

Goal 1 + 3

FY24 Budget Presentation

GOAL 1

Strong Sustainable Economic Development

GOAL 3

Promote the visual image of El Paso



VIBRANT REGIONAL ECONOMY

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STRATEGIC ALIGNMENT



VISION BLOCK

Vibrant Regional Economy

STRATEGIC GOALS

**GOAL 1 - Strong sustainable
ECONOMIC DEVELOPMENT**

**GOAL 3 - Promote the
VISUAL IMAGE OF EL PASO**

DEPARTMENTS
ORGANIZATIONAL ALIGNMENT

**AVIATION + DESTINATION EL PASO + ECONOMIC DEVELOPMENT
+ INTERNATIONAL BRIDGES + PLANNING & INSPECTIONS**

GOAL 1

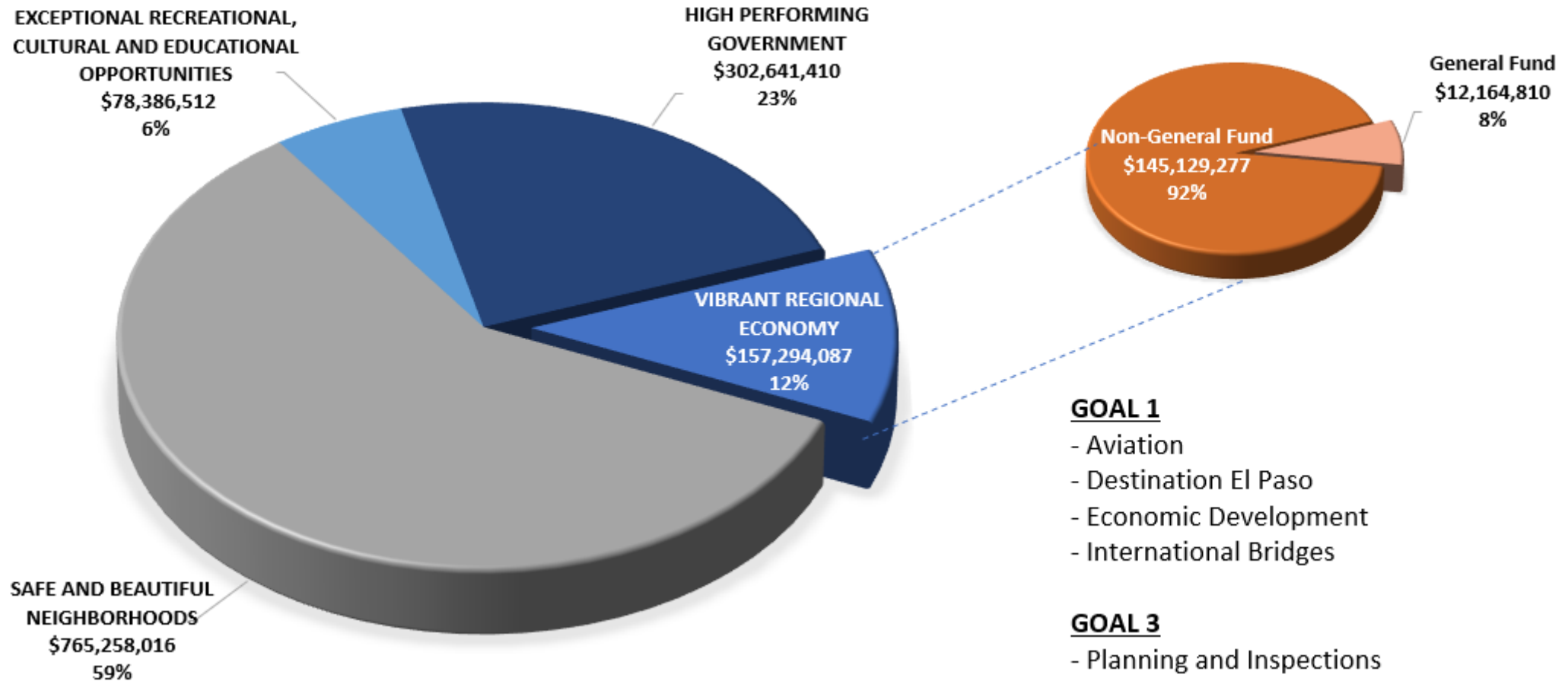
- 1.1 Stabilize and Expand El Paso's Tax Base
- 1.2 Enhance Visitor Revenue Opportunities
- 1.3 Maximize Venue Efficiencies Through Revenue Growth and Control
- 1.4 Grow the Core Business of Air Transportation
- 1.5 Stimulate Economic Growth Through Transit Integration and cross border mobility, trade and tourism
- 1.6 Provide business friendly permitting and inspection processes

