

**CITY OF DELANO**  
**SUMMARY OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE**  
**TWO YEAR ANNUAL BUDGET**  
**FUND 35 - ECON DEV / ENTERPRISE ZONE - DEPT 957**

|   | Actual<br>2008-2009 | Actual<br>2009-2010 | Adjusted<br>Budget<br>2010-2011 | Estimated<br>Actual<br>2010-2011 | Approved<br>Budget<br>2011-2012 | Approved<br>Budget<br>2012-2013 |
|---|---------------------|---------------------|---------------------------------|----------------------------------|---------------------------------|---------------------------------|
| <b>FUND BALANCE, JULY 1,</b>                            | 63,530              | 75,012              | 72,461                          | 72,461                           | 153,361                         | 79,211                          |
| <b>Revenues:</b>  |                     |                     |                                 |                                  |                                 |                                 |
| Investment Earnings                                     | 1,014               | 412                 | -                               | -                                | -                               | -                               |
| BJA Block Grant   | 228                 | -                   | -                               | -                                | -                               | -                               |
| Enterprise Zone Vouchers Fee                            | 10,240              | 5,900               | 10,010                          | 10,010                           | -                               | -                               |
| <b>Total Revenues</b>                                   | <b>11,482</b>       | <b>6,312</b>        | <b>10,010</b>                   | <b>10,010</b>                    | <b>-</b>                        | <b>-</b>                        |
| <b>Expenditures:</b>                                    |                     |                     |                                 |                                  |                                 |                                 |
| Salaries & Benefits                                     | -                   | -                   | -                               | -                                | 59,100                          | 61,600                          |
| Maintenance & Operations                                | -                   | 838                 | 20,000                          | 4,105                            | 15,050                          | 15,050                          |
| Capital Outlay  | -                   | 8,025               | 12,860                          | 12,860                           | -                               | -                               |
| Capital Improvements                                    | -                   | -                   | -                               | -                                | -                               | -                               |
| Debt Service  | -                   | -                   | -                               | -                                | -                               | -                               |
| <b>Total Expenditures</b>                               | <b>-</b>            | <b>8,863</b>        | <b>32,860</b>                   | <b>16,965</b>                    | <b>74,150</b>                   | <b>76,650</b>                   |
| <b>Excess of Revenues Over (Under)<br/>Expenditures</b> | <b>11,482</b>       | <b>(2,551)</b>      | <b>(22,850)</b>                 | <b>(6,955)</b>                   | <b>(74,150)</b>                 | <b>(76,650)</b>                 |
| <b>Other Financing Sources (Uses):</b>                  |                     |                     |                                 |                                  |                                 |                                 |
| Transfers In - General Fund                             | -                   | -                   | 22,850                          | 22,850                           | -                               | -                               |
| Transfer in from HODAG (60)                             |                     |                     |                                 | 28,138                           | -                               | -                               |
| Transfer in from EDBG (35-951)                          |                     |                     |                                 | 36,867                           | -                               | -                               |
| Transfer in from Workforce Housing Grant (36)           |                     |                     |                                 | -                                |                                 |                                 |
| <b>Total Other Financing Sources (Uses)</b>             | <b>-</b>            | <b>-</b>            | <b>22,850</b>                   | <b>87,855</b>                    | <b>-</b>                        | <b>-</b>                        |
| <b>TOTAL FUND BALANCE</b>                               | <b>75,012</b>       | <b>72,461</b>       | <b>72,461</b>                   | <b>153,361</b>                   | <b>79,211</b>                   | <b>2,561</b>                    |

**CITY OF DELANO**  
**TWO YEAR ANNUALL BUDGET**  
**FUND 35 - ECONOMIC DEVELOPMENT/ENTERPRISE ZONE - DEPT 957**  
**REVENUE ESTIMATES 2012-2013**

