



Staff Report

City of Manhattan Beach

TO: Honorable Mayor Aldinger and Members of the City Council

THROUGH: Geoff Dolan, City Manager

FROM: Bruce Moe, Finance Director

DATE: October 16, 2007

SUBJECT: Discussion of the City Council Work Plan Item Regarding Current Practice of Funding the Chamber of Commerce Through the City's Business License Taxes

RECOMMENDATION:

Staff recommends that the City Council discuss and provide direction.

FISCAL IMPLICATION:

For the past thirty-one years, the City has provided financial support to the Chamber of Commerce to fund activities which promote business and industry in Manhattan Beach. The amount of the funding has been based on a percentage of the City's Business License taxes. For FY 2007-2008, that allocation totals \$181,020. These are discretionary General Fund moneys allocated by the Council through the annual budget process.

BACKGROUND:

During FY 2007-2008 budget discussions, City Council requested that staff provide information on the City's funding of the Chamber of Commerce.

DISCUSSION:

On June 1, 1976, the City Council adopted Resolution #3449 which created a 3% surcharge on to the annual business license tax (see Attachment "A"). According to the minutes of that Council meeting (Attachment "B"), the purpose of the charge was to provide funding for the Chamber of Commerce. Between 1976 and 1979, the surcharge fluctuated between 3% and 12% at Councils' direction. The last adjustment occurred in February 1979, when Council directed that the surcharge be lowered from 12% to 10%.

Until the passage of Proposition 62 in 1986, the City Council had the discretion to adjust the annual Business License Tax (BLT)¹. As a result, variations in the Chamber of Commerce surcharge (3% - 12%) were enacted by the Council and included in the annual tax. Then, when Proposition 62

¹ Proposition 62 requires a simple majority voter approval for a general tax. Our Business License Tax is considered a general tax, and not a special tax, because the revenues are used for general purposes and are not designated for a specific purpose.

was enacted, current tax structures were grandfathered in. The practical outcome of this was that the City's BLT, including the 10% surcharge, became the new base BLT. Therefore, it is important to note that, while we discuss the Chamber funding in the context of an add-on to the Business License Tax, in reality, the percentage is only used to determine the allocation of the total tax to the Chamber, and not the tax to be collected itself. No line item delineation of the 10% is included on the BLT forms as a result.

In addition to the Resolution establishing the surcharge, the City and Chamber of Commerce entered into an agreement (Attachment "C") dated August 1, 1989, which sets forth the duties of the Chamber, which include:

- Active promotion of the establishment and retention of business and industry within the City with the objectives of increasing and improving the scope of products and services available to the community and improving the City's tax base and sales tax revenue.
- Sponsor, participate in, and coordinate community events and activities such as the Holiday Decorations, Chamber Mixers, Ribbon Cuttings, the Santa Float, Golf Tournament and other such events.
- Make available promotional items such as maps and booklets.

Additionally, the Chamber is to provide quarterly reports on their activities, accomplishments and services, and an annual report of their expenditures. The FY 2006-2007 report is attached for your review (Attachment "D").

Other Cities Funding of Chambers of Commerce

In order to provide information on the level of support other cities provide to their respective Chambers of Commerce, staff conducted a survey of California cities. The survey results have been attached for your reference (Attachment "E"), and indicate a wide range of support.

CONCLUSION:

The City Council requested this information during FY 2007-2008 budget deliberations so that further discussions may take place. The Chamber of Commerce was notified of this request, provided a copy of this report, and invited to this evening's meeting.

- Attachments:
- A. Resolution No. 3449
 - B. Minutes of the June 1, 1976 City Council Meeting (abbreviated)
 - C. City - Chamber Agreement Dated August 1, 1989
 - D. Chamber of Commerce Annual Report for FY 2006-2007
 - E. Survey of Cities' Support of Chambers of Commerce

cc: Helen Duncan, Manhattan Beach Chamber of Commerce

6601.11 City bus system-Special runs for Senior Citizens.

CC 6/1/76

Memorandum was received from the Director of Parks and Recreation dated May 13, 1976 recommending a plan for providing a senior citizen's special bus on City Council meeting nights and three theatre production nights.

