPR 523A)
1989 City Historical & Architectural Survey (State of California Department of Parks and Recreation Form)
Photographs



June 27, 2016

Salinas City Council
201 Lincoln Ave.
Salinas, CA 93901

Re: Request for Further Analysis of Item ID#15-768 (Mills Act Tax Program)

Dear City Councilmembers:

At your June 28, 2016 meeting, you will consider a resolution and an amendment to the Salinas Municipal Code to adopt a five-year pilot program to give owners of historic residential and commercial properties a tax reduction. This property tax discount would serve as an incentive for property owners to preserve, maintain, and improve historic properties.

The Board of Directors of the Salinas Taxpayers Association does not object to the concept of tax discounts to property owners who take on the challenging and costly burden of preserving, maintaining, and improving historic buildings. However, we believe the staff reports to the Planning Commission and City Council need to include more analysis of this proposed program to ensure tax fairness to the people who live, work, and own property in Salinas.

Since there isn't any information provided about the number of historic properties in Salinas and their assessed property value, the public cannot know whether the \$100,000 cumulative tax discount limit is higher than potential demand, lower than potential demand, or just right. One concern we have is that a handful of large commercial property owners could monopolize the tax discount by having their legal counsels submit comprehensive applications at the first business minute of the first day that the city accepts applications. Because tax discounts up to a \$100,000 limit are awarded based on the order in which applications are received, ordinary property owners might be denied an opportunity to be eligible for the tax discount.

Here are some questions that might help to inform the city council and assure the public that adoption of this program would be a fair and fiscally responsible public policy:

1. How many residential properties and how many commercial properties would be eligible for the tax discount? What is the cumulative assessed value of those types of properties?
2. How will the city inform eligible property owners of the opportunity to apply for the tax discount? How many days will the city give to property owners between notice of the available tax discount and the start of the application period?

3. The city proposes limiting the cumulative amount of tax discounts to \$100,000 and selecting recipients of the discount based on the order they are received. How can the city ensure that the system is fair and devoid of favoritism that could occur if the city provides certain high-profile properties with special notice of the tax discount or assistance with the application?
4. Is it legal for the city to select properties for the tax discount based on certain criteria other than the order of submission for applications? For example, should residential properties occupied by the owners full-time for many years get first priority for the tax discount?
5. Would it be legal to have the Historic Resources Board evaluate applications and rank them?
6. Are there aesthetic elements that would make a property more worthy of a tax discount than others? For example, is Victorian architecture worthy of getting first priority?
7. Should the city make an effort to ensure tax discounts are distributed widely among all council districts rather than concentrated in a few neighborhoods?
8. What is an appropriate balance of tax discounts between residential and commercial properties?
9. Will the public have web access to a list of the historic properties receiving the tax discount?
10. Will there be plaques or other means at historic property sites informing the public that they are preserved, maintained, and improved with the assistance of a local tax discount program?

We also suggest that the city council obtain and review the following:

1. Actual text of the Mills Act in state law that authorizes the city to implement this program.
2. Statistics and a summary of Mills Act performance in the 85 cities and counties that have adopted it. Are there any distinctive provisions in the municipal codes of those 85 cities and counties that resulted in exceptional participation or performance? Are there any protections that the 85 cities or counties would recommend to avoid abuses?

Thank you for your attention to our concerns.

Sincerely,



Kevin Dayton
2016-17 President
Salinas Taxpayers Association
PO Box 2042
Salinas, CA 93902
<http://www.salinastaxpayers.org>

Money for Historic Buildings

by Kevin Dayton, Chamber Board

"The Mills Act is the single most important economic incentive program in California for the restoration and preservation of qualified historic buildings by private property owners."

That's what the California State Parks Office of Historic Preservation says about this state law.

It allows California cities and counties to enter into contracts with owners of qualified historic properties for restoration and maintenance of those properties. In exchange, the city or county provides the owners with a property tax credit.

Few historic property owners know that the City of Salinas now participates in the Mills Act program.

On December 7, 2015, the Salinas Historic Resources Board conducted a public hearing and voted unanimously to recommend City Council approval of a Mills Act program. On June 1, 2016, the Salinas Planning Commission conducted a public hearing and also voted unanimously to recommend City Council approval of the program. And on June 28, 2016, the Salinas City Council unanimously approved the Mills Act program.

There is no shame in applying for a

tax break through the city's Mills Act program. Three levels of policymakers for the City of Salinas believe the city's historic properties are an asset to the city. They want property owners to actively participate in restoration and preservation of those properties.

But so far only two properties (both residential) have obtained the tax break from the city. Hardly anyone is applying for it.

Travel around Salinas and you'll see, scattered about, beautiful Victorian homes. You'll see grand old houses, bungalows with character, and downtown commercial buildings with interesting facades.

Do you own a historic building in Salinas? Do you have work colleagues, family, or friends who own a historic building in Salinas? Let them know about the city's Mills Act program.

Information on applying is available at the City of Salinas website. For example, see "City Info Bulletin 28 - How To Apply For A Mills Act Historic Property Tax Savings Contract."

Or, contact the Salinas Valley Chamber of Commerce.

We will help you. ■



Advancing the Salinas Downtown Vibrancy Plan: The First Three Years of Progress

Encouraging Use of the Mills Act Program	<p>California law and the Salinas Municipal Code allow owners of qualified historic properties to enter into contracts with the city for restoration and maintenance of those properties. In exchange, the city gives those owners a property tax credit. But few historic property owners know that the City of Salinas now participates in the Mills Act program.</p> <p>Since the Mills Act program was enacted in June 2016, only one commercial building (the Rabobank Building) and two residential structures (both outside of the Downtown district) have obtained Mills Act recognition.</p> <p>SCCIA plans to hold a joint workshop with the City of Salinas Historic Resource Committee to inform downtown historic property owners about the Mills Act and encourage them to apply for this property tax break that encourages preservation of historic structures.</p>
Partnerships with Salinas Valley Chamber of Commerce and Other Groups	<p>A strong and consistent ally in support of business growth and development in Downtown Salinas is the Salinas Valley Chamber of Commerce. The Chamber sees Downtown as a concern and asset for the entire region.</p> <p>Regular articles in the Chamber's <i>Business Journal</i> have provided city businesses and the general public with information about the SCCIA's efforts to advance the Downtown Vibrancy Plan. The Government Affairs Director for SCCIA is an active volunteer leader in the Chamber as a member of the executive committee, board of directors, and chairperson of the Government Relations Committee.</p>
City of Salinas Economic Development Element	<p>The City of Salinas General Plan includes acceleration and intensification of infrastructure and other improvements for infill developments within the Downtown Vibrancy Plan. SCCIA is playing a role in promoting Salinas as a good place to do business, with special focus on the potential of Downtown as a site for new or expanded enterprise. The Association supports the Economic Development Element approved by the Salinas City Council on December 6, 2017 to open new areas for development and growth of agriculture technology and support services.</p>

Greg Hamer

From: Kevin Dayton
Sent: Monday, July 31, 2023 4:54 PM
To: Greg Hamer
Cc: Audrey Wardwell; Catherine Kobrinsky Evans; Greg Piini; James Kendall; Larry Bussard; Meryl Rasmussen; Peter Kasavan; Steve Ish; Joel Panzer
Subject: Greg: background material for agenda packet - Downtown Parking Management District
Attachments: Excerpts from Downtown Vibrancy Plan related to Downtown Parking Management.pdf; Excerpts from City of Salinas Adopted Operating Budget - Fiscal Year 2023-2024 related to Downtown Parking Management.pdf; Excerpts from City of Salinas Capital Improvement Program 2024 thru 2029 related to Downtown Parking Management.pdf; RFP and LAZ Parking Agreement Staff Reports related to Downtown Parking Management.pdf; 2020-01-06 Salinas Downtown Parking District and Preferential Parking Program and Parking Enforcement Update - Finance Committee Staff Report.pdf; Monterey Street Parking Garage Debt Service Payments - Background - Original COPs 2004 and Refunding COPS 2014.pdf

Greg:

Attached are the following documents for the meeting agenda packet related to the Downtown Parking Management District agenda item:

1. Excerpts from Downtown Vibrancy Plan related to Downtown Parking Management.
2. Excerpts from City of Salinas Adopted Operating Budget - Fiscal Year 2023-2024 related to Downtown Parking Management. (These documents answer the questions about how much money the city is losing each year.)
3. Excerpts from City of Salinas Capital Improvement Program 2024 thru 2029 related to Downtown Parking Management
4. RFP and LAZ Parking Agreement Staff Reports related to Downtown Parking Management
5. January 6, 2020 Salinas Downtown Parking District and Preferential Parking Program and Parking Enforcement Update - Finance Committee Staff Report
6. Monterey Street Parking Garage Debt Service Payments - Background - Original COPs 2004 and Refunding COPS 2014

SCCIA board members should note that the City of Salinas Engineering & Transportation Department has priority goals for 2023-2024 related to Downtown Parking Management. The time to reach out to city staff and discuss a Memorandum of Understanding or some other cooperative agreement would be NOW.

Kevin Dayton
Government Affairs Director
Salinas City Center Improvement Association (SCCIA)
(831) 869-6592

On Jul 31, 2023, at 3:20 PM, Kevin Dayton <kevindayton@salinascitycenter.com> wrote:

Greg:

There is a request from the Land Use Committee for an item on the next full board agenda:

Overseeing a Downtown Parking Management District

At its July 27, 2023 meeting, the Land Use Committee recommended that the SCCIA board institute a top priority for the remainder of 2023 to investigate the feasibility of SCCIA forming and administering a Downtown parking management district. This is an objective in the Downtown Vibrancy Plan and an objective identified during the SCCIA board retreat in 2022. In 2018, City of Salinas staff told SCCIA leaders that the City would prioritize the establishment a new Downtown Parking Management District - with a Downtown Parking Oversight Committee - after the completion of the Main Street Streetscape Project and the West Alisal Street/Lincoln Avenue Downtown Complete Streets Project.

Parking has always been a controversy with merchants (alleged lack of parking) and the City of Salinas (alleged significant annual deficits in its Downtown parking program) and it may be time for SCCIA to take leadership and address it as a priority. Other community benefit districts in California manage their own parking districts.

LUC members suggested that SCCIA seek a grant for an independent feasibility study to ensure that a SCCIA Downtown parking management district will be able to collect revenue that exceeds expenditures. SCCIA may need to hire an employee to oversee this potential parking management district. Obstacles to this plan may include merchant resistance to any sort of parking changes and city reluctance to surrender current authority over Downtown parking. Kevin Dayton will be providing the board with foundational documents regarding a Downtown parking management district and the minutes of 2017 and 2018 meetings with an ad hoc Downtown parking committee (chaired by Catherine Kobrinsky Evans) that included merchants.

I recommend that it be posted as New Business - Action with this description:

Consider direction to staff on outreach to City of Salinas staff, seeking grant funding, and researching possible consultants for a feasibility analysis of SCCIA managing a Downtown Parking District under an agreement with the City of Salinas.

Also, I'll send you relevant material to include in the agenda packet (such as the excerpts from the Downtown Vibrancy Plan related to this goal).

Kevin Dayton
Government Affairs Director
Salinas City Center Improvement Association (SCCIA)
(831) 869-6592

On Jul 31, 2023, at 1:13 PM, Greg Hamer <greg@salinascitycenter.com> wrote:

Hi Team,

Does anybody have anything they want on the agenda for next week?

Thanks!

GH

Greg Hamer
District Coordinator
greg@salinascitycenter.com
(831) 877-0997
Salinas City Center Improvement Association
www.salinascitycenter.com

Want to meet?
<https://calendly.com/greghamer/30min>

Excerpts from City of Salinas Downtown Vibrancy Plan Related to Downtown Parking Management

3.5 RECOMMENDATIONS

Downtown Salinas is well positioned to implement parking management practices that are financially sustainable and supportive to new development activities. The City of Salinas owns the land that is being used to provide public parking, with most of this land being used for surface parking lots. Thus, the City can implement a centralized approach for providing and managing downtown public parking. The City can establish parking policies, pricing strategies to meet consumer demands, reinvestment programs to establish new parking supply and downtown amenities, and enforcement and maintenance practices.

1. Establish a Parking Management District

A critical first step in managing downtown parking is the establishment of a Parking Management District. This district would be tasked with all matters related to parking downtown. The district should be established as an Enterprise Fund, such that revenues generated by downtown parking fees and citations, would be used within the downtown for managing, enforcing, and maintaining an adequate parking inventory to meet demands. The district could be managed by the City Public Works department or another public or private entity. It is suggested that the Parking Management District establish an Oversight Committee to provide advice and guidance to the District. Retain a consultant to formulate a parking district downtown as a top priority. Establish the District by June 30, 2016.

2. Establish Enterprise Fund for Parking

An Enterprise Fund for parking would offer several advantages. The true cost of providing, maintaining, managing and enforcing parking would be captured as funding for these activities and would be paid out of the enterprise fund budget, rather than other City budgets. The cost of building new parking facilities would be financed through various use fees. An Enterprise fund would also allow for the collection of revenues generated from parking such as Parking Management District fees, fines, parking fees, and in-lieu fees paid by developments that do not provide all of their required parking. The advantage of using an enterprise fund is that a portion of the parking revenues can be used to reinvest in the downtown.

3. Reinvest Parking Revenues

Currently, revenues generated by parking fees and enforcement fines are placed in the City's General Fund. This does not allow the City to track the true cost of providing parking to the public. With an Enterprise Fund, the Parking Management District can identify how the parking revenues be spent.

It is recommended that the entire cost of managing parking be paid by parking revenues, as well as part or all of the cost of providing new public parking, enhancements to lighting and pedestrian amenities.

4. Provide the Right Amount of Parking

The Park + Model was used in this study to evaluate hypothetical land use and parking supply scenarios; however, the model's real value will occur through its use as a tool to manage downtown parking. The Park + Model for Downtown Salinas should be updated on a continual basis as changes to parking occur. These changes include parking supply added or removed, changes to parking restrictions (time of day, loading, handicap, and pricing structure) and changes to parking demand (land use changes). In doing so, Park + will identify how much parking should be provided, when it is needed, and where to provide the parking in order to provide optimal benefit.

a. Establish parking ratios in downtown Salinas that reflect actual demand. The Park + model should be continually used to predict parking usage and be calibrated to reflect demands. As downtown Salinas become more walkable, bicycle friendly, and attractive to transit riders, the need for automobile parking will be reduced. Parking rates should be adjusted over time to more accurately reflect demand.

b. Use progressive parking concepts like unbundled and shared parking. A more aggressive approach to providing parking is to unbundle it from development. Unbundling parking allows for developers to decide how parking is provided. Shared Parking is a practice that is currently allowed in Salinas within mixed-use zones and downtown overlay zones. The concept of shared parking allows two or more private development projects to share their parking at a reduced rate based upon differing time-of-day peaking characteristics. Currently, the Zoning Code allows for shared parking within a multi-use building, using data, methods and procedures developed by the Urban Land Institute. In practice, off-site shared parking is allowed on a case-by-case basis using property owner agreements. ***It is recommended that within downtown Salinas, shared parking be allowed for properties within a reasonable walking distance (600 feet).***

c. Incentive the reduction of greenhouse gases to potential developers and current employers around parking. These measures, some of which are listed below, can reduce greenhouse gases and parking demands:

- Reduce cost for employees who rideshare
- Preferential parking location for carpool/vanpool vehicles
- Secure bicycle parking facilities
- Shower facilities for those who bicycle to work
- Subsidized transit passes (participation in Monterey-Salinas Transit's employee programs)

d. The ability for a development to satisfy its parking within a public parking lot should be allowed in downtown Salinas. The City zoning code allows for the collection of parking in-lieu payments within designated parking districts. This practice has not been implemented. This process should be expanded to cover a broader area of downtown and the in-lieu charges should be published to facilitate the use of the tool. The program should be established so the in-lieu fee could allow either an annual payment (more favorable for retail establishments) or a one-time fee (more favorable for residential or employment uses) as the developer could factor this cost into the sales price.

5. Price Parking to Meet Consumer Demand

As described in the current conditions section, parking is not available where customers desire. Much of the parking along Main Street is being used by shop or restaurant owners and employees, who move their cars to avoid parking tickets. A more desirable approach is to preserve this close-in parking for shoppers. The City should adopt the "85% Occupied Threshold" as a guide for managing parking use to accommodate the desires of customers of downtown shops and restaurants. Today, there is no charge for on-street parking and there is a fear that charging for parking may scare off customers. To be sensitive to this concern, it is recommended that the following approach to managing parking on streets and public lots be undertaken:

a. Increase Enforcement and Education – Consistent enforcement of the 90-minute parking on Main Street should be made a priority. The City should create a regular enforcement presence with warnings for first time violators and escalated fees for

repeat offenders. The City should work through the Old Town Salinas Association to notify shop owners and their employees of the stepped up enforcement efforts.

b. Implementing Paid Parking – As parking becomes a more valuable commodity, paid parking should be introduced as a tool to manage the supply of parking to meet customer demands. The most desired streets should initially be included in the shared parking model with more remote street parking offered at lower rates or free. Eventually, as parking demand increases, all on-street parking, public parking lots, and government designated parking should require payment whether paid by employers (monthly permits) or destination owner (validations).

6. Consolidate Government Center Parking

The County of Monterey and the City of Salinas should build a shared parking structure or two structures to take advantage of varying schedules for Board of Supervisor/City Council/Committee meetings. By providing a large parking structure, surface parking lots could be made available for land development. Ideally, this parking should be provided in proximity to Main Street to make it easier for employees to stay downtown after work and to attract other users during busy weekend events.





















7. Build structured parking to free up developable land on unneeded surface parking lots

In addition to providing a consolidated government parking structure, other City parking lots should be converted to structured parking to free up some surface parking lots for redevelopment as retail, office, hotel, residential, open space or other viable uses. Metered on-street parking may be required to encourage the use of the structured parking.

8. Establish Neighborhood Parking Zones

Neighborhoods that are within walking distance of the downtown core should be priced accordingly to encourage people to park and walk. Parking in neighborhoods should be less expensive than in the downtown core, however, parking permits should be implemented in neighborhoods that have limited parking capacity to reserve space for residents.

6.2 POLICY AND PROCESS CHANGES

	SHORT TERM 2015 - 2016	MEDIUM TERM 2017 - 2020	LONG TERM 2020 - 2025		SHORT TERM 2015 - 2016	MEDIUM TERM 2017 - 2020	LONG TERM 2020 - 2025
New Districts and Boards				Downtown Development Process Streamlining			
<ul style="list-style-type: none"> Parking Management District (PMD) <ul style="list-style-type: none"> Parking Oversight Committee Parking Enterprise Fund Community Benefit District (CBD) <ul style="list-style-type: none"> Ambassador Program Enhanced Infrastructure District Arts Oversight Committee Historic Resources District 				Lead Implementer: City of Salinas			
				<ul style="list-style-type: none"> Enhance the Community and Economic Development Department services <ul style="list-style-type: none"> Implement customer service training to promote streamlining of City review processes where possible Implement organizational alignment with ED element (including Vibrancy Plan as key policy) Prepare development application guide and/or other documents detailing the zoning and development regulations process Create development priority strategies <ol style="list-style-type: none"> Identify key sites <ul style="list-style-type: none"> Residential development (market rate) Entertainment, multi-generational, or destination retail Urban grocery store or other targeted retail use Office and mixed-use buildings that accommodate professionals Projects that fill vacant space on or near Main Street Create and distribute marketing materials and packages Conduct follow up with interested parties Facilitate development of key sites Develop incentives to attract priority developments <ul style="list-style-type: none"> Incentives can include; <ul style="list-style-type: none"> Allow a waiver from participation in City's inclusionary housing program until market rate housing is built Infill reductions in development impact fees Environment impact analysis streamlining for urban infill and transit oriented development projects Reduce parking requirements Relief from on-site open space requirements when parks and plazas are nearby 			
							
							
							
							
New Plans, Guidelines, and Code Changes							
<ul style="list-style-type: none"> Downtown Design Guidelines <ul style="list-style-type: none"> Sign Plan Updates to Sign Code Way-Finding Program 							
							
General Plan to Reflect Changes in Land Use & Circulation Element							
Lead Implementers: City of Salinas (Public Works, & Community and Economic Development)							
<ul style="list-style-type: none"> Update Circulation Element Active Management Plan Rezone catalyst sites to allow for mixed-use development Fulfill CEQA Requirements 							
							
							
Caltrans Relinquishment of SR 183 in Downtown							
Lead Implementers: City of Salinas (Public Works) & Caltrans							
<ul style="list-style-type: none"> Begin conversations with Caltrans staff and City representatives to initiate relinquishment process for state routes designated for local control 							
							
							
							



SALINAS DOWNTOWN VIBRANCY PLAN

Other Downtown Infrastructure

Improvements to non-mobility infrastructure will be funded from different sources, including new sources identified in the Vibrancy Plan. As mentioned previously a Parking Management Plan will be prepared that will identify how parking improvements will be funded. A Parking Enterprise Fund will be used to collect and disperse the funds vto pay for infrastructure. The following sources of parking revenue will be collected:

- Parking fees collected from structures, surface lots and future parking meters
- Monthly parking passes collected from City owned parking lots or structures
- Parking fines collected
- Parking in-lieu fees paid by developments that do not provide all of their required parking

Funding for parks, streetscape improvements and other improvements could be funded by a variety of funding sources, including:

- Community Benefit District
- Enhanced Infrastructure District
- Parking Management Plan
- Development fronting improvements
- Various grants

ACTIONS	LEAD IMPLEMENTER(S)	SHORT TERM 2015 - 2016	MEDIUM TERM 2017 - 2020	LONG TERM 2020 - 2025
Downtown Improvements				
Complete activate enhancements on Main Street	CBD	Trim back trees, relocate some raised planters, & construct improvements to physically define sidewalk dining	Install public art, historic markers, & other special signage	Construct enhancements (seating, ornamental entries, lighting, etc.)
Construct New Small Outdoor Music Venue (Fine Arts Park)	City of Salinas, property owners, and Arts Commission	Identify location & Secure funding	Construct venue	
Construct Bataan Park, pedestrian access to Chinatown, and the National Steinbeck Center enhancements	City of Salinas, National Steinbeck Center, Railroad Museum, First Mayors House foundation, and China Town Association	City and affected organizations design park	Implement short term connections & seek funding	Construct park and reconfigure roadways
Construct midblock alleyway pedestrian connections between Lincoln Avenue and Salinas Street & between the Armory Building and the old	City of Salinas	Prepare designs	Complete short-term pedestrian enhancements	Construct improvements as part of development or parking lot modifications
Construct new pocket parks (Heritage Plaza & "Cork-yard")	City of Salinas	Develop an action plan and identify alternatives for current surface parking demand.	Design	Construct enhancements as parking structures are developed and surface parking is not needed
Build consolidated government parking structure(s)	City of Salinas and Monterey County	Identify location (s), Prepare design(s), & Develop plans for unused surface parking lot(s).	Construct parking structure(s)	Redevelop unused site(s)
Build structured parking	City of Salinas & PMD	Identify location (s), Prepare design(s), & Develop plans for unused surface parking lot(s).	Construct parking structure(s)	Redevelop unused site(s)
Implement paid parking for on-street and off-street parking	City of Salinas & PMD	Identify busy parking structures and streets	Install meters and pay stations	
Restore downtown Salinas Shuttle Service	MST			
Develop way finding and information signage program	City of Salinas & CBD	Install information and directional signs in parking and roadway facilities	Install historic markers and plaques	Install landmark gateway sign based on the Historic Salinas sign
Complete "Fast Track" items	City of Salinas & CBD	See Chapter 4 for more information		



Advancing the Salinas Downtown Vibrancy Plan: The First Three Years of Progress

Making Parking a Breeze Rather Than a Hassle

After the completion of the Main Street Streetscape Project and the West Alisal Street/Lincoln Avenue Downtown Complete Streets Project, the City of Salinas plans to establish a new Downtown Parking Management District with a Downtown Parking Oversight Committee.



