



**FIRST 5 SANTA CLARA COUNTY  
COMMISSION WORKSHOP/MEETING**

**Meeting Date:** June 23, 2021      **Submitted By:** Maureen Shilling,  
Deputy Chief of Finance  
**Action:**      X      **Discussion:** \_\_\_\_\_  
**Selection Process:**    RFP \_\_\_\_\_ RFQ \_\_\_\_\_ Sole Source \_\_\_\_\_ Not Applicable   X  

**TITLE:**

Consider Recommendations Relating to the Adoption of the Proposed FY 2021/2022 Budget.

**RECOMMENDED ACTIONS:**

- a) Adopt a resolution of the FIRST 5 Santa Clara County Commission adopting the budget for operations and appropriating revenue for fiscal year 2021/22 and finding that FIRST 5 Santa Clara County is in compliance with the Annual Budget Policy.
- b) Adopt a resolution of the FIRST 5 Santa Clara County Commission adopting the budget for community investments and appropriating revenue for fiscal year 2021/22 and finding that FIRST 5 Santa Clara County is in compliance with the Annual Budget Policy.

**SUMMARY OF REQUEST:**

The Personnel and Finance Committee unanimously recommended adoption at the June 10, 2021 Committee meeting.

**BACKGROUND:**

This letter provides an overview of the proposed FY 2021/22 budget and assumptions that inform the recommended action, including the following:

- A. Budget Overview
- B. Budget Summary
- C. Budget Development Process
- D. Revenue Assumptions
- E. 10-Year Sustainability Plan
- F. Operating Costs

## **A. Budget Overview**

The proposed FY 2021/22 Budget continues implementation of strategies included in the 2018-2023 FIRST 5 Strategic Plan adopted by the Commission on June 21, 2018. This year's budget proposes some changes and enhancements for programs. Funding is being requested to continue FIRST 5's investment in the community. All funding is subject to the FIRST 5 Santa Clara County Purchasing Policy, which provides the process to procure goods and services to conduct the business affairs of FIRST 5 Santa Clara County.

The FY 2021/22 budget strives to increase transparency and improve the accuracy of financial projections. In adherence to the Commission policy, a budget is developed and approved on an annual basis, committing the resources to carry out its strategies and initiatives.

## **B. Budget Summary**

The FY 2021/22 Budget has been developed during a transitional period for the organization with the retirement of the Chief Executive Officer and the gradual return to normalcy after a year-long disruption to our operations and lives due to COVID-19. This budget incorporates investments in staff professional development and education, work on diversity, equity and inclusion, and strengthening the organization through several key new hires.

Considering the fiscal reality of declining revenues, both Proposition 10, and the fund balance, this budget provides a more precise estimate of the ending fund balance of the current fiscal year based upon expected revenues and expenditures rather than budgeted. Therefore, the revenue and expenses for the current fiscal year (FY 2020/21) shown in the first column of the FY 2021/22 Proposed Operations Budget (Attachment 4.2B) and the 10 Year Sustainability Plan (Attachment 4.2C) are the expected revenues and expenditures rather than the budgeted.

The Chief Executive Officer has authority to execute contracts of \$100,000 or less. Any contract over \$100,000 requires Commission approval.

The following contracts are in Operations and require Commission approval:

CPS, Inc (Human Resources staffing and consultation) - \$200,000;  
Persimmony International (Contract and Evaluation Administration software)-  
\$133,037;  
USWired (IT Support)- \$150,000; and  
Applied Survey Research (Evaluation) - \$526,000

The budget is comprised of the Community Investment Budget and the Operations Budget. The Community Investment Budget includes all of the proposed investments with FIRST 5's grantees and partners for the next fiscal year. The Operations Budget includes all costs related to the management of the Commission,

including staff costs, services and supplies, and fixed expenses including facilities. Refer to Section F for a more detailed analysis.

Upon review of the 10-Year Sustainability Plan (Attachment 4.2C), the total proposed FY 21/22 budget totals \$36,686,692 an approximate 40% increase (\$7,824,930) over the projected actual FY 2020/21 spending of \$28,861,762 as follows:

- Programs (Operations Costs) – Increasing \$1,875,716 - Budgeted spending is increasing 31.7% over projected FY 2020/21. Of this amount, \$1,537,055 (82%) are increased Salaries and Benefits costs (82%) and \$338,661 (18%) is increased spending for Services and Supplies. Further analysis follows.
- Administration (Operations costs) – Increasing \$526,905 - Budgeted spending is increasing 19.5% over projected FY 2020/21. Of this amount, \$223,806 (43%) is for increased Salary and Benefits Costs and \$303,099 (57%) is increased spending for Services and Supplies.
- Community Investment – Budgeted Spending is projected to increase \$5,229,629 (26%). The budget for each program was developed from the ground up by each program leader to reflect the anticipated program spending for the coming fiscal year as our county emerges from the pandemic.

The proposed FY 2021/22 Budget includes the following:

### **1. Community Investment Summary**

The FY 2021/22 Community Investment budget is \$25,052,347. This budget includes the following:

- Investment in the County’s Universal Access Pilot Project in order to continue strengthening and deepen the impact and services of FIRST 5 Santa Clara County’s System of Care, which aims to create robust systemic partnerships that align their practices in order to best meet the needs of the children and families within our county;
- Collaboration with the Santa Clara County Office of Education’s Datazone to link early learning and K-12 data and develop data dashboards;
- Investment in the Santa Clara County Office of Education Inclusion Collaborative, Warmline, to continue to support the equitable resource and guidance supports for parents of and providers supporting children with special needs and challenging behavior;
- Building training capacity around Implicit Bias and Anti-Racism in partnership with the Regional Hub by providing Implicit Bias Training of Trainers (TOT) and Anti-Racism TOT;
- Investment in early learning system database called Early Quality Systems, Hubbe, Inc;
- Collaboration with the Roots Community Health Center, The Health Trust and the David and Lucile Packard Foundation to continue the *Food as Medicine* Pilot that will explore the birth and health impacts of providing medically tailored meals for African/African Ancestry pregnant and postpartum women

- Expansion of the Universal Developmental Screening Initiative through a partnership with local health plans, Valley Medical Center, Community Health Partnership, and UC San Francisco to develop and implement an integrated behavioral health demonstration and technical assistance project with a select cohort of high volume pediatric and family medicine clinics in Santa Clara County. This work will demonstrate scalable and sustainable reimbursement and clinical delivery models for dyadic models of care in pediatric and family medicine primary care settings;
- Leadership of the *Santa Clara County Home Visiting Collaborative*, which will be working to develop a coordinated intake and referral system for Home Visiting Programs in Santa Clara County;
- Continued delivery of SEEDs of Learning and myTeachstone to Family Child Care Home early educators participating in QUALITY MATTERS...a STRONG START for kids to enhance their competency in interactions with children and their families;
- Investment in training for Family Child Care Home early educators in QUALITY MATTERS and family engagement through home visiting to promote dual language learning in Santa Clara County;
- Implementation of a local communications campaign to promote ACEs Aware, a statewide movement that gives doctors, social workers, families, and community members the tools they need to help screen, treat, and heal people coping with adverse childhood experiences;
- Continued delivery of Training of Trainers to prepare Family Resource Center community workers to provide evidence-based parenting workshops to families with children 0-5.
- Collaboration with San Jose's Children Discovery Museum to finish the Potter the Otter exhibit (\$40,000), funding the traveling tour of the Potter the Otter exhibit to hit 2-4 museums over the next 2 years (\$40,000) and \$150,000 commitment (10% of \$1.5 million) to be part of the Exploration Portal (5,000 square foot outdoor space) that is being developed, math-centric for young children.

## 2. Building FIRST 5's Internal Capacity

### a. Additions of Staff

Due to the expansion of various Commission initiatives and strategies as well as an increase in third party funding, the FY 2021/22 operating budget includes 7 new positions for a total headcount of 66.

The increase in the Salaries and Benefits of \$1,869,231 can be summarized as follows:

- Cost of living adjustments (COLA) – 3% and Benefits – 4% for all existing staff members - \$232,960;
- Total salaries and wages and benefits costs of the 10 new hires approved on February 18, 2021 by the Commission - \$1,016,708;
- Salaries and wages and benefits costs for 7 new positions in FY 2021/22 - \$619,563.

The chart below reconciles the increased Salaries and Wages and Benefits cost in more detail:

Line #	Description	FTE	Salaries and Wages	No tes	Benefits	Total Salaries & Wages and Benefits	Grant funding \$	Grant funding %	Cost to Commission
<b>APPROVED STAFF POSITIONS</b>									
1	Positions approved March 2021	10	782,083	1	234,625	1,016,708	635,375	62%	381,333
2	Increases for FY 2021/22	49	157,407	2	75,553	232,960	46,592	20%	186,368
<b>TOTAL EXISTING STAFF MEMBERS</b>			<b>939,490</b>		<b>310,178</b>	<b>1,249,668</b>	<b>681,967</b>	<b>55%</b>	<b>567,701</b>
<b>PROPOSED NEW POSITIONS - FY 2021/22</b>									
3	Community Health and Wellness	2	120,525	3	30,000	150,525	-	0%	150,525
4	Early Learning	-	-	3	-	-	-	0%	-
5	Family Strengthening and Support	2	141,882	3	52,417	194,299	-	0%	194,299
6	Community of Learning	-	-	3	-	-	-	0%	-
7	Finance	1	66,300	3	24,995	91,295	91,295	100%	-
8	HR	1	65,000	3	21,000	86,000	-	0%	86,000
9	Program Admin	1	63,669	3	33,775	97,444	24,361	25%	73,083
10	Program - Business Operations	-	-	3	-	-	-	0%	-
11	<b>TOTAL NEW STAFF MEMBERS</b>	<b>7</b>	<b>457,376</b>		<b>162,187</b>	<b>619,563</b>	<b>115,656</b>	<b>19%</b>	<b>503,907</b>
12	<b>GRAND TOTAL</b>	<b>66</b>	<b>\$ 1,396,866</b>		<b>\$ 472,365</b>	<b>\$ 1,869,231</b>	<b>\$ 797,623</b>	<b>43%</b>	<b>\$ 1,071,608</b>

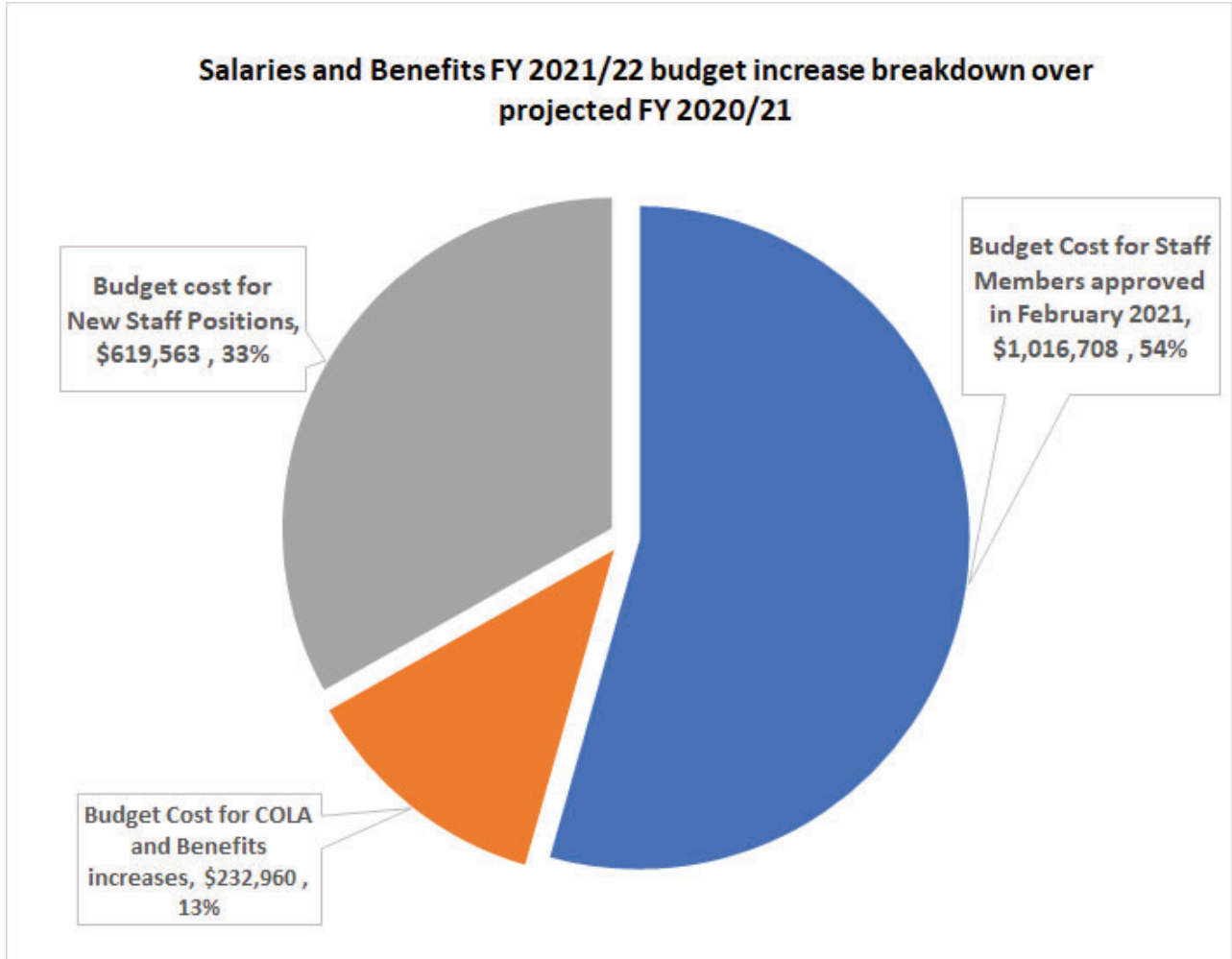
1. Full years salary and benefits for these positions
2. 3% COLA and 4% Benefits increase budgeted
3. Partial year salary and benefits for new positions

Staff positions approved at the March 2021 Commission meeting and the status of each hire follows:

LINE NO	DEPARTMENT	TITLE	STATUS	FUNDING
1	Administration/Contracts	Contracts Coordinator	RECRUITING	F5 Budget
2	Administration/HR	DEI (Diversity, Equity, and Inclusion) Assistant Director	ON HOLD	F5 Budget
3	Community Health & Wellness	Director of Developmental and Behavioral Health	RECRUITING	F5 Budget
4	Community Health & Wellness	Program Coordinator	HIRED	F5 Budget
5	Early Learning	Director	HIRED	Grant
6	Early Learning	Program Officer (internal candidate)	HIRED	Grant
7	Early Learning	Program Officer (external recruitment)	HIRED- STARTS 06/28/2021	Grant
8	Early Learning	Program Officer (external recruitment)	HIRED- STARTS 06/28/2021	Grant
9	Family Strengthening & Support	Program Officer (internal candidate)	HIRED	F5 Budget
10	Community of Learning	Dual Language Learner Coordinator	RECRUITING	Grant

Salaries and Wages and Benefits are budgeted at their full costs. Of the \$1,869,231 increase in staffing costs in FY 2021/22, **43%** or **\$797,623** will be funded by third party grants.

