



# Agenda

FINANCE COMMITTEE MEETING  
CITY COUNCIL CHAMBERS  
NOVEMBER 17, 2014 – 5:00 P.M.

1. CALL TO ORDER
2. ROLL CALL
3. APPROVAL OF AGENDA
4. APPROVAL OF CONSENT AGENDA

CITY CLERK'S OFFICE

DATE 11/14/14 TIME 2:20  
PREPARED BY Yolanda Green  
REVIEWED BY Alicia Galtieri

## CONSENT AGENDA

5. Request for Approval of Amendment No. 3 to the Professional Services Agreement – Youth Workers to Implement Storm Water Management Improvements and Santa Fe River and Watershed Improvements; YouthWorks, Inc. (Brian Drypolcher)
6. Request for Approval of Agreement – Meter Reading Infrastructure System and Implementation Services (RFP #14/14/P); Badger Meter, Inc. (Diana Catanach)
  - A. Request for Approval of Budget Increase – Meter Reading Fund
7. Request for Approval of Amendment No. 1 to Professional Services Agreement – Design Services Related to Replacement of South Dehumidification Unit at Genoveva Chavez Community Center; The Response Group, Inc. (Jason Kluck)
8. Request for Approval of Procurement Under Cooperative Agreement – 2,000 (96 Gallon) Residential Refuse Container Lids for Environmental Services Division; Toter, Inc. (Lawrence Garcia)
9. Request for Approval of Exempt Procurement and Professional Services Agreement – Water Conservation Rebates Tracking, Maintenance and Updates Software and Training; ConserveTrack LLC. (Laurie Trevizo and Alan Hook)
10. Request for Approval of Change Order No. 5 – Southwest Effluent Water Line Project Repainting Water Storage Tank and Time Extension; RMCI, Inc. (Bryan Romero)
11. Request for Approval of Budget Increase for FY 2014/15 Wildland Urban Interface Grant for Fire Department. (Jan Snyder)



# Agenda

FINANCE COMMITTEE MEETING  
CITY COUNCIL CHAMBERS  
NOVEMBER 17, 2014 – 5:00 P.M.

12. Request for Approval of Budget Increase for Wildland Urban Interface Grant from State of New Mexico Energy, Minerals and Natural Resources. (Jan Snyder)
13. Request for Approval of Procurement Under State Price Agreement for Support Vehicle - One Ton Truck for Fire Wildland Division; Don Chalmers Ford. (Jan Snyder)
  - A. Request for Approval of Budget Increase – Fire Fund
14. Request for Approval of Procurement Under Cooperative Price Agreement for Twenty (20) Mobile Radios and Accessories for Fire Department; Motorola Solutions. (Jan Snyder)
15. Request for Approval of Procurement Under Cooperative Price Agreement for 2014 Fire Engine for Fire Department; Siddons-Martin Emergency Group. (Jan Snyder)
16. Request for Approval of Two (2) Additional Animal Service Officer I Positions Due to Increased Calls for Service in Newly Annexed Areas of the City of Santa Fe. (Eric Garcia, Police Chief)

## **END OF CONSENT AGENDA**

## **DISCUSSION**

### **(Public Hearing)**

17. Pushcart Vendors. (Councilor Lindell, Mayor Gonzales, and Councilors Dominguez and Ives) (Sevastian Gurule)
  - A. Request for Approval of an Ordinance Relating to the Plaza Pushcart Vendor Ordinance; Amending Subsection 23-5.5 SFCC1987 to Change the Number of Licenses Issued and the Term of Each License and Making Such Other Changes as are Necessary to Clarify the Ordinance.
  - B. Request for Approval of a Resolution Amending Resolution No. 2002-79 to Change the Annual License Fees for Plaza Pushcart Vendors.



# Agenda

FINANCE COMMITTEE MEETING  
CITY COUNCIL CHAMBERS  
NOVEMBER 17, 2014 – 5:00 P.M.

## Committee Review:

Public Works Committee (approved)	11/10/14
City Business and Quality of Life Committee (approved)	11/12/14
City Council (request to publish)	12/10/14
City Council (public hearing)	01/14/15

Fiscal Impact – Yes

## 18. General Budget Discussion (Please bring Annual Operating Budget Books).

- A. Update on Finance Director
- B. Healthcare
- C. Fiscal Impact Report
- D. Human Resources – Personnel
- E. Reserves
- F. Annexation
- G. Miscellaneous

## 19. OTHER FINANCIAL INFORMATION

- A. Update on Gross Receipts Tax Report Received in October 2014 (for August 2014 activity) and Lodgers' Tax Report Received in October 2014 (for September 2014 activity). (Teresita Garcia)

## 20. MATTERS FROM THE COMMITTEE

## 21. ADJOURN

Persons with disabilities in need of accommodations, contact the City Clerk's office at 955-6520 five (5) working days prior to meeting date.

SUMMARY OF ACTION  
FINANCE COMMITTEE MEETING  
Monday, November 17, 2014

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APPROVAL OF CONSENT AGENDA	Approved [amended]	2
CONSENT AGENDA LISTING		2-3
<u>CONSENT CALENDAR DISCUSSION</u>		
REQUEST FOR APPROVAL OF AGREEMENT – METER READING INFRASTRUCTURE SYSTEM AND IMPLEMENTATION SERVICES (RFP #14/14/P); BADGER METER, INC.	Approved	3-7
REQUEST FOR APPROVAL OF BUDGET INCREASE – METER READING FUND	Approved	3-7
REQUEST FOR APPROVAL OF AMENDMENT NO. 1 TO PROFESSIONAL SERVICES AGREEMENT – DESIGN SERVICES RELATED TO REPLACEMENT OF SOUTH DEHUMIDIFICATION UNIT AT GENOVEVA CHAVEZ COMMUNITY CENTER; THE RESPONSE GROUP, INC.	Approved	7
REQUEST FOR APPROVAL OF CHANGE ORDER NO. 5 – SOUTHWEST EFFLUENT WATER LINE PROJECT REPAINTING WATER STORAGE TANK AND TIME EXTENSION; RMCI, INC.	Approved	8-12
REQUEST FOR APPROVAL OF TWO (2) ADDITIONAL ANIMAL SERVICE OFFICER/POSITIONS DUE TO INCREASED CALLS FOR SERVICE IN NEWLY ANNEXED AREAS OF THE CITY OF SANTA FE	Postponed	12-17
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END OF CONSENT CALENDAR DISCUSSION		
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<u>ITEM</u>	<u>ACTION</u>	<u>PAGE</u>
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DISCUSSION

PUBLIC HEARING

**PUSHCART VENDORS:**

REQUEST FOR APPROVAL OF AN ORDINANCE RELATING TO THE PLAZA PUSHCART VENDOR ORDINANCE; AMENDING SUBSECTION 23-5.5 SFCC 1987, TO CHANGE THE NUMBER OF LICENSES ISSUED AND THE TERM OF EACH LICENSE AND MAKING SUCH OTHER CHANGES AS ARE NECESSARY TO CLARIFY THE ORDINANCE	Approved	17-24
REQUEST FOR APPROVAL OF A RESOLUTION AMENDING RESOLUTION NO. 2002-79, TO CHANGE THE ANNUAL LICENSE FEES FOR PLAZA PUSHCART VENDORS	Approved [amended]	17-24

GENERAL BUDGET DISCUSSION

UPDATE ON FINANCE DIRECTOR	Information/discussion	25
HEALTHCARE	Information/discussion/direction	25-36
FISCAL IMPACT REPORT	Information/discussion/direction	36-39
HUMAN RESOURCES – PERSONNEL	Postponed to 12/01/14	39-42
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OTHER FINANCIAL INFORMATION

UPDATE ON GROSS RECEIPTS TAX REPORT RECEIVED IN OCTOBER 2014 (FOR AUGUST 2014 ACTIVITY) AND LODGERS' TAX REPORT RECEIVED IN OCTOBER 2014 (FOR SEPTEMBER 2014 ACTIVITY)	Information/discussion	43-44
MATTERS FROM THE COMMITTEE	Information/discussion	44
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**MINUTES OF THE  
CITY OF SANTA FE  
FINANCE COMMITTEE**  
Monday, November 17, 2014

**1. CALL TO ORDER**

A meeting of the City of Santa Fe Finance Committee was called to order by Chair Carmichael A. Dominguez, at approximately 5:00 p.m., on Monday, November 17, 2014, in the Council Chambers, City Hall, 200 Lincoln Avenue, Santa Fe, New Mexico.

**2. ROLL CALL**

**MEMBERS PRESENT:**

Carmichael A. Dominguez, Chair  
Councilor Signe I. Lindell  
Councilor Joseph M. Maestas  
Councilor Ronald S. Trujillo  
Councilor Christopher M. Rivera

**OTHERS ATTENDING:**

Teresita Garcia, Acting Director, Finance Department  
Yolanda Green, Finance Division  
Melessia Helberg, Stenographer.

There was a quorum of the membership in attendance for the conducting of official business.

**NOTE: All items in the Committee packets for all agenda items are incorporated herewith to these minutes by reference. The original Committee packet is on file in the Finance Department.**

**3. APPROVAL OF AGENDA**

Teresita said staff would like to remove Item #9 and postpone it to the next meeting of the Committee on December 1, 2014.

**MOTION:** Councilor Maestas moved, seconded by Councilor Trujillo, to approve the agenda, as amended..

**VOTE:** The motion was approved unanimously on a voice vote.

#### 4. APPROVAL OF CONSENT AGENDA

**MOTION:** Councilor Trujillo moved, seconded by Councilor Rivera, to approve the following Consent Agenda, as amended.

**VOTE:** The motion was approved unanimously on a voice vote.

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#### CONSENT AGENDA

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5. REQUEST FOR APPROVAL OF AMENDMENT NO. 3 TO THE PROFESSIONAL SERVICES AGREEMENT – YOUTH WORKERS TO IMPLEMENT STORMWATER MANAGEMENT IMPROVEMENTS AND SANTA FE RIVER AND WATERSHED IMPROVEMENTS; YOUTHWORKS, INC. (BRIAN DRYPOLCHER)
6. *[Removed for discussion by Councilor Maestas]*
7. *[Removed for discussion by Councilor Lindell]*
8. REQUEST FOR APPROVAL OF PROCUREMENT UNDER COOPERATIVE AGREEMENT – 2,000 (96 GALLON) RESIDENTIAL REFUSE CONTAINER LIDS FOR ENVIRONMENTAL SERVICES DIVISION; TOTER, INC. (LAWRENCE GARCIA)
9. REQUEST FOR APPROVAL OF EXEMPT PROCUREMENT AND PROFESSIONAL SERVICES AGREEMENT – WATER CONSERVATION REBATES TRACKING, MAINTENANCE AND UPDATES SOFTWARE AND TRAINING; CONSERVE TRACK, LLC. (LAURIE TREVIZO AND ALAN HOOK) This item was removed from the agenda and postponed to 12/01/14.
10. *[Removed for discussion by Councilor Lindell]*
11. REQUEST FOR APPROVAL OF BUDGET INCREASE FOR FY 2014/15 WILDLAND URBAN INTERFACE GRANT FOR FIRE DEPARTMENT. (JAN SNYDER)
12. REQUEST FOR APPROVAL OF BUDGET INCREASE FOR WILDLAND URBAN INTERFACE GRANT FROM STATE OF NEW MEXICO ENERGY, MINERALS AND NATURAL RESOURCES. (JAN SNYDER)
13. REQUEST FOR APPROVAL OF PROCUREMENT UNDER STATE PRICE AGREEMENT FOR SUPPORT VEHICLE – ONE TON TRUCK FOR FIRE WILDLAND DIVISION; DON CHALMERS FORD. (JAN SNYDER)
  - A. REQUEST FOR APPROVAL OF BUDGET INCREASE – FIRE FUND.

14. REQUEST FOR APPROVAL OF PROCUREMENT UNDER COOPERATIVE PRICE AGREEMENT FOR TWENTY (20) MOBILE RADIOS AND ACCESSORIES FOR FIRE DEPARTMENT; MOTOROLA SOLUTIONS. (JAN SNYDER)
15. REQUEST FOR APPROVAL OF PROCUREMENT UNDER COOPERATIVE PRICE AGREEMENT FOR 2014 FIRE ENGINE FOR FIRE DEPARTMENT; SIDDONS-MARTIN EMERGENCY GROUP. (JAN SNYDER)
16. *[Removed for discussion by Councilor Rivera]*

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END OF CONSENT AGENDA  
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### CONSENT CALENDAR DISCUSSION

6. REQUEST FOR APPROVAL OF AGREEMENT – METER READING INFRASTRUCTURE SYSTEM AND IMPLEMENTATION SERVICES (RFP #14/14/P); BADGER METER, INC. (DIANA CATANACH)

#### A. REQUEST FOR APPROVAL OF BUDGET INCREASE – METER READING FUND.

Councilor Maestas said he voted in favor of this at PUC, noting we just took action on the proposed wastewater rates and there was a lot of discussion about reserve funds and capital improvements. He said we just finished a number of water rate increases to ensure we have debt service funds. He noted this expenditure is from reserves, and asked the status of reserves and under what circumstances do we use reserves.

Mr. Schiavo said the Water Division has to maintain so much in reserves for operating, and CIP, and those have been met. In this case we are using funds which weren't budgeted. He said at the time we were doing the budget February he didn't think we would get to this project so quickly, and he intended to budget it in the next year. However, they got a great product, so he is requesting to use the reserves which are set aside in CIP for this project..

Councilor Maestas asked how we are doing overall in terms of the Water Fund balance.

Mr. Schiavo said we are doing fine. He said they have projects they are working on for CIP, noting there is sufficient funding for those. Because of the rate over the last few years, we have sufficient funds for operating. He said we always have had a healthy balance for CIP projects, although we've been a little behind on the CIP projects. He said the antique structures at the reservoir is about \$6 million, and this is a few million for new meters.



Councilor Maestas asked, for the future, when looking at large Water Fund expenditures, to give a status report on the Water Fund. He said we received a great comprehensive presentation from the actuaries, explaining how we need to maintain certain coverage and our different reserves. He said it's always good to check in to see how the fund is doing, how we're planning to make expenditures. He said he had wondered why there weren't requests to the Water Trust Board for wastewater, and thought that might alleviate the proposed wastewater rate increases."

Ms. Garcia said on page 9 of the packet, there is a trial balance that shows the cash available. So there was \$21 million at June 30, 2014.

Councilor Maestas said that is the cash in investments balance.

Ms. Garcia said yes. She said, "The way we handle the meter reading during the budget process, is we determine how much money a unit is going to need, and we transfer money into that unit to be able to maintain the equipment and staffing. As you can see, they did not budget the expenditure for equipment and they are now coming forward to budget that for the current year. And we will be transferring \$2.5 million into the business unit to help maintain the meter reading."

Councilor Maestas asked what is "Cash due from hub."

Ms. Garcia said the way the City gets the best leverage for its money is we have what we call pooling of cash, so we pool all our money into one fund and invest it and provide a cash balance to leverage a lot of our investments. To allocate that money, we call it cash in hub, meaning that money is in the pooling of cash and it's being invested. She does not have a bank account for every fund. She has one bank account that will assure we pay our bills and invest at a higher rate.

Councilor Maestas asked in the grand scheme, how would you characterize \$27 million in cash and investments as it relates to dollars needed for debt coverage. Is it above the minimum needed.

Ms. Garcia said the enterprise funds, especially the utilities, go through a financial plan. And in the financial plan they estimate the cash and determine what is going to be needed within the next 10 years. They determine projects, how critical they are, when the money is needed and when it's going to be available. One of the reasons we do get such a high rating on our bonds is that we do provide a financial plan that considers all expenditures, whether this year, next year or 3 years from now. And that would assure us that we have appropriate funding for any major expenses, and funds needed for emergencies. She said the \$21 million is within the amount needed to assure that expenditures for CIP Projects and emergencies are planned. She believes this project was included in the Financial Plan.

Mr. Schiavo said that is correct.

Councilor Maestas recalls the Council just adopted a Resolution with 3 proposed water projects for which we would pursue funding through the Water Trust Board, and asked if one of those was the \$2 million for meter reading equipment.

Mr. Schiavo said that is correct.

Councilor Maestas asked what happens if we get money from the Water Trust Board if we already have funded the meters through Water Fund reserves.

Mr. Schiavo said they can return those funds to the reserves. He said this project was chosen because the Water Trust Board wants to see projects that are ready to go and to see things being completed, so staff thought this would be one of the better ones to get funded.

