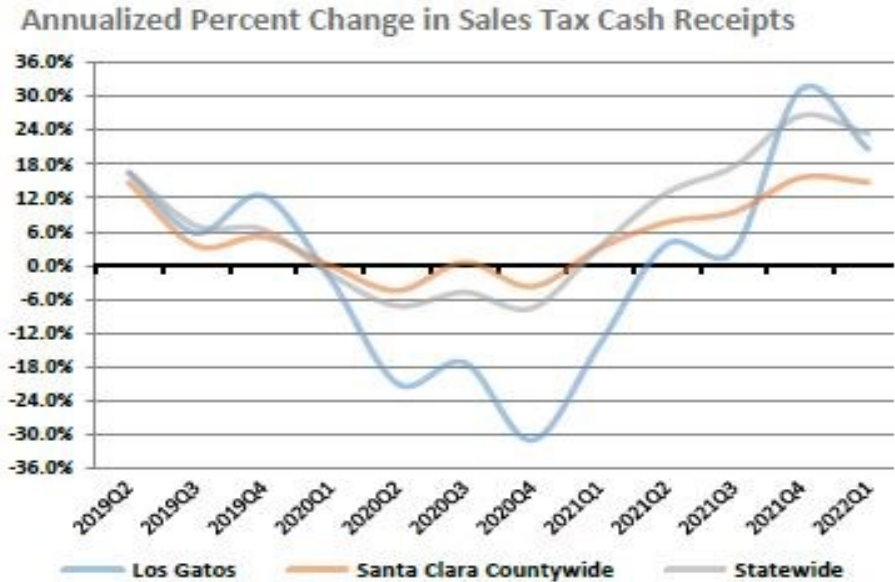


Town Revenues

	FY 2019/20 Actual	FY 2020/21 Adjusted Budget	FY 2020/21 Actual	FY 2021/22 Adjusted Budget	FY 2021/22 4Q
Property Tax	\$ 14,454,513	\$ 14,652,325	\$ 15,826,162	\$ 15,908,858	\$ 16,729,212
VLF Backfill	3,875,914	4,053,000	4,052,672	4,229,462	4,229,462
Sales & Use Tax	3,535,034	6,214,200	6,794,218	7,430,851	6,384,857
Measure G District Tax	996,390	1,087,669	1,139,386	1,240,755	1,141,249
Franchise Fees	2,495,792	2,532,289	2,499,463	2,514,020	2,581,490
Transient Occupancy Tax	1,869,685	707,723	1,044,820	1,475,000	1,743,623
Other Taxes	1,357,080	1,300,000	1,386,943	1,425,000	1,470,002
Licenses & Permits	2,696,457	2,911,898	3,018,786	3,074,907	4,750,154
Intergovernmental	1,104,075	4,341,088	1,573,697	4,031,378	1,055,572
Town Services	4,447,213	4,016,119	4,816,887	4,363,547	6,314,475
Fines & Forfeitures	271,117	94,950	103,467	213,450	292,339
Interest	2,266,134	626,409	96,061	551,233	273,281
Other Sources	3,286,211	4,727,796	3,576,238	633,631	1,004,515
Total Revenues	45,655,616	47,265,466	45,928,800	47,092,092	47,970,231
Transfers In:	599,669	652,056	1,833,218	633,352	104,659
Total Revenues & Transfers In	\$ 46,255,285	\$ 47,917,522	\$ 47,762,018	\$ 47,725,444	\$ 48,074,890

Economically Sensitive Revenues

SALES TAX	FY 2019/20 Actual	FY 2020/21 Actual	FY 2021/22 Actual
1Q	\$1,887,634	\$1,863,996	\$1,726,453
2Q	2,073,379	1,135,409	1,758,763
3Q	956,191	1,589,990	1,756,251
4Q	1,617,830	2,204,823	1,143,390
Total	\$6,535,034	\$6,794,218	\$6,384,856