After discussion, it was the consensus that an article should be put in the next City Newsletter concerning the proposed service with implementation to depend on the response to said article.

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6601.14 Business license fee increase.

CC 6/1/76

Memorandum was received from the Director of Finance dated May 20, 1976 regarding a proposed additional business license tax to be imposed to be used for funding the Chamber of Commerce.

Councilman Cashin suggested alternative solutions to: (1) continue to pay the Chamber of Commerce an amount of money in exchange for services, (2) levy a tax that will replace the payment, (3) pay the Chamber an amount of money based upon the income from business license but not necessarily derived from the business licenses (could increase the business licenses but not necessarily attach the two), and (4) put a surcharge on the business license fee whereby there would no longer be a necessity for the Chamber to levy fees but all revenue would come from one source and all businesses would be members of the Chamber of Commerce. He said he found the one proposed by staff the least desirable.

Councilman Nordeck said he has some concerns and moved to table the matter and refer it to the Finance Commission for further study. The motion was seconded by Councilman Cashin.

Substitute motion was md/Mayor Blumberg, 2nd/Councilman Switzer, to approve the plan for funding the Chamber of Commerce as recommended with the dollar amount provided reviewed in 1979-80, subject to legal limitations and deletion under item #5 of "and subsequent years".

Md/Councilman Cashin, 2nd/Mayor Blumberg, to amend the substitute motion to add that the three percent surcharge for the Chamber of Commerce be shown upon the business license billing which motion carried by the following vote:

Ayes: Cashin, Nordeck, Switzer and Blumberg
Noes: Sweeney
Absent: None
Not Voting: None

On roll call vote the substitute motion to approve the plan for funding the Chamber as recommended with the dollar amount provided reviewed in 1979-80, subject to legal limitations and deletion under item #5 of "and subsequent years", failed to carry by the following vote:

Ayes: Switzer and Blumberg
Noes: Cashin, Nordeck and Sweeney
Absent: None
Not Voting: None

Md/Councilman Sweeney, 2nd/Councilman Switzer and carried by the following vote to approve the plan for funding the Chamber as recommended with the dollar amount provided reviewed in 1979-80, subject to legal limitations and deletion under item #5 of "and subsequent years" with the words "three percent surcharge" shown on the statement.

Ayes: Sweeney, Switzer and Blumberg
Noes: Cashin and Nordeck
Absent: None
Not Voting: None

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Md/Councilman Cashin, 2nd/Mayor Blumberg and carried on roll call vote that it be indicated on the business licenses that the three percent surcharge is for the purpose of supporting the Chamber of Commerce.

Ayes: Cashin, Nordeck and Blumberg
Noes: Sweeney and Switzer
Absent: None
Not Voting: None

On roll call vote the following resolution was adopted:

RESOLUTION NO. 3449

A RESOLUTION OF THE CITY COUNCIL OF THE
CITY OF MANHATTAN BEACH, CALIFORNIA,
ESTABLISHING A BUSINESS LICENSE TAX TO
BE PAID IN ADDITION TO THE REGULAR BUSI-
NESS LICENSE FEE.

Ayes: Cashin, Nordeck, Sweeney, Switzer and Blumberg
Noes: None
Absent: None
Not Voting: None

6601.20 Street Vacation, 1500 Manhattan
Beach Blvd. (Hope Chapel).

CC 6/1/76

Resolution No. 590 of the Planning Commission was received and filed recommending approval of the vacation of a slope easement and a street easement at 1500 Manhattan Beach Boulevard.

Councilman Nordeck said he had hoped to be able to set the hearing for an earlier date but was advised by the City Attorney that this is not possible because of provisions of the State Code relating to street vacation proceedings.

On roll call vote the following resolution of intention was adopted setting the public hearing on the proposed vacation for July 6, 1976.

RESOLUTION NO. 3445

A RESOLUTION OF THE CITY COUNCIL OF THE
CITY OF MANHATTAN BEACH, CALIFORNIA,
DECLARING ITS INTENTION TO ORDER THE VA-
CATION OF CERTAIN EASEMENTS LOCATED AT
1500 MANHATTAN BEACH BOULEVARD WITHIN
SAID CITY.