Councilor Maestas asked, if we already authorized funded and paid through reserves, if it will hurt our chances to receive Water Trust Board funding.

Mr. Schiavo said no, noting the total price tag will be paid over a few fiscal years. So, it will be the next fiscal year by the time we find out what we have received from the Water Trust Board, and we would have the ability to hold off spending City funds and use the Water Trust Board funds to finish the project.

**MOTION:** Councilor Maestas moved, seconded by Councilor Lindell, to approve this request.

**DISCUSSION:** Chair Dominguez asked if this project is included in the financial plan and Mr. Schiavo said yes.

Chair Dominguez asked if the rate increase we approved several years also was part of the financial plan, and Mr. Schiavo said yes.

Chair Dominguez asked if an analysis has been done to determine if the reserves are growing too quickly.

Mr. Schiavo said, "Yes. Each year MWH does a cost of service study for us and they also look at our rates. And they determine if they need to be raised, or if they're accumulating too much money. In this case, we are tracking very nicely with the funds we need to keep the appropriate reserves. One of the things that could happen is if we actually had a very rainy summer and our water sales would go down. So rather than cutting things so closely where we constantly are before you to ask for a rate increase or decrease, we try to keep sufficient reserves to handle those types of issues. If we had a failure of a part of the system where we had to spend several million dollars to repair it, that's also anticipated in the reserves."

Chair Dominguez asked if any direction was given at the time that the water rate increase was approved to evaluate whether or not that increase could decrease, based on the financial outlook and the success of the program.

Mr. Schiavo said, "Each year when MWH reviews it, they absolutely take a look at what's being projected based on sales, and if there are sufficient funds, or if it should be raised or kept where it is. And if we were going to be over-collecting they definitely would mention in that study that it's anticipated that you're going to over-collecting and going past the necessary reserves and past what is needed."

Chair Dominguez asked how much we are above the necessary reserves right now.

Mr. Schiavo said, "There are two different sets of reserves. You have the operating reserves which is for the chemicals, staff, electricity, and such, and we're actually right where we should be. We also have the CIP reserves, so between the two, roughly \$8 million is required out of the \$21 million, and the \$13 million above that are for future projects, like the metering system, the work that needs to be done up at Canyon Road, the parallel pipeline from Buckman and other projects that need to be built over the next few years."

Councilor Maestas said, "I know when we looking for silver bullets to solve our financial problem, I noticed there was at least one debt instrument backed by GRTs for some water fund related debt. I inquired about pretty much ending that debt service using GRTs, that way we can use it for the General Fund, so the water fund can be, as it should be, a self-sustaining enterprise fund. I was told that if we do that, the impact would initiate another rate increase. And so what I would like to say, if our reserves begin to accumulate well above the minimum required, should look for some financial solution to refinance that debt using enterprise funds and pay off the GRT backed debt, and free that up for the General Fund. Is that something too elusive, something we can pursue."

Mr. Schiavo said, "When MWH was here, you did ask that question. It's a pretty good chunk of money that the Water Division and Wastewater Division receives through GRTs each year. We calculated that it would be roughly an 11% increase to water, and I forget what it is to wastewater, if we did not use that funding from GRT to subsidize the cost of water for the citizens of the town. So it would mean an 11% bump."

Councilor Maestas asked, "But could we theoretically refinance that debt using an increment of our revenues that are above projected."

Mr. Schiavo said, "I don't think the Water Division actually has any debt at this point. I think that money goes directly into subsidizing the Division. There is no bond debt that the water division was paying off, unless I'm mistaken. And the removal of that subsidy forces the Water Division to increase the rates by about 11% for everyone in town."

Councilor Maestas said he still thinks that needs to be part of the discussion long-term, to wean the Water Fund off gross receipts taxes, and truly make it an enterprise fund. He said, "This has got to be a long term goal that we should pursue."

Chair Dominguez said, "The reality is that taxpayers have not only been balancing our budget via taxes, but because we've used reserves out of water, which basically are fees, we've been using that to balance the budget, or we have in the past. The reason I ask the question is because you're correct Councilor Maestas, we need to make it more of an enterprise. I don't know, it's going to take a lot of work. I think it's maybe a discussion that could be held at Public Utilities as it relates to the bottom line, and the Finance Committee as we move to balance the budget. He said Councilor Maestas can bring that up at Public Utilities."

Councilor Maestas said it doesn't have to be an outright switch, and we can phase that in, but maybe we could free up a portion of it, and identify the portion that would necessitate a rate increase and then see how we can phase that out as well.

Chair Dominguez recalls discussions where we spoke about that, and our investment in capital was so great that we needed to continue, but that has been some time ago.

Councilor Maestas said, "We need to keep our eye on the big picture and determine what impact these large expenditures have on the Water Fund and what we are doing actively to make some broader changes in the Water Fund like phasing out that gross receipts tax subsidy."

Ms. Garcia said, "To clarify the issue, we do have debt in the Water Fund. And the debt is based on the building of the BDD and we did leverage the rates and the GRT in order to get the bonding funding for the BDD. I think our portion was \$192 million, the City's portion."

Mr. Schiavo said, "It was \$111 million."

Chair Dominguez said we'll keep it on the radar.

**VOTE:** The motion was approved unanimously on a voice vote.

**7. REQUEST FOR APPROVAL OF AMENDMENT NO. 1 TO PROFESSIONAL SERVICES AGREEMENT – DESIGN SERVICES RELATED TO REPLACEMENT OF SOUTH DEHUMIDIFICATION UNIT AT GENOVEVA CHAVEZ COMMUNITY CENTER; THE RESPONSE GROUP, INC. (JASON KLUCK)**

Councilor Lindell said the original contract was \$53,000 for design and overseeing replacement of the north unit, and Mr. Kluck said this is correct.

Councilor Lindell said the addition to the contract is \$13,500 for the additional design work and overseeing the south unit and we have sufficient funds to complete that project.

Mr. Kluck said that is correct.

**MOTION:** Councilor Lindell moved, seconded by Councilor Trujillo, to approve this request.

**VOTE:** The motion was approved unanimously on a voice vote.

**10. REQUEST FOR APPROVAL OF CHANGE ORDER NO. 5 – SOUTHWEST EFFLUENT WATER LINE PROJECT REPAINTING WATER STORAGE TANK AND TIME EXTENSION; RMCI, INC. (BRYAN ROMERO)**

Bryan Romero provided background information on the proposed Change Order from his Memorandum of October 27, 2014, with attachments, to the Public Utilities Committee/Finance Committee/City Council. Please see this Memorandum for specifics of this presentation.

Councilor Lindell asked how long ago this tank was painted, and Mr. Romero said 5-6 months.

Councilor Lindell asked the size of the tank, and Mr. Romero said it is a 200,000 gallon tank, 20 feet high, probably 50 feet wide.

Councilor Lindell said it appears to her after doing more background work, there are between 4-7 people who are unhappy about the color of the tank. She said this seems like a lot of money to spend to repaint a tank that's just been painted because a very small handful of people don't like the color of it. She said, "The people that participated in coming out and talking about it. It's a very small group. I wonder what do we do the next time when we paint it a different color and then 8 or 10 people don't like that color."

Mr. Romero said, "We were asked to do public hearings to get the involvement from the community to see what would be amenable that that community. There was a lot of public notice for it and these are the people that came."

Councilor Lindell said, "Practically no one showed up for it. I think \$30,000 to repaint a tank that has been painted in the last 5 months is an expenditure that is unnecessary."

Mr. Romero said, "There are a couple other things on the Change Order. There's the paint and then a few others, so I just want to make it clear that it is about \$22,000 plus tax to paint the tank."

Councilor Lindell said, "It's \$30,500 for the repainting of the tank."

Mr. Romero said, "For Amendment #5, that's for the different color, the time extension and the calibrating of a valve, so I just wanted to differentiate there, but it is still \$25,000 to paint the tank."

Councilor Lindell said it's a \$66,600 and change amendment, and she would be happy to support the rest of it, but I'm not willing to support repainting a tank at that kind of money, considering it was just painted. She said, "When I look at this, and when I call people and ask, it's a very small number of people that are unhappy about this. So I would like to hear from my colleagues about this."

Chair Dominguez said, "Councilor Maestas, and then I'll chime-in since I have the history on this."

Councilor Maestas said there seems to be an irony. He said part of the mitigation was to add vegetation and trees, and asked if the intent was to obstruct the view of the tank.

Mr. Romero said vegetation is also associated with it, and several options were asked at the public meeting. One was painting of the tank, and there was another idea about a vegetation buffer. He said there are two separate projects: SWAN Park, itself, and the Effluent Line Project with which he is in charge. The tank was built under the Effluent Water Line Project, and there were discussions that the vegetation should be more a part of the park portion. It would be trees and irrigation, and the amount was \$5,000 to \$6,000. The Change Order is a combination of the color change and the vegetation buffer.

Councilor Maestas said, "In the future is there any way you can construct the tank and delay painting it. I realize if you expose it to the elements it could be subject to rust and it makes it more difficult to paint so soon after installation. Can there be a waiting period to maybe plant this vegetation and tree buffer and then have the public hearing and get peoples' input in terms of whether or not they think it is an eyesore, and if so, should it be appropriated an appropriate color."

Mr. Romero, "In hindsight, the paint is real tricky, but I think it can be primed and that could be an option. The other thing, in the very beginning I asked an architect from SWAN Park to blend it into the Park as much as possible, and that was the color that was chosen. And what I noticed out there, just personally, is that at different times of the year, New Mexico landscapes change a bit, and it looks different at different times of the year as far as color. But yes, that would be a good suggestion."

Councilor Maestas said he would suggest planting the trees and vegetation and then go back for feedback if the painting portion is excluded from this action.

Mr. Romero said some of the other ideas were painting murals, and screen print with artwork such as you see on the buses.

Chair Dominguez said the Governing Body recently approved the ENN for parks, and part of the reason for that legislation was because of this issue. He said public hearings were heard during the master planning of SWAN Park, and there was vague indication that there would be a tank there. There wasn't lot of discussion about the tank, and the project was approved. There was no mandated ENN for the constituency so they could chime-in on these kinds of issues. It wasn't until the tank was up and painted and the park started, that the members of the community started to ask questions. He said a pretty large meeting was held where that issue came up, and that "spurred on" the ENN for Parks. After that there was a meeting which Councilor Lindell was talking about, where not a lot of people showed up for that discussion."

Chair Dominguez continued, "Having said that, I will say though, that at the initial meeting when folks determined they had been given no opportunity to talk about these things, a lot of people were there and the color of the tank definitely was a large issue. And I think Councilor Rivera was there as well as Public Works Staff. I guess Councilor Lindell, there really wasn't a process in place to give people the opportunity to talk about those sorts of things. It was really a staff decision. They made the decision, and after that decision was made and it was done, they started to ask questions about the color of the paint. So that's really what has initiated that particular conversation, and why we're at where we're at."

Councilor Lindell said, "I appreciate that background on it, but nonetheless, we're talking about \$30,000 to repaint a tank that was just painted. And we had, from what I can put together from my notes here, we had 7 participants that came out and commented on it. I just can't support spending that kind of money because 7 people, 7 households are unhappy with the color of the tank. I think we can use that money somewhere else. And I'm sure this Park, over the course of time could use that money more wisely. So, I don't know if there's any way to proceed with the amendment without the repainting. There's several other projects in here."

Mr. Romero said one is relating to the calibrating of an altitude valve, and that was delayed due to the water permit, which we got recently, so that can go forward when it gets warmer. And the other one was the time extension for the bonds for the contractor, and that was two, three thousand dollars."

Councilor Rivera said, "I was just trying to think if we had ever done anything like this before. The only thing that has come to mind is the bridge on Camino Alire and Alameda which was painted one color initially, and many of the neighbors didn't appreciate the color and it was voted on to change the color, again at that point. I don't think staff or anyone does this on purpose. I think it's just done one way with not much thought into it, thinking no one's really going to complain about and then we see the complaints. Again I think the ENN, had they been in place prior to this, this wouldn't be an issue. And unfortunately, we're where we were again. I would hope that we learn from our past mistakes and can move forward in a positive direction. And I think now, with the ENN for Parks as well as other projects, this hopefully will be a moot point after this. I just wanted to make that comment."

Councilor Trujillo asked Brian what the current color of the tank.

Mr. Romero said it is amber canyon, which is like a dark sandstone. He relied said he on the architect, because "I'm color deficient. What I see may not be what other people see. That's why I asked for the help from the consultant to get that, especially with the blending of park itself. This is more architect stuff than engineering type."

Councilor Trujillo remembers the last time Councilor Rivera brought that up, and the staff recommendation to cut all of the existing metal off it. And when it came to Public Works, we said go paint it. That's a lot cheaper to do. I guess my concern is what Councilor Maestas brought up. He asked if the contract includes the shrubbery we would have put around it."

Mr. Romero said, "What we were going to do, as part of the shrubbery, because they were doing some landscaping as part of the SWAN Park project itself, might have been incorporated as part of the Swan Park project. And I think it was minimum, like \$5,000 or somewhere in there, because they were going to be planting trees with leaves that wouldn't fall off and such, like pine trees, and they would be using effluent specifically to do that. That was another buffer component to it."

Councilor Trujillo said, "I guess my concern is that's \$30,000, which I think could be used. Can we reallocate that money back to the Parks, I don't know what components. That's my concern. If the color isn't too bright. I'll give you an example. In the Bellamah area, I live by Kearney School. The School Board put a new *[inaudible]*, and we dealt with that, and we've had that repainted, but you deal with it. A

lot of the neighborhood and I didn't want that, but we dealt with it for many years. If it wasn't painted, then I have a concern, but it's already painted. I agree with Councilor Lindell the \$30,000 could be spent somewhere in the park. Give it back to the park. Don't stick it somewhere else when it's already been allocated to this park. Keep it there. I don't know what the motion is going to be, but that's my two cents worth."

Chair Dominguez said, "The money for painting the tank is not Park money. It's wastewater money. Right."

Mr. Romero said it's part of the Parks. Originally, all of the money was allocated for that project, \$1 million, and then the \$500,000 is coming from the original 2007 bond. The 2007 bond for the CIP that was allocated for that was \$500,000, which wasn't enough for the project itself, and that's when the \$1 million was added.

Chair Dominguez said then we allocated money for the effluent line, separate from the Park.

Mr. Romero said yes, it was separate from the Park. He said in the September 11, 2014 Memo from RMCI, Inc., there 5 items there and the first item is the only item related to the painting of the tank.

**MOTION:** Councilor Lindell, seconded by Councilor Trujillo, moved to approve Change Order #5, excluding the item for repainting in the amount of \$24,058.56.

**DISCUSSION:** Chair Dominguez said, "I will say that I'm not in support of the motion. I think it's unfortunate that people that weren't able to participate in the process that wasn't in place, to be able to get a color they wanted. They're the ones that are going to essentially have to live with the decision we make. Second of all, I would say we do these kinds of change orders all of the time for some of the most minuscule interesting things. And I certainly appreciate the diligence of the Governing Body to be respectful and responsible about the money we're spending. I think money is available for this. It's not going to break the bank. And part of our jobs is to do what we can for the constituency of the community. This is something they obviously have said they want to see, and so I don't see there's any harm in doing this, but I'm only one vote."

Councilor Rivera said, "I assume that it appears this is going with the maker of the motion. I just wanted to comment, not to reiterate what you said Mr. Chair, but I hope that we, as a body can remain consistent with other cosmetic changes that come forward from other areas of town that may be working on projects. As long as we stay consistent and making those recommendations and changes. I won't support the motion, but I understand where it's coming from."

**VOTE:** The motion failed to pass on the following Roll Call Vote:

**For:** Councilor Lindell and Councilor Trujillo.

**Against:** Councilor Maestas and Councilor Rivera

The resulting vote was a tie, and the Chair voted against the motion, thus defeating the motion.



**MOTION:** Councilor Rivera moved, seconded by Councilor Maestas, to approve this request as presented.

**VOTE:** The motion was approved on a voice vote with Councilor Maestas and Councilor Rivera voting in favor of the motion, Councilor Trujillo and Councilor Lindell voting against, with the Chair voting in favor of the motion to break the tie vote.

**VOTE:** The motion was approved unanimously on a voice vote.

**16. REQUEST FOR APPROVAL OF TWO (2) ADDITIONAL ANIMAL SERVICE OFFICER/POSITIONS DUE TO INCREASED CALLS FOR SERVICE IN NEWLY ANNEXED AREAS OF THE CITY OF SANTA FE. (ERIC GARCIA, POLICE CHIEF)**

Councilor Rivera said then Chief Garcia is asking for two brand new positions.

