



**ECONOMIC DEVELOPMENT COMMITTEE
REGULAR MEETING
AGENDA**

Albany City Hall, Council Chamber
1000 San Pablo Avenue
Thursday, February 4, 2016
5:00 PM – 6:30 PM

1. CALL TO ORDER

2. ROLL CALL

3. APPROVAL OF MINUTES

3-1. January 7, 2016

4. PUBLIC COMMENT

For persons desiring to address the Committee on an item that is not on the agenda please note that each speaker is limited to three (3) minutes. The Brown Act limits the Committee's ability to take and/or discuss items that are not on the agenda; therefore, such items are normally referred to staff for comment or to a future agenda.

5. ANNOUNCEMENTS/COMMUNICATIONS

6. PRESENTATION

6-1. Financial Overview and Sales Tax Revenue Status – David Glasser, Finance Director

7. DISCUSSIONS AND POSSIBLE ACTION ON MATTERS RELATED TO THE FOLLOWING ITEMS:

7-1. Subcommittee Updates

- a. Immediate Opportunities Subcommittee
- b. Long Range Planning Subcommittee

7-2. Advertising on Solar Trash Cans – discuss possible changes to current advertising program

8. FUTURE AGENDA ITEMS

(Committee Member announcement of requests for future agenda items. No public comment will be taken on announcement of future agenda items).

Next meeting: March 3, 5 pm.

Regular monthly meeting schedule: first Thursday of each month at 5 pm.

March Meeting Agenda Topics:

Discussion with Arts Committee regarding Art in Commercial Areas

9. ADJOURNMENT

ATTACHMENTS:

1. City of Albany Sales Tax Digest Summary
2. Solar Can Advertising Flyer

The Committee packet is available for public inspection in the Office of the City Clerk located in City Hall. The agenda and supporting staff reports, if available, can also be found on our web page at www.albanymca.org.

Please note that if you provide your name and address when speaking before the Committee it will become part of the official public record, which will be posted on the Internet.



City of Albany Sales Tax Digest Summary

Collections through December 2015
Sales through September 2015 (2015Q3)

CALIFORNIA'S ECONOMIC OUTLOOK

California sales tax receipts increased by 2.4% over the same quarter from the previous year, with Northern California reporting a 1.8% increase compared to 2.8% for Southern California. Receipts for the City of Albany changed by .6% over the same periods.

How are prices affecting Sales Tax Revenues? The Annual Inflation Rate (CPI-U Western Region) in November edged down to 1.5% from 1.7% in November of 2014, due in part to lower gasoline prices. The overall annual inflation rate of 1.5% includes two segments that are increasingly using up more and more of California resident's disposable income and generally don't generate sales tax revenues: Housing 3.4% and Medical Care 3.4%. The Annual Inflation Rate for segments that generally do generate sales tax: Commodities less Food $-(2.4)\%$, Nondurables $-(2.0)\%$, Motor Fuel $-(18.7)\%$ and Food and Beverages 1.6%. (Bureau of Labor Statistics)

Where are Sales Tax Revenues growing? Retail Sales grew by 7.9% during the holiday season, excluding autos and gas. (SpendingPulse) Double-digit growth in furniture sales shows that consumers have more disposable income and are willing to splurge on big ticket items. (MasterCard Advisors)

