



PINOLE CITY COUNCIL AGENDA

TUESDAY
NOVEMBER 19, 2019

6:00 P.M.

THERE IS NO CLOSED SESSION – REGULAR MEETING STARTS AT 6:00 P.M.

2131 Pear Street, Pinole, California

Peter Murray, Mayor
Roy Swearingen, Mayor Pro Tem
Norma Martinez-Rubin, Council Member
Vincent Salimi, Council Member
Anthony Tave, Council Member

Public Comment: The public is encouraged to address the City Council on any matter listed on the agenda or on any other matter within its jurisdiction subject to the rules of decorum described in Council Resolution 2019-03. If you wish to address the City Council, please complete the gold card that is provided at the rear entrance to the Council Chambers and hand the card to the City Clerk. City Council will hear public comment on items listed on the agenda during discussion of the matter and prior to a vote. City Council will hear public comment on matters **not** listed on the agenda during Citizens to be Heard, Agenda Item 5.

Americans With Disabilities Act: In compliance with the Americans With Disabilities Act of 1990, if you need special assistance to participate in a City Meeting or you need a copy of the agenda, or the agenda packet in an appropriate alternative format, please contact the City Clerk's Office at (510) 724-8928. Notification at least 48 hours prior to the meeting or time when services are needed will assist the City staff in assuring that reasonable arrangements can be made to provide accessibility to the meeting or service. Assisted listening devices are available at this meeting. Ask the City Clerk if you desire to use this device.

Note: Staff reports are available for inspection at the Office of the City Clerk, City Hall, 2131 Pear Street during regular business hours, 8:00 a.m. to 4:30 p.m. Monday – Thursday, and on the City Website at www.ci.pinole.ca.us. You may also contact the City Clerk via e-mail at hiopu@ci.pinole.ca.us

COUNCIL MEETINGS ARE TELEVISED LIVE ON CHANNEL 26. They are retelecast the following Thursday at 6:00 p.m. The Community TV Channel 26 schedule is published on the city's website at www.ci.pinole.ca.us. City Council meetings are video-streamed live on the City's website, and remain archived on the site for five (5) years.

Ralph M. Brown Act. Gov. Code § 54950. *In enacting this chapter, the Legislature finds and declares that the public commissions, boards and councils and the other public agencies in this State exist to aid in the conduct of the people's business. It is the intent of the law that their actions be taken openly and that their deliberations be conducted openly. The people of this State do not yield their sovereignty to the agencies, which serve them. The people, in delegating authority, do not give their public servants the right to decide what is good for the people to know and what is not good for them to know. The people insist on remaining informed so that they may retain control over the instruments they have created.*

1. CALL TO ORDER & PLEDGE OF ALLEGIANCE IN HONOR OF THE US MILITARY TROOPS

2. ROLL CALL, CITY CLERK'S REPORT & STATEMENT OF CONFLICT

An official who has a conflict must, prior to consideration of the decision: (1) publicly identify in detail the financial interest that causes the conflict; (2) recuse himself /herself from discussing and voting on the matter; and (3) leave the room until after the decision has been made, Cal. Gov't Code § 87105.

3. CONVENE TO A CLOSED SESSION

Citizens may address the Council regarding a Closed Session item prior to the Council adjourning into the Closed Session, by first providing a speaker card to the City Clerk.

NO CLOSED SESSION SCHEDULED

4. RECONVENE IN OPEN SESSION TO ANNOUNCE RESULTS OF CLOSED SESSION

5. CITIZENS TO BE HEARD (Public Comments)

Citizens may speak under any item not listed on the Agenda. The time limit is 3 minutes, and is subject to modification by the Mayor. Pursuant to provisions of the Brown Act, no action may be taken on a matter unless it is listed on the agenda, or unless certain emergency or special circumstances exist. The City Council may direct staff to investigate and/or schedule certain matters for consideration at a future Council meeting.