Chief Garcia said yes.

Councilor Rivera said, "And you and I have discussed some of this, but just so we can get it in the minutes. You currently have one vacant position in this position. How long has it been vacant and why has it not been filled."

Chief Garcia said, "The position has been vacant since August 2014. We currently have a surplus of applicants. However, the last 3 applicants who applied for the position, did not pass background, so we're on the fourth applicant as of right now."

Councilor asked, "What types of shifts do these officers work."

Chief Garcia said, "They work a day shift and a swing shift, and when necessary, they can be called out for night shift."

Councilor Rivera said, "So basically not 24. Do the math for me, day shift."

Chief Garcia said it is 16 hour shifts.

Councilor Rivera said, "16 hour shifts. We have 6 people at a time on duty with one supervisor."

Chief Garcia said we have 3 people on and one is a supervisor.

Councilor Rivera asked if there are 3 on the day shift and 3 on the swing shirt, and Chief Garcia said yes.

Councilor Rivera asked if the supervisor handles calls for service, or do they have a direct supervisory role over the officers that are out there."

Officer Johnny Martinez said, "As time permits, I'm out in the field assisting officers. I do my duty as a supervisor scheduled as well."

Councilor Rivera asked the number of shifts, per day per officer that we get, and if the number of calls for service are higher than anticipated..

Officer Martinez said, "Basically, we have the end of the year stats. We currently are running close to 8,800 calls for this year, an increase from 6,400 from 2013. So we are filling a big weight from annexation already, basically because our ordinance is stricter, and we do a lot more duties than what the County could provide."

Councilor Rivera asked, "Do you anticipate hiring that 7<sup>th</sup> position. Do you think you'll find a suitable candidate soon."

Officer Martinez said, "Yes sir. I'm hoping we do. We have had good applicants in the past. I'm hoping we can work on our pay scale to attract more qualified applicants. I'm hoping so. We have a couple of potential applicants that are interested in applying from other agencies."

Councilor Rivera said, "I'm going to play a little Devil's Advocate here. 8,800 calls per year, so if you divide that by 365 that comes to about 24 calls per day, split between 7 officers, that's about 3 calls for service per day."

Officer Martinez said, "We have a morning officer, myself and an evening officer, there's 3 officers per day. We work days per week, which includes holidays, on call and such. We're working with 6 officers and a supervisor. That's how we cover the 7 days a week and the two shifts."

Councilor Rivera said, "I'm figuring out this 365 days per year, so every day of the week covered doesn't take into consideration the night time when you guys actually aren't on duty, but it still comes out to 24 calls per day. Or really, if all 6 people are working on a daily basis that's 4 calls per person, and that's what I'm trying to wrap myself around why the need for additional officers."

Officer Martinez said he needs to work on that math a little more. He said, "Right now my officers are handling going from call to call to call. They don't have any time to do the patrols or the public outreach or educational programs we've done in the past through the Schools. Animal protection, we like to work with them closely and help out the Humane Society with the spay and neuter program, and we don't have any time for any of that."

Councilor Rivera said, "It would have helpful in the memo to see what else you do besides just calls, because this makes it look like it's just that – all they're doing are animal service calls. I didn't realize they were doing the extra things that you just mentioned, and it sounds like it is quite a bit."

Chief Garcia said, if the Committee would like we can provide an updated Memo ASAP to include all of those things.

Chair Dominguez asked if there are General Fund positions and Chief Garcia said yes.

Chair Dominguez said then you're requesting two additional officers, so it's an expansion of two officers, so you'll have two additional FTEs other than what we budgeted.

Chief Garcia said, "Correct. We are legislatively allocated 7 men or women to fill the services positions. We are currently asking for two additional on top of those 7, so there will be 9."

Chair Dominguez said we are expanding our employment workforce by 2 positions, and Chief Garcia said yes.

Chair Dominguez asked the source of funds to pay this increase, and asked, "What is your recommendation."

Chief Garcia said, "I would like to respectfully ask that the City assist us with that request."

Chair Dominguez said, "Unlike the previous item, this is a recurring expense. There is some capital, but it's personnel. If I read this correctly it is \$132,000 recurring expenditures for the most part. So what is the recurring cost, let me just ask that."

Nancy Jimenez said it is \$135,000.

Chair Dominguez said, "Then basically we have to increase our revenue by \$135,000 every year, or figure out where the money is going to come from to pay for these positions."

Chief Garcia said, "Yes sir."

Councilor Maestas asked the reason there is no Fiscal Impact Report. He said the City Manager reminds us, "That's why you hired me to do these things." He asked if it has been vetted through the City Manager's Office before coming to Committee.

Chief Garcia said there should be an attachment to it.

Councilor Maestas said that is a description of the cost.

Chief Garcia said he is correct, there is no FIR.

Councilor Maestas talked about what is contained in an FIR, including identifying the funding source.

Chair Dominguez said those are things we are going to be working on to develop a new FIR.

Councilor Maestas said he sees this as a rough cut request. He has questions about the statistics which were provided, commenting this is good information for us. He said it seems they compared apples

to oranges. He said, "You gave us City-wide statistics, total calls, and then based on your current number of officers, so I have that number. As a comparison you gave us the County calls per officer, but it was only in the annexed area. So, how can I compare the City-wide statistics and demand to the County demand only in the annexed area. So that's my first issue."

Councilor Maestas continued, "And the other issue is you really didn't say what an adequate call volume per officer would be to free them up to do those other things, the public outreach and programs. So I have no sense of what your ideal call volume is. So the stats you provided and the contrast between the City and County didn't help me at all because it wasn't the same area. And you didn't give us any kind of call volume that you would like. I am sympathetic to the demand. However, the absence of an FIR, I have no idea what the City Manager's office and his position is on this. I'm really not inclined to support the request without that additional information."

Councilor Maestas continued, "However, if my colleagues feel that this is kind of a quasi-emergency, I'd be amenable to approving one additional officer, with conditions, and that we ask them to come back when they fill the vacancy and add one more. And see what impact that's had on the call volume per officer, if in fact this really is an emergency. So much so, that we had to go around the City Manager's Office. So, this would be a stretch for me. That's if you guys think we need to take action tonight, but there's no way I could approve and support the request for two, with one vacancy still pending."

Councilor Trujillo said Councilor Maestas mentioned the City Manager and asked Brian Snyder to please speak on this.

Chair Dominguez asked "Did you vet this through the CM, Chief."

Chief Garcia said, "Yes."

Councilor Trujillo asked Mr. Snyder to give his thoughts on this issue, and asked if he has had discussions with the Chief about this.

Brian Snyder said, "Yes. I spoke with the Police Chief about this, and based on call volumes they're seeing from the additional annexed area, there is a need. I haven't identified a revenue stream or funding source for this request.. But there is a need based on the increase in call volumes in the area that we are required to enforce at this time."

Councilor Trujillo said he doesn't doubt there is a need, but is concerned about where the money will come from.

Chair Dominguez said, "It sounds to me like there is some work to be done. I don't get the sense that the Governing Body is not supportive of this, but I think they do need more information. And I have to, quite frankly, ask Chief, when it comes to annexation and the expansion, where are the priorities. Are they in Animal Control for additional officers. I don't know what the cost differences are, or we can have Police Officers serve as Animal Control Officers at the same time. I have no idea what the plan is. I was having a side-bar with Councilor Lindell, I can't remember what the Bieber Report said on the expansion of the

Police Department as it relates to Animal Control Officers. And if it did mention that, then it seems to me as if there needs to be a little bit more updated discussion from your Department, or from you, because it was the previous Chief that set that direction in place. We need to have some more justification."

Councilor Maestas said, "I served on the Board of the Espanola Animal Humane Society. And one thing we were exploring, under similar circumstances where government was low on revenues, was a trend across the country that local governments are contracting animal control to the Animal Humane Societies. And we have two in the area, Espanola and Santa Fe, as a suggestion. I don't know where we're going to get the money to do this. You can bring the FIR back, but that doesn't solve the financial problem. Chief, just a suggestion is maybe hold the one position vacant, I hate to use the word vacancy savings, hold filling that position and an RFI for Animal Control Support in the community, or do direct outreach to these animal shelters. They do have contracts. I know Espanola has a contract with the City of Espanola, with Santa Fe County. They do the intake. They basically do what our animal control officers do in certain circumstances."

Councilor Maestas continued, "So again, just as a contingency in the event that you can't find the funding for these additional positions, because it sounds like the need is there. I think we all agree with that, but maybe it's time to start thinking outside the box. And I'm not saying let's phase out all of the animal services. I'm saying we're in a pinch right now, it may not last, and maybe we'll turn the corner in a year or two in terms of revenues. But I would maybe turn to the non-profit private sector to see if they are equipped to do that, would they be competitive, or even cheaper than the City. Just a suggestion."

Chair Dominguez asked Chief Garcia if he would like to come back, or take some formal action on this.

Chief Garcia said, "I would like to come back, respectfully."

Chair Dominguez said then we will just postpone this item "until I get the word from you, when we can get it rescheduled."

Chief Garcia said, "Will do."

Councilor Rivera said, "Can I ask that we ask the City Manager to look for possible funding sources for these positions. It would be nice to know where the money is going to come from, or at least an idea of where it might come from."

Chair Dominguez said, "So, before it comes back to Finance, go ahead and have those discussions with the CM to find out where the money is going to come from."

Councilor Maestas said, "And with the animal shelters, if they can play a role."

Chair Dominguez said, "I think everything's a possibility, they need to do what they can."

Officer Martinez asked to address the Committee, and the Chair said for him to go ahead.

Officer Martinez said, "Basically, in our professional Animal Care Contract with the Animal Shelter, we gave them our licensing two years ago in negotiation. And we are still paying them close to \$200,000 per year. I think we get our licensing back, that could help pay for the needed manpower. I believe that contract ends at the end of the fiscal year. So maybe we could look at the licensing again and use it to pay for that."

Chair Dominguez said you guys are going to have to evaluate how that impacts the operations and such.

Councilor Maestas said, "Can you tell me where you are comfortable with the call volume per officer."

Officer Martinez said, "I think, right now they're 10 hour shifts, I think 10 calls is excessive for each officer. If they do a call per hour, that still doesn't give them time to investigate and process the report. I think anywhere between 7-8 per officer is the maximum per officer per shift."

Chair Dominguez reiterated the Chief needs to let him know when this needs to go back on the agenda.

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**END OF CONSENT CALENDAR DISCUSSION**  
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## **DISCUSSION**

### **17. PUBLIC HEARING PUSHCART VENDORS (COUNCILOR LINDELL, MAYOR GONZALES AND COUNCILORS DOMINGUEZ AND IVES). (SEVASTIAN GURULE)**

A copy of a Fiscal Impact Report regarding this item is incorporated herewith to these minutes as Exhibit "1."

- A. REQUEST FOR APPROVAL OF AN ORDINANCE RELATING TO THE PLAZA PUSHCART VENDOR ORDINANCE; AMENDING SUBSECTION 23-5.5 SFCC 1987, TO CHANGE THE NUMBER OF LICENSES ISSUED AND THE TERM OF EACH LICENSE AND MAKING SUCH OTHER CHANGES AS ARE NECESSARY TO CLARIFY THE ORDINANCE.**
- B. REQUEST FOR APPROVAL OF A RESOLUTION AMENDING RESOLUTION NO. 2002-79, TO CHANGE THE ANNUAL LICENSE FEES FOR PLAZA PUSHCART VENDORS.**

**Committee Review: Public Works Committee (approved) 11/10/14; City Business and Quality of Life Committee (approved) 11/12/14; City Council (request to publish) 12/10/14; and City Council (public hearing) 01/14/15.**

*Items 17(A) and (B) were combined for purposes of presentation and discussion, but were voted upon separately.*

Sevastian Gurule said the proposed legislation is intended to increase the number of licenses from 4 to 6. He said with the People to the Plaza initiative, there has been a demand for additional pushcart vendors on the Plaza. He said they are also changing the number of years for the term of a license from 5 years to 3 years. He said they spent significant time reviewing the criteria used by the jury panel to score the applicants. In addition, the operational space has been increased from 54 sq. ft. to 96 sq. ft., allowing additional space for vendors to set up their wares and display, and to work comfortable within the allotted square feet. A minimum operation number of hours, months and days has been established. The existing Code has no requirements other than that a pushcart vendor has to be in operation by May 1<sup>st</sup>. The current draft establishes the requirement to be in operation as of March 1<sup>st</sup> and they must be in operation 20 days a month, 8 hours a day. The intent is to ensure the space is being utilized to its full capacity.

Mr. Gurule said there also is refining for the reporting of the CRS Report to the City, and we're also looking at increasing the annual license fee.

### **Public Hearing**

There was no one speaking to the request.

### **The Public Hearing was Closed**

Councilor Lindell said, "First of all, I would like to thank staff for the amount of time and effort that put in this. I spent a significant amount of time looking at it [along with] folks from Legal, Sev and Land Use. I think we've improved the Ordinance and we are striving to give opportunity to more people to make it a fairer process, and also to make it a program that operates on its own and doesn't need to be subsidized by the City. And I think those were the goals we pursued. I think we have accomplished them with this. And with that, I'm going to move for approval."

**MOTION:** Councilor Lindell moved, seconded by Councilor Trujillo for purposes of discussion, to approve this request.

**DISCUSSION:** Councilor Trujillo said he has talked to a lot of pushcart vendors, and when they are chosen they are designated in a special place. He asked if there has been any discussion of a weekly rotation. He said one of the questions they asked is why the tables and chairs were on one side of the Plaza by the Plaza Café and the Ore House, while there was no seating on the other sides. He said he thinks it would be ideal to have the pushcart vendors to move one spot over each week, and by the end of the summer they will make 2-3 rotations. This is something he has thought about and been asked about by other vendors.

Mr. Gurule said, "The feedback which we received in previous Code amendments, the existing vendors have expressed a concern about being in the same location, the reason being their patrons know exactly where to find them. If it is the wishes of the Governing Body, I'm not sure we can implement a weekly

change. I would encourage more something not every week, granted the summer months are the prime season. Maybe it's on an annual basis, or a monthly basis. Ultimately, the feedback we would get, and I understand the concerns Mr. Garcia had, in being able to have more of the traffic flow. Having your patrons to be fairly familiar where to find you, I think is a critical aspect that you should keep in mind."

Councilor Trujillo said, "It's a critical aspect, but it's the Plaza. It's not like it's a mile away, it's 500 feet. It's just a recommendation. I don't know if my colleagues would vote for it. I just think it's a fairer way. Who knows, one week business could be better on the east side of the Plaza than on the west side. It's something.... I've always wondered why we don't do it."

Mr. Gurule said, "If it is the closure of the Plaza from Memorial Day forward, I think we could have the ability to have more flexibility where to place the additional two for example, maybe in an area where the street is closed and allow for more of that free-flowing traffic and to take advantages of the chairs, benches and stuff set out this past year."

Councilor Trujillo said then we can put them all around the Plaza, in fact, in front of the Palace of the Governors. He thinks staff needs to look at it, reiterating it is just an idea, noting he isn't going to request it as a friendly amendment. He thinks it's something staff might investigate and talk to the vendors about it.

Mr. Gurule said in the previous process, when we talked to some of the vendors when going through the Code amendment, the main question from 3 vendors with whom he spoke was, "Can we retain our same space." He said, "Mr. Shandler pointed out that in the current amendment, we are striking language, so that if a current, licensed vendor receives their license again, we're striking that they can request that same space again. In other words, we would go ahead and go through a lottery or some fair process so spaces can be assigned for that license term."

Councilor Trujillo said, "It's the Plaza and it isn't that big. I understand people are used to being in one place. I can stand on one corner and look across the Plaza and I know where every vendor is. Like I said, it's just for discussion, so I just wanted to bring it up."

Councilor Maestas said, "Councilor Trujillo, that was one of my comments." He suggested amending the language to the effect that, the new permit period as amended is now three years. We're talking 36 months among 6 license holders. That's a 6 month rotation. Maybe you can do the lottery for the initial assignment and maybe rotate them in a clockwise or counter-clockwise fashion. I can give you some language.

Councilor Maestas asked if all license holders will be on the Plaza, and Mr. Gurule said this is correct.

Councilor Maestas said he believes it is an equity issue and it would be good to rotate every 6 months, and each license holder gets to benefit.

Councilor Maestas suggested an amendment on Ordinance page 7, line 8, "Upon initial assignment of designated space, spaces shall be rotated counter-clockwise every 6 months."