The following chart shows the percentage of each budget increase as described above:



All open recruitments and additions of new staff are represented in this chart:

Department	Title	Funding Source	Grant %	Grant End	Current Status
Administration/HR	DEI (Diversity, Equity, and Inclusion) Assistant Director	F5 Budget	0	N/A	Hiring Scheduled for January 2022
Administration/HR	Deputy Chief/HR	F5 Budget	0	N/A	Hiring Scheduled for January 2022
Community Health & Wellness	Director of Developmental and Behavioral Health	F5 Budget	0	N/A	Open recruitment
Community of Learning	Dual Language Learner Coordinator	Grant	100%	6/30/2022	Open recruitment
Administration/Contracts	Contracts Coordinator	F5 Budget	0%	N/A	Open recruitment
Administration/Finance	Financial Analyst	Grant	100%	none	New - Recruitment scheduled for July 2021 pending Commission approval
Administration/Program	Director of Analysis and Evaluation	25%Grant/75% F5	25%	none	New - Recruitment scheduled for July 2021 pending Commission approval
Community Health & Wellness	Program Officer - Health and Wellness	F5 Budget	0	N/A	New - Recruitment scheduled for July 2021 pending Commission approval
Community Health & Wellness	Program Officer - Development and Behavioral Health	F5 Budget	0	N/A	New - Recruitment scheduled for July 2021 pending Commission approval
Family Strengthening & Support	Director - FSS Partnerships	F5 Budget	0	N/A	New - Recruitment scheduled for July 2021 pending Commission approval
Family Strengthening & Support	Coordinator - FSS Partnerships	F5 Budget	0	N/A	New - Recruitment scheduled for July 2021 pending Commission approval
Family Strengthening & Support	Coordinator - Beacon	Grant	100%	6/30/2022	New - Recruitment scheduled for July 2021 pending Commission approval
Shared	Director	Grant - PIP	100%		Pending Grant Award
Shared	Coordinator	Grant - PIP	100%		Pending Grant Award

Hiring Scheduled for January 2022
Open recruitment
New - Recruitment scheduled for July 2021 pending Commission approval
Pending Grant Award

Detailed summary of the **NEW** positions requested for FY 2021/22 budget follows:

### Administration/HR

- HR – Deputy Chief Human Resources
  - The organization will hire a permanent Deputy Chief of Human Resources to head this function at the agency. This position will be funded with FIRST 5/Prop 10 funds.
  - The organization will hire an Assistant Director of Diversity, Equity, and Inclusion (DEI) to lead FIRST 5's internal DEI work. This position will be funded with FIRST 5/Prop 10 funds.
- Finance – Financial Analyst to manage third party funding and budget
  - This position will serve as a bridge between the Contracts, Finance and Program departments and will also assume the responsibility to allow for monthly budget vs. actual analysis. This position will be fully funded through indirect cost billing of third-party grants. There is no impact to FIRST 5/Prop 10 funds.

## **Program Administration**

- Director of Analysis and Evaluation
  - FIRST 5 requires internal capacity to manage and oversee the program evaluation system and manage the evaluation contract with ASR to ensure that we tell “the story” of FIRST 5’s investments, implement continuous quality improvement efforts and ensure that accurate and relevant program data are collected, analyzed, and reported on a regular basis to FIRST 5 staff and Commissioners, partners, and other key stakeholders. This position will be funded 25% with third party funding and 75% with FIRST 5/Prop 10 funds.

## **Program Staff**

- Community Health and Wellness – 2 Program Officers
  - Growth in the department and the need for improved infrastructure necessitate the hiring of these 2 staff members. They will be assigned to 20 existing grants and 14 projects, and each will serve under a Director. These positions will be supported with FIRST 5/Prop 10 funds.
- Family Strengthening and Support (FSS) - Director of FSS Partnerships and Program Coordinator of FSS Partnerships
  - Since 2020 the FSS budget is projected to grow by nearly 40% while personnel to sustain projects has remained static. The FSS department has grown programs that require key roles to support successful project planning, implementation and sustainability of vital joint-funded efforts in the community through the Family Resource Centers. These positions will be supported with FIRST 5/Prop 10 funds.
  - The Director of FSS Partnerships will focus on systems integration demonstrated in the community through the Family Resource Centers. This position will be supported with FIRST 5/Prop 10 funds.
  - The FSS Department will hire a Program Coordinator of FSS Partnerships to support the integration, program planning and, on-the-ground technical support to Family Resource Centers integrating cross agency services for the community. This position will work closely with the Director of FSS Partnerships and the FRC teams at the Beacon FRC sites in year 1 and support scaling of the efforts in subsequent years to all FRC’s. These positions will be supported with FIRST 5/Prop 10 funds.

b. Operating Costs Summary:

In FY 2021/22, budgeted operating costs total \$11,634,435: Salaries and Benefits of \$8,134,911 and Services and Supplies of \$3,499,434. Section F includes a more detailed discussion of operating costs which include:

- **Program Costs.** Costs incurred by a County Commission readily assignable to a program or service provider (other than for evaluation activities) and/or in the execution of direct service provision.
- **Evaluation Costs.** Cost incurred by a County Commission in the evaluation of funded programs based on their accountability framework, data collection and evaluation for required reporting to the state and local stakeholders.
- **Administration and Related Overhead Costs.** Costs associated with operating FIRST 5 Santa Clara County. Per Commission policy, a 10% limit on the percentage of the Commission's annual operating budget may be spent on administrative functions.

**C. Budget Development Process**

In FY 2021/22, the role of the budget is to provide a blueprint for spending on Commission priorities, including setting outside spending parameters based on more accurate estimates. The FY 2021/22 budget aims to increase transparency and improve the accuracy of financial projections. In the coming year, the finance team will implement continuous improvements to utilize our budgeting system in the MIP financials more effectively to provide monthly budget versus actual statements to program partners and internal constituents.

In an integrated, collaborative approach internally, staff from both programs and operations were invited and participated in the development of all components of the budget. The budget was reviewed with the retiring CEO, the incoming Interim CEO, Chief Program Officer, and the Chief Operating Officer for their approval and recommendation. In the coming fiscal year, continued collaboration and communication will occur to ensure departments understand the on-going fiscal responsibility of their respective programs and operations.

**D. Revenue Assumptions**

**1. Proposition 10 Revenue**

The tobacco tax, the main source of income for FIRST 5 Santa Clara County, has been estimated based upon the projected FY 2020/21 amount, thereafter a 3.0 % reduction per year was used. Proposition 10 revenue projections for all FIRST 5 Agencies are not yet available from First 5 California. The table below shows the projected revenue based upon the 3.0% annual reduction:

<b>FISCAL</b>	<b>FIRST 5 SCC PROPOSITION 10 REVENUE</b>
FY 2020/21 PROJECTED	\$14,706,228
FY 2021/22 PROJECTED	\$14,265,041
FY 2022/23 PROJECTED	\$13,837,090
FY 2023/24 PROJECTED	\$13,421,977
FY 2024/25 PROJECTED	\$13,019,318

**2. Interest Income**

Interest income was estimated based upon 1.5% of the ending fund balance in the prior fiscal year.

**3. Rental Income**

Rental income is based upon a minimum 3% per year over what is currently being collected.

**4. MAA Revenue**

The Medi-Cal Administrative Activities (MAA) program is a federal reimbursement program administered by the State Department of Health Care Services (DHCS) through the county. MAA reimburses a portion of public expenditures made by government agencies, such as public health and probation, and community-based organizations, which are directed towards the performance of MAA activities.

MAA revenues for FIRST 5 are estimated based upon information on actual claims made provided by FIRST 5’s MAA Consultant. During the current fiscal year, FIRST 5 projects to receive \$1,939,187 (net of a 6% fee charged by the County). We have estimated MAA revenues to decline over the next two years.

**5. Third Party Grant Revenue**

Third party grant revenue is grant awards received and earned by FIRST 5 through grant applications and awards arising from sources outside of Prop 10 funding.

Third party revenues were estimated based upon information from grantors. These include grants made by FIRST 5 California and the California Department of Education. Thirty-four percent of FY 21/22 revenues are received from third party grants and fund new programs, enhancements to existing programs and FIRST 5 staff positions.

FIRST 5 has projected with high certainty to receive grant revenue from these sources in FY 2021/22:

- Aurerra Health Group;
- California Department of Education, PDG-R;
- City of San Jose;
- David and Lucile Packard Foundation;
- Evergreen and Franklin McKinley School Districts;
- First 5 Impact Fund;
- First 5 San Francisco;
- First 5 California;
- PHD CalWORKs;
- Santa Clara Valley Water District;
- Silicon Valley Community Foundation;
- Santa Clara County Behavioral Health Department, School Linked Services;
- Santa Clara County Social Services Agency;
- Santa Clara County Probation Department;
- Sunlight Giving Foundation; and
- UAP

Only awards already received or likely to be received based upon information from grantees were included in the budget and the ten-year plan. It is likely that other grants will be received during the ten-year period.

#### **E. 10-Year Sustainability Plan**

Based on Commission policy, the annual budget, which is approved by the Commission annually, commits the resources for purposes of the initiatives. The Commission has already taken formal action to commit funds to multi-year allocations for specific initiatives such as the Family Resource Center Initiative. Any unspent funds from the previous fiscal year for these investments revert back to the fund balance.

In looking forward more long-term, the FIRST 5 10-year Sustainability Plan for FY 2021/22 through FY 2030/31 provides a framework to guide the FIRST 5's investments and ensure that allocations are aligned with FIRST 5's priorities, as outlined in the Strategic Plan. Revenue and expense projections in this 10-Year Sustainability Plan utilize assumptions based on information known at this time and projections will change over time as updated data is received. Further, the 10-year Sustainability Plan does not refer to specific programs and initiatives and does not contractually obligate the Commission in the future, but rather provides a snapshot of the projected trends in Revenue, Expenses, and the Beginning and Ending Balances over a 10-year period. Financial projections will be reviewed and updated annually as part of the annual budget process.

The expected Community Investments for FY 2021/22 are estimated to be \$25,052,347 which is approximately 28% more than the \$19,630,038 in projected contracts spending for FY 2020/21. This is based upon the assumption that grantees will be able to ramp up spending as the pandemic slows and life goes back to normal. For FY 2022/23, community investments will revert to FY2019/20 levels since special COVID-19 relief funds will no longer be available. Thereafter an 8% reduction per year through FY 2026/27 is planned. The reduction is decreased to 4.8% per year in fiscal years 2027/28 through 2030/31 which is forecasted to create a small surplus in these years.

## **F. Operating Expenses**

In accordance with the FIRST 5 Administrative Cost Policy, 10% is the maximum allowable expenses. The Administrative expenses for FY2021/22 is approximately 9% and are within the policy parameters.

### **Administration Department:**

FY 2021/22 Admin – General Services is budgeted at \$1,364,673 which is a 30% increase of \$303,099 over FY 2020/21 projected spending. The FY 2021/22 budget includes an increase in contracted services of approximately \$270,000 as follows:

- CEO search costs (\$80K);
- Additional contracted consulting for DEI (\$50K);
- Individual and group coaching (\$50K);
- CPS additional human resources consulting (\$50K);
- Staff retreat consultation and follow up (\$25K); and
- Other consultants (\$15K).

Legal costs are budgeted to increase by \$33K.

### **Media /Communications:**

The Media/Communications department has significantly underspent as a result of the pandemic and its impact on events in the community. The FY 2021/22 budget aligns more closely with previous fiscal years' spending. The budget for FY 2021/22 is \$664,778, a 20% increase of \$182,671 over FY 2020/21 projected spending. The two largest increases are for promotional items to promote FIRST 5 and Potter the Otter, which is increasing by \$102,372 and for consultants to assist with multimedia and marketing campaigns, which is increasing by \$157,804. These two increases netted against other line item decreases accounts for the total increase in spending of \$182,671.

### **Programs:**

#### **Services and Supplies**

Services and Supplies for various non-payroll Agency expenses are estimated for FY 2021/22 based upon several factors, such as trends, one-time expenses, new projected expenses and actual year-to-date expenses occurring during FY

2020/21. Thereafter a 7% to 8% reduction per year is planned until fiscal years 2027/28 has been decreased to between 2% to 3%, in order to maintain a balanced budget in FY 2026/27.

**Community of Learning (COL)**

The FY 2021/22 budget of \$267,279 represent an increase over the FY 2020/21 projected actual of 193.44% at \$162,055. The COL team is now responsible for internal professional development for the entire agency. The budget requests \$80,000 so that all staff are offered quarterly trainings. In addition, all supervisors will be offered quarterly training plans geared specifically toward their needs. The COL team will work in collaboration with staff and management to identify the topics for these trainings and will then contract with experienced, high-quality providers to deliver the identified trainings.

The contracts to support the internal professional development include Litmos, Translation Services and Survey Monkey for a total of \$76,400.

**Acknowledgements:**

The FY 2021/22 Budget was prepared with the support and collaboration of the staff in every department at FIRST 5.

**FISCAL IMPACT:**

Approval of the draft proposed FY 2021/22 Budget establishes the framework for the funding of FIRST 5 programs and services.

**ATTACHMENTS:**

- 4.2A** Resolution No.21-19, approving the FY 2021/22 Operations Budget
- 4.2B** FY 2021/22 Operations Budget
- 4.2C** FY 2021/22 10-Year Sustainability Plan
- 4.2D** FY 2021/22 Third Party Grants
- 4.2E** Resolution No.21-20, approving the FY 2021/22 Community Investment Grant Awards
- 4.2F** FY 2021/22 Community Investment Grant Award Recommendations Summary
- 4.2G** Proposition 10 Revenue Projections

**RESOLUTION NO. 21-19****A RESOLUTION OF THE FIRST 5 SANTA CLARA COUNTY COMMISSION  
ADOPTING THE BUDGET FOR OPERATIONS AND APPROPRIATING  
REVENUE FOR FISCAL YEAR (FY) 2021/22 AND FINDING THAT FIRST 5  
SANTA CLARA COUNTY IS IN COMPLIANCE WITH THE ANNUAL  
BUDGET POLICY**

**WHEREAS**, On October 12, 2017, the FIRST 5 Santa Clara County Commission adopted an Annual Budget Policy by Resolution No. 17-01.

