



## **VENTURA PORT DISTRICT BOARD OF PORT COMMISSIONERS**

Jim Friedman, Chairman  
Everard Ashworth, Vice Chairman  
Bruce E. Smith, Secretary  
Robert J. Bravo, Commissioner  
Gregory Carson, Commissioner

Oscar Peña, General Manager  
Chris Chan, Legal Counsel  
Jessica Rauch, Clerk of the Board

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### **PORT COMMISSION AGENDA REGULAR MEETING February 11, 2015 AT 11:00 A.M. 1603 ANCHORS WAY DRIVE, VENTURA, CA**

*The Board will convene in **Open Session** at the Port District Office located at 1603 Anchors Way Drive for its Regular Meeting at **11:00A.M.***

*A **Closed Session** of the Board will be held at approximately **12:00P.M.** in the Port District Office located at 1603 Anchors Way Drive, Ventura, California to discuss items on the Attachment to Agenda-Closed Session Conference with Legal Counsel and then reconvene thereafter to the Regular Meeting.*

**CALL TO ORDER:** *By Chair, Jim Friedman.*

**PLEDGE OF ALLEGIANCE:** *By Chair, Jim Friedman.*

**ROLL CALL:** *By the Clerk of the Board.*

#### **ADOPTION OF AGENDA (5 minutes)**

*Consider and approve, by majority vote, minor revisions to agenda items and/or attachments and any item added to, or removed/continued from the Port Commission's agenda. Administrative Reports relating to this agenda and materials related to an item on this agenda submitted after distribution of the agenda packet are available for public review at the Port District's office located at 1603 Anchors Way Drive, Ventura, CA during business hours as well as on the District's website - [www.venturaharbor.com](http://www.venturaharbor.com) (Public Notices). Each item on the agenda shall be deemed to include action by an appropriate motion, resolution or ordinance to take action on any item.*

#### **APPROVAL OF MINUTES**

*The Minutes of January 28, 2015 will be considered for approval.*

#### **PUBLIC COMMUNICATIONS (3 minutes)**

*The Public Communications period is set aside to allow public testimony on items not on today's agenda. Each person may address the Commission for up to three minutes or at the discretion of the Chair.*

#### **BOARD COMMUNICATIONS (5 minutes)**

*Port Commissioner's may present brief reports on port issues, such as seminars, meetings and literature that would be of interest to the public and/or Commission, as a whole.*

#### **STAFF COMMUNICATIONS (5 minutes)**

*Ventura Port District Staff will update the Commission on important topics.*

**CONSENT ITEMS: (3 minutes)**

*Matters appearing on the Consent Calendar are expected to be non-controversial and will be acted upon by the Board at one time, without discussion, unless a member of the Board or the public requests an opportunity to address any given item. Approval by the Board of Consent Items means that the recommendation is approved along with the terms set forth in the applicable staff reports.*

**1) Approval of New Lease Agreement for Boatyard Café**

Recommended Action: Motion

Approve by motion a new Restaurant lease agreement between the Ventura Port District dba Ventura Harbor Village and The Boatyard Café, Inc. dba Boatyard Café for the premises located at 1583 Spinnaker Drive #109 consisting of a total of 2,675 square feet for a year term, with a five year option.

**2) Approval of New Lease Agreement for Silhouettes Salon**

Recommended Action: Motion

That the Board of Port Commissioners approve by motion a new lease agreement between the Ventura Port District dba Ventura Harbor Village and Silhouettes Salon for the premises located at 1591 Spinnaker Drive #117B consisting of a total of 761 square feet for a two year term.

**ACTION ITEMS: (20 minutes)**

**3) Approval of Out of Town Travel Requests (5 minutes)**

Recommended Action: Motion

That the Board of Port Commissioners discuss and take appropriate action on the Out of Town Travel Request(s) for Marketing Manager, Jennifer Talt-Lundin and Board Vice Chairman Ev Ashworth.

**4) Amendment to the Professional Services Agreement with Jensen Design and Survey, Inc. for the Ventura Harbor Village Accessibility Project (5 minutes)**

Recommended Action: Motion

That the Board of Port Commissioners approve an amendment to the October 21, 2014 Professional Services Agreement between the Ventura Port District and Jensen Design and Survey, Inc., increasing the maximum compensation to \$50,000 to provide engineering and survey services for the Ventura Harbor Village parking lot accessibility project.

**5) Compensation and Benefits Comparison (10 minutes)**

Recommendation Action: Resolution No. 3263

That the Board of Port Commissioners discuss and take appropriate actions to approve by resolution a 3% adjustment to the bottom of the Non-Represented Employee Salary Range effective January 1, 2015 with adjustments scheduled to the bottom and top of the range equal to the Cost of Living effective January 1, 2016.

**INFORMATION ITEMS: (40 minutes)**

**6) Mid-Year Budget Review and Discussion (40 minutes)**

Recommended Action: Informational

That the Board of Port Commissioners review, discuss and give staff direction on the proposed Mid-Year Budget.

**ADJOURN TO CLOSED SESSION AT APPROXIMATELY 12:00PM**

## **RECONVENE PUBLIC SESSION**

### **CLOSED SESSION REPORT (3 minutes)**

*Closed Sessions are not open to the public pursuant to the Brown Act. Any reportable actions taken by the Commission during Closed Session will be announced at this time.*

## **ADJOURNMENT**

*This agenda was posted on Friday, February 6, 2015 at 5:00 p.m.  
at the Port District Office and on the Internet - [www.venturaharbor.com](http://www.venturaharbor.com) (Public Notices).*

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*In compliance with the Americans with Disabilities Act, if you need special assistance to participate in this meeting, please contact the Ventura Port District at (805) 642-8538. Notification 48 hours before the meeting will enable the District to make reasonable arrangements to ensure accessibility.  
(28 CFR 35.102.35.104 ADA Title II)*

**ATTACHMENT TO PORT COMMISSION AGENDA  
CLOSED SESSION CONFERENCE WITH LEGAL COUNSEL**

**WEDNESDAY, FEBUARY 11, 2015**

**1. Per Government Code Section 54956.8 – Conference with Real Property Negotiators:**

- |                      |   |
|----------------------|---|
| a) Property:         | <b>1591 Spinnaker Drive #117B</b>             |
| Negotiating Parties: | Oscar Pena, Chris Chan                        |
| Under Negotiation:   | New Lease Terms (Silhouettes)                 |
| b) Property:         | <b>1583 Spinnaker Drive #101</b>              |
| Negotiating Parties: | Oscar Pena, Chris Chan                        |
| Under Negotiation:   | New Lease Terms (The Greek at the Harbor)     |
| c) Property:         | <b>1575 Spinnaker Drive #101 (805 Bar)</b>    |
|                      | <b>1575 Spinnaker Drive #102 (Maru Sushi)</b> |
| Negotiating Parties: | Oscar Pena, Chris Chan                        |
| Under Negotiation:   | 805 Bar & Grilled Cheese Expansion            |
| d) Property:         | <b>1449 Spinnaker Drive #C, #E</b>            |
| Negotiating Parties: | Oscar Pena, Chris Chan                        |
| Under Negotiation:   | New Lease Terms (Del Mar Seafood)             |

**2. Potential Litigation - Per Government Code Section:**

- e) **54956.9(d)(2)** - Claim of Bonnie Beck

**FEBRUARY 11, 2015**  
**BOARD OF PORT COMMISSIONERS**  

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**APPROVAL OF MINUTES**



## **Minutes of Special Workshop Meeting of the Ventura Port District Board of Port Commissioners Held January 28, 2015**

The Regular Meeting of the Ventura Board of Port Commissioners was called to order by Chairman Gregory Carson at 7:06PM at the Ventura Port District Office located 1603 Anchors Way Drive, Ventura, CA 93001.

### **Commissioners Present:**

Everard G. Ashworth, Vice Chair  
Robert J. Bravo – Left at 7:19PM  
Gregory L. Carson  
Jim J. Friedman, Chair  
Bruce E. Smith, Secretary

### **Commissioners Absent:**

None

### **Port District Staff:**

Oscar Pena, General Manager  
Scott Miller, Harbor Master  
Robin Baer, Property Manager  
Joe Gonzalez, Facilities Manager  
Richard Parsons, Consultant  
Gloria Adkins, Fiscal Manager  
Jessica Rauch, Clerk of the Board

### **Legal Counsel:**

Timothy J. Gosney

### **AGENDA**

**CALL TO ORDER:** By Chair, Gregory Carson at 7:06PM.

**PLEDGE OF ALLEGIANCE:** By Chair, Gregory Carson.

**ROLL CALL:** All Commissioners were present.

### **ELECTION OF OFFICERS**

**ACTION:** Commissioner Bravo moved, seconded by Commissioner Ashworth and carried by a vote of 5-0 to nominate Commissioner Jim Friedman as the Chairman of the Board of Port Commissioners for the term of 2015 – 2017.

**ACTION:** Commissioner Bravo moved, seconded by Commissioner Carson and carried by a vote of 5-0 to nominate Commissioner Ev Ashworth as the Vice Chairman of the Board of Port Commissioners for the term of 2015 – 2017.

**ACTION:** Commissioner Bravo moved, seconded by Commissioner Carson and carried by a vote of 5-0 to nominate Commissioner Bruce Smith as the Secretary of the Board of Port Commissioners for the term of 2015 – 2017.