6. RECOGNITIONS / PRESENTATIONS / COMMUNITY EVENTS

A. Proclamations

1. Pinole Valley High School Girls Volleyball Team

B. Presentations / Recognitions

1. Contra Costa County Elections Department - Update on March Primary Election by Assistant Registrar of Voters, Scott Konopsek
2. Planning/Building Update by Development Services Director/City Engineer Tamara Miller
3. New Employee Introductions - New Permit Technicians, Brandy Fernandez-Reyes and Jaime Aldred

7. CONSENT CALENDAR

All matters under the Consent Calendar are considered to be routine and noncontroversial. These items will be enacted by one motion and without discussion. If, however, any interested party or Council member(s) wishes to comment on an item, they may do so before action is taken on the Consent Calendar. Following comments, if a Council member wishes to discuss an item, it will be removed from the Consent Calendar and taken up in order after adoption of the Consent Calendar.

A. Approve the Minutes of the Meetings of November 6 and November 8, 2019

B. Receive the November 2, 2019 – November 15, 2019 List of Warrants in the Amount of \$539,707.24 and the November 15, 2019 Payroll in the Amount of \$434,350.74

- C. Receive the Quarterly Investment Report for the Quarter Ending September 30, 2019 **[Action: Receive and File Report (A. Miller)]**
- D. Approve a Three Year Contract with Precision IT Consulting for Administration of the City's Information Technology System in an Amount not to Exceed \$522,000 and Appropriate \$9,000 from the General Fund Fund Balance **[Action: Adopt Resolution per Staff Recommendation (De La Rosa)]**
- E. Ordinance Adding Chapter 10.78 to the Pinole Municipal Code Restricting Oversized Vehicle Parking on City Streets **[Action: Adopt Ordinance on Second Reading (Casher)]**
- F. Resolution Authorizing the City Manager to Execute a Contract with Avery and Associates in an Amount Not to Exceed \$22,900 for Professional Recruitment Services for the Battalion Chief Position **[Action: Adopt Resolution per Staff Recommendation (Fitzer)]**
- G. Resolution Confirming Denial of Permits for a Project Proposing a Personal Storage Facility at 890 San Pablo Avenue **[Action: Adopt Resolution per Staff Direction (T. Miller)]**

8. PUBLIC HEARINGS

Citizens wishing to speak regarding a Public Hearing item should fill out a speaker card prior to the completion of the presentation, by first providing a speaker card to the City Clerk. An official who engaged in an ex parte communication that is the subject of a Public Hearing must disclose the communication on the record prior to the start of the Public Hearing.

- A. Resolution Adopting A Revised Fire Prevention Fee Schedule for Permits, Plan-Checking and Other Services and Amending the Fire Department Master Fee Schedule **[Action: Adopt Resolution per Staff Recommendation (Kouns)]** (Item Continued to the December 17, 2019 meeting)

9. OLD BUSINESS

- A. Receive And Review A Report From HdL Econsolutions On The City's Market Analytics, Void Analysis And Community Profile Reports **[Action: Discuss and Provide Direction (De La Rosa)]**
- B. Receive the FY 2019-20 First Quarter Financial Report and Adopt A Resolution Approving Budget Adjustments **[Action: Approve Resolution per Staff Recommendation (A. Miller)]**

10. NEW BUSINESS

- A. Overview and Discussion of Sanctuary Cities and SB 54 "The California Values Act" **[Action: Discuss and Provide Direction (Casher)]**
- B. Approval of Findings to Support Local Modifications to the 2019 California Green Code, Building Code, Fire Code and Related Construction Codes; Introduction of

and Ordinance to Adopt, with Local Modifications, the 2019 California Building Standards Code [Action: Adopt Resolution and Introduce Ordinance per staff Recommendation (T. Miller)]

11. REPORTS & COMMUNICATIONS

- A. Mayor Report
 - 1. Announcements
- B. Mayoral & Council Appointments
- C. City Council Committee Reports & Communications
- D. Council Requests For Future Agenda Items
- E. City Manager Report / Department Staff
- F. City Attorney Report

12. ADJOURNMENT to the Regular City Council Meeting of December 3, 2019 In Remembrance of Amber Swartz.

I hereby certify under the laws of the State of California that the foregoing Agenda was posted on the bulletin board at the main entrance of Pinole City Hall, 2131 Pear Street Pinole, CA, and on the City's website, not less than 72 hours prior to the meeting date set forth on this agenda.

POSTED: November 14, 2019 at 4:00 P.M.

