



CITY OF
FOLSOM
DISTINCTIVE BY NATURE

Date: January 23, 2020

To: Mayor and City Council Members

From: Office of Management and Budget

Subject: Budget for FY 2020-21 – Introduction to the Budget and Requests for Budget Priorities

Staff will provide a brief introduction, revisit the budget questions asked of the council at the January 14, 2020 meeting, and seek direction from the council regarding priorities for the Fiscal Year 2020-21 Budget. Included as Attachment 1 is the list of questions presented during the January 14, 2020 council meeting, Attachment 2 are the pie charts that were provided in a follow-up email from the City Manager on January 15, 2020 and Attachment 3 is a listing of current contracts, by City Department.

Submitted,

A handwritten signature in blue ink, appearing to read 'Stacey Tamagni', is written over a horizontal line.

Stacey Tamagni
Finance Director

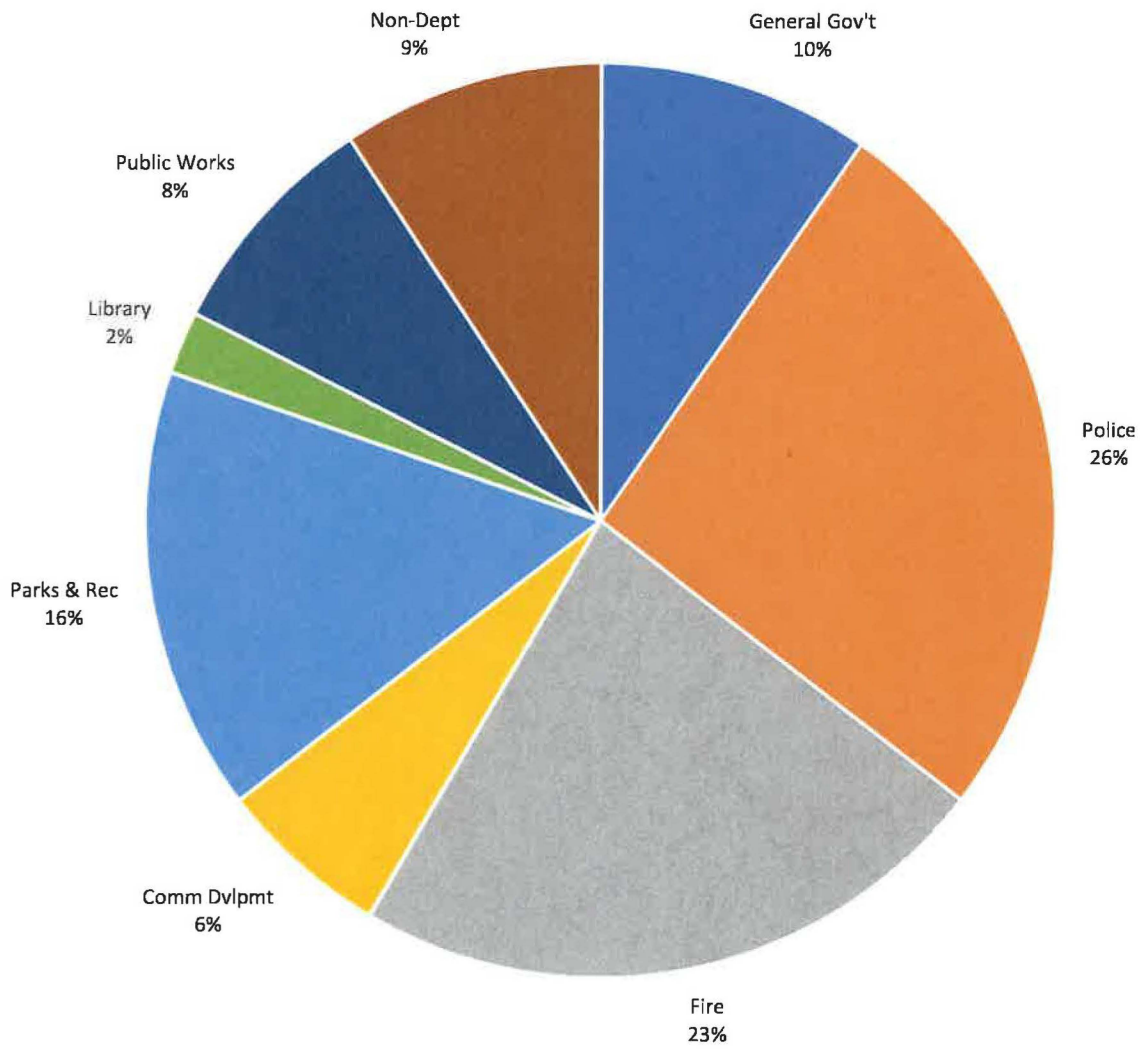
ATTACHMENT 1

January 14, 2020 Budget Workshop Questions

1. What are your top three priorities you would like to begin setting aside funds for in the FY20-21 budget in order to complete the project in a future year?
2. If revenues are projected to exceed budgeted expenditures, resulting in a budget surplus, are you most interested in using this money to contribute to the general fund reserve (fund balance) or allocate funds to one-time projects?
3. Are there services/programs the City's general fund is currently providing that you do not see as significantly valuable at this time and you would like to scale back in order to use the funding elsewhere?
4. What is the one area in which the City can focus resources and efforts toward achieving specific results that will make the biggest difference to citizens?
5. Is the current allocation of funding by department still appropriate? *(see pie charts)*