#### **SPECIAL PRESENTATION TO OUTGOING CHAIR**

**ACTION:** The Commission and Port District Staff acknowledged Commissioner Carson for his years of service as Chairman of the Commission.

#### **ADOPTION OF AGENDA**

**ACTON:** Commissioner Carson moved, seconded by Commissioner Smith and carried by a vote of 4-0 (Bravo absent) to adopt the January 28, 2015 agenda.

#### **APPROVAL OF MINUTES**

The Minutes of December 17, 2014 and January 14, 2015 were considered as follows:

**ACTION:** Commissioner Carson moved, seconded by Commissioner Smith and carried by a vote of 4-0 (Bravo absent) to approve the minutes of December 17, 2014 and January 14, 2015.

**PUBLIC COMMUNICATIONS:** Andres Fernandez, owner of 805 Bar and Grilled Cheese, spoke about his idea to expand into the Maru Sushi space and create Americano-Cubano cuisine with live Jazz music. Vincenzo Giammanco spoke about his event center concept for the large grassy area next to Blackbeard's former location.

**CLOSED SESSION REPORT:** Mr. Gosney stated that the Board met in closed session; discussed and reviewed all of the items listed on the Attachment to Agenda. Staff was given instructions as to how to proceed as appropriate and there was no reportable action taken under The Brown Act.

**LEGAL COUNSEL REPORT:** Mr. Gosney informed the Commission that Counsel is currently in the process in updating the District's documents to coincide with the new Public Contracts Code legislation. The Four Seasons cell tower sublease has been returned to the District's Counsel with redlines, and Counsel will start reviewing it soon. The fiber infrastructure agreement has been received and Counsel will begin the review process.

**BOARD COMMUNICATIONS:** None.

**DEPARTMENTAL STAFF REPORTS:** Mr. Parsons updated the Commission on the dredging process for the Harbor. Mason Construction will be pulling in the pipe on Saturday. The Dredge will arrive on Thursday, February 5<sup>th</sup> and Manson can begin dredging immediately. He also reported that the Launch Ramp modifications are moving forward and he will be meeting with Mr. Randy Short next week.

**GENERAL MANAGER REPORT:** Mr. Pena informed the Commission of new formats for the property and facilities departmental staff reports.

**SPECIAL RECOGNITION – Captain Paul Amaral:** Captain Amaral gave a presentation to the Commission on his vessel assist company, Channel Watch Marine and how it helps the Harbor and surrounding seafaring areas.

**CONSENT ITEMS:**

**1) Acceptance of Financial Statements for November 2014 and Approval of Payroll and Regular Checks for the month of November 2014**

Recommended Action: Resolution No. 3261

That the Board of Port Commissioners approve by Resolution the Financial Statements for November 2014 and the Payroll and Regular Checks for expenses in November 2104.

**ACTION:** Commissioner Carson moved, seconded by Commissioner Smith and carried by a vote of 4-0 (Bravo absent) to approve and accept the financial statements, payroll and regular checks for the month of November 2014.

**2) Approval of Out of Town Travel Requests**

Recommended Action: Motion

That the Board of Port Commissioners approve by motion the Out of Town Travel Request for Commissioner Bruce Smith.

**ACTION:** Commissioner Carson moved, seconded by Commissioner Ashworth and carried by a vote of 4-0 (Bravo absent) to approve the out of town travel request for Commissioner Bruce Smith.

**ACTION ITEMS: (30 minutes)**

**3) Approval of MOU/CBA with Teamsters 186 Representing the Dockmaster/Security Officer Unit**

Recommended Action: Resolution No. 3262

That the Board of Port Commissioners approve by resolution the Memorandum of Understanding between the Ventura Port District and Teamsters 186 representing the Dockmaster/Security Officer Unit.

**ACTION:** Commissioner Carson moved, seconded by Commissioner Smith and carried by a vote of 4-0 (Bravo absent) to approve the Memorandum of Understanding between the Ventura Port District and Teamsters 186 representing the Dockmaster/Security Officer Unit.

**4) Approval of Professional Services Agreement with Rasmussen & Associates**

Recommended Action: Motion.

That the Board of Port Commissioners approve the Professional Services Agreement with Rasmussen & Associates in the amount of \$46,000 to provide architectural services for the Ventura Harbor Village Re-Roofing Project.



**ACTION:** Commissioner Ashworth moved, seconded by Commissioner Carson and carried by a vote of 4-0 (Bravo absent) to approve the Professional Services Agreement with Rasmussen & Associates in the amount of \$46,000 to provide architectural services for the Ventura Harbor Village re-roofing project.

**5) Authorization of Horizon Communications Contract**

Recommended Action: Motion.

That the Board of Port Commissioners approve by motion the authorization of the General Manager to enter into a contract with Horizon Communications to install fiber into nine buildings at the Ventura Harbor Village complex, subject to Legal Counsel's review of the final contract.

**ACTION:** Commissioner Smith moved, seconded by Commissioner Ashworth and carried by a vote of 4-0 (Bravo absent) to approve the authorization of the General Manager to enter into a contract with Horizon Communications to install fiber into nine buildings at the Ventura Harbor Village complex, subject to Legal Counsel's review of the final contract.

**6) Approval of 2015 Port Commission Schedule**

Recommended Action: Motion.

That the Board of Port Commissioners discuss and take appropriate action on the 2015 Port Commission meeting schedule.

**ACTION:** Commissioner Carson moved, seconded by Commissioner Ashworth and carried by a vote of 4-0 (Bravo absent) to approve the 2015 Port Commission meeting schedule with the following revisions:

1. Change October 7 to October 14;
2. Change December 16 to December 9;
3. Change second Wednesday meeting time to 11:00AM with closed session at 12:00PM;
4. Change fourth Wednesday closed session time to 5:30PM with the regular meeting at 7:00PM.

**REQUEST FOR FUTURE AGENDA ITEMS:** None.

**DEDICATION OF MEETING TO CHUCK STANTON**

**ADJOURNMENT:** The meeting was adjourned at 8:31PM.

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Secretary

**FEBRUARY 11, 2015**  
**BOARD OF PORT COMMISSIONERS**

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**CONSENT ITEM NO. 1**

**APPROVAL OF NEW LEASE AGREEMENT FOR  
BOATYARD CAFÉ**

**VENTURA PORT DISTRICT  
BOARD COMMUNICATION**

**ITEM 1**  
Meeting Date: February 11, 2015

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TO: Board of Port Commissioners  
FROM: Oscar Peña, General Manager  
SUBJECT: New Restaurant Lease Agreement for the Boatyard Café  
1583 Spinnaker Drive #109

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**RECOMMENDATION:**

Approve by motion a new Restaurant lease agreement between the Ventura Port District dba Ventura Harbor Village and The Boatyard Café, Inc. dba Boatyard Café for the premises located at 1583 Spinnaker Drive #109 consisting of a total of 2,675 square feet for a year term, with a five year option.

**SUMMARY:**

In mid-September 2014, the operator of Spinnaker Steak and Seafood Restaurant entered into a sale purchase agreement with The Boatyard Café, Inc. and entered into an escrow for this real estate transaction that closed late December 2014.

**BACKGROUND:**

As part of this sale purchase agreement the Boatyard Café, Inc. has requested a new lease for the premises. The terms of the lease are as follows:

Premises: 2,675 square feet

Term: Four (4) years plus one five (5) year option period.

Rental Expenses: The monthly rental shall be \$5,266 and shall be increased at a minimum of 4% to 10% during the primary term of the lease.

Percentage Rent: Tenant shall also pay percentage rent as follows:

- 4% of gross sales on food items and non-alcoholic beverages.
- 5% of gross sales on alcoholic beverages.
- 5% on non-food items such as caps and t-shirts with the company logo.

Construction Period: Tenant shall be provided 90 days for construction, October through December.

Tenant Improvement Allowance: The District has agreed to an allowance of \$7,000 for approved interior and exterior improvements. Reimbursement shall be made subject to approved invoices submitted by tenant.

The Boatyard Café will provide a casual restaurant experience that serves breakfast and lunch. We are happy to welcome this new tenant to the Village.

**FISCAL IMPACT:**

The projected revenue to the District will be \$53,000 annually, plus percentage rent. The estimated percentage rent value could be an additional \$20,000 based upon projected sales.

Staff recommends this lease be approved subject to the successful close of escrow.

**FEBRUARY 11, 2015**

**BOARD OF PORT COMMISSIONERS**

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**CONSENT ITEM NO. 2**

**APPROVAL OF NEW LEASE AGREEMENT FOR**

**SILHOUETTES SALON**

**VENTURA PORT DISTRICT  
BOARD COMMUNICATION**

**ITEM 2**  
Meeting Date: February 11, 2015

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TO: Board of Port Commissioners  
FROM: Robin Baer, Property Manager  
SUBJECT: New Lease Agreement for Silhouettes Salon  
1591 Spinnaker Drive #117B

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**RECOMMENDATION:**

That the Board of Port Commissioners approve by motion a new lease agreement between the Ventura Port District dba Ventura Harbor Village and Silhouettes Salon for the premises located at 1591 Spinnaker Drive #117B consisting of a total of 761 square feet for a two year term.

**BACKGROUND:**

The tenant has been with the Ventura Harbor Village over six years and would like to continue their occupancy within the Village located at 1591 Spinnaker Drive #117B.

The term of the lease is for two years. The rent shall be adjusted annually.

