



Sonoma County, California

# CITY OF COTATI

Annual Financial Report  
to the Community  
Fiscal Year Ended June 30, 2019





# City of Cotati

## To the Residents of Cotati

The City is proud to present you with Cotati's **Popular Annual Financial Report (PAFR)** to the Community for the fiscal year (FY) ended June 30, 2019. This report provides an overview of the City's financial condition and a brief analysis of where City revenues come from and where those dollars are spent.

Most of the information in this report is drawn from the financial information appearing in the FY 2018/19 **Comprehensive Annual Financial Report (CAFR)**. To promote complete transparency of the City finances, we remain dedicated to preparing a full **CAFR** as it is the "gold" standard in financial reporting and provides the following; citywide detailed statistical and demographic information; management's discussion on the goals, economic condition and objectives for the City, as well as a complete financial presentation of basic financial statements prepared in conformance with **Generally Accepted Accounting Principles (GAAP)**. The **CAFR** was audited by an independent auditor who provided a clean opinion for the year under **audit**. While the financial data in this document is derived from the **CAFR**, the supplemental statistical, economic and demographic data may be taken from various other publicly available sources.

Our goal is to provide a summary of the City's financial information in an easy to read, informative way with reduced accounting jargon. As such we have highlighted some of the unavoidable accounting terms and provided a glossary of those terms on page 10. We hope you will find this information to be interesting and informative. We welcome your comments and suggestions for future reports and we look forward to the opportunity to explain any information provided both here and within the **CAFR**. Both the **CAFR** and this document are available for viewing at City Hall and on the City's website at [www.cotaticity.org](http://www.cotaticity.org).

## City Overview

Our city's unusual name "Cotati" (ko-ta-tee) derives from the Kota'ti, a peaceful tribe of Coast Miwok Native Americans who populated this temperate valley for generations.



In 1844, the Mexican government granted the Rancho Cotate to Captain Juan Castaneda for his military services. The grant included the land on which Cotati would be built. The ranch passed hands a few times until 1849 when Dr. Thomas Page purchased it. The Page family held on to the land for many years and laid out the hexagonal plaza and roads named after his sons which are still evident today around Cotati's downtown La Plaza Park. This hexagonal plaza is one of only two in the US and has been designated as a California Historical Landmark due to this unique layout.

In order to retain its identity, Cotati incorporated in 1963 and currently operates under a city manager/city council structure.

The City provides a variety of services to its residents, which includes; police services, recreation services, water and sewer services, maintenance of City parks, streets and storm drains, and City buildings. Additionally, the City provides for planning and zoning, code enforcement, issuance of building permits, and acts as the flood plain administrator.

The City and surrounding region has continued to strengthen economically over the last year. Unemployment in Cotati has dropped to 3.0% in 2019 from 4.6% in 2017.

Due to new home construction and increased home prices during the past fiscal year, the County Assessor office has again increased property assessed valuations which we anticipate will result in slight growth in property taxes for the upcoming year.

The City is focused on diversifying the current sources of revenue to provide a more stable and resilient general fund and promote increased economic activity in Cotati. This includes developing local lodging options to generate a new general fund revenue stream called **Transient Occupancy Taxes (TOT)**; and developing a local cannabis industry to generate new general fund revenue (Cannabis Business Tax). The City encourages visitation to the City and businesses to generate new economic activity for our local businesses and preserve and diversify the existing sources of sales and property taxes.

Cotati's population increased to 7,599 residents in 2018. Between 2010 and 2018, the City grew by 4.6%. This amount of growth is lower than the population growth of the United States (5.9%) and California (6.2%), but higher than Sonoma County (3.3%) during this period of time. Cotati is projected to grow 3.3% by 2022.

## Financial Highlights for Fiscal Year 2018/19

Due to the nature of financial reporting some accounting or finance terms are used in this report and are bolded throughout. Please see page 10 for a summary of these terms.