Heather Iopu, CMC
City Clerk

**CITY COUNCIL SPECIAL MEETING
MINUTES
November 6, 2019**

1. CALL TO ORDER & PLEDGE OF ALLEGIANCE IN HONOR OF THE US MILITARY TROOPS

Mayor Pro Tem Swearingen called the meeting to order at 3:12 p.m.

2. ROLL CALL

A. COUNCIL MEMBERS PRESENT

Peter Murray, Mayor, arrived at 3:35 p.m.
Roy Swearingen, Mayor Pro Tem
Norma Martinez-Rubin, Council Member
Vincent Salimi, Council Member
Anthony Tave, Council Member

B. STAFF PRESENT

Michelle Fitzer, City Manager
Hector De La Rosa, Assistant City Manager
Eric Casher, City Attorney
Neil Gang, Police Chief
Scott Kouns, Fire Chief
Tamara Miller, Development Services Director/City Engineer
Andrea Miller, Finance Director

3. CONVENE TO A CLOSED SESSION

Citizens may address the Council regarding a Closed Session item prior to the Council adjourning into the Closed Session, by first providing a speaker card to the City Clerk.

A. PUBLIC EMPLOYMENT

Pursuant to Gov. Code § 54957

Title: City Manager

4. RECONVENE TO ANNOUNCE RESULTS OF THE CLOSED SESSION

No reportable action.

5. ADJOURNMENT to the Regular City Council Meeting on November 19, 2019 In Remembrance of Amber Swartz.

Mayor Murray adjourned the meeting at 9:07 p.m. to the Regular City Council Meeting on November 19, 2019 In Remembrance of Amber Swartz.

Submitted by:

Heather Iopu, CMC
City Clerk

**CITY COUNCIL SPECIAL MEETING
MINUTES
November 8, 2019**

1. CALL TO ORDER & PLEDGE OF ALLEGIANCE IN HONOR OF THE US MILITARY TROOPS

Mayor Murray called the meeting to order at 5:32 p.m.

2. ROLL CALL

A. COUNCIL MEMBERS PRESENT

Peter Murray, Mayor
Roy Swearingen, Mayor Pro Tem
Norma Martinez-Rubin, Council Member
Vincent Salimi, Council Member
Anthony Tave, Council Member

B. STAFF PRESENT

Michelle Fitzer, City Manager

3. CONVENE TO A CLOSED SESSION

***Citizens may address the Council regarding a Closed Session** item prior to the Council adjourning into the Closed Session, by first providing a speaker card to the City Clerk.*

A. PUBLIC EMPLOYMENT

Pursuant to Gov. Code § 54957
Title: City Manager

4. RECONVENE TO ANNOUNCE RESULTS OF THE CLOSED SESSION

Mayor Murray announced that direction was provided to staff to negotiate for selected candidate.

5. ADJOURNMENT to the Regular City Council Meeting on November 19, 2019 In Remembrance of Amber Swartz.

Mayor Murray adjourned the meeting at 7:32 p.m. to the Regular City Council Meeting on November 19, 2019 In Remembrance of Amber Swartz.

Submitted by:

**Heather Iopu, CMC
City Clerk**



City of Pinole, CA

WARRANT LISTING

By Vendor Name

Payment Dates 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
Vendor: ALA07 - ALAMEDA COUNTY FIRE DEPARTMENT					
2019-20-167	92522	11/15/2019	100-231-42107	FIRE APPARATUS REPAIR AND SERVICE- FD	9,148.21
Vendor ALA07 - ALAMEDA COUNTY FIRE DEPARTMENT Total:					9,148.21
Vendor: EUG00 - ALEX EUGENIO					
110119	92453	11/08/2019	209-552-43804	VETERAN'S DAY LUNCHEON ENTERTAINMENT- SC	150.00
Vendor EUG00 - ALEX EUGENIO Total:					150.00
Vendor: ALH01 - ALHAMBRA & SIERRA SPRINGS					
19593757 103119	92454	11/08/2019	100-222-42201	DRINKING WATER- PD	71.91
Vendor ALH01 - ALHAMBRA & SIERRA SPRINGS Total:					71.91
Vendor: 1685 - ALTA PLANNING + DESIGN, INC.					
00-2019-191-2	92455	11/08/2019	212-461-42101	OTP Parking and Pedestrian Safety Study	301.75
Vendor 1685 - ALTA PLANNING + DESIGN, INC. Total:					301.75
Vendor: AME52 - AMERICAN MESSAGING SERVICE, LLC					
W4102378TK	92523	11/15/2019	100-231-43101	ON CALL SERVICES- FD	25.95
Vendor AME52 - AMERICAN MESSAGING SERVICE, LLC Total:					25.95
Vendor: AME22 - AMERICAN STAGE TOURS					
26820	92456	11/08/2019	209-552-43805	PUMPKIN TRIP- SC	4,680.00
Vendor AME22 - AMERICAN STAGE TOURS Total:					4,680.00
Vendor: ROD01 - ANNETTE RODRIGUEZ					
110119	92457	11/08/2019	209-552-43802	13 EXERCISE CLASSES- SC	585.00
Vendor ROD01 - ANNETTE RODRIGUEZ Total:					585.00
Vendor: ARA01 - ARAMARK UNIFORM SERVICES					
704605070	92458	11/08/2019	209-552-43804	KITCHEN SUPPLIES- SC	189.77
704605077	92458	11/08/2019	100-222-44410	CLOTHES- PD	4.51
704615376	92458	11/08/2019	209-552-43804	KITCHEN SUPPLIES- SC	222.37
704615382	92458	11/08/2019	100-222-44410	CLOTHES- PD	4.51
704625607	92458	11/08/2019	209-552-43804	KITCHEN SUPPLIES- SC	189.77
704625614	92458	11/08/2019	100-222-44410	CLOTHES- PD	4.51
704635808	92458	11/08/2019	209-552-43804	KITCHEN SUPPLIES- SC	189.77
704635814	92458	11/08/2019	100-222-44410	CLOTHES- PD	4.51
OCT 31 19-3900	92458	11/08/2019	100-231-44410	MONTHLY STATEMENT- FIRE	344.58
OCT 31 19-4714	92458	11/08/2019	100-343-44410	MONTHLY STATEMENT-VEHICLE MAINTENANCE	285.64
OCT 31 19-4715	92458	11/08/2019	207-344-44410	MONTHLY STATEMENT-NPDES STORM WATER	123.20
OCT 31 19-4717	92458	11/08/2019	500-642-44410	MONTHLY STATEMENT-SEWER COLLECTION	175.75
OCT 31 19-4718	92458	11/08/2019	100-343-44410	MONTHLY STATEMENT-GENERAL MAINTENANCE	194.43
OCT 31 19-4719	92458	11/08/2019	500-641-44410	MONTHLY STATEMENT- WPCP	1,286.01
Vendor ARA01 - ARAMARK UNIFORM SERVICES Total:					3,219.33
Vendor: ARM04 - ARMOR LOCKSMITH SERVICES					
70467	92459	11/08/2019	100-343-42108	KEY DUPLICATE- PW	45.55
70647	92459	11/08/2019	100-343-42108	KEY DUPLICATE- PW	19.60
70698	92524	11/15/2019	100-343-42108	KEY DUPLICATE- PW	9.80
Vendor ARM04 - ARMOR LOCKSMITH SERVICES Total:					74.95
Vendor: ATT01 - AT&T					
287274105793X10282019	92460	11/08/2019	215-341-43101	I-80 MOBILITY PROJECT 9/21-10/20/19 5793	77.22