**FISCAL IMPACT:**

The total occupancy expenses to the tenant are approximately \$38,000 for the two year period. The rental to the District is over \$25,000 for the two year period.

The Harbor is fortunate to have this tenant in the complex. Staff strongly recommends the Board's approval for this lease transaction.

**FEBRUARY 11, 2015**

**BOARD OF PORT COMMISSIONERS**

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**ACTION ITEM NO. 3**

**APPROVAL OF OUT OF TOWN TRAVEL REQUESTS**

**VENTURA PORT DISTRICT  
BOARD COMMUNICATION**

**ITEM 3**

Meeting Date: February 11, 2015

TO: Board of Port Commissioners  
FROM: Oscar F. Peña, General Manager  
SUBJECT: Out of Town Travel Requests

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**RECOMMENDATION:**

That the Board of Port Commissioners discuss and take appropriate action on the following out of town travel requests:

- A) Marketing Manager, Jennifer Talt-Lundin's travel to Monterey, California to participate in the Cal Travel Summit (California Travel Association) from June 16 – June 19, 2015. This benefits the District by allowing our Marketing Manager to gather information to promote visitation to the Ventura Harbor.

Registration	\$ 495.00
Car Rental	\$ 300.00
Lodging (2 nights)	\$ 630.00
Meals/Misc. Incidentals	\$ 145.00
Miscellaneous-Parking, etc.	<u>\$ 57.00</u>
TOTAL	\$1,627.00

- B) Vice Chairman, Ev Ashworth travel to Monterey, California to participate in the 2015 National Shellfisheries Association Annual Meeting from March 22 - 26, 2015. Attending the National Shellfisheries Association will help in formulating ideas and promotions of knowledge pertinent to the biology, ecology, production, economics and management of shellfish resources. Estimated cost for the travel is as follows:

Registration	\$ 650.00
Lodging (2 nights)	\$ 748.24
Meals/Misc. Incidentals	\$ 380.00
Personal Vehicle Mileage	\$ 305.90
Miscellaneous-Parking, etc.	<u>\$ 96.00</u>
TOTAL	\$2,180.14

Note: Pursuant to the Expense Reimbursement Policy, Meal and Incidental Expenses are not to exceed \$115 per day. Funds have been allocated in the FY 2014-15 Budget for training and conferences.

**FEBRUARY 11, 2015**  
**BOARD OF PORT COMMISSIONERS**

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**ACTION ITEM NO. 4**  
**AMENDMENT TO THE PROFESSIONAL SERVICES**  
**AGREEMENT WITH JENSEN DESIGN AND**  
**SURVEY, INC.**



**VENTURA PORT DISTRICT  
BOARD COMMUNICATION**

**ITEM 4**

Meeting Date: February 11, 2015

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TO: Board of Port Commissioners  
FROM: Richard Parsons, Project Manager  
SUBJECT: Amendment to the Professional Services Agreement with Jensen Design and Survey, Inc. for the Ventura Harbor Village Accessibility Project

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**RECOMMENDATION:**

That the Board of Port Commissioners approve an amendment to the October 21, 2014 Professional Services Agreement between the Ventura Port District and Jensen Design and Survey, Inc., increasing the maximum compensation to \$50,000 to provide engineering and survey services for the Ventura Harbor Village parking lot accessibility project.

**SUMMARY:**

In October 2014, the District entered into an agreement with Jensen Design and Survey, Inc. to prepare construction drawings for the necessary accessibility improvements to the Ventura Harbor Village parking lot for a fee of \$25,000. This effort has been completed and the plans are in plan check with the City of Ventura Planning Department.

The District now requires Jensen's assistance to:

1. Process the plans through the City process;
2. Prepare the bid documents; and
3. Provide construction supervision.

These services will be billed at Jensen's standard hourly rates, but not to exceed an additional \$25,000.

**FEBRUARY 11, 2015**

**BOARD OF PORT COMMISSIONERS**

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**ACTION ITEM NO. 5**

**COMPENSATION AND BENEFITS COMPARISON**

**VENTURA PORT DISTRICT  
BOARD COMMUNICATION**

**ITEM 5**  
Meeting Date: February 11, 2015

TO: Oscar Peña, General Manager  
FROM: G. Scott Miller, Harbormaster  
SUBJECT: Compensation and Benefits Comparison

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**RECOMMENDATION:**

That the Board of Port Commissioners discuss and take appropriate actions to approve by resolution a 3% adjustment to the bottom of the Non-Represented Employee Salary Range effective January 1, 2015 with adjustments scheduled to the bottom and top of the range equal to the Cost of Living effective January 1, 2016.

**BACKGROUND:**

At the September 10, 2014 Board of Port Commission Meeting Commissioner Bravo requested to review various compensation plans including the District's "Merit System", before year's end. On December 17, 2014, the General Manager presented a report recommending that the Board consider, discuss and take appropriate action on potential changes to employee compensation or benefits. In the Board discussion on the item, the Board gave staff direction to provide information on the salary and benefits offered by comparable agencies including consideration for Cost of Living Differences between locales. The Board passed a motion to continue this item to the February 11, 2015 meeting.

**Salary Range Information:** The State Controller's Office compiles salary and benefit information for every public agency in California organized by Department and Position Detail. (ATTACHMENT 1) I gathered information for Santa Cruz Port District (Special District), Santa Barbara Harbor (City) and Channel Island Harbor (County). Staff identified seven position descriptions that were common for all four agencies and compared those. Where multiple people fill a position, i.e. Harbor Patrol Officer II, individual salaries were combined then averaged.

**7 Comparable Positions**

Accounting Manager  
Accounting Technician  
Facilities Manager  
\*Harbor Patrol Officer II  
Harbormaster  
Maintenance Worker I  
\*Senior Harbor Patrol Officer

Staff was unable to satisfactorily factor in local cost of living because State or Federal sources do not pinpoint the differences between the Santa Cruz, Santa Barbara, and Ventura/Oxnard. The website, [www.salary.com](http://www.salary.com) and [www.areavibes.com](http://www.areavibes.com) purport to provide direct comparison, however there is a significant difference in the data. It appears that [www.salary.com](http://www.salary.com) excludes "home purchase"; [www.areavibes.com](http://www.areavibes.com) includes home purchase in its equation. Salary.com indicates that the cost of living in Ventura and Santa Barbara is essentially even and Santa Cruz is 12.1% higher than Ventura. Areavibes.com states that the local cost of living in Santa Barbara is 35.7% higher than Ventura and Santa Cruz is 22.4% higher. Without a reliable Government source, or two sources that provided reasonably similar information, staff chose not to factor this into the wage comparison.

The State Controller's report defines salary to include regular salary, overtime, Comp Time/Vacation payoff, and benefits such as Uniform Allowance. Retirement includes the Employer Contribution to retirement plus the agencies' contribution toward the Employee's Contribution. Health Benefits includes the agencies' contributions to Medical/Dental/Vision benefits. The chart below compares District's costs of benefits as a percentage relative to all surveyed agencies.

The District's costs for benefits are significantly lower for both Miscellaneous and Safety Employees. This is likely due to the fact that the District's PERS retirement formula is less than the most of the agencies, especially for Harbor Patrol Officers. Additionally, the Harbor Patrol Officers contribute 3% of salary to their retirement. The District pays the 7% employee contribution for all Miscellaneous Employees, both represented and non-represented.

#### Comparison with Other Agencies: Retirement Formula

Agency	Misc. Employees <sup>1</sup>	Safety Employees
Ventura Port District	2% @ 55	2% @ 55
Channel Island Harbor	2% @ 61	2% @ 50
Santa Cruz	2.5% @ 55	2.5% @ 55
Santa Barbara Harbor	2.7% @ 55	3% @ 50

This year's round of negotiations with Represented Employees resulted in the Top of the Salary Ranges being adjusted by 3% and future annual adjustments to the bottom and top of the ranges being linked to the Cost of Living Index through the length of the contracts. Based on this comparison, the recommended action in regards to salary is to raise the **bottom** of the Non-Represented Employee Salary Range by 3% effective January 1, 2015 and an adjustment to the bottom and top of the range equal to the Cost of Living Index effective January 1, 2016.

**Wages/Benefits:** It is recommended that the board consider potential increases to salary and or benefits in the fiscal year 2015 – 2016.

Through the budget process, wages have been frozen four of the last seven fiscal years. Since an employee is only eligible to receive an increase in pay "based on merit" on his or her anniversary date, there is a strong possibility that a 12-month wage freeze could result in an 18 to 24-month wage freeze. Concurrently, no increase in wages for two consecutive years could impact employee wages for up to 36 months.

An alternative to increasing wages would be to increase health or other benefits. The MOUs with represented employees are written so an increase in a medical benefit on a District-wide basis will also be granted to represented employees.

#### History of Pay Increases

F/Y	Increase
08/09	3%
09/10	0%
10/11	3%
11/12	0%
12/13	3%
13/14	0%
14/15	0%

**Merit System:** In early 2002, a Commissioner spearheaded the effort to convert the Port District 5-Step Salary structure, that is common in agencies in California, to a "Merit System", that is common in private sector medical facilities.