MEASURE G TAX	FY 2019/20 Actual	FY 2020/21 Actual	FY 2021/22 Actual
1Q	\$264,161	\$300,599	\$316,317
2Q	299,137	261,746	324,525
3Q	195,465	249,733	295,671
4Q	237,627	327,308	204,736
Total	\$996,390	\$1,139,386	\$1,141,249

TOT	FY 2019/20 Actual	FY 2020/21 Actual	FY 2021/22 Actual
1Q	\$739,494	\$316,515	\$469,006
2Q	599,113	203,807	428,749
3Q	434,493	176,030	341,835
4Q	96,585	348,466	504,034
Total	\$1,869,685	\$1,044,819	\$1,743,623

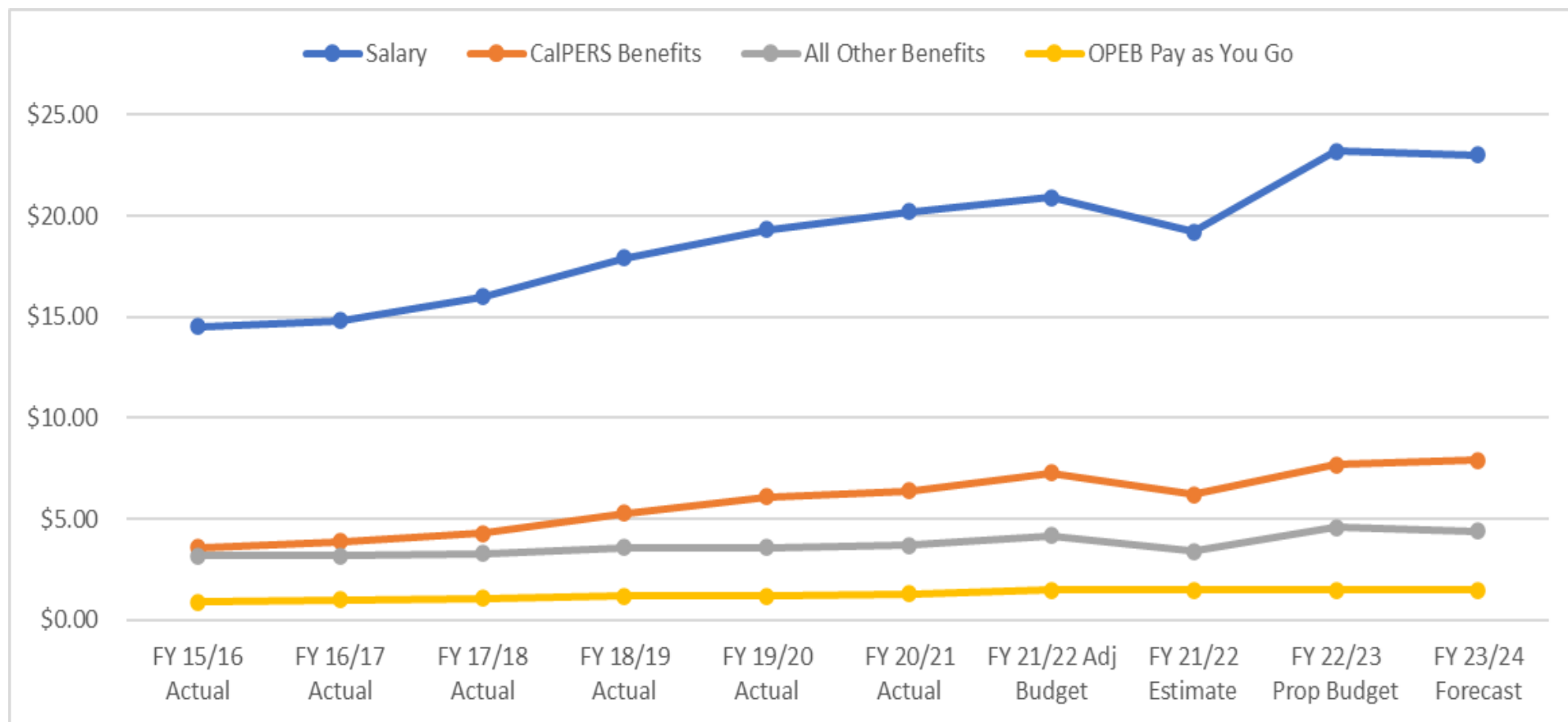
Department Expenses

	FY 2019/20 Actual	FY 2020/21 Adjusted Budget	FY 2020/21 Actual	FY 2021/22 Adjusted Budget	FY 2021/22 4Q
Expenditures					
Police Department	\$15,895,008	\$17,487,761	\$ 16,570,836	\$ 17,390,969	\$ 16,622,287
Parks & Public Works	8,168,039	8,209,850	8,179,757	9,080,662	8,520,349
Non-Departmental	3,505,098	8,157,687	7,882,762	4,255,024	3,453,462
Community Dev	4,473,790	5,605,215	5,009,798	5,461,716	4,958,144
Admin Services	4,388,762	4,995,847	4,731,133	5,849,527	5,189,689
Library Services	2,700,802	2,957,531	2,828,873	3,062,708	2,736,641