Ayes: Cashin, Nordeck, Sweeney, Switzer and Blumberg
Noes: None
Absent: None
Not Voting: None

AMENDED AGREEMENT TO PERFORM SERVICES
AS INDEPENDENT OPERATOR

CHAMBER OF COMMERCE

THIS AGREEMENT is made and entered into this 1st day of August, 1989, which supersedes that agreement dated July 1, 1989, by and between the CITY OF MANHATTAN BEACH, hereinafter referred to as "CITY," and the MANHATTAN BEACH CHAMBER OF COMMERCE, hereinafter referred to as "CHAMBER," both of whom understand as follows:

RECITALS:

The City Council is of the opinion that proper promotion of trade, commerce, and industry within the City is a desirable objective.

The City Council is further of the opinion that establishment of a good public relations program providing methods of communication between the City government and citizens of the City and providing more adequate promotion of the City's affairs and projects are vitally needed to induce better public understanding.

Chamber has at various times in the past acted as the advertising and promotional operator for the City and desires to renew its agreement with the City to render public relations and promotional services for the City.

AGREEMENT:

1. Duties of Chamber

Chamber shall:

- a. Agree to indemnify and hold harmless, the City of Manhattan Beach, its officials, officers, and employees from any and all liability arising out of its operation; and funds disbursed and received in the manner herein stated do not indicate any contractual or employment arrangement other than as stated herein.
- b. Conference area in the annex building, located at 425-15th Street, shall be available to City groups when not needed by Chamber. The conference area must be scheduled with the Chamber when needed.

Approved by Chamber

- c. Answer promptly all correspondence and personal inquiries relative to the business, industrial, residential, educational, cultural and recreational advantages and opportunities in the City, and disseminate information by correspondence, newspaper publicity, special leaflets and reports, and personal contacts favorably promoting such advantages and opportunities.
- d. Make available City promotional items such as maps, booklets, etc.
- e. Actively promote the establishment and retention of business and industry within the City with the objectives of increasing and improving the scope of products and services available to the community and improving the City's tax base and sales tax revenue.
- f. Promote trade and business meetings and activities of business and professional association in order to create a better business climate within the City.
- g. Initiate and promote such public events and community activities as may seem desirable to improve the total community. Chamber shall sponsor, participate, and provide coordination for programs and activities such as:

(1) Christmas Decorations	(6) Mixers
(2) Business Seminars	(7) Santa Float
(3) Surf Festival	(8) Golf Tournament
(4) Mayor's Meeting	(9) Other Community
(5) Ribbon Cuttings	Events Requested by
	the City Council
- h. Study and work to secure the public improvement needs of the community.
- i. Review and make reports upon such matters and subjects related to the promotion of the City as may be referred to the Chamber by the City.
- j. Promote and establish channels of communication and other methods of public relations to provide information and better understanding between the citizenry, the business community, and the City government.
- k. Promote business, industrial, and residential development as may be requested by the City.

1. Consult with and assist City departments in implementing ordinances and resolutions specifically related to the business community.
- m. Other promotional programs mutually agreed upon by the City and the Chamber.

2. Duties of City

- a. City shall provide office space consisting of Executive Director's and Administrative Assistant's office and Board meeting room.

3. City Control Procedures

- a. No Chamber funds may be expended for endorsement or support of political candidates for local, County, State, or Federal office, but the Chamber shall not be restricted from endorsing or opposing any City, County, State, or Federal legislation it feels is beneficial to its membership and the City at large, or inimical to the best interests of its membership or to the citizenry at large. No Chamber funds shall be expended for private purposes.
- b. The Chamber shall provide a copy of its approved budget of its revenues and expenditures to the City Council for the period covered by this agreement.
- c. The Chamber will present a full report of its expenditures to the City within ninety (90) days of the close of each fiscal year.
- d. The City may transfer funds to the Chamber only in accordance with this agreement.
- e. The Chamber shall make a written report to the City Council within fifteen (15) days after the end of each quarter indicating its activities, accomplishments, and services rendered during the preceding quarter.

4. Payment by City

The annual payment will be calculated by the Finance Director and reviewed by the City Manager prior to July 1 of each fiscal year. Payment to the Chamber will be on a monthly basis for each fiscal year.