Councilor Trujillo asked when the vendors start on the Plaza.

Mr. Gurule said the Ordinance requires them to be in operation by May 1<sup>st</sup>, but we do have some vendors that operate year-round, weather permitting, with the exception of Mr. Garcia who leaves the country for the winter months. The Code allows the pushcart vendors to operate within that license term, so weather permitting, they can be there all year.

Councilor Trujillo said he understands 6 months, but thinks it should be a rotation one over, once every 2 weeks, and by the end of the summer they've rotated around the Plaza and hit every corner. He is willing to go with the month rotation. At least it would start the process of them moving different places. He thinks this gives everyone equal opportunity.

Councilor Maestas asked if we are going to hear the Ordinance and then the Resolution.

Chair Dominguez said we'll do both at the same time, noting the Public Hearing was on both.

Councilor Maestas said, "I'll get to the space rotation. My main issue was I didn't want to unnecessarily shorten the existing terms of the vendor licensees and we're not going to do that and that is good. And I like the extension from two to three years that Public Works made as an amendment to the Ordinance, so I am in support of that. But it seems that maybe the other parts of the Ordinance have to be updated to reflect the 3-year term. So if you look at Ordinance page 2, lines 12-15, that language is for a 2-year term. Well, maybe that is a 3-year terms. I guess we're okay on that."

Councilor Maestas continued, "On that same section on the application criteria, maybe it's a question for you Sebastian, how do we ensure these vendors are in good standing. Since they sell food, they're probably an LLC. How do we ensure they are in good standing in terms of their taxes paid, filing all the appropriate corporate reports. Do we have any criteria to ensure they haven't had health violations elsewhere, assuming they've been operating in other places in the City. I didn't see any kind of screening of the vendors. And I'm just a little concerned about that because a lot of these are food vendors. Has the City ever done that, required any kind of certificate of good standing as a corporation, good standing with Taxation & Revenue, a clean record over the past 3 years, no Health Department violations."

Mr. Gurule said, "We have not made a requirement to receive documentation from Environment & Health, or from Taxation & Revenue, on their letterhead to let the City know these vendors are in good standing. In the current Code there is a requirement to for us to collect the documentation that is reported to Tax & Review. And right now, my staff and I are getting ready to collect that information for the current license term, but it has not been part of the selection criteria that has been reviewed and scored by the jury panel."

Councilor Maestas asked what is the tax information.

Mr. Gurule said it is information, the documentation that they filed with Taxation & Revenue. And, for internal purposes, we can use it to analyze. Again, it is the first step that the Governing Body was looking at to ensure these vendors are actually reporting the GRT.

Councilor Maestas said, "I really feel like.... I would hate for us to select a vendor, a new vendor, and find out they are a bad actor, that they've had a number of Health Department violations or even wage violations with the Labor Department. I think there's got to be some screening at the application stage.

Mr. Gurule said, "Understood. And Councilor Maestas we do receive, before the applicant can fully execute their license that has been awarded to them, we do require a Department of Environment and Health Food Purveyors Permit. But that's at the time the license has already been awarded. During the application process, I'm sure we can put in some language if it's the wish of the Governing Body to do so."

Councilor Maestas said since we're opening this whole thing up, he really thinks, to ensure that the application process is thorough since we're going to be accepting more vendors doing more business. h.

**FRIENDLY AMENDMENT:** Councilor Maestas would like to amend the Ordinance that we reference any existing Code that speaks to appropriate screening criteria, like being current on their taxes, appropriate corporate registration and filings, no recent Health Department violation. He said, "I'm sure the Health Department has its own criteria with issuing Health Department licenses, but I don't know if they consider the record of that vendor. *[STENOGRAPHER'S NOTE: There was no indication as to whether the amendment was or was not friendly and the friendly amendment was not withdrawn.]*

Mr. Gurule said, "My experience is that in order to apply for the Food Purveyors Permit, there are State inspectors that go to the commissary, inspect the kitchen, the temperature of the refrigerator, the stove, as they basically do for all businesses that are preparing food. I know that occasionally, they conduct surprise inspections on the Plaza itself for the licensed vendors and in addition to the day to day Plaza Program, also for major commercial events – Indian Market, Spanish Market. I know they go through that process. I don't know of anything in addition."

Matthew O'Reilly said, "Sevastian is correct, when those health department inspections are done initially, and any surprise inspections that happen later take place, it is part of their standard operating procedure, but whether they inform us about that is another story. And typically, especially dealing with business licenses for brick and mortar food establishments, those inspections usually result in a punch list of items sometimes. And then they're taken care of by the operator and then it's over. And I can't recall, having been involved in the issuance of business licenses through the Land Use Department, any time we got some sort of notice from the Health Department saying they were shutting down a restaurant or something, we usually just all of a sudden realized they were closed. So that's what I can add to that."

Councilor Maestas said, "Since you're there, do you think that this application process is thorough enough. Do you think we should add additional screening information."

Mr. O'Reilly said, "Personally, I think it is sufficient. And the reason I say that is that these are only one small type of business. In the entire City we have thousands and thousands of other businesses that are open that have all kinds of inspections. Inspections from the Health Department. Inspections annually from the Fire Department in some case. Zoning inspections that happens when business licenses are first issued. The City has its Ordinances, that it has the staff and manpower to follow up on. I'm not sure how we could ever follow up with the Health Department and some of the other inspections that are required,

on all of the things we already check for. And I don't think that we can require those other State Agencies, we can't force them to report things to us. And to be honest, if a food establishment got a negative checklist of items based on an inspection and corrected them, presumably the problem has been solved. And what happens between that date that the problem was solved and the next time that they have an inspection, it's hard to say how they operate their business during that time."

Councilor Maestas said, "My issue is not what happens after we issue the license, it's their standing. And I think anyone that has the privilege of doing business with the City and providing such a specialty service on the Plaza should be held to a high standard. And so that's why I thought there should some kind of basic screening in all those areas. Obviously, what happens after that, is up to all of the appropriate regulatory agencies. But what we can do is, if you want to apply for this, you need to be a reputable business, in good standing all these key areas. And I don't have any specific language to offer, but maybe Sev and I can do some more research and see if we can add some language to this application section between now and the time it goes to Council. I would be happy to do that."

Councilor Maestas said, "In the criteria on page 5 of the Ordinance, I notice... page 5, line 22, there was 30 points given to the personal interview of the applicant. And I felt like that seemed like a lot, that's 30% of the total. And I really felt like the criteria or the evaluation factor on page 6, like 2, part B, up to 10 points for compatibility and diversity of the pushcart and food items with Plaza activities. I thought that should be 30 points, and the interview 10%, because I think that's more important. I think we do want a diversity of food items among the vendors. And so I was kind of puzzled. I don't know what the basis was for this new revised criteria. But I would suggest just a high point total allocated to Factor D, the compatibility and diversity of the pushcart and food items, and maybe lower the point allocation for the interview. Is there a reason why it's 30%. What was the rationale for that."

Mr. Gurule said, "The rationale behind that is, for several years that I've worked on this program, the interview with the applicant themselves tells a big story on how the applicant actually presents their product, how they make their product, and basically how is that they are going to be ambassadors, as most vendors around the Plaza, to be ambassadors of the City. They get approached a lot by the community and visitors. It's an attempt to really get to know the applicant. And it's a one on one presentation that the applicant has with the jury panel that allows the jury panel to ask specific questions to the applicant, based off the application they submit. And it gives more opportunity for the jury panel to do the best they can to score it appropriately."

Councilor Maestas said, "But it seems based on the description of that factor, they are only interviewed regarding their food item, how they propose to sell it and how it's prepared. They're not meant to be knowledgeable of City history. They're going to know the food product and how it's prepared. I just thought that 30% of the entire scoring is having them tell us about their own food item. I would rather score them on the diversity of their item."

**FRIENDLY AMENDMENT:** Councilor Maestas would like to amend the Ordinance to change the point allocation Factor B, to reduce that to 10 points and raise Factor D to 30 points. **THE AMENDMENT NOT FRIENDLY TO THE MAKER, BECAUSE WE'VE SPENT SO MUCH TIME TALKING ABOUT THIS, AND THE FOLKS THAT HAVE WORKED ON THIS SO MANY YEARS IN THE PAST, THE COMMITTEE THAT DID THE INTERVIEWS FELT STRONGLY THE INTERVIEW WAS A VERY IMPORTANT PART OF THE PROCESS.**

Councilor Maestas said, "It doesn't make sense. This is an existing scoring criteria. I'll have to take another crack at it later. Let's move on to the Resolution since we're talking about that. On page 2 of the Resolution, the term is not defined anywhere, unless I'm missing something. I know it's 3 years, but is it January 1. I just think we should put the actual term when it begins and I think it's January 1<sup>st</sup>, it's a calendar year term."

Mr. Gurule said, "That is correct. The license is issued for the calendar year, with the exception of the upcoming one to allow time for an amendment, but it is issued on a calendar year basis."

Councilor Maestas asked if that is clear.

Mr. Gurule said, "Yes sir, on page 2."

Councilor Maestas said, "So it's in the Ordinance but not the Resolution."

Mr. Gurule said that is correct.

Councilor Maestas said, "On the rate increase, we are doubling the rate to pay for the administration of this program of issuing the permits, and so we doubled it. We obviously did some kind of cost evaluation, but why are we doing 2% per term. Page 2 of the Resolution page 21 of the packet."

Mr. O'Reilly said, "Part of the process, in trying to figure out what was the correct fee to charge in this case, was an analogous analysis, if you will, of what we might lease this property for, were we to lease it, which we do as you know lease various properties around town. And it was based on our projections, and I would say, albeit very conservative projections of what would be the lease rate for land on the Plaza, given what Sebastian just referred to, which probably is some of the most valuable land in the Southwestern United States. I believe there was a desire not to excessively increase the total fee from \$1,500 to something much much higher, which, in my humble opinion as the Asset Development Director of the City, I think it could be."

Mr. O'Reilly continued, "Most of the time when we lease the property, sometimes it is a set percentage, 2%, 2½%, 3%, sometimes it's tied to the CPIU. The CPIU over the last 20 years, somewhere between 2.4 to 2.6% depending on how you calculate it on an average basis. I think it was an attempt to make sure that we were properly charging the correct fees on a yearly basis and that they were escalating, similar to the way we would escalate the fees for a lease. And it certainly could be another number, other than 2%."

**FRIENDLY AMENDMENT:** Councilor Maestas said, "I don't think this Resolution has been updated to reflect the amendment of the term from two to three years. I think the amendment in our packet speaks only to the Ordinance and not the Resolution. Specifically, line 6, page 2 of the Resolution. And then the terms that are listed on line 8 through 10." Mr. O'Reilly said, "That appears to be correct. The Resolution and the Ordinance, if it's the Committee's recommendation that it continue to go with 3 years, that both of them would be to be updated so that the Resolution matches the Ordinance." **THE AMENDMENT WAS FRIENDLY TO THE MAKER AND SECOND, AND THERE WERE NO OBJECTIONS BY THE OTHER MEMBERS OF THE COMMITTEE.**

Councilor Maestas said, "Just a recommendation for better language on line 5 of the Resolution, where it reads, '....The annual fee shall be increased by 2% per term of a pushcart vendor license following the 2015-2017 term...' And delete the sentence on page 2 of the Resolution, line 11 as follows: '~~After the 2019-2020, the annual license fee shall be increased by 2% per term....~~' Councilor Maestas said the 2% increase is in effect after the initial term. He said, "Just some recommended language, but do change the term from 2 years to 3 years."

**RESTATEMENT OF THE MOTION AS AMENDED:** Councilor Lindell moved, seconded by Councilor Trujillo, to approve Item 17(A), the proposed Plaza Pushcart Vendor Ordinance, as presented.

**VOTE:** The motion, as amended, was approved on a voice vote, with Councilor Lindell, Councilor Trujillo and Councilor Rivera voting in favor of the motion and Councilor Maestas voting against.

**MOTION:** Councilor Lindell moved, seconded by Councilor Maestas, to approve Item #17(B), the proposed Resolution, with the recommendations of Councilor Maestas to which the maker has agreed.

**VOTE:** The motion, as amended, was approved unanimously on a voice vote.

## **18. GENERAL BUDGET DISCUSSION (PLEASE BRING ANNUAL OPERATING BUDGET BOOKS).**

Chair Dominguez said this is a follow-up on previous budget discussions. He said the Resolutions regarding IT which were introduced by Councilor Ives are in the packet. He said he was able to capture as much as possible from the Governing Body and put it in memorandum form which was circulated to the rest of the Governing Body members from Kelley. He said we will continue the previous budget discussions and try to "narrow down some policies and get to a better place."

Bryan Snyder, City Manager, said a good portion of the items in the packet are Human Resources related and he has asked Sandra Perez, Director, Human Resources Department, to speak those. He said she has asked the team from Aon to speak regarding the health plan. He said he will interject comments as needed throughout the presentation

## **A. UPDATE ON FINANCE DIRECTOR**

Mr. Snyder said he has a follow-up interview tomorrow afternoon with a potential Finance Director, and hopes that goes well. He said Chair Dominguez has agreed to sit in that interview just to have a Governing Body perspective, noting that position will work closely with the Governing Body and he wanted to get a take from the Chair, as he has in previous interviews.

## **B. HEALTHCARE**

A copy of *City of Santa Fe Health Insurance Plan Comparison*, provided by staff, is incorporated herewith to these minutes as Exhibit "2"

Sandra Perez acknowledged the team from Aon – Todd Burley, Eric Weinstein, and Dawn Montano. She said Keli Hutton, a member of the Benefits Committee, also is from the Firefighters Association, noting he may want to address the Committee about benefits. She introduced Vicki Gage, Benefits Administrator Manager and Operations Manager, in Human Resources.

Ms. Perez said we will be discussing packet pages 9-20 of the packet, along with the handouts. The first is a supplement requested by the Chair, which is a comparison of our health plan with other municipalities, with particular focus on those municipalities which were self funded. She said Ms. Gage can review this document in a little more detail.

Ms. Perez said Councilor Maestas asked for the Benefit Committee Report which is due to the City Manager and Governing Body March 1<sup>st</sup> of every year. She said this is basically a verbal report made through the budget process when H.R. is presenting its budget and we get to the health care piece, noting that is separated from H.R.'s budget for discussion. She said this is the last year in our plan and the only recommendation was the change to making the premiums in line with inflation and increased costs.

Ms. Perez said the Benefit Committee discussed a few plan changes and decided not to recommend anything moving forward into the last year, and to save those until the RFP is issued, responses are received during the negotiation for a new four-year contract. The only time there is a written report is if it regarding design plan changes. She noted they distributed copies of the five-year effect on the health plan, its self sufficiency. The Committee adopted the premium increased on that study.

Ms. Perez noted the summary of collective bargaining agreements regarding health insurance benefits on packet page 20, and Ms. Perez reviewed that. She said she spoke with Legal and if we want to talk about differences in premium cost sharing, there is no harm in discussing the effect on the sustainability of the plan based on a different tier structure for different plans. We also can discuss anything in plan designs. There is no language specific to deductibles in the collective bargaining agreements, and no plan specific in AFSCME to co-pays. There are specifics in the Fire and Police agreements which say the co-pay shall remain the same or lower, unless the Group Benefit Advisory Committee and both parties agree. She said the same would be with regard to premium cost sharing.

Ms. Perez said Resolution regarding the Group Benefit Advisory starts on packet page 17. She said the recommendations from Aon during the year would be presented to the Benefit Committee, and if adopted, they come to this body as recommendations. She said if not adopted, there is no report to the Governing Body from the Benefits Committee, but, if adopted this Committee can recommend that any and all changes recommended be presented to the Governing Body.

Ms. Perez said the RFP will be issued in December, and there will be more to discuss when they are scoring the RFP and making final recommendations, during negotiations for the final plan design.

Ms. Perez said she did call the New Mexico Municipal League, and spoke with Ed Zendel who said in comparison, the League plan is going to be very expensive compared to what we are doing. Their plan is geared for smaller municipalities, because they aren't big enough to leverage the market for affordable insurance, noting there is a membership of 900. If we were to join, we would be adding 3,315 members, and as he said, "We would be the 800 pound gorilla in the room."

Todd Burley, Aon, reviewed the documents in the packet. Please see these documents for specifics of this presentation.