GOAL 3

- 3.1 Streamline Processes to Provide a Solid Foundation for Development
- 3.2 Improve the visual impression of the community (gateways, corridors, intersections, and parkland)
- 3.3 Set one standard for infrastructure across the city

VIBRANT REGIONAL ECONOMY

FY 2024 ALL FUNDS BUDGET \$1,303,580,025



SOURCE OF FUNDING

		GF	NGF			
DEPARTMENT		GENERAL FUND	CAPITAL PROJECTS	SPECIAL REVENUE	ENTERPRISE	ALL FUNDS
Goal 1	AVIATION	-	-	-	68,471,308	68,471,308
	DESTINATION EL PASO	-	4,250,000	19,119,648	-	23,369,648
	ECONOMIC DEVELOPMENT	3,219,430	-	24,043,154	-	27,262,584
	INTERNATIONAL BRIDGES	-	-	-	28,100,985	28,100,985
ECONOMIC DEVELOPMENT TOTAL		3,219,430	4,250,000	43,162,802	96,572,293	147,204,525
Goal 3	PLANNING AND INSPECTIONS	8,945,379	-	1,144,183	-	10,089,562
VISUAL IMAGE TOTAL		8,945,379	-	1,144,183	-	10,089,562
VISION BLOCK TOTAL		12,164,810	4,250,000	44,306,985	96,572,293	157,294,087

MAJOR VARIANCES

GOAL 1

- **Aviation** – Increase due to uniform and non-uniform compensation and filling vacant positions
- **Destination El Paso** – Increase due to staffing and capital program
- **Economic Development** – Increase due to compensation and reorganization and an increase in 380 Agreements payments
- **International Bridges** – Increase due to compensation and reorganization and transfer due to bridge crossings

GOAL 3

- **Planning and Inspections** – Increase due to compensation and filling vacant positions

EXPENSES - GENERAL FUND

DEPARTMENT		FY 2022 Adopted	FY 2023 Adopted	FY 2024 Preliminary	Variance	Percent
Goal 1	ECONOMIC DEVELOPMENT	1,961,689	3,201,468	3,219,430	17,962	0.6%
ECONOMIC DEVELOPMENT TOTAL		1,961,689	3,201,468	3,219,430	17,962	0.6%
Goal 3	PLANNING AND INSPECTIONS	6,950,879	8,362,486	8,945,379	582,893	7.0%
VISUAL IMAGE TOTAL		6,950,879	8,362,486	8,945,379	582,893	7.0%
VISION BLOCK TOTAL		8,912,569	11,563,954	12,164,810	600,855	5.2%

Variance Highlights:

- **Economic Development** – Compensation increases and transfer of Real Estate Division to Streets and Maintenance
- **Planning and Inspections** – Compensation increases

EXPENSES - GENERAL FUND

CATEGORY	FY 2022 Adopted	FY 2023 Adopted	FY 2024 Preliminary	Amount	Percent
PERSONAL SERVICES	7,951,672	10,267,248	10,814,894	547,646	5.3%
CONTRACTUAL SERVICES	468,255	554,287	542,469	(11,819)	-2.1%
MATERIALS AND SUPPLIES	178,100	233,700	248,578	14,878	6.4%
OPERATING EXPENDITURES	183,143	197,320	197,470	150	0.1%
NON-OPERATING EXPENDITURES	-	100,000	150,000	50,000	50.0%
OTHER USES	131,399	211,399	211,399	-	-
TOTAL EXPENDITURES	8,912,569	11,563,954	12,164,810	600,855	5.2%

Variance Highlights:

- **Personal Services** – Compensation increases and transfer of Real Estate Division to Streets and Maintenance
- **Contractual Services** – Decrease in Economic Development for contractual services to cover increase in building lease, increase in Planning and Inspections for appraisal services
- **Materials and Supplies** – Increase in promotional supplies for ED, increase in Planning and Inspections for fuel to align with actuals
- **Non-Operating Expenditures** – Increase in Planning and Inspections for bank services charges and credit card fees to align with actuals

EXPENSES - NON-GENERAL FUND

Department		FY 2022 Adopted	FY 2023 Adopted	FY 2024 Preliminary	Variance	Percent
Goal 1	AVIATION	54,710,596	63,583,662	68,471,308	4,887,645	7.7%
	DESTINATION EL PASO	19,474,944	19,770,288	23,369,648	3,599,360	18.2%
	ECONOMIC DEVELOPMENT	25,378,351	22,844,416	24,043,154	1,198,738	5.2%
	INTERNATIONAL BRIDGES	21,850,856	26,358,021	28,100,985	1,742,964	6.6%
ECONOMIC DEVELOPMENT TOTAL		121,414,747	132,556,388	143,985,094	11,428,707	8.6%
Goal 3	PLANNING AND INSPECTIONS	1,019,567	1,068,226	1,144,183	75,957	7.1%
VISUAL IMAGE TOTAL		1,019,567	1,068,226	1,144,183	75,957	7.1%
VISION BLOCK TOTAL		122,434,314	133,624,614	145,129,277	11,504,664	8.6%