**WHEREAS**, in accordance with Resolution No. 17-01, Annual Budget Policy, the Chief Executive Officer has prepared and submitted to the FIRST 5 Santa Clara County Commission a proposed budget for FY 2020/21, starting July 1, 2020; and utilizing the most accurate available income estimates and the most feasible combination of expenditure classification by fund, organization unit, program, purpose or activity and object;

**NOW, THEREFORE**, the FIRST 5 Santa Clara County Commission does hereby resolve, determine and order as follows:

**SECTION 1.** That certain document, which includes all revenues and appropriations on file in the office of the Chief of Finance and Administration, being marked and designated "Fiscal Year (FY) 2021/22 Operations Budget," as prepared by Chief Executive Officer and amended by the FIRST 5 Santa Clara County Commission, is adopted for the fiscal year commencing July 1, 2021;

**SECTION 2.** The following sums of money are hereby appropriated from the revenue of FIRST 5 Santa Clara County to the following named programs and activities of FIRST 5 Santa Clara County for expenditure during the FY 2021/22; and

**SECTION 3.** From and after the effective date of the budget, the several amounts stated therein as proposed expenditures, shall be deemed appropriated to the several departments, offices and agencies for the respective objects and purposes therein stated. All appropriations shall lapse at the end of the fiscal year to the extent that they shall not have been expended or lawfully encumbered.

**BUDGET APPROPRIATIONS**

CATEGORY	TOTAL EXPENDITURES	
Salaries & Wages	\$	5,960,437
Benefits	\$	2,174,474
Administration - General Services	\$	1,364,673
Admininstation - Business Services	\$	70,089
Administration - Program	\$	262,030
Media/Communications	\$	664,778
Family Strengthening & Support	\$	71,064
Health & Wellness	\$	72,832
Evaluation	\$	614,866
Community of Learning	\$	267,279
Early Learning	\$	111,823

**SECTION 4.** The budget as approved shall be filed with the office of the Chief of Finance and Administration, and copies shall be made available for public review.

**APPROVED AND ADOPTED** at a regular meeting of the FIRST 5 Santa Clara County Commission held on this 23<sup>rd</sup> day of June, 2021 by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

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Chairperson

APPROVED AS TO FORM:

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Deputy County Counsel

**FIRST 5 SANTA CLARA COUNTY**  
**FY 2021/22**  
**Proposed Operations Budget**

Attachment 4.2B

	FY 20/21 Forecasted Actuals	FY 21/22 Proposed Budget	Delta \$	Delta %	Comments
Authorized Positions	59	66	7	12.07%	
<b><u>SALARIES AND BENEFITS</u></b>					
Salaries & Wages	\$ 4,563,571	\$ 5,960,437	\$ 1,396,866	25.62%	
* Benefits	\$ 1,702,109	\$ 2,174,474	\$ 472,365	21.72%	
<b>TOTAL SALARIES &amp; BENEFITS</b>	<b>\$ 6,265,679</b>	<b>\$ 8,134,911</b>	<b>\$ 1,869,231</b>	<b>25.34%</b>	Approximately \$1,805,000 (22%) will be funded by Third Party Grant Awards in FY21/22
<b><u>SERVICES &amp; SUPPLIES</u></b>					
Admin - General Services	\$ 1,061,574	\$ 1,364,673	\$ 303,099	30.30%	
Admin - Business Services	\$ 69,818	\$ 70,089	\$ 270	0.39%	
Admin - Program	\$ 254,398	\$ 262,030	\$ 7,632	2.78%	
Media/Communications	\$ 482,107	\$ 664,778	\$ 182,671	20.22%	
Family Strengthening & Support	\$ 90,227	\$ 71,064	\$ (19,163)	-18.50%	
Health & Wellness	\$ 58,830	\$ 72,832	\$ 14,001	16.85%	
Evaluation	\$ 614,866	\$ 614,866	-	0.00%	
Community of Learning	\$ 105,224	\$ 267,279	\$ 162,055	193.44%	
Early Learning	\$ 100,630	\$ 111,823	\$ 11,193	4.76%	
<b>TOTAL SERVICES &amp; SUPPLIES</b>	<b>\$ 2,837,674</b>	<b>\$ 3,499,434</b>	<b>\$ 661,760</b>	<b>19.71%</b>	
<b>TOTAL</b>	<b>\$ 9,103,353</b>	<b>\$ 11,634,345</b>	<b>\$ 2,530,990</b>	<b>23.58%</b>	
* Benefits included: Medical Benefit Waiver; Dependent Care; Medical Insurance; Dental Insurance; Vision Insurance; Life; Disability; AD&D Insurance; Long Term Care Insurance; Employer Supplemental Contribution; Retirement; Employer Matching Contribution; Section 125 Expenses; Section 105 Expense; FICA; Unemployment Insurance; and Workers Compensation Insurance.					
Admin: Administrative expenses related to services, supplies, travel, contractual services and facilities costs.					

FIRST 5 SANTA CLARA COUNTY  
10 Year Sustainability Plan

FY 2021/22 10-YEAR	FY 2019/2020	FY 2020/2021	FY 2021/2022	FY 2022/2023	FY 2023/2024	FY 2024/2025	FY 2025/2026	FY 2026/2027	FY 2027/2028	FY 2028/2029	FY2029/2030	FY2030/2031
SUSTAINABILITY PLAN	Actual	PROJECTED	PROPOSED BUDGET	PROJECTED	PROJECTED	PROJECTED	PROJECTED	PROJECTED	PROJECTED	PROJECTED	PROJECTED	PROJECTED
<b>Beginning Balance</b>	<b>47,805,693</b>	<b>46,626,815</b>	<b>45,177,795</b>	<b>33,897,540</b>	<b>28,068,744</b>	<b>23,917,548</b>	<b>21,290,097</b>	<b>20,046,122</b>	<b>20,057,786</b>	<b>20,492,074</b>	<b>20,976,012</b>	<b>21,399,069</b>
<b>Revenues:</b>												
Prop10	14,794,218	14,706,228	14,265,041	13,837,090	13,421,977	13,019,318	12,628,738	12,249,876	11,882,380	11,525,909	11,180,131	10,844,727
Interest and Investment Income	1,875,710	870,293	677,667	508,463	421,031	358,763	319,351	300,692	300,867	307,381	314,640	320,986
Rental Income	122,908	122,908	126,595	130,393	134,305	138,334	142,484	146,759	151,161	155,696	160,367	165,178
MAA Income	2,233,150	1,939,187	1,500,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000
Sale of Potter Books	363,884	239,236	300,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Other Income	0	0	500	500	500	500	500	500	500	500	500	500
Subtotal General Revenues	<b>19,389,870</b>	<b>17,877,852</b>	<b>16,869,803</b>	<b>15,926,446</b>	<b>15,427,813</b>	<b>14,966,915</b>	<b>14,541,074</b>	<b>14,147,827</b>	<b>13,784,908</b>	<b>13,439,486</b>	<b>13,105,639</b>	<b>12,781,391</b>
Third Party Grants	<b>8,022,689</b>	<b>9,534,890</b>	<b>8,536,634</b>	<b>8,280,535</b>	<b>8,032,119</b>	<b>7,791,155</b>	<b>7,557,421</b>	<b>7,330,698</b>	<b>7,110,777</b>	<b>6,897,454</b>	<b>6,690,530</b>	<b>6,489,814</b>
<b>Total Revenue</b>	<b>27,412,559</b>	<b>27,412,742</b>	<b>25,406,437</b>	<b>24,206,981</b>	<b>23,459,932</b>	<b>22,758,071</b>	<b>22,098,495</b>	<b>21,478,525</b>	<b>20,895,685</b>	<b>20,336,940</b>	<b>19,796,169</b>	<b>19,271,206</b>
<b>Expenses:</b>												
Programs (Operations)	6,149,862	5,924,805	7,800,521	7,176,479	6,602,361	6,074,172	5,588,238	5,141,179	4,986,944	4,837,336	4,745,426	4,641,027
Evaluation (Operations)	565,020	614,866	614,866	602,569	590,517	578,707	567,133	555,790	544,674	533,781	523,105	512,643
Administration (Operations)	2,682,450	2,692,053	3,218,958	2,897,062	2,607,356	2,346,620	2,111,958	1,900,763	1,726,368	1,674,577	1,540,610	1,417,362
Community Investments	19,194,105	19,630,038	25,052,347	19,359,667	17,810,894	16,386,022	15,075,140	13,869,129	13,203,411	12,807,309	12,563,970	12,287,562
<b>Total Expenses</b>	<b>28,591,437</b>	<b>28,861,762</b>	<b>36,686,692</b>	<b>30,035,777</b>	<b>27,611,128</b>	<b>25,385,522</b>	<b>23,342,470</b>	<b>21,466,861</b>	<b>20,461,397</b>	<b>19,853,002</b>	<b>19,373,112</b>	<b>18,858,594</b>
<b>Ending Balance</b>	<b>46,626,815</b>	<b>45,177,795</b>	<b>33,897,540</b>	<b>28,068,744</b>	<b>23,917,548</b>	<b>21,290,097</b>	<b>20,046,122</b>	<b>20,057,786</b>	<b>20,492,074</b>	<b>20,976,012</b>	<b>21,399,069</b>	<b>21,811,681</b>
<b>ASSUMPTIONS:</b>												
Revenue-Prop 10 Project	3.93%	-0.59%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%
Revenue-Interest 1.5% of fund balance	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%	1.50%
Revenue-Rent Increase prior year by 3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Revenue-GRANTS	38.65%	18.85%	-10.47%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%
Expense-PROGRAMS	4.56%	-3.66%	31.66%	-8.00%	-8.00%	-8.00%	-8.00%	-8.00%	-3.00%	-3.00%	-1.90%	-2.20%
Expense-EVALUATION	1.26%	8.82%	0.00%	-2.00%	-2.00%	-2.00%	-2.00%	-2.00%	-2.00%	-2.00%	-2.00%	-2.00%
Expense-ADMIN	-4.72%	0.36%	19.57%	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%	-9.18%	-3.00%	-8.00%	-8.00%
Expense**COMMUNITY INVESTMENTS	6.60%	2.27%	27.62%	-22.72%	-8.00%	-8.00%	-8.00%	-8.00%	-4.80%	-3.00%	-1.90%	-2.20%

\* Percentages will strategically be reassessed annually based on updated assumptions

## FY 2021/22 Proposed Community Investment Grant Awards - Comparison and Recommendation

			Approved FY 2020/21	Proposed FY 2021/22
<b>Communications</b>				
Community Events & Sponsorships			\$ 115,000	\$ 115,000
International Children Assistance Network - Happy Radio			\$ 48,750	\$ 48,750
Children's Discover Museum			\$ -	\$ 230,000
		<b>Communications Total</b>	<b>\$ 163,750</b>	<b>\$ 393,750</b>
<b>Community of Learning</b>				
Community of Learning Training			\$ 103,950	\$ 100,000
Reflective Practice			\$ -	\$ 30,000
National Fatherhood - 24/7 Dad			\$ 30,000	\$ 35,000
The Pathfinder Network - Parenting Inside Out			\$ 9,350	\$ 9,350
Tides Center - Abriendo Puertas			\$ 40,000	\$ 40,000
Touchpoints - Supersite			\$ 150,000	\$ -
Early Learning Specialist Training & ToT			\$ -	\$ 4,000
Virtual Conference Platform Infant's Conference			\$ 16,700	\$ 30,000
Touchpoints Virtual Training			\$ -	\$ 10,800
Touchpoints - Local Trainer Stipend Contracts			\$ 12,000	\$ 18,000
STRATEGIES - Strengthening Families - Virtual Training			\$ 30,000	\$ 30,000
Brooks Publishing ASQ-3 and ASQ-SE - Virtual Training			\$ 30,000	\$ 30,000
Grail Family Services - SEEDS Coach			\$ 65,000	\$ 65,000
Grail Family Services - Building Blocks of Parenting App			\$ 100,000	\$ 100,000
Beacon of Hope Site Capacity Building / PD			\$ -	\$ 100,000
*†MyTeachstone - Stipends & Devices			\$ 143,800	\$ 143,800
†Teachstone Training, LLC. - Training & Subscriptions			\$ 180,000	\$ 180,000
Parents Helping Parents - Special Needs Workshops			\$ 68,836	\$ 80,000
Santa Clara University - Intern Program			\$ 15,000	\$ -
*†SEEDS of Early Literacy - FCCH Participant Stipends & Devices			\$ 60,000	\$ 80,000
*Kathleen Horst - CARES: SEEDS Training & Coaching			\$ 150,000	\$ 150,000
SEEDS of Early Literacy - FCCH Training Contracts			\$ 95,000	\$ -
†Instructional Design - Graphic Designer			\$ 75,000	\$ -
^City of San José, Recreation Pre-K - SEEDS of Early Literacy			\$ 305,000	\$ 400,000
†Trauma Transformed - ACES Aware			\$ 100,000	\$ -
†Brazelton Touchpoints - ACES Aware			\$ 50,000	\$ -
†Instructional Design - ACES Aware			\$ 100,000	\$ -
†Virtual Event Coordination - ACES Aware			\$ 100,000	\$ -
†Video Production & Printing - ACES Aware			\$ 60,000	\$ -
Dr. Suzanne Frank			\$ 10,000	\$ 5,000
East Bay Agency for Children			\$ 35,000	\$ 15,000
County of Santa Clara, Social Services Agency			\$ 200,000	\$ 50,000
Valley Palms Site - Beacons FRC			\$ 11,200	\$ -
San Ysidro Site - Beacons FRC			\$ 11,200	\$ -
Catholic Charities - PC+ Home Visitation for FRC's			\$ -	\$ 312,570
DLL Stipends for Coaches & FCCH Participants			\$ -	\$ 24,000

\*FY20/21 Funded or partially funded by Third Party Revenue

†FY21/22 Funded or partially funded by Third Party Revenue

^These proposed amounts from partners may be reduced due to the pandemic and changes to program start dates.