SCCIA plans to be active in the development and operations of this committee to improve access to Downtown parking for employees, residents, shoppers, and visitors. SCCIA also plans to ensure that any parking revenue will be invested in downtown maintenance and improvements and not be diverted to other expenses in the city's general budget. In the meantime, SCCIA representatives will participate in advisory committees set up by the city to discuss parking management.

**Excerpts from City of Salinas Adopted
Operating Budget (Fiscal Year 2023-2024)
Related to Downtown Parking Management**

Purpose

The mission of Downtown Parking Enterprise is to provide, operate and maintain an efficient, effective and sustainable downtown parking management to meet the needs of our residents, visitors and the business community. The enterprise needs to cover costs of services and strategically plan to meet the downtown parking demand today and in the near future. The Downtown Parking District enterprise supports the City's downtown economic and revitalization objectives.

Division Operations

1. To develop a sustainable downtown parking program that is able to meet current downtown needs as well as plan for viable parking solutions in the future.
2. To support the vision of the Downtown Vibrancy Plan and help make downtown a destination.
3. To provide effective management of parking services and resources.
4. To provide centralized parking management to maximize economies of scale and efficiency.
5. To develop a parking program that is fiscally able to be a partner with downtown stakeholders.
6. To provide excellent customer service.

Performance Measures

Performance Measure / Goal	FY 2020-21 Actual	FY 2021-22 Actual	FY 2022-23 Goal	FY 2022-23 Projected	FY 2023-24 Goal
Total Revenue	\$1,215,799	\$492,517	\$1,200,000	\$529,864	
Total Expenses	\$1,417,377	\$1,548,342	\$1,200,000	\$1,705,605	
Net Revenue	-\$201,578	-\$1,055,824	\$0	-\$1,175,741	
Operating Revenue (Pemit Sales/Parking fees)	\$268,207	\$467,475	\$450,000	\$528,934	

Major Budget Changes

Parking fees were approved by City Council for FY 21/22 for the parking garages and parking lots, however the enterprise remains in a deficit position.

Operating costs have decreased slightly due to staff vacancies, however the Monterey Street Garage contract had to be amended which increased outsourced operating costs. Even with increased parking fees, the district will close 22/23 in the red again. The Monterey Street Garage and Salinas Street Garage continue to have deferred maintenance, which are increasing in cost year by year. Surface lots are being sold for re-development which will decrease future revenues. On-street parking remains free, and managed only by a 90 minute time limit. The City and County continue discussing a new parking structure which will only increase future operation and maintenance obligations.

ENTERPRISE OPERATIONS

5446 Downtown Parking Division

Expenditures by Category	FY 21 Actual	FY 22 Actual	FY 23 Amended	FY 24 Adopted
61 - Salaries & Benefits	37,797	43,355	42,051	38,855
62 - Supplies & Materials	4,433	10,888	19,450	11,400
63 - Outside Services	317,529	444,902	569,202	536,300
64 - Other Charges	88,417	116,457	137,500	117,500
65 - Debt Service	947,593	951,900	949,300	950,700
66 - Capital Outlays			6,000	
Total	1,395,769	1,567,502	1,723,503	1,654,755

Expenditures by Fund	FY 21 Actual	FY 22 Actual	FY 23 Amended	FY 24 Adopted
6801 Downtown Parking District	1,395,769	1,567,502	1,723,503	1,654,755
Total	1,395,769	1,567,502	1,723,503	1,654,755

Workforce by Program	FY 21 Authorized	FY 22 Authorized	FY 23 Authorized	FY 24 Authorized
5446 Downtown Parking	0.270	0.270	0.270	0.270
Total	0.270	0.270	0.270	0.270

SUMMARIES & SCHEDULES

Fund Balances

Fund	Est. Balance, 6/30/23	Estimated Revenues	Transfers In	Transfers Out	Adopted Expenditures	Reserve Allocations	Est. Balance, 6/30/24
Fire	216,118	33,400	-	-	-	-	249,518
Library	198,075	69,000	-	-	-	-	267,075
Parks & Playground	69,704	204,000	-	(82,500)	-	-	191,204
Police	1,177,250	142,000	-	-	-	-	1,319,250
Sewer & Storm	194,981	187,000	-	(250,000)	-	-	131,981
Street Trees	22,910	10,500	-	-	-	-	33,410
Total - Development Fee Funds	\$ 6,909,982	\$ 1,585,900	\$ -	\$ (332,500)	\$ -	\$ -	\$ 8,163,382
Debt Service Funds	\$ 1,224,388	\$ 486,700	\$ 11,679,000	\$ -	\$ (11,678,800)	\$ -	\$ 1,711,288
Enterprise Funds							
Crazy Horse Landfill	\$ 721	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 721
Downtown Parking District	(2,167,416)	445,000	1,343,700	(133,900)	(1,654,755)	-	(2,167,371)
Fairways Golf Course Fund	(495,771)	100,000	-	-	(219,000)	-	(614,771)
Industrial Waste	485,037	3,166,000	-	(224,800)	(2,702,971)	-	723,266
Municipal Airport	1,746,000	2,070,000	-	(711,150)	(1,772,338)	-	1,332,512
Parking Enforcement	(2,532)	1,100,000	-	-	(1,095,659)	-	1,809
Permit Services	2,488,307	3,106,200	-	(307,000)	(4,100,686)	-	1,186,821
Preferential Parking	60,903	25,000	-	-	(22,700)	-	63,203
Sewer	(2,126,626)	4,167,500	-	(271,700)	(4,293,762)	-	(2,524,588)
Stormwater (NPDES)	793,127	59,200	2,225,000	-	(2,868,817)	-	208,510
Twin Creeks Golf Course Fund	563,908	60,000	450,000	-	(440,300)	-	633,608
Water Utility	14,854	11,000	-	-	(15,000)	-	10,854
Total - Enterprise Funds	\$ 1,360,512	\$ 14,309,900	\$ 4,018,700	\$ (1,648,550)	\$ (19,185,988)	\$ -	\$ (1,145,426)
Gas Tax Funds	\$ 4,160,613	\$ 8,830,000	\$ -	\$ (7,378,800)	\$ -	\$ -	\$ 5,611,813
Grant Funds	\$ -	\$ 313,850	\$ -	\$ -	\$ (313,850)	\$ -	\$ -
Housing & Urban Development Funds	\$ (310,365)	\$ 18,071,009	\$ -	\$ -	\$ (14,169,689)	\$ -	\$ 3,590,955
Internal Service Funds							
Fleet Maintenance	\$ 729,100	\$ -	\$ 2,300,000	\$ -	\$ (2,563,965)	\$ -	\$ 465,135

SUMMARIES & SCHEDULES

Revenue

Account Number	Account Description	FY 21 Actual	FY 22 Actual	FY 23 Adopted	FY 24 Adopted
6500.50.5443-56.5080	Charges for Services Review and Inspection Fees	215	39,450	10,000	40,000
6500.50.5443-57.8050	Other Revenue Miscellaneous Receipts	-	-	200	200
	6500 - Storm Sewer (NPDES) Total	4,147	41,871	15,200	59,200
6600 - Crazy Horse Landfill					
6600.20.2030-54.8010	Use of money and property Investment Earnings	6,536	708	-	-
	6600 - Crazy Horse Landfill Total	6,536	708	-	-
6700 - Water Utility					
6700.50.5445-55.4043	Intergovernmental Monterey Co. Animal Shelter	5,300	4,113	4,000	4,000
6700.50.5445-55.4053	Intergovernmental City Animal Shelter	-	-	3,000	3,000
6700.50.5445-55.5023	Intergovernmental MRWPCA	-	2,441	3,000	3,000
6700.50.5445-55.5033	Intergovernmental City Industrial Waste Facility	-	-	1,000	1,000
	6700 - Water Utility Total	5,300	6,554	11,000	11,000
6801 - Downtown Parking District					
6801.50.5446-52.5010	Licenses & Permits Parking Lot Permits	37,718	50,852	50,000	50,000
6801.50.5446-52.5020	Licenses & Permits Salinas St Garage Permits	31,160	64,815	60,000	60,000
6801.50.5446-52.5040	Licenses & Permits Monterey St Garage Permits	133,871	159,262	140,000	160,000
6801.50.5446-52.5070	Licenses & Permits Monterey St Garage - Hourly	58,880	192,387	170,000	170,000
6801.50.5446-52.5075	Licenses & Permits Parking Validation	6,578	160	5,000	-
6801.50.5446-57.8050	Other Revenue Miscellaneous Receipts	-	4,077	-	5,000
	6801 - Downtown Parking District Total	268,207	471,552	425,000	445,000
6802 - Preferential Parking					
6802.50.5447-52.5060	Licenses & Permits Preferential Permits	15,595	24,582	25,000	25,000
6802.50.5447-57.8050	Other Revenue Miscellaneous Receipts	-	250	-	-
	6802 - Preferential Parking Total	15,595	24,832	25,000	25,000
6803 - Parking Enforcement					
6803.50.5448-53.4020	Fines and Forfeits Parking Fines	876,303	1,147,161	1,230,000	1,100,000
	6803 - Parking Enforcement Total	876,303	1,147,161	1,230,000	1,100,000
6900 - Permit Services					
6900.00.0000-54.8010	Use of money and property Investment Earnings	14,897	5,343	16,000	67,000
6900.30.3350-52.3010	Licenses & Permits Mechanical Permits	20,210	43,780	10,200	10,200
6900.30.3350-52.3020	Licenses & Permits Building Permits	1,064,822	1,113,092	1,400,000	1,400,000
6900.30.3350-52.3030	Licenses & Permits Plumbing Permits	26,778	18,576	15,000	15,000
6900.30.3350-52.3040	Licenses & Permits Electrical Permits	84,920	53,308	25,000	25,000
6900.30.3350-52.3060	Licenses & Permits Re-Roofing Permits	114,342	100,233	100,000	100,000
6900.30.3350-52.3070	Licenses & Permits Building Demolition Permit	1,288	986	1,000	1,000
6900.30.3350-53.3011	Fines and Forfeits Building Enforcement	31,671	40,300	-	-
6900.30.3350-53.3405	Fines and Forfeits C & D Penalty	30,275	50,748	20,000	20,000
6900.30.3350-55.3013	Intergovernmental TRAKIT-Permit System Charges	191,452	390,566	256,500	256,500
6900.30.3350-56.3280	Charges for Services Fire Plan Check Fee-Permit Ctr	47,313	39,920	44,000	44,000
6900.30.3350-56.3400	Charges for Services Building Plan Check Fees	947,653	2,768,094	1,000,000	1,000,000
6900.30.3350-56.3410	Charges for Services Special Building Inspection	38,552	79,284	50,000	50,000
6900.30.3350-56.3420	Charges for Services Reinspection Service	38,326	47,817	40,000	40,000
6900.30.3350-56.3430	Charges for Services Residential Report	52,013	52,101	35,000	35,000
6900.30.3350-56.3440	Charges for Services Microfilm Fee	37,979	38,598	35,000	35,000
6900.30.3350-56.3460	Charges for Services Other Building Fees	1,748	3,933	1,000	1,000
6900.30.3350-56.8060	Charges for Services Copying Fees	-	30	-	-
6900.30.3350-57.8080	Other Revenue Miscellaneous Deposits	4,417	-	6,500	6,500
	6900 - Permit Services Total	2,748,655	4,846,710	3,055,200	3,106,200
7101 - Internal Services Administration					
7101.14.1245-57.8050	Other Revenue Miscellaneous Receipts	500	2,040	-	-
	7101 - Internal Services Administration Total	500	2,040	-	-
7102 - Internal Services Insurances					
7102.12.1246-57.8050	Other Revenue Miscellaneous Receipts	425	-	-	-

SUMMARIES & SCHEDULES

Revenue

Account Number	Account Description	FY 21 Actual	FY 22 Actual	FY 23 Adopted	FY 24 Adopted
4112.00.0000-90.4109	Transfers In 2015 Refunding COP 2005 A & B	-	87,010	-	-
4112.00.0000-90.6600	Transfers In Crazy Horse Landfill	692,835	279,500	-	-
	4112 - Refund Bonds Series 2020A-SVSWA Total	692,835	689,805	670,500	668,300
4206 - 2019 Spec Tax Bond Monte Bella 3					
4206.00.0000-90.5303	Transfers In 2019 Spec Tax Monte Bella 3	402,870	-	-	-
	4206 - 2019 Spec Tax Bond Monte Bella 3 Total	402,870	-	-	-
6200 - Industrial Waste					
6200.00.0000-90.1000	Transfers In General Fund	-	1,865,000	-	-
	6200 - Industrial Waste Total	-	1,865,000	-	-
6302 - Twin Creek Golf Course					
6302.00.0000-90.1000	Transfers In General Fund	-	-	450,000	450,000
	6302 - Twin Creek Golf Course Total	-	-	450,000	450,000
6500 - Storm Sewer (NPDES)					
6500.00.0000-90.1000	Transfers In General Fund	2,354,100	2,643,100	2,600,000	2,150,000
6500.00.0000-90.1200	Transfers In Measure G	71,900	58,800	-	-
6500.00.0000-90.2401	Transfers In Gas Tax - 2107	150,000	15,000	15,000	15,000
6500.00.0000-90.2403	Transfers In Gas Tax - 2105	600,000	60,000	60,000	60,000
	6500 - Storm Sewer (NPDES) Total	3,176,000	2,776,900	2,675,000	2,225,000
6801 - Downtown Parking District					
6801.00.0000-90.1000	Transfers In General Fund	-	-	-	393,000
6801.00.0000-90.8914	Transfers In RORF-Redev Obligation Retirement	947,593	951,900	949,300	950,700
	6801 - Downtown Parking District Total	947,593	951,900	949,300	1,343,700
7102 - Internal Services Insurances					
7102.00.0000-90.1000	Transfers In General Fund	-	-	-	600,000
7102.00.0000-90.1100	Transfers In Measure E	-	-	-	250,000
7102.00.0000-90.1200	Transfers In Measure G	-	-	500,000	550,000
	7102 - Internal Services Insurances Total	-	-	500,000	1,400,000
7103 - Worker's Comp Self-Insurance					
7103.00.0000-90.1000	Transfers In General Fund	1,000,000	-	-	-
	7103 - Worker's Comp Self-Insurance Total	1,000,000	-	-	-
7104 - General Liability Self-Insurance					
7104.00.0000-90.1000	Transfers In General Fund	2,661,300	1,661,300	2,229,700	2,800,000
7104.00.0000-90.1100	Transfers In Measure E	-	-	323,300	420,000
7104.00.0000-90.1200	Transfers In Measure G	-	-	147,000	190,000
7104.00.0000-90.7101	Transfers In Internal Services Administration	-	-	-	1,000,000
7104.00.0000-90.7102	Transfers In Internal Services Insurances	-	-	-	500,000
	7104 - General Liability Self-Insurance Total	2,661,300	1,661,300	2,700,000	4,910,000
7120 - Internal Services-Fleet Maint					
7120.00.0000-90.1000	Transfers In General Fund	1,995,400	2,120,000	2,120,000	2,000,000
7120.00.0000-90.1100	Transfers In Measure E	-	-	-	100,000
7120.00.0000-90.1200	Transfers In Measure G	-	-	-	200,000
	7120 - Internal Services-Fleet Maint Total	1,995,400	2,120,000	2,120,000	2,300,000
7121 - Vehicle Replacement					
7121.00.0000-90.1000	Transfers In General Fund	-	9,000,000	-	876,825
7121.00.0000-90.1200	Transfers In Measure G	-	-	-	463,620
	7121 - Vehicle Replacement Total	-	9,000,000	-	1,340,445
Transfers In Total		26,917,680	41,657,557	24,782,800	32,781,775
Total Revenue & Transfers In		258,811,958	276,435,750	261,482,347	269,895,894

SUMMARIES & SCHEDULES

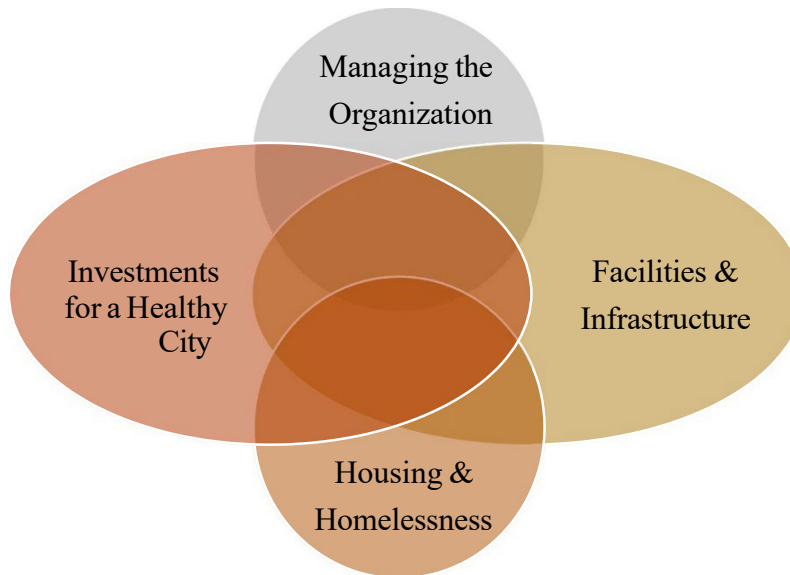
Fund Transfers

Fund	Transfers In	Transfers Out	Net Transfers
6801 Downtown Parking District Fund			
90.1000 General Fund	\$ 393,000		
90.8914 Redevelopment Obligation Retmt Fund	950,700		
95.4111 2020A Refunding Bonds - Energy Fund		33,900	
95.5800 Capital Projects Fund		100,000	
Total - Downtown Parking District Fund	\$ 1,343,700	\$ 133,900	\$ 1,209,800
6900 Permit Services Fund			
95.5800 Capital Projects Fund		\$ 307,000	
Total - Permit Services Fund	\$ -	\$ 307,000	\$ (307,000)
7100 Internal Service Funds			
7101 95.1000 General Fund		\$ 750,000	
7101 95.7104 General Liability Self-Insurance Fund		1,000,000	
7102 90.1000 General Fund	600,000		
7102 90.1100 Measure E Fund	250,000		
7102 90.1200 Measure G Fund	550,000		
7102 95.7104 General Liability Self-Insurance Fund		500,000	
7104 90.1000 General Fund	2,800,000		
7104 90.1100 Measure E Fund	420,000		
7104 90.1200 Measure G Fund	190,000		
7104 90.7101 Internal Services Administration Fund	1,000,000		
7104 90.7102 Internal Services - Insurances Fund	500,000		
7120 90.1000 General Fund	2,000,000		
7120 90.1100 Measure E Fund	100,000		
7120 90.1200 Measure G Fund	200,000		
7121 90.1000 General Fund	876,825		
7121 90.1200 Measure G Fund	463,620		
Total - Internal Service Funds	\$ 9,950,445	\$ 2,250,000	\$ 7,700,445
8914 Redevelopment Obligation Retmt Fund			
95.6801 Downtown Parking District Fund		\$ 950,700	
Total - Redevelopment Obligation Retmt Fund	\$ -	\$ 950,700	\$ (950,700)
5800 Capital Projects Fund			
90.1000 General Fund	\$ 5,430,000		
90.1200 Measure G Fund	9,385,000		
90.2105 NE Salinas Landscape Dist. Fund	10,000		
90.2107 Vista Nueva Maint. Dist. Fund	150,000		
90.2109 Monte Bella Maint. Dist. Fund	611,000		
90.2301 Development Fees - Sewer & Storm Fund	250,000		
90.2302 Development Fees - Parks & Playgrd Fund	82,500		
90.2402 Gas Tax - 2106 Fund	20,000		
90.2403 Gas Tax - 2105 Fund	1,000,000		
90.2404 Gas Tax - Motor Veh. Fuel Tax Fund	983,800		
90.2510 Meas. X - Trans. Safety & Invmt Plan Fund	2,095,000		
90.2511 SB 1 Road Maint. & Rehab. Fund	3,575,000		
90.5101 Special Aviation - State Fund	81,000		
90.5102 Special Aviation - Federal Fund	1,620,000		
90.6100 Municipal Airport Fund	631,250		