The City prepares two types of financial statements that measure its finances differently; **Government-wide** and **Fund statements**. The **Government-wide Statements** present the full City operations in a similar manner to those of a private business; whereas **Fund Statements** provide detailed financials in a short term annual budgetary basis on specific funds. In order to provide clear and consistent information, all of the following financial highlights are presented based on the **Government-wide statements** with notes to differentiate the City governmental operating funds (primarily the General Fund) from the Water and Sewer funds, which are also known as **Enterprise funds**.

Highlights of the City of Cotati's financial activities include:

- **Net position** improved by \$1.2 million, primarily due to the Laguna P-1 Sewer Pipeline replacement and other infrastructure improvements, including upgraded roadways, sidewalks and lighting.
- Cash and investments remained fairly constant at \$17.2 million, most of which was **restricted** for special purposes except for \$5.5 million in the General Fund.
- The General Fund's end of year fund balance was \$7.25 million; more than a 26% increase over the prior year.



## STATEMENT OF NET POSITION

The Statement of **Net Position** presents information on all of the City's assets and liabilities at a point in time, with the difference between the two reported as net position. Over time, increases or decreases in net position is one indicator of whether the City's financial condition is improving or weakening.

	<b>As of June 30, 2019</b>	<b>As of June 30, 2018 (restated)</b>
<b>Assets</b>		
Current and other assets	\$ 24,685,476	\$ 27,951,219
Capital assets	<u>34,061,488</u>	<u>28,935,922</u>
<b>Total Assets</b>	<u>58,746,964</u>	<u>56,887,141</u>
<b>Deferred Outflow of Resources</b>		
Deferred outflows or resources related to pensions	<u>3,118,252</u>	<u>3,397,312</u>
<b>Liabilities</b>		
Current and other liabilities	1,578,681	1,268,241
Long-term liabilities	<u>14,906,899</u>	<u>15,386,028</u>
<b>Total Liabilities</b>	<u>16,485,580</u>	<u>16,654,269</u>
<b>Deferred Inflows of Resources</b>		
Deferred inflows of resources related to pensions	<u>878,741</u>	<u>281,008</u>
<b>Net Position</b>		
Net investment in Capital assets <sup>1</sup>	34,035,967	28,904,070
Restricted net position <sup>2</sup>	5,932,304	11,967,101
Unrestricted net position <sup>3</sup>	<u>4,532,624</u>	<u>2,478,005</u>
<b>Total Net Position</b>	<u>\$ 44,500,895</u>	<u>\$ 43,349,176</u>

<sup>1</sup>Capital Assets less accumulated depreciation and any remaining debt used to acquire the assets.

<sup>2</sup>Net position whose use is restricted by statute or law.

<sup>3</sup>Net position available to meet City obligations in future fiscal years.

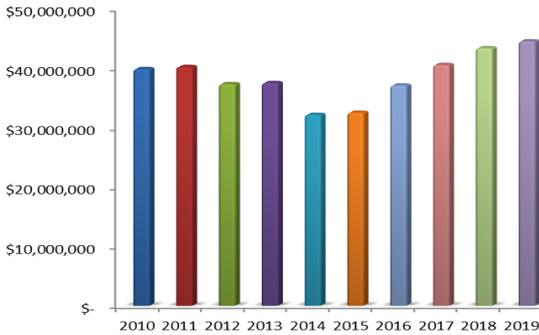
## WHAT ARE YOUR PRIORITIES FOR OUR CITY?



**WE WANT TO HEAR FROM YOU!**  
CITY BUDGET STRATEGIC PLANNING SESSIONS COMING IN SPRING 2020.

\*Detailed financial reports can be found in the City's FY 2018/19 **CAFR** available on the City's website at <http://www.cotaticity.org> or at City Hall.

# Total Net Position For Last Ten Years



The **net position** is primarily made up of investments in capital assets. These investments are all the City infrastructure such as streets, roads, wells, drainage systems and buildings less accumulated depreciation and outstanding debt. The declines in net position during 2014 and 2015 are primarily due to implementation of new accounting rules that required the reporting of an estimated future pension liability of \$7.8 million.