5. Term

This agreement shall be effective the first day of July, 1989, and shall continue in effect until amended or terminated by provisions in the agreement.

6. Unilateral Termination

The Chamber recognizes the City's financial position may be tenuous and the funding of Public Safety services is a paramount consideration by the City, therefore, this agreement may be terminated by either party by giving thirty (30) days written notice to the other, and this agreement shall terminate forthwith thirty (30) days following the date of written notice.

7. Amendment

Amendments to this agreement may be submitted by either party no later than thirty (30) days prior to June 30 of each year. Proposals shall be submitted in writing. Changes in the agreement shall be incorporated in the agreement for the succeeding year and shall become effective on the 1st day of July, upon approval of City Council.

8. Assignment

This agreement shall not be assigned by the Chamber without written consent of the City.

9. Notices

All notices herein required shall be in writing and delivered in person or sent by registered mail, postage prepaid.

Notices required to be given to City shall be addressed as follows:

City Manager
City of Manhattan Beach
1400 Highland Avenue
Manhattan Beach, California 90266

Notices required to be given to the Chamber shall be addressed as follows:

Manhattan Beach Chamber of Commerce
P. O. Box 3007
Manhattan Beach, California 90266

Provided either party may change such address by notice in writing to the other party and thereafter notices shall be addressed and transmitted to the new address.

IN WITNESS WHEREOF, the parties hereto have caused this agreement to be executed by their officers thereunto duly authorized the day and year first above written.

MANHATTAN BEACH CHAMBER OF COMMERCE

By *[Signature]*
President

ATTEST:

[Signature]
Executive Director

CITY OF MANHATTAN BEACH

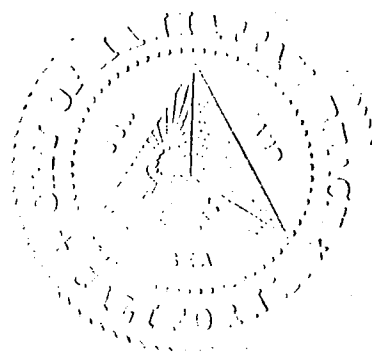
[Signature]
City Manager 8-2-89

ATTEST:

[Signature]
City Clerk

APPROVED AS TO FORM:

[Signature]
City Attorney





Manhattan Beach Chamber of Commerce

Where business and lifestyle work together.

September 17, 2007

Mr. Geoff Dolan, City Manager
City of Manhattan Beach
1400 Highland Ave.
Manhattan Beach, CA 90266

Dear Geoff:

The Manhattan Beach Chamber of Commerce completed another productive year. Our finances are still in great shape and we are thankful to the City for all of your help.

Items of particular note completed during the year ending June 30, 2007 include:

- We have added over 150 new members.
- The Ambassador Team at the Chamber has greatly improved our retention by contacting members before their renewal date and checking with them about how they perceive the Chamber.
- We added \$25,000 to our reserves thus achieving financial security. We did this by raising more money for events through sponsorships and by monitoring and reducing expenses.
- We had a very successful WIB Conference. We were able to give eight \$2000 scholarships to Mira Costa seniors and \$5000 to the Wellness Community.
- The Chamber's annual Golf Tournament was successful.
- The Chamber and the Business Community has built on their reputation of community involvement with it many donations to a wide variety of local charities.
- Over 10,000 new MBCC Business Directories were distributed locally to businesses and residents.
- The Business Tool Box Team put on several events that helped Chamber members' businesses grow and many more events are planned for next year.
- The Economic Development Team has published a beautiful calendar. It will be available at the Hometown Fair, at the Farmers Market, and at the Manhattan Beach Chamber of Commerce office.
- We have contributed to the Ocean Express, again bringing visitors to Manhattan Beach.
- We have built a productive, efficient, hard working and congenial office environment with a staff that supports, takes reservations, implements and attends about 50 events a year. I personally attend most Chamber meetings and events as well as community and regional programs on behalf of the Chamber.
- I graduated from the WACE Academy in order to be a better leader for our Chamber and our community.
- We hosted the annual Mayor's State of the City Breakfast keeping our citizens informed.
- Karen Hill and I attended the California Chamber Legislative Conference in Sacramento along with several other members of Legislative Advocacy Council.
- Karen Hill and I went to access DC and met with many of our national legislators.