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
287277095767X10282019	92460	11/08/2019	215-341-43101	I-80 MOBILITY PROJECT 9/21-10/20/19 5767	77.22
Vendor ATT01 - AT&T Total:					154.44
Vendor: 1144 - AXON ENTERPRISE, INC.					
51-1619113	92525	11/15/2019	525-118-42106	EVIDENCE LICENSE AND STORAGE FEES- PD	14,976.00
Vendor 1144 - AXON ENTERPRISE, INC. Total:					14,976.00
Vendor: BAY04 - BAY AREA BARRICADE SVC.					
91401	92526	11/15/2019	100-343-42514	RENTAL SERVICES- PW	487.75
Vendor BAY04 - BAY AREA BARRICADE SVC. Total:					487.75
Vendor: BAY34 - BAY AREA NEWS GROUP- EAST BAY					
1224281	92527	11/15/2019	100-112-42514	MONTHLY STATEMENT CLASSIFIED ADVERTISING	205.04
1224281	92527	11/15/2019	212-461-42514	MONTHLY STATEMENT CLASSIFIED ADVERTISING	173.86
Vendor BAY34 - BAY AREA NEWS GROUP- EAST BAY Total:					378.90
Vendor: 1726 - BEVERLY ABORDO					
102119	92461	11/08/2019	209-20309	PYC MAIN HALL RENTAL 10/20/19 DEPOSIT REFUND	250.00
Vendor 1726 - BEVERLY ABORDO Total:					250.00
Vendor: BIR05 - BIRITE FOODSERVICE DISTRIBUTORS					
5848265	92462	11/08/2019	209-552-43804	FOOD PROGRAM- SC	847.91
Vendor BIR05 - BIRITE FOODSERVICE DISTRIBUTORS Total:					847.91
Vendor: BLU03 - BLUE LAGOON POOL SERVICE					
14952	92528	11/15/2019	209-557-42108	POOL SERVICE SWIM CENTER	220.00
Vendor BLU03 - BLUE LAGOON POOL SERVICE Total:					220.00
Vendor: BLU01 - BLUE SKY SPORTS					
aa1007845	92529	11/15/2019	100-341-42201	ENGRAVING/PLATES	75.38
Vendor BLU01 - BLUE SKY SPORTS Total:					75.38
Vendor: PER03 - CALIFORNIA PUBLIC EMPLOYEES' RETIREMENT SYSTM					
100000015848824	92463	11/08/2019	100-117-41004	Annual Unf Acc Liab as of June 30, 2017 ID 674	86,881.75
100000015848832	92463	11/08/2019	100-117-41004	Annual Unf Acc Liab as of June 30, 2017 ID 675	94,233.76
100000015848845	92463	11/08/2019	100-117-41004	Annual Unf Acc Liab as of June 30, 2017 ID 25716	153.20
100000015848852	92463	11/08/2019	100-117-41004	Annual Unf Acc Liab as of June 30, 2017 ID 25717	267.55
100000015848862	92463	11/08/2019	100-117-41004	Annual Unf Acc Liab as of June 30, 2017 ID 27205	194.74
Vendor PER03 - CALIFORNIA PUBLIC EMPLOYEES' RETIREMENT SYSTM Total:					181,731.00
Vendor: 1597 - CARLOS WILBORN					
101919	92464	11/08/2019	209-554-43812	PYC DJ SERVICES FOR HALLOWEEN FAMILY DANCE	150.00
Vendor 1597 - CARLOS WILBORN Total:					150.00
Vendor: CCP03 - CCP INDUSTRIES					
IN024114393	92530	11/15/2019	500-641-44410	SAFETY CLOTHING- TP	197.74
IN02414483	92530	11/15/2019	500-641-44305	SUPPLIES- TP	118.79
Vendor CCP03 - CCP INDUSTRIES Total:					316.53
Vendor: 1589 - CHUCK WISE					
58	92465	11/08/2019	100-231-42107	INSTALLATION SERVICES- FD	1,674.11
Vendor 1589 - CHUCK WISE Total:					1,674.11
Vendor: CIT08 - CITY MECHANICAL, INC					
59757	92466	11/08/2019	100-343-42108	SERVICE CITY HALL	1,831.21
59758	92466	11/08/2019	100-222-42108	SERVICE PUBLIC SAFETY BUILDING	699.12
59759	92466	11/08/2019	100-222-42108	SERVICE PUBLIC SAFETY BUILDING	397.50