| Acct#                                | Sources                                | Actual<br>Revenues<br>2008-2009 | Actual<br>Revenues<br>2009-2010 | Adjusted<br>Budget<br>2010-2011 | Estimated<br>Actual<br>2010-2011 | Approved<br>Budget<br>2011-2012 | Approved<br>Budget<br>2012-2013 |
|--------------------------------------|--|---------------------------------|---------------------------------|---------------------------------|----------------------------------|---------------------------------|---------------------------------|
| <b>Revenues:</b>                     |  |                                 |                                 |                                 |                                  |                                 |                                 |
| 3500                                 | Investment Earnings                    | 1,014                           | 412                             | -                               |                                  |                                 |                                 |
| 3745                                 | BJA Block Grant                        | 228                             |                                 |                                 |                                  |                                 |                                 |
| 3931                                 | Enterprise Zone Vouchering Fee         | 10,240                          | 5,900                           | 10,010                          | 10,010                           | -                               | -                               |
| <b>Total Revenues</b>                |  | <b>11,482</b>                   | <b>6,312</b>                    | <b>10,010</b>                   | <b>10,010</b>                    | -                               | -                               |
| <b>Other Financing Sources:</b>      |  |                                 |                                 |                                 |                                  |                                 |                                 |
| 3990 001                             | Transfers In - General Fund            | -                               | -                               | 22,850                          | 22,850                           | -                               | -                               |
| 3990 031                             | Transfers In - Workforce Housing Grant |                                 |                                 |                                 | 36,867                           | -                               | -                               |
| 3990 060                             | Transfers In - HODAG                   |                                 |                                 |                                 | 28,138                           | -                               | -                               |
| <b>Total Other Financing Sources</b> |  | -                               | -                               | <b>22,850</b>                   | <b>87,855</b>                    |                                 |                                 |
| <b>Total Revenues and Transfers</b>  |  | <b>11,482</b>                   | <b>6,312</b>                    | <b>32,860</b>                   | <b>97,865</b>                    | -                               | -                               |

**CITY OF DELANO**  
**TWO YEAR ANNUAL BUDGET, FY 2012 & 2013**  
**DEPARTMENTAL SUMMARY AND EXPENDITURE DETAIL**

Department: Economic Dev/Enterprise Zone

Fund: 35

Dept: 957

| <b>DEPARTMENTAL SUMMARY</b> |                                |                                |                                 |                                  |                                 |                                 |
|-----------------------------|--------------------------------|--------------------------------|---------------------------------|----------------------------------|---------------------------------|---------------------------------|
| Description                 | Actual<br>Expend.<br>2008-2009 | Actual<br>Expend.<br>2009-2010 | Adjusted<br>Budget<br>2010-2011 | Estimated<br>Actual<br>2010-2011 | Approved<br>Budget<br>2011-2012 | Approved<br>Budget<br>2012-2013 |
| Salaries & Benefits         | -                              | -                              | -                               | -                                | 59,100                          | 61,600                          |
| Maintenance & Operations    | -                              | 838                            | 20,000                          | 4,105                            | 15,050                          | 15,050                          |
| Capital Outlay              | -                              | 8,025                          | 12,860                          | 12,860                           | -                               | -                               |
| Capital Improvements        | -                              | -                              | -                               | -                                | -                               | -                               |
| Debt Service                | -                              | -                              | -                               | -                                | -                               | -                               |
| Other Financing Uses        | -                              | -                              | -                               | -                                | -                               | -                               |
| <b>Total</b>                | -                              | <b>8,863</b>                   | <b>32,860</b>                   | <b>16,965</b>                    | <b>74,150</b>                   | <b>76,650</b>                   |