Variance Highlights:

- **Aviation** – Increase is due to compensation, airline management services, outside contracts and electricity
- **Destination El Paso** – Increase in capital and convention contracts
- **Economic Development** – Increase is due to an increase in EPE Auxiliary Franchise fee
- **International Bridges** – Increase in compensation, additional staffing, transfer to the general fund, security and janitorial contracts and traffic control
- **Planning & Inspections** – PMZ code inspectors compensation increases

EXPENSES - NON-GENERAL FUND

CATEGORY	FY 2022 Adopted	FY 2023 Adopted	FY 2024 Preliminary	Amount	Percent
PERSONAL SERVICES	30,976,196	31,942,201	36,950,150	5,007,949	15.7%
CONTRACTUAL SERVICES	37,558,255	35,404,617	38,802,232	3,397,615	9.6%
MATERIALS AND SUPPLIES	4,865,538	5,362,850	5,646,049	283,199	5.3%
OPERATING EXPENDITURES	8,712,700	9,033,366	9,891,009	857,643	9.5%
NON-OPERATING EXPENDITURES	12,214,824	12,247,671	11,698,231	(549,440)	-4.5%
OTHER USES	24,495,302	35,718,908	37,335,516	1,616,608	4.5%
CAPITAL OUTLAY	3,611,500	3,915,000	4,806,090	891,090	22.8%
TOTAL EXPENDITURES	122,434,314	133,624,614	145,129,277	11,504,664	8.6%

Variance Highlights:

- **Personal Services** – Compensation increases and position reclassifications for Aviation and International Bridges, increase in Destination El Paso due to staffing additional events
- **Contractual Services** – Increase in Bridges for security contract and traffic control, increase in Aviation for airline management services, increase in Economic Development for 380 agreement payments
- **Materials and Supplies** – various increases due to inflationary impacts for Aviation, International Bridges, Destination El Paso
- **Operating Expenditures** – Increase in Destination El Paso for travel and utilities, increase in Aviation due to utilities
- **Non-Operating Expenditures** – Decrease due to paying off debt service requirement for International Bridges
- **Other Uses** – Increase transfer to fund balance in Aviation due to an increase in Passenger Facility Charge Investment Interest, International Bridges' increase in transfer to the general fund, increase in Economic Development for El Paso Auxiliary Franchise Fund and TIRZ 5
- **Capital Outlay** – Increase in Destination El Paso for Convention Center upgrades, decrease in Aviation for one-time equipment replacement

STAFFING – ALL FUNDS

DEPARTMENT		FY 2022 Adopted	FY 2023 Adopted	FY 2024 Preliminary	Variance
Goal 1	AVIATION	222.60	231.60	231.60	-
	ECONOMIC DEVELOPMENT	17.00	30.00	25.50	(4.50)
	INTERNATIONAL BRIDGES	69.00	70.00	76.00	6.00
ECONOMIC DEVELOPMENT TOTAL		308.60	331.60	333.10	1.50
Goal 3	PLANNING AND INSPECTIONS	139.00	141.00	141.00	-
VISUAL IMAGE TOTAL		139.00	141.00	141.00	-
VISION BLOCK TOTAL		447.60	472.60	474.10	1.50

Variance Highlights:

- **Economic Development** – Transfer of the Real Estate Division to Streets and Maintenance
- **International Bridges** – Increase in toll collectors and deletion of the managing director

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FY24 PRIORITIES & PLANNED ACCOMPLISHMENTS

Goal 1 (Economic Development)
Goal 3 (Visual Image)

GOAL 1 FY 2024 PRIORITIES

- **Airport**

- Expand air service for our community
- Expand development for non-aeronautical revenue growth

- **Destination El Paso**

- Develop campaigns and programs related to ecotourism and cultural heritage to stimulate visitation
- Continue growth in convention sales + expand entertainment bookings for performing arts venues

- **Economic Development**

- Attract new investments + improve the competitiveness of existing businesses, including small local businesses, focusing on key industries that align with regional assets
- Continue to activate targeted redevelopment to stimulate economic growth in key areas + corridors

- **International Bridges**

- Continue coordination efforts with Bridges + Parking Steering Committees
- Implement ITS at Ysleta-Zaragoza and BOTA + design pedestrian improvements at Ysleta-Zaragoza