SUMMARIES & SCHEDULES

Expenditure Summary by Object

<u>Fund</u>	<u>Salaries & Benefits</u>	<u>Maintenance & Operations *</u>	<u>Debt Service</u>	<u>Capital Outlay</u>	<u>Expenditure Total</u>
Capital Projects Fund					
Capital Projects Fund	\$312,000	\$7,366,530	\$0	\$18,975,020	\$26,653,550
Capital Projects Fund Total	\$312,000	\$7,366,530	\$0	\$18,975,020	\$26,653,550
Debt Service Funds					
2014 COP Consolidation Fund	\$0	\$0	\$227,100	\$0	\$227,100
2018B Total Road Imprvmt Prgm COP Fund	0	0	2,328,400	0	2,328,400
2020A Refunding Bonds - Energy Fund	0	0	1,559,000	0	1,559,000
2020A Refunding Bonds - SVSWA Fund	0	0	668,300	0	668,300
El Gabilan Library 2018 Lease Fund	0	334,200	791,000	20,000	1,145,200
Public Safety Building 2018 Lease Fund	0	1,200,800	4,480,000	70,000	5,750,800
Debt Service Funds Total	\$0	\$1,535,000	\$10,053,800	\$90,000	\$11,678,800
Enterprise Funds					
Downtown Parking District Fund	\$38,855	\$665,200	\$950,700	\$0	\$1,654,755
Fairways Golf Course Fund	0	0	219,000	0	219,000
Industrial Waste Fund	869,471	1,312,700	520,800	0	2,702,971
Municipal Airport Fund	901,838	810,000	0	60,500	1,772,338
Parking Enforcement Fund	32,659	1,063,000	0	0	1,095,659
Permit Services Fund	2,762,266	1,286,620	0	51,800	4,100,686
Preferential Parking Fund	5,000	17,700	0	0	22,700
Sewer Fund	2,400,662	1,025,000	868,100	0	4,293,762
Stormwater (NPDES) Fund	835,287	2,027,030	0	6,500	2,868,817
Twin Creeks Golf Course Fund	0	0	440,300	0	440,300
Water Utility Fund	0	15,000	0	0	15,000
Enterprise Funds Total	\$7,846,038	\$8,222,250	\$2,998,900	\$118,800	\$19,185,988



Revised Recommendations Listing

Managing the Organization (MO)

- MO-01 Healthcare Cost Containment
- MO-02 Improve Base Pay on a Cost-Neutral Basis
- MO-03 Evaluate the Total Leave Program
- MO-04 Continue to Address Workers' Compensation Costs, Moving Towards Sound Actuarial Funding
- MO-05 Police Civilianization
- MO-06 Improve Budget Process and Monitoring
- MO-07 Incorporate Multi-Year Financial Planning into All Budgetary Actions
- MO-08 Include Leave Accruals and Cash Outs in Current Compensation Study
- MO-09 Evaluate the Parking Functions Within the City
- MO-10 Evaluate the impact of implementing the City's Coming Compensation Study

City Facilities & Infrastructure (CFI)

- CFI-01 Prepare a Preventive Maintenance Program for all City Facilities
- CFI-02 Citywide Fleet Strategy
- CFI-03 Eliminate General Fund Subsidy of Golf Course Debt Service
- CFI-04 Eliminate Sherwood Hall Deficits
- CFI-05 Develop an Implementation Approach to Prioritize and Fund the Most Pressing City Needs

Investments for a Healthy City (IHC)

- IHC-01 Enact Storm Sewer Utility Fee to Fund Current Transfer of General Fund Revenues to Storm Sewer Fund
- IHC-02 Increase Hotel Tax and Dedicate Funding that Results to Capital Investment
- IHC-03 Engage with the Salinas Community to Make the Measure G Sales Tax Permanent
- IHC-04 Dedicate Savings to Capital Investment
- IHC-05 Evaluate a General Obligation ("GO") Bond to Fund Key City Projects

Housing and Homelessness (HH)

- HH-01 Convene Stakeholders to Develop an Impl Plan to Create More than 4,000 New Units of Affordable Housing in Next 10 Yrs
- HH-02 Establish a Housing Trust Fund with a Dedicated Revenue Stream for Affordable Housing
- HH-03 Develop a Land Strategy to Leverage Private Market Investment to Create up to 2,400 New Units of Affordable Housing
- HH-04 Create Regulations to Address Safety and Health Conditions in Rental and Other Group Housing
- HH-05 Use Multiple Sources to Provide Revenue for the Housing Trust Fund
- HH-06 Coordinate Homeless Response Between Departments Through the City Manager's Office

8. Continue to work with the community, food vendors, and nonprofits to expand healthy foods choice and explore entrepreneurship opportunities such as new farmer's markets, food truck pods, development of a community/commercial kitchen, and community gardens. *(Strategic Goal: Economic Development)*
9. Continue to coordinate with the County on the implementation of the Downtown Vibrancy Plan and Alisal Vibrancy Plan Memorandums of Understanding to include undertaking planning activities for a downtown parking facility and city and county properties around the Division Street Opportunity site in the Alisal. *(Strategic Goals: Economic Development and Housing/Affordable Housing)*
10. Complete the entitlement process for a vibrant, multi-phase new mixed-use development at the corner of John Street and Abbott to include a 111-room hotel, 242 dwelling units, nearly 139,000 sq ft of retail and office. *(Strategic Goals: Economic Development and Housing/Affordable Housing)*
11. Complete Housing Element Update by December 15, 2023. *(Strategic Goal: Housing/Affordable Housing)*
12. Launch preparation of the East Area Specific Plan to increase housing opportunities and create healthy, walkable and sustainable neighborhoods. *(Strategic Goal: Housing/Affordable Housing)*
13. Support development of the Future Growth Area (FGA) by coordinating infrastructure investment and processing tentative map applications. *(Strategic Goal: Housing/Affordable Housing)*
14. Using SB2 grant funds complete technical studies and any related zone changes to facilitate housing development opportunities in the downtown, North and East Salinas. *(Strategic Goal: Housing/Affordable Housing)*
15. Continue to promote ADU development through pre-approved ADU plans, streamlining of processes, updating regulations consistent with State law, and connecting applicants to financing. *(Strategic Goal: Housing/Affordable Housing)*
16. Leverage American Rescue Plan Act (ARPA) funding and other housing resources to incentivize and promote the production of low- and moderate-income housing for families, workforce, including farmworkers, and seniors. *(Strategic Goal: Housing/Affordable Housing)*
17. Continue to partner with the County of Monterey to develop an affordable multi-family housing project at 855 E. Laurel Drive. *(Strategic Goal: Housing/Affordable Housing)*
18. Facilitate the continued rehabilitation and full occupancy of 202 units of affordable, permanent supportive housing at awarded HCD Homekey project sites. *(Strategic Goal: Housing/Affordable Housing)*
19. Facilitate acquisition of three homes and completion of ADUs with BACS through the Family Homelessness Challenge Grant. *(Strategic Goal: Housing/Affordable Housing)*
20. Continue to effectively manage the Interim Housing Motel Program to help navigate participants into permanent housing and support Health & Safety Days. *(Strategic Goal: Housing/Affordable Housing)*

Purpose

The Public Works Department consists of the Engineering; Engineering Administration; Development Engineering; Traffic/Transportation; Water, Waste and Energy; Geographical Information Systems; Environmental and Maintenance Services Divisions and the Airport.

The Engineering and Traffic/Transportation Divisions provide management of the City's public infrastructure; plan and implement public capital improvements; examine private development plans and proposals with associated CEQA documents to ensure responsible growth as it relates to traffic issues and public infrastructure; administer programs and enforce governmental regulations.

The GIS Division provides data analysis planning support and develops asset management apps for all City departments.

The Engineering Administration Division manages the City's Labor Compliance Program the federal and state grants, and the annual assessments associated with Landscape Maintenance Districts.

Water, Waste and Energy oversees the City's Solid Waste and Recycling and provides engineering support for Industrial Waste, Sanitary Sewer and Stormwater infrastructure. WWE is also responsible for Greenhouse Gas Emissions, Urban Forestry and Greening, Neighborhood Vibrancy, Solar Energy and Efficiency and special projects with a strong environmental component while protecting the City's interests on a regional level. The Environmental and Maintenance Services Division protects the health of Salinas by providing maintenance services for all City infrastructure, vehicles, and equipment, and ensures NPDES compliance in the field.

Top Accomplishments for FY 2022-23

Investment Strategies/Risk Management

1. Downtown Vibrancy Plan Implementation
 - a. Complete construction of Main Street for 100, 200 and 300 block.
 - b. Complete construction of Downtown Complete streets, on West Alisal from Front Street to Blanco Road.
2. Support development of Salinas Travel Center project, Airport Lease Project, Unikool (John Street) Project, Sywest Project, and the Sobel Project.
3. Complete the Mitigated Negative Declaration for Boronda Road Congestion Relief Project (future growth area).
4. Complete 75% design for Boronda Road and McKinnon roundabout.
5. Submit 90% plans of Williams Road to PG&E for the kickoff of the Utility Undergrounding design project.
6. Technical Support for the West Area and Central Area Specific Plans approval process.
7. Provide engineering and street maintenance support for various City special events.
8. Completed 90% Design for the Williams Road Improvements.
9. Continuing work to develop sustainable parking enterprises which help support the city's economic sectors.
10. Project closeout for the Sanborn/Elvee/HWY 101.
11. Completed the fiberoptic backbone for the Downtown Fiber Optic Network plan.
12. Complete Installation of new metal roof at Fire Station no. 1.
13. Support regional plan to extend commuter rail service to Salinas that will provide access to jobs in the Bay Area and Silicon Valley.

14. Development complete streets, multi-modal corridors, and a sustainable transportation to support responsible future growth area and mitigate vehicle miles travelled (VMT).
15. Supported the Airport Lease Project MND and began coordination with Caltrans as part of mitigation program to improve Airport Blvd/US 101 Ramps.
16. Support the Salinas Ag Industrial Center Development Project and continue coordinating with Caltrans and TAMC to improve US 101 access in South Salinas.
17. Completed plans and awarded a bid for the Pedestrian Crossing Enhancements Project.
18. Completed new Franchise Agreement for Solid Waste Services after over a year of negotiations.
19. Completed new agreement with Salinas Valley Solid Waste Authority which requires the relocation of the Sun Street Transfer Station outside the City.
20. Completed Agreement with California Water Board to accept \$8.8M in grant funds for the Industrial Wastewater Treatment Facility.
21. Continued planning and development of the Salinas Municipal Airport Master Plan and Airport Sustainability Plan.

Public Safety

1. Continuing work with Monterey County Health Department, TAMC, and Blue Zones to develop Traffic Safety education programs.
2. Continued homeless encampment cleanups.
3. Begin construction of East Laurel Drive Pedestrian Improvements and Street Lighting.
4. Completed construction of Old Muni Pool phase 1, 2 and 3.
5. Begin construction of the Bardin Road Safe Routes to School Improvements.
6. Completed construction of the Alvin Drive Safe Routes to School Project.
7. Completed construction of three new traffic signals (Alvin Drive/Linwood and the Alvin Drive/El Dorado Intersections; and at North Main/Street/Navajo Drive in support of the El Gabilan Library Extension.
8. Completed Council approved Traffic Calming Projects at Geil Street.
9. Completed sidewalk repairs at District 3, District 4 and District 2 in the amount of \$900K through the Job Order Contract (JOC) Sidewalk Improvement Program.
10. Continued developing the Salinas Safe Routes to School Plan with Ecology Action and TAMC.
11. Completed new sidewalks and eliminated the "missing" pedestrian link on Maryal Drive serving Sherwood Park, Tatum's Garden, the Rodeo Grounds and Boys and Girls Club.
12. Commenced design for a new vehicle and pedestrian access control system at the Salinas Municipal Airport.

Operational Efficiencies

1. Developing Sustainable Citywide Parking Management Program
 - a. Continued to manage the Parking Enterprise Programs
 - b. Demonstrated successful implementation of Parking Enforcement Enterprise; improving services while continuing to cover costs at the same time supporting the City's economic and safety objectives. Expanded parking enforcement services to weekends and early evenings.
 - c. Indexed the rates in the Downtown Parking District to reduce dependence of the enterprise on the City General Fund.
 - d. Transitioned to a new parking citation management vendor
 - e. Prepared a facility condition assessment report for both Downtown garages to identify deferred maintenance and probable costs to repair

2. Utilized Geographic Information Systems (GIS) for spatial analysis. Spatial analysis lets staff evaluate suitability and capability, estimate, predict, interpret, and understand data. This capability is delivered to all City Departments to provide new perspectives to data driven decision-making.
3. Implemented innovative and emerging technology solutions to increase efficiency and effectiveness of City services.
4. Plan of EV stations transformer for the ITC center.
5. Embarked upon the development of a Community-Based Public/Private Partnership (P3) process to potentially fund green infrastructure projects throughout the City.
6. Developing Proposition 26 fees to fund the costs of NPDES inspection and plan review activities.
7. Continuing Implementation of the City Traffic Fee Ordinance.
8. Completed draft final plans for the Sherwood/Front St Adaptive Traffic Signal System Project.
9. Implemented measures to more closely track revenue and manage the City's Franchise Agreement for Solid Waste Services.

Excellent Infrastructure

1. Completed Mitigated Negative Declaration for Boronda Road Improvements which provides increased capacity to four lanes and 5 new roundabouts at key intersections.
2. Begin construction of 2021 Chip Seal project City Wide.
3. Complete 80% design of San Juan Grade Road rehabilitation.
4. Continuing Development of City's Active Transportation Plan.
5. Continue identifying funding for improvements for implementation of the East Alisal Corridor Plan.
6. Secured grant funding to stretch transportation dollars.
7. Hired consultant to update City Standard Plans and Specifications.
8. Updated Pavement Management System for future road maintenance.
9. Applied for HSIP Grants to fund a part of Williams Road Improvements.
10. Refreshed over 17,000 linear feet of crosswalks.
11. Complete Design of 2021 Slurry Seal Project City Wide.
12. Complete Design of Montebella Subdivision Slurry Seal project.
11. Complete Construction of East Alvin Drive Safe Routes to School Project.
12. Complete construction for North Main/Navajo traffic signal project.
13. Complete Construction of Downtown Complete Street Project.
14. Awarded the bid for the traffic signal at Alisal Street and Murphy Street.
15. Adopted the Vision Zero Plan to reduce severe injuries and fatalities on city streets.
16. Completed sludge removal project at the Industrial Wastewater Treatment Facility.
17. Design pavement rehabilitation for the southside hangars at the Salinas Municipal Airport.

Investment Strategies/Risk Management

1. Traffic Calming Improvements at Geil Street neighborhood.
2. Complete design of restroom remodel at Natividad Creek Park.
3. Complete design of tennis court improvements at Central Park.
4. Begin construction of Tennis courts improvements at Claremont Park.

City Council Goals, Strategies, and Objectives for FY 2023-24

Investment Strategies / Risk Management

1. Develop and implement downtown parking strategy.

2. Work with PG&E to design and build the Williams Road Utility Underground District.
3. Support Extension of Caltrain Rail Service to Salinas to help mitigate vehicle miles travelled and support future growth.
4. Pursue control of East Market Street corridor (State Route) to support downtown revitalization.
5. Implementing ADA Transition Plan and Street Sign Management Plan.
6. Continue to develop the City's reforestation program.
7. Complete construction on Bardin Road Safe Routes to School Project to improve safe travel to school.
8. Complete Design for East Salinas Area Street Light installation.
9. Complete Sanitary Sewer priority CCTV survey.
10. Complete Design and begin construction for priority Sanitary Sewer Pipe and Manhole Repairs.
11. Complete construction of East Laurel Drive Pedestrian Improvement Project.
12. Spend \$6.3 M is street maintenance and rehabilitation City Wide.
13. Complete construction of Traffic Signal at Alisal and Murphy Street.
14. Complete West Wing Tenant Improvements for the Fire Department at City Hall.
15. Complete \$600,000 of Sidewalk improvements in Districts 3, 5 and 6.
16. Adopt the ADA transition plan. Complete Boronda Road Congestion Relief project to stimulate development in City future growth areas.
17. Support the General Plan Update EIR, CAP and Circulation Element.
18. Begin construction on the Constitution and Las Casitas Traffic Signal.
19. Begin construction on the Pedestrian Crossing Enhancements Project
20. Complete design on the Sherwood/Front St Adaptive Traffic Control System.
21. Alisal Vibrancy Plan – Develop and adopt East Alisal Street Master Plan.
22. Begin Bus Rapid Transit and Transit Oriented Design Corridor Study with MST.
23. Issue RFP and begin design and construction of new solar PV system for the Public Safety Center.
24. Complete long term source water agreement with Monterey One Water and the Monterey County Water Resources Agency.
25. Complete Airport Master Plan and Airport Sustainability Plan.

New Revenue

1. Traffic Improvement Program and Fee Update.
2. Secure funding to complete the City's Active Transportation Plan (and Multi-modal Plan).
3. Continue work on developing a Sustainable Citywide Parking Management Program.
4. Initiate a Prop 218 process in order to attain sustainable maintenance service levels in the Harden Ranch Maintenance District and North East Area Maintenance District.
5. Pursue HSIP and other grant funds to support road safety improvements.
6. Secure Federal and State grants for Airport Pavement Rehabilitation (Design and Construction) for the southside hangars.

Operational Efficiencies

1. Develop and implement downtown parking strategy.
2. Implement recommendations from the City-wide GIS Needs Assessment, Maintain the Open Data Portal, and develop a Performance Management Portal.
3. Utilize Geographic Information Systems (GIS) for spatial analysis. Spatial analysis lets staff evaluate suitability and capability, estimate, predict, interpret, and understand data. This capability is delivered to all City Departments to provide new perspectives to data driven decision-making.

4. Continue to Implement innovative and emerging technology solutions to increase efficiency and effectiveness of City services.
5. Use of Salinas Connect as a tool for better response to public inquires and prioritization of maintenance work.
6. Recommend efficiencies to be born in the delivery of maintenance and repairs following the recommendation of an organizational study.

Public Safety

1. Begin Construction on Boronda/McKinnon roundabout.
2. Complete construction of the Chip Seal project for arterial and collector streets; and Slurry seal for the residential streets.
3. Embark on the most extensive Street repair effort in the City's history with more than \$35 million bonded and budgeted.
4. Implement short term goals on the East Alisal Corridor Plan.
5. Complete and adopt the City Vision Zero Action Plan.
6. Develop the City Complete Streets Policy with Blue Zones Initiative.
7. Continue Development of City Safe Routes to School Plan.
8. Begin construction of San Juan Grade Road and Work Street rehabilitation.
9. Complete construction of Natividad Creek Restroom.
10. Installation of Hebbroon Heights and Closter Park Playground equipment.
11. Support smart growth vision for Future Growth Areas infrastructure.
12. Support Blue Zone Policies.
13. Fund and Complete City's Active Transportation Plan and Multi-modal Plan
14. Implement reduced speed limits in school zones.
15. Certify E&TS for valid speed limits for all City Streets.
16. Update signal timing plans for improved safety and operations.
17. Adopt the City-wide Safe Routes to School Plan.
18. Continue coordination with the South of Salinas Interchange Project and frontage road system connecting to south Salinas.
19. Continue to support Salinas PD traffic enforcement efforts.
20. Support Fire Department emergency response through signal pre-emption and computer aided dispatch.
21. Install new airport access control system.

Major Budget Changes

Associate Engineer Position and Engineering Aide in Traffic and Transportation. There is an unmet demand for residential parking programs and a sustainable downtown parking district which has grown into a FTE parking programs manager position, currently provided in limited capacity by the Traffic and Transportation Division.

Pavement Management Program and keeping up with essential traffic control pavement markings.

Associate Engineer in Water Waste and Energy Division dedicated to grant and expansion efforts for Industrial Wastewater Treatment Facility.

Design, permitting, and investigation costs associated with expansion of Industrial Wastewater Treatment Facility.

Purpose

Oversee and manage the City's transportation system. Support development plans and transportation projects to ensure responsible well-planned growth within the City; Oversee the City's Transportation Impact Fee Program; prepare regular and significant program updates as required by the General Plan Update processes, provide engineering services for the safe and efficient movement of commerce and people; plan for future traffic needs; and promote the use of alternative transportation modes to reduce traffic demand and congestion; Oversee operations of the City's traffic signals and intelligent transportation systems. Help implement transportation policies in the General Plan; implement the City's Capital Improvement Projects and provide traffic engineering services for other city departments; Respond to traffic requests including neighborhood traffic calming, school safety issues, and parking.

Division Operations

1. Manage the design and construction of transportation capital improvement projects
2. Oversee the Traffic Monitoring Program and maintain traffic data.
3. Respond to traffic inquiries and concerns from the public, other departments, and other agencies.
4. Provide responsible review of development plans to ensure commensurate growth in transportation network capacity.
5. Oversee operations and maintenance of traffic signals and improve efficiency. Provide signal modernization and communications in an effort to improve traffic efficiency and reduce maintenance costs.
6. Support Complete Streets principles and Green Streets in the City.
7. Secure funding for transportation related projects.
8. Oversee the City's Transportation Impact Fee Program and coordinate with other agencies to fund future transportation infrastructure needs.
9. Work with TAMC, Caltrans and other agencies to obtain funding for extending rail service from the San Francisco Bay Area and Silicon Valley to Salinas.
10. Work with TAMC, Caltrans, and other agencies to improve capacity on US 101 through Salinas.
11. Coordinate with Monterey-Salinas Transit to plan and operate transit routes.
12. Review and update traffic signal timing systems to improve circulation.
13. Provide the Engineering and Traffic Surveys necessary to establish speed zones and enforce speed limit laws.
14. Develop City's Parking Programs.
15. Manage and annually update the residential parking permit program.
16. Manage and support the City's parking enforcement program.
17. Manage the City's Downtown Parking District.
18. Implement City's Traffic Calming Program.
19. Work with schools on traffic safety issues and implement safe route to school projects.
20. Develop and review traffic control plans for road closures and special event traffic control plans.
21. Provide regular reports to the Traffic and Transportation Commission.
22. Support the Police and Fire Departments on their specific needs related to traffic and transportation.
23. Implement the City's Vision Zero Policy and improve traffic safety to reduce fatalities and severe injuries resulting from traffic collisions.
24. Maintain traffic control devices including signs, signals, flashing beacons, crosswalk, and lane lines.
25. Issue transportation permits for oversee vehicles.