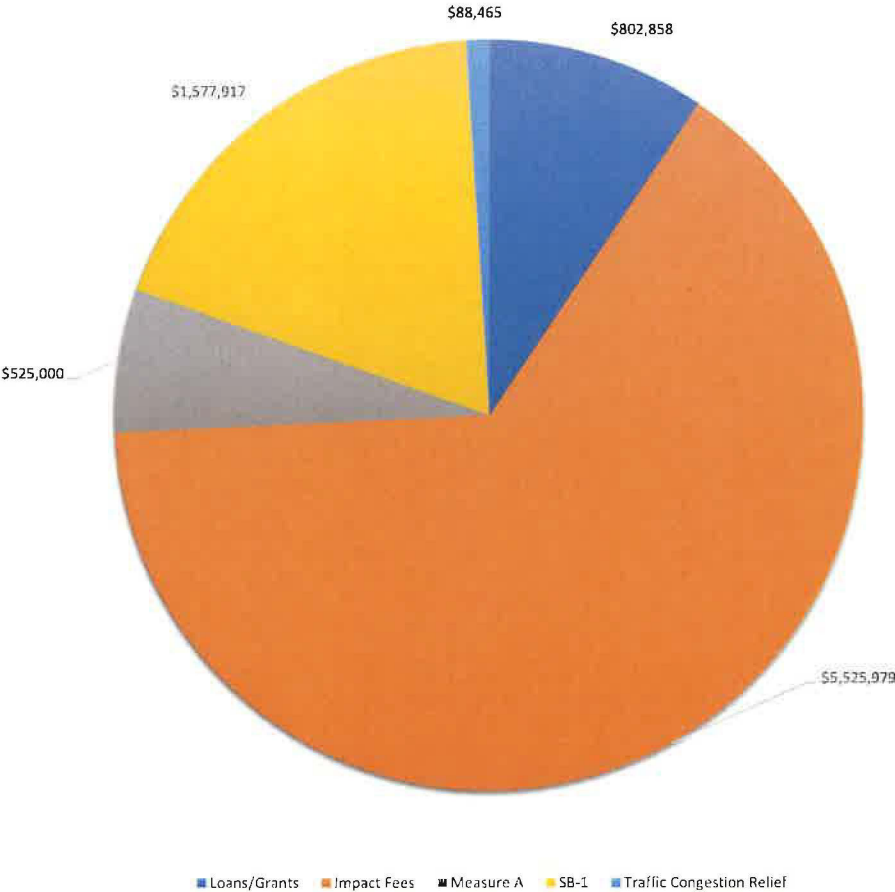
ATTACHMENT 2

General Fund Budget Allocation by Department



This chart breaks the general fund into more detail, specifically showing the allocation to Public Works operations.

Public Works Project Funding Sources FY19/20



This chart breaks down the non-general fund funding sources used by Public Works for projects in FY 19/20, so the council can analyze the effects of possible changes to Measure A funding. It combines Storm Drainage, Transportation and Streets projects.

ATTACHMENT 3

Contractual Services for FY 2020-21

Contract With (Vendor)	Service Provided (Description)	FY 21 Amount	Funding Source(s)	If Mandatory - list the source	Final year of agreement?	Reso # and date approved	Notes
City Manager							
CoStar	Available property data base	\$ 9,814	General Fund		Ongoing		used for Economic Development
Access Information	Document storage	732	General Fund		Ongoing		
The Ferguson Group	Federal advocacy	89,940	General Fund		Ongoing		
Keams & West	Ad Hoc Parking Committee Facilitator	37,980	General Fund		Ongoing		
Sierra	City Newsletter printing and mailing	27,949	General Fund		Ongoing		
Hans Bennewitz	Newsletter design	5,400	General Fund		Ongoing		
Sprout Social	Social media management software	13,212	General Fund		Ongoing		
Archive Social	Software to archive social media posts	3,838	General Fund		Ongoing		
Constant Contact	E-newsletter subscription service	1,300	General Fund		Ongoing		
Everbridge	Nixle emergency alert subscription	860	General Fund		Ongoing		
Getty Images	Stock photography subscription	2,500	General Fund		Ongoing		
Folsom Historic District Association	Marketing campaign	5,000	General Fund		Ongoing		
Site Improve	Website software to detect broken links & typos	4,530	General Fund		Ongoing		
City Attorney							
Remy Moose Manley	Legal services - Environmental and CEQA	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Barkiewicz, Kronick & Shanahan	Legal services - Water	Varies	Water Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Diepenbrock Elkin	Legal services - Public Works const and bid disputes	Varies	Water Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Lenahan Lee Slater & Pearse LLP	Legal services - Workers' compensation	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Angelo Kilday & Kilduff, LLP	Litigation defense	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Ferguson Praet & Sherman	Litigation defense	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Mullen & Fillippi LLP	Legal services - Workers' compensation	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Porter Scott	Litigation defense	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Donohue, Davies	Litigation defense	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Palmer Kazanjian	Legal services - Labor and employment law issues	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Caulfield Law	Litigation defense	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Downey Brand LLP	Legal services - Eminent domain and bankruptcy	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
Richards Watson Gershon	Legal services - Weapons petitions and appeals	Varies	General Fund	City Charter 4.03(B)	Ongoing		varies based on utilization
National Demographics Corporation	Districting Services	30,000	General Fund	City Charter 4.03(B)	Ongoing		
Command Strategies Consulting	Personnel investigation	5,000	General Fund	City Charter 4.03(B)	2020		
City Clerk							
Code Publishing	Municipal Code codification services	\$ 4,500	General Fund		Ongoing		
MuniCode	Agenda software	8,200	General Fund		Ongoing		
Zasio Enterprises	Records Management Software	9,285	General Fund		Ongoing		
Community Development							
Interwest	GIS Support for Software System Conversion	\$ 30,000	General Fund		2020		
Avolve	ProjectDox Electronic Plan Review Software	109,475	General Fund		2020	R#10289 5/28/19	
4Leaf	Third-party Plan Review and Inspections	150,000	General Fund		Ongoing	R#10291 6/11/19	
Interwest	Third-party Plan Review and Inspections	100,000	General Fund		Ongoing	R#10291 6/11/19	
Shums Coda	Third-party Plan Review and Inspections	50,000	General Fund		Ongoing	R#10291 6/11/19	
PWC Architects	Building Permit Counter Redesign	23,639	GF & SB2 Grant				
Ray Morgan	Laserfiche	27,004	General Fund			R#9932 5/23/17	
SoftFile	Scanning Services	37,000	General Fund		2020		
1-800-Got-Junk	Homeless Camp Clean Up	50,000	General Fund				
Gray Construction	Graffiti & Weed Abatement	3,000	General Fund				
Junk King	Graffiti & Weed Abatement	2,000	General Fund				
4Leaf	Arborist Services	40,000	General Fund				
4Leaf	Construction Inspection	50,000	General Fund				
GA Young	Consulting/Surveying Services	75,000	General Fund				
Interwest	Planning Services	55,000	General Fund				
LAFCO	Planning Services	35,000	General Fund	MOU			