FY2024 PLANNED ACCOMPLISHMENTS – GOAL 1

Aviation

Grow the core business of air transportation



Activate targeted (re)development
Airport Development

- Expand **air service** for our community
 - Present business cases to airlines for **new or expanded routes**
 - Engage the local business community
 - Present business cases to U.S. + Mexican carriers for **international flights to Mexico**
 - Remodel the Federal Inspection Station to process international flights and meet current design standards
- Expand **air cargo** development
- Grow **non-aeronautical revenue** through land development
 - Extension of George Perry
 - Begin construction of the **Advanced Manufacturing District**
- Implement **sustainability** strategies to address financial and environmental interests
 - Installing solar panels
 - Installing energy-efficient lighting terminal and ramp
- Invest in **innovation** – digitalization, electrification, drones, passenger experience

FY2024 PLANNED ACCOMPLISHMENTS – GOAL 1

Destination El Paso

<p>Enhance visitor revenue opportunities</p> <p> Expand Downtown revitalization/redevelopment to include <i>Convention Center renovation</i> <i>Maximize venue efficiencies through revenue growth</i></p>	<ul style="list-style-type: none"> • Maintain strong Hotel Occupancy at 68% or greater to lead state and national averages • Develop and conduct ongoing public awareness, education and training programs related to ecotourism and cultural heritage to stimulate visitation to the region. • Increased sales initiatives to attract meeting and convention activity, featuring new downtown hotel development and convention center renovations • Expand entertainment offerings in the ACT and the Plaza Theatre • Capital Improvement plan to include network infrastructure upgrade, completion of the Ballroom conversion, CPAC Fire & Life Safety Upgrades
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FY2024 PLANNED ACCOMPLISHMENTS – GOAL 1

Economic Development

Stabilize and Expand El Paso's Tax Base



Activate targeted (re)development

Medical Center of the Americas/Alameda, Reimagine Cohen/Angora Loop/Northeast Parkway, Five Points, Airport Development, High priority corridor development plans, Infill growth strategies, Parking strategies, Disposition of City-owned properties



Expand Downtown revitalization/redevelopment to include

Streetcar corridor vibrancy, Convention center renovation, Parking management plans, Uptown



Grow existing and attract new target industries

including advanced manufacturing and international development; creating an innovation-driven culture of technology that fosters economic prosperity and creates high-paying career pathways

- Increase **residential density** in Downtown + Uptown El Paso
- Revise **Infill + TOD incentive** policies to align with adopted Plans
- Leverage key **City-owned land** as a redevelopment tool
- Redesign the City's ED website to **increase online presence**
- Attract **new investment** by targeting existing businesses' suppliers
- Deploy **BRE program** focusing on major employers + key industries
- Expand international business relationships to **attract FDI**
- Assist in development of the **ELP Advanced Manufacturing District**
- Complete the rollout of ARPA-funds, including **launch of the "BOSS"**
- Assist in development of the El Paso **Public Procurement Playbook**
- Expand **CDFI capacity** with a focus on minority-owned businesses

FY2024 PLANNED ACCOMPLISHMENTS – GOAL 1

International Bridges

Stimulate economic growth through cross border mobility, trade, and tourism



Enhance cross-border mobility experience for bridge users

*Capital Improvement Plan
implementation- Revamp toll operations
schedules and lane management*

- Design and implementation of **ITS project** at Ysleta-Zaragoza and BOTA
 - Upgrade of toll collection system, dynamic message signs, traffic cameras, traffic counters and wait time collection devices
- Design of **pedestrian improvements** at Ysleta-Zaragoza
- Implementation of **parking meter technology upgrades**
 - Display time on all meters from Park 915 App
 - Display bi-lingual instructions on all parking meters
 - Install NFC technology to enable Apple and Google Pay
- Update **capital improvement program** and phasing implementation

GOAL 3 **FY 2024** PRIORITIES

Planning and Inspections

- Deliver key projects to the City via rezoning and development process
- Council adoption of code revisions to Historic Preservation provisions
- Implementation of new building code

FY2024 PLANNED ACCOMPLISHMENTS – GOAL 3

Planning & Inspections

Streamline processes to provide a solid foundation for development



Launch new business-friendly practices and services improving

Speed-to-market and supporting entrepreneurship/microenterprises

- Finalize **revisions** to El Paso City Code 20.20 addressing improvements for **historic preservation**
- Continue **collaboration and coordination** with developers, home builders, and other partners
- Maintain mindset of **improving existing processes** for improved customer service

Provide business-friendly permitting and inspection process



Launch new business-friendly practices and services improving

Speed-to-market and supporting entrepreneurship/microenterprises

- Enhance and **expand online presence** for licensing, permitting, and payments
- Continue to **educate the construction community** on tools to improve permitting and inspection outcomes
- Support **Quality Assurance** and Training Specialist to enhance customer service and experience for all staff
- Enhance **cross-training** for more knowledgeable and experienced workforce across all levels

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GOAL 1

Strong Sustainable Economic Development

GOAL 3

Promote the visual image of El Paso



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