Town Council	206,163	243,486	192,280	202,891	184,953
Town Attorney	559,010	658,831	532,424	669,733	598,096
Total General Fund Expenditures	\$39,896,672	\$48,316,208	\$45,927,863	\$45,973,230	\$42,263,621

Salary & Benefit Expenses

	FY 2020/21 Actual	FY 2021/22 Adjusted Budget	FY 2021/22 Estimate	FY 2022/23 Proposed Budget	FY 2023/24 Forecast
Expenditures (millions)					
Salary	\$20.2	\$20.9	\$19.2	\$23.2	\$23.0
CalPERS Benefits	\$6.4	\$7.3	\$6.2	\$7.7	\$7.9
All Other Benefits	\$3.7	\$4.2	\$3.4	\$4.6	\$4.4
OPEB Pay as You Go	\$1.3	\$1.5	\$1.5	\$1.5	\$1.5
Salary & Benefit Expenditures	\$31.6	\$33.7	\$30.3	\$37.0	\$36.8
	FY 2015/16 Actual	FY 2016/17 Actual	FY 2017/18 Actual	FY 2018/19 Actual	FY 2019/20 Actual
Expenditures (millions)					
Salary	\$14.5	\$14.8	\$16.0	\$17.9	\$19.3
CalPERS Benefits	\$3.6	\$3.9	\$4.3	\$5.3	\$6.1
All Other Benefits	\$3.2	\$3.2	\$3.3	\$3.6	\$3.6
OPEB Pay as You Go	\$0.9	\$1.0	\$1.1	\$1.2	\$1.2
Salary & Benefit Expenditures	\$22.2	\$22.9	\$24.7	\$28.0	\$30.2