## Goals and Accomplishments

Significant strides were made in communicating the financial condition of the City by continuing to improve the City's budget documents including creating our first ever budget in brief document for the public, updating our mid-year budget evaluations and being the proud recipients of two different budgetary awards for two consecutive years. The awards won include the **California Society of Municipal Finance Officers (CSMFO)** Operating Budget Excellence Award and the **Government Finance Officers Association (GFOA)** Distinguished Budget Award. For the end of year financials, we received the City's first ever **GFOA** awards for both the 2017/18 CAFR and PAFR. These awards are earned by less than 1% of City's our size. The City has continued to expand communication with our citizens through the use of social media, the new City website, YouTube, a Public Access TV channel, Nixle/WaterSmart/Utility notifications, utility newsletters and publication of Activity Guides.

To address the economic development goals of the City, we approved development of a 152 room hotel to be located at the City's northern gateway area, and completed the P-1 sewer pipeline to allow general plan development to proceed.

To address the goal of improved community safety, the Police Department continued to build community relationships with residents by hosting the National Night Out as well as several "Coffee with a Cop" social events. Public Safety services have been expanded in neighborhoods with the creation of assigned police beats, several events at local schools, and the Parent Project for at-risk youth.

To improve the City infrastructure, the following projects were the focus during fiscal year 2018/19; The P-1 sewer pipeline and St. Joseph Way water main replacement were both completed, a majority of L Section was repaved, various traffic safety improvements were installed, including speed feedback signage and a new stop controlled intersection at La Plaza and East Sierra Avenue, the City-wide lighting project was completed within La Plaza Park, McGinnis Pathway, Marsh Pathway and the School Street Tunnel.



## STATEMENT OF ACTIVITIES

The Statement of Activities describes the revenues received, expenses paid or incurred during a fiscal year. Explanations of specific revenues and expenses are provided on the following pages.

	<u>FY 2018/19</u>	<u>FY 2017/18 (restated)</u>
<i>Revenues:</i>		
<i>Program revenues:</i> <sup>1</sup>		
Charges for services	\$ 5,974,249	\$ 5,586,241
Operating grants and contributions	301,544	428,964
Capital grants and contributions <sup>2</sup>	-	2,732,874
	<u>6,275,793</u>	<u>8,748,079</u>
<i>General Revenues:</i> <sup>3</sup>		
Property taxes	1,734,281	1,544,849
Sales and use taxes	5,109,211	4,145,877
Other taxes	907,508	829,535
Other revenue	495,977	136,321
	<u>8,246,977</u>	<u>6,656,582</u>
<b>Total Revenues</b>	<b><u>14,522,770</u></b>	<b><u>15,404,661</u></b>
<i>Expenses:</i> <sup>4</sup>		
General government	2,680,080	1,458,963
Public safety	3,410,242	3,733,774
Community development	581,558	439,133
Public works	1,948,935	1,830,007
Interest on long-term debt	278,214	288,074
Water	1,737,323	1,816,050
Wastewater	2,734,699	2,723,348
<b>Total Expenses</b>	<b><u>13,371,051</u></b>	<b><u>12,289,349</u></b>
Change in Net Position	1,151,719	3,115,312
Net Position - Beginning	<u>\$ 43,349,176</u>	<u>\$ 40,233,864</u>
Net Position - Ending	<b><u>\$ 44,500,895</u></b>	<b><u>\$ 43,349,176</u></b>