Contract With (Vendor)	Service Provided (Description)	FY 21 Amount	Funding Source(s)	If Mandatory - list the source	Final year of agreement?	Reso # and date approved	Notes
Mintier Harnish	Zoning Code Update	174,355	General Fund	State mandate		R#10237 2/12/2019	
Provost & Pritchard	On-Call Planning Services	55,000	General Fund				
Ascent Environmental Inc.	RHNA & Housing Element Update	50,000	Impact Fees	State mandate			Housing Trust
MIG Inc.	Accessory Dwelling Units	12,865	Housing Fees	State mandate			Community Housing Fund
TDA Consulting	Bidwell Place and Parkway Apartments	30,000	Housing Fees				Community Housing Fund
4Leaf	Supplemental Arborist Services	35,000	Tree Mitigation Fees				
Environmental Planning Partners	Tree Preservation Ordinance Update	25,261	Tree Mitigation Fees				
Provost & Pritchard	Tree Preservation Ordinance Update	24,220	Tree Mitigation Fees				
Ray Morgan	Copier Lease	22,800	General Fund				
Gold Country Storage	Document storage	5,309	General Fund				
Access Information	Document storage	5,040	General Fund				
Neighbor Works	Loan servicing management administration	10,800	Housing Fees				Community Housing Fund
Fire Department							
Sac Reg Fire and Emergency Comm Center	Fire Dispatching for Emergency Incidents	\$ 353,312			Ongoing	R#9386 6/24/14	Continued until terminated
Sacramento Metropolitan Fire District	Dozer/Helicopter Use for Vegetation Fires	8,000			Ongoing		Renewed on an annual basis
County of Sacramento	Haz Mat Response Team for Haz Mat spills/leaks	56,366			Ongoing	R#8552 9/22/09	Renewed on an annual basis
EMMS Janitorial Service	Fire Headquarters Janitorial Service	5,700			6/30/2020		Part of Parks and Rec's Contract
Dignity Health Medical Foundation	Wellness & Fitness Testing	5,000			6/1/2020		
FDC Consulting	Fire Station 38 Remodel Site Management	52,100			9/2/2020		
Calpo, Hom, and Dong Architects	Fire Station 38 Remodel (Architectural Design)	304,020				R#10123 5/22/18	until project complete
Wittman Enterprises	Ambulance Billing Service	236,250			Ongoing	R#8357 8/26/08	Continued until terminated
Preferred Alliance	Pre-Employment Drug Testing Service	420			Ongoing		varies depending on recruitments
Kronos	Firefighter Staffing Software Program	9,279			Ongoing		
Cannon Water Technology	HVAC Chiller Maintenance	2,880			Ongoing		Stations 35 & 37
Ray Morgan	Copier Service lease	7,593			Ongoing		Part of City wide Contract
ATP	Fire Sprinkler and Alarm Monitoring for Fire Stations	1,080			Ongoing		Part of Parks and Rec's Contract
Interwest	Inspections	90,000			Ongoing		varies based on usage
All Pro Backflo	Backflow testing at City facilities	2,400			Ongoing		
ESRI	GIS license and support	3,600			Ongoing		
Target Solutions	Training and Compliance software	6,800			Ongoing		
Fleet							
Stericycle	Hazardous Waste Disposal	\$ 1,200		State	2023	R#10142 6/26/18	
NES	Corp Yard Annual Haz Mat Training	750		State	2021		
Asbury Environmental	Oil & Antifreeze Pumping/Recycling	450		State	2021		
EMMS Janitorial	Corp Yard Janitorial Service	3,000			2020	R#10152 4/26/16	
Ray Morgan	Copier lease	1,900			Ongoing		
Human Resources							
Batchelder Group	Employment relations consultant	\$ 57,000	General Fund		Ongoing		
NEOGO	Applicant Tracking/Recruitment Software	12,752	General Fund		Ongoing		
Wonderlic	On-line testing of job applicants	3,900	General Fund		Ongoing		
Sedgewick	Worker's Compensation	54,000	General Fund		Ongoing		
Keenan & Associates	Health Benefits Broker (Medical, FSA, COBRA)	46,000	Risk Mgmt Fund		12/31/2020		
Benefit Trust	Health Trust Trustee & Investment Mgmt	65,000	Risk Mgmt Fund		Ongoing		fee based on assets in the Trust
Basic Pacific	COBRA and FSA Administration	4,800	Risk Mgmt Fund		Ongoing		fee based on participants
HealthEquity	HAS Administration	1,440	Risk Mgmt Fund		Ongoing		fee based on participants
Library							
Sacramento Public Library	Automated Circulation System Hosting and Admin	\$ 45,075	General Fund		Ongoing	R#8854 06/14/2011	Circulation & catalogue management
Unique Management Systems	Materials Recovery (lost/overdue materials)	3,000	General Fund		2019	R#9414 11/17/2014	cost offset by fines and recovery of materials
NorthNet Library	Consortium membership, interlibrary delivery, eContent	16,000	General Fund				
Cintas Services	mats & towels/delivered every 2 weeks	1,595	General Fund				
Gold Country Self Storage	Storage unit rental	2,640	General Fund				
Ray Morgan	copier lease	9,491	General Fund				
Comcast	internet - public access	2,697	General Fund				
EMMS	Janitorial service/extra carpet cleaning	27,030	General Fund				