Purpose

The purpose of the Enterprise Program is to provide self-supporting community services such as the operation of the Airport, Fairways Golf Course, and the various Sewer Waste Collection systems.

Top Accomplishments for FY 2022-23

Investment Strategies/Risk Management

1. Provided economic role and benefit of the airport for the Salinas Economic Development Element.
2. Completed Economic Benefit Study for the Salinas Municipal Airport.
3. Provide parking services in support of the Downtown Vibrancy Plan.
4. Provide parking support for other commercial areas in Salinas.
5. Develop parking strategies in support of encouraging housing development in downtown.
6. Secured \$750,000 grant from FAA to update the Airport Master Plan and develop an Airport Sustainability Plan.

Public Safety

1. Commenced design for a new vehicle and pedestrian access control system at the Salinas Municipal Airport.
2. Provide Parking enforcement support for Code enforcement activities.
3. Provide Parking enforcement support for traffic safety at school locations.

Operational Efficiencies

1. Secured \$69,000 in Coronavirus Aid, Relief, and Economic Security Act Emergency Funding.
2. Continued support of the Airport Commission.
3. Continued development of sustainable City Parking programs.
4. Creation of the Parking Enterprise.
5. Successful development of sustainable Parking enforcement program that provide city services and covers cost.
6. Adjusted rates of Downtown Parking enterprise for next 2 fiscal years with the goal for enterprise to self-sustaining.

Excellent Infrastructure

1. Design pavement rehabilitation for the southside hangars at the Salinas Municipal Airport.
2. Completed preventative maintenance inspection on all City owned Aircraft Hangars.

City Council Goals, Strategies, and Objectives for FY 2023-24

Investment Strategies/Risk Management

1. Complete Parking Management Plan with recommendations for future downtown parking infrastructure.
2. Host 2023 California International Airshow.
3. Complete Airport Master Plan and Airport Sustainability Plan.

Operational Efficiency

4. Optimize Parking Enforcement to support City parking programs and neighborhood safety
5. Continued support of the Airport Commission.
6. Commence Airport Master Plan Study.

New Revenue

1. Secure Federal and State grants for Airport Pavement Rehabilitation (Design and Construction) for the southside hangars.
2. Update and maintain adequate Airport Rates and Fee Schedule to encourage a sustainable enterprise system.
3. Continue developing sustainable parking programs.

Public Safety

1. Install new airport access control system.

Major Budget Changes

None.

ENTERPRISE OPERATIONS

Summary

Expenditures by Program	FY 21 Actual	FY 22 Actual	FY 23 Amended	FY 24 Adopted
3350 Permit Services	2,288,845	3,489,820	3,706,285	4,100,686
5126 NPDES Storm Water	1,381,116	1,565,975	2,336,480	2,014,304
5340 Airport	1,399,293	1,579,777	1,608,970	1,772,338
5441 Industrial Waste	1,907,429	2,257,275	2,140,452	2,702,971
5442 Sanitary Sewer	4,406,565	3,257,340	3,898,180	3,638,974
5443 NPDES Storm Drain Sewer	410,035	470,955	664,631	659,313
5444 NPDES Street Sweeping	1,073,851	873,629	814,966	849,988
5445 Hitchcock Road Water	9,687	11,742	15,000	15,000
5446 Downtown Parking	1,395,769	1,567,502	1,723,503	1,654,755
5447 Preferential Parking	7,611	16,881	6,100	22,700
5448 Parking Enforcement	955,876	1,057,769	1,870,205	1,095,659
8006 Twin Creeks Golf Course	3,522,978	443,840	439,700	440,300
8007 Fairways Golf Course	271,272	205,732	208,200	219,000
Total	19,030,328	16,798,239	19,432,670	19,185,988

Expenditures by Category	FY 21 Actual	FY 22 Actual	FY 23 Amended	FY 24 Adopted
61 - Salaries & Benefits	5,503,186	6,023,531	7,041,353	7,846,038
62 - Supplies & Materials	518,420	550,796	715,511	738,270
63 - Outside Services	3,427,879	4,920,994	6,311,605	5,145,666
64 - Other Charges	1,870,734	2,195,668	2,089,003	2,338,314
65 - Debt Service	7,509,472	3,032,224	3,036,500	2,998,900
66 - Capital Outlays	200,637	75,024	238,699	118,800
Total	19,030,328	16,798,239	19,432,670	19,185,988

ENTERPRISE OPERATIONS

Workforce

Workforce by Program	FY 21 Authorized	FY 22 Authorized	FY 23 Authorized	FY 24 Authorized
5443 NPDES Storm Drain Sewer				
P.S. Maint Crew Supervisor	0.250			
Public Svc Maint Wkr II	1.050	1.050	1.050	1.050
Public Svc Maint Wkr III	0.250	0.250	0.250	0.250
Public Svc Maint Wkr IV	0.250	0.250	0.250	0.250
Public Works Admin Supervisor	0.050	0.050	0.050	0.050
Public Works Director	0.050	0.050	0.050	0.050
Wastewater Manager	0.250	0.250	0.250	0.250
City Engineer	0.050	0.050	0.050	0.050
Wastewater Crew Sup		0.250	0.250	0.250
5443 NPDES Storm Drain Sewer Total	2.200	2.200	2.200	2.200
5444 NPDES Street Sweeping				
Community Service Officer	0.500			
Equipment Mechanic I	1.000			
Motor Sweeper Operator	3.000	3.000	3.000	
Office Technician	0.200	0.200	0.200	0.200
P.S. Maint Crew Supervisor	0.250			
Public Svc Maint Wkr II	1.000	1.000	1.000	1.000
Public Svc Maint Wkr III				3.000
Public Svc Maint Wkr IV	0.250	0.250	0.250	0.250
Wastewater Crew Sup		0.250	0.250	0.250
5444 NPDES Street Sweeping Total	6.200	4.700	4.700	4.700
5446 Downtown Parking				
Public Works Admin Supervisor	0.250	0.250	0.250	0.250
Public Works Director	0.020	0.020	0.020	0.020
5446 Downtown Parking Total	0.270	0.270	0.270	0.270
5448 Parking Enforcement				
Office Technician	0.250			
Public Works Admin Supervisor	0.250	0.250	0.250	0.250
5448 Parking Enforcement Total	0.500	0.250	0.250	0.250
Total	43.609	45.370	52.320	53.120

**Excerpts from City of Salinas Adopted
Capital Improvement Budget and Program
(Fiscal Year 2023-2024) Related to Downtown
Parking Management**

City of Salinas, California
Capital Improvement Program
 2024 thru 2029

CATEGORY SUMMARY

Category	2024	2025	2026	2027	2028	2029	Total
Administration	35,000	60,000	35,000	35,000			165,000
Airport	2,332,250	3,280,000					5,612,250
Community Development	3,620,000	5,510,200	5,565,200	5,815,200	5,815,200	5,815,200	32,141,000
Downtown Parking	100,000	100,000					200,000
Engineering & Transportation	2,468,800	5,534,000	6,125,000	1,330,000	1,495,000	375,000	17,327,800
Facilities Maintenance	200,000	100,000					300,000
Fire	250,000						250,000
Fleet Replacement	4,964,260	559,960	434,760	279,900			6,238,880
Industrial Waste	150,000	15,000	15,000	15,000	15,000	15,000	225,000
Library	1,150,000						1,150,000
Parks & Community Svcs	657,500	82,500	82,500	82,500			905,000
Permit Services	307,000	307,000	307,000	307,000	307,000		1,535,000
Police							-
Sanitary Sewer	172,000	20,000	20,000	20,000	20,000	20,000	272,000
Storm Sewer (NPDES)	500,000						500,000
Street Maintenance	12,450,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	44,450,000
Traffic Signals	1,410,000	655,000	1,410,000	667,500	1,370,000	570,000	6,082,500
Urban Forestry	851,000	681,000	631,000	641,000	90,000	90,000	2,984,000
TOTAL	31,617,810	23,304,660	21,025,460	15,593,100	15,512,200	13,285,200	120,338,430

City of Salinas, California
Capital Improvement Program
 2024 thru 2029

PROJECTS BY CATEGORY

Category	#	Priority	2024	2025	2026	2027	2028	2029	Total
Administration									
Geographic Information Systems	9103	1	35,000	60,000	35,000	35,000			165,000
Administration Total			35,000	60,000	35,000	35,000			165,000
Airport									
Airport Security and Access Control System	9023	2	302,250						302,250
Southside Taxilane Rehabilitation	9354	1	1,800,000	3,280,000					5,080,000
37 Mortensen Exterior Rehabilitation	9355	2	230,000						230,000
Airport Total			2,332,250	3,280,000					5,612,250
Community Development									
Permanent Homeless Shelter	9001	1	930,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	6,555,000
Chinatown Revitalization Plan & Implementation	9070	1	500,000	500,000	355,000	355,000	355,000	355,000	2,420,000
65 W. Alisal Improvements	9087	1	150,000	80,000	30,000	30,000	30,000	30,000	350,000
Chinatown Navigation Center Sprung Shelter	9125	1	900,000	1,065,200	1,065,200	1,065,200	1,065,200	1,065,200	6,226,000
ED Element Implementation	9136	1	100,000						100,000
Alisal Vibrancy Plan	9246	1	1,040,000	2,740,000	2,990,000	3,240,000	3,240,000	3,240,000	16,490,000
Community Development Total			3,620,000	5,510,200	5,565,200	5,815,200	5,815,200	5,815,200	32,141,000
Downtown Parking									
Downtown Parking Management Plan	9063	2	75,000						75,000
Monterey St Garage Security System Improvements	9064	1	25,000	100,000					125,000
Downtown Parking Total			100,000	100,000					200,000
Engineering & Transportation									
Williams Rd UD/Street/Streetscape & Median Island	9071	2	513,800	3,249,000	4,500,000				8,262,800
Traffic Calming Improvements	9163	2	400,000	200,000	200,000	200,000	200,000	200,000	1,400,000
ADA Pedestrian Ramp Installation	9216	1	30,000	100,000	100,000	100,000	100,000	100,000	530,000
Facilities ADA Transition Plan & Improvements	9217	1	20,000	20,000	20,000	20,000	20,000	20,000	120,000
City Bridges Rehab	9255	2	100,000	50,000	70,000				220,000
Bridge Maintenance Program	9266	1	30,000	135,000	60,000	135,000			360,000
Streetlight Installation	9267	2		905,000					905,000
Active Transportation Plan	9349	3	100,000						100,000
School Safety Enhancements	9391	2	20,000	20,000	20,000	20,000	20,000		100,000
Congestion Mgmt Agency City %	9461	1	55,000	55,000	55,000	55,000	55,000	55,000	330,000
Boronda Rd Congestion Relief	9510	1	1,200,000	800,000	1,100,000	800,000	1,100,000		5,000,000
Engineering & Transportation Total			2,468,800	5,534,000	6,125,000	1,330,000	1,495,000	375,000	17,327,800
Facilities Maintenance									
City Hall & PW Yard Improvements	9612	1	200,000	100,000					300,000

City of Salinas, California
Capital Improvement Program
2024 thru 2029

PROJECTS BY DEPARTMENT

Department	#	Priority	2024	2025	2026	2027	2028	2029	Total
30 - Community Development									
Permanent Homeless Shelter	9001	1	930,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	6,555,000
Chinatown Revitalization Plan & Implementation	9070	1	500,000	500,000	355,000	355,000	355,000	355,000	2,420,000
65 W. Alisal Improvements	9087	1	150,000	80,000	30,000	30,000	30,000	30,000	350,000
Permit Center Technology Upgrade	9093	1	307,000	307,000	307,000	307,000	307,000		1,535,000
Chinatown Navigation Center Sprung Shelter	9125	1	900,000	1,065,200	1,065,200	1,065,200	1,065,200	1,065,200	6,226,000
ED Element Implementation	9136	1	100,000						100,000
Alisal Vibrancy Plan	9246	1	1,040,000	2,740,000	2,990,000	3,240,000	3,240,000	3,240,000	16,490,000
30 - Community Development Total			3,927,000	5,817,200	5,872,200	6,122,200	6,122,200	5,815,200	33,676,000
45 - Fire									
Fire Station 7	9626	1	150,000						150,000
Fire Training Tower Maint & Temp Training Area	9984	1	100,000						100,000
45 - Fire Total			250,000						250,000
50 - Public Works									
Soccer Field Cesar Chavez Park	9005	2	250,000						250,000
Airport Security and Access Control System	9023	2	302,250						302,250
North/East Maint Improvement District	9053	3	10,000	10,000	10,000	15,000	15,000	15,000	75,000
Vista Nueva Subdivision Improvements	9056	3	150,000	10,000	10,000	15,000	15,000	15,000	215,000
Downtown Parking Management Plan	9063	2	75,000						75,000
Monterey St Garage Security System Improvements	9064	1	25,000	100,000					125,000
Williams Rd UD/Street/Streetscape & Median Island	9071	2	513,800	3,249,000	4,500,000				8,262,800
Salinas Dry Weather Diversion	9075	2	135,000						135,000
Striping and Signing Improvements at City Streets	9081	1	400,000	200,000	200,000	200,000	200,000	200,000	1,400,000
Natividad Creek Silt Removal	9086	2	75,000						75,000
Priority Traffic Signals	9094	2	800,000	57,500	800,000	57,500	800,000		2,515,000
Geographic Information Systems	9103	1	35,000	60,000	35,000	35,000			165,000
Salinas River Outfall Channel Repairs	9114	2	50,000						50,000
Monte Bella Subdivision Improvements	9120	2	611,000	611,000	561,000	561,000			2,344,000
Silt Removal Gabilan Creek	9127	2	75,000						75,000
Salinas River Maintenance Program	9130	3	15,000	15,000	15,000	15,000	15,000	15,000	90,000
Storm Sewer Drainage Repairs	9139	1	250,000						250,000
Traffic Calming Improvements	9163	2	400,000	200,000	200,000	200,000	200,000	200,000	1,400,000
Santa Rita Storm Channel	9175	2	50,000						50,000
ADA Pedestrian Ramp Installation	9216	1	30,000	100,000	100,000	100,000	100,000	100,000	530,000
Facilities ADA Transition Plan & Improvements	9217	1	20,000	20,000	20,000	20,000	20,000	20,000	120,000
ADA Traffic Signal Upgrades	9253	1	40,000	27,500	40,000	40,000			147,500
City Bridges Rehab	9255	2	100,000	50,000	70,000				220,000
Bridge Maintenance Program	9266	1	30,000	135,000	60,000	135,000			360,000
Streetlight Installation	9267	2		905,000					905,000

Monterey Street Parking Garage Management Agreement With LAZ Parking - Staff Reports



Public Works Department

Request for Proposal (RFP) for Professional Services

Monterey Street Parking Garage Operation

Submit Written Questions regarding RFP:	3:00 p.m. Wednesday, May 23, 2018
Pre-proposal Meeting:	10:00 a.m. Wednesday, May 30, 2018
RFP submittal deadline:	3:00 p.m. Friday, June 8, 2018
Contact:	James Serrano Transportation Manager
(Email address)	jamess@ci.salinas.ca.us

**CITY OF SALINAS
PUBLIC WORKS DEPARTMENT
200 LINCOLN AVENUE
SALINAS, CA 93901
(831) 758-7241**

REQUEST FOR PROPOSAL (RFP) FOR PROFESSIONAL SERVICES

TITLE: MONTEREY STREET PARKING GARAGE OPERATION

1. INTRODUCTION

The City of Salinas is seeking proposals from qualified firms to provide services for efficient and professional operations for the Monterey Street Parking Garage. Proposals for a multi-year contract with a qualified, professional and highly motivated firm or consortium to perform daily parking garage operations are encouraged. The required services and performance conditions are described in the Scope of Work (or Services)-Attachment C.

2. ATTACHMENTS

The attachments below are included with this Request for Proposals (RFP) for your review and submittal (see asterisk):

Attachment A – Proposer's Information Form*
Attachment B – Scope of Work/Services
Attachment C – Sample Agreement for Professional Services
Attachment D – Sample Table, Qualifications of Firm Relative to City's Needs
Attachment E – Cost Proposal Format

The items identified with an asterisk (*) shall be filled out, signed by the appropriate representative of the company and returned with submittal.

3. INSTRUCTIONS TO PROPOSERS

3.1 Pre-proposal Meeting

A pre-proposal meeting will be held on Thursday, May 30, 2018 at 10:00 a.m. All prospective Proposers are required to attend. Location: Salinas City Hall Rotunda, 200 Lincoln Avenue, Salinas

3.2 Examination of Proposal Documents

The submission of a proposal shall be deemed a representation and certification by the Proposer that they:

- 3.2.1 Have carefully read and fully understand the information that was provided by the City to serve as the basis for submission of this proposal.
- 3.2.2 Have the capability to successfully undertake and complete the responsibilities and obligations of the proposal being submitted.
- 3.2.3 Represent that all information contained in the proposal is true and correct.
- 3.2.4 Did not, in any way, collude, conspire to agree, directly or indirectly, with any person, firm, corporation or other Proposer in regard to the amount, terms or conditions of this proposal.
- 3.2.5 Acknowledge that the City has the right to make any inquiry it deems appropriate to substantiate or supplement information supplied by Proposer, and Proposer hereby grants the City permission to make these inquiries, and to provide any and all related documentation in a timely manner.

No request for modification of the proposal shall be considered after its submission on grounds that Proposer was not fully informed to any fact or condition.

3.3 Addenda/Clarifications

Should discrepancies or omissions be found in this RFP or should there be a need to clarify this RFP, questions or comments regarding this RFP must be put in writing and received by the City no later than 3:00 p.m., Wednesday, May 23, 2018. Correspondence shall be emailed to james@ci.salinas.ca.us. Responses from the City will be provided to all at the Pre-proposal meeting. Inquiries received after the date and time stated may not be accepted and will be returned to senders without response. All addenda shall become a part of this RFP and shall be acknowledged on the Proposer's Form.

The City shall not be responsible for nor be bound by any oral instructions, interpretations or explanations issued by the City or its representatives.

3.4 Submission of Proposals

In order to submit bids/proposals to the City of Salinas you must comply with the following:

Please reply to the Public Works Department using the forms provided herein (use additional sheets if necessary), via overnight delivery to:

Department of Public Works
City of Salinas
200 Lincoln Avenue
Salinas, CA 93901

Electronics submittals will not be accepted at this time.

Proposals must be received no later than 3:00 p.m. on Friday, June 8, 2018. All proposals received after that time will be returned to the Proposer deemed as disqualified.

3.5 Local Ordinances

All contractors are required to comply with all the requirements of the City of Salinas Local Hiring Preference Ordinance 2330, Salinas City Code Chapter 12, Article IV.

In determining the lowest bid for a public works contract that exceed \$5,000, a qualified local business shall receive a five-percent (5%) preference, per the City's Local Purchasing Preference Ordinance (Sec. 12-28.050 and Sec. 12-28.060).

3.6 Withdrawal of Proposals

A Proposer may withdraw its **proposal at any time before the expiration of the time for submission of proposals as provided in the RFP by delivering a written request for withdrawal signed** by, or on behalf of, the Proposer.

3.7 Rights of the City of Salinas

This RFP does not commit the City to enter into a contract, nor does it obligate the City to pay for any costs incurred in preparation and submission of proposals or in anticipation of a contract. The City reserves the right to:

- Make the selection based on its sole discretion;
- Reject any and all proposals;
- Issue subsequent Requests for Proposals;
- Postpone opening for its own convenience;
- Remedy technical errors in the Request for Proposals process;
- Approve or disapprove the use of particular subconsultants;
- Negotiate with any, all or none of the Proposers;
- Accept other than the lowest offer;
- Waive informalities and irregularities in the Proposals and/or
- Enter into an agreement with another Proposer in the event the originally selected Proposer defaults or fails to execute an agreement with the City.

An agreement shall not be binding or valid with the City unless and until it is executed by authorized representatives of the City and of the Proposer.

4. PROPOSED TENTATIVE TIMELINE

The tentative RFP timeline is as follows:

RFP Issued	May 11, 2018
Deadline for questions, clarifications	3:00 p.m., Friday, May 23, 2018
Pre-Proposal Meeting	10:00 a.m., Wednesday, May 30, 2018
Proposals Due	3:00 p.m., Friday, June 8, 2018
Finalist Identified	Week of June 11, 2018
Interviews (if needed)	Week of June 14, 2018
Proposal selection and contract preparation	Week of June 14, 2018 (tentative)
Contract awarded	June 2018 (tentative)
Work commences	July 2018 (tentative)

ATTACHMENT B – SCOPE OF WORK

Project Background:

The City is implementing the Downtown Vibrancy Plan to make downtown Salinas a destination with goals and objectives to revitalize downtown. The Vibrancy Plan recognizes the importance of managing the City's parking assets in downtown Salinas which include two parking garages and several open parking lots and its inventory of on-street parking. Towards these goals, the Public Works Department has taken over parking enforcement functions, consolidated its parking programs and is developing a holistic strategy for parking management. The renewal of the Monterey Street Parking Garage Management is one of the tasks towards management of the downtown parking district.