| <b>EXPENDITURE DETAIL</b>            |                           |                                |                                |                                 |                                  |                                 |                                 |
|--------------------------------------|---------------------------|--------------------------------|--------------------------------|---------------------------------|----------------------------------|---------------------------------|---------------------------------|
| Object<br>No.                        | Description               | Actual<br>Expend.<br>2008-2009 | Actual<br>Expend.<br>2009-2010 | Adjusted<br>Budget<br>2010-2011 | Estimated<br>Actual<br>2010-2011 | Approved<br>Budget<br>2011-2012 | Approved<br>Budget<br>2012-2013 |
| <b><u>Salaries and Benefits:</u></b> |                           |                                |                                |                                 |                                  |                                 |                                 |
| 5110                                 | Salaries-Regular          | -                              | -                              | -                               | -                                | 46,500                          | 48,200                          |
| 5115                                 | Regular - Part Time       | -                              | -                              | -                               | -                                | -                               | -                               |
| 5120                                 | Salaries-Temporary        | -                              | -                              | -                               | -                                | -                               | -                               |
| 5125                                 | After-School Wages        | -                              | -                              | -                               | -                                | -                               | -                               |
| 5130                                 | Overtime Pay              | -                              | -                              | -                               | -                                | -                               | -                               |
| 5140                                 | Standby Pay               | -                              | -                              | -                               | -                                | -                               | -                               |
| 5160                                 | Council/Com Pay           | -                              | -                              | -                               | -                                | -                               | -                               |
| 5190                                 | Other Salaries/Benefits   | -                              | -                              | -                               | -                                | 200                             | 200                             |
| 5191                                 | FICA                      | -                              | -                              | -                               | -                                | 1,900                           | 2,000                           |
| 5192                                 | Pension                   | -                              | -                              | -                               | -                                | 5,600                           | 6,000                           |
| 5193                                 | Medical & Life Insurance  | -                              | -                              | -                               | -                                | 3,800                           | 4,100                           |
| 5194                                 | Cafeteria/Mgt. Incentive  | -                              | -                              | -                               | -                                | 1,000                           | 1,000                           |
| 5195                                 | Workers' Comp             | -                              | -                              | -                               | -                                | 100                             | 100                             |
| <b>Total Salaries &amp; Benefits</b> |                           | -                              | -                              | -                               | -                                | <b>59,100</b>                   | <b>61,600</b>                   |
| <b><u>M &amp; O</u></b>              |                           |                                |                                |                                 |                                  |                                 |                                 |
| 5200                                 | Administrative Overhead   | -                              | -                              | -                               | -                                | -                               | -                               |
| 5201                                 | Electrical                | -                              | -                              | -                               | -                                | -                               | -                               |
| 5203                                 | Telephone                 | -                              | -                              | 605                             | 605                              | 600                             | 600                             |
| 5205                                 | Water                     | -                              | -                              | -                               | -                                | -                               | -                               |
| 5300                                 | Office Supplies           | -                              | -                              | 500                             | 500                              | 500                             | 500                             |
| 5301                                 | Postage                   | -                              | -                              | 350                             | -                                | 350                             | 350                             |
| 5302                                 | Printing & Copying        | -                              | -                              | 700                             | -                                | 600                             | 600                             |
| 5303                                 | Advertising               | -                              | -                              | 12,345                          | -                                | 12,500                          | 12,500                          |
| 5306                                 | Computer Supplies         | -                              | -                              | 500                             | -                                | 500                             | 500                             |
| 5400                                 | Travel, Conf., & Training | -                              | 25                             | -                               | -                                | -                               | -                               |