LOCAL RESULTS

Net Cash Receipts Analysis

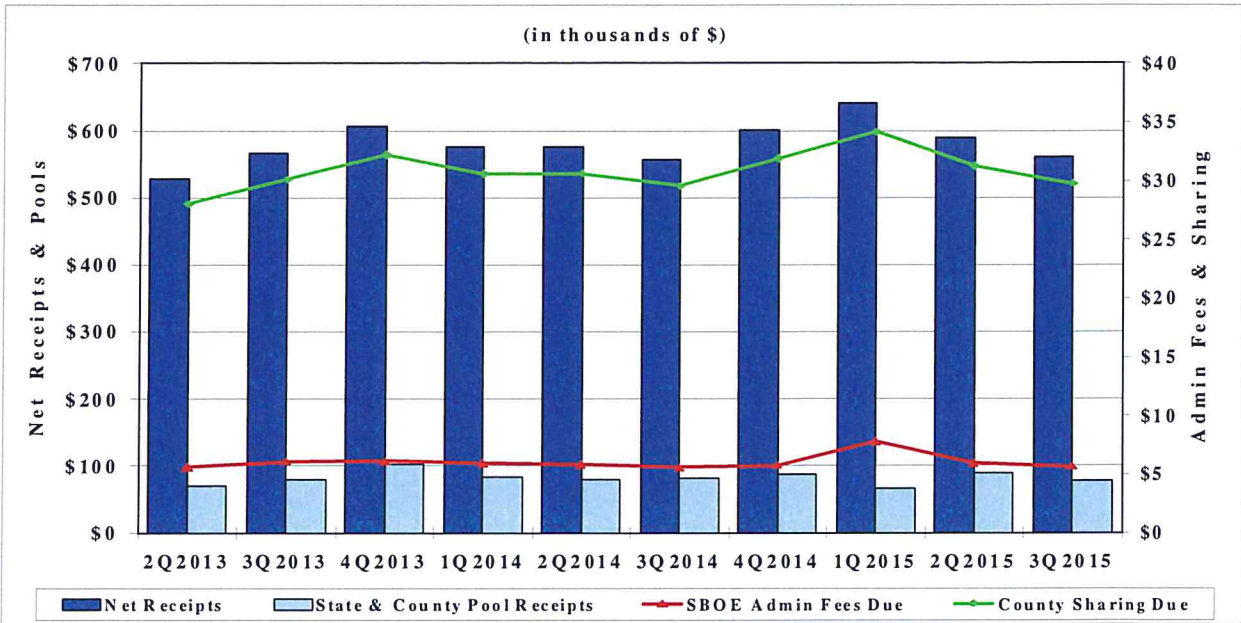
Local Collections	\$517,476
Share of County Pool (.77%)	78,223
Share of State Pool (.04%)	99
SBE Net Collections	595,798
Less: Amount Due County 5.00%	(29,790)
Less: Cost of Administration	(5,697)
Net 3Q2015 Receipts	560,311
Net 3Q2014 Receipts	556,772
Actual Percentage Change	.6%

Business Activity Performance Analysis

Local Collections	\$517,476
Less: Payments for Prior Periods	(7,776)
Preliminary 3Q2015 Collections	509,700
Projected 3Q2015 Late Payments	2,375
Projected 3Q2015 Final Results	512,075
Actual 3Q2014 Results	511,930
Projected Percentage Change	.0%

City of Albany

HISTORICAL CASH COLLECTIONS ANALYSIS BY QUARTER



TOP 25 SALES/USE TAX CONTRIBUTORS

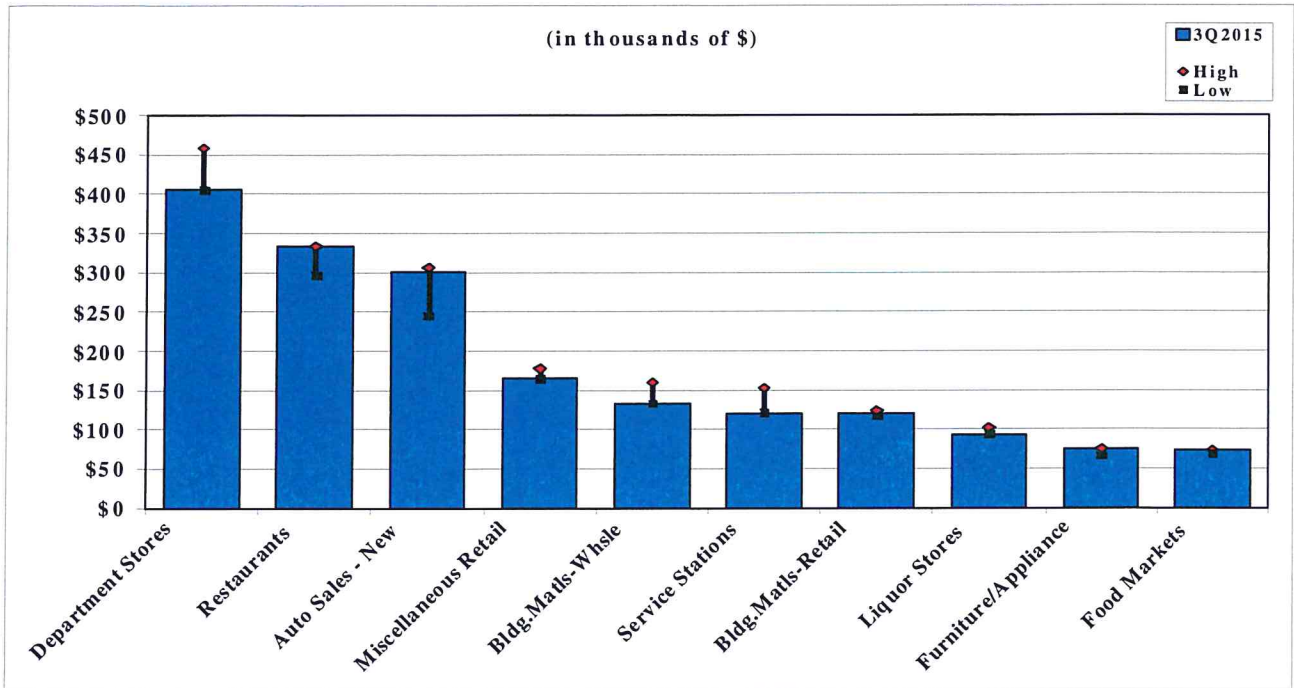
The following list identifies Albany's Top 25 Sales/Use Tax contributors. The list is in alphabetical order and represents sales from October 2014 to September 2015. The Top 25 Sales/Use Tax contributors generate 74.3% of Albany's total sales and use tax revenue.