Description of Project:

The City of Salinas desires efficient and professional parking garage operations. Therefore, the city is seeking proposals from organizations that can provide Parking Garage Management Services with the goal to provide responsible, reliable garage operations and excellent customer service. The City is seeking a multi-year contract with a qualified, professional and highly motivated firm or consortium to perform parking garage operations. The selected provider shall work with the City's parking operations staff.

The Garage is located next to the National Steinbeck Center/Cal State Monterey Bay at Salinas Center, and the Maya Cinema 16-theatre movie complex. Together they comprise the core of the 15-block historic downtown Salinas (see Figure 1).

The City is interested in entering into a two- or five-year agreement, which will include an additional five (5) year option for renewal (see attachment 2).

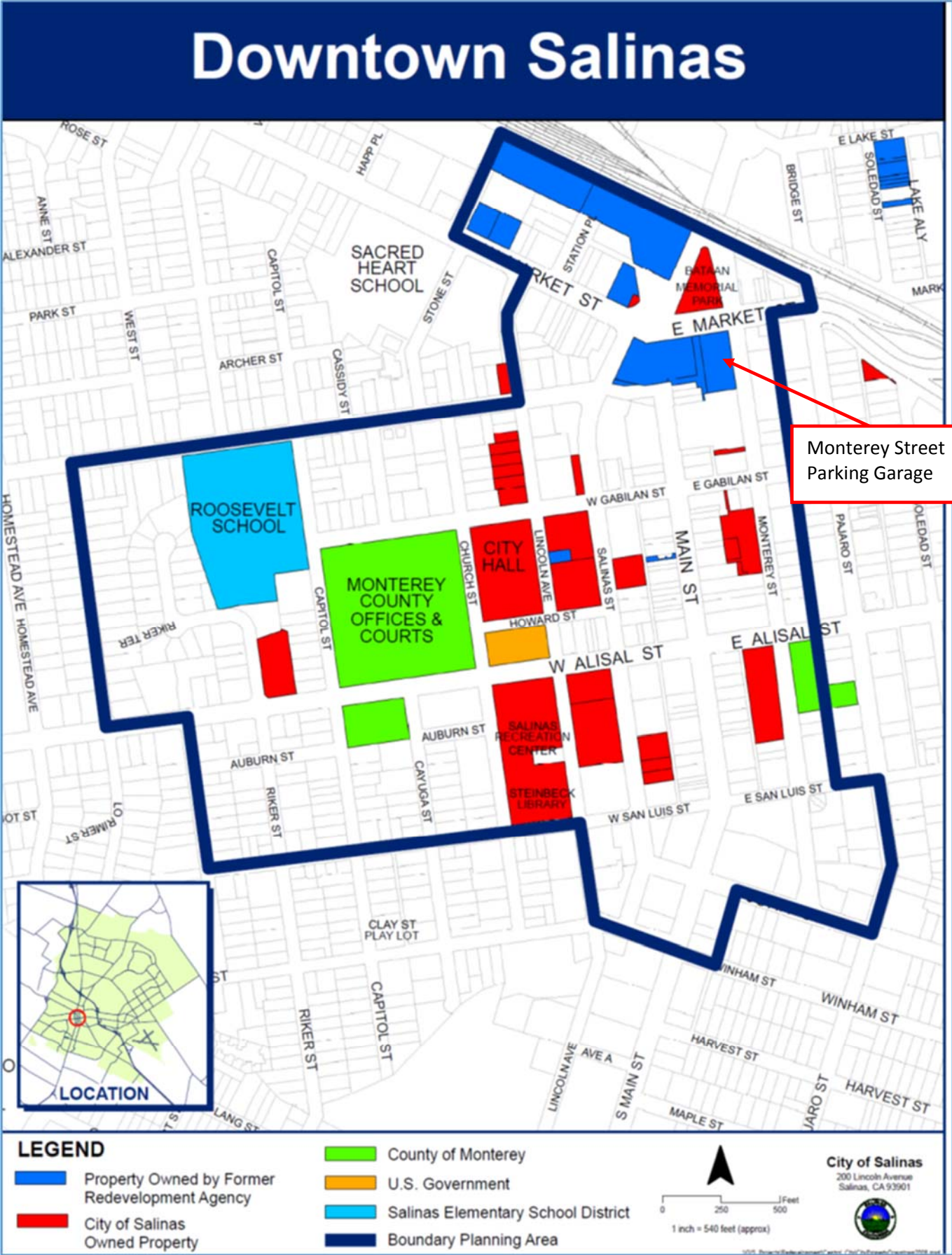
Monterey Street Parking Garage Details

- 435 space capacity
- Hours

Monday-Thursday	5:30 a.m. – 1:00 a.m.
Friday	5:30 a.m. - 2:00 a.m.
Saturday	8:00 a.m. - 2:00 a.m.
Sunday	8:00 a.m. – 1:00 a.m.
- Parking Rates

Transient (Hourly)	50 cents/hour. Daily Maximum \$4.00
Monthly	\$20/month
- Transient Parking in the Garage:
 - 145,000 Theater Parkers @ 3 hrs each per year
 - 15,600 other transient spaces per year

Figure 1



Selection Criteria and Process

The City's selection of a parking vendor to operate the Garage will be based upon experience, quality references, cost of services, level of customer service and implementation plan. The City will use a panel of three (3) persons to review all submitted proposals. The panel will select two (2) operators for interviews. Based on the combined scoring of the original proposals and the operator interviews, the panel will select a preferred operator. The City's representative will meet with the preferred operator to negotiate an agreement acceptable to the City. If an agreement cannot be reached with the preferred operator, the City's representative will move to the operator ranked second. When an acceptable agreement has been reached, the Public Works Director will prepare a staff report recommending approval of an operating agreement for the Monterey Street Garage.

Fiscal Responsibilities

The Contractor will be responsible for the daily processing of deposits and expenses. Garage revenue will be accounted for separately from the expenses. "Revenue" for the purposes of this proposal, are those funds derived directly from the Garage as they relate to transient parking fees and monthly permits. "Revenue" does not include City generated monies from advertising on the building or special events held at the structure. Revenues are based solely upon deposit amounts, and not based upon the actual spaces used. The City reserves the right to confirm reconciliations of revenue, prior to issuing payments for any incentive fees. A trust fund will be established in a mutually dedicated bank account for daily transactions performed by the Contractor. All revenues will be sent to the City with a monthly check with a weekly reconciliation attached. The City will then approve the payment of the management fee as they may be applicable. The Contractor will not pay itself.

Payment for all direct costs, within those parameters defined in the maintenance section, will be paid by check by the Contractor from the trust account as needs arise. Use of cash for direct costs is to be discouraged and will not exceed \$50 per week. All direct expenses will be reconciled monthly and submitted to the City. The City will then reimburse the trust account to an agreed minimum threshold.

The City reserves the right to review the expense records and audit transactions periodically. The City will call into question any unreasonable transactions as they may occur from time to time. The City reserves the right to make changes to sub-contractors if the service they provide is too costly or ineffective. A quarterly review between the City and Contractor will be established to review these transactions.

Personnel/Staffing

The firm selected for the contract, and all of its personnel, should demonstrate an exceptional familiarity with parking garage management. Most importantly, the firm chosen should demonstrate a superior understanding of operational requirements, public relations, and customer service practices.

The contractor will be responsible for all aspects of recruitment, selection, and initial and on-going training of personnel, so the contractor shall employ only persons competent and skilled and shall provide responsible supervision for each individual employed. The contract service provider shall not use discriminatory hiring practices in regard to ethnic origin, race, religion, gender, sexual orientation, and physical or mental disability. The contractor must adhere to all existing Government Code and City nondiscrimination policies, and the contractor's personnel shall at all times be polite and courteous to all citizens and City staff. The contractor's personnel shall be required to speak and write and communicate effectively to the City's customers, residents and visitors and bilingual skills are recommended to better serve the City's Spanish speaking community. The contractor will be responsible for assuring employee compliance with all laws and regulations, responding to inspections/audits by regulatory agencies, and paying any fines or assessments levied by regulatory agencies. In addition, the contract service provider will be responsible for all personnel supervision, discipline, and termination actions. However, the City may require the removal of any Contractor's personnel, when it is determined to be in the best interest of the City, at any time.

The contractor must provide a thorough background investigation on all potential employees, including but not limited to criminal/driving history, outstanding violations, polygraph and/or psychological exams, medical history, prior work issues and a skills assessment test. As the individuals selected for the process will be representing the City of Salinas on a day-to-day basis, the selection criteria are expected to be stringent. Employees should also be interviewed by City of Salinas staff prior to approval.

The contractor shall be responsible for the conduct, demeanor, and appearance of all employees. All employees shall act in a courteous and respectable manner while on duty, and in during any interactions with the public. The City of Salinas seeks to maintain the highest level of customer service, and employees must be attentive, alert, and responsive when dealing with customers' issues, needs, or complaints.

Please include a detailed sheet in your proposal which outlines compensation and benefits costs for each position listed in your staffing plan. The City will also require documentation that background checks on all Contractor employees have been successfully completed to the satisfaction of the Contractor, prior to the employees working in the Garage. A simple E-Mail to the City's representative announcing the start of a new employee will suffice. No employees will begin work in the Garage without first having received the approval from the City's representative. All employees with access to money will be bonded by the Contractor. City reserves the right to review and comment on the performance of employees, and recommend corrective action and/or removal from future work at the Garage.

The Contractor shall select and hire only persons who are well-qualified to perform the duties for their respective job positions, and should provide classifications of all employee positions within their proposal, including a job description.

Classifications might include, but are not limited to:

- **Parking Garage Supervisor/Manager:** Assist the parking enforcement staff with day-to-day operations and staffing issues. Supervisor shall be responsible to report with the on a monthly basis and provide updates on the operations, any feedback from the public, incidents and number of citations issued. A supervisor should possess sufficient IT knowledge to be able to handle equipment issues.
- **Parking Garage Staff:** Responsible for the day-to-day management of operations. These individuals must have the capacity to act as “Ambassadors” for the City, providing information about the parking garage..

The contractor should provide performance metrics for each position so that performance evaluations may take place.

Prompt Action on Maintenance Issues

The trust fund allows the Contractor to act quickly to address deficiencies in the facility or the operation without first receiving City approval. In general, the operation of the computerized parking equipment, phones, lights, signage and other systems will be the responsibility of the Contractor. Maintenance will be performed via work order, and a log will be kept to track repairs. At least once a week, the City’s representative and Contractor’s supervisor will tour the facility.

A daily inspection by maintenance staff will occur once per day. Contractor will provide a daily, weekly, and monthly inspection form to be used in the facility with this request for proposals.

All parking equipment malfunctions will be reported within one hour of the first recognition to both the equipment vendor (in an effort to quickly schedule repair service), and to the City’s representative. All repairs made under warranty (as an example but not limited to the exhaust fans, elevator and parking computer systems) will be reported immediately to the City’s representative.

The Contractor is required to address any maintenance deficiency posing a threat of injury or property damage to the public or employees at an estimated cost of less \$1,000 within 24 hours and to report the circumstances to the City’s representative within 48 hours. The Contractor is required to bring any maintenance deficiency posing a threat of injury or property placing the public or employees at risk of a cost of more than \$1,000 immediately to the City’s attention by contacting the City’s representative by cell phone or landline.

Security

The City and contractor will share this responsibility. City is responsible for the enforcement of all laws, and the police department will be the Contractor’s first point of contact if a violation occurs. This will include towing of abandoned vehicles, parking violations, and the violation of other laws. The City will pay directly for a security company to monitor the alarms and for surveillance of the video cameras. The Contractor’s attendant stationed at the cashier booth will also be able to monitor these cameras as provided by the equipment located therein. The City will establish an on-call list for 24-hour emergencies. The City will be responsible for the maintenance and safety checks of fire extinguishers, fire sprinkler systems, alarm system maintenance and repairs.

Contractor will provide adequate training as to the safety features of the facility, and provide, in an obvious agreed upon location, a list of all emergency contact phone numbers. Contractor will provide

all forms of communication to be used between the two staff members on site (cell-phone, 2-way radio etc.). Contractor employees are responsible for contacting the City to report suspicious behavior, unusual circumstances, be a witness in the event they see a crime, and help to defend the City against any claims for damages. Contractor is responsible for the opening, closing and securing of the facility per scheduled operating hours. Contractor employees will assist in emergencies by directing traffic, blocking lanes, and controlling public egress and ingress as needed to secure sections or all of the garage until City staff can respond to relieve them.

Proposal Requirements

Proposals shall not exceed thirty (30) pages and shall include the following information:

- Company Information: Company history and experience in parking operations, annual revenues, Regional representative, Facility References (including Monterey Bay region references),
- Operations and Staffing Plan: Include the number of cashiers, maintenance staff, facility manager and operations manager. Include specific shift schedules, and compensation,
- Operating Budget: Include a twelve (12) month operating budget based on anticipated revenue information (provided by City) and operators' identified operating expenses for the garage,
- Management Fee: This fee represents the overhead costs associated with garage operations and the operators' profit,
- Set Up Expenses: Expenses required to begin operations at the garage,
- Monthly Operating Statement: A sample of the operating statement which will include a complete detailed statement of revenues and expenses, with receipts to support all expenditures.
- Capital Allowance: Include a recommended capital allowance for the Garage,
- Samples of the following policies:
 - Facility Auditing
 - Employee Training, and
 - Customer Service/Relations



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: NOVEMBER 20, 2018

DEPARTMENT: PUBLIC WORKS DEPARTMENT

FROM: DAVID JACOBS, PUBLIC WORKS DIRECTOR

BY: JAMES SERRANO, TRANSPORTATION MANAGER

TITLE: MONTEREY STREET PARKING GARAGE OPERATIONS CONTRACT

RECOMMENDED MOTION:

A motion to approve a Resolution accepting a proposal from Laz Parking California, LLC for the operations of the Monterey Street Parking Garage, rejecting all other proposals, and authorizing the City Manager to execute a two-year agreement with Laz Parking California, LLC for \$280,039 annually.

RECOMMENDATION:

Approve a Resolution accepting a proposal from Laz Parking California, LLC for the operations of the Monterey Street Parking Garage, rejecting all other proposals, and authorizing the City Manager to execute a two-year agreement with Laz Parking California, LLC for \$280,039 annually.

BACKGROUND:

The Monterey Street Parking Garage began service to the downtown after construction in 2005. The City contracted with Applied Building Maintenance (then AMPCO) to operate the parking garage. Day to day operations included staffing the garage, collection and remittance of parking fees, and general maintenance. The City is still responsible for significant maintenance of the garage, such as equipment or lighting replacement. The contract was renewed for one year in February 2010 for \$258,300. Since then, ABM has provided its service on a month-to-month basis. Costs have been rising to \$273,999 in calendar year 2016 and as of September 2018, total cost since January 2018 is now at \$279,874.

The City conducted a request for proposal (RFP) for the management and operations of the Monterey Street Garage. Staff recommends the approval of an agreement with Laz Parking California.

The Request for Proposals (RFP) for Monterey Street Garage Parking Operation listed the following criteria in evaluating the three submitting firms' proposals:

1. Cost of Services,
2. Experience,
3. References from similar programs, indicating that contractor has performed services professionally with a positive impact on the community.
4. Level of customer service, and
5. Implementation plan.

Public Works staff received proposals from four companies: Cambridge Analytics, Laz Parking, SP+ and ABM. After reviewing and scoring these proposals, the team interviewed three firms: Laz Parking, SP+, and ABM. Interviews were held on Friday, August 10.

Interview Scores

The following table shows the basis for staff's recommendation after the interviews and the results of contacts with the public agencies listed as references by each firm.

Table 1. Garage Team Rankings						
Note: Ranking from 1 to 3, with 3 being highest						
Proposer	Cost	Experience	References	Customer Service	Implementation Plan	Total
Laz Parking	2	3	3	3	3	14
SP+	3	2	3	2	2	12
ABM	1	1	1	1	1	5

Cost of Service

Cost proposals received were as follows (yearly costs):

1. ABM – San Francisco, CA – current operator of the parking garage-\$303,873
2. Laz Parking-Emeryville, CA - \$276,976
3. SP+-San Francisco, CA - \$225,000
4. Cambridge Transportation Labs - \$346,028

Cambridge Transportation Labs proposed cost is also shown in this listing, but the firm was not included in the interviews. Staff deemed the costs unrealistic given staff's efforts to have Downtown parking programs become self-sufficient. They also showed the least experience with California public agencies. These reasons were the basis for not including the firm in the interviews.

Among those interviewed, Laz Parking scored the highest in four of the five selection categories; however, SP+ outscored Laz Parking in their proposed budget. SP+ proposed hourly staffing was 154 hours per week, while Laz Parking proposed 172 hours per week. Staff finds that the SP+ assumptions were not realistic in order to provide the level of service required at the Monterey Street Garage. In terms of the teams' annual proposed management fee, Laz Parking was \$15,000 and SP+ was \$18,000: a difference of \$3,000.

Staff met with Laz Parking to confirm understanding of the Monterey Parking Garage operations and to discuss an orderly transition plan for taking over the garage. The final cost was established to be \$280,039 annually.

Experience

Both Laz Parking and SP+ have substantial experience working with municipal partners. Laz manages parking for the cities of Walnut Creek and Berkeley, while SP+ manages parking for the cities of San Jose and Oakland. Laz Parking does not have a current operation in Monterey County, while SP+ operates the Carmel Plaza Garage in downtown Carmel. The interview team agreed that the Laz Parking team's approach and style would fit better with the city of Salinas. For this reason, Laz Parking was ranked higher than SP+.

References

Laz Parking had stronger references based on the fact that the firm had provided broader range of services (e.g., assisting the city in acquiring and installing a new parking and access revenue control system (PARCS)).

Customer Service

While both Laz Parking and SP+ provided good detail about customer service training and customer feedback, Laz Parking made a commitment to offer their volunteer services twice a year. This was a unique offer which was not made by any other company. It indicated to the team their focus on building a strong, positive relationship with the Downtown community.

Implementation Plan

The Laz Parking proposal and interview presentation had the strongest implementation proposal of all three firms. SP+ did not submit an implementation plan in their proposal or as part of the interview. While they did submit an implementation plan at the interview team's request, it was much more general and less detailed than the Laz Parking plan. This difference was a major factor in the interview team's selection of Laz Parking as the top firm. The transition plan will be a critical activity that needs to be well planned and executed.

There were two additional elements in the Laz Parking transition plan that impressed the interview team. They identified all the team members involved in the transition, including a project manager who operates a San Jose parking facility that also uses Amano McGann equipment, same

equipment as in the Monterey Parking Garage. This individual will also serve as a mentor for Monterey Street Garage manager during the transition.

CEQA CONSIDERATION:

Not a Project. The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

Hiring the firm that would provide the best service for the Monterey Street Parking Garage is important in the continuing conversations regarding the Downtown Parking District. This action also supports the implementation of the downtown vibrancy plan. The move of the city towards sustainable parking programs support the goals of Excellent Infrastructure and Effective Sustainable Government.

DEPARTMENTAL COORDINATION:

The Public Works Department, working to improve sustainability of parking programs, coordinates closely with the Finance Department, Police Department, Community Development and the City Attorney's Office.

FISCAL AND SUSTAINABILITY IMPACT:

Public Works is working on various aspects of downtown parking management to ensure the viability of the City's parking programs. Bringing the right management team for the Monterey Street Parking garage is part of this work. This decision is anticipated to control escalating operations costs while developing a new partnership towards sustainable services in downtown.

ATTACHMENTS:

Resolution
Agreement
Laz Parking Proposal
Request for Proposals



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: DECEMBER 8, 2020

DEPARTMENT: PUBLIC WORKS DEPARTMENT

FROM: DAVID JACOBS, PUBLIC WORKS DIRECTOR

BY: JAMES SERRANO, TRANSPORTATION MANAGER

TITLE: MONTEREY STREET PARKING GARAGE MANAGEMENT

RECOMMENDED MOTION:

A motion to approve a Resolution approving the extension of the Monterey Street Garage Management Agreement with Laz Parking California, LLC for three years at a cost not to exceed \$259,186.16 annually.

RECOMMENDATION:

Approve a Resolution approving the extension of the Monterey Street Garage Management Agreement with Laz Parking California, LLC., for three years at a cost not to exceed \$259,186.16 annually.

BACKGROUND:

The City approved a contract with Laz Parking California, LLC (Laz Parking, henceforth in this report) in November 2018 for the management of the Monterey Street Parking Garage at a cost of \$280,039 annually. The award allowed the City to control costs at a fixed amount for two years while seeking rate changes that would improve the overall fiscal health of the Downtown Parking District. Laz Parking has been a good partner to the City providing a more personal service to downtown customers and working with the City through the proposed rate changes, validation program and communication with customers. They have worked to accommodate special parking needs associated with events on Main Street. They have extended opening hours when Maya Cinema has late showings of blockbuster films that allowed movie patrons to retrieve their vehicles safely at the garage. Throughout, the company has been able to provide downtown visitors the services of a staffed garage including answering questions and providing directions for downtown visitors.

Laz Parking staff ensure equipment (ticket machines, gates, elevators, bathrooms) are in operating order. They ensure supplies necessary for the operation of the garage are stocked (parking passes, signs, cones, etc.) They open and close the garage daily for business, ensure the garage is clean and secure for customers. Laz Parking staff handles routine maintenance needs of a working garage and inform city staff of larger maintenance issues.

The regular hours for the Monterey Street Garage are from 6 am to 1 am Monday to Friday and 8 am to 1 am during the weekend. At the beginning of the pandemic, Laz Parking was able to streamline services rapidly in response to the drastic parking demand reduction and scale up services as businesses opened later in the year. Currently the garage is operating on modified hours from 6 am to 9:30 pm during weekdays, and 8am to 9:30 pm on Saturdays, and 8am to 7:30 pm on Sundays.