CITY OF DELANO  
TWO YEAR ANNUAL BUDGET, FY 2012 & 2013  
DEPARTMENTAL SUMMARY AND EXPENDITURE DETAIL

Department: Economic Dev/Enterprise Zone

Fund: 35

Dept: 957

| EXPENDITURE DETAIL (Cont'd)       |                              |                             |                             |                              |                               |                              |                              |
|-----------------------------------|------------------------------|-----------------------------|-----------------------------|------------------------------|-------------------------------|------------------------------|------------------------------|
| Object No.                        | Description                  | Actual Expend.<br>2008-2009 | Actual Expend.<br>2009-2010 | Adjusted Budget<br>2010-2011 | Estimated Actual<br>2010-2011 | Approved Budget<br>2011-2012 | Approved Budget<br>2012-2013 |
| <b>M&amp;O (cont'd)</b>           |                              |                             |                             |                              |                               |                              |                              |
| 5423                              | Dues, Membership, Sub        | -                           | -                           | -                            | -                             | -                            | -                            |
| 5514                              | Share of Cost - City MIS     | -                           | -                           | -                            | -                             | -                            | -                            |
| 5515                              | CIS - Maintenance            | -                           | -                           | -                            | -                             | -                            | -                            |
| 5522                              | Contractual Maintenance      | -                           | -                           | -                            | -                             | -                            | -                            |
| 5523                              | Rents & Leases               | -                           | -                           | -                            | -                             | -                            | -                            |
| 5524                              | Professional/Technical       | -                           | -                           | -                            | -                             | -                            | -                            |
| 5532                              | SEMS Operations              | -                           | -                           | -                            | -                             | -                            | -                            |
| 5700                              | General Supplies             | -                           | 813                         | 5,000                        | 3,000                         | -                            | -                            |
| 5782                              | Worker's Comp CDBG HUD       | -                           | -                           | -                            | -                             | -                            | -                            |
| 5784                              | Liability Insurance          | -                           | -                           | -                            | -                             | -                            | -                            |
| 5792                              | General Administration       | -                           | -                           | -                            | -                             | -                            | -                            |
| 6000                              | Depreciation                 | -                           | -                           | -                            | -                             | -                            | -                            |
| 7933                              | Program Trans CalHome        | -                           | -                           | -                            | -                             | -                            | -                            |
| <b>Total M &amp; O</b>            |                              | -                           | <b>838</b>                  | <b>20,000</b>                | <b>4,105</b>                  | <b>15,050</b>                | <b>15,050</b>                |
| <b>Capital Outlay</b>             |                              |                             |                             |                              |                               |                              |                              |
| 80EP                              | Marketing                    | -                           | 8,025                       | 10,000                       | 10,000                        | -                            | -                            |
| 80EQ                              | Enterprise Zone Voucher Fee  | -                           | -                           | 2,860                        | 2,860                         | -                            | -                            |
| 90AE                              | Spray Parks                  | -                           | -                           | -                            | -                             | -                            | -                            |
| 90AR                              | Street Improvements          | -                           | -                           | -                            | -                             | -                            | -                            |
| 90AX                              | Norwalk/Madison              | -                           | -                           | -                            | -                             | -                            | -                            |
| <b>Total Capital Outlay</b>       |                              | -                           | <b>8,025</b>                | <b>12,860</b>                | <b>12,860</b>                 | -                            | -                            |
| <b>Capital Improvement</b>        |                              |                             |                             |                              |                               |                              |                              |
| <b>Total Capital Improvement</b>  |                              | -                           | -                           | -                            | -                             | -                            | -                            |
| <b>Total Debt Service</b>         |                              |                             |                             |                              |                               |                              |                              |
| 6100                              | Principal Debt               | -                           | -                           | -                            | -                             | -                            | -                            |
| 6102                              | Interest Debt                | -                           | -                           | -                            | -                             | -                            | -                            |
| <b>Total Debt Service</b>         |                              | -                           | -                           | -                            | -                             | -                            | -                            |
| <b>Other Financing Uses</b>       |                              |                             |                             |                              |                               |                              |                              |
| 7940                              | Transfer to Capital Projects | -                           | -                           | -                            | -                             | -                            | -                            |
| 7937                              | Transfer to CDBG             | -                           | -                           | -                            | -                             | -                            | -                            |
| <b>Total Other Financing Uses</b> |                              | -                           | -                           | -                            | -                             | -                            | -                            |
| <b>Department Total</b>           |                              | -                           | <b>8,863</b>                | <b>32,860</b>                | <b>16,965</b>                 | <b>74,150</b>                | <b>76,650</b>                |

**CITY OF DELANO  
TWO YEAR ANNUAL BUDGET, FY 2012 & 2013  
DEPARTMENTAL SUMMARY AND EXPENDITURE DETAIL**

Department: ECON DEV/ENTERPRISE ZONE

Fund: 35

Dept: 957

| <b>SALARIED EMPLOYEES</b>               |                     |          |               |               |
|---|---------------------|----------|---------------|---------------|
| Position Title                          | Number of Positions |          | Annual Salary |               |
|   | PY Approved         | Approved | 2012 Approved | 2013 Approved |
| <b>Existing Positions:</b>              |                     |          |               |               |
| Economic Development Specialist (A)     |                     | 0.75     | 46,500        | 48,200        |
|   |                     |          | -             | -             |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
| <b>Total Existing Positions</b>         | -                   | 0.75     | 46,500        | 48,200        |
| <b>New Positions/Changes:</b>           |                     |          |               |               |
|   |                     |          |               |               |
| (A) .25 to 32-955 CDBG HUD Federal      |                     |          |               |               |
| .75 to 35-957 Econ. Dev/Enterprise Zone |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
|   |                     |          |               |               |
| <b>Total New Positions/Changes</b>      | -                   | -        | -             | -             |
| <b>Total Salaried Employees</b>         | -                   | 0.75     | 46,500        | 48,200        |

| <b>Hourly Employees:</b>      |           |                             |                             |                             |
|-------------------------------|-----------|-----------------------------|-----------------------------|-----------------------------|
| Position Title                | Hrly Wage | No. of Hours                | Annual Wages                |                             |
|                               |           |                             |                             |                             |
|                               |           |                             |                             |                             |
| <b>Total Hourly Employees</b> | -         | -                           | -                           | -                           |
| <b>PERSONNEL RECAP</b>        |           |                             |                             |                             |
|                               |           | <b>Approved<br/>2009/10</b> | <b>Approved<br/>2011/12</b> | <b>Approved<br/>2012/13</b> |
| Regular                       |           | 0.00                        | 0.75                        | 0.75                        |
| Part-time                     |           |                             |                             |                             |

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