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Foothill Fire Protection	Annual Fire Sprinkler Inspection	550	General Fund				
Pest Control	monthly regular pest service	1,200	General Fund				
ATP	annual inspection alarm monitoring	600	General Fund				
Solon Fire Control Jorgensen	Fire Extinguisher maintenance	104	General Fund				
OCLC	cataloging/resources	5,537	General Fund				catalogue records and WorldCat access
Western NRG	Firewall Renewal	759	General Fund				
KioWare	Annual renewal	56	General Fund				
DNS Exit	Scanning Relay renewal	18	General Fund				
Envisionware	Maintenance	4,900	General Fund				
Innovative Interfaces	self-check out software	361	General Fund				
Atlas Schedule Anywhere	scheduling software	600	General Fund				
Volgistics	Volunteer management software	612	General Fund				
Zoobean	Program Software	1,596	General Fund				Summer Reading program
Telegraph	newspaper subscription for public	44	General Fund				
Sac Bee	public newspaper subscription for public	451	General Fund				
WT COX	Magazine subscriptions	3,171	General Fund				
EBSCO	databases	8,860	General Fund				
Office of Management & Budget							
MuniServices	Business Certificate Administration & cc processing	\$ 72,141	General Fund		Ongoing		Business Certificate revenues
MuniServices	Sales Tax consultant	4,600	General Fund		Ongoing		
Badawi & Associates	Annual Audit Services	72,410	General Fund	Debt compliance	2022	R#10261 04/09/19	
MuniServices	Property tax access service	8,800	General Fund		Ongoing		
Nyhart Consulting	OPEB valuation	6,250	General Fund	GASB compliance	2023		
Ray Morgan	Laserfiche document storage	42,000	General Fund		Ongoing		
Ray Morgan	Copier lease	12,240	General Fund		Ongoing		
Tracker	Investment portfolio tracking and reporting	4,000	General Fund		Ongoing		
Questys Solutions	Agenda document storage software maintenance	15,041	General Fund		Ongoing		
Fieldman Rolapp	Financial Consultant	varies	General Fund		Ongoing		varies depending on work needed
Brinks	Cash courier	14,000	General Fund		Ongoing		
Wells Fargo	Bank fees	46,000	General Fund		Ongoing		
Wells Fargo	Safekeeping of investments	15,000	General Fund		Ongoing		
Access Information	Document storage	2,900	General Fund		Ongoing		
Avantgard	Maintenance on Check printer	1,400	General Fund		Ongoing		
SoftwareOne	Microsoft Office365 Government software	170,000	General Fund		2021		
Quest Systems	Disaster recovery and back-up (cloud)	38,000	General Fund		Ongoing		DRaaS and BaaS
AT&T	Avaya Phone System	22,000	General Fund		Ongoing		
Central Square	OneSolution Maintenance (financial software)	147,561	General Fund		Ongoing		
SoftwareOne	Microsoft Office365 Lic True-up	3,000	General Fund		Ongoing		
Veriv/Liebert	UPS Yearly Maint (uninterrupted power supply)	10,000	General Fund		Ongoing		
SPS VAR	IBM Hardware Maintenance	3,000	General Fund		Ongoing		
ENS-Inc	VEEAM Back-Up Office 365	5,000	General Fund		Ongoing		
ENS-Inc	PaloAlto Firewall Maintenance	17,000	General Fund		Ongoing		
ENS-Inc	VEEAM Software Backup Renewal	7,000	General Fund		Ongoing		
PDQ	Remote Desktop Software	900	General Fund		Ongoing		
Lynda.com	Staff Training	1,800	General Fund		Ongoing		
CBTNuggets	Staff Training	2,400	General Fund		Ongoing		
Sacramento County	WEBGIS Data Support	7,200	General Fund		Ongoing		
Cisco WebEX	Web Meeting Software	470	General Fund		Ongoing		
NitroPro PDF	PDF Enterprise Software	7,600	General Fund		Ongoing		
Granicus	Council webcast maintenance and support	1,800	General Fund		Ongoing		
Ray Morgan	LaserFiche licenses	22,628	General Fund		2021		
Vermont Systems	WebTrack for Parks and Rec	8,700	General Fund		Ongoing		
ESRI	ARGGIS Maintenance	3,600	General Fund		Ongoing		
Questys	Annual Maintenance	15,040	General Fund		Ongoing		
AT&T	Internet and WAN Connections	120,295	General Fund		Ongoing		
NBS	Facilities Districts and Debt consultant	varies	CFD's & debt proceeds		Ongoing		varies depending on work needed