Extension

Staff is recommending extending Laz Parking contract for three years foreseeing the need for management service for the Monterey Street Garage. The proposed agreement for extension of services considers the reduced parking demand attributed to the impacts of the pandemic. The proposal for extension of service include a two-tier level of service based on two scenarios, the first assuming the continued impact of the pandemic on parking demand, and a second scenario that projects a ramp up of services to regular operations as it was in pre-pandemic conditions. The two-tier extension agreement allows the city to continue to control costs while providing parking services to downtown. The threshold for Tier 2 is the return to regular operating hours as ordered by the City or as required by the resumption of operation of the cinema. The annual cost of operations at Tier 2 will be lower than the current contract costs of \$280,000 per year.

Staff has also discussed lower costs options such as automation of the garage. Unfortunately, this option will require an investment in new equipment that the downtown parking district at this time cannot afford. In addition, automation options will be a reduction of the customer benefits and services downtown businesses may be expecting of a staffed garage.

Downtown Parking District

The City approved rate adjustments were on a trajectory to cover costs for the downtown parking district and the operations costs of the Monterey Street Garage, to enable consideration of service improvements. Unfortunately, the pandemic has affected downtown operations drastically including a decrease in parking demand. The City Council also froze parking rates at the 2019-20 level, thereby resulting in continuing deficits in the operation of the downtown parking program including the Monterey Street Garage. The General Fund will need to continue support of the Parking District until such time that it makes sense to implement the recommended rate adjustment and the implementation of a future on-street paid parking program.

CEQA CONSIDERATION:

Not a Project. The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

Continuing operations of the Monterey Street Parking Garage is important in the work towards a fiscally sustainable Downtown Parking District. Ensuring that the Monterey Street Garage is operated by a contractor who understands the operations of the garage is important as the City and

the downtown community work toward restoring activity in downtown. The move of the city towards sustainable parking programs support the City goals of Operational Efficiencies and is an objective of the Salinas Plan.

DEPARTMENTAL COORDINATION:

Public Works manages the City's parking enterprises toward sustainability. Public Works Maintenance staff oversee the operations of the parking garage. The Finance Department provide fiscal monitoring and reporting information for the parking district.

FISCAL AND SUSTAINABILITY IMPACT:

Public Works is working on various aspects of downtown parking management to ensure the viability of the downtown parking programs. The right management team for the Monterey Street Parking garage is part of this work. Extending the agreement with Laz Parking California is anticipated to control operations costs while maintaining operational flexibility in uncertain economic times.

ATTACHMENTS:

Resolution
Extension Agreement
Existing Agreement (2018-2020)



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: NOVEMBER 1, 2022

DEPARTMENT: PUBLIC WORKS, TRANSPORTATION & TRAFFIC DIVISION

FROM: DAVID JACOBS, PUBLIC WORKS DIRECTOR

BY: ANDREW EASTERLING, TRAFFIC ENGINEER

TITLE: MONTEREY STREET PARKING GARAGE MANAGEMENT
AGREEMENT AMENDMENT NO. 2

RECOMMENDED MOTION:

A motion to approve a Resolution 1) approving Amendment No. 2 to the Agreement for Professional Services between the City of Salinas and LAZ Parking California, LLC for the management of the Monterey Street Garage, and an increase of up to \$355,000.00 per year for the agreement with LAZ Parking California, LLC, and use of Downtown Parking District (6801) enterprise fund balance for the continued management of the Monterey Street Garage; 2) authorizing a transfer of up to \$30,000 from the General Fund to the Downtown Parking District Fund; and 3) authorizing an increase of the Downtown Parking District Fund appropriation of up to \$100,000.

BACKGROUND:

The City approved an agreement (Attachment 2) with LAZ Parking California, LLC (Laz Parking, henceforth in this report) in November 2018 for the management of the Monterey Street Parking Garage at a cost of \$280,039 annually. The award allowed the City to control costs at a fixed amount for two years while seeking rate changes that would improve the overall fiscal health of the Downtown Parking District. LAZ Parking has been a good partner to the City providing a more personal service to downtown customers and working with the City through the proposed rate changes, validation program and communication with customers. They have worked to accommodate special parking needs associated with events on Main Street. They have extended opening hours when Maya Cinema has late showings of blockbuster films that allowed movie patrons to retrieve their vehicles safely at the garage. Throughout, the company has been able to provide downtown visitors the services of a staffed garage including answering questions and providing directions for downtown visitors.

LAZ Parking staff ensure equipment (ticket machines, gates, elevators, bathrooms) are in operating order. They ensure supplies necessary for the operation of the garage are stocked (parking passes, signs, cones, etc.) They open and close the garage daily for business, ensure the garage is clean and secure for customers. LAZ Parking staff handles routine maintenance needs of a working garage and informs city staff of larger maintenance issues.

On December 8th, 2020, the City approved an amendment to the agreement for the management of the Monterey Street Parking Garage (Attachment 3). The amendment extended the agreement through December 31, 2024. Additionally in response to the pandemic and concerns of reduced downtown activity and parking demand, the amendment also reduced the hour of operations and annual cost not to exceed to \$259,186,16. However concerns of the pandemic may have over estimated impacts to downtown parking and throughout 2021 and 2022 downtown activity and transient parking has increased. According to LAZ Parking the increased parking demand has resulted in the need for additional parking staff.

LAZ Parking agreed to provide certain services in exchange for a set amount of compensation and the City did not require any performance bonds for this agreement. LAZ Parking has been submitting monthly invoices to the City for their services, and the City has been making payments in good faith. However, in August, 2022 it was recognized that LAZ's invoices were forecasted to exceed the contract amount, and the City began disapproving invoices that appeared to be overbilling the City. In October an invoice was submitted for the month of September which exceeded the annual cost not to exceed budget. The City cannot pay any additional compensation unless the agreement can be amended. City staff and LAZ Parking have negotiated a potential amendment for LAZ Parking to continue providing management services for the Monterey Street Garage. The draft amendment No. 2 (Attachment 1) proposes increasing the annual cost not to exceed to \$355,000 annually, and increase the hours of operation. The proposed new hours of operation would keep the garage open Monday-Friday 5:30am-2:00am, and Saturday-Sunday 8:00am-2:00am. The amendment also requires that LAZ Parking provide a performance bond equal to the annual contract price for the duration of the contract.

CEQA CONSIDERATION:

Not a Project. The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

Continuing operations of the Monterey Street Parking Garage benefits the downtown business community that contributes to the City's economic health. This action supports the Council's goal of "Economic Development".

DEPARTMENTAL COORDINATION:

Public Works manages the City's parking enterprises toward sustainability. Public Works Maintenance staff oversee the operations of the parking garage. The Finance Department provide fiscal monitoring and reporting information for the parking district.

FISCAL AND SUSTAINABILITY IMPACT:

This action authorizes an increase of up to \$355,000.00 per year for the agreement with LAZ Parking California, LLC, and use of Downtown Parking District (6801) enterprise fund balance for the continued management of the Monterey Street Garage.

The Salinas Plan identified the Downtown Parking Enterprise Fund as a structural deficit within the City's operating budget. The Salinas Plan recommended increasing parking rates to eliminate this deficit. In 2019 City Council approved a Resolution to increase downtown off-street parking rates incrementally between fiscal years 19/20-21/22. The final rates went into effect the beginning of this fiscal year. This was the first fiscal year where district revenues are currently on track to cover expenses, and the district is healthy. If approved, this action will increase the district expenses, exceeding the current revenues and will require continued subsidies from the General Fund to cover costs. The estimated impact to the General Fund is \$30,000 per year.

ATTACHMENTS:

Resolution

Attachment 1: Amendment No. 2 to the Agreement for Professional Services between the City of Salinas and LAZ Parking California, LLC

Attachment 2: Agreement for Professional Services between the City of Salinas and LAZ Parking California, LLC

Attachment 3: Amendment No. 1 to the Agreement for Professional Services between the City of Salinas and LAZ Parking California, LLC

**January 6, 2020 Staff Report to Salinas City
Council Finance Committee Explaining
Salinas Downtown Parking District**



**CITY OF SALINAS
FINANCE COMMITTEE
STAFF REPORT**

DATE: January 6, 2020
DEPARTMENT: PUBLIC WORKS DEPARTMENT
FROM: DAVID JACOBS, PUBLIC WORKS DIRECTOR
BY: JAMES SERRANO, TRANSPORTATION MANAGER
TITLE: PARKING PROGRAMS UPDATE

RECOMMENDATION:

The Council Finance subcommittee is requested to receive an update on the City's Parking Programs.

EXECUTIVE SUMMARY:

In order to improve the management of City parking assets, the Public Works Department consolidated the parking enterprise currently comprised of the Downtown Parking District (5446) Preferential Parking Program (5447), and Parking Enforcement (5448). The parking programs as a whole support the City's economic development and quality of life goals. Management of the program is currently focused on making these programs self-sufficient and less dependent on the General Fund as well as improving these programs' value to customers. The report is a mid-year update of the City's parking programs.

BACKGROUND

The Downtown Parking District - Program Update

The Downtown Parking District includes the operations and management of parking supply in the downtown area including two public parking garages and parking lots. Management of downtown parking is a key element of the Salinas Vibrancy Plan recognizing the importance of parking management in supporting downtown economics. Providing parking amenities has costs for administration, capital, operations and maintenance as with any public service endeavor. In the Downtown Parking District, revenues have not covered the costs of the district and the General Fund had subsidized the district costs for over a decade.

In the past year, a significant activity was the much-needed parking rates adjustment which brought current rates to estimated market level. The Council adopted a rate adjustment phasing plan in February 2019 with much discussion with representatives of downtown property owners and businesses. The new parking rates were effective on July 1, 2019. Subsequent approved

adjustments will be made in the next 2 fiscal years that are estimated to remove the General Fund subsidy.

The table below summarizes the current financial status of the Downtown Parking District through November 2019. At mid-year, Council's approved rate increase promises to show modest revenue increases in the fiscal year that places the district's income in line with costs. The results indicate a healthy demand for City's parking services, and that the previous rates held for the past decade may have devalued city parking services.

Parking District Fund Operating Revenue and Expense 2015-16 through 2017-18				Actual	Through 11/26/2019	Projection 6/30/2019
Account Description	2015-16	2016-17	2017-18*	2018-19	2019-20	2019-20
Off Street Revenue						
Parking Lot Permits	\$37,855	\$53,888	\$60,020	\$50,270	\$1,088	\$2,610
Salinas Street Garage	\$35,309	\$24,902	\$27,464	\$24,146	\$62,862	\$150,868
Montrey Street Garage	\$127,618	\$134,544	\$322,717	\$242,014	\$164,142	\$393,940
Total Revenue	\$200,782	\$213,334	\$410,201	\$316,430	\$228,091	\$547,418
Off Street Expenses						
Personnel						
Parking Supervisor	\$125,547	\$123,499	\$151,580	\$129,720	\$21,439	\$50,690
Administrative Overhead	\$69,065	\$78,100	\$101,725	\$79,506	\$0	\$95,780
Supplies and Materials	\$8,494	\$17,296	\$21,660	\$11,878	\$6,673	\$16,014
Outside Services						
Utilities	\$36,161	\$26,914	\$33,984	\$31,839	\$11,986	\$28,767
Maintenance & Repairs	\$17,510	\$17,573	\$24,532	\$23,018	\$15,076	\$36,182
Monterey St Garage Ops	\$162,518	\$281,460	\$385,635	\$351,447	\$76,003	\$280,039
Outside Services Other	\$126,418	\$21,365	\$47,997	\$0		
Outside Services Total	\$342,607	\$347,312	\$492,148	\$406,303	\$103,065	\$344,989
Taxes & Memberships	\$3,601	\$4,008	\$3,609	\$3,611	\$3,624	\$8,697
Capital Outlay	\$46,021	\$92,043	\$6,414	\$562	\$0	\$0
Parking Debt Service	\$19,585	\$0	\$0	\$0	\$0	\$0
Total Expenses	\$614,920	\$662,258	\$777,136	\$631,579	\$134,800	\$88,759
Profit/Loss	-\$414,138	-\$448,924	-\$366,935	-\$315,149	\$93,290	\$458,659
* Projection shared with Council - March 2019.						

The rate adjustments also demonstrate how pricing can create desired parking behavior change that allows the City to manage demand. Coupled with parking enforcement, pricing the garage parking to less than that for parking lots pricing showed the desired shift to use of the parking garages for monthly parking. This is clearer with the increase use of the Salinas Street Garage, leaving premium parking areas nearer stores and businesses available for those that need to park closer to downtown. The decline in revenue at lots is more than offset by the increase in parking revenue at the garages. In terms of product offerings for customers, the shift of use into the garages allows the City to highlight services and benefits provided by the parking garages.

At mid-year, district revenue is already at 72% of the entire revenue in the past fiscal year (2018-19). Largest revenue changes are from both rate increase and increase usage of garages. At the current rate, staff projects revenue to be \$547,000 at the end of the fiscal year.

On the cost controls side, cost saving measures discussed with Council include redistribution of staff salaries to reflect actual time dedicated to the parking district. Personnel cost show decrease from \$130,000 to an estimated \$50,000. In addition, the City hired a new operator for the Monterey Street Garage and the effort can keep costs stable for the next two years. Operations costs will be held at \$280,039 annually from an estimated annual cost of \$350,000. This operation cost does not include maintenance costs. Staff anticipates contract costs to increase after the initial two-year period. Laz Parking began operating the Monterey Street Garage in January 2019. The report attached shows the Monterey Street garage net operation costs since Laz Parking began managing the garage. Note that the rate increase took effect on July 1, 2019.

While the fiscal projection looks good for the Downtown Parking District, this should be viewed with caution because there is considerable deferred maintenance. Maintenance costs have been kept down to reduce the significant subsidies from the General Fund. Example of deferred maintenance include repainting of parking stalls, re-surfacing of parking lots, and equipment replacement. The General Fund may still be needed to cover costs of the downtown parking district should costs surpass anticipated revenue.

Other activities

There were other changes that affected downtown parking district operations in 2019. The renovation of the Salinas Intermodal Center at the City's train station has resulted in the temporary displacement of parking during the construction period, including parking for the courts. At the same time, the City is working with Monterey County towards the goal of building a future parking structure at the County Campus. The Council approved an amendment to an existing agreement with the County and the Courts for the Courts' continued use of Lot 6. The City agreement for the lots was modified to provide Lot 17 for use by the Courts. While the agreement amendment intended to satisfy the courts' parking demand, Lot 17 will no longer generate revenue for the parking district. Lot 17 is the parking lot across from the permit center. This is a minor reduction since only a handful of parking spaces were available for public parking in Lot 17.

Michael Garner, Public Works Administrative Supervisor, handled parking operations for many years in downtown retired in November. Public Works staff is working with Human Resources to fill the vacant position, which is critical to parking operations. Mr. Garner not only oversaw the downtown parking operations but also was an ambassador for the parking program often working with downtown merchants and business owners seeking city services.

Coming up in 2020

Public Works staff is anticipating major activities in the downtown parking district that will affect parking operations.

Validation Program. Public Works will launch the expansion of the downtown parking validation program, currently available only to a few downtown customers. The program is another tool for encouraging the use of the Monterey Street parking garage. Staff anticipates the demand for validation to be initially light, but it is another value-added service for merchants who want to offer convenient and secure parking for their customers.

Main Street Streetscape Project. The validation program will also be useful during construction for the Main Street Streetscape Project that is anticipated to break ground this coming Spring. Staff has been working with Laz Parking, the Monterey Street Garage contractor to be ready to offer validations early in 2020 in the anticipation of the downtown construction. During the construction period, 90-minute free validation will be offered at the parking garage to replace temporary parking losses during construction. Businesses will be required to participate in the validation program to be able to offer 90-minute parking at the garage for their customers. The City will provide validations to participating businesses in advance.

Public Works staff will continue to manage downtown parking operations as an enterprise that is self-sufficient, able to cover costs and make investments in service improvements. As the Downtown Parking District develops a reliable revenue stream, staff will be able to attend to deferred maintenance as well as providing value added services downtown.

Preferential Parking- Program Update

The City Preferential Parking program includes operations of City-approved residential permit parking programs. Residential permit programs can provide quality of life improvements in residential areas when non-residential parking demand impacts Salinas residents. District 3A, located near Salinas Valley Memorial Hospital is currently the only residential permit parking program in Salinas and was established in 2009 in response to residents' concern with medical office parking intruding into the neighborhood. In order to preserve desired quality of life conditions, residents purchase residential parking permits to fund the prohibition of non-residential parking in the neighborhood.

All revenues are from permit sales. Every Spring, the City reminds residents of District 3A to renew parking permits on-line. Residents purchase permits for resident owned vehicles, guest vehicles, and temporary daily permits for special events.

Sixty-five percent of costs are services provided by a permit fulfillment contractor so that residents may conveniently purchase permits online. This program is self-sufficient and provides a City service for which the General Fund does not need to subsidize. For the current fiscal year, the City expects to collect \$1,700 from the program to recover costs for administrative overhead.

Preferential Parking Program 5447	Actual	through 11/30/2019	Projection 6/30/2019	
Account Description	2018-19	2019-20	2019-20	
Revenue				
Permits Sales	\$18,634	\$10,088	\$19,000	
Total Revenue	\$18,634	\$10,088	\$19,000	
Personnel				
Staff	\$0	\$0	\$0	
Administrative Overhead	\$1,771	\$0	\$1,771	
Supplies and Materials	\$1,940	\$0	\$1,940	
Outside Services				
Postage	\$585		\$600	
Maintenance - Web Software	\$4,000		\$4,000	
Permit Procurement Contractor	\$4,643	\$1,464	\$4,600	
Bank Charges	\$193	\$80	\$200	
Outside Services Total	\$9,421	\$1,544	\$9,400	
Total Expenses	\$13,133	\$1,544	\$13,111	
Net Revenue/Loss	\$5,501	\$8,544	\$5,889	

Parking Enforcement – Program Update

The Public Works Department manages the bulk of the City parking enforcement through its parking enforcement contractor, SERCO. With SERCO, the Public Works Department began managing the City's parking enforcement program in November 2016.

In 2012 the Public Works Department worked with the Salinas PD leadership to move the parking enforcement program to the Public Works Department. The move would not remove the authority for the Police Department to conduct parking enforcement. Instead the move was intended for the City to better manage its parking programs. The recent demise of the Redevelopment Agencies in California left downtown parking programs unmanaged, without a vision and financial plan. A parking study conducted by Kimley-Horn, identified parking enforcement as the critical piece of a parking program because the program helps drive parking demand in support of city parking policies. Since then, the management of parking has been identified as a goal in both the Downtown Vibrancy Plan and the Alisal Vibrancy Plan.

Since then, the following has been accomplished:

Update to Council March 2017.

Parking Fines Updated in December 2017. Updated fines took effect in January 1, 2018.

June 16, 2017 – Approved Special Signing for Street Sweeping parking enforcement Programs.

May 2018 – Monte Bella Street Sweeping Parking Enforcement Pilot Initiated.

September 4, 2018 – Parking Fines Update for Oversized Vehicles.

November 5, 2018 – Finance Committee Report.

December 18, 2018 – Expand/ Extend Parking Enforcement Contract to cover weekends/evenings.

April 30, 2019 – Report to Council. Revenue review and Supplemental Appropriation funding contract cost.

January 2020 – Parking Programs Update-Mid Year report

The Parking Enforcement Enterprise is a critical piece needed in order to better manage parking programs.

1. The Parking enforcement program helps create the behavior change desired by Salinas residents.
2. The Parking enforcement program supports economic centers by freeing up parking for customers.
3. Parking enforcement program supports City parking programs (street sweeping, special parking restrictions)
4. Support of School Safety
5. Support of PD Traffic Enforcement.

The Parking Enforcement Program is now shown to be self-sufficient and generates revenue to cover service costs. Staff is managing the program to provide responsive parking enforcement to the community. In December 2018, Council approved an amendment to the parking enforcement contract to expand services to evenings and weekends. Staff is finding that the demand for parking enforcement continues to be significant.

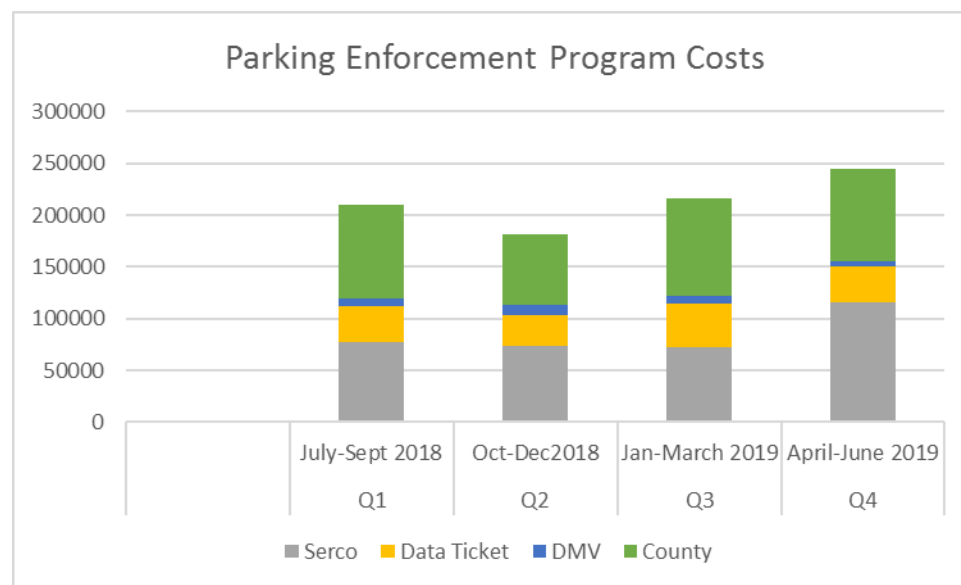
With anticipated net revenue, staff is preparing a proposal to further expand parking enforcement services to meet the Salinas community demand. The proposal will add another 2 officers to help cover residential areas, schools, the SUBA Business area and further support weekend and evening parking enforcement. Additional services are estimated to cost \$177,000 and the proposal will be taken to Council early in 2020.