**FY 2021/22 Proposed Community Investment Grant Awards - Comparison and Recommendation**

			<b>Approved FY 2020/21</b>	<b>Proposed FY 2021/22</b>
DLL Books & Materials			\$ -	\$ 60,000
DLL Region FCCH Training & Evaluation			\$ -	\$ 70,000
Collective Impact Solutions - Beacons TA & Consultation			\$ -	\$ 99,000
*†Applied Survey Research - SEEDS Parks & Recs /ACES Aware			\$ 50,000	\$ 48,089
		<b>Community of Learning Total</b>	<b>\$ 2,407,036</b>	<b>\$ 2,319,609</b>
<b>Health &amp; Wellness</b>				
Gardner Family Health Network - Screeners			\$ 385,360	\$ 192,680
Gardner Family Health Network - Oral Health: South County			\$ 65,810	\$ 65,810
Healthier Kids Foundation - PEIHS (Baby Gateway, Screenings, 10 Steps)			\$ 1,357,465	\$ 1,119,465
*Healthier Kids Foundation - Oral Health Education			\$ 118,000	\$ 118,000
Parents As Teachers			\$ 150,225	\$ 150,225
Optimal Solutions			\$ 49,775	\$ 29,775
Roots Clinic - Families First Care Coordination & FRC Services			\$ 681,240	\$ 681,240
SPUR - Double Up Food Bucks			\$ 97,320	\$ 97,320
Santa Clara County Public Health Department / Lactation Promotion			\$ 159,808	\$ 159,808
SCVHSS Behavioral Health Services Department / KidConnections			\$ 2,129,406	\$ 1,729,406
County of Santa Clara Valley Medical Center - KCN Targeted Diagnostic Asses			\$ -	\$ 400,000
The VMC Foundation - NICU			\$ 407,829	\$ 407,829
Water Bottle Filling Stations for Partners			\$ 50,000	\$ -
Western Dental - Oral Health: Sedation			\$ 131,988	\$ -
Oral Health Sedation			\$ 131,989	\$ 131,988
University of California, San Francisco - Healthy Steps Program			\$ 100,000	\$ 685,000
Roots Clinic - Medically Tailored Meals			\$ 75,000	\$ 37,500
SupplyBank.org - COVID-19 Response			\$ 283,130	\$ -
Peña, Nancy			\$ -	\$ 10,000
Ujima Adult & Family Services (Black Leadership Kitchen Cabinet)			\$ -	\$ 35,000
Discovery Source - Calming Kits			\$ 75,001	\$ 4,500
		<b>Health &amp; Wellness Total</b>	<b>\$ 6,449,346</b>	<b>\$ 6,055,546</b>
<b>Courts &amp; Child Welfare</b>				
Santa Clara County Public Health Department			\$ 718,998	\$ 718,998
Superior Court of California, County of Santa Clara			\$ 268,981	\$ 268,981
Child Advocates of Silicon Valley - Early Childhood CASA			\$ 300,000	\$ 300,000
		<b>Courts &amp; Child Welfare Total</b>	<b>\$ 1,287,979</b>	<b>\$ 1,287,979</b>
<b>Early Learning</b>				
*†CDE QRIS Block Grant Awards			\$ 975,400	\$ -
*†CDE QRIS Block Grant Incentives			\$ 236,687	\$ -
*†CDE QRIS Quality Improvement Activities			\$ -	\$ 180,000
*†Early Quality Assessments, Inc. - iPinwheel			\$ 386,500	\$ 202,500
Implicit Bias and Anti-Racist Regional Training of Trainers			\$ -	\$ 174,000
†City of San José, Public Library - Early Education Workforce Development P			\$ 100,000	\$ 98,000
SCCOE - DataZone			\$ 166,741	\$ 146,338

\*FY20/21 Funded or partially funded by Third Party Revenue

†FY21/22 Funded or partially funded by Third Party Revenue

^These proposed amounts from partners may be reduced due to the pandemic and changes to program start dates.

**FY 2021/22 Proposed Community Investment Grant Awards - Comparison and Recommendation**

			<b>Approved FY 2020/21</b>	<b>Proposed FY 2021/22</b>
*†SCCOE-Inclusion Collaborative - Warm Line			\$ 120,000	\$ 120,000
*†SCCOE-Inclusion Collaborative - Professional Development			\$ 159,000	\$ 159,000
SCCOE - Kindergarten Readiness Assessment			\$ -	\$ 103,210
SCCOE - FCCH Provider Scholarships			\$ 954,600	\$ 654,600
SCCOE - Stabilization Funds			\$ 5,340,682	\$ -
SCCOE - Head Start			\$ 857,628	\$ -
*†WestEd - Assessment & Anchoring Services			\$ 226,500	\$ 50,000
*†WestEd/E3 Institution - Rating & Stipend Management			\$ 1,274,582	\$ 1,274,585
*†Gen2Gen Community Investment			\$ 188,800	\$ -
Family Friend & Neighbor			\$ -	\$ 255,738
First 5 San Benito MOU			\$ -	\$ 477,213
*†Dual Language Learner Incentives			\$ 107,700	\$ -
Universal Access Pilot Infrastructure			\$ -	\$ 55,000
†COVID-19 Relief Activities			\$ 479,500	\$ -
		<b>Early Learning Total</b>	<b>\$ 11,574,320</b>	<b>\$ 3,950,184</b>
<b>Family Strengthening &amp; Support</b>				
*†African American Community Services Agency - FRC			\$ 496,330	\$ 496,320
*†\$Catholic Charities - FRC's			\$ 4,175,254	\$ 4,175,254
^*Catholic Charities - ParentChild+ Home Visitation Initiative			\$ 365,000	\$ 397,000
†Catholic Charities FRC - Shirakawa Elementary School			\$ 393,418	\$ 350,000
Catholic Charities - San Ysidro Beacon			\$ -	\$ 408,000
Catholic Charities - Valley Palms Beacon			\$ -	\$ 408,000
City of San Jose - San Jose Public Library: Bridge Library Services			\$ 72,990	\$ 72,990
Community Health Awareness Council - FRC			\$ 528,141	\$ 528,141
Conxion to Community - Homeless Children & Families			\$ 250,000	\$ 250,000
County of Santa Clara - Library System			\$ 75,000	\$ 24,468
Dependency Advocacy Center			\$ 416,030	\$ 418,642
ECSV - Shared Use Agreement			\$ 50,000	\$ 50,000
*ECSV - Admin Support Staff			\$ 25,000	\$ 25,000
Gardner Family Care Corporation - FRC & Court Staff			\$ 484,024	\$ 568,024
International Children Assistance Network - FRC			\$ 94,887	\$ 94,887
Rebekah Children's Services - FRC			\$ 580,804	\$ 580,804
Rebekah Children's Services - ParentChild+ Home Visitation			\$ 236,800	\$ 397,000
Somos Mayfair - FRC (Cesar Chavez)			\$ 325,779	\$ 325,779
^*Somos Mayfair - ParentChild+ Home Visitation Initiative			\$ 365,000	\$ 397,000
*Somos Mayfair - Painter FRC (UAP)			\$ 305,510	\$ 256,000
SupplyBank.org - Essential Supplies Program			\$ 210,000	\$ -
SupplyBank.org - Diaper Kit & Formula (City of San Jose)			\$ 1,377,305	\$ -
SupplyBank.org - Diaper Kit Program (County)			\$ 352,580	\$ 354,000
SupplyBank.org - Feminine Hygiene Products			\$ 80,000	\$ -
The Health Trust - Housing Navigation			\$ 344,290	\$ 344,290
*Applied Survey Research - CalWORKs HVP			\$ 20,000	\$ -

\*FY20/21 Funded or partially funded by Third Party Revenue

†FY21/22 Funded or partially funded by Third Party Revenue

^These proposed amounts from partners may be reduced due to the pandemic and changes to program start dates.

**FY 2021/22 Proposed Community Investment Grant Awards - Comparison and Recommendation**

			<b>Approved FY 2020/21</b>	<b>Proposed FY 2021/22</b>
Silicon Valley Council of Nonprofits			\$ -	\$ 96,000
Palo Alto Zoo - ECE Science Program			\$ 15,000	\$ 15,000
*†Bring Me a Book Foundation			\$ 12,680	\$ 12,680
	<b>Family Strengthening &amp; Support Total</b>		<b>\$ 11,651,822</b>	<b>\$ 11,045,279</b>
		<b>Grand Total</b>	<b>\$ 33,534,253</b>	<b>\$ 25,052,347</b>

\*FY20/21 Funded or partially funded by Third Party Revenue

†FY21/22 Funded or partially funded by Third Party Revenue

^These proposed amounts from partners may be reduced due to the pandemic and changes to program start dates.

FIRST 5 Santa Clara County  
FY 2021/22 Third Party Grants

Attachment 4.2E

Third Party Grant	Program	FY 19-20 Actual	FY 20-21 Estimated	FY 21-22 Projected
Aurrera Health Group	ACEs Aware Trauma Informed	\$ -	\$ -	\$ 70,000
Blue Shield of California	Calming Kits			\$ 4,500
California Department of Education	Equitable Learning Opportunities	\$ 219,384		
California Department of Education	FY18/19 Quality Counts BG R1	\$ 57,240		
California Department of Education	FY19/20 Quality Counts BG R2	\$ 596,844		
California Department of Education	FY20/21 Quality Counts - PDG-R		\$ 32,262	
California Department of Education	FY20/21 Quality Counts - PDG-R			\$ 250,000
California Department of Education	FY21/22 Quality Counts - PDG-R			\$ 533,655
California Family Resource Center Association	COVID-19 Emergency Funds	\$ 45,792		
California Wellness Foundation	COVID-19 Emergency Funds	\$ 10,000		
City of San José	Community Development Block Grant - Calming Kits	\$ 64,342	\$ 124,246	
City of San José	Community Development Block Grant - Scholarships		\$ 34,730	\$ 965,270
City of San José	CRF Funds		\$ 3,760,000	
City of San José	Emergency Operations Center	\$ 722,695	\$ 1,377,305	
County of Santa Clara, Social Services Agency	Diaper Kit Project			\$ 176,290
County of Santa Clara, County Executive Office	CRF Funds & Supervisor Ellenberg Inventory Item		\$ 2,632,628	
County of Santa Clara, County Executive Office	Incarcerated Parents Expansion		\$ 127,677	\$ 250,000
County of Santa Clara, County Executive Office	Office of Women's Policy		\$ 80,000	
County of Santa Clara, County Executive Office	Supervisor Ellenberg Inventory Item			\$ 100,000
County of Santa Clara, County Executive Office	Universal Access Pilot	\$ 1,054,165	\$ 117,188	\$ 311,450
County of Santa Clara, Probation Department	Beacons for Hope FRC	\$ -		\$ 816,000
County of Santa Clara, Public Health Department	Home Visitation	\$ 199,217		\$ 200,000
County of Santa Clara, Social Services Agency	First Call for Families (DAC)	\$ -		\$ 426,256
David & Lucile Packard Foundation	(2019-68854) FRC Enhancements	\$ 500,000		
David & Lucile Packard Foundation	(2020-70895) FRC Enhancements	\$ -	\$ 100,000	\$ 300,000
David & Lucile Packard Foundation	(2019-69585) Gen2Gen Program	\$ 300,000		
First 5 California	Census Mini Grant	\$ 8,000		\$ -
First 5 California	Home Visitation			\$ 180,000
First 5 California	DLL	\$ 84,742	\$ 40,199	\$ 466,570
First 5 California	IMPACT - 3 Yr Grant	\$ -		\$ 1,049,456
First 5 San Francisco	IMPACT Regional HUB	\$ 136,407	\$ 183,283	\$ 110,550
Franklin McKinley School District	Staff at Seven Trees	\$ 98,603		\$ 100,000
Lavenstein Foundation	Community of Learning			\$ 4,000
ParentChild+	Emergency Funds	\$ 32,000		
ParentChild+	Home Visitation	\$ 100,000	\$ 377,857	
Prop 10 special allocation-IMPACT	IMPACT	\$ 2,203,794		
Santa Clara County Office of Education	Cleaning Supplies for Child Care Providers	\$ -	\$ 209,915	
Santa Clara County Office of Education - California Department of Education	FY18/19 CSPP-QRIS BG R5	\$ 1,576		
Santa Clara County Office of Education - California Department of Education	FY19/20 CSPP-QRIS BG R6	\$ 1,253,419		
Santa Clara County Office of Education - California Department of Education	FY20/21 CSPP-QRIS BG R7		\$ 99,425	
Santa Clara County Office of Education - California Department of Education	FY21/22 CSPP-QRIS BG R8			\$ 1,838,637
Santa Clara Family Health Plan	COVID-19 Emergency Funds	\$ 50,000		
Silicon Valley Community Foundation	Lavenstein Family Fund		\$ 200,000	
Sunlight Giving	2020 FRC Enhancement	\$ -	\$ -	\$ 300,000
Sunlight Giving	COVID-19 Emergency Funds	\$ 50,000		
Sunlight Giving	FRC Enhancements	\$ 300,000		
Superior Court of California, County of Santa Clara	SAMHSA - Dependency Wellness Court	\$ 82,152	\$ 38,175	\$ 84,000
*Additional funding for Salaries and Wages and Benefits costs	Various			
**Estimated indirect billing to Third Party Grant awards				
<b>Total Third Party Grants</b>		<b>\$ 8,170,372</b>	<b>\$ 9,534,890</b>	<b>\$ 8,536,634</b>

**RESOLUTION NO. 21-20****A RESOLUTION OF THE FIRST 5 SANTA CLARA COUNTY COMMISSION  
ADOPTING THE BUDGET FOR COMMUNITY INVESTMENT GRANT  
AWARDS AND APPROPRIATING REVENUE FOR FISCAL YEAR (FY)  
2020/21 AND FINDING THAT FIRST 5 SANTA CLARA COUNTY IS IN  
COMPLIANCE WITH THE ANNUAL BUDGET POLICY**

**WHEREAS**, On October 12, 2017, the FIRST 5 Santa Clara County Commission adopted an Annual Budget Policy by Resolution No. 17-01.

**WHEREAS**, in accordance with Resolution No. 17-01, Annual Budget Policy, the Chief Executive Officer has prepared and submitted to the FIRST 5 Santa Clara County Commission a proposed budget for FY 2021/22, starting July 1, 2021; and utilizing the most accurate available income estimates and the most feasible combination of expenditure classification by fund, organization unit, program, purpose or activity and object;

**NOW, THEREFORE**, the FIRST 5 Santa Clara County Commission does hereby resolve, determine and order as follows:

**SECTION 1.** That certain document, which includes all revenues and appropriations on file in the office of the Chief of Finance and Administration, being marked and designated "Fiscal Year (FY) 2021/22 Community Investment Grant Awards," as prepared by Chief Executive Officer and amended by the FIRST 5 Santa Clara County Commission is adopted for the fiscal year commencing July 1, 2021;

**SECTION 2.** The following sums of money are hereby appropriated from the revenue of FIRST 5 Santa Clara County to the following named programs and activities of FIRST 5 Santa Clara County for expenditure during the FY 2021/22; and

**SECTION 3.** From and after the effective date of the budget, the several amounts stated therein as proposed expenditures, shall be deemed appropriated to the several departments, offices and agencies for the respective objects and purposes therein stated. All appropriations shall lapse at the end of the fiscal year to the extent that they shall not have been expended or lawfully encumbered.