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Integra	Appraisals on debt issuance	varies	CFD's & debt proceeds		Ongoing		varies depending on work needed
The Gregory Group	Absorption & price points related to debt issuance	varies	CFD's & debt proceeds		Ongoing		varies depending on work needed
Orrick	Legal - Debt issuance and compliance	varies	CFD's & debt proceeds		Ongoing		varies depending on work needed
Union Bank	Debt	varies	CFD's & debt proceeds		Ongoing		varies depending on work needed
Sterne Agee	Investment of reserve funds	varies	CFD's & debt proceeds		Ongoing		varies depending on amount on reserve
Fieldman Rolapp	Financial Consultant	varies	CFD's & debt proceeds		Ongoing		varies depending on amount on reserve
Parks and Recreation							
Terra Care	Parks, Streetscapes, Trails Maintenance	\$ 1,741,080	GF/L&L Districts		2022	R#10365 Dec. 2019	
Terra Care	Hazard Tree Removal	5,000	General Fund		2022	R#10365 Dec. 2019	Public Safety
Terra Care	Annual weed abatement	45,000	General Fund		2022	R#10365 Dec. 2019	Public Safety
Terra Care	Tree removal and maintenance	118,183	General Fund		2022	R#10365 Dec. 2019	Public Safety
Terra Care	Unscheduled Maintenance	369,700	GF/L&L Districts		2022	R#10365 Dec. 2019	
Precision Concrete	Removal of Concrete Trip Hazards	8,469	General Fund		On-going		Public Safety
Precision Concrete	Grinds lifts in sidewalks	25,000	L&L Districts		On-going		Public Safety
Ed Brick Street Lights	Minor Streetlight repair / bulb replacement	40,000	L&L Districts				
M&M Electric	Major Streetlight and electrical repair	50,000	L&L Districts				
LeDoux Backflow Testing Services	Tests and repairs backflow devices	12,000	L&L Districts	State of CA			
Water Works Aquatic Management	Waterfall maintenance and repair	11,500	L&L Districts				
High Heat Pressure Washing	PowerWash Historic District Sidewalks	24,840	General Fund				
EMMS	City Facility Cleaning Services	220,817	General Fund		2020	R#9748 July 2016	
ATP	Alarm Services, Monitoring, Testing & Inspection	55,000	General Fund	Fire Code	2025	R#9346 April 2014	
Datco	Random Drug/Alcohol Testing	1,000	General Fund	State of CA	On-going		
Squeaky Clean	Window Cleaning	5,000	General Fund		On-going		
CWBM	Parking Garage - Janitorial	19,380	General Fund		On-going		
Otis	Parking Garage - Annual Elevator Inspection	2,900	General Fund	State of CA	On-going		
Otis	Parking Garage - Elevator Repairs	2,770	General Fund		On-going		
State of CA	Parking Garage - Elevator	225	General Fund	State of CA	On-going		
Thyssenkruff Elevator	Parking Garage - Elevator Repairs	5,000	General Fund		On-going		
All Pro Backflo	Back Flow Testing - City Hall and Parking Structure	500	General Fund	State of CA	On-going		
E-Lockers	Annual Software Maintenance	4,000	General Fund				
Eco-Viso	Data Transmission Service Agreement	500	General Fund				Johnny Cash trail counter
FCUSD	Fee for Use of Fields/Facilities	10,000	General Fund		On-going	R#7803 July 2006	Joint Use Agreement
FCUSD	Fee for Use of Fields/Facilities	15,000	General Fund		On-going	R#7803 July 2006	Joint Use Agreement
Loud Papa Soccer Officials	Soccer League Officiating	85,000	General Fund		2020	R#10287 May 2019	
Miscellaneous Official Contracts	Sports Referee Services	148,196	General Fund				
Various Instructors	Sports Instructors	117,500	General Fund				
Various Instructors	Recreation Instructors	110,000	General Fund				
DOJ	Fingerprinting	1,050	General Fund				required for employment
Dignity Health	Physicals	8,050	General Fund				required for employment
More Than A Mailbox	Fingerprinting	237	General Fund				required for employment
Access	Offsite Records Storage	3,000	General Fund				
Ellis & Associates	Aquatic risk mgmt ser, safety audits, licenses	12,324	General Fund	Mandatory			
Knorr Systems	Pool heater service and compliance	4,619	General Fund	SMAQMD			
Various Instructors	Summer Camps and swim clinics	12,000	General Fund				
Terry Gold	Train rides Wild Nights and Holiday Lights Event	14,535	General Fund		2024	R#10356 11/12/19	
Margaret Whittaker	Animal Training and Behavior Consulting	10,265	General Fund				
Veterinarians	Veterinary care for zoo animals	94,000	General Fund				
Police Department							
Judi's Cleaners	Uniform cleaning	\$ 25,240	General Fund				varies depending on need
Access Information Management	Shredding service	6,227	General Fund				
AK Mechanical	HVAC maintenance	varies	General Fund				varies depending on need
Aramark	Mats and towels	9,110	General Fund				
AT&T	Cell Phones, internet access, Phones	135,116	General Fund				
Blue Ravine Animal Hosp	K-9 Vet care	10,928	General Fund				varies depending on need
Comcast	Cable service	3,972	General Fund				
Cordico	Pre-employment	4,000	General Fund				