Parking Enforcement Program 5448	Actual	through 12/31/2019	Projection 6/30/2019
Account Description	2018-19	2019-20	2019-20
Revenue			
Parking Fines	\$1,350,971	\$497,366	\$994,731
Total Revenue	\$1,350,971	\$497,366	\$994,731
Personnel			
Staff	\$14,540	\$19,866	\$39,732
Administrative Overhead	\$137,122		\$137,122
Outside Services			
Outside Services (Citation Processing, DMV, County, Serco)	\$886,086	\$312,492	\$624,985
Outside Services Total	\$886,086	\$312,492	\$624,985
Total Expenses	\$1,037,749	\$332,359	\$801,840
Net Revenue/Loss	\$313,222	\$165,007	\$192,892

For the previous fiscal year (July 1, 2018-June 30, 2019), the Total Outside Services Cost was equal to \$886,086. Included in these costs are the cost of the Parking Enforcement Contractor (SERCO), the Citation Processing Contractor (Data Ticket), DMV and County (court) Costs. A breakdown of each cost for the previous fiscal year is provided in the following table.

Parking Enforcement						
Fund: 6803.50.5548						
Quarterly Report						
		Q1	Q2	Q3	Q4	
		July-Sept 2018	Oct-Dec2018	Jan-March 2019	April-June 2019	
Outside Services						
	Serco	\$ 54,944.28	\$ -	\$49,461.05	\$234,870.25	
	Data Ticket	\$ 42,246.49	\$ 18,682.39	\$45,252.03	\$38,745.02	
	DMV	\$ 7,944.00	\$ 6,188.00	\$12,288.00	\$6,360.00	
	County	\$ 107,926.84	\$ 56,275.21	\$79,047.34	\$125,855.47	
Total Outside Services		\$ 213,061.61	\$ 81,145.60	\$186,048.42	\$405,830.74	\$ 886,086.37

The following represents FY 18-19 Outside services when adjusted for time costs were incurred.



Outside Services is distributed as follows:

Parking Enforcement Contract (14%)
Citation Processing Contract (4%)
DMV (1 %)
County/Courts Fees (10%)

Anticipated Activities in 2020

1. Improved Coordination with Police Parking Enforcement and with other Departments. – Public works staff has been asked to coordinate better with the Salinas Police Department

particularly in the area of Abandoned Vehicles. Staff is working with PD, GIS and the City Clerk's Office to provide better coordination using Salinas Connect and regular meetings.

2. Expanding Parking enforcement services. As mentioned above, the demand for parking enforcement is still firm. Parking enforcement services may still be expanded to meet this demand.
3. Request for Proposal (RFP) for Citation Processing Services. The City has had Data Ticket providing citation processing services for several years at approximately \$35,000 to \$40,000 each year. The RFP will provide a check on the service costs as well as a chance to see if there are performance improvements that can be realized.

Public Works provides this mid-year report to the Finance Committee for the City's Parking Enterprise and the associated programs. In addition to the tasks enumerated under each program, Public Works staff will also be finalizing recommendations for the City-wide Parking strategy that includes further recommendations for managing parking supply and the management of the Parking Programs.

ATTACHMENTS:

Attachment 1 – Resolution 21565 Downtown Parking rates
Monterey Street Parking Garage Summary

2004

In the opinion of Stradling Yocca Carlson & Rauth, a Professional Corporation, Newport Beach, California, Special Counsel, under existing statutes, regulations, rulings and judicial decisions and assuming the accuracy of certain representations and compliance with certain covenants and requirements described herein, the portion of each Lease Payment constituting interest (and original issue discount) is excluded from gross income for federal income tax purposes and is not a specific preference item for purposes of federal alternative minimum tax imposed on individuals and corporations. In the further opinion of Special Counsel, the portion of each Lease Payment constituting interest is exempt from State of California personal income tax. See “TAX MATTERS” herein with respect to tax consequences with respect to the Certificates.

\$16,630,000

**CITY OF SALINAS
CERTIFICATES OF PARTICIPATION
(Monterey Street Parking Structure)
Series A of 2004**

**Evidencing Proportionate Undivided Interests of the Owners
Thereof in Lease Payments to be Made by the
CITY OF SALINAS
to the
SALINAS PUBLIC FINANCING AUTHORITY**

Dated: Date of Delivery**Due: September 1, as shown on inside cover**

The Certificates are being executed and delivered to provide funds to (i) finance the acquisition and construction of an approximately 452-space public parking garage (the “Project”) located in the City of Salinas (the “City”); (ii) fund the Reserve Account; (iii) finance capitalized interest with respect to the Certificates; and (iv) pay certain costs of financing. See “THE PROJECT.”

The Certificates evidence proportionate undivided interests of the Owners thereof in the Lease Agreement, dated as of January 1, 2004 (the “Lease”), by and between the City and the Authority, including the right to receive Lease Payments to be made by the City thereunder.

Interest represented by the Certificates is payable semiannually on September 1 and March 1 of each year, commencing on September 1, 2004. The Certificates will be issued in book-entry form only and, when delivered, will be registered in the name of Cede & Co., as nominee of The Depository Trust Company, New York, New York (“DTC”), which will act as securities depository for the Certificates. Individual purchases of the Certificates will be made in book-entry form only. Purchasers of the Certificates will not receive certificates representing their ownership interests in the Certificates purchased. The Certificates will be issuable in the principal amount of \$5,000 and any multiple thereof. Principal and interest payments on the Certificates are payable directly to DTC by BNY Western Trust Company, as Trustee. Upon receipt of payments of principal and interest, DTC will in turn distribute such payments to the beneficial owners of the Certificates.

The Certificates are subject to prepayment prior to their respective stated maturities, as described herein.

The City covenants in the Lease that, as long as the Site is available for the City’s use and possession, it will make all Lease Payments and other payments provided for therein, it will take such action as may be necessary to include all such payments in its annual budget, and it will make the necessary annual appropriations for such payments. Although the City covenants to maintain certain insurance policies under the Lease, the City’s obligation to make Lease Payments is subject to abatement in the event of delay in completion of a portion of the Project, damage or destruction to, or condemnation of or title defects to, the Site or a portion thereof.

THE OBLIGATION OF THE CITY TO MAKE LEASE PAYMENTS OR ADDITIONAL PAYMENTS UNDER THE LEASE DOES NOT CONSTITUTE AN OBLIGATION OF THE CITY FOR WHICH THE CITY IS OBLIGATED TO LEVY OR PLEDGE ANY FORM OF TAXATION OR FOR WHICH THE CITY HAS LEVIED OR PLEDGED ANY FORM OF TAXATION. NEITHER THE CERTIFICATES NOR THE OBLIGATION OF THE CITY TO MAKE PAYMENTS UNDER THE LEASE CONSTITUTES AN INDEBTEDNESS OF THE CITY, THE STATE OF CALIFORNIA OR ANY OF ITS POLITICAL SUBDIVISIONS WITHIN THE MEANING OF THE CONSTITUTION OF THE STATE OF CALIFORNIA OR OTHERWISE OR A PLEDGE OF THE FAITH AND CREDIT OF THE CITY.

This cover page contains information for quick reference only. It is not a summary of this issue. Potential purchasers must read the entire Official Statement to obtain information essential to making an informed investment decision.

Payment of the principal of and interest with respect to the Certificates when due will be insured by a financial guaranty insurance policy to be issued concurrently with the delivery of the Certificates by Ambac Assurance Corporation. See “CERTIFICATE INSURANCE” and APPENDIX E — “FORM OF CERTIFICATE INSURANCE POLICY” herein.

Ambac

The Certificates will be offered when, as and if executed and delivered, and received by the Underwriter, subject to the approval as to legality by Stradling Yocca Carlson & Rauth, a Professional Corporation, Newport Beach, California, Special Counsel, and certain other conditions. Certain legal matters will be passed upon for the City and the Authority by the City Attorney. It is anticipated that the Certificates in definitive form will be available for delivery to DTC in New York, New York, on or about January 14, 2004.

E. J. DE LA ROSA & CO., INC.

Dated: December 17, 2003

\$16,630,000

**City of Salinas
Certificates of Participation
(Monterey Street Parking Structure)
Series A of 2004**

**Evidencing Proportionate Undivided Interests of the Owners
thereof in Lease Payments to be Made by the
City of Salinas
to the
Salinas Public Financing Authority**

INTRODUCTION

This introduction contains only a brief summary of certain of the terms of the Certificates being offered, and a brief description of the Official Statement. All statements contained in this introduction are qualified in their entirety by reference to the entire Official Statement. References to, and summaries of, provisions of the Constitution and laws of the State of California and any documents referred to herein do not purport to be complete and such references are qualified in their entirety by reference to the complete provisions.

This Official Statement, including the cover and the Appendices attached hereto (the "Official Statement"), provides certain information concerning the sale and delivery of the City of Salinas Certificates of Participation (Monterey Street Parking Structure) Series A of 2004 (the "Certificates"), in an aggregate principal amount of \$16,630,000. The Certificates will be executed and delivered pursuant to a Trust Agreement dated as of January 1, 2004 (the "Trust Agreement") by and among the City of Salinas (the "City"), the Salinas Public Financing Authority (the "Authority") and BNY Western Trust Company, as trustee (the "Trustee"). The City will lease the Site (comprising the land and the Project to be constructed thereon, as more particularly defined herein) to the Authority pursuant to a Site Lease dated as of January 1, 2004 (the "Site Lease"). The Authority will lease the Site back to the City pursuant to a Lease Agreement dated as of January 1, 2004 (the "Lease"), by and between the Authority and the City.

The Certificates represent proportionate undivided interests of the registered owners thereof (the "Owners") in certain Lease Payments to be made by the City to the Authority pursuant to the Lease. See "SECURITY AND SOURCES OF PAYMENT FOR THE CERTIFICATES — Lease Payments." The Certificates are being executed and delivered to provide funds to (i) finance the construction of improvements to an approximately 452-space public parking structure and related improvements (the "Project") in the downtown area of the City; (ii) fund the Reserve Account; (iii) finance capitalized interest with respect to the Certificates and (iv) pay certain costs of financing. See "THE PROJECT."

Security and Source of Payment for the Certificates

Pursuant to an Assignment Agreement dated as of January 1, 2004, between the Authority and the Trustee (the "Assignment Agreement"), the Authority will assign to the Trustee, for the benefit of the Owners of the Certificates, substantially all of its rights, title and interest in and to the Lease, including the right to receive Lease Payments under the Lease.

Under the Lease, in consideration for the use and occupancy of the Site, the City is to make certain payments designated as Lease Payments and certain other payments designated as Additional Payments, in the amounts, at the times and in the manner set forth in the Lease. Pursuant to the Trust Agreement, the Trustee is to distribute Lease Payments received from the City as principal and interest represented by the Certificates. The City has covenanted in the Lease to take such action as may be necessary to include all Lease Payments

The presentation of information, including tables of receipt of revenues, is intended to show recent historical information and is not intended to indicate future or continuing trends in the financial position or other affairs of the City. No representation is made that past experience, as it might be shown by such financial and other information, will necessarily continue or be repeated in the future.

THE PROJECT

General

The Certificates will provide funds to (i) finance cost of acquisition and construction of an approximately 452-space public parking garage and related improvements (the "Project") located in the City of Salinas (the "City") at the corner of Monterey Street and Market Street adjacent to the Steinbeck Center and the planned Maya Cineplex Theater; (ii) fund the Reserve Account; (iii) finance capitalized interest with respect to the Certificates, and (iv) pay certain costs of financing.

The Project will be constructed by the City pursuant to the Agency Agreement, and will be funded in part from a Financial Assistance Award (the "EDA Grant") from the U.S. Department of Commerce Economic Development Administration (the "EDA"), which will reimburse the City for not to exceed \$2,000,000 in Project costs. The City anticipates making Lease Payments from parking fee revenues generated from the Project and other general fund revenues. To the extent parking fee revenue is insufficient, the Salinas Redevelopment Agency (the "Agency") has, pursuant to a reimbursement agreement by and between the Agency and the City, agreed to reimburse the City for any debt service shortfalls with respect to the Certificates. The City anticipates that tax increment revenues contributed by the Agency, together with parking revenues, will be sufficient to pay for the debt service with respect to the Certificates; however, such revenues are not pledged to the payment of debt service, and no assurance can be given that parking revenues will be sufficient to pay for debt service with respect to the Certificates, if and when the planned Maya Cineplex Theater is built.

The Monterey Street Parking Structure

In November, 2001, the City Council and the Agency entered into a Disposition and Development Agreement (the "DDA") with Maya Cinema Holding Company LLC for the development of a 14-screen, 2,916-seat multiplex movie theater complex in the 100 block of Main Street. To serve this and other developments within the 100 block, the DDA committed the City/Agency to construct a five-level, 452-space public parking structure. Pursuant to the DDA, the Agency has agreed to provide free nighttime public parking for 2 ½ years after the completion of the Project. The Project provides for construction of a five-level (with one level below grade), 452-space public parking structure on the corner of Monterey Street and Market Street adjacent to The National Steinbeck Center and the planned Maya Cineplex Theater. The parking structure design was reviewed by a City Council Subcommittee and was approved by the Design Review Board on May 23, 2002. The National Steinbeck Center Board has endorsed the parking structure design.

Budget; Construction Agreement

Based on architect's designs and awarded construction contracts, total Project costs are estimated at \$14,048,000 of which total construction costs and contingencies are estimated at approximately \$11,163,600. The City anticipates awarding multiple construction contracts to multiple contractors for various portions of the Project. The City has retained Swinerton Builders as the construction manager of the Project. The City anticipates bidding and awarding contracts in a timeframe needed to complete the Project. As of December 1, 2003 the Site had been excavated and back-filled and the soil had been engineered and compacted, and the remediation of underground storage tank contamination had been completed. As of December 10, 2003, \$5,045,873 had been spent or encumbered on the Project, including predevelopment costs for design, engineering, construction management, soil mitigation, utility relocation and pile driving. Additionally, on December 10, 2003, a majority of the remaining construction contracts were awarded, totaling approximately

\$6,326,090 including the inspection, engineering, design and contingency costs of such contracts. As of December 10, 2003, approximately \$2,204,210 of estimated project costs had yet to be contracted for. The City anticipates that all remaining contracts will be awarded by February 2004. Each of the construction contracts contains provisions requiring the contractor to pay liquidated damages in the amount of \$1,000 per day if the portion of the Project contracted for is not completed on time.

The start of construction of the parking structure is scheduled to begin in January, 2004, and the Project is anticipated to be completed in October, 2004. The construction of the Maya Cineplex Theater is subject to significant financial and development contingencies, and the City can make no assurance if and when the Maya Cineplex Theater will be built, if at all.

THE SITE

The Site is the real property and improvements described in the Site Lease and Lease Agreement, and generally consists of 1.192 acres together with the Project to be constructed thereon, located at the corner of Monterey Street and Market Street adjacent to The National Steinbeck Center and the planned Maya Cineplex Theater.

During the term of the Lease, the City is permitted, subject to certain conditions, to release or substitute any portion of the Site or substitute other real property for the Site. See "SECURITY AND SOURCES OF PAYMENT FOR THE CERTIFICATES — Substitution or Release of Property Constituting the Site." Pursuant to the EDA Grant, the Site is subject to a use and purpose covenant which requires that the Site must be used and maintained as a public parking garage for twenty years.

In addition, Additional Certificates may be executed and delivered under the Trust Agreement. Consequently, the City may amend the Lease to effectuate the execution and delivery of Additional Certificates, including increasing the Lease Payments, substituting other lease property for the Site or providing additional property to be leased under the Lease. See APPENDIX C — "SUMMARY OF PRINCIPAL LEGAL DOCUMENTS — Trust Agreement."

For a discussion of the insurance required to be maintained on the Site, see "SECURITY AND SOURCES OF PAYMENT FOR THE CERTIFICATES — Insurance."

ESTIMATED SOURCES AND USES OF CERTIFICATE PROCEEDS

The estimated sources and uses of funds with respect to the Certificates (exclusive of accrued interest) are set forth below:

Estimated Sources of Funds

Par Amount	\$ 16,630,000.00
Net Original Issue Premium	14,507.25
Cash Advance from City ⁽¹⁾	<u>1,020,000.00</u>
Total Sources	<u>\$ 17,664,507.25</u>

Estimated Uses of Funds

Project Fund	\$ 14,573,016.75
Debt Service Reserve Fund	1,091,950.00
Capitalized Interest ⁽²⁾	858,917.11
Cost of Issuance Fund	641,594.10
Underwriter's Discount	232,820.00
Bond Insurance Premium	<u>266,209.29</u>
Total Uses	<u>\$ 17,664,507.25</u>

⁽¹⁾ To be reimbursed from EDA Grant.

⁽²⁾ Interest is capitalized through April 1, 2005.

⁽³⁾ Includes City Administrative fee, legal fees, rating agency, title insurance, printing, trustee and other issuance costs.

Optional Redemption. The Certificates maturing on or prior to September 1, 2013, are not subject to optional redemption prior to maturity. The Certificates maturing on or after September 1, 2014, are subject to optional redemption prior to maturity on or after September 1, 2013 at the option of the City, in whole or in part on any Interest Payment Date, from amounts deposited to the Lease Payment Fund by the City in furtherance of the exercise of the City's option to prepay Lease Payments in accordance with the Lease and transferred by the Trustee to the Redemption Account of the Certificate Fund, at a prepayment price equal to the Principal Components to be redeemed, together with the Interest Components due thereon to the date fixed for redemption, without premium.

Mandatory Redemption. The Term Certificates maturing on September 1, 2028 shall be subject to mandatory redemption, in part, by lot, without premium, in an amount equal to the Principal Component thereof, together with the Interest Component due with respect thereto to the date fixed for redemption on September 1, 2024 and on each September 1, thereafter to and including September 1, 2028 from Sinking Account Installments transferred from the Lease Payment Fund to the Principal Account of the Certificate Fund according to the following schedule:

TERM CERTIFICATES MATURING SEPTEMBER 1, 2028

<i>(September 1)</i>	<i>Principal Amount</i>
2024	\$675,000
2025	710,000
2026	745,000
2027	785,000
2028†	820,000

† Final Maturity

Mandatory Redemption. The Term Certificates maturing on September 1, 2033 shall be subject to mandatory redemption, in part, by lot, without premium, in an amount equal to the Principal Component thereof, together with the Interest Component due with respect thereto to the date fixed for redemption on September 1, 2029 and on each September 1, thereafter to and including September 1, 2033 from Sinking Account Installments transferred from the Lease Payment Fund to the Principal Account of the Certificate Fund according to the following schedule:

TERM CERTIFICATES MATURING SEPTEMBER 1, 2033

<i>(September 1)</i>	<i>Principal Amount</i>
2029	\$ 865,000
2030	905,000
2031	950,000
2032	995,000
2033†	1,040,000

\$16,630,000
CITY OF SALINAS
CERTIFICATES OF PARTICIPATION
(Monterey Street Parking Structure)
Series A of 2004

MATURITY SCHEDULE

\$8,140,000 Serial Certificates

<u><i>Maturity (September 1)</i></u>	<u><i>Principal Amount</i></u>	<u><i>Interest Rate</i></u>	<u><i>Yield</i></u>	<u><i>Maturity (September 1)</i></u>	<u><i>Principal Amount</i></u>	<u><i>Interest Rate</i></u>	<u><i>Yield</i></u>
2007	\$365,000	2.00%	1.95%	2016	\$480,000	4.00%	4.10
2008	375,000	2.125	2.28	2017	500,000	4.25	4.23
2009	380,000	2.50	2.58	2018	520,000	4.25	4.34
2010	390,000	2.80	2.92	2019	545,000	4.50	4.44
2011	405,000	3.125	3.22	2020	565,000	4.50	4.52
2012	415,000	3.375	3.47	2021	595,000	4.50	4.57
2013	430,000	3.50	3.67	2022	620,000	4.50	4.62
2014	445,000	4.00	3.84	2023	650,000	4.50	4.67
2015	460,000	4.00	3.97				

\$3,735,000 5.00% Term Certificate due September 1, 2028: Yield 4.73%

\$4,755,000 4.75% Term Certificate due September 1, 2033: Yield 4.77%

Aggregate Annual Lease Payments

AGGREGATE ANNUAL LEASE PAYMENTS

<i>Calendar Year</i>	<i>Principal</i>	<i>Interest</i>	<i>Base Rental Payments</i>
2004	-	\$ 455,663.88	\$ 455,663.88
2005	-	722,638.75	722,638.75
2006	-	722,638.75	722,638.75
2007	\$ 365,000	722,638.75	1,087,638.75
2008	375,000	715,338.75	1,090,338.75
2009	380,000	707,370.00	1,087,370.00
2010	390,000	697,870.00	1,087,870.00
2011	405,000	686,950.00	1,091,950.00
2012	415,000	674,293.75	1,089,293.75
2013	430,000	660,287.50	1,090,287.50
2014	445,000	645,237.50	1,090,237.50
2015	460,000	627,437.50	1,087,437.50
2016	480,000	609,037.50	1,089,037.50
2017	500,000	589,837.50	1,089,837.50
2018	520,000	568,587.50	1,088,587.50
2019	545,000	546,487.50	1,091,487.50
2020	565,000	521,962.50	1,086,962.50
2021	595,000	496,537.50	1,091,537.50
2022	620,000	469,762.50	1,089,762.50
2023	650,000	441,862.50	1,091,862.50
2024	675,000	412,612.50	1,087,612.50
2025	710,000	378,862.50	1,088,862.50
2026	745,000	343,362.50	1,088,362.50
2027	785,000	306,112.50	1,091,112.50
2028	820,000	266,862.50	1,086,862.50
2029	865,000	225,862.50	1,090,862.50
2030	905,000	184,775.00	1,089,775.00
2031	950,000	141,787.50	1,091,787.50
2032	995,000	96,662.50	1,091,662.50
2033	1,040,000	49,400.00	1,089,400.00
Totals	\$ 16,630,000	\$ 14,688,740.13	\$ 31,318,740.13

Capitalized interest will be used to make Lease Payments through April 1, 2005.