**BUDGET APPROPRIATIONS**

<b>PROGRAM</b>	<b>TOTAL EXPENDITURES</b>
Community Investments Grant Awards	\$ 25,052,347

**SECTION 4.** The budget as approved shall be filed with the office of the Chief of Finance and Administration, and copies shall be made available for public review.

**APPROVED AND ADOPTED** at a regular meeting of the FIRST 5 Santa Clara County Commission held on this 23rd day of June, 2021 by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

\_\_\_\_\_  
Chairperson

APPROVED AS TO FORM:

\_\_\_\_\_  
Deputy County Counsel

FIRST 5 CALIFORNIA COUNTY TAX REVENUE PROJECTIONS FOR 2021-22 THROUGH 2025-26 without Flavor Ban  
 UTILIZING DOF MAY REVISE 2021 TOBACCO TAX PROJECTIONS AND DOF BIRTH PROJECTIONS FOR CALIFORNIA STATE AND COUNTIES 1990-2040  
 UPDATED June 6, 2021

COUNTY	2021-22 TAX REVENUE PROJECTION			2022-23 TAX REVENUE PROJECTION			2023-24 TAX REVENUE PROJECTION			2024-25 TAX REVENUE PROJECTION			2025-26 TAX REVENUE PROJECTION			
	2019 Births <sup>1</sup>	2019 Birthrate		2020 Births <sup>1</sup>	2020 Birthrate		2021 Births <sup>1</sup>	2021 Birthrate		2022 Births <sup>1</sup>	2022 Birthrate		2023 Births <sup>1</sup>	2023 Birthrate	2025-26 TAX REVENUE PROJECTION	
1 Alameda	18,197	4.075%	\$12,947,266	18,082	4.029%	\$12,508,053	17,678	4.046%	\$12,239,662	17,492	4.000%	\$11,798,058	17,302	3.974%	\$11,433,440	
2 Alpine	17	0.004%	\$12,096	6	0.001%	\$4,150	12	0.003%	\$8,308	4	0.001%	\$2,698	7	0.002%	\$4,626	
3 Amador	314	0.070%	\$223,413	321	0.072%	\$222,049	336	0.077%	\$222,535	301	0.069%	\$203,019	330	0.076%	\$218,069	
4 Butte	2,149	0.481%	\$1,529,025	2,083	0.464%	\$1,440,996	1,914	0.438%	\$1,325,190	1,958	0.445%	\$1,320,638	1,989	0.457%	\$1,314,363	
5 Calaveras	401	0.090%	\$285,314	392	0.087%	\$271,162	396	0.091%	\$274,177	415	0.095%	\$279,910	411	0.094%	\$279,595	
6 Colusa	249	0.056%	\$177,165	253	0.059%	\$175,910	256	0.059%	\$177,246	273	0.062%	\$184,134	246	0.057%	\$162,961	
7 Contra Costa	11,811	2.645%	\$3,403,591	11,999	2.674%	\$3,200,195	11,898	2.723%	\$3,237,781	12,011	2.747%	\$3,181,217	12,118	2.784%	\$3,007,770	
8 Del Norte	281	0.063%	\$199,933	238	0.052%	\$162,559	239	0.055%	\$165,476	250	0.057%	\$168,621	249	0.057%	\$164,543	
9 El Dorado	1,531	0.343%	\$1,089,315	1,577	0.351%	\$1,090,875	1,748	0.400%	\$1,210,257	1,718	0.393%	\$1,168,762	1,769	0.406%	\$1,168,984	
10 Fresno	14,051	3.147%	\$9,997,364	14,367	3.202%	\$9,938,237	14,115	3.231%	\$9,772,739	14,098	3.224%	\$9,506,863	14,157	3.252%	\$9,355,174	
11 Glenn	398	0.089%	\$285,179	398	0.089%	\$275,313	387	0.084%	\$254,099	391	0.089%	\$265,723	415	0.095%	\$272,917	
12 Humboldt	1,406	0.315%	\$1,000,377	1,371	0.306%	\$948,376	1,277	0.292%	\$884,153	1,287	0.294%	\$868,000	1,208	0.277%	\$798,266	
13 Imperial	2,618	0.588%	\$1,852,721	2,553	0.569%	\$1,766,014	2,509	0.574%	\$1,737,149	2,497	0.571%	\$1,684,184	2,513	0.577%	\$1,660,631	
14 Inyo	191	0.043%	\$138,898	177	0.039%	\$122,438	176	0.040%	\$121,857	168	0.038%	\$113,313	179	0.041%	\$118,296	
15 Kern	12,772	2.800%	\$9,081,346	13,068	2.912%	\$9,639,666	12,809	2.932%	\$9,868,528	12,819	2.931%	\$9,646,199	12,818	2.944%	\$9,431,341	
16 Kings	2,101	0.470%	\$1,484,873	2,206	0.492%	\$1,525,980	2,149	0.492%	\$1,487,896	2,166	0.495%	\$1,460,930	2,119	0.487%	\$1,400,269	
17 Lake	732	0.164%	\$520,822	729	0.162%	\$504,279	701	0.160%	\$485,349	682	0.156%	\$459,997	717	0.165%	\$473,805	
18 Lassen	284	0.064%	\$202,065	245	0.055%	\$169,476	241	0.055%	\$166,860	261	0.060%	\$175,040	241	0.055%	\$189,257	
19 Los Angeles	106,867	23.569%	\$76,121,839	106,460	23.713%	\$73,635,786	102,190	23.377%	\$70,710,739	101,442	23.197%	\$68,400,915	100,114	22.997%	\$66,166,845	
20 Madera	2,066	0.463%	\$1,469,970	2,117	0.472%	\$1,464,415	2,032	0.465%	\$1,406,890	1,968	0.450%	\$1,327,383	1,942	0.446%	\$1,283,305	
21 Marin	2,083	0.468%	\$1,482,066	2,059	0.459%	\$1,424,294	1,945	0.445%	\$1,346,654	1,975	0.452%	\$1,332,104	1,901	0.437%	\$1,256,211	
22 Mariposa	132	0.030%	\$93,919	156	0.035%	\$107,912	135	0.031%	\$83,470	150	0.034%	\$101,172	146	0.034%	\$96,479	
23 Mendocino	926	0.207%	\$658,854	950	0.212%	\$657,154	845	0.193%	\$585,590	929	0.212%	\$626,598	876	0.201%	\$578,875	
24 Merced	3,851	0.862%	\$2,740,008	4,029	0.898%	\$2,787,023	4,017	0.919%	\$2,781,238	4,160	0.951%	\$2,806,850	4,213	0.968%	\$2,784,018	
25 Modoc	89	0.020%	\$63,324	29	0.006%	\$20,060	39	0.009%	\$27,002	47	0.011%	\$31,701	60	0.014%	\$39,649	
26 Mono	129	0.029%	\$91,073	99	0.022%	\$69,482	101	0.023%	\$69,939	111	0.025%	\$74,868	108	0.025%	\$71,368	
27 Monterey	5,882	1.317%	\$4,185,075	5,777	1.287%	\$3,996,185	5,565	1.272%	\$3,846,098	5,551	1.269%	\$3,744,056	5,428	1.247%	\$3,586,910	
28 Napa	1,294	0.290%	\$920,688	1,278	0.285%	\$884,044	1,251	0.286%	\$866,151	1,300	0.297%	\$876,288	1,272	0.292%	\$840,588	
29 Nevada	812	0.182%	\$577,742	828	0.185%	\$572,761	783	0.179%	\$542,123	863	0.202%	\$595,569	842	0.193%	\$566,407	
30 Orange	34,909	7.818%	\$24,837,945	35,201	7.844%	\$24,349,961	34,169	7.821%	\$23,657,085	34,514	7.892%	\$23,273,110	34,660	7.962%	\$22,903,887	
31 Placer	3,660	0.820%	\$2,604,110	3,759	0.839%	\$2,600,253	3,717	0.851%	\$2,573,528	3,932	0.899%	\$2,652,068	4,072	0.935%	\$2,690,843	
32 Plumas	162	0.036%	\$115,264	149	0.033%	\$103,069	153	0.036%	\$105,932	159	0.036%	\$107,243	157	0.036%	\$103,748	
33 Riverside	28,256	6.327%	\$20,103,588	28,908	6.442%	\$19,996,637	28,562	6.388%	\$19,775,383	29,063	6.653%	\$19,622,737	28,969	6.655%	\$19,143,162	
34 Sacramento	18,989	4.252%	\$13,510,055	19,130	4.263%	\$13,232,968	18,765	4.293%	\$12,863,341	18,717	4.289%	\$12,624,300	18,666	4.265%	\$12,268,712	
35 San Benito	791	0.177%	\$562,801	802	0.179%	\$554,776	818	0.187%	\$566,356	789	0.180%	\$552,167	837	0.192%	\$553,103	
36 San Bernardino	28,888	6.424%	\$20,411,670	29,035	6.470%	\$20,084,688	28,894	6.545%	\$19,797,539	28,770	6.579%	\$19,404,879	28,772	6.609%	\$19,013,001	
37 San Diego	38,645	8.654%	\$27,496,130	38,936	8.676%	\$26,933,612	37,782	8.648%	\$26,159,006	37,531	8.582%	\$25,314,025	37,124	8.528%	\$24,532,137	
38 San Francisco	8,396	1.890%	\$5,973,890	8,346	1.885%	\$5,773,257	8,286	1.897%	\$5,736,952	8,099	1.852%	\$5,462,639	8,020	1.842%	\$5,299,745	
39 San Joaquin	10,078	2.256%	\$7,169,129	10,184	2.289%	\$7,044,686	10,272	2.351%	\$7,111,993	10,287	2.352%	\$6,938,408	10,631	2.442%	\$7,025,136	
40 San Luis Obispo	2,464	0.552%	\$1,753,150	2,422	0.562%	\$1,744,670	2,422	0.554%	\$1,676,913	2,541	0.581%	\$1,715,882	2,517	0.578%	\$1,663,274	
41 San Mateo	8,253	1.848%	\$5,872,095	8,157	1.818%	\$5,642,528	7,717	1.766%	\$5,342,995	7,467	1.712%	\$5,049,855	7,154	1.643%	\$4,721,479	
42 Santa Barbara	5,510	1.234%	\$3,921,816	5,496	1.216%	\$3,774,137	5,440	1.245%	\$3,766,176	5,501	1.268%	\$3,710,332	5,682	1.301%	\$3,741,541	
43 Santa Clara	21,100	4.725%	\$15,012,766	20,971	4.673%	\$14,506,492	20,150	4.612%	\$13,951,193	20,022	4.579%	\$13,500,501	19,688	4.518%	\$12,996,931	
44 Santa Cruz	2,395	0.538%	\$1,704,056	2,425	0.540%	\$1,677,471	2,389	0.547%	\$1,654,065	2,462	0.563%	\$1,660,577	2,386	0.548%	\$1,576,707	
45 Shasta	1,876	0.420%	\$1,334,784	1,876	0.418%	\$1,297,705	1,942	0.445%	\$1,344,577	1,917	0.438%	\$1,292,984	1,863	0.433%	\$1,244,317	
46 Sierra	24	0.005%	\$17,076	20	0.004%	\$13,535	20	0.005%	\$13,947	26	0.006%	\$18,862	20	0.005%	\$13,216	
47 Siskiyou	434	0.097%	\$308,793	332	0.074%	\$229,658	361	0.083%	\$249,944	369	0.084%	\$248,884	408	0.094%	\$289,613	
48 Solano	5,053	1.132%	\$3,595,237	5,119	1.141%	\$3,541,020	4,938	1.130%	\$3,418,908	4,886	1.117%	\$3,296,524	4,928	1.132%	\$3,296,502	
49 Sonoma	4,377	0.980%	\$3,114,260	4,333	0.986%	\$2,997,312	4,270	0.977%	\$2,956,407	4,155	0.950%	\$2,802,477	4,164	0.957%	\$2,751,638	
50 Stanislaus	7,256	1.634%	\$5,190,433	7,460	1.664%	\$5,156,810	7,268	1.664%	\$5,032,123	7,271	1.663%	\$4,904,167	7,322	1.682%	\$4,838,496	
51 Sutter	1,255	0.281%	\$892,939	1,249	0.278%	\$863,984	1,218	0.279%	\$843,303	1,320	0.302%	\$890,318	1,343	0.309%	\$887,476	
52 Tehama	788	0.176%	\$560,666	803	0.179%	\$555,468	802	0.184%	\$555,278	808	0.185%	\$544,992	819	0.188%	\$541,208	
53 Trinity	94	0.021%	\$66,862	108	0.024%	\$74,798	97	0.022%	\$67,160	97	0.022%	\$65,425	127	0.029%	\$83,924	
54 Tulare	6,763	1.515%	\$4,811,912	6,944	1.547%	\$4,803,447	6,811	1.559%	\$4,715,711	6,937	1.586%	\$4,678,889	6,927	1.591%	\$4,577,473	
55 Tuolumne	466	0.104%	\$331,562	464	0.103%	\$320,968	479	0.110%	\$321,644	436	0.100%	\$294,075	468	0.108%	\$309,262	
56 Ventura	8,829	1.977%	\$6,281,882	8,819	1.965%	\$6,100,460	8,379	1.918%	\$5,801,342	8,430	1.928%	\$5,686,893	8,426	1.936%	\$5,568,037	
57 Yolo	2,080	0.468%	\$1,478,931	2,203	0.491%	\$1,523,905	2,203	0.504%	\$1,525,284	2,272	0.520%	\$1,532,426	2,324	0.534%	\$1,535,737	
58 Yuba	1,167	0.261%	\$830,327	1,200	0.267%	\$830,089	1,212	0.277%	\$839,148	1,170	0.265%	\$789,145	1,286	0.295%	\$849,810	
<b>TOTALS</b>	<b>446,548</b>	<b>100%</b>	<b>\$317,721,358</b>	<b>448,754</b>	<b>100%</b>	<b>\$310,421,358</b>	<b>436,879</b>	<b>100%</b>	<b>\$302,480,558</b>	<b>437,304</b>	<b>100%</b>	<b>\$294,954,158</b>	<b>435,328</b>	<b>100%</b>	<b>\$287,671,758</b>	
1 DOF projected births by county.																
FROM REVENUE BREAKDOWN																
			<b>\$317,721,358</b>				<b>\$310,421,358</b>				<b>\$302,480,558</b>				<b>\$294,954,158</b>	<b>\$287,671,758</b>