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County of Sacramento	CLETS Access	14,736	General Fund				
County of Sacramento	Parking Citation county fees	9,750	General Fund				varies depending on number of citations
County of Sacramento	Wildlife services	6,750	General Fund				
County of Sacramento	Narcan Training	10,775	General Fund				
Dean Investigations	Pre-employment backgrounds	12,746	General Fund				
Delta Wireless	Radio Console Maint, Radio repair and reprogramming	101,518	General Fund				
Direct TV	MCCU service	2,078	General Fund				
Foothill Transcription	Transcription service	10,994	General Fund				
Galls	Uniforms	47,231	General Fund				
Hillyard	Cleaning supplies	4,799	General Fund				
Koefran	Animal carcass disposal	5,200	General Fund				
KP Research	Pre-employment backgrounds	3,400	General Fund				
Language Line	Translation Service	335	General Fund				
LBISAT, LLC.	MCCU service	1,584	General Fund				
Lehr	Cameras	138,557	General Fund				
Loomis Basin Equine	Mounted Unit Vet care	13,673	General Fund				
Office Depot	Office supplies	13,507	General Fund				
Otis Elevators	Elevator Service and maintenance	2,123	General Fund	Mandatory			Safety requirement
Pest Control	Pest control service	650	General Fund				
Phoenix Group Info.	Citation processing	10,936	General Fund				
Sacramento County Sheriff	Jail booking and processing	77,592	General Fund				
Sacramento Self Help Housing	Folsom Navigator Contract - homeless	53,646	General Fund				
Sacramento SPCA	Contract/software	78,162	General Fund				
Sbarkies	K-9 supplies	5,654	General Fund				
Trans Union LLC	Background checks	1,194	General Fund				
Trans Union Risk	Case investigation	2,446	General Fund				
VCA Sunset Animal	K-9 Vet care	3,890	General Fund				
Verizon	Wireless service and GPS locator service	24,777	General Fund				
Douglas Ranch	Supplies K-9 & equine	5,805	General Fund				
Ray Morgan	Copier lease	29,724	General Fund				
California Department of Justice	CLETS access	7,508	General Fund				
PG&E	Gas service	1,863	General Fund				
Zee Medical	Billed every other month, amount varies	1,848	General Fund				
Sacramento County	Public Health Lab & Office of Emergency Services	2,100	General Fund				
Cellhawk (Hawk Analytics)	Investigations Computer License/subscription	2,495	General Fund				
APBnet (Critical Reach)	Software and user support	850	General Fund				
Batchgeo	Mapping software subscription	499	General Fund				
Crimedex	Information sharing platform between agencies	100	General Fund				
AOT Public Safety Corporation	Alarm billing services	24,600	General Fund				varies depending on permits issued and false alarms
PetData	Animal licensing on line service	7,248	General Fund				varies depending on usage
Public Works							
TBD	Bridge Inspection Services	\$ 50,000	Gas Tax/Impact Fees				
TBD	Street Striping, PN 8016	50,000	Measure A				
Monarch Landscape Holdings	Landscape maint for streetscapes and PW areas	114,000	Gas Tax/Measure A			R# 9493 01/27/15	PN 2233
West Coast Arborists, Inc.	On-call tree trimming and removal services	305,000	Gas Tax/Measure A			R#10327 08/27/19	PN 2309 & 8021
The Ferguson Group, LLC	Legislative consultant	50,000	Impact Fees				
SPTC-JPA	SPTC-JPA Administration	30,000	Impact Fees	Mandatory, JPA			PN 2218
TMA	Folsom-El Dorado Transp Mgmt Agency	30,000	Impact Fees	Mandatory, AQMD			PN 7007
State Water Resources Control Board	NPDES Permit Fees	22,744	Impact Fees	Mandatory, SWRCB			PN 7011
City and County of Sacramento	Annual Storm Water Quality Management	75,000	Impact Fees	Mandatory, SWRCB			PN 7011
EMMS Janitorial Service	Janitorial Service Streets & Traffic Trailers	3,180	General Fund				
Lucity	Assets, GIS, Citizen Portal software	11,200	General Fund				
ESRI	Software Maint	5,400	General Fund				
Non-Departmental							
Granicus	Website Management	\$ 10,000	General Fund		Ongoing		
Meals on Wheels	Senior Nutrition Program	22,300	General Fund		Ongoing		