<sup>1</sup>Revenues derived directly from fees, charges and grants

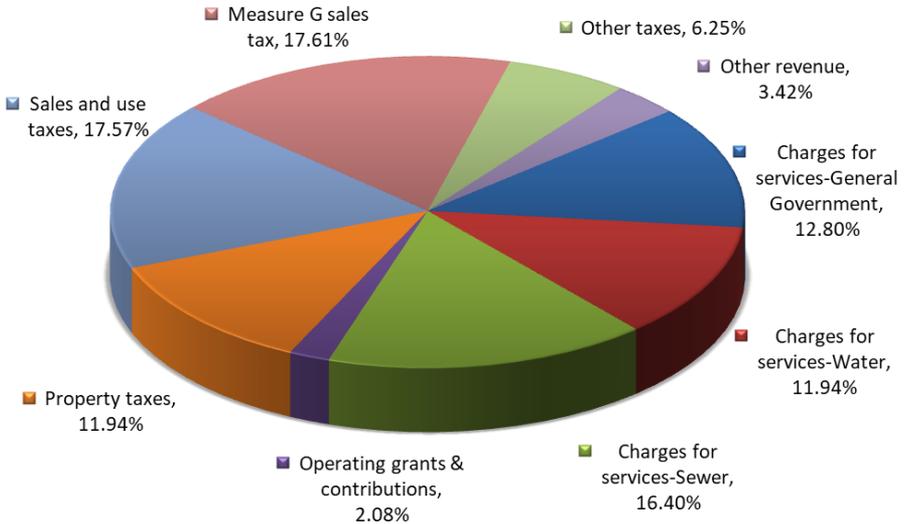
<sup>2</sup>The decrease is due to completion of landscaping and lighting within the Village Walk development.

<sup>3</sup>All revenues that are not related to programs

<sup>4</sup>The expenses for fiscal year 2017/18 shown here have been restated due to adjustments required for the creation of internal service funds in 2018/19 and we are showing comparable numbers. Total expenses for General Government increased in 2018/19 by approximately \$1.3 million, primarily due to increased investment in capital improvement projects. Please see the City of Cotati 2018/19 CAFR for more detail.

# Revenues

## Where the money comes from...



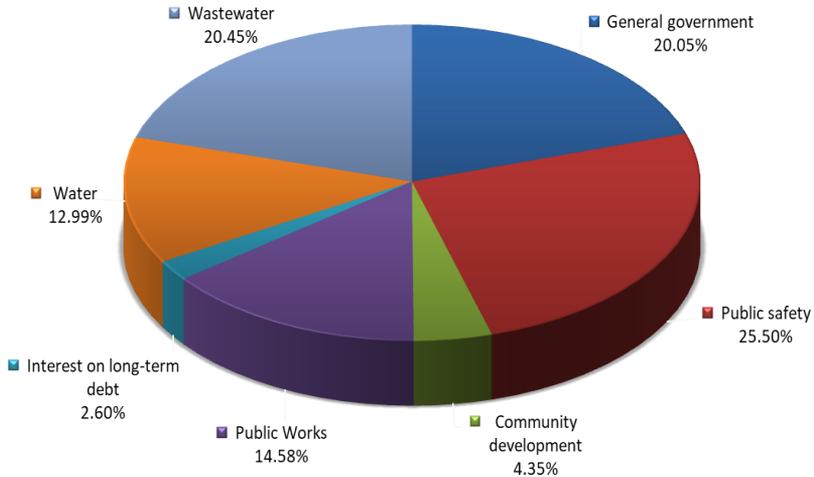
- Charges for services - General Government payments received directly by the City for services performed. This would include charges such as, development services fees, code enforcement fines, and business licenses.
- Charges for services - Water - payments received directly from customers to the City for water utility services.
- Charges for services - Sewer - payments received directly from customers to the City for sewer utility services.
- Operating (program) grants and contributions - monies or contributions received from outside agencies and generally restricted to one or more specific operating programs such as public safety and recreation programs.
- Capital (infrastructure) grants and contributions - monies or contributions received for capital purposes, to purchase, construct, or renovate capital assets including infrastructure or large equipment.
- Property taxes - The County levies and collects 1% of the assessed value of each property. Of this assessment the City receives 11% from the County. See "Where Your Property Tax Dollar Goes", on page 8.
- Sales and use taxes - 1% sales tax collected on retail sales in the City.
- Measure G sales tax - 1% voter approved sales tax collected on retail sales in the City.
- Other taxes - taxes collected by the City such as Cannabis business tax and Transfer Tax, which is a transaction fee imposed on the transfer of land or real property between individuals.
- Other revenue - interest earned on investments of idle funds and any revenue that does not readily fit into a previously listed category including rent, returned check fees, City cost mitigation and public services fees, as well as debt recovery.