#### Comparison of District with All Surveyed Agencies

Position	Bottom of Range	Top of Range	Avg Salary Paid	Avg Benefits	Avg Total Comp
District Miscellaneous	-3.0%	5.0%	-4.8%	-22.4%	-9.5%
District Safety	-5.7%	5.0%	-4.3%	-52.6%	-19.5%

As implemented by the District in July 1, 2004, the distinctions between the two systems are:

<b>5-Step Salary Structure</b>	<b>Merit Salary Structure</b>
5 defined steps	Salary Range
25% between Step 1 and Step 5	30% between bottom and top of range
Movement from one step to another based on "satisfactory performance"	Movement based on "Merit" with eligibility to receive more or less than "normal"
An increase to the Salary Range would be applied to each step and every employee would receive the increase	An increase to the Range would only apply to an employee at the bottom of the range and not affect those within the range
During a Pay Freeze, an employee will still be given earned "Step Increases"	All wages are frozen during a Pay Freeze

The advantage of a Merit System is that "high performing" employees receive financial reward, thereby moving through the Salary Range quicker than a "Satisfactory Employee." In theory, after five years, the High Performer would earn at least 5% more than his "Satisfactory" counterpart.

However, that has not been the case at the District. In reviewing the salaries of the employees that were at the District when the "Merit System" was implemented eleven years ago, no employee has managed to move to the top of the range. On average, these Harbor Patrol Officers are 39% below the top of their range; Administration employees are 27% from the top of the range; Maintenance employees are 15%.

It is recommended that the Board consider implementing a five step salary structure in fiscal year 2015 – 2016. Staff will continue evaluating how the five step plan would be implemented with the represented and non-represented employees. With Board direction, staff can examine alternatives to bring to the Board in June 2015.

**ATTACHMENTS:**

Attachment 1 – Screen Shots of State Comptroller's Web Site

Attachment 2 - Salary Data from Comptroller's Web Site

Attachment 3 – Resolution No. 3263

# ATTACHMENT 1 – Screen Shots of State Comptroller’s Web Site

The State Controller's Office is not responsible for the accuracy of this information. [Learn more.](#) Save results as XLS PDF

Filter by: Total Wages Min Max Apply | Reset Search in table:  Find Next

Showing page 1 of 1 <<First <Previous 1 of 1 Next> Last>>

Position	Department	Total Wages	Total Retirement & Health Cost
<a href="#">Senior Harbor Patrol Officer</a>	<a href="#">Harbor Patrol</a>	\$85,166	\$19,033
<a href="#">Harbor Patrol Officer II</a>	<a href="#">Harbor Patrol</a>	\$77,624	\$17,831
<a href="#">Harbor Patrol Officer II</a>	<a href="#">Harbor Patrol</a>	\$74,161	\$16,507
<a href="#">Harbor Patrol Officer II</a>	<a href="#">Harbor Patrol</a>	\$70,630	\$16,953
<a href="#">Harbor Patrol Officer II</a>	<a href="#">Harbor Patrol</a>	\$62,958	\$17,005
<a href="#">Harbor Patrol Officer II</a>	<a href="#">Harbor Patrol</a>	\$62,381	\$15,452
<a href="#">Harbor Patrol Officer II</a>	<a href="#">Harbor Patrol</a>	\$62,202	\$14,525
<a href="#">Harbor Patrol Officer II</a>	<a href="#">Harbor Patrol</a>	\$48,113	\$9,453

## Position Detail

### Harbor Patrol Officer II

Special District: [Ventura Port District](#)

Department: [Harbor Patrol](#)

County: [Ventura](#)

Year: 2012

**\$62,958** total wages

**\$57,837**  
regular pay

**\$3,418**  
overtime pay

**\$1,490**  
lump-sum pay

**\$213**  
other pay

**\$49,236 – \$69,888** regular pay range for classification

**\$17,005** total retirement & health cost

**\$7,904**  
defined benefit  
plan

**\$1,901**  
employee's ret.  
cost covered

**\$0**  
deferred  
compensation

**\$7,200**  
health/dental/vision  
contribution

**2%@55** applicable defined benefit pension formula

[Click a term for a definition](#)

# ATTACHMENT B – Salary Data from Comptroller's Web Site

## Salary and Benefit Comparison

### Ventura Port District (Special District)

Position	Bottom of Pay Scale	Top of Pay Scale	Avg Salary Paid	Avg Benefits Paid	Avg Total Comp.	Retirement Formula
Accounting Manager	86089	97896	86191	27674	113865	2% @ 55
Accounting Technician	38952	57312	60035	12387	72422	2% @ 55
Facilities Manager	65172	91320	82769	24664	107433	2% @ 55
Harbor Patrol Officer II	49236	69888	65438	15389	80828	2% @ 55
Harbormaster	73176	107676	100914	30336	131250	2% @ 55
Maintenance Worker I	31164	45852	38111	12934	51045	2% @ 55
Senior Harbor Patrol Officer	55716	81984	85166	19033	104199	2% @ 55

### Channel Island Harbor (County)

Position	Bottom of Pay Scale	Top of Pay Scale	Avg Salary Paid	Avg Benefits Paid	Avg Total Comp.	Retirement Formula
Accounting Manager	73364	96912	100550	29771	130321	2% @ 61
Accounting Technician	30341	42473	36506	14247	50753	2% @ 61
Facilities Manager	40836	57263	51656	17698	69354	2% @ 61
Harbor Patrol Officer II	50162	64011	69443	48040	117483	2% @ 50
Harbormaster	70703	97296	115440	85234	200674	2% @ 50
Maintenance Worker I	29729	39909	39559	22512	62071	2% @ 58.5
Senior Harbor Patrol Officer	61839	75331	81464	67452	148916	2% @ 50

### Santa Cruz Harbor (Special District)

Position	Bottom of Pay Scale	Top of Pay Scale	Avg Salary Paid	Avg Benefits Paid	Avg Total Comp.	Retirement Formula
Accounting Manager	75000	76500	79154	37505	116659	2.5% @ 55
Accounting Technician	44208	58968	62244	15931	78175	2.5% @ 55
Facilities Manager	75000	75000	85902	22910	108812	2.5% @ 55
Harbor Patrol Officer II	42096	55944	56091	27642	83732	2.5% @ 55
Harbormaster	75000	76500	87702	22654	110356	2.5% @ 55
Maintenance Worker I	31284	47292	57261	26436	83697	2.5% @ 55
Senior Harbor Patrol Officer	44208	58968	77150	18839	95989	2.5% @ 55

### Santa Barbara Harbor (City)

Position	Bottom of Pay Scale	Top of Pay Scale	Avg Salary Paid	Avg Benefits Paid	Avg Total Comp.	Retirement Formula
Accounting Manager	97549	118572	112479	31974	144453	2.7% @ 55
Accounting Technician	48044	58398	58686	16397	75083	2.7% @ 55
Facilities Manager	96581	117395	116526	46782	163308	2.7% @ 55
Harbor Patrol Officer II	63525	77215	85542	48516	134058	3% @ 50
Harbormaster	94673	115076	125909	35253	161162	2.7% @ 55
Maintenance Worker I	38385	46658	48613	23516	72129	2.7% @ 55
Senior Harbor Patrol Officer	78328	95208	108901	45433	154334	3% @ 50





**RESOLUTION NO. 3263**

**RESOLUTION OF THE BOARD OF PORT COMMISSIONERS  
OF THE VENTURA PORT DISTRICT ESTABLISHING THE  
SALARY SCHEDULE FOR NON-REPRESENTED EMPLOYEES OF THE  
DISTRICT FOR CALENDAR YEAR 2015**

BE IT RESOLVED, by the Board of Port Commissioners of the Ventura Port District, that the Salary Schedules set forth below shall become effective January 1, 2015.

<b>Classification</b>	<b>Monthly Range</b>
Accounting Manager*	\$5,710 - \$8,403
Accounting Technician	\$3,343 - \$4,919
Administrative Assistant/Clerk*	\$3,932 - \$5,786
Custodian I	\$2,431 - \$3,578
Electrical Technician I	\$3,727 - \$5,483
Electrical Technician II	\$4,099 - \$6,031
Gardener	\$2,674 - \$3,936
Harbormaster*	\$6,281 - \$9,242
Landscaper	\$3,208 - \$4,723
Maintenance Supervisor I*	\$4,757 - \$7,001
Maintenance Supervisor II*	\$5,232 - \$7,701
Maintenance Worker I	\$2,675 - \$3,936
Maintenance Worker II	\$3,208 - \$4,723
Management Assistant	\$2,725 - \$4,009
Marina Manager*	\$4,708 - \$6,928
Marketing Coordinator	\$3,374 - \$4,303
Marketing Manager*	\$5,129 - \$7,549
Mechanical Technician I	\$3,727 - \$5,483
Mechanical Technician II	\$4,099 - \$6,031
Property Manager*	\$5,594 - \$7,838
Senior Harbor Patrol Officer	\$4,782 - \$7,037

\*Exempt Employee Status



ATTACHMENT 3

Temporary Employee	Hourly Range		
Dispatcher	\$15.00	-	\$18.53
Administrative/Marketing Services	\$9.00	-	\$23.18

BE IT FURTHER RESOLVED, that the General Manager's salary shall be negotiated with the Board. Any employee with an employment agreement shall have his or her rate of pay or salary established annually through negotiation with the General Manager and/or the Board in conjunction with the annual District budget; and

RESOLVED, that all other rates of pay shall be confined to a Salary Resolution established by the Board and will be based on a range, and

RESOLVED, that adjustments within a Pay Range will be based on individual merit. Merit encompasses an employee's knowledge, experience, ability, and performance, among other factors. A merit increase is considered as being earned by an employee. A merit increase is advancement to a higher rate in the employee's classification pay range. A merit increase is based on satisfactory or better work performance and must be accompanied by a current employee evaluation prepared and signed by the employee's supervisor and signed and approved by the General Manager. The employee shall acknowledge receipt of such evaluation; and

RESOLVED, that the District shall continue to contribute a maximum of \$600.00 per month toward the employee's cost of health and dental insurance. The amount specified in the District's Optional Benefit Plan shall \$400.00 per month. Those employees who choose not to participate in the District's health and dental insurance will receive \$216.00 as additional salary; and

BE IT FURTHER RESOLVED that each year during the budget process and at such other times as the Board of Port Commissioners shall determine in its discretion, the Board of Port Commissioners shall review the Salary Range Plan to ensure that the specified salary ranges are appropriate for identified positions given the duties and responsibilities of such positions.

