



CITY OF
FOLSOM
DISTINCTIVE BY NATURE

Folsom City Council Meeting

Additional Information Transmittal

MEETING DATE:	4/14/2026
AGENDA SECTION:	Consent Calendar
STAFF REPORT TITLE	City Council Salaries i. Ordinance No. 1366 - An Ordinance of the City of Folsom Amending Section 2.06.010 of the Folsom Municipal Code Regarding City Council Salaries (Second Reading and Adoption) ii. Resolution No. 11584 - A Resolution of the City Council of the City of Folsom Setting City Council Salary at the Rate Authorized by Ordinance No. 1366
FROM:	City Manager's Office

Staff is providing the attached additional information for the above-referenced agenda item.

- Comment letter from Bonnie & Jason London

Instructions to staff: Deliver original and 30 stapled/double-sided copies to the City Clerk's Department; City Clerk's Department will distribute via email and hardcopy to City Council, City Manager, City Attorney, and City Clerk.

Updated: Jan 2026

Bettina Adams

From: Bettina Adams
Sent: Tuesday, April 14, 2026 2:28 PM
To: Bettina Adams
Subject: FW: Public comment: city council salary increase

From: Bonnie London [REDACTED]
Sent: Monday, April 13, 2026 1:34 PM
To: Bryan Whitemyer <bwhitemyer@folsom.ca.us>
Subject: Public comment: city council salary increase

You don't often get email from [REDACTED] [Learn why this is important](#)

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Folsom City Council Members,

For many years, the city council and residents have been warned about Folsom's fiscal challenges. When the city council hired a new city manager with a mandate to "live within our means", the immediate goal was to shore up a \$3M structural budget deficit. During the mid-year budget review last month, the city council and community was told if Folsom was a household then we could pay our mortgage and bills but not fix our roof or put money away.

This is why I and many others in the community were surprised when the subsequent meeting included action on pay raises for both the city manager and the city council. While I understand that all of you work extremely hard, this decision went against the message to "live within our means" and to "brace ourselves for difficult decisions". The message sent to the community—intended or not—was that this principle applies only to the residents and not to you, the leaders.

Instead of salary raises, please invest in a comprehensive economic plan to guide Folsom's future based on data, analysis and best practices. Many California cities face similar challenges and we can learn from those who have been successful. Roseville overcame a \$15M structural deficit and is now thriving. They had a salary freeze until their finances were in order and worked with the community to develop a clear, methodical approach to financial sustainability. This also appears to be the strategy that Rancho Cordova is taking. In 2024, their city council, whose members receive \$500 per month, rejected a salary increase and instead invested in an [economic study](#).

I reviewed [Folsom's 5-Year Strategic Plan](#) and the [city council's priorities](#) guiding the 2026-2027 budget. Please let me know if there's something I'm missing, but I couldn't find any data, analysis, or comprehensive planning that addresses long-term fiscal sustainability. Instead, it appears that decisions are made based on individual preferences, ideas and opinions. If that's incorrect, it would be helpful to know what the city is using to guide financial planning for short and long-term decisions and

budget priorities. If none exists, my question is why not? These are the issues that should be discussed and acted on right now, not salary raises.

Again, I truly recognize that each and every one of you dedicates a great deal of time and effort to serving the community. More importantly, however, I want to see Folsom thrive because it affects me, my family and the entire community. The decisions you make affect all of us and Folsom's future.

Respectfully,
Bonnie & Jason London

On Jun 24, 2025, at 9:02 AM, Bonnie London [REDACTED] wrote:

Thank you to your commitment for being responsible stewards of our public funds and assets. I reviewed previous budget presentations to better understanding the current situation. In 2022, staff warned this problem was coming. The city council developed a strategic plan. It appears considerable time, effort and money was invested to seek public input. These surveys were referenced but I couldn't find the results on the city's website or in agenda packets:

- June 2021 Folsom Park & Recreation Community Needs Assessment Survey,
- March 2022 Godbe Research polling data,
- June 2022 Clifford Moss Communications - "Folsom Listens" references 12,750 comments; 4858 surveys; reported this was the highest level of community participation they've ever seen

Folsom community residents have been providing input for several years now. Costs for professional polling, surveys and community reports are expensive so it would be good use of public funds to utilize this information to guide budget priorities and make it available to the public for review.

It's also helpful to benchmark Folsom's budget, revenue, expenditures and service levels against comparable cities like Roseville. Here's [Roseville's budget](#) for 2025-2026. The proposed sales tax revenue for Roseville is **\$100M** vs **\$27M** in Folsom. While their residents passed a 0.5 cent sales tax which is expected to yield \$29M, the other \$71M is collected from the 1% of local sales tax like Folsom. It would be helpful to identify why their sales tax revenue is so much higher and what are some of the different types of high performing sales tax generators. It would also be useful to identify retail leakage to other jurisdictions. An economic study can produce this information but I couldn't find if Folsom did this during the strategic planning process. It looks like outreach was made to the Folsom business community for feedback but I didn't see anything else.

Parks & Recreation is an expensive amenity, but it's highly valued and has been consistently identified as one of the top priorities for Folsom residents. Parks and Recreation also has cost-recovery opportunities. Under Folsom's "Charges for Services" revenue, the trend for several Parks & Rec cost-recovery line items has grown steadily and significantly. Since the 2019-2020 budget, revenue from "Charges for Services" has increased from \$12M to \$17M which is a 25% increase. It would be helpful to identify how much of this is generated through Parks & Recreation, and what opportunities can be developed further.

As with most cities across California, Roseville also has issues with declining sales tax revenue and growing operational costs. They actually faced a \$15M shortfall at one point. Like Folsom, they did strategic planning to improve operational cost-efficiency, and identified economic strategies to boost their revenue so they could continue supporting and improving the quality of services prioritized and valued by their residents. They were able to turn their structural deficit around and have been balancing their budget with additional revenue going into reserves for several years now. The former city manager who helped them through this process is now a consultant who lives locally and works throughout the state helping other jurisdictions who face similar problems. There are valuable lessons and best practices which can help set Folsom up for success. There are also mistakes and unintended consequences we can learn from too.

Last, regarding staff report on additional future actions:

2) Assess City owned properties to see what properties could be sold or deeded to non-profits or community organizations that could maintain the property better than the City while still maintaining the property as a community asset.

If the city is considering selling property, wouldn't it be subject to the Surplus Land Act and prioritized for affordable housing? If that's the goal, then it'd be helpful to make that clear. If the goal is to stabilize and improve long-term economic well-being, the city can also retain ownership of the properties and contract with nonprofits/community organizations to manage and maintain. This could give the city greater control over the types of use to ensure it meets the community's needs and goals.

Thanks for all of your hard work and dedication to serving the people of Folsom.

Respectfully,
Jason and Bonnie London