**Keli Hutton, Benefits Committee**, said, "I have been on this Committee since its inception, June 2005, Resolution 2005-52. Terms were supposed to be four years. I'm well into my third term on this Committee. I'm here to represent the Fire Department Union, and have done so since joining the Committee. The information you have before you tonight, I believe paints a picture that toward the future is going to be hard to sustain. We understand that. However, there is nothing better in the City than its benefit plan. I live outside of town because I can afford to. I don't work here for the money. I work here for the benefits, because I have 3 children and a wife, and this is pretty important. However, having been on this Committee for the last nine years, I can see the light at the end of the tunnel, and it may indeed be a train. So we do need to do something about this. We need to address these costs. Trending, nationally, 8-10% health care cost increase, we're not out of the norm. We're on the same path with that. That being said, until the nation or the world figures out some way to fix our health care cost problems, we're going to have to make some pretty tough decision."

Mr. Hutton continued, "The contracts, as they are written, limit how much we can do with copay costs, and changing anything in the plan. Nothing has come down, to my understanding, through negotiations to change this. My job on this Committee is also to go back to negotiations and say guys, something's going to come. We've got to do something. However, with that being said, I know there are members on this Council who are also members of the plan. So, it affects all of us. I don't know what else to say. I think I've said my piece. Do you have any questions of me."

Chair Dominguez said the Committee may have questions of Mr. Hutton. He said one of the things that makes this Committee so unique and special, is the value we place on our employees. Health care is very important and plays a significant role in our challenges, balancing the budget and making sure we consider all the priorities. He thinks it speaks to the investment we have made in our employees for a number of years. It is a very good plan.

*The Committee commented and asked questions as follows:*

- Chair Dominguez asked what is meant by the top 10 providers, and if those are individuals, organizations or doctors that are providing services to the plan members.

Mr. Burley said this is based on what the City has paid, noting in the Plan Paid column, for 2012-2013, it means the City paid \$3.7 million to Christus St. Vincents Hospital for services related to the City's employees and members..

- Chair Dominguez asked if we know the services that are provided – emergency room and such.

Mr. Burley said there may be some for Christus St. Vincents, but for the majority of the providers on the list, those are not emergency services.

- Chair Dominguez said in looking at Christus St. Vincents, it's obvious it is the largest provider, but we don't know how much of the \$3.7 million is because of ER visits, or anything else. Do we have that data.

Mr. Burley said they can get that data, but he doesn't have it with him this evening.

- Chair Dominguez said then this is not just for alternative medicine.

Mr. Burley said no. He said that report was provided in relation to the question asked regarding alternative medicine at the last meeting. It is unusual that two of the top ten providers would be alternative medicine providers. Those are all medical services.

- Chair Dominguez said then those providers are based on the current plan with a \$125 copay.

Mr. Burley said, for emergency services that's correct.

- Chair Dominguez said whatever we do, he doesn't know how significant the impact will be, but the more we understand, the better it is for everyone.

- Councilor Maestas said Ms. Perez told us previously that she needs some decisions from us regarding the plan, leading up to the issuance of the RFP for "the next fund manager." He asked her to tell us her expectations of this Committee in this regard.

Ms. Perez said, "Right. Last time we were before you, we were saying we were really going to be thinking about and discussing big plan design changes, cutting of different options which no longer will be covered, dramatic changes which some corporations have done where they're not allowing coverage for spouses, and only covering the employee, things like that. If we were going really go that large, radical decision, then we would need to know that before we let the RFP, because then people would respond differently. We went back after that meeting and started dissecting some of



this information, and looking at past RFP's that the City has done. And Vicki and I put our heads together and really talked through it. And what we discovered was, we can put the RFP out, based on the plan design we have now, and put language into the RFP, which Aon is helping us with, so we can really look at it. There are so many different health plans out there too that are offering coverage because of the Affordable Care Act."

Ms. Perez continued, "We might have more than just the top three people bidding. Usually we get UHC, Presbyterian, Blue Cross/Blue Shield, Lovelace. At most now, there's New Mexico Health Connections, and Christus has its own health plan now, so there may be even more health plans submitting some type of proposal. So after we looked back at the past history, we found, we put out the RFP the way that is. They've put in their proposals, and then as you evaluate those and go for your final contract, that can be when you're making your plan design decisions to say, okay great, thanks for all this information. Now that we write the contract, we're going to write it for this kind of plan design and not everything else. So it's probably better to cast the net even wider. Go with the plush plan that we have now. Get all of that information in, and then make those decisions. So it's not as critical to have that decision made now to go out for the RFP as I thought it was about month ago."

*Councilor Trujillo departed the meeting*

- Councilor Maestas asked if that could translate to higher fees if we bring these major changes to the plan after they bid on the plan as it exists today.

Ms. Perez said, possibly, but she thinks the magic would be the language of the RFP as issued.

- Councilor Maestas said he is disappointed, saying he was hoping there was something which would push us into take action, noting he is ready to take action. He said he wants to work with the unions and the Benefit Committee. He said this is the reason he is curious about the lack of formality of recommendations from the Committee, because "after I read the resolution, just the word cost containment. We're not holding the Committee solely responsible for keeping it solvent." He said he thinks they are in terms of at least giving the Governing Body recommendations on cost containment, which means making it self sufficient and sustainable."
- Councilor Maestas continued, "I think we have enough information. My hope is that we can take action on some changes, and not just considering the way it's running currently. I think in the past, we've had estimated escalation of costs. It would be great if we had that now, because I don't think it's in the packet. But I think it was a straight line 5% estimated increase beyond the next fiscal year."

Ms. Perez said, "When you said you wished there was something that would push us into it. In all honesty and candor, which I think this Committee absolutely expects from me, my fear was, I would never get an RFP out. I think we would still be here talking through it and discussing it into January and February. And I was honest with Vicki about it, and she said you know we can put the RFP out now, and still have those hard discussions. You will have to have the discussion and

the decision by the time we award the vendor and we write the contract. But my fear was we wouldn't get an RFP out. And then by the time we did get it out, we wouldn't have enough time to score it properly, make a good decision. And the last time I wanted was a decision made out of haste, instead of out of thoroughness. I'd rather have the thoroughness come while the RFP is out."

- Councilor Maestas said it would be good to get something in writing that is comprehensive, in terms of cost containment measures, so it is well thought, instead of giving us piecemeal solution which don't solve the overall problem. This is a recommendation. He said, with regard to the comparison sheet he provided of the other plans, he doesn't see a premium cost-share ratio. He asked if they know what that is.

Ms. Perez said she thinks the State is the only one that does a tiered premium plan, and that required by statute, and she believes it is 60/40, 70/30 and 80/20, based on pre-determined income brackets and how they fall.

- Councilor Maestas said, "Then both the *[inaudible]* and the HMO are tiered."

Ms. Perez said yes. She said approximately 2/3 of the State employees will fall in the less than 50 on average, but really they're in the in middle of the box. She said, "What we did for this copay that we show for the premium is we went with the most comparable to ours, so we went middle of the box with them as well."

Ms. Perez continued, saying Rio Rancho and Farmington have an 80/20 split and the City is 76/24 rounded. She said, for example, the City of Farmington, for hospital in-patient, has a \$400 co-pay, a deductible and a 10% coinsurance. She said the City has a \$250 co-pay. The State has \$1,000 or \$500, depending on the plan you pick. Farmington still has a high premium, but it also has deductibles, copays and coinsurance all lumped-in. She said it is not unusual for a plan to cover 76%, but 76% of a really rich plan is a lot, noting our actuarial value is 93% and theirs is 86% for the platinum plan. She said she doesn't know the actuarial values of the other plans.

- Chair Dominguez asked, for example, in Farmington, if the 80/20 split is for all employees, whether or not they are in a bargaining unit, or if that is negotiated. He asked if we have the information broken-out like that.

Ms. Perez said it wasn't broken down, but she believes it is across the board. She noted the State's is across the board and it is not negotiable.

- Councilor Maestas noted on page 11, the possible adjustments to the plan, and asked if this was presented to the Benefits Committee, and Ms. Perez said this is correct.
- Councilor Maestas asked if the Benefits Committee has any recommendations. He asked if that Committee has come up with any principles for the reductions, such as it doesn't impact the current negotiated union contracts. He would like to start winnowing principles to pursue with any

changes, and he wants to be consistent with the Committee. He asked Ms. Perez to articulate what the Benefits Committee would like to see before we move forward with any changes.

Ms. Perez said at this point the only thing the Committee agreed upon for the next plan year is the increase in copays for alternative medicine/treatment benefit.

Ms. Gage said, "That is correct. During the past month, since March forward, we've been meeting twice a month and we've been studying, primarily, alternative medicine, because it was presented to us by Aon. And we saw how much the plan was spending there. And likewise, we were surprised that we had alternative providers making that top ten list of top paid providers, which includes hospitals and organizations that you would expect for us to be spending a lot of money on. So, after a lot of drilling down the data, the Committee did recommend that we do raise the copay amounts for alternative medicine. And I think when you look at our comparison, we see that alternative medicine.... let me back up here a minute. And also combining the number of visits an employee can use for combining acupuncture and chiropractic together, different variations in order to bring down those costs. It's been talked about at our meetings, that a lot of our employees like that benefit. A lot of employees feel that they receive a lot of benefit from those types of treatments."

Ms. Gage continued, "So, when we're talking the philosophy of the Benefits Committee, the membership, they're representing each of the unions. And as Keli Hutton mentioned, all of us are also covered on the plan. And we discussed the certain changes that can happen. I think where we get hung up sometimes is we start to think of how is this change going to benefit the employee that has 5 kids, and when they have to take all 5 kids to the doctor, and we've raised the copay by \$5 or \$10. I think that's what we get hung up a lot, is our empathy for our fellow coworkers. As he said, it's a very sensitive issue, and I think sometimes people are hesitant to want to be the one to pull the trigger, so to speak."

- Councilor Maestas said he wants to know the timeline, commenting it seems okay to go with the RFP. He said, "Soon after the award of the RFP, we really need to come up with some plan changes, number 1. Number 2, I want to get a sense for where the Committee wants to go with this, even if it's just based on principles. And I don't get a good feel for a comprehensive recommendation, certainly nothing that comes close to cost containment. I think you're leaving it up to us to make these changes. And I would rather have the Committee drive a comprehensive list of cost containment measures for us to take action. That's where I'm going Mr. Chair."
- Councilor Maestas continued, "And I want to finish talking about page 11. There were a number of scenarios regarding copays and deductibles. And this was presented to the Committee. The Committee didn't make any decisions. Can we at least conclude that the Committee wants to maybe change copays and deductibles. And the reason I ask, is I know copays are in the collective bargaining agreements for the POA and SFFA. I think we're going to have to work together on this, and if we have to start from principles, let's do that. And then focus on the areas on making plan amendments without disrupting the collective bargaining agreements, if that's our goal."

- Councilor Maestas continued, "So tell me about these options on the copays and deductibles. What are you recommending to us. It's easy to give us information and tell us what the financial impact would be of changing a copay, but is it a recommendation. Is it part of a number of recommendations. Are your recommendations limited to copays and deductibles. You guys have to help us out here. Otherwise, we'll make decisions on our own, and it may not be acceptable, to not only the unions, but to the Committee as well. And I don't want to do that."

Ms. Perez said, "This sheet is in response to, when Todd presented last month, saying that Aon had presented a number of different ideas to the Committee for consideration that would affect the plan design and adjust cost expenses to the plan itself. And the Committee rejected each of them, and they said can we see what those were. So this was put together as a summary of what Aon had presented to the Committee. So Aon, when it's doing its job, comes to the Benefits Committee meeting and says, we've been watching your plan and how it works and where the members are taking your costs, and these are things that have added up. And these are things we can recommend, or ideas that can help bring down the cost in the plan. And they talk about them and the Committee says no, we're not accepting them."

Ms. Perez continued, "So these are not being presented this evening as ideas for this committee or the Governing Body to say yes, let's do those, or not. We would need to go back to the Committee and say now is the time. We've got to have this serious conversation and we've got to say we know we have to make changes. And if we're going to make changes, what are the recommendations you're thinking of, because we are going to present what Aon's recommendations are. And as you can see, it's got to be combination of both. You're not going to get there by just tweaking your plan design a little bit, or just focusing on premiums a bit. I think it's going to have to be both places. You're going to have to affect your plan design and your copays, but I think Aon can probably speak to that more thoroughly."

- Councilor Maestas said he would think our goal would be to realize an immediate cost savings, noting we are running at a deficit of \$322,000. He asked what plan amendments we can make to keep pace with the escalating costs. Do we issue some kind of indexing mechanism in here. He asked what is our target to reduce the deficit, or are we expected to keep running at the same deficit. He said, based on the last sheet we received, there was a 5% assumption of escalating health care costs. He said, "Our target for today, is to make up through plan amendments, and then how do we address the escalation of costs through plan amendments. Am I off, just tell me, just so I can start getting an idea of how to solve this."

Mr. Burley said he thinks it is a two step process. He said, "If you recall the 5-year projection we looked at last time. What really drives that 5-year projection is the additional amount of money that the City of Santa Fe is willing to put in, and from that we back into an additional amount the employees would put in, based on the 76/24 split. And then, any difference in that, would maybe be made up through benefit changes. And I think part of the gap in the discussions with the Health Committee is that we don't know the starting point. In other words, we don't know next year if the City is willing to put in \$15 million, that we think the costs are going to be \$4 million, the employees put in \$3.5 million and we need to come up with X dollars of savings. So it seems

we've gone around in circles, because there doesn't seem to be a firm amount that we need to reduce benefits by. And when that's the case, then the benefits don't get reduced at all."

Mr. Burley continued, "Now, the Committee did agree to the increased copay for the alternative medicine benefit which was projected to be a \$200,000 savings. But I think that's part of the roadblock the Committee faces, is that there's never been a firm directive. It's that vague, nebulous 'you need to work on cost containment to the tune of \$200,000 or \$400,000'."

- Councilor Maestas asked the time frame for the collective bargaining agreements.

Ms. Perez said, "Each one has a different expiration date. But with any of this, because it has to do with appropriations and what would be appropriated, and if there's something in the contract which isn't appropriated and therefore not funded, it is an immediate reopener and you're back at the table. So it doesn't really matter about the expiration dates. We can reopen at any time."

Ms. Perez continued, "One thing Vicki and I were just chatting about, that she and I have discussed before, is I've also seen where employers, whether in the corporate world, or some governing body entities, when they're setting the budget, they say to a group benefit committee, such as this one, okay you have \$14 million. That's your budget. Go design your plan, figure out what it's going to be, cover these main points which the Affordable Care Act gives us, 25 or 35 of them. You have to cover those, and cover them at a certain amount. And then after that, this is your budget. It's got to include premiums and it's got to include the plan design. That's another way to get at that."

Ms. Perez continued, "What we have done is we've gone after all the low hanging fruit. We have gone after the emergency room, we increased the copay. Now we've talked about a big one, which was the alternative medicine, but even at that, it's only going to put back I think about \$330,000, which is a chunk, but it's still just that. And you know where we'll be after 3-4 years. So that's another approach that could be 'played with' if the Committee just can't get to the hard requests and recommendations that say this is the complete plan design change. Here's our idea for premium design change. Let's see where that takes us and what we end up with for sustainability. I think if you have to get to the point where you're asking the question do you want to recommend, or do want us to just tell you how to do this, I think one way could be, this is your pot of money and this is what you've got."

- Councilor Maestas asked the deadline for the Finance Committee decisions in terms of plan changes, if any, and Ms. Perez said it is January 31, 2015
- Chair Dominguez said he would like a memorandum that clearly articulates everything Ms. Perez just said, with regard to deadlines, discussions you have had with the Benefits Committee, as long as it's okay and is approved by Legal, noting he is trying to give direction to staff on what we want staff to memorialize in that memo.

Ms. Perez said, "And I would add the cost containment measures that are solid from the

Committee that Councilor Maestas talked about, and then attacking this whole thing – what is the recommendation going to be, or we're looking to the Governing Body to just tell us what it would be – that would be from the Committee's discussion."

- Chair Dominguez said the Memo should contain some ideas on what our options are.
- Councilor Maestas said the Memo also should address any recommended changes relative to the other competitive plans that are out there.
- Chair Dominguez said, for example, what has been agreed to with regard to alternative medicine, noting one of his questions was the analysis which was presented to the Benefits Committee by Aon, and the entire thing was rejected by that Committee.

Ms. Perez said to be clear, these things were presented, not necessarily in this type of summary sheet, or were presented as different pieces at different meetings and discussed individually. And then this summary sheet was put together.

- Chair Dominguez said, "This is the summary sheet that was ultimately rejected by the Committee."

Ms. Perez said, "Ultimately, yes."