MAY 2021 WITHOUT FLAVOR BAN

FIRST 5 CALIFORNIA COUNTY TAX REVENUE PROJECTIONS FOR 2021-22 THROUGH 2025-26 with Flavor Ban  
 UTILIZING DOF MAY REVISE 2021 TOBACCO TAX PROJECTIONS AND DOF BIRTH PROJECTIONS FOR CALIFORNIA STATE AND COUNTIES 1990-2040  
 UPDATED June 6, 2021

COUNTY	2019 Births <sup>1</sup>	2019 Birthrate	2021-22 TAX REVENUE PROJECTION	2020 Births <sup>1</sup>	2020 Birthrate	2022-23 TAX REVENUE PROJECTION	2021 Births <sup>1</sup>	2021 Birthrate	2023-24 TAX REVENUE PROJECTION	2022 Births <sup>1</sup>	2022 Birthrate	2024-25 TAX REVENUE PROJECTION	2023 Births <sup>1</sup>	2023 Birthrate	2025-26 TAX REVENUE PROJECTION
1 Alameda	18,197	4.075%	\$12,947,266	18,082	4.029%	\$11,431,210	17,678	4.046%	\$10,313,367	17,492	4.000%	\$9,666,590	17,302	3.974%	\$9,094,446
2 Alpine	17	0.004%	\$12,096	6	0.001%	\$3,793	12	0.003%	\$7,001	4	0.001%	\$2,211	7	0.002%	\$3,679
3 Amador	314	0.070%	\$223,413	321	0.072%	\$292,932	306	0.071%	\$196,023	301	0.069%	\$166,341	330	0.076%	\$173,458
4 Butte	2,149	0.481%	\$1,529,025	2,083	0.464%	\$1,316,846	1,914	0.438%	\$1,116,630	1,958	0.448%	\$1,082,048	1,989	0.457%	\$1,045,478
5 Calaveras	401	0.090%	\$285,314	392	0.087%	\$247,817	396	0.091%	\$231,027	412	0.095%	\$229,341	411	0.094%	\$216,034
6 Colusa	249	0.056%	\$177,165	253	0.056%	\$199,943	256	0.059%	\$149,351	273	0.062%	\$160,868	248	0.057%	\$129,305
7 Contra Costa	11,811	2.845%	\$3,493,991	11,909	2.874%	\$7,585,615	11,808	2.723%	\$6,941,308	12,011	2.747%	\$6,537,623	12,118	2.784%	\$6,369,582
8 Del Norte	281	0.063%	\$199,933	235	0.052%	\$148,564	239	0.055%	\$139,433	250	0.057%	\$138,157	249	0.057%	\$130,882
9 El Dorado	1,531	0.343%	\$1,089,315	1,577	0.351%	\$996,959	1,748	0.400%	\$1,019,785	1,718	0.393%	\$949,417	1,769	0.406%	\$929,839
10 Fresno	14,051	3.147%	\$9,997,364	14,367	3.202%	\$9,862,634	14,115	3.231%	\$8,234,709	14,098	3.224%	\$7,790,966	14,157	3.252%	\$7,441,341
11 Glenn	398	0.089%	\$283,179	398	0.089%	\$251,611	367	0.084%	\$214,108	391	0.089%	\$216,078	413	0.095%	\$217,085
12 Humboldt	1,406	0.315%	\$1,000,377	1,371	0.306%	\$866,729	1,277	0.292%	\$745,003	1,287	0.294%	\$711,234	1,208	0.277%	\$634,961
13 Imperial	2,618	0.588%	\$1,862,721	2,553	0.569%	\$1,613,974	2,509	0.574%	\$1,463,754	2,497	0.571%	\$1,379,915	2,513	0.577%	\$1,320,908
14 Inyo	191	0.043%	\$136,898	177	0.038%	\$111,897	176	0.040%	\$102,679	168	0.038%	\$92,842	179	0.041%	\$94,088
15 Kern	12,772	2.860%	\$3,897,348	13,068	2.912%	\$3,261,623	12,809	2.932%	\$7,472,787	12,819	2.931%	\$7,084,154	12,818	2.944%	\$6,737,522
16 Kings	2,101	0.470%	\$1,484,873	2,206	0.492%	\$1,394,605	2,149	0.492%	\$1,253,729	2,166	0.495%	\$1,196,995	2,119	0.487%	\$1,113,809
17 Lake	732	0.164%	\$520,822	729	0.162%	\$460,865	701	0.160%	\$408,964	682	0.156%	\$376,893	717	0.165%	\$376,877
18 Lassen	284	0.064%	\$202,068	245	0.055%	\$154,886	241	0.055%	\$140,600	261	0.060%	\$144,236	241	0.055%	\$126,877
19 Los Angeles	106,887	23.954%	\$76,121,539	104,450	23.721%	\$67,286,333	102,129	23.377%	\$56,562,187	101,442	23.107%	\$56,056,811	100,114	22.909%	\$52,022,898
20 Madera	2,066	0.463%	\$1,469,970	2,117	0.472%	\$1,338,340	2,032	0.465%	\$1,185,471	1,968	0.450%	\$1,087,574	1,942	0.446%	\$1,020,773
21 Marin	2,083	0.466%	\$1,482,066	2,059	0.459%	\$1,301,674	1,945	0.445%	\$1,134,715	1,975	0.452%	\$1,091,443	1,901	0.437%	\$999,222
22 Mariposa	132	0.030%	\$93,919	156	0.035%	\$98,621	135	0.031%	\$78,759	150	0.034%	\$92,284	146	0.034%	\$76,742
23 Mendocino	926	0.207%	\$658,554	950	0.212%	\$600,578	845	0.193%	\$492,974	920	0.212%	\$515,383	876	0.201%	\$460,452
24 Merced	3,851	0.862%	\$2,740,008	4,029	0.898%	\$2,547,682	4,017	0.919%	\$2,343,523	4,160	0.951%	\$2,298,937	4,213	0.968%	\$2,214,478
25 Modoc	89	0.020%	\$63,324	29	0.006%	\$18,333	39	0.009%	\$22,763	47	0.011%	\$28,974	60	0.014%	\$31,538
26 Mono	128	0.029%	\$91,073	99	0.022%	\$62,887	101	0.023%	\$68,924	111	0.025%	\$61,342	108	0.025%	\$56,768
27 Monterey	5,882	1.317%	\$4,185,075	5,777	1.287%	\$3,652,146	5,555	1.272%	\$3,240,794	5,551	1.269%	\$3,067,645	5,428	1.247%	\$2,953,118
28 Napa	1,294	0.290%	\$920,688	1,278	0.285%	\$807,935	1,251	0.286%	\$720,835	1,300	0.297%	\$718,418	1,272	0.292%	\$668,601
29 Nevada	812	0.182%	\$577,742	828	0.185%	\$523,451	783	0.179%	\$456,803	883	0.202%	\$487,972	842	0.193%	\$442,580
30 Orange	34,909	7.818%	\$24,827,945	35,201	7.844%	\$22,253,623	34,169	7.921%	\$19,934,238	34,514	7.892%	\$19,073,444	34,680	7.902%	\$18,219,328
31 Placer	3,660	0.820%	\$2,604,110	3,759	0.838%	\$2,376,392	3,717	0.851%	\$2,185,502	3,932	0.899%	\$2,172,938	4,072	0.935%	\$2,140,364
32 Plumas	162	0.036%	\$115,264	149	0.033%	\$94,196	153	0.035%	\$89,260	159	0.036%	\$87,868	157	0.036%	\$82,524
33 Riverside	28,255	6.327%	\$20,163,588	28,908	6.442%	\$18,275,269	28,562	6.538%	\$16,663,107	29,093	6.653%	\$16,077,641	28,969	6.655%	\$15,226,969
34 Sacramento	18,988	4.262%	\$13,510,066	19,190	4.263%	\$12,083,742	18,765	4.293%	\$10,941,681	18,717	4.280%	\$10,345,951	18,666	4.265%	\$9,758,842
35 San Benito	791	0.177%	\$562,801	802	0.179%	\$507,014	818	0.187%	\$477,222	789	0.180%	\$436,024	837	0.192%	\$439,952
36 San Bernardino	28,688	6.424%	\$20,411,670	29,035	6.470%	\$18,355,557	28,594	6.545%	\$16,681,776	28,770	6.579%	\$15,899,142	28,772	6.609%	\$15,123,420
37 San Diego	38,645	8.654%	\$27,496,130	38,936	8.676%	\$24,814,843	37,782	8.648%	\$22,042,066	37,531	8.582%	\$20,740,726	37,124	8.528%	\$19,813,480
38 San Francisco	8,396	1.880%	\$5,973,900	8,346	1.865%	\$5,276,235	8,286	1.897%	\$4,834,063	8,099	1.852%	\$4,475,744	8,020	1.842%	\$4,215,551
39 San Joaquin	10,076	2.256%	\$7,169,129	10,184	2.269%	\$6,348,195	10,272	2.351%	\$5,992,698	10,287	2.352%	\$5,684,897	10,631	2.442%	\$5,587,970
40 San Luis Obispo	2,464	0.552%	\$1,753,150	2,522	0.562%	\$1,594,376	2,422	0.554%	\$1,412,998	2,541	0.581%	\$1,404,231	2,517	0.578%	\$1,323,010
41 San Mateo	8,253	1.848%	\$5,872,055	8,157	1.818%	\$5,156,751	7,717	1.766%	\$4,502,108	7,487	1.712%	\$4,137,535	7,194	1.643%	\$3,760,355
42 Santa Barbara	5,612	1.244%	\$3,821,818	5,456	1.216%	\$3,449,214	5,440	1.245%	\$3,173,703	5,501	1.238%	\$3,040,013	5,662	1.301%	\$2,976,116
43 Santa Clara	21,100	4.725%	\$15,012,766	20,871	4.673%	\$13,527,589	20,150	4.612%	\$11,755,535	20,022	4.579%	\$11,064,742	19,668	4.518%	\$10,336,086
44 Santa Cruz	2,395	0.536%	\$1,704,056	2,425	0.540%	\$1,533,054	2,389	0.547%	\$1,393,746	2,462	0.563%	\$1,360,573	2,386	0.548%	\$1,254,153
45 Shasta	1,876	0.420%	\$1,334,784	1,876	0.418%	\$1,185,963	1,942	0.445%	\$1,132,965	1,917	0.438%	\$1,058,390	1,883	0.433%	\$988,761
46 Sierra	24	0.005%	\$17,076	20	0.004%	\$12,644	20	0.005%	\$11,688	25	0.006%	\$15,816	20	0.005%	\$10,513
47 Siskiyou	434	0.097%	\$308,793	332	0.074%	\$209,886	361	0.083%	\$210,608	369	0.084%	\$203,920	408	0.094%	\$214,457
48 Solano	5,053	1.132%	\$3,595,237	5,119	1.141%	\$3,236,167	4,938	1.130%	\$2,890,835	4,886	1.117%	\$2,700,146	4,928	1.132%	\$2,590,304
49 Sonoma	4,377	0.980%	\$3,114,260	4,333	0.966%	\$2,739,287	4,270	0.977%	\$2,491,123	4,155	0.959%	\$2,296,174	4,164	0.957%	\$2,188,722
50 Stanislaus	7,295	1.634%	\$5,190,433	7,469	1.664%	\$4,721,807	7,268	1.664%	\$4,240,165	7,271	1.663%	\$4,015,167	7,322	1.682%	\$3,848,661
51 Sutter	1,255	0.281%	\$892,939	1,249	0.278%	\$789,602	1,218	0.279%	\$710,583	1,320	0.302%	\$729,471	1,343	0.309%	\$705,921
52 Tehama	788	0.176%	\$560,666	803	0.179%	\$507,646	802	0.184%	\$467,888	808	0.185%	\$446,524	819	0.188%	\$430,491
53 Trinity	94	0.021%	\$68,382	108	0.024%	\$68,276	97	0.022%	\$56,980	97	0.022%	\$53,605	127	0.029%	\$66,755
54 Tulare	6,763	1.515%	\$4,811,912	6,944	1.547%	\$4,389,908	6,811	1.559%	\$3,973,546	6,937	1.586%	\$3,833,589	6,927	1.591%	\$3,641,037
55 Tuolumne	466	0.104%	\$331,562	464	0.103%	\$293,335	479	0.110%	\$279,449	436	0.100%	\$240,946	468	0.108%	\$245,995
56 Ventura	8,829	1.977%	\$6,281,882	8,819	1.965%	\$5,575,259	8,379	1.918%	\$4,888,319	8,430	1.928%	\$4,656,664	8,426	1.936%	\$4,428,956
57 Yolo	2,080	0.468%	\$1,478,331	2,203	0.491%	\$1,392,709	2,203	0.504%	\$1,285,233	2,272	0.520%	\$1,255,574	2,324	0.534%	\$1,221,564
58 Yuba	1,167	0.261%	\$830,327	1,200	0.267%	\$758,625	1,212	0.277%	\$707,082	1,170	0.268%	\$646,576	1,286	0.295%	\$675,960
TOTALS	446,548	100%	\$317,721,358	448,754	100%	\$283,696,558	436,879	100%	\$254,876,758	437,304	100%	\$241,666,958	435,328	100%	\$228,821,358
DOF projected births by county.															
FROM REVENUE BREAKDOWN			\$317,721,358		\$283,696,558		\$254,876,758		\$241,666,958		\$228,821,358				

MAY 2021 WITH FLAVOR BAN



## FIRST 5 SANTA CLARA COUNTY COMMISSION WORKSHOP/MEETING

Meeting Date: June 23, 2021 Submitted By: Maureen Shilling,  
Deputy Chief of Finance

Action: X Discussion: \_\_\_\_\_

Selection Process: RFP \_\_\_\_\_ RFQ \_\_\_\_\_ Sole Source \_\_\_\_\_ Not Applicable X

**TITLE:**

Consider Recommendations Relating to the Approval of the Proposed FY 2021/22  
Community Investment Budget

**RECOMMENDED ACTIONS:**

- a) Recommend approval of the proposed FY 2021/22 Community Investment budget recommendations;
- b) Recommend delegation of authority to Chief Executive Officer to negotiate, execute, and amend grant award agreements up to the amounts specified in Item 4.2 Attachment F.

**SUMMARY OF REQUEST:**

The proposed FY 2021/22 Community Investment Budget (Grant Awards) Summary and Detail lists organizations and service descriptions for community investment contracts.

The proposed FY 2021/22 Community Investment Budget (Grant Awards) are in alignment with the 10-Year Sustainability Plan update and proposed FY 2021/22 Community Investment Budget, as presented in Item 4.2, Attachment F.