Salary & Benefit Expenses



Since FY 15/16 Salary has increased 58.6%

Since FY 15/16 CalPERS and other benefits have increased 79.2%

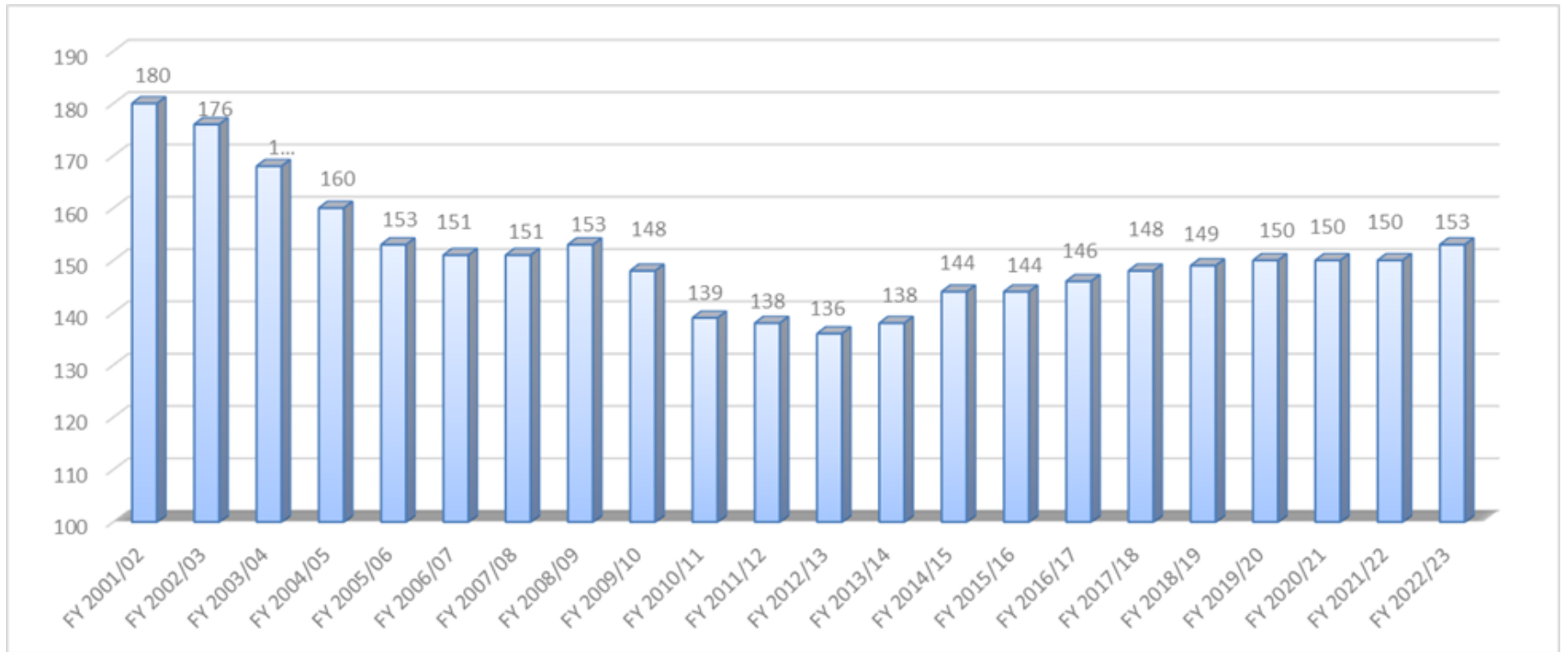
Organizational Staffing

DEPARTMENTS	FY 2020/21 Authorized/Funded Positions	FY 2021/22 Authorized/Funded Positions	FY 2022/23 Authorized/Funded Positions
Town Council	0.50	0.50	0.50
Town Attorney	1.88	2.13	2.13
Administrative Services	20.18	20.18	20.18
Community Development	20.20	20.20	20.20
Police Department	60.00	60.00	60.00
Parks & Public Works	34.75	35.75	36.75
Library	12.50	12.50	13.50
Total Positions	150.00	151.24	153.25
All Dept Staff Converted to Hourly	11.03	11.09	11.46
T otal Positions	161.03	62.33	164.71