- Councilor Maestas said he understands the more coverage we have, the more apt it is to escalate. He asked, "What does that translates into, and how sensitive is the projected escalation with reduced coverage.... I'm getting a little frustrated."

Mr. Burley said, "The trends used in the projection ranged in the 6.5 to 7.5% range. Part of the way the benefit changes mitigate that trend is that you apply 7% to a lower claim number. So with the richness of the City of Santa Fe's benefits, that's 7% on \$18 million, instead of 7% on \$16 million. See, that's part of the escalation due to the richness of the City's benefit plan."

- Councilor Maestas said, "Then the percentage would be the same, but the total amount, depending on how much you have, would change."

Ms. Garcia said, "I think when you asked what the principles were. On the Employee Committee, is what principles did guide us. There were three principles. One was the copay and how it impacted the individual employee from the financial portion of it. The second one was premium sharing, how much is the City willing to give the fund the additional cost to mitigate the increase in premiums. And the third one was a benefit change, and how those changes will impact both the City and the employees' family. Those are the three different areas that we took a look at. And of course, each one impacts each person individually. From the lowest wage earner in which, if you increase copay, it impacts them. Premiums, it impacts them too. Do you want to impose the increase to the City and to the employee with caution. Or do you want to incur the benefits in which you want to maintain a certain level of insurance rates. Those are the three areas looked at by the Committee."

Ms. Garcia continued, "And of course, not knowing what the City is willing to contribute, and maximizing that, then we went to the benefits. Do all the members use all the benefits, or is it for a selected few. Those were the criteria we used to evaluate what are we going to look at. And like Sandy said, we chose the low hanging fruit. Now we need guidance as to what is the premium limit we can look at. What are the employees willing to pay to maintain the solvency of this insurance, and the third is can we move some of the benefits to maybe a different plan. Like, one of them is the Blue Shield Major Medical/Minor Medical Plan. The RFP can give us something like that. So, we did look at those areas and those are the 3 principles that we evaluated by. Am I right."

Ms. Perez said, "She's correct on the three principles and kind of what the discussion pieces were around, and she's correct about some of the ways the discussion went. I think one thing that Aon can also do for us, is one, a cost analysis for us and an analysis sheet, similar to the 5 year time you looked at, right, that showed how we would be on self-sustainability, if for example we had the health exchange platinum plan as described here. What would that look like to us in place of what we currently have, and what we would have if Rio Rancho's or the State's plans were in place of what we have. And that would give us the comparisons on sustainability if there's any pieces of that we think would make a difference as well."

Ms. Perez said, "In respond to Teresita's last comments, about including in the RFP something like a major medical coverage plan only. I get really nervous when we start talking about shifting people to different plans, because you have to be really careful. The Affordable Care Act is very clear about plan shifting and claimant shifting and where you're going to put what would be perceived as sick people versus well people. And we've got to be really really careful about that. So, we've got to be really careful on how we put that out, and what it is we want to achieve. If we want to go after a great plan like we have and we want them to also bid the RFP in response to what would a major medical plan coverage only be. Do that as a separate section in your RFP and we can word the RFP to do that. But, we haven't brought it up as much in the Benefit Committee, because it isn't the place for that, and we get really close to violating federal law about shifting sick people and well people to different places, so we're being careful."

- Chair Dominguez said, "The Finance Committee will direct you to provide us, in that Memo, that discussion about a separate major medical plan and shifting some of these claimants, just so we can look at it."

Ms. Perez said, "Legally, we can't shift claimants."

- Chair Dominguez said, "I'm not asking what we can do or not do legally. I'm asking you to articulate that in the Memo."

- Councilor Maestas said, “Since we’re on the memo, and in response to what Teresita said, I took it to mean copay, premium sharing and benefit changes are the most sensitive and most impactful to employees. So it’s not meant to be a focus, it’s meant to be almost an avoidance, and we should look at other solutions. So if you could clarify that in the Memo that that’s the general wishes of this Committee, I think that will help us in focusing certain changes and trying to avoid making changes that are the most impactful to the employee.”
- Chair Dominguez asked, “Is it within our purview, Kelley, or Brian or anyone, for us to ask for the Benefits Committee to provide a Memorandum. Because really it comes down to that we don’t know what’s going on in the Benefits Committee. So can we ask them to provide us with a Memo about some of those things that Teresita just talked about.”

Ms. Perez said, “Absolutely.”

- Chair Dominguez said, “I think it want it separate.”
- Councilor Rivera said he would also like the Benefit Committee to look at the potential benefit changes again, commenting some of the changes look very reasonable, and he doesn’t think those would take away from the entire package, and we would still have the richest plan in the State. The changes would be minimal, but would save a considerable amount of money for the City. He doesn’t want to get to the point where we say here’s your budget, design the plan, but he is afraid we’re sort of nearing that time and place. He would rather have the Committee come up with changes they feel they can handle and recommend, commenting that he understands the reasons they wouldn’t want certain changes.
- Councilor Rivera said on packet page 12, it indicates in 2010-2011 to 2013-2014, there was a decrease in emergency room visits, and asked if that was the result of the change in copay.

Mr. Burley said that is correct, noting the change was effective July 1, 2012.

- Responding to Councilor Rivera, Mr. Burley said hopefully the decrease in cost is that the members going to the emergency rooms are going for more serious conditions, therefore more costly conditions, and hopefully conditions appropriately treated in the Emergency Room. He said part of that can be evidenced by the increasing percentage of ER visits that end up being admitted to the hospital.
- Councilor Rivera said he heard someone say that alternative medicine was a benefit for many people, but he also heard that only 10% of the enrollment are taking advantage of that benefit.

Mr. Burley said that is correct – about 350 members per month use the benefit to the tune of about \$70,000 per month.



- Councilor Rivera said he applauds that change they are recommending. He asked the mix of physicians providing alternative medicine that are considered in the top 10 providers. How much do they get from the insurance company and from other sources, Medicare, Medicaid.

Mr. Burley said he doesn't believe Medicare or Medicaid cover these types of services.

- Councilor Rivera asked if the providers are able to charge whatever they want.

Mr. Burley said there is a contracted rate between United Health Care and the provider.

- Councilor Rivera asked if the contracted rates can be negotiated in terms of our plan.

Mr. Burley said United could try to negotiate the rates, and they already have for the most part, noting the actual allowable rate is roughly 50% of the billed rate, so it is already about half what they would charge someone off the street for that same service.

- Chair Dominguez asked if the basic split is the same for exempt employees, and Ms. Perez said yes.

- Chair Dominguez asked if the City were to increase the split for exempt employees, what difference would it make, if any.

Ms. Perez said it would be negligible, but she can run the numbers for the Committee. She said the exempt employees would include everyone at the Courts.

- Chair Dominguez said he is reluctant to go there.

- Chair Dominguez said Ms. Perez has been given direction, and hopefully we can continue this discussion at a later date.

- Chair Dominguez asked the projected cost from the General Fund for health care in the next fiscal year, at *status quo*.

Mr. Snyder said he doesn't have a breakdown between the General Fund and the enterprise funds. He said the City as a whole, is around \$14 million, but he doesn't have the breakdown. The projections are for an increase of 7% of that \$14 million.

- Councilor Maestas asked Mr. Snyder to email a copy of the five-year projection sheet which was provided to the Committee at the previous meeting, and Mr. Snyder said he will do so.

### C. FISCAL IMPACT REPORT

Mr. Snyder said the proposed Fiscal Impact Report is on packet 125. He said he asked a group of internal staff to look at the existing FIR and determine what works and doesn't work, and to consider any previous feedback from the Governing Body. He said the form has been changed quite a bit and he would like feedback on that. He said it looks like there are a lot of steps and it looks voluminous to complete. He said they are planning on setting it up as an interactive form so it can be done on-line in a streamlined fashion. He said Directors from two departments, HR, IT, the Finance Director and he have to sign-off on it. He said the goal was to streamline the form for fiscal impacts as well as impacts in general to get to a true impact. He said they can incorporate any proposed changes or move things around before the next meeting.

Chair Dominguez said this afternoon we discussed the two Animal Control Officers, and he doesn't see a place on the form to answer the question about the source of revenue to fund the request. He asked if Revenue Sources is intended to answer that question.

Mr. Snyder said yes, noting that is on page 127, section 4.1.

Ms. Garcia said the report was designed to be used for any kind of impact, and not just financial – the operational impact. She said in section 7, there is a financial impact analysis to be completed by the Finance Director, where they would summarize how it would impact the City as a whole. She said it deals mostly with the department's understanding of what is needed and how it would impact their budget, but the Finance Director will analyze it as an impact to the City as a whole. She said, "That ties up with whether it is going to increase FTE's in the General Fund, or increase an FTE in Public Safety which would be increasing property tax, or however that action would affect the City as a whole."

Chair Dominguez said he doesn't want to get into this too deeply, commenting he believes there is a bit of a philosophical question for the Governing Body, and there are things that can't be measured so easily with budgets. He said, "I think that the members of the Governing Body should be given the opportunity to justify something themselves. This doesn't quite capture that."

Mr. Snyder said, "Section 1 is intended to be filled out, or you can fill it out with staff, but working with the sponsor to get some of those basic questions and what you as a sponsor may be thinking. Staff can guide through the process as well as get some of that on the front end."

Chair Dominguez said then Section 3 is where that summary would go – all on one line.

Mr. Snyder said it's just representing a space, noting this is an interactive form, and can be as long as you would like, and there can be a graph, a chart, a map, or whatever you want it to look and feel like. He said the space is designed to fill in the blank whatever that needs to be.

Chair Dominguez said this is a good start. He found an old FIR from 1985 which seemed to capture all of this, but it was all on one page. He said, "So, sometimes, less is more. But we have been talking about unfunded mandates and the FIR, and so I think this is a good start."

Councilor Maestas said this looks like maybe a checklist that the City Attorney's Office would do when a Councilor wants to introduce any legislation. He asked, "Is there an established checklist that you have when you first receive the title of a resolution or an ordinance. Because it would be good to find out what your process is from the City Attorney's Office perspective. Because obviously this kind of melds in legal risks, policy conflicts and financial impact. Do you have anything like that."

Ms. Brennan said they don't have a written checklist, and they rely on our institutional knowledge and experience to inform us, "but we don't have a formal checklist, no."

Councilor Maestas said, "This could serve in that regard, and maybe it could be not so much a fiscal impact report, it could be a policy impact report, and it could be used from cradle to grave." He said this is just a suggestion. He said he likes some of the things such as assessing the legal risk, identifying any impacts to existing policy, conflicts with existing policy, in addition to all of the financial stuff. So, this could be a broader document we could use in all offices having to do with the process of legislative development.

Chair Dominguez said he agrees. He said in the past we have discussed putting in a childhood assessment or impact – how this would impact children. He said, "For me, and this is a good thing, this asks the Governing Body to be much more engaged in writing legislation and getting it approved. I think it's a good tool for us and it might be a good tool for staff."

Ms. Garcia said, "The top page is exactly what you're asking. It's a checklist for the liaison to identify whether it's applicable for the legal conflicts in rules. So when the Councilors come in and request legislation she will fill these out as applicable and inapplicable. Then the pages behind that get filled out by the appropriate staff that she designated as applicable. And then the department will review the different sections. So we designed the first page so if there is no budget impact, no technology impact, if it is a Resolution to give guidance to the President, you can just use this one sheet, and say no, no, no, there's no impact, and it would be attached to that resolution. So we took that into consideration where you can use the front sheet as your checklist to determine where it went through, and then the supplementary sheets if you needed more information, more explanation or more analytical review on what is needed. So the first sheet was designed as a checklist. If it's not applicable, then the first sheet would be attached, but if you have more detail, the other pages would be attached."

Mr. Snyder said the goal of this is to have a form that you're used to seeing. He said some of the things may not be applicable, but it is a form they are used to seeing and some sections will apply, and you are expecting this to come forward with resolutions, ordinances from a fiscal impact standpoint. And it may not be a resolution, but it may have some impact whether it is a community impact, but no fiscal impact. He said it's a form that staff will get used to doing, and the Governing Body will become used to seeing and understanding – to get a communication tool we're used to using, and seeing and expecting.

Chair Dominguez said, "Kelley, I would like to find out if there's a way for us to include, in our Governing Body procedures, a requirement to get something like this filled out. I don't know what it looks like, or if it's even possible. But I just feel like the Governing Body needs to take some ownership in this and should be responsible for, I don't know if it's filling out this fiscal impact report or providing some sort of

summary... I have no idea what that looks like. But I think it holds our feet to the fire to some degree as things move through Committee."

Ms. Brennan said, "I think this very clearly relates to a legislative function and is a perfectly reasonable requirement and tool for you to use in that process."

#### **D. HUMAN RESOURCES – PERSONNEL**

Chair Dominguez asked to postpone this discussion to the next meeting, unless the members have specific questions. He said he wants to digest some of the policy provided, and thanked Ms. Brennan as well.

- Councilor Rivera said, "May I ask a question regarding personnel that I asked two meetings ago. I just want some clarification, otherwise, I'll forget. Brian, I think we had talked about some of the positions and where the funding had come from. One of them was in the Mayor's Office, and what is the title of that position."

Mr. Snyder asked if he is looking at a specific sheet.

- Councilor Rivera said he's looking at the position changes. He said Marge's positions funded two other positions and asked what are those titles.

Mr. Snyder said, "They are both, I believe, Executive Administrators, if I'm not mistaken."

- Councilor Rivera asked if those are included in the position changes.

Mr. Snyder said, "Councilor Rivera, I don't see them on here."

- Councilor Rivera said, "I think Sandy provided some paperwork in the back, that if you were going to do a position change, the paperwork had to be filled out. Was that paperwork done on these."

Ms. Perez said, "Yes. That's pages 66 to 124. And Councilor Rivera, on these particular positions that you have in question, the desk audit paperwork wasn't required because it wasn't a desk audit. And the position that was filled, is essentially is Marge's old position, and one position filled it at a lower salary level. And the savings from the difference in that, we created a temp exempt position, or a second exempt position to fill other parts of the duties. So the two together, make up the single salary of the one position."

- Councilor Rivera said, "What I'm talking about is on page 109, your forms information utilized when creating a new job description, which I assume these are."

Ms. Perez said, "No. We used an existing job description classification."

- Councilor Rivera said, "To create two brand new positions that are basically doing the same function. These are both titled the same."

Mr. Snyder said the titles are the same for both the positions. There are two Executive Administrators in the Mayor's Office.

- Councilor Rivera said, "So we didn't do any paperwork to justify it."

Mr. Snyder said we did a PA, to fill the position as we typically would do with any position, but we didn't change the job description or the job title. They're both the same job title."

- Councilor Rivera said, "All right. Let's ask that same question for the Asset Development Director. Was that paperwork done, or did we have one of those somewhere as well."

Ms. Perez said, "We did the Personnel Action Form, and there was a new job description that was created. This form, as you'll see on page 109, it says, these may also may be used when revising a current job description or even creating a new one. So, the boilerplate for the job description itself was used when we created the Asset Development Director. We followed the basic guide to writing a job description. We did not need a position description questionnaire. We had a summary of what that was. It was kind of more of a free flow based on what the job description was. We had some things to pull from. I also did some research, looked at BLR *[inaudible]* to get some language for jobs that are similar to that. Those cover both the public and private sector. This is a unique position in government, so there were no others in other municipalities. Just as a reminder, the desk audit paperwork that was provided to Councilor Dominguez, was provided in specifics, as to when an employee themselves request their position to be looked at, and what would the general process be. And so, it's voluminous. And so what we do, is pieces of that are used to fit the individual situation at the time. But yes, there is paperwork for the Asset Development Director in creating the position, and also in transferring the personnel."

- Councilor Rivera said, "Brian, I think two weeks ago, I think you said you used some of the funding for the Asset Development Director from the GIS Manager and part of it from a part time position in the Attorney's Office. And I don't see that part time position."

Mr. Snyder said, "You are correct. On page 22, the funding for the GIS Manager was used for this position, and then from restructuring the City Attorney's Office there was a salary savings of about \$40,000 that would apply to this position."

- Councilor Rivera asked, "From a part time position."

Mr. Snyder said it was a general reorganization.

Kelley Brennan, City Attorney, said, "It's a full time position, reorganized to a part time and we're funding part of the part time by terminating a contract with an outside consultant who has been providing coverage in the Court."

- Councilor Rivera asked, “Are you going to do more work in-house.”

Ms. Brennan said, “We’re doing more work in-house, and we expect to fill a part-time position. In fact, we’ve advertised for one. It was a full time position.

- Councilor Rivera asked, “Isn’t that the position that you just gave away.”