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Sacramento County	Property Tax Administration	350,000	General Fund		Ongoing		
FedCorp	Economic Development	50,000	General Fund		Ongoing		
Elliott Homes	Tax sharing agreement	1,000,000	General Fund		2028		
Solid Waste							
Stericycle	Hazardous Waste Disposal	\$ 94,000	SW Operating	State	2023	R#10142 6/26/18	
Call 2 Recycle	Batteries Disposal	17,000		State	Ongoing		
Sharps Solutions	Sharps Disposal	5,279		State	2020		
Curie/Veolia	Smoke Alarm Disposal	2,000		State	Ongoing		
CBL	Compressed Gas Cylinder Disposal	2,639		State	Ongoing		
NES	8 Hour HAZWOPER Refresher	535		State	2021		
ESTP	Asbestos Annual Refresher	718		State	Ongoing		
ReCollect	Waste Wizard & Web Apps	6,611		State	2020		last year's with 1.7% CPI
ReCollect	Waste Wizard & Web Apps	3,361		State	2020		last year's with 1.7% CPI
ReCollect	Waste Wizard & Web Apps	3,305		State	2020		last year's with 1.7% CPI
Data Prose	Utility Billing	48,400			Ongoing		increased postage for SB998 notices
County of Sacramento	Kiefer Landfill Disposal for Solid Waste	1,286,000		State	2022	R#8065 5/22/07	increased based on 2019 tons and FY20 projection
County of Sacramento	Kiefer Landfill Disposal for HHW	4,071		State	2022	R#9594 9/23/15	last year's with 4% CPI
Wells Fargo Bank	Lockbox Services	14,500		State	Ongoing		
RTI	First Aid/CPR/AED Annual Training	900		State	Ongoing		
RTI	First Aid/CPR/AED Annual Training	225		State	Ongoing		
Agromin	Greenwaste Diversion	693,000		State		TBD	projected contract cost
Florin Perkins	C & D Diversion	47,509		State	Ongoing		
L&D Landfil	Sludge Disposal for Water Treatment Plant	48,000		State	Ongoing		
Schaefer	Refuse, Recycling & Green Waste Carts	230,979		State	2022	R#10002 9/12/17	
Schaefer	Recycling Carts	19,810		State	2022	R#10002 9/12/18	20/21 CCPP Award
Schaefer	Refuse, Recycling & Green Waste Carts	108,000		State	2022	R#10002 9/12/19	increased based on FY20 trend in for new homes
Asbury Environmental	Oil & Antifreeze Pumping/Recycling	390		State	2021		
Asbury Environmental	Corp Yard Wash Rack & Stormwater Pumping	629		State	2021		
Asbury Environmental	Corp Yard Wash Rack & Stormwater Pumping	629		State	2021		
Asbury Environmental	Corp Yard Wash Rack & Stormwater Pumping	629		State	Ongoing		
California Lab Services	Corp Yard Stormwater Sampling	200		State	Ongoing		
California Lab Services	Corp Yard Stormwater Sampling	200		State	Ongoing		
California Lab Services	Corp Yard Stormwater Sampling	200		State	Ongoing		
NES	Corp Yard Annual Haz Mat Training	470		State	2021		
NES	Corp Yard Annual Haz Mat Training	470		State	2021		
NES	Corp Yard Annual Haz Mat Training	470		State	2021		
Recreate	Recycling Education	15,000		State	2022		
EMMS Janitorial	Corp Yard Janitorial Service	2,520			2020	R#10152 4/26/16	
EMMS Janitorial	Corp Yard Janitorial Service	6,480			2020	R#10152 4/26/16	
CalWaste Recovery	Residential Recyclables	102,800		State	2024	R#10256 3/26/19	projected contract cost with 3% CPI
TBD	Commercial Recyclables/OCC	49,000		State	Ongoing	TBD	
TBD	Commercial Recyclables/CCMG	239,500		State	Ongoing	TBD	
Williams Scotsman Inc.	Solid Waste Administrative Office Lease	22,656			2024	R#10354 11/12/19	
Performance Modular	Solid Waste Operations Office Lease	15,438			2022	R#9986 8/22/17	
Ray Morgan	Copier lease	18,000			Ongoing		based on projection from FY20 YTD
CalWaste Recovery	Residential Recyclables	(361,000)		State	2024	R#10256 3/26/19	projected based on first 5 months of revenue
Mattress Recycling Council	Mattress Recycling	(2,700)		State	Ongoing		based on FY19
TBD	Commercial Recyclables/OCC & CCMG	(161,000)		State	Ongoing	TBD	OCC & CCMG. RI characterization, Cal Waste Price
Water Operating							
Commercial Pump & Mechanical	On-Call Pump Repair/Maintenance Services	\$ 45,000	Water Operating		6/30/2024	R#10276 05/14/19	System Maintenance
Loewen Pump Maintenance	On-Call Pump Repair/Maintenance Services	50,000	Water Operating		6/30/2024	R#10275 05/14/19	System Maintenance
Central California Generator, LLC	On-Call Generator Repair/Maintenance Services	30,000	Water Operating		6/30/2020	R# 9344 04/22/14	System Maintenance
San Juan Water Dist.	Ashland Annual Water Purchases	506,000	Water Operating	Mandatory			Water Service to Ashland Area Customers
DataProse	Printing and Mailing of Utility bills & delinquent notices	20,400	Water Operating				Required for Water Billing Services
Ferguson Group	Legislative Consultant	40,000	Water Operating				Federal lobbying and advocacy services for water
Wells Fargo	Check processing	14,400	Water Operating	Mandatory			Required for Water Billing Services