For fiscal year ending June 30, 2019, revenues primarily changed due to increases in Charges for Services and Tax revenues, which were offset by decreases in Capital Grants and contributions that were received in the prior year. See page 5 for totals by revenue category.

\*Detailed financial reports can be found in the City's FY 2018/19 **CAFR** available on the City's website at <http://www.cotaticity.org> or at City Hall.

# Expenses

## Where the money goes...

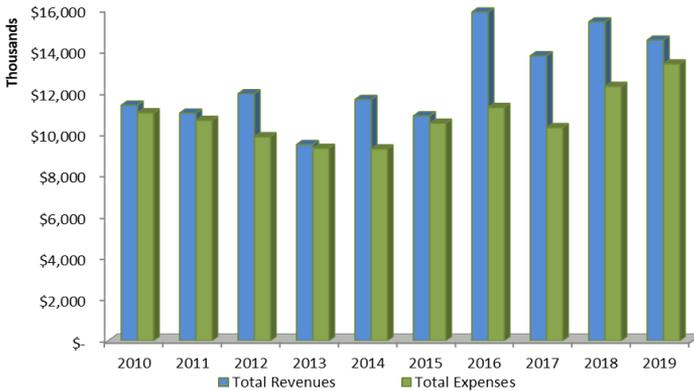


- Community development - reflects services provided to residents and businesses including Planning, Building and Code Enforcement.
- Public safety - includes all aspects of law enforcement as well as capital projects with a safety focus.
- Water - all expenditures required for the delivery of water to our customers including purchasing water, personnel costs, capital improvement projects, and debt service payments.
- Wastewater - all expenditures required for the removal of wastewater for citizens including treatment, personnel costs for public employees, capital improvement projects, and subregional debt service payments.
- General government - includes expenses for general administration of the City including the City Council, City Manager, City Attorney, Finance, Human Resources, City Clerk, Insurance and all activity for the newly created internal service funds for vehicle replacement and compensated absences.
- Public Works - all expenditures incurred in order to provide the City with engineering, streets, stormdrains, parks and building operations maintenance services.
- Interest on long-term debt - indirect expense of interest paid on general long-term debt incurred by governmental capital improvements.

For fiscal year ending June 30, 2019 expenses increased primarily within the general government, community development and the interest on long term debt. The increases are primarily due to implementation of the internal service funds for vehicle replacement and compensated absences as well as increased pension contribution requirements, changes and timing of staffing and continuing investment in capital improvements. See page 5 for totals by expense category.

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# Total Revenues & Expenses Last Ten Fiscal Years