Insurance

The Lease requires the City to maintain insurance of the type and in the amounts set forth therein. Such insurance may include self-insurance to the extent permitted in the Lease. See APPENDIX C — “SUMMARY OF PRINCIPAL LEGAL DOCUMENTS — Lease.” The Lease permits the City to self-insure to meet insurance requirements (so long as the terms of the Lease are satisfied) except for hazard insurance, rental interruption insurance, or title insurance. The amount of Lease Payments will be abated and Lease Payments due under the Lease may be reduced during any period in which material damage or destruction to all or part of any of the Site substantially interferes with the City’s use and possession thereof. Lease Payments may, however, be made from the proceeds of rental interruption insurance as described below. See “RISK FACTORS — Abatement.”

2014 and After

RESOLUTION NO. 2014-001 (N.C.S.)

**A RESOLUTION OF THE BOARD OF DIRECTORS OF THE
SALINAS FACILITIES FINANCING AUTHORITY
AUTHORIZING THE EXECUTION AND DELIVERY OF
DOCUMENTS RELATING TO THE SALE AND DELIVERY
OF TWO LEASE/PURCHASE AGREEMENTS, AND
AUTHORIZING AND DIRECTING CERTAIN ACTIONS IN
CONNECTION THEREWITH**

WHEREAS, the Salinas Facilities Financing Authority (the "Authority") is a joint exercise of powers authority under Article I (commencing with Section 6500) of Chapter 5 of Division 7 of Title 1 of the California Government Code duly created, established and authorized to transact business and exercise its powers, all under and pursuant to its Joint Exercise of Powers Agreement and the Constitution and laws of the State of California; and

WHEREAS, the City of Salinas (the "City") desires to finance the acquisition and/or construction of various "public capital improvements" within the meaning of the Marks-Roos Local Bond Pooling Act of 1985, commencing with Section 6584 of the California Government Code (the "Act"), all of which are or shall be located within the boundaries of the City (the "2014 Project"); and

WHEREAS, the City previously financed the acquisition and/or construction of the following "public capital improvements" within the meaning of the Act, all of which are located within the boundaries of the City:

- (1) an approximately 10,000 square foot building together with furniture and equipment used to provide impound and veterinarian services for stray animals (the "Animal Shelter"); and
- (2) an approximately 452-space five-level public parking garage and related improvements located at the corner of Monterey and Market Streets (the "Monterey Street Garage" and, together with the Animal Shelter, the "Refinancing Project"); and

WHEREAS, in order to provide the funds necessary to finance the acquisition and/or construction of the Animal Shelter, the City caused the execution and delivery of the City of Salinas Certificates of Participation (Golf Course and Animal Shelter Projects) Series A of 1999 (the "1999A Certificates"); and

WHEREAS, the City desires to refinance all or a portion of the Animal Shelter originally financed from proceeds of the 1999A Certificates if such refinancing will result in demonstrable savings in effective interest rate to the City; and

WHEREAS, in order to provide the funds necessary to finance the acquisition and/or construction of the Monterey Street Garage, the City caused the execution and delivery of the City of Salinas Certificates of Participation (Monterey Street Parking Structure) Series A of 2004 (the "2004A Certificates"); and

WHEREAS, the City desires to refinance all or a portion of the Monterey Street Garage originally financed from proceeds of the 2004A Certificates if such refinancing will result in demonstrable savings in effective interest rate to the City; and

WHEREAS, the Authority and the City have determined that it would be in the best interests of the City and residents of the City to finance all or a portion of the 2014 Project and to refinance all or a portion of the Refinancing Project through the preparation, sale and delivery of the Lease/Purchase Agreement described herein; and

WHEREAS, in order to facilitate the financing of all or a portion of the 2014 Project and the refinancing of all or a portion of the Animal Shelter, the City and the Authority desire to enter into a Site Lease by and between the City and the Authority (the "2014 Project/Animal Shelter Site Lease") pursuant to which the City will lease all or a portion of certain City assets to the Authority, and a Lease/Purchase Agreement by and between the City and the Authority (the "2014 Project/Animal Shelter Lease Agreement"), pursuant to which the City will lease such City assets back from the Authority and pay certain Lease Payments (as defined in the 2014 Project/Animal Shelter Lease Agreement) to the Authority; and

WHEREAS, in order to facilitate the refinancing of all or a portion of the Monterey Street Garage, the City and the Authority desire to enter into a Site Lease by and between the City and the Authority (the "Monterey Street Garage Site Lease" and, together with the 2014 Project/Animal Shelter Site Lease, the "Site Leases") pursuant to which the City will lease the Monterey Street Garage to the Authority, and a Lease/Purchase Agreement by and between the City and the Authority (the "Monterey Street Garage Lease Agreement" and, together with the 2014 Project/Animal Shelter Lease Agreement, the "Lease Agreements"), pursuant to which the City will lease the Monterey Street Garage back from the Authority and pay certain Lease Payments (as defined in the Monterey Street Garage Lease Agreement) to the Authority; and

WHEREAS, in consideration for the assistance of WAB Investments, Inc., a wholly owned subsidiary of Western Alliance Bank, an Arizona corporation ("Western Alliance"), in providing funds to finance all or a portion of the 2014 Project and to refinance all or a portion of the Refinancing Project, the Authority will assign the Lease Payments to Western Alliance in accordance with the Act; and

WHEREAS, the City is a member of the Authority and the 2014 Project and the Refinancing Project are located within the boundaries of the City; and

WHEREAS, the City has, prior to the consideration of this Resolution, held a public hearing on the financing of the 2014 Project and the refinancing of the Refinancing Project in accordance with Section 6586.5 of the Act, which hearing was held at 201 Lincoln Avenue, Salinas, California 93901 on January 21, 2014 and adopted its resolution approving the financing and making a finding of significant public benefit in accordance with the Act; and

WHEREAS, in accordance with Section 6586.5 of the Act, notice of such hearing was published once at least five days prior to the hearing in the Salinas Californian, a newspaper of general circulation in the City; and

WHEREAS, there have been prepared and submitted to this meeting forms of the following documents relating to the refinancing contemplated hereby:

- (1) drafts of the Site Leases;
- (2) drafts of the Lease Agreements;
- (3) a draft of the Memorandum of Lease/Purchase Agreement by and between the City and the Authority relating to the 2014 Project/Animal Shelter Lease Agreement;
- (4) a draft of the Memorandum of Lease/Purchase Agreement by and between the City and the Authority relating to the Monterey Street Garage Lease Agreement;
- (5) a draft of the Assignment Agreement by and between the Authority and Western Alliance relating to the 2014 Project/Animal Shelter Lease Agreement; and
- (6) a draft of the Assignment Agreement by and between the Authority and Western Alliance relating to the Monterey Street Garage Lease Agreement (the documents listed in (1) through (6) are collectively referred to herein as the "Authority Documents"); and

WHEREAS, the Board of Directors of the Authority has examined and approved such Authority Documents and desires to authorize and direct the execution of such Authority Documents and the consummation of such refinancing; and

WHEREAS, all acts, conditions and things required by the laws of the State of California to exist, to have happened and to have been performed precedent to and in connection with the consummation of such financing and refinancing authorized hereby do exist, have happened and have been performed in regular and due time, form and manner as required by law, and the Authority is now duly authorized and empowered, pursuant to each and every requirement of law, to consummate such refinancing for the purpose, in the manner and upon the terms herein provided; and

WHEREAS, the Authority now desires to authorize the execution of the Authority Documents and the performance of such acts as may be necessary or desirable to effect the financing of all or a portion of the 2014 Project and the refinancing of all or a portion of the Refinancing Project;

NOW, THEREFORE, BE IT RESOLVED by the Salinas Facilities Financing Authority, as follows:

Section 1. Each of the above recitals is true and correct. The Board of Directors of the Authority has determined and hereby finds that the Authority's assistance in financing all or a portion of the 2014 Project and refinancing all or a portion of the Refinancing Project by the execution and delivery of the Lease Agreements and related transactions will result in significant public benefits of the type described in Section 6586 (a) through (d), inclusive, of the Act, and that the components of the 2014 Project to be financed from proceeds of the 2014 Project/Animal Shelter Lease Agreement have been or will be approved pursuant to all applicable requirements of the California Environmental Quality Act (Public Resources Code Section 2100 *et seq.*) and applicable guidelines, or that such components are exempt therefrom.

Section 2. The forms of the Authority Documents on file with the Secretary of the Authority are hereby approved, and the Chair, the Vice Chair, the Executive Director, the Treasurer and the Secretary (the "Authorized Officers") are each hereby authorized and directed, for and in the name and on behalf of the Authority, to execute and deliver the Authority Documents in substantially said forms, with such changes, insertions and omissions therein as the Authorized Officer executing the same may require or approve, such approval to be conclusively evidenced by the execution and delivery thereof; provided, however, that: (1) (a) the term of the 2014 Project/Animal Shelter Site Lease and the 2014 Project/Animal Shelter Lease Agreement shall terminate no later than September 1, 2032 (provided that such term may be extended as provided therein); (b) the principal amount of the Lease Payments payable under the 2014 Project/Animal Shelter Lease Agreement shall not exceed \$3,200,000; and (c) the true interest cost applicable to the interest components of the Lease Payments payable under 2014 Project/Animal Shelter Lease Agreement shall not exceed 5.00% per annum; and (2) (a) the term of the Monterey Street Garage Site Lease and the Monterey Street Garage Lease Agreement shall terminate no later than September 1, 2033 (provided that such term may be extended as provided therein); (b) the principal amount of the Lease Payments payable under the Monterey Street Garage Lease Agreement shall not exceed \$16,500,000; and (c) the true interest cost applicable to the interest components of the Lease Payments payable under Monterey Street Garage Lease Agreement shall not exceed 5.00% per annum.

Section 3. The Board of Directors of the Authority hereby approves: (a) the appointment of Stradling Yocca Carlson & Rauth, a Professional Corporation, as special counsel to the Authority with respect to the financing of the 2014 Project and the refinancing of the Refinancing Project.

Section 4. The officers, employees and agents of the Authority are hereby authorized and directed, jointly and severally, to do any and all things which they may deem necessary or advisable in order to consummate the transactions herein authorized and otherwise to carry out, give effect to and comply with the terms and intent of this Resolution, including but not limited to: (i) revising the Authority Documents to reflect the removal of all or portions of the 2014 Project or the Refinancing Project in the event that the City is unable to achieve demonstrable savings in effective interest rate; (ii) obtaining a title insurance policy or policies for the Refinancing Project and the other City assets that are leased pursuant to the Site Leases and the Lease Agreements; and (iii) entering into terminations of the lease documents securing the 1999A Certificates and the 2004A Certificates. All actions heretofore taken by the officers, employees and agents of the Authority with respect to the transactions set forth above are hereby approved, confirmed and ratified.

Section 5. This Resolution shall take effect immediately upon its adoption.

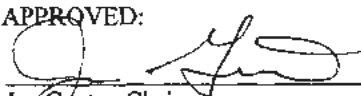
PASSED AND ADOPTED this 21st day of January, 2014, by the following vote:

AYES: Authority member: Barrera, Castaneda, Craig, Lutes, McShane and Mayor Gunter

NOES: None

ABSENT: Authority member De La Rosa

APPROVED:



Joe Gunter, Chair

ATTEST:



Patricia Barajas, Secretary

For the Fiscal Year Ended June 30, 2013

Certificates of Participation, Series A-2004 – Monterey Street Parking Structure

On November 2001, the City and the Salinas Redevelopment Agency entered into a Disposition and Development Agreement with Maya Cinema Holding Company LLC for the development of a 14-screen, 2,916-seat multiplex movie theatre complex in the 100 block of Main Street. To serve this and other developments within the 100 blocks, the Disposition Agreement committed the City/Agency to construct a five-level public parking structure.

On December 17, 2003, the Salinas Public Financing Authority issued City of Salinas Certificates of Participation Series A-2004, with a principle amount of \$16,630,000 an aggregate interest of 4.68%, for a term of thirty years to finance the acquisition and construction of a five level (with one below grade) 452-space public parking garage adjacent to the National Steinbeck Center and the planned Maya Cineplex Theater. Both the public parking structure and multiplex movie theatre complex were completed and opened during July 2005.

The annual debt service requirements to maturity for the certificates is as follows:

Year Ended June 30,	Principal	Interest	Total
2014	\$ 430,000	\$ 652,762	\$ 1,082,762
2015	445,000	636,337	1,081,337
2016	460,000	618,238	1,078,238
2017	480,000	599,437	1,079,437
2018	500,000	579,213	1,079,213
2019-2023	2,845,000	2,539,975	5,384,975
2024-2028	3,565,000	1,795,312	5,360,312
2029-2033	4,535,000	807,219	5,342,219
2034-2037	1,040,000	24,700	1,064,700
	<u>\$ 14,300,000</u>	<u>\$ 8,253,193</u>	<u>\$ 22,553,193</u>

CITY OF SALINAS
Notes to Basic Financial Statements
For the Fiscal Year Ended June 30, 2013

The Successor Agency paid \$1,082,291 of the fiscal year 2012-13 debt service. On January 30, 2014, the City refinanced the 2004 Certificates of Participation. The new debt service payments of approximately \$963,000 will most likely need to be paid by the Successor Agency funds through September 1, 2025, when the Successor Agency will cease to collect tax increment revenue and cease to exist. The debt service beginning in September, 2025 will be covered by the General Fund through September, 2033, when bonds will be paid in full. Pursuant to a reimbursement agreement, the Successor Agency (Redevelopment Obligation Retirement Fund) is responsible for the debt service.

CITY OF SALINAS
Notes to Basic Financial Statements
For the Fiscal Year Ended June 30, 2014

18. Long Term Debt:

The following is a summary of Long Term Debt transactions for the fiscal year ended June 30, 2014:

	June 30, 2013	Increases	Decreases	June 30, 2014	Due Within One Year
Governmental Activities:					
Annual Leave	\$ 9,519,155	\$ 386,155	\$ 66,749	\$ 9,838,561	\$ 1,971,172
Estimated Insurance claims	3,047,525	-	592,092	2,455,433	-
Net Pension Obligation	18,083	-	18,083	-	-
Capital Leases	2,297,160	2,812,000	364,250	4,744,910	671,205
Certificates of Participation					
Series B-2005	9,080,000	-	425,000	8,655,000	440,000
Series A-1999	820,000	-	820,000	-	-
Series A-2002	2,195,000	-	75,000	2,120,000	75,000
Total Certificates	12,095,000	-	1,320,000	10,775,000	515,000
Assessment District 1915 Act Bonds	12,420,000	-	2,580,000	9,840,000	2,720,000
Bond Discount					
Series B-2005	-	(103,169)	(6,448)	(96,721)	(6,448)
Series A-2002	-	(42,961)	(2,261)	(40,700)	(2,261)
Total Bond Discounts	-	(146,130)	(8,709)	(137,421)	(8,709)
Government Activities	39,396,923	3,052,025	4,932,465	37,516,483	5,868,668
Business-type Activities					
Annual Leave	288,204	-	21,375	266,829	53,368
Capital Leases:					
Monterey Parking Garage 2014	-	13,253,000	-	13,253,000	1,103,000
Street Sweeper	226,834	-	42,725	184,109	44,007
Industrial Waste Lease	185,000	-	90,000	95,000	95,000
Airport Fuel Facility Lease	55,783	-	31,876	23,907	23,907
Total Leases	467,617	13,253,000	164,601	13,556,016	1,265,914
State of CA- Parking Garage Lighting	93,664	-	36,631	57,033	37,738
Bonds Payable:					
Sanitary Sewer Revenue Bonds - 2012	17,625,000	-	335,000	17,290,000	340,000
Certificates of Participation					
Series A-2004	14,300,000	-	14,300,000	-	-
Series A-2005	5,980,000	-	335,000	5,645,000	345,000
Series A-2008	4,635,000	-	25,000	4,610,000	30,000
Total Bonds Payable	24,915,000	-	14,660,000	10,255,000	375,000
Subtotal	43,389,485	13,253,000	15,217,607	41,424,878	2,072,020
Bond Premium - Sanitary Sewer	170,036	-	10,627	159,409	10,627
Bond Discount - Municipal Golf	-	(54,803)	(4,567)	(50,236)	(4,567)
Business-type Activities	43,559,521	13,198,197	15,223,667	41,534,051	2,078,080
Total Long-Term Liability	\$ 82,956,444	\$ 16,250,222	\$ 20,156,132	\$ 79,050,534	\$ 7,946,748

CITY OF SALINAS
Notes to Basic Financial Statements
For the Fiscal Year Ended June 30, 2018

18. Long Term Debt:

The following is a summary of Long Term Debt transactions for the fiscal year ended June 30, 2018:

	June 30, 2017	Increases	Decreases	June 30, 2018	Due Within One Year
Governmental Activities:					
Annual Leave	\$ 9,938,652	\$ 2,047,478	\$ 774,194	\$ 11,211,936	\$ 2,242,387
Estimated Insurance claims	3,043,305	2,474,609	3,043,305	2,474,609	-
Capital Leases	26,979,654	69,374,589	1,707,024	94,647,219	1,799,338
Certificates of Participation					
Series B-2015	6,510,000	-	540,000	5,970,000	555,000
	6,510,000	-	540,000	5,970,000	555,000
Assessment District Bonds					
Assessment District 1915 Act Bonds	205,000	-	205,000	-	-
Assessment District 2017 Act Bonds	4,555,000	-	780,000	3,775,000	805,000
Total Assessment District Bonds	4,760,000	-	985,000	3,775,000	805,000
Governmental Activities	51,231,611	73,896,676	7,049,523	118,078,764	5,401,725
Business-type Activities					
Annual Leave	324,994	157,057	1,654	480,397	96,080
Capital Leases:					
Monterey Parking Garage 2014	11,678,000	-	492,000	11,186,000	511,000
Street Sweeper	593,133	-	151,743	441,390	106,481
Fire Engine	117,407	-	28,478	88,929	29,052
Total Leases	12,388,540	-	672,221	11,716,319	646,533
HUD Section 108 Loan	3,622,000	-	393,000	3,229,000	409,000
Bonds Payable:					
Sanitary Sewer Revenue Bonds - 2012	16,240,000	-	380,000	15,860,000	390,000
Certificates of Participation					
Series A-2015	4,050,000	-	360,000	3,690,000	370,000
Series A-2008	4,490,000	-	60,000	4,430,000	70,000
Total Bonds Payable	8,540,000	-	420,000	8,120,000	440,000
Subtotal	41,115,534	157,057	1,866,875	39,405,716	1,981,613
Bond Premium - Sanitary Sewer	127,526	-	10,626	116,900	10,627
Business-type Activities	41,243,060	157,057	1,877,501	39,522,616	1,992,240
Total Long-Term Liability	\$ 92,474,671	\$ 74,053,733	\$ 8,927,024	\$ 157,601,380	\$ 7,393,965

CITY OF SALINAS
Notes to Basic Financial Statements
For the Fiscal Year Ended June 30, 2021

	June 30, 2020	Increases	Decreases	June 30, 2021	Due Within One Year
Business-type Activities					
Direct Placement and Borrowing					
Capital Leases:					
Monterey Parking Garage 2014	10,141,000	-	551,000	9,590,000	578,000
Street Sweeper	225,528	-	112,361	113,167	55,866
Fire Engine	30,238	-	30,238	-	-
Total Capital Leases	10,396,766	-	693,599	9,703,167	633,866
HUD Section 108 Loan	2,395,000	-	442,000	1,953,000	460,000
Total Direct Placement and Borrowing	12,791,766	-	1,135,599	11,656,167	1,093,866
Bonds Payable:					
Certificates of Participation					
Series A-2015	2,940,000	-	2,940,000	-	-
Series A-2008	4,280,000	-	4,280,000	-	-
Series 2020A-Twin Creeks (2015A)	-	2,715,000	385,000	2,330,000	355,000
Series 2020B (Fairways 2008)	-	4,040,000	110,000	3,930,000	100,000
Bond Premium - 2020A-Twin Creeks	-	317,432	45,347	272,085	45,347
Total Certificates of Participation	7,220,000	7,072,432	7,760,347	6,532,085	500,347
Sanitary Sewer Revenue Bonds - 2012	15,065,000	-	15,065,000	-	-
Wastewater Revenue Bonds - 2020A	-	14,425,000	-	14,425,000	555,000
Bond Premium - Sanitary Sewer	95,646	-	95,646	-	-
Total Revenue Bonds	15,160,646	14,425,000	15,160,646	14,425,000	555,000
Annual Leave	557,043	60,595	9,734	607,904	121,581
Total Business-type Activities	35,729,455	21,558,027	24,066,326	33,221,156	2,270,794
Total Long-Term Liability	<u>\$ 216,307,919</u>	<u>\$ 79,706,150</u>	<u>\$ 82,831,693</u>	<u>\$ 213,182,376</u>	<u>\$12,293,039</u>

The annual requirements to amortize capital leases, loans and notes, certificates of participation and bonds outstanding as of June 30, 2021 by activity are as follows:

Year Ended June 30,	Governmental-Wide Activities		Business-Type Activities	
	Principal	Interest	Principal	Interest
2022	\$ 6,877,280	\$ 5,302,448	\$ 2,103,866	\$ 906,939
2023	6,956,222	5,013,161	2,169,301	853,362
2024	7,323,921	4,707,698	2,187,000	795,690
2025	6,996,766	4,391,462	2,259,000	734,816
2026	7,218,242	4,074,909	1,804,000	677,613
2027 - 2031	36,123,000	15,527,849	8,198,000	2,655,710
2032 - 2036	25,032,000	8,758,915	7,275,000	1,406,505
2037 - 2041	12,335,000	5,390,215	4,700,000	566,736
2042 - 2046	15,290,000	2,516,782	1,645,000	48,747
2047 - 2051	6,415,000	279,106	-	-
	<u>\$ 130,567,431</u>	<u>\$ 55,962,545</u>	<u>\$ 32,341,167</u>	<u>\$ 8,646,118</u>