PASSED and ADOPTED this 11<sup>th</sup> day of February, 2015.

Attest:

\_\_\_\_\_  
Jim Friedman, Chairman

\_\_\_\_\_  
Bruce Smith, Secretary

(Seal)

ATTACHMENT 3

STATE OF CALIFORNIA                    )  
COUNTY OF VENTURA                 ) ss.  
CITY OF SAN BUENAVENTURA         )

I, Bruce Smith, Secretary of the Ventura Port District, a public corporation, do hereby certify that the above and foregoing Resolution No. 3263 was duly passed and adopted by the Board of Port Commissioners of said District at a regular meeting thereof held on the 11th day of February 2015, by the following vote:

AYES:

NOES:

ABSENT:

ABSTAINED:

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the official seal of said District this 11th day of February 2015.

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Secretary

(Seal)

**FEBRUARY 11, 2015**

**BOARD OF PORT COMMISSIONERS**

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**INFORMATIONAL ITEM NO. 6**

**MID-YEAR BUDGET REVIEW AND DISCUSSION**

**VENTURA PORT DISTRICT  
BOARD COMMUNICATION**

**ITEM 6**  
Meeting Date: February 11, 2015

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TO: Board of Port Commissioners  
FROM: Gloria Adkins, Accounting Manager  
SUBJECT: Review and Discuss Mid-Year Budget Adjustments for Fiscal Year 2014-15

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**RECOMMENDATION:**

That the Board of Port Commissioners review, discuss and give staff direction on the proposed Mid-Year Budget Adjustments for Fiscal Year 2014-15.

**BACKGROUND AND SUMMARY:**

The District's fiscal year extends from July 1 through June 30. The operating budget is an essential component of the management planning and control process. This budget process is required by the Governmental Accounting Standards Board, which has jurisdiction over special districts. The concept of fiscal accountability requires that a government agency justify its actions in the context of budgetary restrictions on the use of resources.

The General Manager in collaboration with the Accounting Manager and all Department Managers evaluate the income and expense categories of the budget at mid-year to determine where adjustments may be necessary. Following this analysis, appropriate adjustments are made to the budget and recommended to the Board for approval.

As a result of this process, cash flows in from normal operations are projected at \$228,500 for the year. This is \$473,000 less than anticipated in the original FY14-15 budget. This adjustment is discussed in greater detail later in this report. The unrestricted cash balance is projected to be \$5,420,000 at June 30, 2015.

**DISCUSSION:**

The following explains the significant adjustments that are being proposed to the Board:

Operating Revenue

It is recommended that operating revenues be reduced by \$180,000 bringing the operating revenue to \$7,080,000 for the year. This is due to revenue lost from retail, restaurant, office tenancies and the marina at Harbor Village.

Operating Expenditures

An operating expense increase of \$293,000 is recommended. The majority of this increase is due to an increase in insurance premiums for general liability and workers compensation. JPIA performs an annual retro-deposit analysis based on historical losses and adjusts the current year's premium accordingly. A closer look at the remaining operating expenditures is as follows:

- Building Maintenance has decreased \$50,000. Instead of tenting the buildings for termite treatment, we are now contemplating entering into a contract with a pest control company to provide spot treatment to the various buildings at Harbor Village.
- Professional/Outside Services increased \$22,500 to supplement the Dockmaster/Security services at Harbor Village.

- Professional Services/Legal increased \$55,000. Legal expenses have increased over the last two years. Below is a summary of the primary categories for 2014 for the Ventura Port District and Ventura Harbor Village that utilized a large percentage of the total legal expenses.

Ventura Port District			Ventura Harbor Village		
Real Property	57,067	36%	Real Property	58,261	85%
Govt Claims	27,887	18%	General Matters	10,347	15%
VPD Policy Development	16,863	16%			
General Matters	54,105	30%			
Total	\$ 155,922	100%	Total	\$ 68,608	100%

### Capital Improvements

The five year Capital Improvement Plan is attached for your review. At this stage, there is a projected increase of \$355,000. The other proposed changes in the capital improvements for FY14-15 are explained below:

- The estimated cost for roof replacement for builds 1431, 1449 and 1559 at Harbor Village is being adjusted by \$400,000 for a total of \$850,000.
- Village Buildings 20 – The HVAC system for the National Park Service building at 1431 Spinnaker has been reduced by \$75,000 bringing the total to \$50,000.
- Parking Lots 61 – New project to build a concrete and stucco trash enclosure structure in the parking lot directly across from the Maintenance Shop area in the Village at 1559 Spinnaker Dr.

### Conclusion

We look forward to comments from the Board and the public on the District's proposed mid-year budget adjustments. We hope to improve occupancy levels at Harbor Village, which will increase revenues over time. Unfortunately, there have been some expenses that are beyond our control however, we have tried to reduce expenses where possible.

As the economy improves there will be more resources available to reinvest into the harbor and Harbor Village.

### **ATTACHMENTS:**

Attachment 1 – Mid-Year Budget Adjustments for Fiscal Year 2014-2015

Attachment 2 – Capital Improvement Plan

# ATTACHMENT 1

## VENTURA PORT DISTRICT MID-YEAR BUDGET ADJUSTMENTS FOR FISCAL YEAR 2014-15

	<u>Actual 2012-13</u>	<u>Actual 2013-14</u>	<u>Budget 2013-14</u>	<u>Budget 2014-15</u>	<u>Adjustment</u>	<u>Adjusted Budget 2014-15</u>	<u>Comments</u>
<b>OPERATING REVENUE</b>							
Parcel Lease Income	2,879,616	2,952,663	2,910,000	3,050,000	-	3,050,000	
Dry Storage Income	96,993	89,472	96,000	80,000	-	80,000	
Commercial Fishermen's Storage	57,442	63,167	63,500	70,000	-	70,000	
Parking Income	64,242	55,877	41,000	55,000	-	55,000	
Misc. Income/Rentals	2,454	183,583	112,500	109,000	-	109,000	
Harbor Village Lease Income							
Retail	427,052	445,324	440,000	440,000	(15,000)	425,000	Vacancies in Village
Restaurant	949,193	895,802	865,000	905,000	(35,000)	870,000	Vacancies in Village
Offices	567,992	548,550	560,000	555,000	-	555,000	
Charters	298,454	344,208	365,000	355,000	-	355,000	
Commercial Fishing	67,828	62,422	65,000	70,000	-	70,000	
Fish Offloading	138,468	237,335	200,000	175,000	(25,000)	150,000	Slow squid season
Harbor Village Misc. Income	17,770	13,317	6,000	6,000	-	6,000	
Booth/Vendor Income	10,301	9,968	7,000	9,500	-	9,500	
Sponsorships	5,158	14,210	16,000	16,500	-	16,500	
Harbor Event Permits	18,762	37,777	18,000	33,000	-	33,000	
Harbor Village Marina Slip Rentals	989,258	934,143	988,000	951,000	(75,000)	876,000	Vacancies in Village Marina
Harbor Village CAM Income	313,867	287,044	280,000	295,000	(25,000)	270,000	Vacancies in Village
Harbor Village Merchants Promo Dues	87,417	83,405	83,000	85,000	(5,000)	80,000	Vacancies in Village
<b>TOTAL OPERATING REVENUE</b>	<b>6,992,267</b>	<b>7,258,267</b>	<b>7,116,000</b>	<b>7,260,000</b>	<b>(180,000)</b>	<b>7,080,000</b>	
% change from previous years actual	-3%	4%		0%		-2%	
<b>OPERATING EXPENDITURES</b>							
<u>Personnel Expenses</u>							
Total Wages	1,525,233	1,597,943	1,630,500	1,583,000	1,500	1,584,500	
<u>Other Personnel Expenses</u>							
Payroll Taxes	22,414	28,639	27,500	27,500	-	27,500	
Workers Comp Insurance	47,847	75,951	77,000	77,000	46,000	123,000	JPIA Retro-active Prem due
Medical & Life Insurance	183,505	208,996	216,000	228,500	(7,000)	221,500	
Optional Benefit Plans	140,331	146,986	151,000	143,000	3,000	146,000	
Retirement Contributions	343,185	343,830	363,000	362,000	6,500	368,500	
Totals Other Personnel Exp	737,282	804,402	834,500	838,000	48,500	886,500	
Total Personnel Expenses	2,262,515	2,402,345	2,465,000	2,421,000	50,000	2,471,000	
% change from previous years actual	-2%	6%		1%		3%	
<u>General Expenses</u>							
Advertising	11,835	15,642	20,000	17,000	-	17,000	
Auto Mileage & Allowance	12,842	12,036	15,000	15,000	-	15,000	
Auto Equip & Maint.	35,368	27,416	30,600	31,500	2,500	34,000	
Bad Debt	49,373	41,174	10,000	36,000	-	36,000	
Bank Fees & Other Misc.	16,441	13,455	13,000	15,000	-	15,000	
Building Maintenance	162,973	274,022	212,500	279,000	(50,000)	229,000	