Contract With (Vendor)	Service Provided (Description)	FY 21 Amount	Funding Source(s)	If Mandatory - list the source	Final year of agreement?	Reso # and date approved	Notes
TBD	Misc. Water Contracts	115,000	Water Operating				Unforeseen water support for projects/operations
TBD	Water Supply Management	100,000	Water Operating				Support (regional plans, studies, grant applications)
Various	Misc. Legal Contracts	200,000	Water Operating				Outside water counsel (joint defense agreements)
Bay Alarm	Alarm Services for WTP	12,500	Water Operating		12/31/2020		Site Security
ATP Alarm	Building Monitoring	4,000	Water Operating				Site Security
EyeP Solutions	PS Cameras	15,000	Water Operating				Site Security
Pest Control Center, Inc.	Pest Control	3,000	Water Operating				Site Maintenance
Zenner	Zenner Hosting and Maintenance	20,000	Water Operating				Necessary for Proper System Operations
Datco	CDL Test	1,000	Water Operating	Mandatory			Mandated by State Legislation
Tesco Controls, Inc.	WTP Scada Maintenance	25,000	Water Operating		6/30/2024	R#10292 06/11/19	Maintain System Operations
CLS	Lab Services	50,000	Water Operating	Mandatory			State Legislation & Division of Drinking Water
Olin	Bulk Chlorine	152,250	Water Operating	Mandatory		R#9769 05/24/16	State Legislation & Division of Drinking Water
TBD	Repairs & upgrades to 2 cathodic protection units	5,000	Water Operating	Mandatory			State Legislation & Division of Drinking Water
WaterWorks Engineers	Master Meter Database Contracts	20,000	Water Operating				Maintain System Operations
TBD	Miscellaneous Meter Contracts	30,000	Water Operating				Maintain System Operations
TBD (Zenner)	Large Meter & Register Replacement	100,000	Water Operating		1/7/2024	R#10191 10/09/18	Maintain System Operations
Zenner	Small Meter & Register Replacement	50,000	Water Operating		1/7/2024	R#10191 10/09/18	Maintain System Operations
Zenner	AMI Fixed Network Replacement	115,000	Water Operating		11/7/2024	R#10294 06/11/19	Maintain System Operations
Various	Misc. Conservation Contracts	23,000	Water Operating	Mandatory			Mandated by State Legislation
CVP	Water Charge for East Area	150,000	Water Operating	Mandatory			East Area Water Supply
Quincy (Murraysmith)	Tank Cleaning and Inspection	60,000	Water Operating	Mandatory	11/5/2024	R#10340 09/24/19	State Legislation & Division of Drinking Water
Datco	Drug Testing	2,700	Water Operating	Mandatory			Mandated by State Legislation
City of Folsom	Water Conservation Rebates	90,000	Water Operating	Mandatory			State Legislation & Division of Drinking Water
DropCountr	Conservation Software	50,000	Water Operating		6/30/2021		Customer Conservation Program
Central Valley Engineering	Trench Repair	140,000	Water Operating			R#10157 07/24/18	System Maintenance
Tokay	Backflow Prevention Maintenance Tracking	4,000	Water Operating	Mandatory			State Legislation & Division of Drinking Water
TBD	SCADA Wonderware Upgrades	300,000	Water Operating				Maintain System Operations
L&D Landfill	Landfill Disposal for Sludge Removal	20,000	Water Operating				Maintain System Operations
B&V or HDR	Risk and Resilience Assmnt and Emer Response Plan	150,000	Water Operating	Mandatory			Mandated by EPA
California Diesel & Power	On-Call Generator Services	30,000	Water Operating		6/30/2024	R#10278 05/14/19	System Maintenance
ModSpace (Williams Scotsman)	Office Trailer Rental (UM, WM & WC)	10,000	Water Operating				System Maintenance
ModSpace (Williams Scotsman)	Ramp Lease (WC)	20,800	Water Operating				System Maintenance
Ray Morgan	Copiers	22,500	Water Operating				
Verizon	cell phones, tablets	10,000	Water Operating				Maintain System Operations
AT&T Mobility	WM Fixed Network	8,000	Water Operating				Maintain System Operations
Gold Country Media	monthly local advertising - water conservation	12,000	Water Operating				
Joe A. Gonsalves	monthly service & quarterly filing fees	30,000	Water Operating				State legislative advocacy
L'Hoist	WTP Chemicals	55,000	Water Operating				Maintain System Operations
NTU Technologies	WTP Chemicals	220,700	Water Operating		6/30/2023	R#10251 03/21/19	State Legislation & Division of Drinking Water
PB Electric	On Call Maintenance and Repair	30,000	Water Operating		6/30/2022		Maintain System Operations
Wastewater Operating							
Data Prose	Printing and Mailing of Utility bills & delinquent notices	\$ 21,000	Wastewater Operating				Required for Water Billing Services
Wells Fargo	Check Processing	15,000	Wastewater Operating	Mandatory			Required for Water Billing Services
Tesco Controls	On-Call SCADA Services	25,000	Wastewater Operating		6/30/2024	R#10292 06/11/19	Maintain System Operations
California Diesel & Power	On-Call Generator Services/ Add'l contract for WW	20,000	Wastewater Operating		6/30/2024	R#10278 05/14/19	System Maintenance
Commercial Pump & Mechanical	On-Call Pump Repair/ Add'l contract for WW	50,000	Wastewater Operating		6/30/2024	R#10276 05/14/19	System Maintenance
CLS	Water Quality Testing	8,000	Wastewater Operating	Mandatory			Waste Discharge Requirements from RWQCB
Various	Miscellaneous Sewer Contracts (Eng-Admin)	63,000	Wastewater Operating				Wastewater Engineering Support
Various	Misc. Sewer Contracts (O & M)	42,000	Wastewater Operating				Unforeseen wastewater support for projects/operations
Sacramento County	Vector Dump Fees	3,000	Wastewater Operating	Mandatory			Waste Discharge Requirements from RWQCB
State of California	DMV Physicals	500	Wastewater Operating	Mandatory			Mandated by State Legislation
Datco	Datco Drug Testing	1,200	Wastewater Operating	Mandatory			Mandated by State Legislation
ModSpace (Williams Scotsman)	Sewer Trailer Rental (WTP)	10,000	Wastewater Operating				Maintain System Operations
ModSpace (Williams Scotsman)	Office & Ramp Lease (CY)	20,800	Wastewater Operating				Maintain System Operations
Central Valley Engineering	Trench Repair for Construction	80,000	Wastewater Operating			R#10157 07/2418	System Maintenance
TBD	SCADA Wonderware Upgrades	500,000	Wastewater Operating	Mandatory			Waste Discharge Requirements from RWQCB
Sac Valley Electric	On-Call Maintenance & Repair	30,000	Wastewater Operating		6/30/2022		Maintain System Operations

Contract With (Vendor)	Service Provided (Description)	FY 21 Amount	Funding Source(s)	If Mandatory - list the source	Final year of agreement?	Reso # and date approved	Notes
Aramark	Uniform services	10,000	Wastewater Operating				Maintain System Operations
Ray Morgan	Copiers	9,000	Wastewater Operating				
Verizon	cell phones, tablets	8,000	Wastewater Operating				Maintain System Operations
ATP Alarm	Building Monitoring	2,000	Wastewater Operating				Site Security
AT&T Mobility	Laptops wireless service	3,100	Wastewater Operating				Maintain System Operations

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