- I am on the Board of the South Bay Medal of Valor.
- Patti Mahoney graduated from Leadership Manhattan Beach.
- The Manhattan Beach Chamber continues to be well respected and looked up to by our members and other Chambers, local, state and national.
- I have been asked to assist other Chambers to help them grow and to advise them on success strategies.
- We have had the entire office redecorated with donated furniture and painting. Thanks to the City we now have a conference room that can be used by many of our Committees and Dial-a-Ride.
- Our by-laws have been updated.
- We contributed to the Holiday Fireworks.
- We had the Holiday lights up in a timely manner and in good condition under a new contract.
- We introduced a new logo and identity which updates and reinforces our mission – to promote and support our members’ businesses.
- We have a new look to our website.
- We have added a part-time employee.

We are pleased with the accomplishments and outreach achieved during this year. Our Legislative Council now meets at AdventurPlex. Our Women in Business Team is already planning for the next MBWIB Conference. Their quarterly breakfasts offer speakers on a variety of topics that help keep business thriving and the Ambassadors are doing a great job in making our new members feel welcome and keeping our veteran members happy and informed..

There is no way we could do any of these things without the help of the City.

Thank you for your continued support.

Sincerely,

A handwritten signature in cursive script that reads "Helen Duncan". The signature is written in black ink and is positioned above the printed name and title.

Helen Duncan
President/CEO

Complete Accounting Services
500 S. Sepulveda Blvd., Suite 304
Manhattan Beach, California 90266
Ofc: 310-937-2731 Fax: 310-937-2734

Manhattan Beach Chamber of Commerce

Financial Statements
For the month of June 2007
& YTD

Unaudited

*Manhattan Beach
Chamber of Commerce*

*Financial Statements
For the month of June 2007 & YTD*

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Manhattan Beach Chamber of Commerce
Statement of Financial Position
As of June 30, 2007

	Jun 30, 07
ASSETS	
Current Assets	
Checking/Savings	
Checking Union Bank	34,379.60
Petty Cash	4.56
Aviation Fire Union Bank	1,938.00
Total Checking/Savings	36,322.16
Other Current Assets	
First Coastal CD	5,544.17
First Coastal CD Investment	18,327.60
Smith Barney Bonds	60,000.00
Smith Barney Money Fund	979.57
Smith Barney CD	5,000.00
Total Other Current Assets	89,851.34
Total Current Assets	126,173.50
Fixed Assets	
Plant, Property & Equipment	15,210.14
Accumulated Depreciation	-6,360.00
Total Fixed Assets	8,850.14
TOTAL ASSETS	135,023.64
LIABILITIES & EQUITY	
Equity	
Prior year Surplus	103,883.47
Net Income	31,140.17
Total Equity	135,023.64
TOTAL LIABILITIES & EQUITY	135,023.64

**Manhattan Beach Chamber of Commerce
Union Bank Checking Account - Bank Reconciliation
6/30/2007**

Bank statement as of:	June 30, 2007	\$51,784.58
Checks in transit		\$(17,697.32)
Deposits in transit		\$945.70
Checkbook register balance as of:	June 30, 2007	<u>\$35,032.96</u>