The Personnel and Finance Committee unanimously recommended approval at the June 10, 2021 Committee meeting.

**BACKGROUND:**

Upon the approval of the 10-Year Sustainability Plan update and the proposed FY 2021/22 Community Investment Budget, the approval of the proposed Community Investment Budget (Grant Award) initiates the contract development process.

Draft service descriptions summarize services provided. Scopes of services may be modified based on identified needs of the community.

All proposed community investment grant award contracts and services are in alignment with FIRST 5's Strategic Plan and will adhere to FIRST 5's Core Values and Principles on Equity.

**FISCAL IMPACT:**

Funding amounts for proposed Community Investment Budget (Grant Award) are in alignment with the update to the 10-Year Sustainability Plan in an amount not to exceed \$24,859,667.

**ATTACHMENT:**

Refer to 4.2, Attachment F

# FY 2021/22 Proposed Budget

*FIRST 5 Santa Clara County  
June 2021*



# FY 2021/22 BUDGET OVERVIEW



## *BUDGET FRAMEWORK*

- **FIRST 5 Santa Clara County (FIRST 5) faces a period of significant transition**
  - Long-term CEO retiring
  - Return to office
  - Work on Diversity, Equity and Inclusion (DEI)
  - Continued impact due to COVID 19
  - Need for capacity building
- **The FY 2021/22 budget includes increased costs**
  - Key new hires
  - Expert consultants
  - CEO Search Costs
  - Increased community investment spending (compared to projected FY 2020/21)

# FY 2021/22 BUDGET APPROACH

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- **Collaborative**
  - *Staff and management from all departments*
- **Staff Compensation and Benefits**
  - *Built from the ground up*
  - *Emphasis on capacity building*
  - *Adding staff to equalize workloads among teams and right-size for programs and projects projections*
- **Community Investment**
  - *Teams created and vetted the investment list internally*
  - *Deputy Chiefs made presentations of their recommendations to the CEO and Interim CEO*
  - *Reviewed and discussed with CEO and Interim CEO*
  - *Final investment was approved and included in this budget*
- **Administrative costs**
  - *Right sized to average 3-year spending*
  - *Reflective of organizational changes*

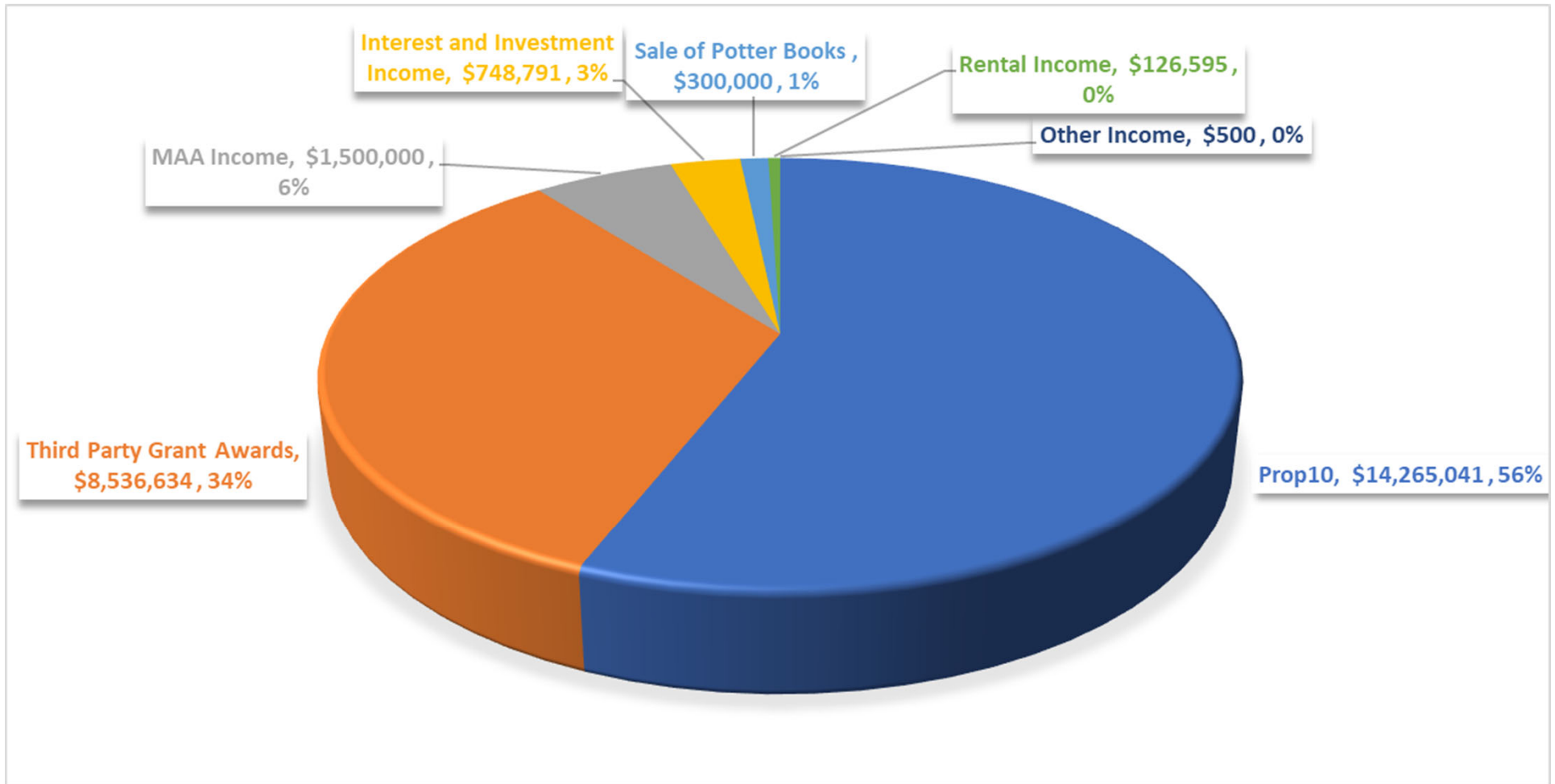
# TOTAL REVENUE - FY 2021/22



The projected revenue for FY 2021/22 is summarized as follows:

SOURCE	AMOUNT	PERCENT
Prop10	\$ 14,265,041	56%
Third Party Grant Awards	\$ 8,536,634	34%
MAA Income	\$ 1,500,000	6%
Interest and Investment Income	\$ 748,791	3%
Sale of Potter Books	\$ 300,000	1%
Rental Income	\$ 126,595	0%
Other Income	\$ 500	0%
<b>TOTAL</b>	<b>\$ 25,477,561</b>	<b>100%</b>

# TOTAL REVENUE CHART - FY 2021/22



# PROPOSITION 10 REVENUES



The forecast for Proposition 10 revenues for FIRST 5 Santa Clara:

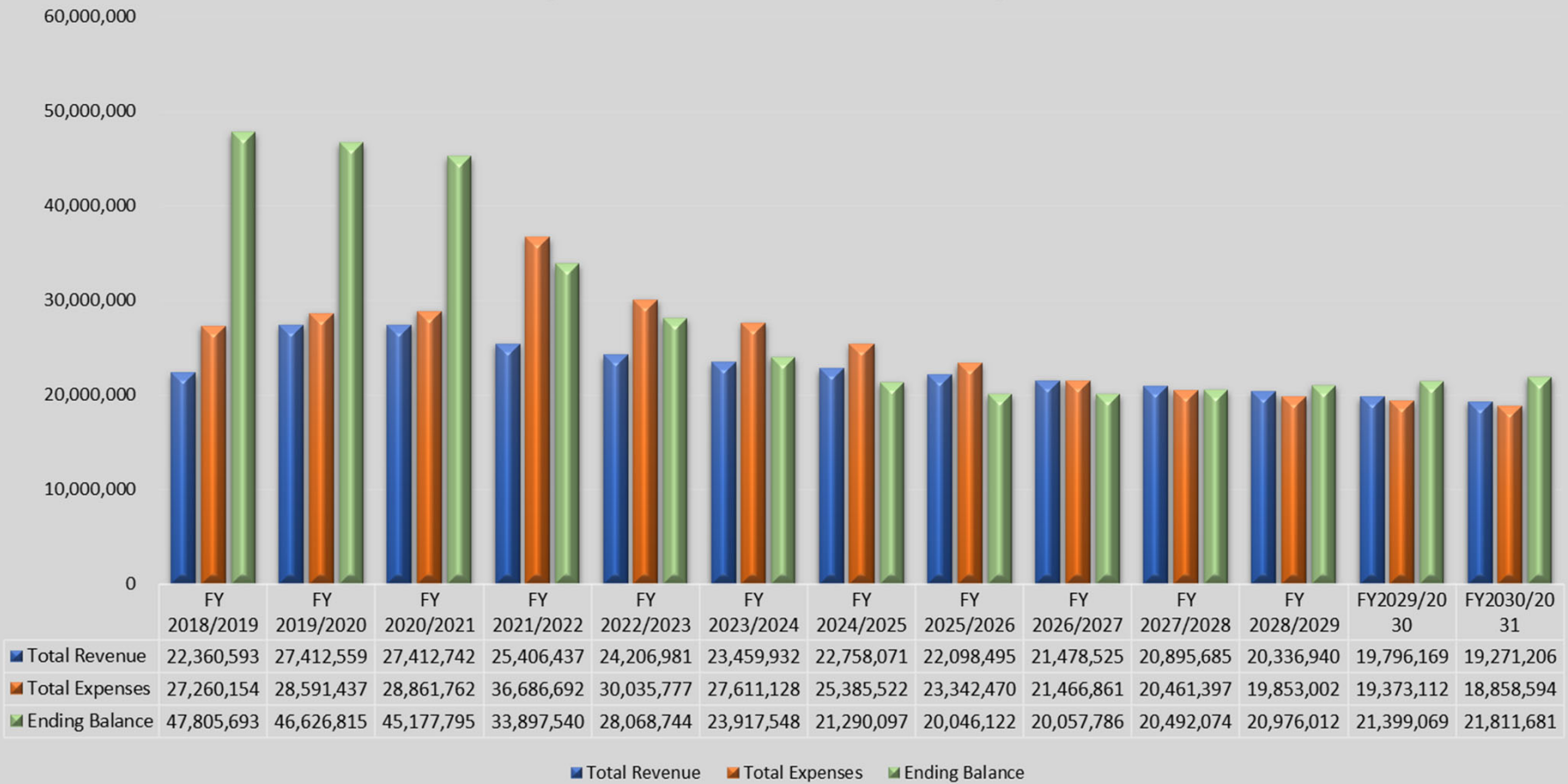
YEAR	STATUS	REVENUE \$\$
FY 2019/20	ACTUAL	\$ 14,794,218
FY 2020/21	PROJECTED	\$ 14,706,228
FY 2021/22	ESTIMATED	\$ 14,265,041
FY 2022/23	ESTIMATED	\$ 13,837,090
FY 2023/24	ESTIMATED	\$ 13,421,977
FY 2024/25	ESTIMATED	\$ 13,019,318
FY 2025/26	ESTIMATED	\$ 12,628,738
FY 2026/27	ESTIMATED	\$ 12,249,876
FY 2027/28	ESTIMATED	\$ 11,882,380
FY 2028/29	ESTIMATED	\$ 11,525,909
FY 2029/30	ESTIMATED	\$ 11,180,131
FY 2030/31	ESTIMATED	\$ 10,844,727

Estimated revenues after FY 2021/22 assumes a decline in revenue at its historical average of approximately 3%.

# PROPOSED 10-YEAR SUSTAINABILITY PLAN



Proposed 10-Year Sustainability Plan



# REVENUE – BUDGETED THIRD PARTY AWARDS INCOME - FY 2021/22



FISCAL YEAR	STATUS		AMOUNT
FY 2016/17	ACTUAL	\$	4,602,603
FY 2017/18	ACTUAL	\$	4,995,154
FY 2018/19	ACTUAL	\$	5,279,663
FY 2019/20	ACTUAL	\$	8,022,689
FY 2020/21	PROJECTED	\$	9,534,890
FY 2021/22	BUDGETED	\$	8,536,634

Third party award revenue has increased **\$3.9 million, or 85%** since FY 2016/17.

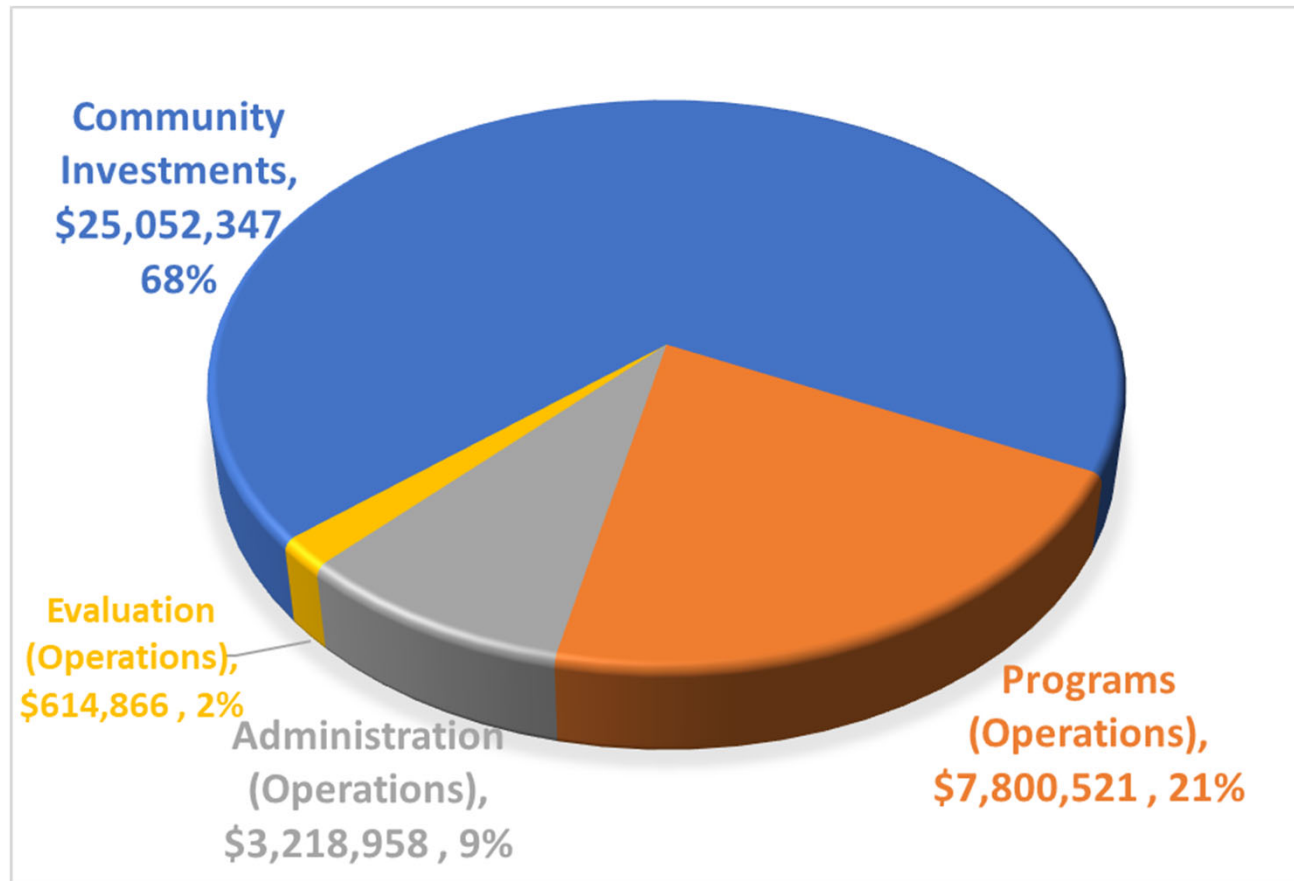
# TOTAL SPENDING - FY 2021/22 BUDGETED



Total budgeted spending in the proposed FY 2021/22 budget is as follows:

