





**DATE:** March 2, 2015  
**TO:** Finance Committee  
City Council  
**FROM:** Kate Noble Acting Director, Housing and Community Development Department  
**RE:** BAR Transferring Economic Development Funds

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**Background:**

Funding for the City's economic development program has historically come from a variety of sources. The majority of the funding comes from sources which include: Gross Receipts Tax (estimated \$440,000 in FY 14/15), land sales (e.g. Valdes Business Park), and covenants written into development agreements (e.g. Tierra Contenta, Monte Sereno). Tierra Contenta covenants designate a portion of land sale revenue for economic development (65% of payment to city) and a portion for affordable housing (35%). A settlement regarding Monte Sereno designated payments for a business/crafts incubator facility.

**Item and Issue:**

In order to cover the full approved budget for the economic development program in FY 2014/2015, staff has developed the attached spreadsheet which includes the following:

- Realizing \$400,734 of revenue from Monte Sereno
- Increasing the estimated revenue from land sales by \$245,600 according to estimates from the Office of Asset Development
- Transferring \$114,500 from the economic development reserves generated from Tierra Contenta land sales

These funds will be transferred into the Economic Development Fund (21117.600100).

**Request and Recommendation:**

Staff requests approval of the Budget Adjustment to provide full funding for Economic Development program in FY 2014/15.



City of Santa Fe Economic Development Analysis February 20, 2015		Actual Economic Dev 2117	Actual Economic Dev 2117	Budget projection Economic Dev 2117	Requested Budget Adj. 2117	Budget Proj. Total Economic Dev 2117
FUND TYPE	FUND #	06/30/2013	06/30/2014	06/30/2015		06/30/2015
<b>Beginning Cash Balance</b>						
June 30,		628,503.45	360,349.19	31,961.79		31,961.79
Restricted Cash		(398,468.19)	(401,733.19)	(401,733.19)		(1,000.00)
Net changes for receivables		(15,548.19)	122,458.32			
Accounts Payable		(60,074.90)	(50,395.69)	(111,123.02)		(111,123.02)
Total Available Cash		154,412.17	30,678.63	(480,894.42)		(80,161.23)
<b>Payment In Lieu of Taxes</b>		56,152.39	60,615.70	56,152.00		56,152.00
Municipal Distrib (1.225%)		418,400.66	390,300.46	440,300.00		440,300.00
Land Rental		67,405.94	67,793.07	40,000.00	245,600.00	285,600.00
Proceed for Monte Sereno					400,734.00	400,734.00
Reimbursement/Refund		4,098.30				
Operating transfer In					114,500.00	114,500.00
Interest		6,724.56	4,419.68	1,263.00		1,263.00
Grant		5,000.00	5,000.00	10,000.00		10,000.00
		557,781.85	528,128.91	547,715.00		1,308,549.00
<b>Expenditures</b>						
Salaries		(29,631.59)	(63,201.64)	(66,033.00)		(66,033.00)
Contracts		(602,478.39)	(742,687.63)	(836,122.00)		(836,122.00)
Operating Expenditures		(78,003.04)	(82,489.67)	(93,458.00)		(93,458.00)
Operating transfer		(40,200.00)	(40,200.00)	(192,491.00)		(192,491.00)
Operating transfer		(750,313.02)	(928,578.94)	(40,000.00)		(40,000.00)
Expenditures Vs Revenue		(192,531.17)	(400,450.03)	(1,228,104.00)		(1,228,104.00)
				(680,389.00)		80,445.00
<b>Total Cash Available</b>		(38,119.00)	(369,771.40)	(1,161,283.42)		283.77
Cash Balance		(38,119.00)	(369,771.40)	(1,161,283.42)		283.77
Restricted Cash		398,468.19	401,733.19			1,000.00
Total Cash per General Ledger		360,349.19	31,961.79	(1,161,283.42)	760,834.00	1,283.77

**ECONOMIC DEVELOPMENT CONTRACTS FY 2014/15**

	Contracts/Initiatives	Amount	Total (estimated expenditure)
<b>Business Development + Entrepreneurship</b>			\$344,000
	Santa Fe Business Incubator	\$210,000	
	SCORE	\$18,000	
	Start Up Weekend	\$1,000	
	Ignite - Start Up Santa Fe	\$45,000	
	Ignite - Make Santa Fe	\$45,000	
	Venture Acceleration Fund	\$25,000	
	Office of Business Development	Staff - 1.5 FTE	
<b>Film/Digital Media</b>			\$24,500
	Videography + Radio	\$7,000	
	Marketing	\$2,500	
	Festivals support	\$15,000	
<b>Outdoor</b>			\$7,500
	Sponsorships	\$7,500	
<b>Placemaking/Revitalization</b>			\$7,287
	Remike parklet	\$5,000	
	People to plaza impact	\$2,287	
<b>Talent Development, Attraction and Retention</b>			\$320,200
	MIX	\$35,000	
	Youthworks	\$196,200	
	HowtoSantaFe	\$47,000	
	Nighttime Economy	\$2,000	
	Dreamers Support	\$5,000	
	Inspire Santa Fe	\$35,000	
	Young Professionals Project	Staff - .5 FTE	
<b>Outreach and Support</b>			\$35,000
	Marketing	\$15,000	
	Biotech Strategy	\$5,000	
	Tech Summit	\$2,500	
	Trade Summit	\$2,500	
	Asset development - lot split, survey	\$10,000	
<b>Public Banking</b>			\$50,000
<b>GRAND TOTAL</b>	Approved Budget FY 2014/15	\$836,122	\$788,487