Ms. Brennan said, “Half of it.”

Mr. Snyder said, “The position we reclassified was the GIS Manager, that was one position with the funding that went along with that. And then the funding of the changing of a full time position to a part time position in the City Attorney’s Office. The position didn’t change, the funding for that was added to it.”

- Councilor Rivera asked if it was an attorney position, or a different position.

Ms. Brennan said, “Yes, Councilor, it was.”

- Chair Dominguez said, “So I think that needs to be reflected on this sheet. There’s got to be, I don’t know if it’s a notes column, well there’s supplemental notes there.”

Ms. Perez said, “So in the Supplemental Notes Column for Position 2212, the classification of the GIS Manager, add the additional information related to where the rest of the funding comes from.”

- Councilor Rivera said, “I’m trying to figure out which attorney it was. I think I know most of them, but I don’t think we’ve.... in fact we’ve added attorneys.”

Ms. Brennan said, “Without naming names, I’m going to say it’s Judy.”

- Councilor Rivera asked, “And didn’t Blake fill that position.”

Ms. Brennan said, “Councilor, I’m going to try to remember this. But, Zach filled my former position, and Blake filled Zach’s position.”

- Councilor Rivera said, “There was an announcement that just went out for a new attorney.”

Ms. Brennan said, “That was a part time under-fill for Judy’s position. And then currently, we have a contract with an outside attorney to provide services. And that funding, when that contract is terminated, will be brought in.”

- Councilor Rivera said, “So the Assistant City Attorney job announcement that just went out, that’s part time.”

Ms. Brennan said it is a part time position, yes.

- Councilor Rivera asked, "And that's the coverage for..."

Ms. Brennan said, "Covering for everybody, yes."

- Councilor Rivera said, "So we can see those changes."

Ms. Perez said yes, and will provide those.

Chair Dominguez said, "So that salary savings you're using for the Asset Development Manager's salary is not recurring. So next year, you'll have to essentially build that into the budget."

Mr. Snyder said, "That salary is recurring. It was converting a full time position into a part time position."

- Chair Dominguez said, "Then it's not just the salary savings that have been saved that are going to that position to make up the salary, it's the reclassification."

Mr. Snyder said, "A status change from a full time to a part time is the recurring portion."

- Chair Dominguez said, "I have a ton of questions on this stuff, but I'm going to wait until we get to a different meeting."

#### **E. RESERVES**

#### **F. ANNEXATION**

#### **G. MISCELLANEOUS**

Councilor Maestas said Items 18(A) through (G) are standing discussion items. He said, "It would be great if you could create an appendix in the packet, and keep the information in there. I know you give us a CD, and if it's dated, update it, like information on the positions. Let's just keep that in there. I think these are issues we want to track. But I want to factor in how our revenues are doing. I know we just got a report today, but I want that sheet in there as recurring information, looking at different scenarios to help balance the budget, assuming we have no relief at least through the next fiscal year. And then the last thing is reserves. I can't imagine with all of the reserve funds and all the discussions we've had, there's no low hanging fruit.

Councilor Maestas continued, "I would like staff to bring forward one draft policy for one reserve account. I don't care if it's the General Fund Reserve. But a policy that designates the amount, and conditions under which the amount would be maintained, conditions under which it would go below that amount. I think it's time we start formalizing policies on these reserves. And I want at least one by the next Finance Committee, and I'll leave it to.... Brian that's up to you. But I think we've talked enough, and there's nothing in there on reserves. So surely there's got to be low hanging fruit for you guys on giving us a draft policy on reserves. Otherwise, I'll be glad to bring something forward."

Chair Dominguez said, "So it is in the Memo I requested."

Councilor Maestas reiterated, "I want a draft policy on at least one."

Chair Dominguez said, "I think that we.... I don't even know what the current policy says."

Councilor Maestas said, "That's the point. I don't think we have..."

Chair Dominguez said, "I don't know if we have a current policy on reserves. I don't think we do. So, I think that maybe a draft policy that reflects what we've done this year for reserves. We have the State mandate and then whatever percentage we went above that."

Councilor Maestas said he thinks it was 10%, and Mr. Snyder said yes.

Councilor Maestas said the State-mandated comes out to about 8%.

Chair Dominguez said, "So a policy that reflects what we're practicing today, and we can go from there. Does that sound okay?"

Councilor Maestas said yes, thank you.

Chair Dominguez said he will continue to work with Mr. Snyder to refine this agenda item a little bit more and keep moving along. He said if there is anything that the Committee members need and want from staff, please let him know along with staff, and "we'll make sure to try to capture it all."

## **19. OTHER FINANCIAL INFORMATION**

### **A. UPDATE ON GROSS RECEIPTS TAX REPORT RECEIVED IN OCTOBER 2014 (FOR AUGUST 2014 ACTIVITY) AND LODGERS' TAX REPORT RECEIVED IN OCTOBER 2014 (FOR SEPTEMBER 2014 ACTIVITY). (TERESITA GARCIA)**

A copy of *City of Santa Fe Gross Receipts Taxes Collected (less Water 1/4%)*, is incorporated herewith to these minutes as Exhibit "3."

Ms. Garcia reviewed the information in Exhibit "3." Please see Exhibit "3" for specifics of this presentation.

Ms. Garcia noted that we are \$72,000 budget to actual, and we are above the budget to actual at this point in time. She noted the analysis done by Helene Hausman on page 2.



Chair Dominguez said this is good information and helps us keep track of things. He said, "I almost feel it needs to be presented in a checkbook register kind of form. And I don't know what that looks like. I don't know how it can be presented differently, but it doesn't necessarily give us a clear picture of today. It does in some sense, but it doesn't tell me what tomorrow might look like."

Ms. Garcia said perhaps the more detail is by fund, and how this is impacting the General Fund and the CIP funds. "If we're transferring money from the General Fund to Children & Youth, is it affecting that fund. How is the growth, or the non-growth or the deficit in the GRT affecting operations in the other departments."

Chair Dominguez said we'll have discussions off-line about that.

## **20. MATTERS FROM THE COMMITTEE**

Councilor Maestas said regarding the projections, "I think Councilor Rivera and I think, and I've chimed in about the projections, even though I think we're tracking very closely when you look at the difference. But, if you look at the graph, our budget anticipated a decrease from August to September, but the actual showed an increase. Is there any concern by you, Teresita, about the trends. Maybe having DFA do a projection on our GRT. The tendency is, well if there's no problem, then what's the point. But, I'm looking at kind of the trends. Do you have any comments on how we're tracking to the budget projections."

Ms. Garcia said, "Since we have no control over the GRT being reported, when we do a budget to actual comparison, we use historical information. And just recently, we started doing a budget to actual comparison by month. What's difficult is that the State has this Unclassified, or this money they put into a fund that says, okay, we don't know where it goes and it builds up. And then quarterly, they go through and clean it out and distribute it. So it's more of a reporting that the businesses report to Taxation & Revenue and then they disburse it. Helene has tried to talk to the State of New Mexico to find if there is a pattern, and what is it... how can you help the municipalities anticipate what's coming in by a trend or something. Basically, how many businesses are paying on time, how many are delinquent, just some overall analysis on what is reported and what is the comparison. So, we've tried to get information from Taxation and Revenue and they just indicate to us that all the information you have is on the web."

Councilor Maestas said the good thing is we're not in a real volatile part of the season on GRTs, but once we hit January we're subject to large fluctuations, which is where projections really make a difference.

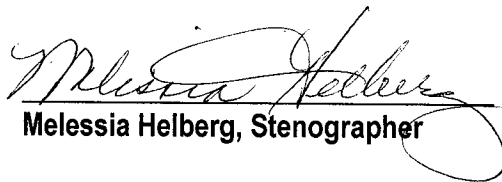
**21. ADJOURN**

There was no further business to come before the Committee, and the meeting was adjourned at approximately 8:30 p.m.

  
Carmichael A. Dominguez, Chair

**Reviewed by:**

  
Teresita Garcia, Acting Director  
Department of Finance

  
Melessia Helberg, Stenographer

## City of Santa Fe Fiscal Impact Report (FIR)

This Fiscal Impact Report (FIR) shall be completed for each proposed bill or resolution as to its direct impact upon the City's operating budget and is intended for use by any of the standing committees of and the Governing Body of the City of Santa Fe. Bills or resolutions with no fiscal impact still require a completed FIR. Bills or resolutions with a fiscal impact must be reviewed by the Finance Committee. Bills or resolutions without a fiscal impact generally do not require review by the Finance Committee unless the subject of the bill or resolution is financial in nature.

### Section A. General Information

(Check) Bill: X Resolution: X  
(A single FIR may be used for related bills and/or resolutions)

Short Title(s): An ordinance relating to the plaza pushcart vendor ordinance; amending subsection 23-5.5 SFCC 1987 to change the number of licenses issued and the term of each license and making such other changes as are necessary to clarify the ordinance. A resolution amending resolution No 2002-79 to change the annual license fees for Plaza Pushcart vendors.

Sponsor(s): Councilor Signe Lindell, Councilor Dominguez, Mayor Gonzales, Councilor Peter Ives

Reviewing Department(s): City Manager Office/Constituent Services

Persons Completing FIR: Sebastian Gurule Date: 11/14/14 Phone: ex: 6611

Reviewed by City Attorney: [Signature] Date: 11/14/14  
(Signature)

Reviewed by Finance Director: [Signature] Date: 11/14/14  
(Signature)

### Section B. Summary

Briefly explain the purpose and major provisions of the bill/resolution:

The major provisions of this bill are to: change the number of licenses issued from four (4) to six (6); change the license term from five (5) years to three (3) years; improve the selection criterion; increase the operational space from fifty-four (54) square feet to ninety-six (96) square feet; establish an annual minimum operational number of months, days and hours required to be on the plaza; redefine how the combined reporting system (CRS) tax returns are to be submitted to the City of Santa Fe; and to increase the current annual license fee from one thousand five hundred dollars (\$1,500) to three thousand dollars (3,000); and to establish a subsequent increase to the annual license fee of two percent (2%) per license term.

### Section C. Fiscal Impact

**Note:** Financial information on this FIR does not directly translate into a City of Santa Fe budget increase. For a budget increase, the following are required:

- The item must be on the agenda at the Finance Committee and City Council as a "Request for Approval of a City of Santa Fe Budget Increase" with a definitive funding source (could be same item and same time as bill/resolution)
- Detailed budget information must be attached as to fund, business units, and line item, amounts, and explanations (similar to annual requests for budget)
- Detailed personnel forms must be attached as to range, salary, and benefit allocation and signed by Human Resource Department for each new position(s) requested (prorated for period to be employed by fiscal year)\*

#### 1. Projected Expenditures:

- Indicate Fiscal Year(s) affected – usually current fiscal year and following fiscal year (i.e., FY 03/04 and FY 04/05)
- Indicate: "A" if current budget and level of staffing will absorb the costs  
"N" if new, additional, or increased budget or staffing will be required
- Indicate: "R" – if recurring annual costs  
"NR" if one-time, non-recurring costs, such as start-up, contract or equipment costs
- Attach additional projection schedules if two years does not adequately project revenue and cost patterns
- Costs may be netted or shown as an offset if some cost savings are projected (explain in Section 3 Narrative)

Finance Director: \_\_\_\_\_

*Exhibit "1"*

### 3. Expenditure/Revenue Narrative:

Explain revenue source(s). Include revenue calculations, grant(s) available, anticipated date of receipt of revenues/grants, etc. Explain expenditures, grant match(s), justify personnel increase(s), detail capital and operating uses, etc. (Attach supplemental page, if necessary.)

The source of revenue for this program is generated by the annual license fee and business registration fee paid by the licensed plaza pushcart vendor. The expenditures associated with this program are: the jury selection process, daily program administration, complaint investigation and resolution and attending special event planning meetings.

### Section D.      General Narrative

**1. Conflicts:** Does this proposed bill/resolution duplicate/conflict with/companion to/relate to any City code, approved ordinance or resolution, other adopted policies or proposed legislation? Include details of city adopted laws/ordinance/resolutions and dates. Summarize the relationships, conflicts or overlaps.

No

### **2. Consequences of Not Enacting This Bill/Resolution:**

Are there consequences of not enacting this bill/resolution? If so, describe.

The current license term is scheduled to end on December 31, 2014. The consequences of not enacting this bill are that the aforementioned changes will not be implemented until 2019 limiting the number of licenses issued and not recovering the program expenses.

### **3. Technical Issues:**

Are there incorrect citations of law, drafting errors or other problems? Are there any amendments that should be considered? Are there any other alternatives which should be considered? If so, describe.

No

### **4. Community Impact:**

Briefly describe the major positive or negative effects the Bill/Resolution might have on the community including, but not limited to, businesses, neighborhoods, families, children and youth, social service providers and other institutions such as schools, churches, etc.

By approving this bill, the number of licenses issued increases, allowing two (2) additional vendors to participate in this program, following the success of the People to the Plaza initiative. In addition, the proposed operational changes increases the overall quality of the program, furthermore, the increase to the license fee fully support the administration of this program.

Form adopted: 01/12/05; revised 8/24/05; revised 4/17/08

City of Santa Fe Health Insurance Plan Comparison

	City of Santa Fe Premium Plan In-Network	Health Exchange Platinum Plan In-Network	Rio Rancho Plan B In-Network	City of Farmington Preferred Provider	State of New Mexico BCBS PRO Preferred Provider	State of New Mexico BCBS HMO BCBS HMO Provider
Deductible per Person / per Family	None	\$100 Individual \$200 Family	None	\$250 Individual \$375 EE + Sp or Child(ren) \$500 Family	\$500 Individual \$1,000 two person \$1,500 Family	\$325 Individual \$650 two person \$975 Family
Out-of-Pocket Maximum: per Person / per Family	N/A	\$6,350 Individual \$12,700 Family	\$1000/\$2000/\$3000	\$1,250 Individual \$1,875 EE + Sp or Child(ren) \$2,500 Family	\$3,500 Individual \$7,000 two person \$10,500 Family	\$3,500 Individual \$7,000 two person \$10,500 Family
<b>SERVICES</b>						
Preventive Services	Plan pays 100%	No Charge	covered at 100%	No Charge (deductible waived)	No Charge	No Charge
Primary Care Office Visits	\$10 copay	\$5 copay	\$20 copay/\$10 child copay	\$25 copay + Deductible	\$30 copay	\$25 copay
Specialist Care Office Visits	\$10 copay	\$30 copay	\$40 copay	\$40 copay + Deductible	\$50 copay	\$40 copay
Hospital Inpatient	\$250 copay	10% coinsurance	\$500 copay	\$400 copay + Deductible and 10% coinsurance	\$1,000	\$500 copay
Outpatient Surgery	\$75 copay	10% coinsurance	\$250 copay	\$200 copay + Deductible and 10% coinsurance	20% coinsurance	20% coinsurance
Lab and X-ray	Plan pays 100%	No charge	covered at 100%	Deductible + 10% insurance coinsurance	20% coinsurance	20% coinsurance
MRI / PET / CAT Scans	Plan pays 100%	\$100 copay/test	\$100 copay	\$100 copay + Deductible and 10% coinsurance	20% coinsurance up to max \$200/test	20% coinsurance up to max \$200/test
Emergency Room	\$125 copay	10% coinsurance	\$100 copay	\$150 copay + Deductible and 10% coinsurance	\$175 copay	\$175 copay
Urgent Care	\$10 copay	\$20 copay	\$40 copay	\$50 copay/visit + Deductible then 10% coinsurance	\$50 copay	\$50 copay
<b>ALTERNATIVE MEDICINE</b>						
Acupuncture	\$10 copay / 24 visit limit	10% coinsurance limited to 20 visits per year	unknown	\$25 copay + deductible + 10% coinsurance / max 30 visits	\$50 copay / up to 25 combined acupuncture and chiropractic visits per plan year	\$40 copay / up to 25 combined acupuncture and chiropractic visits per plan year
Chiropractic	\$10 copay / 24 visit limit	10% coinsurance limited to 20 visits per year	unknown	\$25 copay + deductible + 10% coinsurance / max 30 visits	\$50 copay (up to \$500 per plan year)	\$50 copay (up to \$500 per plan year)
Naprapathy	\$10 copay / 24 visit limit	unknown	unknown	unknown	unknown	unknown
Medical Massage	\$10 copay / \$2400 per plan year	unknown	unknown	unknown	unknown	unknown
<b>PHARMACY</b>						
Retail (up to 31-day supply)	Tier 1 \$10 copay	\$5 copay	\$5 copay	\$5 copay	N/A	N/A
	Tier 2 \$15 copay	\$20 copay	\$35 copay	20% (\$50 minimum copay)	\$90 copay	\$30 copay
	Tier 3 N/A	\$50 copay	\$55 copay	20% (\$35 minimum copay)	\$125 copay	\$55 copay
Home Delivery - Mail Order						
	Tier 1 \$10 copay	\$15 copay	\$10 copay	\$10 copay	\$15 copay	\$15 copay
	Tier 2 \$15 copay	\$60 copay	\$87.50 copay	\$40 copay	\$95 copay	\$95 copay
	Tier 3 N/A	\$150 copay	\$137.50 copay	\$70 copay	\$125 copay	\$125 copay
<b>MONTHLY PREMIUM COST - FAMILY (Employee Share)</b>	\$399.2 / month	unknown	\$236.46 / month	\$367.73 / month	\$321.34 / month	\$276.34 / month