Manhattan Beach Chamber of Commerce
Profit & Loss
June 2007

	Jun 07	Jul '06 - Jun 07
Ordinary Income/Expense		
Income		
Membership Dues		
Renewing Memberships	16,700.00	120,605.00
New Memberships	1,985.00	32,205.00
Total Membership Dues	18,685.00	152,810.00
Processing Fees	200.00	2,950.00
Voluntary Fair Share	1,000.00	6,164.00
Government Income-CityWarrant	14,146.75	169,761.00
Interest Income	70.72	3,991.51
Sales Income	510.00	5,661.81
Fund Raising	6,040.00	134,290.73
Sponsorships	1,000.00	66,810.00
Sand Dollar Sponsorships	0.00	49,000.00
Other income	93.00	10,416.03
Total Income	41,745.47	601,855.08
Expense		
Cost of Merchandise	0.00	7,848.19
CC Service Charge	612.57	6,194.26
Copy Expenses	312.28	5,570.43
Telephone	314.69	3,794.21
Insurance E&O	0.00	1,950.00
Insurance Other	2,886.00	6,719.66
Entertainment	2,110.00	2,417.97
Facility Costs	656.90	52,563.98
Food & Beverages	21,751.21	52,097.36
Accommodation Processing	350.00	2,241.45
Miscellaneous	516.38	4,933.96
Sales Costs	723.11	723.11
Office Supplies	502.73	11,487.43
Payroll Taxes	1,316.84	16,375.38
Employee Benefits	318.70	4,316.94
Postage and Delivery	1,881.08	26,473.84
Printing and Reproduction	0.00	27,216.39
Professional Fees	149.50	4,932.52
Contract Labor	700.00	18,673.93
Photography	441.00	3,466.00
Public Relations	1,919.03	5,620.23
Dues and Subscriptions	588.00	2,659.34
Computer	1,025.92	8,550.93
Website	64.00	9,195.32
Repairs and Maintenance	0.00	4,102.00
Salaries	16,551.66	199,195.86
Tax & Licenses	0.00	3,505.00
Travel	1,866.82	4,847.18
Promotion & Advertising & Gifts	1,929.00	31,291.26
Program Expenses	699.61	3,590.95
Conferences	0.00	7,689.83
Conferences	0.00	2,775.00
Total Expense	60,187.03	543,019.91
Net Ordinary Income	-18,441.56	58,835.17
Other Income/Expense		
Other Expense		
Contributions	22,100.00	27,695.00
Total Other Expense	22,100.00	27,695.00
Net Other Income	-22,100.00	-27,695.00
Net Income	-40,541.56	31,140.17

**Manhattan Beach Chamber of Commerce
Profit & Loss by Program**

June 2007

	Jun 07	Jul '06 - Jun 07
6000 - Fund Raisers		
6020 - Biz Expo	0.00	1,325.00
6030 - Golf Tour	-3,018.15	-1,268.12
6040 - HT Fair	-380.00	-2,290.82
6060 - WIB Conf	-21,000.00	19,348.25
6070 - Install Gala	-16,715.61	-3,746.86
6075 - AVP Dinner	0.00	5,182.09
6080 - Mailers	125.00	11,132.59
6085 - Sports & Entertainment	0.00	500.00
Total 6000 - Fund Raisers	-40,988.76	30,182.13
7000 - Community Relations		
7010 - Holiday Decor.	0.00	-5,648.08
7040 - Holiday Santa Float	0.00	-755.36
7060 - Holiday Fireworks	0.00	-2,000.00
7085 - MC Scholarships	0.00	408.45
7095 - Other	0.00	-177.00
7096 - Economic Development	0.00	-3,430.08
7099 - MBEF	0.00	-5,000.00
7110 - Assemblyman Address	0.00	0.00
7200-Fire	0.00	1,780.00
Total 7000 - Community Relations	0.00	-14,822.07
8000 - Member Services		
8005 Ambassadors	-12.08	-352.38
8010 - Directory	0.00	6,731.13
8012 - Chamber Pak	0.00	-7,856.54
8015 - Educ. Committee	0.00	-142.50
8040 - Golf League	-64.00	-164.00
8050 - Mixers	0.00	1,146.00
8060 - WIB	310.00	-93.25
8065 - Gov. Relations	-2,295.94	4,626.48
8080 - Newsletter	-300.00	-2,800.00
8085 - Legislative Trip	-410.71	-1,028.21
8110 - New Member Orientation	-638.68	-1,660.56
Total 8000 - Member Services	-3,411.41	-1,593.83
9000 - GA		
9100 - Board Meeting	-2,242.00	-6,089.93
9500 - Continuing Education	0.00	-200.00
9900 - General	6,100.61	23,663.87
Total 9000 - GA	3,858.61	17,373.94
TOTAL	-40,541.56	31,140.17