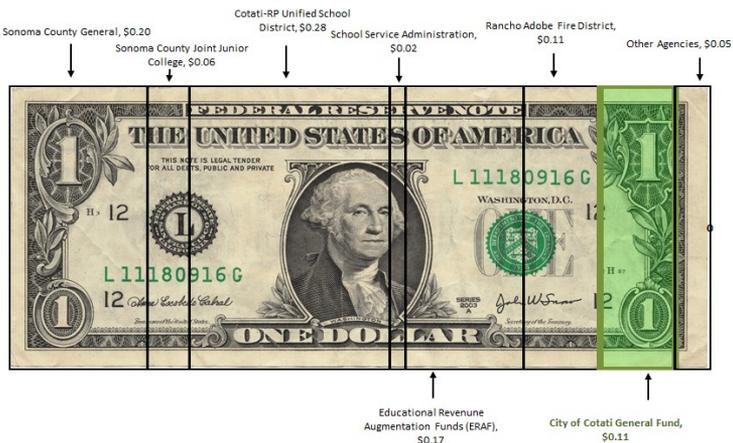


Overall, the City's operational revenues vary more than expenses with major fluctuations including a decrease in 2013 of approximately \$2.7 million due to the loss of the redevelopment property tax receipts, then one-time increases in 2009, 2014 and 2016 primarily related to capital infrastructure grants and contributions totaling approximately \$3.4, \$1.6 and \$4.2 million respectively. Revenues from 2016 through 2019 have also increased due to the Voter approved Measure G 1% Sales tax. City expenses have remained fairly consistent over time, but have seen an increase in the past two fiscal years due to significant investment in capital improvements throughout the City .

## Where Your Property Tax Dollar Goes...

Under Proposition 13, property tax is levied on the assessed value of a property by the County, equal to 1% of the assessed value. For taxes levied and collected by the County on properties within the City of Cotati, the City only receives 11 cents on each property tax dollar.

Schools receive a total of 53 cents on the dollar, including the Cotati-RP Unified District, Santa Rosa Junior College District, and the State Education Augmentation Fund, and Schools Administration. The remainder is allocated to County government (20 cents); Rancho Adobe Fire District (11 cents); and other agencies (5 cents).



# City of Cotati Facts<sup>1</sup>

Population	7,599 <sup>2</sup>	Area	1.88 square miles
Elevation	112 feet	Miles of Streets	22
Acres of Parks	30.4	Streetlights	312
Traffic Signals	8	Manholes	9,147
Water Main Miles	30	Fire Hydrants	432

## Averages

Median Age	35.8 years
Low Temperature	38-53 degrees
High Temperature	57-82 degrees
Annual Precipitation	25" October to May

<sup>1</sup>Estimates

<sup>2</sup>Population has increased 0.2% from 7,586 in calendar year 2017.

## Cotati City Council (June 30, 2019)



John Dell'Osso  
Mayor



Wendy Skillman  
Vice Mayor



Susan Harvey  
Councilmember



Mark Landman  
Councilmember



John Moore  
Councilmember

## City of Cotati Online

Visit the City of Cotati Website at <http://www.cotaticity.org/>

### The City's website includes information about:

- Councilmembers
- Council Meetings/Agenda
- Recreation Programming
- Job Opportunities
- City Permits and Forms
- City Newsletter
- Department Information
- Water/Sewer Utility Management

### Financial Information

- Budget
- Annual Financial Statements (CAFR)
- Cotati Annual Report to the Community (PAFR)
- Annual Measure G Reports
- City Master Fee Schedule
- AB 1600 Annual Reports on Development Impact Fees

### Online Services

- Provide Suggestions to City
- Register for Recreation Camp/Class
- Apply for a Dog License
- Rent a City Park or Facility
- View Building Permits
- Pay Utility Bills
- Apply for City Jobs
- Emergency Preparedness City Plan/Alert Sign Up



# City of Cotati Department of Admin. Services

201 West Sierra Ave.  
Cotati, CA 94931  
(707)792-4600

## Acknowledgements

The preparation of this report could not be accomplished without the efficient and dedicated services of the entire staff of the Administrative Services Department. We would like to express our special appreciation to Angela Courter, Angela Schoenthal and Neil Tomlinson. We would also like to thank the Mayor and City Council members for their support, stewardship and commitment in planning and conducting the financial affairs and the long-term fiscal health of the City in a responsible and efficient manner. For more information about the City or to view the CAFR please visit [www.cotaticity.org](http://www.cotaticity.org).



Government Finance Officers Association

### Award for Outstanding Achievement in Popular Annual Financial Reporting

Presented to

**City of Cotati  
California**

For its Annual  
Financial Report  
for the Fiscal Year Ended

**June 30, 2018**

*Christopher P. Morill*

Executive Director/CEO