# ATTACHMENT 1

## FY14-15 Mid-Year Budget Adjustments Continued, 2/11/2015

	Actual 2012-13	Actual 2013-14	Budget 2013-14	Budget 2014-15	Adjustment	Adjusted Budget 2014-15	Comments
<u>General Expenses Cont'd</u>							
Communications	31,551	29,310	37,000	35,000	6,000	41,000	
Conferences, Meetings & Training	42,148	39,398	52,500	42,500	-	42,500	
Dock & Fish Pier Maint. & Repairs	45,722	16,971	58,000	56,000	3,000	59,000	
Environmental Coordination	542	1,750	500	500	-	500	
Equipment Rental	16,271	12,984	22,000	22,000	-	22,000	
Village Enhancements	30,149	35,039	53,000	50,000	-	50,000	
General Harbor Maintenance	1,866	-	5,000	5,000	-	5,000	
General Liability Insurance	126,566	141,886	150,000	150,000	124,500	274,500	JPIA Retro-active Prem due
Grounds Maintenance	149,986	126,442	159,000	168,000	(12,500)	155,500	
Grounds Maint.-Special	-	40,000	50,000	-	-	-	Onetime palm tree trimming
Janitorial Supplies	36,582	39,917	42,000	45,500	6,500	52,000	
Land/Building Rental Expense	63,931	64,156	63,500	70,000	-	70,000	Fisherman's storage/net repair area lease (see also revenue for Fisherman's storage)
Memberships & Subscriptions	18,070	20,186	17,600	21,000	-	21,000	
Office Computer Equip & Related	25,071	26,297	21,000	24,000	-	24,000	
Office Supplies & Equipment	30,051	35,872	46,000	51,500	-	51,500	
Operating Supplies	19,458	25,790	25,600	34,000	-	34,000	
Other Equipment & Repairs	36,661	39,949	37,000	41,500	-	41,500	
Professional Serv. - Auditing	14,020	13,458	15,000	15,000	-	15,000	
Professional Serv. - Legal	189,148	220,789	195,000	185,000	55,000	240,000	
Professional/Outside Services	342,100	295,555	298,000	341,000	22,500	363,500	
Prof. Serv/Downtown Trolley Partnership	-	24,000	25,000	25,000	-	25,000	
Prof. Serv/Summer Water Taxi	26,500	-	-	-	-	-	
Uniforms & Tool Allowances	7,809	11,089	14,000	14,500	1,000	15,500	
Utilities and Trash	322,051	348,012	367,400	390,500	(7,500)	383,000	
Dredging Related Expenses	255,813	243,534	260,000	260,000	-	260,000	
Total General Expenses	2,120,898	2,236,129	2,315,200	2,441,000	151,000	2,592,000	
% change from previous years actual	-38%	5%		9%		16%	
<u>Marketing &amp; Promotional Expenses</u>							
Advertising/PR	115,226	136,688	141,500	131,000	-	131,000	
Graphic Design/Ad Production	16,184	19,900	20,000	20,000	-	20,000	
Event Banners	381	1,492	1,500	1,000	-	1,000	
Maps/Rack Cards/Harbor Brochures	8,077	14,465	17,500	20,000	-	20,000	
Certified Rack	2,289	2,528	2,300	2,500	-	2,500	
Tourism Outreach and Partnership	5,845	6,144	9,000	9,000	-	9,000	
Entertainment-Live Music	16,952	18,932	20,000	23,000	-	23,000	
Event Production	51,572	52,443	55,000	60,000	-	60,000	
Equipment Rental-Copier	5,413	5,323	5,600	6,000	-	6,000	
Website Social Media	3,820	13,658	14,100	18,500	-	18,500	
Miscellaneous	183	72	-	500	-	500	
Total Marketing & Promotional Expenses	225,942	271,645	286,500	291,500	-	291,500	
% change from previous years actual	8%	20%		7%		7%	
<b>TOTAL OPERATING EXPENDITURES</b>	<b>4,609,355</b>	<b>4,910,119</b>	<b>5,066,700</b>	<b>5,153,500</b>	<b>201,000</b>	<b>5,354,500</b>	
% change from previous years actual	-22%	7%		5%		9%	
<b>Operating Cash Flows In (Out)</b>	<b>2,382,912</b>	<b>2,348,148</b>	<b>2,049,300</b>	<b>2,106,500</b>	<b>(381,000)</b>	<b>1,725,500</b>	



# ATTACHMENT 1

## FY14-15 Mid-Year Budget Adjustments Continued, 2/11/2015

	<u>Actual 2012-13</u>	<u>Actual 2013-14</u>	<u>Budget 2013-14</u>	<u>Budget 2014-15</u>	<u>Adjustment</u>	<u>Adjusted Budget 2014-15</u>	<u>Comments</u>
<b>NON-OPERATING and OTHER EXPENDITURES</b>							
Harbor Patrol expenses not funded by property taxes	5,179	127,275	169,800	115,000	92,000	207,000	See Harbor Patrol - primarily reflects increase in workers comp insurance and boat maintenance
Launch ramp expenses not funded by grant	-	-	50,000	-	-	-	
Master Plan/Specific Plan	9,060	-	5,000	-	-	-	
Amortized Bond Issuance Cost	-	-	14,000	-	-	-	
COP's Interest Payment	497,366	474,339	510,000	455,000	-	455,000	
DBAW Loan#1 Interest Payment \$4m	160,820	160,934	165,000	160,000	-	160,000	
DBAW Loan#2 Interest Payment \$1.5m	57,241	55,767	59,000	55,000	-	55,000	
Principle Payments on bonds/loans	560,341	588,151	589,000	620,000	-	620,000	
<b>TOTAL NON-OPER. EXPENDITURES</b>	<b>1,290,007</b>	<b>1,406,466</b>	<b>1,561,800</b>	<b>1,405,000</b>	<b>92,000</b>	<b>1,497,000</b>	
<b>Annual Cash Flows In (Out) from normal operations before Tenant Improvements, Accessibility Improvements and Capital Improvements</b>	<b>1,092,905</b>	<b>941,682</b>	<b>487,500</b>	<b>701,500</b>	<b>(473,000)</b>	<b>228,500</b>	
Building Tenant Improvements	56,696	140,681	150,000	300,000	(70,000)	230,000	
Accessibility Improvements	-	-	-	250,000	15,000	265,000	
Capital Improvements Projects	539,690	320,863	1,398,000	1,218,000	355,000	1,573,000	See Attached Schedule
<b>Improvements funded through Unrestricted Improvement Reserve Fund</b>	<b>-</b>	<b>-</b>	<b>1,060,500</b>	<b>1,066,500</b>	<b>773,000</b>	<b>1,839,500</b>	
Projected Unrestricted Reserve Balance		\$ 7,524,000	\$ 6,200,000	\$ 5,100,000		\$ 3,790,000	
Delay in receipt of grant reimbursement funds <sup>1</sup>		(1,894,000)		1,630,000		1,630,000	
<b>Adjusted Unrestricted Reserve Balance</b>		<b>\$ 5,630,000</b>	<b>\$ 6,200,000</b>	<b>\$ 6,730,000</b>		<b>\$ 5,420,000</b>	

### Note:

<sup>1</sup> Division of Boating & Waterways (DBW) is currently reviewing the District's request for reimbursement of funds for the launch ramp construction. DBW will hold back a retention from the FY13-14 reimbursement request until the entire project is officially closed.

At this time the project is being held open pending parking lot restructure needs. All contractors have been paid for all work completed to date.

# ATTACHMENT 1

## FY14-15 Mid-Year Budget Adjustments Continued, 2/11/2015

### Harbor Patrol Department Expenses funded from Property Taxes and Assessments collected by the County of Ventura

	<u>Actual 2012-13</u>	<u>Actual 2013-14</u>	<u>Budget 2013-14</u>	<u>Budget 2014-15</u>	<u>Adjustment</u>	<u>Adjusted Budget 2014-15</u>	<u>Comments</u>
Property Taxes and Assessments by County	944,974	978,498	960,000	1,010,000	-	1,010,000	
<u>Harbor Patrol Personnel Expenses</u>							
Total Wages	603,659	616,718	631,500	607,500	19,000	626,500	
Payroll Taxes	10,607	12,556	15,000	15,000	-	15,000	
Workers Comp Insurance	50,123	127,603	130,000	130,000	62,000	192,000	JPIA Retro-active Prem due
Medical & Life Insurance	59,126	52,940	53,500	54,000	5,000	59,000	
Optional Benefit Plans	39,977	43,428	44,000	44,000	6,000	50,000	Change in employees benefit choices
Retirement Contributions	81,259	92,615	93,000	95,000	-	95,000	
<b>Total Harbor Patrol Personnel Exp</b>	<b>844,751</b>	<b>945,860</b>	<b>967,000</b>	<b>945,500</b>	<b>92,000</b>	<b>1,037,500</b>	
% change from previous year actual	-1%	12%		0%		10%	
<u>Harbor Patrol Other Expenses</u>							
Uniforms	8,563	7,691	9,000	31,000	-	31,000	
Oil & Fuel Expense	31,762	28,297	34,000	34,000	-	34,000	
Operating Supplies & Expense	14,220	14,322	21,000	21,000	-	21,000	
Boat Maintenance	21,211	82,659	67,000	60,000	-	60,000	
Auto Equip & Maint.	2,090	8,248	8,600	5,000	-	5,000	
Conferences & Training	3,587	3,585	3,200	3,500	-	3,500	
Summer Lifeguard Services	23,969	15,111	20,000	21,000	-	21,000	
Professional Services	-	-	-	4,000	-	4,000	
<b>Total Harbor Patrol Other Expenses</b>	<b>105,402</b>	<b>159,913</b>	<b>162,800</b>	<b>179,500</b>	<b>-</b>	<b>179,500</b>	
% change from previous year actual	16%	52%		12%		12%	
<b>Total Harbor Patrol Expenses</b>	<b>950,153</b>	<b>1,105,773</b>	<b>1,129,800</b>	<b>1,125,000</b>	<b>92,000</b>	<b>1,217,000</b>	
	0%	16%		2%		10%	
Expenditures remaining after Property Tax Revenues were applied are funded from Operating Revenues	(5,179)	(127,275)	(169,800)	(115,000)	(92,000)	(207,000)	