NUMBER OF WC

7/1/22—6/30/22 = 15

Organizational Staffing

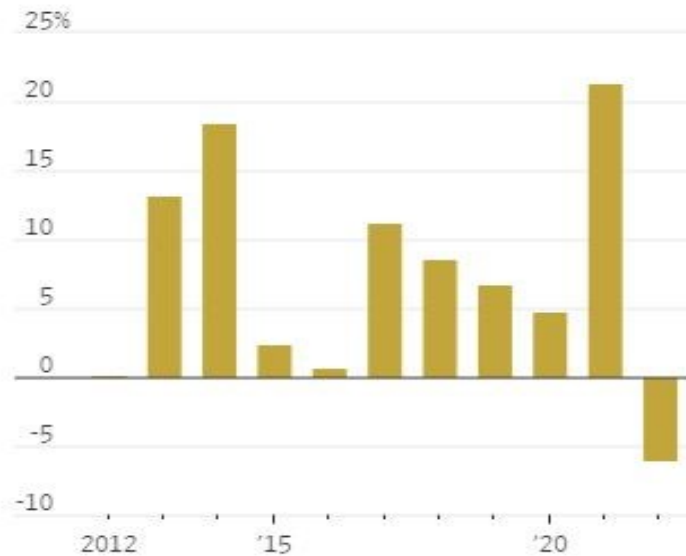


Organizational Staffing

Department	Position		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22		
Town Attorney	Legal Administrative Assistant	Separation	Vacant					Filled - Temp								
Town Attorney	Town Attorney	Retirement	Filled - Permanent					Filled - Interim					Filled - Permanent			
Admin Services	Emergency Manager - Temp	Separation	Vacant								Filled - Permanent					
Admin Services	Administrative Technician	Retirement	Filled - Permanent					Vacant		Filled - Permanent						
Admin Services	Finance Director	Retirement	Filled - Permanent					Filled - Interim								
Admin Services	IT Technician	Separation	Filled - Permanent												Vacant	
Admin Services	Events and Marketing Spec	Separation	Filled - Permanent												Vacant	
CDD	Planning Manager	Retirement	Vacant		Filled - Interim			Filled - Permanent								
CDD	Assistant Planner	Promotion	Filled - Permanent			Vacant		Filled - Temp		Filled - Permanent						
CDD	Senior Planner	Promotion	Filled - Permanent					Vacant		Filled - Permanent						
CDD	Associate Planner	Separation	Filled - Permanent												Vacant	
CDD	Permit Technician	Separation	Filled - Permanent								Filled - Temp		Filled - Permanent			
Police	Police Dispatcher	Separation	Vacant										Filled - Permanent			
Police	Police Dispatcher	Separation	Vacant													
Police	Police Dispatcher	Separation	Vacant													
Police	Police Dispatcher	Separation	Filled - Permanent		Vacant											
Police	Police Officer	Separation	Vacant													
Police	Police Officer	Separation	Vacant							Filled - Permanent						
Police	Police Officer	Separation	Filled - Permanent		Vacant						Filled - Permanent					
Police	Police Officer	Retirement	Filled - Permanent							Vacant		Filled - Permanent				
Police	Police Officer	Retirement	Filled - Permanent							Vacant						
Police	Police Officer	Retirement	Filled - Permanent							Vacant						
Police	Police Chief	Separation	Filled - Permanent			Vacant			Filled - Permanent							
Police	Police Captain	Promotion	Filled - Permanent							Vacant						
Police	Records & Com Manager	Separation	Filled - Permanent					Vacant								
Police	Police Record Specialist	Promotion	Filled - Permanent												Vacant	
Police	Senior Parking Control Officer	Retirement	Filled - Permanent												Vacant	
PPW	Streets Maintenance Worker	Separation	Filled with Temp			Filled with Trainee										
PPW	Administrative Assistant	Promotion	Filled - Permanent							Vacant			Filled - Permanent			
PPW	Parks & Public Works	Separation	Filled - Permanent												Filled - Interim	
PPW	Senior Civil Engineer		Filled - Permanent												Vacant	
Library	Library Specialist	Separation	Vacant		Filled - Permanent											
Library	Librarian	Separation	Vacant			Filled - Permanent										
Library	Senior Library Page	Separation	Filled - Permanent				Vacant - Filled with Temp				Filled - Permanent			Vacant		

Potential Headwinds

Calpers' yearly returns



Note: Fiscal year ends June 30.

Source: California Public Employees' Retirement System

Active Listings on Market
Santa Clara County Market: Year-over-Year Comparison

Comparing monthly market activity in 2021 and 2022