- | | |
|------------------------------|----------------------------|
| ALBANY FORD SUBARU | GALVIN APPLIANCE |
| ALBANY HILL SERVICE STATIONS | GORDO TAQUERIA |
| ALBANY STEEL | HERTZ RENT-A-CAR |
| ALLIED BUILDING PRODUCTS | KELLY MOORE PAINTS |
| ARCO AM/PM MINI MARTS | LITTLE STAR PIZZA |
| BAYSHORE SUPPLY | LUMBER LIQUIDATORS |
| BEVERAGES & MORE | PACIFIC RACING ASSOCIATION |
| BOWL'D | SAFeway STORES |
| CHINA VILLAGE RESTAURANT | SHELL SERVICE STATIONS |
| CVS/PHARMACY | TARGET STORES |
| EAST BAY PAINT CENTER | TEAM ALBANY |
| FLOOR DIMENSIONS | THE LUMBER BARON |
| FONDA | |

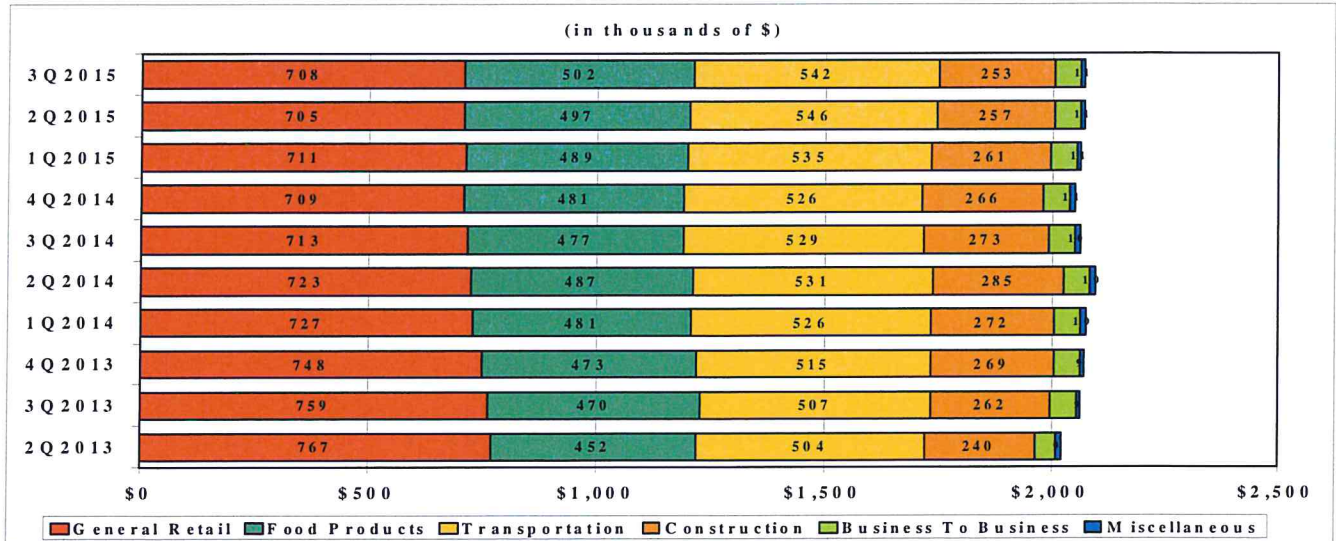
City of Albany

HISTORICAL SALES TAX AMOUNTS

The following chart shows the sales tax level from sales through September 2015, the highs, and the lows for each segment over the last two years.