# ATTACHMENT 1

FY14-15 Mid-Year Budget Adjustments Continued, 2/11/2015

## Expenditures funded by Grants and Special Funding

	<u>Actual 2012-13</u>	<u>Actual 2013-14</u>	<u>Budget 2013-14</u>	<u>Budget 2014-15</u>	<u>Adjustment</u>	<u>Adjusted Budget 2014-15</u>	<u>Comments</u>
<u>Grants and Special Funding</u>							
DBAW Grants-abandon vessel & vessel turn-in	5,085	-	12,000	13,500	-	13,500	Grant for \$39,000 for engines for B17, \$10,500 for radar/GPS/depth sounder for two boats
DBAW Grants-Boat Equipment	-	34,419	37,000	49,500	-	49,500	
DBAW Grant-Training Expense Reimburseme	5,625	694	6,000	6,000	-	6,000	
DBAW Grants-Launch Ramp Slope	50,000	1,894,253	2,550,000	-	167,000	167,000	
<b>TOTAL GRANTS &amp; SPECIAL FUNDING</b>	<b>60,710</b>	<b>1,929,366</b>	<b>2,605,000</b>	<b>69,000</b>	<b>167,000</b>	<b>236,000</b>	
<u>Projects, Equipment and Training Expenses</u>							
Vessel Salvage-Abandoned and Turn-in	5,085	-	12,000	13,500	-	13,500	Expense for \$39,000 for engines for B17, \$10,500 for radar / GPS / depth sounder for two boats
Boat Engines & Equipment for new boat	-	34,419	37,000	49,500	-	49,500	
Harbor Patrol Training	5,625	694	6,000	6,000	-	6,000	
Renovate Launch Ramp Slope	50,000	1,894,253	2,550,000	-	167,000	167,000	
<b>TOTAL PROJECTS &amp; EQUIPMENT</b>	<b>60,710</b>	<b>1,929,366</b>	<b>2,605,000</b>	<b>69,000</b>	<b>167,000</b>	<b>236,000</b>	

## ATTACHMENT 2

### Capital Improvement Plan Five Year Projection Adjusted as per Mid-Year Budget Adjustments 2/11/2015

		Fiscal Yr <u>14-15</u>	Fiscal Yr <u>15-16</u>	Fiscal Yr <u>16-17</u>	Fiscal Yr <u>17-18</u>	Fiscal Yr <u>18-19</u>
Annual totals for reference		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000
Buildings 8	Location - National Park Service Building, 1431 Spinnaker Drive Public elevators; refurbish chair elevator as budgeted, FY18-19.  Funded from normal operations					15,000
Buildings 9	Location - Harbor Village Public elevators, budget to modernize elevator with electronic controls and ADA upgrades, or replacement elevator;  Location 1) 1583 Spinnaker Seafood building as budgeted FY14-15, Location 2) 1591 Le Petite Cafe building as budgeted FY15-16 Location 3) 1691 Island Packers & Natl Park Service building as budgeted FY17-18  Funded from unrestricted capital improvement reserves	98,000	105,000	125,000		
Buildings 13	Location - Harbor Village Doors, windows, frames, awnings refurbish. Budget to replace doors and frames during unit vacancies. Replace windows with double pane vinyl retrofit windows. Refurbish budgeted for FY15-16  Location 1) 1449 Fisheries building Location 2) 1559 Brophy Bros. building Location 3) 1567 Margarita Villa and Hats Unlimited buildings Location 4) 1575 Harbor Wind building Location 5) 1583 Spinnaker Seafood building Location 6) 1591 Blackbeard BBQ building Location 7) 1691 Island Packers & National Park Service building  Funded from unrestricted capital improvement reserves		120,000			

# ATTACHMENT 2

## Capital Improvement Plan Five Year Projection Adjusted as per Mid-Year Budget Adjustments 2/11/2015

		Fiscal Yr 14-15	Fiscal Yr 15-16	Fiscal Yr 16-17	Fiscal Yr 17-18	Fiscal Yr 18-19
Annual totals for reference		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000
Buildings 15	<p>Location - Harbor Village Roof, covering, flashing, gutters, drainage refurbish. Replace all flat roof coverings at same time as tile. Replace extensively deteriorating metal gutters and downspouts with copper gutters and downspouts with the roof work. Original roof is true Spanish tile. Underlayment fabric is a 30# felt. Replace wood decking and broken tiles as required.</p> <p>All the Village roofs are in need of refurbishing, it is in the District's best interest to perform the roof repairs on the buildings in the Village over four years. These roof repairs should not be performed all at the same time as the repairs will interfere with the Village tenants' sales. Also we do not want to perform work during high peak summer season or during the rainy seasons. This limits our window of opportunity for performing repairs.</p> <p>Budgeted in FY14-15 - <b>Increased \$400,000 as per Engineers Report</b> Location 1) 1431 National Park Service Building Location 2) 1449 Fisheries Building Location 3) 1559 Brophy Bros. Building (Locations 1,2,&amp;3 were budgeted FY13-14. The engineering and specification were completed in FY13-14 for \$50,000. The construction phase will be carried forward to FY14-15.)</p> <p>Budgeted in FY15-16 Location 4) 1567 address has 3 buildings - Margarita Villa, Hats Unlimited and Ventura Pottery</p> <p>Budgeted in FY16-17 Location 5) 1575 Harbor Wind building Location 6) 1583 Spinnaker Seafood building</p> <p>Budgeted in FY17-18 Location 7) 1591 Blackbeard BBQ building Location 8) 1691 Island Packers &amp; National Park Service building</p> <p>Funded from unrestricted capital improvement reserves</p>	850,000	200,000	300,000	325,000	
Buildings 20	<p>Location - National Park Service Building - 1431 Spinnaker Drive HVAC Systems; Need to replace two split/3 ton HVAC units. Work will include repairs and ducting replacement as needed. <b>Reduced by \$75,000</b></p> <p>Funded from unrestricted capital improvement reserves</p>	50,000				

## ATTACHMENT 2

### Capital Improvement Plan Five Year Projection Adjusted as per Mid-Year Budget Adjustments 2/11/2015

		Fiscal Yr <u>14-15</u>	Fiscal Yr <u>15-16</u>	Fiscal Yr <u>16-17</u>	Fiscal Yr <u>17-18</u>	Fiscal Yr <u>18-19</u>
Annual totals for reference		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000
Buildings 22	<p>Location - Harbor Village - National Park Service Offices - 1691 building, HVAC Systems -Three new HVAC Systems in place; inspect/service HVAC systems annually; consider budgeting replacements/upgrades in FY17-18</p> <p>Funded from unrestricted capital improvement reserves</p>				100,000	
Buildings 23	<p>Location - Harbor Village Paint all exterior walls, facades and trim as budgeted FY18-19, Facades and trim will be maintained annually due to building exposure to sun, wind and corrosive salt air.</p> <p>Location 1) 1431 National Park Service building Location 2) 1449 Fisheries building Location 3) 1559 Brophy Bros. building Location 4) 1567 Margarita Villa, Ventura Pottery and Hats Unlimited buildings Location 5) 1575 Harbor Wind building Location 6) 1583 Spinnaker Seafood building Location 7) 1591 Blackbeard BBQ building Location 8) 1691 Island Packers &amp; National Park Service building</p> <p>Funded from unrestricted capital improvement reserves</p>					500,000
Buildings 30	<p>Location - Harbor Village Walls on decking, patios and trash enclosures. Repair existing restaurant deck wall/glass joint detail expansion cracking throughout Promenade; enclose on-site dumpsters at parcel west edge with new heavy duty metal doors matching other new/upgraded VHV dumpster enclosures; enforce regular repair and painting of dumpster enclosures and other service areas in VHV as budgeted FY15-16.</p> <p>Location 1) 1449 Fisheries building Location 2) 1559 Brophy Bros. building Location 3) 1567 Margarita Villa, Ventura Pottery and Hats Unlimited buildings Location 4) 1575 Harbor Wind building Location 5) 1583 Spinnaker Seafood building Location 6) 1591 Blackbeard BBQ building</p> <p>Funded from unrestricted capital improvement reserves</p>		100,000			