CATEGORY	AMOUNT	PERCENT
Community Investments	\$ 25,052,347	68%
Programs (Operations)	\$ 7,800,521	21%
Administration (Operations)	\$ 3,218,958	9%
Evaluation (Operations)	\$ 614,866	2%
<b>TOTAL</b>	<b>\$ 36,686,692</b>	<b>100%</b>

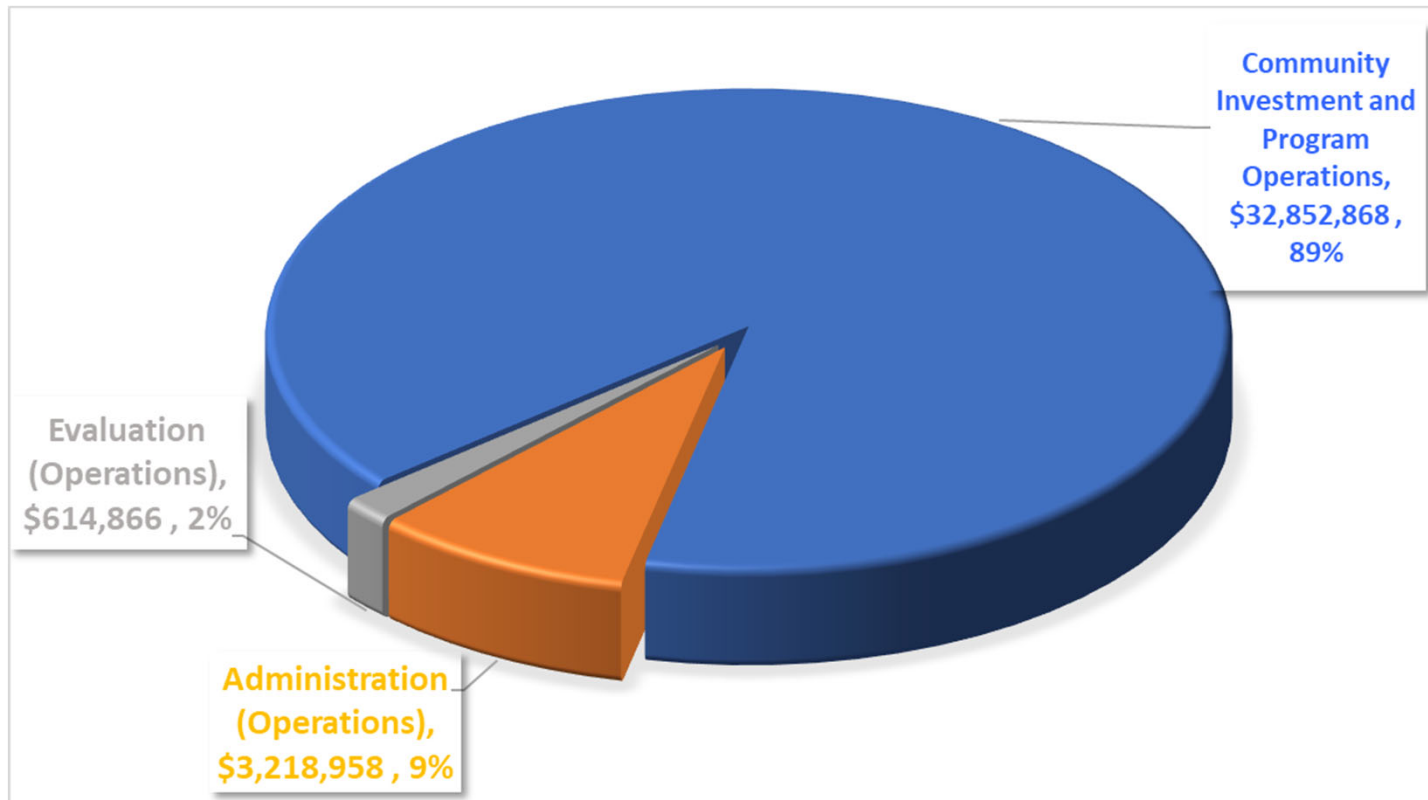
# TOTAL SPENDING CHART - FY 2021/22 BUDGETED



# TOTAL SPENDING CHART - FY 2021/22 BUDGETED



Direct Program Operations combined with the Community Investment Spending is **89%** of the FY 2021/22 proposed budget.



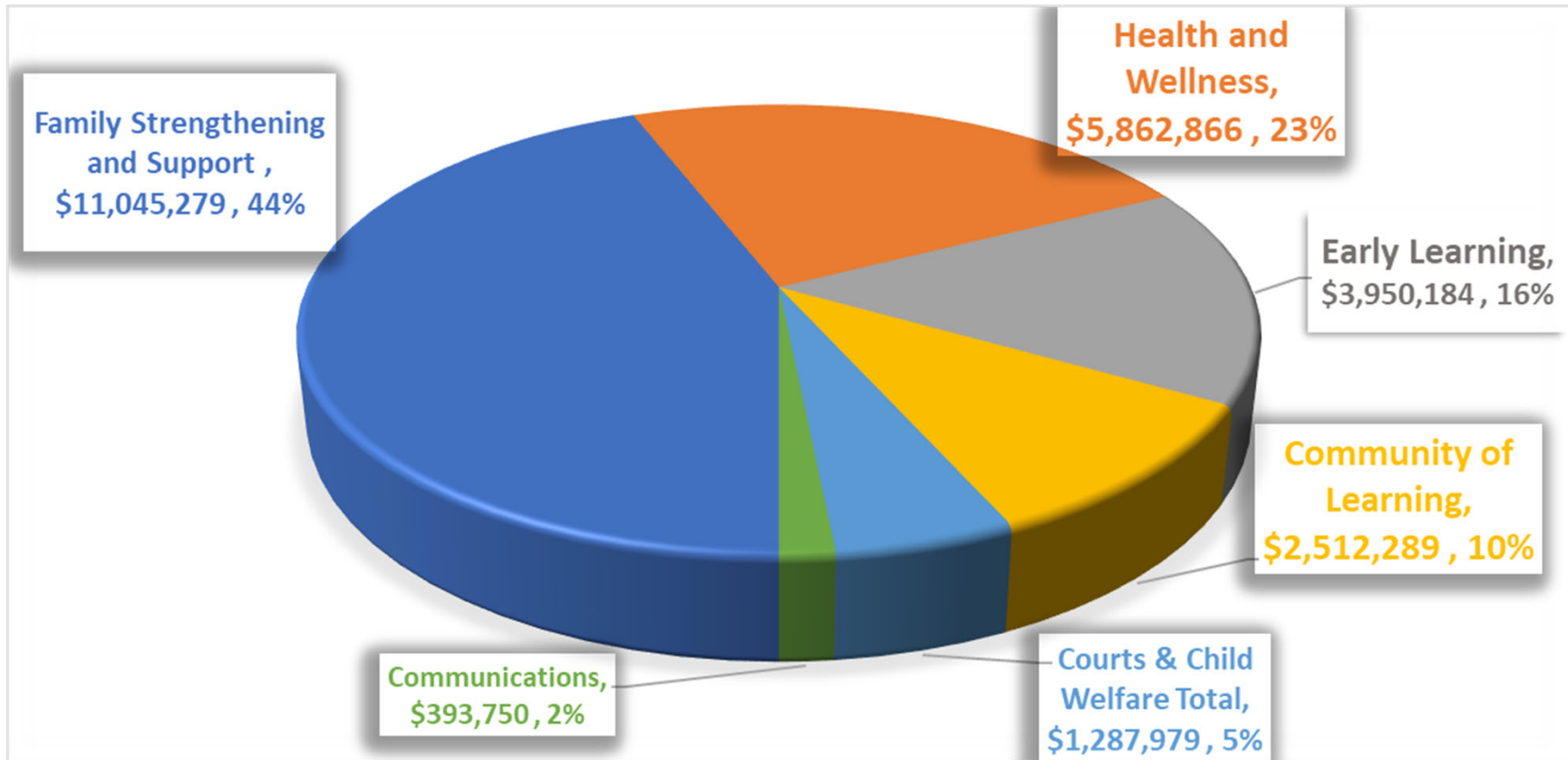
# SPENDING - FY 2021/22 Community Investment by Program



CATEGORY	AMOUNT	%
Family Strengthening and Support	\$ 11,045,279	44%
Health and Wellness	\$ 5,862,866	23%
Early Learning	\$ 3,950,184	16%
Community of Learning	\$ 2,512,289	10%
Courts & Child Welfare Total	\$ 1,287,979	5%
Communications	\$ 393,750	2%
<b>TOTAL</b>	<b>\$ 25,052,347</b>	<b>100%</b>

# SPENDING - CHART - FY 2021/22

## Community Investment Spending by Program



# SPENDING - Wages and Benefits Third-Party Grant Funded



FY 2021/22 SALARIES AND BENEFITS IN TOTAL AND GRANT FUNDED							
DEPARTMENT	# EMPLOY EES	TOTAL WAGES & BENEFITS	# GRANT FUNDED	GRANT FUNDING	COST TO AGENCY	% GRANT FUNDED	
Administration/Operations	18	\$ 2,356,629	1	\$ 91,621	\$ 2,265,008	4%	
Community of Learning	10	\$ 1,193,469	2	\$ 169,436	\$ 1,024,033	14%	
Early Learning	12	\$ 1,495,687	7	\$ 872,508	\$ 623,179	58%	
Family Strengthening and Support	11	\$ 1,241,930	6	\$ 653,556	\$ 588,374	53%	
Health and Wellness	7	\$ 796,642	-	\$ -	\$ 796,642	0%	
Program Support	11	\$ 1,050,555	-	\$ 18,180	\$ 1,032,375	2%	
<b>TOTALS</b>	<b>69</b>	<b>\$ 8,134,911</b>	<b>16</b>	<b>\$ 1,805,300</b>	<b>\$ 6,329,611</b>	<b>22%</b>	

Third Party Grant Funding has allowed FIRST 5 to hire and retain staff and will continue to do so as our Prop 10 revenues decline over time.

# SPENDING - Wages and Benefits: FY 2021/22 Proposed Headcount



FIRST 5 staff is recommending 7 new staff positions in the FY 2021/22 Budget.

Headcount Summary	
FY 2020/21 Headcount	59
Staff requested:	
Program Staff	
Health and Wellness	2
Family Strengthening and Support	2
Program Support	1
HR	
Deputy Chief of HR	1
Finance	
Analyst	1
<hr/>	
New Staff Requested	7
<b>TOTAL</b>	<b>66</b>

# SPENDING - Wages and Benefits: FY 2021/22 Proposed Headcount



Ten positions were approved at the March 2021 Commission Meeting, many of which were funded by third party grants.

LINE NO	DEPARTMENT	TITLE	STATUS	FUNDING
1	Administration/Contracts	Contracts Coordinator	RECRUITING	F5 Budget
2	Administration/HR	DEI (Diversity, Equity, and Inclusion) Assistant Director	ON HOLD	F5 Budget
3	Community Health & Wellness	Director of Developmental and Behavioral Health	RECRUITING	F5 Budget
4	Community Health & Wellness	Program Coordinator	HIRED	F5 Budget
5	Early Learning	Director	HIRED	Grant
6	Early Learning	Program Officer (internal candidate)	HIRED	Grant
7	Early Learning	Program Officer (external recruitment)	HIRED- STARTS 06/28/2021	Grant
8	Early Learning	Program Officer (external recruitment)	HIRED- STARTS 06/28/2021	Grant
9	Family Strengthening & Support	Program Officer (internal candidate)	HIRED	F5 Budget
10	Community of Learning	Dual Language Learner Coordinator	RECRUITING	Grant

# SPENDING - Wages and Benefits–FY 2021/22



Department	Head-count	Salaries and Benefits	Third-party funding	Net Cost	% of net cost	% of total Salaries and Benefits budget
Program Delivery Staff	5	\$ 442,268	\$ 24,361	\$ 417,907	83%	5%
Admin/Operations Staff	2	\$ 177,295	\$ 91,295	\$ 86,000	17%	2%
<b>TOTAL</b>	<b>7</b>	<b>\$ 619,563</b>	<b>\$ 115,656</b>	<b>\$ 503,907</b>	<b>100%</b>	<b>7%</b>

*All staff additions are requested in an effort equalize workloads among teams and right-size departments for staffing needs for existing programs and projects.*

# FY 2021/22 Proposed Budget Highlights

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1. Proposition 10 tobacco tax revenue has historically been declining.
2. As planned, the fund reserves are declining as funds continue to be invested in community programs and services.
3. FIRST 5 Vision, Mission, Priority Areas and Goals are in alignment with the FIRST 5 Strategic Plan.
4. The FY 2021/22 Budget provides the resources, framework and flexibility to execute program requirements for the future and the ability to address transition issues.
5. The updated 10-Year Sustainability Plan will be incorporated into the FIRST 5 Strategic Plan.
6. Generating additional revenues (i.e., MAA and Third-Party Grants and revenues) to support continued investments in the community.

# Budget Review Process and Next Steps

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- June 9, 2021 – Program and Evaluation Committee
- June 10, 2021 – Personnel and Finance Committee
- June 16, 2021 – Issues Committee
- June 23, 2021 – Commission Meeting