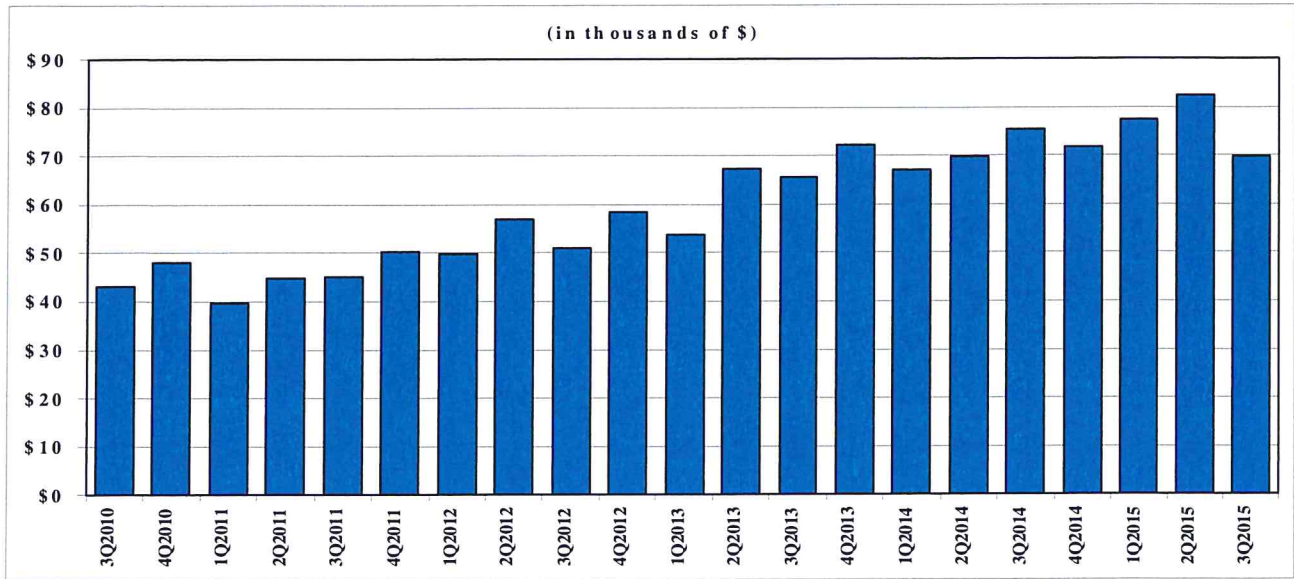


ANNUAL SALES TAX BY BUSINESS CATEGORY



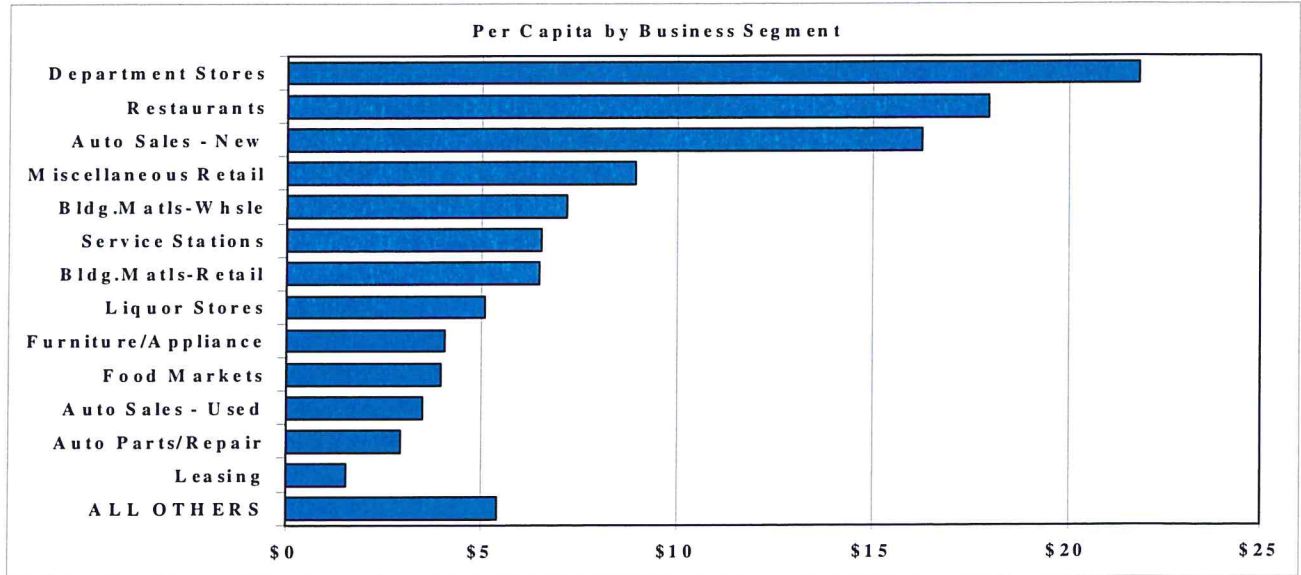
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FIVE-YEAR ECONOMIC TREND: Auto Sales - New



PER CAPITA BY BUSINESS SEGMENT

This chart shows sales tax per capita from business segments from July 2014 to June 2015.