## ATTACHMENT 2

### Capital Improvement Plan Five Year Projection Adjusted as per Mid-Year Budget Adjustments 2/11/2015

		Fiscal Yr 14-15	Fiscal Yr 15-16	Fiscal Yr 16-17	Fiscal Yr 17-18	Fiscal Yr 18-19
Annual totals for reference		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000
Dry Storage 34	<p>Location - Dry Boat Storage Lot on Anchors Way Drive Fencing; chain-link fencing around parcel, with two card-key-controlled sliding entry gates; main gate structure and key post recently repaired(2011); replace chain-link fencing, posts during initial repaving /landscape upgrade as budgeted FY16-17; maintain annually, refurbish on 5yr interval;</p> <p>Funding from normal operations</p>			20,000		
Fisheries 35	<p>Location - Fisheries Area Fencing/Signage: Additional pedestrian protection (bollards/gate/other) &amp; warning signage recommended at end of VHV promenade and other sidewalks at intersection with drive leading directly to Fish Pier</p> <p>Funding from normal operations</p>				15,000	
Fisheries 36	<p>Location - Fish Pier Pier Deck Surface: Various fish unloading, other industry support operational problems as well as age, design and weathering of pier surface material have required a number of repairs to various areas of the pier paving surface. Half of the resurfacing was completed in FY13-14. The remaining half is in good enough condition to wait until FY15-16 to complete the resurfacing.</p> <p>Funded from unrestricted capital improvement reserves</p>		370,000			
Fisheries 38	<p>Location - Fish Pier Pier Cranes #1 &amp; #2: Crane #2 has been removed due to advanced deterioration. Crane #1 is at least 35 years old and requires a high level of maintenance work to keep it operational. Failure is possible at any time. A new jib crane with a 2000lb lifting capacity should be installed at the northwest corner of the pier.</p> <p>Funded from unrestricted capital improvement reserves</p>	130,000				
Headquarters 39	<p>Location - Port District Headquarters/shop/yard - Replace two Maintenance vehicles \$50,000 Replace the Harbor Patrol Vehicle \$40,000</p> <p>Funded from unrestricted capital improvement reserves</p>		90,000			

## ATTACHMENT 2

### Capital Improvement Plan Five Year Projection Adjusted as per Mid-Year Budget Adjustments 2/11/2015

		Fiscal Yr <u>14-15</u>	Fiscal Yr <u>15-16</u>	Fiscal Yr <u>16-17</u>	Fiscal Yr <u>17-18</u>	Fiscal Yr <u>18-19</u>
Annual totals for reference		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000
Headquarters 40	Location - Port District Headquarters/shop/yard - Replace HVAC condenser in unit located at the District Headquarters as budgeted FY18-19. Maintain annually.  Funding from normal operations					20,000
Headquarters 44	Location - Ventura Port District Headquarters Site electrical service; purchase and install new emergency generator in FY15-16 and provide existing generator as backup for emergency communications network, fire, etc.  Funded from unrestricted capital improvement reserves			70,000		
Landscaping 48	Location - Harbor Village Landscaping/Hardscape designs enhancements- RRM Design is creating designs for improving areas of Harbor Village - Ongoing project; Phase I of RRM Project Margarita/Carousel courtyard design strategy was approved for \$175,000 at the August 28, 2013 Board meeting - Staff anticipates utilizing \$170,000 in FY14-15.  Funded from unrestricted capital improvement reserves	170,000	1,750,000	TBD	TBD	TBD
Landscaping 49	Location - Harbor Village Patios; continue planned and underway improvements to various restaurant patios; coordinate design of landscape, hardscape, fencing to provide consistent appearance, variable by approved tenant additions; coordinate patio-sidewalk transitions to eliminate empty areas and unsafe conditions;  Location 1) 1449 Fisheries building Location 2) 1559 Brophy Bros. building Location 3) 1567 Margarita Villa, Ventura Pottery and Hats Unlimited buildings Location 4) 1575 Harbor Wind building Location 5) 1583 Spinnaker Seafood building Location 6) 1591 Blackbeard BBQ building  Funded from unrestricted capital improvement reserves			250,000		



# ATTACHMENT 2

## Capital Improvement Plan Five Year Projection Adjusted as per Mid-Year Budget Adjustments 2/11/2015

		Fiscal Yr <u>14-15</u>	Fiscal Yr <u>15-16</u>	Fiscal Yr <u>16-17</u>	Fiscal Yr <u>17-18</u>	Fiscal Yr <u>18-19</u>
Annual totals for reference		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000
Marina 56	Location - Harbor Village Marina C dock Electrical upgrades to C dock Currently the electrical utilities for C dock are combined with the electrical meter maintaining the Village fuel pier. These two entities will be seperated in to their own meters. The new meter maintaining C dock will be able to handle the increased electrical output needs of the large seiners.	120,000				
Marina 57	Location - Harbor Village Marina partial D dock Marina docks, pilings, FY14-15 Engineering, spec, and permits only. Partial Dock D to be upgraded to Bellingham concrete (like concrete part of existing "D" Dock); Pilings need to be replaced to accommodate larger purse seiners;  Construction financing through a third party	45,000	1,000,000			
Marina 58	Location - Harbor Village Marina G & H docks Marina docks, pilings, FY14-15 Engineering, spec, and permits only. Docks G and H to be Bellingham Concrete or other equal, either replacing existing configuration or in new "Super Seiner" commercial fishing configuration (NOBLE 2012). New construction will require pilings.  Construction financing through a third party	80,000	1,500,000			
Parking lots 60	Location - Harbor Village Parking Lots Slurry coat and repairs; Parking lot slurry coat efforts and striping/curb painting appear to be deteriorating in a number of areas; Budget to repair cracked and settling/ponding areas of parking lots , routing out cracks, loose material, sealing with hot mix rubber asphalt, slurry seal and restripe in FY14-5 & FY21-22; Specify and budget to overlay and reinforce with Petro mat and restripe in FY21-22.  Location 1) 1431 National Park Service building Location 2) 1449 Fisheries building Location 3) 1559 Brophy Bros. building Location 4) 1567 Margarita Villa, Ventura Pottery and Hats Unlimited buildings Location 5) 1575 Harbor Wind building Location 6) 1583 Spinnaker Seafood building Location 7) 1591 Blackbeard BBQ building Location 8) 1691 Island Packers & National Park Service building  Funded from unrestricted capital improvement reserves		670,000			

## ATTACHMENT 2

### Capital Improvement Plan Five Year Projection Adjusted as per Mid-Year Budget Adjustments 2/11/2015

		Fiscal Yr <u>14-15</u>	Fiscal Yr <u>15-16</u>	Fiscal Yr <u>16-17</u>	Fiscal Yr <u>17-18</u>	Fiscal Yr <u>18-19</u>
Annual totals for reference		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000
Parking lots 61	Location - <b>NEW</b> - Harbor Village Parking Lots (near 1559 Spinnaker Building) Concrete and stucco trash enclosure complete with a roof and a sewer drain in parking lot across from Maintenance Shop in the Village.	30,000				
Parking lots 63	Location - Dry Boat Storage Lot on Anchors Way Drive Slurry coat and repairs; existing concrete, paving and striping; some cracking, settlement under trailer wheels, trailer/boat parking spaces only; no vehicle parking except temporary to attach/detach vehicle & trailer; slurry coat & striping. all cracks should be hot-filled/ sealed every 3-5 years before phased slurry seals due to heavy pavement use and settlement  Funded from unrestricted capital improvement reserves		35,000			
Parking lots 64	Location - Public Boat Launch Facility on Anchors Way Drive Slurry coat and repairs; Slurry coat and restripe parking lot & \$25k in FY09-10, FY12-13; all cracks should be hot-filled/ sealed every 3-5 years before phased slurry seals due to heavy pavement use and settlement  Funded from unrestricted capital improvement reserves		25,000			
Parking lots 65	Location - Harbor Cove Parking Lot Slurry coat and repairs; parking lot heavily used, markings sandblasted by beach/winds; current VPD CIP plans will slurry seal and restripe in FY15-16, last done in FY10-11; all cracks should be hot-filled/ sealed every 3-5 years before phased slurry seals due to heavy pavement use and settlement  Funded from unrestricted capital improvement reserves		50,500			
Parking lots 66	Location - 19A Overflow Parking Lot on corner of Schooner and Harbor Blvd Slurry coat and repair; recommend repair and maintenance until go/no decision reached w/ City of VFD; future maintenance based on VPD use and need  Funded from unrestricted capital improvement reservess		39,000			

## ATTACHMENT 2

### Capital Improvement Plan Five Year Projection Adjusted as per Mid-Year Budget Adjustments 2/11/2015

		Fiscal Yr <u>14-15</u>	Fiscal Yr <u>15-16</u>	Fiscal Yr <u>16-17</u>	Fiscal Yr <u>17-18</u>	Fiscal Yr <u>18-19</u>
Annual totals for reference		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000
Parking lots 67	Location - Surfers Knoll Parking Lot Slurry coat and repairs; parking lot heavily used, markings sandblasted by beach/winds; current VPD CIP plans will slurry seal and restripe in FY15-16, last done in FY10-11; all cracks should be hot-filled/ sealed every 3-5 years before phased slurry seals due to heavy pavement use and settlement  Funded from unrestricted capital improvement reserves		58,000			
TOTAL CAPITAL IMPROVEMENT PLAN		\$ 1,573,000	\$ 6,112,500	\$ 765,000	\$ 440,000	\$ 535,000