\* Original is available in the City Clerk's office

"City of Santa Fe"

City of Santa Fe  
Gross Receipts Taxes Collected (less Water 1/4%)

BENCHMARK YEAR

MONTH	FY Actual 2007/08	% Inc/Dec	FY Actual 2011/12	% Inc/Dec	FY Actual 2012/13	% Inc/Dec	FY Actual 2013/14	% Inc/Dec	\$ Diff to PY	FY Actual 2014/15	% Inc/Dec	\$ Diff to PY	FY Budget 2014-15	% Actual to Budget	Over/Under Budget
JUL	7,375,729	15.39%	6,868,168	9.82%	6,839,744	-0.41%	7,330,377	7.17%	490,633	6,798,972	-7.25%	(531,406)	7,268,925	0.85%	(469,953)
AUG	8,237,747	-2.16%	7,651,436	-0.54%	7,557,228	-1.23%	7,638,713	1.08%	81,486	7,539,475	-1.30%	(99,238)	8,031,430	-4.89%	(491,955)
SEPT	7,534,469	9.30%	7,162,003	4.31%	7,251,040	1.24%	7,703,661	6.24%	452,621	8,480,942	10.09%	777,281	7,706,029	-0.03%	774,913
OCT	7,792,052	4.44%	7,456,520	2.13%	7,541,435	1.14%	8,517,763	12.95%	976,328	7,818,822	-8.21%	(698,941)	8,014,647	6.28%	(195,825)
NOV	7,767,989	2.05%	7,169,747	5.61%	7,047,078	-1.71%	7,535,998	6.94%	488,920	7,944,792	5.42%	408,794	7,489,270	0.62%	455,522
DEC	7,385,740	-2.52%	6,576,396	1.30%	7,114,531	8.18%	7,538,502	5.96%	423,971				7,560,955		
JAN	6,886,767	4.62%	6,653,844	5.89%	6,672,604	0.28%	6,521,060	-2.27%	(151,544)				7,091,297		
FEB	8,725,121	8.61%	8,240,913	5.84%	7,731,934	-6.18%	8,030,915	3.87%	298,981				8,217,099		
MAR	6,680,180	-4.15%	6,242,865	9.42%	6,728,219	7.77%	6,166,993	-8.34%	(561,226)				7,150,403		
APR	5,957,049	-4.68%	6,318,974	9.41%	5,828,888	-7.76%	6,796,120	16.59%	967,231				6,194,641		
MAY	6,903,178	-34.00%	7,132,860	4.57%	7,364,997	3.25%	7,269,258	-1.30%	(95,739)				7,827,138		
JUN	7,201,012	-4.48%	6,249,687	-6.55%	6,584,103	5.35%	6,979,991	6.01%	395,888				6,997,244		
TOTALS	\$88,547,033	2.07%	\$ 83,723,413	4.06%	\$ 84,261,803	0.64%	\$ 88,029,352	4.28%	\$ 3,767,550	38,583,003	-0.37%	(143,510)	\$89,549,078		\$ 72,702

Prior Years' Comparison:

July-Nov \$38,707,986 5.25%

\$36,307,874 4.03% \$36,236,526 -0.20% \$38,726,513 6.87% \$2,489,987

\$38,583,003 -5.76% (\$143,510) \$38,510,301 0.19% \$72,702  
Budget vs Actual year-to-date comparison  
Current Actual year-to-date vs. prior year-to-date: -5.76% (143,510)  
Current Actual year-to-date vs. FY 07-08 year-to-date: -0.32% (124,983)

July 2005 1/4% GRT increase: WATER

MONTH	FY Actual 2007/08	% Inc/Dec	FISCAL YR 2011/12	% Inc/Dec	FISCAL YR 2012/13	% Inc/Dec	FISCAL YR 2013/14	% Inc/Dec	\$ Diff to PY	FISCAL YR 2014/15	% Inc/Dec	\$ Diff to PY	FY Budget 2014-15	% Actual to Budget	Over/Under Budget
JUL	633,957	14.35%	598,654	9.65%	600,324	0.28%	642,087	6.96%	41,763	592,741	-7.69%	(49,346.02)	626,762	-5.43%	(34,021)
AUG	714,559	-95.00%	667,629	-0.62%	659,002	-1.29%	669,004	1.52%	10,002	658,563	-1.56%	(10,441.41)	688,024	-4.28%	(29,461)
SEPT	653,432	9.04%	625,006	4.54%	634,132	1.46%	674,853	6.42%	40,722	740,624	9.75%	65,770.62	662,058	11.87%	78,566
OCT	676,530	3.87%	648,133	1.79%	659,894	1.81%	742,357	12.50%	82,463	683,760	-7.89%	(58,596.97)	688,954	-0.75%	(5,194)
NOV	679,250	4.49%	625,532	5.86%	616,187	-1.49%	659,904	7.09%	43,717	687,996	0.04	28,092.00	643,323	6.94%	44,673
DEC	647,257	2.30%	573,490	1.16%	622,564	8.56%	660,591	6.11%	38,027				649,981		
JAN	612,303	2.59%	580,657	5.75%	583,650	0.52%	569,976	-2.34%	(13,674)				609,353		
FEB	765,368	9.23%	722,984	6.27%	676,802	-6.39%	701,794	3.69%	24,992				706,606		
MAR	585,468	-0.35%	543,902	8.83%	589,701	8.42%	538,357	-8.71%	(51,345)				615,671		
APR	546,057	4.90%	551,043	10.26%	509,652	-7.51%	593,300	16.41%	83,647				532,097		
MAY	951,790	57.65%	622,468	4.69%	643,878	3.44%	634,999	-1.38%	(8,880)				672,233		
JUN	631,448	4.36%	543,012	-6.49%	574,631	5.82%	609,274	6.03%	34,643				599,938		
TOTALS	\$8,097,459	8.74%	7,302,510	3.55%	\$ 7,370,419	0.55%	\$ 7,696,496		\$ 326,077	3,363,684		(24,522)	\$7,695,000		\$ 54,563

Prior Years' Comparison:

July-Nov \$3,357,769 5.71%

\$3,164,954 4.00% \$3,169,539 0.14% \$3,386,206 6.90% \$218,666

\$3,363,684 -0.72% (\$24,522) \$3,309,121 1.62% \$54,563  
Budget vs Actual year-to-date comparison  
Current year-to-date vs. prior year-to-date: -0.72% (24,522)  
Current year-to-date vs. FY 07-08 year-to-date: 0.18% 5,915

Exhibit "3"

**Increases - Significant  
Decreases - Significant**

City of Santa Fe  
Gross Receipts by Category  
Fiscal Years 2014-15 vs. 2013-14

**November  
(September Activity)**

Category	November 2014-2015	November 2013-2014	Dollar Difference	Percent Difference
Agriculture, forestry, hunting, fishing	7,166	7,483	(317)	-4.24%
Mining	1,852	543	1,309	0.00%
Utilities	203,381	207,396	(4,015)	-1.94%
Construction	697,201	730,317	(33,116)	-4.53%
Manufacturing	124,282	122,805	1,477	1.20%
Wholesale	146,150	107,670	38,480	35.74%
Retail	2,468,092	2,302,977	165,115	7.17%
Transportation & warehousing	16,475	14,818	1,657	11.18%
Information & Cultural Indust.	322,190	303,357	18,833	6.21%
Finance & insurance	105,890	105,924	(34)	-0.03%
Real estate, rental & leasing	172,664	188,355	(15,691)	-8.33%
Prof. Scientific, Technical	815,539	793,995	21,544	2.71%
Management of companies	8,968	10,364	(1,396)	-13.47%
Admin & Support, Waste Mgt	99,296	71,583	27,713	38.71%
Educational Services	79,754	82,198	(2,444)	-2.97%
Health Care & Social Assist	403,007	430,970	(27,963)	-6.49%
Arts, Entertainment & Recr	72,842	36,907	35,935	97.37%
Accommodation & Food	1,197,456	1,035,833	161,623	15.60%
Other Services	790,006	804,205	(14,199)	-1.77%
Public Administration	0	0	0	0.00%
Unclassified	96,414	26,428	69,986	264.82%
State reimb-food/med tax	768,298	792,216	(23,918)	-3.02%
Muni. Equivalent Distribution	35,865	19,558	16,307	83.38%
<b>Total Distribution</b>	<b>8,632,788</b>	<b>8,195,902</b>	<b>436,886</b>	<b>5.33%</b>

City of Santa Fe  
GRT Analysis By Category  
Fiscal Years 2014-15 vs. 2013-14

**Cumulative YTD  
(May - September Activity)**

Category	Jul.- Nov. 2014-2015	Jul.- Nov. 2013-2014	Dollar Difference	Percent Difference
Agriculture, forestry, hunting, fishing	75,498	75,190	308	0.41%
Mining	3,758	1,489	2,269	0.00%
Utilities	1,030,544	961,747	68,797	7.15%
Construction	3,579,769	4,152,934	(573,165)	-13.80%
Manufacturing	652,191	616,900	35,291	5.72%
Wholesale	702,274	573,219	129,055	22.51%
Retail	11,463,636	11,727,623	(263,987)	-2.25%
Transportation & warehousing	97,118	85,011	12,107	14.24%
Information and Cultural Indust	1,527,129	1,624,002	(96,873)	-5.97%
Finance & Insurance	522,367	510,027	12,340	2.42%
Real estate, rental & leasing	811,449	1,021,608	(210,159)	-20.57%
Professional, Scientific, Tech	3,542,571	3,511,859	30,712	0.87%
Management of companies	71,917	77,929	(6,012)	-7.71%
Admin & Support, Waste Mgt	398,739	315,188	83,551	26.51%
Educational Services	220,382	243,032	(22,650)	-9.32%
Health care and social assist	1,986,112	1,961,503	24,609	1.25%
Arts, Entertainment & Recr	252,738	209,540	43,198	20.62%
Accommodation & Food	5,727,691	5,358,779	368,912	6.88%
Other Services	4,128,360	4,261,352	(132,992)	-3.12%
Public Administration	0	0	0	0.00%
Unclassified	506,121	203,352	302,769	148.89%
State reimb-food/med tax	4,475,551	4,523,136	(47,585)	-1.05%
Muni. Equivalent Distribution	170,774	99,298	71,476	71.98%
<b>Total Distribution</b>	<b>41,946,689</b>	<b>42,114,718</b>	<b>(168,029)</b>	<b>-0.40%</b>

**Increases  
Decreases**

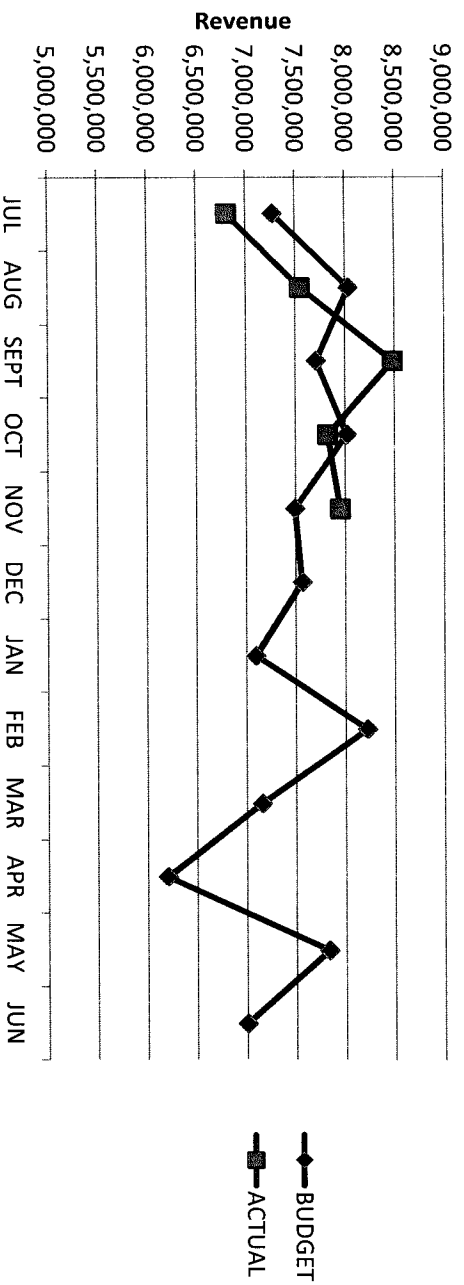
**City of Santa Fe  
GRT Analysis By Category  
Fiscal Years 2013-14 vs. 2012-2013 and 2007-2008**

**Cumulative YTD  
(August Activity)**

<b>Category</b>	<b>Nov. Cum. 2014-2015</b>	<b>Nov. Cum. 2013-2014</b>	<b>Nov. Cum. 2007-2008</b>	<b>Dollar Dif FY 14-15 vs FY 13-14</b>	<b>Percent Dif FY 14-15 vs FY 13-14</b>	<b>Dollar Dif FY 14-15 vs FY 07-08</b>	<b>Percent Dif FY 14-15 vs FY 07-08</b>
Agriculture, forestry, hunting, fishing	75,498	75,190	234,306	308	0.41%	(158,808)	-67.78%
Mining	3,758	1,489	60	2,269	0.00%	3,699	0.00%
Utilities	1,030,544	961,747	727,715	68,797	7.15%	302,829	41.61%
Construction	3,579,769	4,152,934	5,988,807	(573,165)	-13.80%	(2,409,038)	-40.23%
Manufacturing	652,191	616,900	913,345	35,291	5.72%	(261,154)	-28.59%
Wholesale	702,274	573,219	862,458	129,055	22.51%	(160,184)	-18.57%
Retail	11,463,636	11,727,623	12,691,167	(263,987)	-2.25%	(1,227,531)	-9.67%
Transportation & warehousing	97,118	85,011	294,254	12,107	14.24%	(197,136)	-67.00%
Information and Cultural Indust	1,527,129	1,624,002	659,510	(96,873)	-5.97%	867,619	131.55%
Finance & Insurance	522,367	510,027	466,298	12,340	2.42%	56,069	12.02%
Real estate, rental & leasing	811,449	1,021,608	1,017,722	(210,159)	-20.57%	(206,273)	-20.27%
Professional, Scientific, Tech	3,542,571	3,511,859	2,473,851	30,712	0.87%	1,068,720	43.20%
Management of companies	71,917	77,929	162,347	(6,012)	-7.71%	(90,430)	-55.70%
Admin & Support, Waste Mgt	398,739	315,188	189,738	83,551	26.51%	209,001	110.15%
Educational Services	220,382	243,032	108,706	(22,650)	-9.32%	111,676	102.73%
Health care and social assist	1,986,112	1,961,503	1,516,924	24,609	1.25%	469,188	30.93%
Arts, Entertainment & Recr	252,738	209,540	163,315	43,198	20.62%	89,423	54.75%
Accommodation & Food	5,727,691	5,358,779	4,751,895	368,912	6.88%	975,796	20.53%
Other Services	4,128,360	4,261,352	4,411,807	(132,992)	-3.12%	(283,447)	-6.42%
Public Administration	0	0	68	0	0.00%	(68)	0.00%
Unclassified	506,121	203,352	874,594	302,769	148.89%	(368,473)	-42.13%
State reimb-food/med tax**	4,475,551	4,523,136	3,556,867	(47,585)	-1.05%	918,684	25.83%
Muni. Equivalent Distribution	170,774	99,298	0	71,476	71.98%	170,774	0.00%
<b>Total Distribution</b>	<b>41,946,689</b>	<b>42,114,718</b>	<b>42,065,755</b>	<b>(168,029)</b>	<b>-0.40%</b>	<b>(119,066)</b>	<b>-0.28%</b>



## Comparison of Budget vs Actual FY 13-14



# Comparison of 3 YRS to Benchmark