City of Albany

FINAL RESULTS: April-June 2015 Sales

Local Net Cash Collections	\$588,403
Less: Pool Amounts	(\$51,388)
Less: Prior Quarter Payments	(\$6,229)
Add: Late Payments	\$4,800
Local Net Economic Collections after Adjustments	<hr/> \$535,586
Percent Change from April-June 2014 Sales	UP BY 1.6%

MUNISERVICES' ON-GOING AUDIT RESULTS

This Quarter	\$64,876
Total to Date	\$2,782,997

Put
Your Ad
Here

SIMPLY
SMART

Step into
Albany's
Sidewalk Scene

BIG BELLY Solar Compactor ADVERTISING

Solar Compactors:

- Provide a convenient opportunity to recycle
- Use 100% solar energy
- Hold up to five times the amount of waste as typical receptacles
- Reduce as many as five collection trips down to one, eliminating carbon emissions



Albany's solar compactor users are involved in the community and support the City's commitment to the environment. They take pride in patronizing local businesses.

Solar compactor ads are smart advertising and encourage solar compactor use.

Ad space is sold in three-month increments, perfect for ad campaigns, events and announcements

For more information, or to receive an application, please contact Claire Griffing at the City of Albany, 510-528-5754, or e-mail cgriffing@albanyca.org



Ad space is \$250 for a three month period. This is a pilot program. Prices and rules are subject to change.





**ECONOMIC DEVELOPMENT COMMITTEE
REGULAR MEETING
MINUTES**

Albany City Hall, Council Chamber
1000 San Pablo Avenue
Thursday, January 7, 2016
5:00 PM – 6:30 PM

1. CALL TO ORDER

The meeting was called to order by Chair Cheasty at 5:00 p.m.

2. ROLL CALL

Members present: Charles, Cain, Cheasty, Guhl, Montagh, Sala
Members absent: Baker

3. APPROVAL OF MINUTES

3-1. December 9, 2015

Moved by Cain, seconded by Sala to approve the December 9, 2015 Minutes, unanimously approved.

4. PUBLIC COMMENT

Peter Goodman, Arts Committee: encouraged the Committee to consider art as a way to vitalize the commercial district. The Arts Committee is working on a mural program for commercial areas, and is interested in the possibility of utilizing vacant lots for art events. Goodman will confirm with the Arts Committee regarding meeting further with the Committee.

Almaguer will provide the Arts Master Plan to the Committee.

Tod Abbott: encouraged the Committee to include consideration of San Pablo Avenue; announced that Shaun Charles is the new President of the Albany Chamber of Commerce.

5. ANNOUNCEMENTS/COMMUNICATIONS

Almaguer reported that the City will be working on a welcome packet to send to new businesses, and a newsletter that will be sent out twice per year to the commercial sector, and that staff is researching the opportunity to do art/mosaics on city trash cans along Solano and San Pablo Avenues.

6. PRESENTATION

7. DISCUSSIONS AND POSSIBLE ACTION ON MATTERS RELATED TO THE FOLLOWING ITEMS:

7-1. Review of Committee Work Plan

Staff recommendation: that the Committee review the work plan, identify priorities and next steps, and whether any subcommittees should be formed to begin conducting research on particular work plan items.

The Committee reviewed the work plan and discussed possible subcommittees to focus on particular subject areas.

Motion:

Moved by Montagh, seconded by Guhl to establish two subcommittees consisting of an immediate opportunities subcommittee, and a long range planning subcommittee. Committee Members Charles, Guhl, Montagh will serve on the immediate term subcommittee; Committee Members Cain, Cheasty and Sala will serve on the long range planning subcommittee.

Unanimously approved.

The Committee agreed to have the subcommittees meet prior to the next meeting and that the subcommittees will further review the work plan to identify tasks for each subcommittee.

8. FUTURE AGENDA ITEMS

The next agenda will include a conversation with members of the Arts Committee regarding art in commercial areas, trash can sponsorship program, reports from subcommittees.

Next meeting: February 4th – 5 pm.

Regular monthly meeting schedule: first Thursday of each month at 5 pm.

9. ADJOURNMENT

The meeting was adjourned at 6:30 p.m.