RESULTS OF CHAMBER OF COMMERCE SUPPORT SURVEY

<u>CITY</u>	<u>SUPPORT</u>	<u>MONETARY</u>	<u>SERVICES</u>	<u>AMOUNT (\$)</u>	<u>NOTES</u>
San Clemente	yes	yes	no	\$ 50,000	FY 2007-2008
Claremont	yes	yes	no	\$ 55,000	per year (approx.)
Tracy	yes	yes	no	\$ 50,000	per year
Beverly Hills	yes	yes	no	\$ 2,800,000	per year +/- couple hundred thousand \$ 1/7 of total TOT
Stanton	yes	yes	no	\$ 15,000	
Susanville	yes	yes	no	\$ 2,000	plus fees/licenses waved for events
Hermosa Beach	no	no	See Note		City allows Fiesta on Labor/Memorial days
Alameda	yes	yes	no	\$ 216,000	City supports two of three area specific business associations (\$108,000 each)
Tustin	no	no	no		
Oakdale	yes	yes	no	\$ 45,108	
South Pasadena	yes	yes	no	\$ 120,500	
Cotati	yes	See Note	See Note	\$ 36,000	Office Space at reduced rent
Rancho Cordova	no	no	no		
Lynwood	yes	yes	no	\$ 95,000	per year
Morro Bay	yes	yes	no	\$ 233,000	Operations \$146k, print ads, commercials and trade shows \$93k
R. C.	yes	yes	no	\$ 46,500	per year
Albany	yes	yes	no	\$ 21,000	per year
Selma	yes	yes	See Note	\$ 25,000	per year, plus shared computer network software and computer support
Palos Verdes Estates	See Note	See Note	no	\$ 500	Annual membership
Goleta	See Note	no	no		Will provide \$20k annual support in future
Placerville	yes	yes	no	\$ 7,500	minimum per year to El Dorado County Chamber for economic development
Capitola	yes	yes	no	\$ 42,400	per FY; \$20k to Chamber plus \$21,200 to County Conventions & Visitors Council
Yville	See Note	yes	no	\$ 175,000	Marketing services agreement (year 2 of 3) Budget context 5.5% of TOT revenue & approx. 4.24% of operating budget
Grover	yes	yes	yes	\$ 15,700	budgeted for FY08 plus office space
La Mesa	yes	yes	no	\$ 5,000	per year
Sierra Madre	yes	See Note	yes		\$5k-10k annually, waive event fess and co-host several events
Covina	no	no	no		
Murrieta	yes	yes	no	\$ 60,000	contracted per year
Costa Mesa Water District	yes	yes	yes	\$ 1,100	Mesa staff member on Chamber Board, plus annual membership

<u>CITY</u>	<u>SUPPORT</u>	<u>MONETARY</u>	<u>SERVICES</u>	<u>AMOUNT (\$)</u>	<u>NOTES</u>
Culver City	no	no	no		
Loomis	yes	yes	See Note	\$ 5,000	Upon completion of their new building on town property, will give them \$1 per lease year instead
Pacifica	yes	yes	no	\$ 70,000	Approved BID from hotels, approx. rev. \$60k plus \$10k annual to visitors center
Rolling Hills Estates	yes	See Note	no	\$ 20,000	plus any additional event sponsorship approved by Council
Union City Sanitary District	See Note	yes	no	\$ 1,911	Tri-City area, annual dues to each of \$320, \$725 and \$932; attend mixers and events
Shafter	no	no	yes		Staff secretarial function plus phones which go through City Hall
Santee	yes	yes	no	\$ 29,500	per year
San Bernardino	no	no	no		Chamber is independent
Lemon Grove	yes	yes	yes	\$ 500	most years, plus dues and special events tickets; Chamber uses City facility at no charge
Porterville	yes	yes	yes	\$ 35,000	per year; provide some staff support services as well
Glendora	yes	yes	no	\$ 70,000	per year
Brisbane	yes	yes	yes	\$ 20,400	per year plus space and copiers
Irwindale	yes	yes	yes	\$ 75,000	per year; provide office space at 10% off market rate, use of local area network to access Internet
Carmel	See Note	See Note	no		budgeted \$125k for 07-08 for marketing, assume that Chamber benefits from efforts
Camarillo	yes	yes	no	\$ 68,000	FY 2006-2007
San Luis Obispo	yes	yes	no	\$ 43,500	FY07-08 fund for contracts with Chamber
				\$ 88,900	FY07-08 for operation of a visitor center