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
59845	92466	11/08/2019	100-343-42108	SERVICE CITY HALL	397.50
60064	92531	11/15/2019	209-558-42108	SERVICE MEMORIAL HALL	456.49
60065	92531	11/15/2019	100-343-42108	SERVICE POST OFFICE	425.31
60066	92531	11/15/2019	100-222-42108	SERVICE PUBLIC SAFETY BUILDING	1,090.25
60067	92531	11/15/2019	209-552-42108	SERVICE SENIOR CENTER	888.79
60068	92531	11/15/2019	209-554-42108	SERVICE YOUTH CENTER	771.12
60069	92531	11/15/2019	100-343-42108	SERVICE CITY HALL	844.66
Vendor CIT08 - CITY MECHANICAL, INC Total:					7,801.95
Vendor: COM20 - COMCAST					
OCT 16 19-0511	92467	11/08/2019	100-222-42514	BUSINESS CABLE 10/21-11/20/19- PD	176.35
Vendor COM20 - COMCAST Total:					176.35
Vendor: 1727 - CONTRA COSTA COUNTY LIBRARY					
Q01-Maintenance	92532	11/15/2019	100-117-42101	REIMBURSEMENT FACILITY MAINTENANCE 1ST Q FY 19-20	29,573.61
Vendor 1727 - CONTRA COSTA COUNTY LIBRARY Total:					29,573.61
Vendor: CON73 - CONTRA COSTA COUNTY OFFICE OF THE DISTRICT ATTORNEY					
110819	92533	11/15/2019	704-20011	ASSET FORFEITURE FUNDS No. # 0130966252/ 18-1223	928.83
Vendor CON73 - CONTRA COSTA COUNTY OFFICE OF THE DISTRICT ATTORNEY Total:					928.83
Vendor: CCC13 - CONTRA COSTA COUNTY PUBLIC WORKS DEPARTMENT					
702701	92468	11/08/2019	200-342-42101	Traffic signal maintenance for the month of Sep	11,005.67
702701	92468	11/08/2019	310-347-42101	Traffic signal maintenance for the month of Sep	303.46
702701	92468	11/08/2019	310-348-42101	Traffic signal maintenance for the month of Sep	151.73
Vendor CCC13 - CONTRA COSTA COUNTY PUBLIC WORKS DEPARTMENT Total:					11,460.86
Vendor: CON26 - CONTRA COSTA HEALTH SERVICES					
IN0229151	92469	11/08/2019	209-552-42514	INSPECTION- SC	49.75
Vendor CON26 - CONTRA COSTA HEALTH SERVICES Total:					49.75
Vendor: COR09 - CORNERSTONE EARTH GROUP, INC.					
14653	92470	11/08/2019	106-345-47203	FERNANDEZ PARK RESTROOM BUILDING REPLACEMENT	3,388.40
Vendor COR09 - CORNERSTONE EARTH GROUP, INC. Total:					3,388.40
Vendor: 1717 - CORY HIGGINS					
110119	92471	11/08/2019	100-231-44410	SAFETY BOOTS FOR ACADEMY-PD	291.49
Vendor 1717 - CORY HIGGINS Total:					291.49
Vendor: DAR02 - DARLING INGREDIENTS INC.					
10689244	92472	11/08/2019	209-552-43810	TRAP SERVICE- SC	169.71
Vendor DAR02 - DARLING INGREDIENTS INC. Total:					169.71
Vendor: DEP02 - DEPARTMENT OF CONSERVATION					
102919	92473	11/08/2019	212-462-34211	STRONG MOTION AND SEISMIC HAZARD MAPPING FEE	475.42
Vendor DEP02 - DEPARTMENT OF CONSERVATION Total:					475.42
Vendor: 1443 - DIESEL DIRECT WEST, INC.					
83326924	92534	11/15/2019	100-10601	GASOLINE FOR CORP YARD	1,920.14
83336189	92474	11/08/2019	100-10602	DIESEL FOR FIRE STATION	2,348.36
83338763	92534	11/15/2019	500-10601	DIESEL FOR CORP YARD	2,485.59
Vendor 1443 - DIESEL DIRECT WEST, INC. Total:					6,754.09
Vendor: DIV01 - DIVERSIFIED RISK/HUB INTERNATIONAL					
OCT 2019	92475	11/08/2019	209-552-38112	SPECIAL EVENTS INSURANCE FOR THE MONTH OF OCT 2019	574.08
OCT 2019	92475	11/08/2019	209-554-38112	SPECIAL EVENTS INSURANCE FOR THE MONTH OF OCT 2019	328.38
Vendor DIV01 - DIVERSIFIED RISK/HUB INTERNATIONAL Total:					902.46

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
Vendor: DOL01 - DOLAN'S LUMBER					
OCT 31 19	92476	11/08/2019	200-342-42514	MONTHLY STMT FULL PAYMENT	10.27
OCT 31 19	92476	11/08/2019	500-641-42107	MONTHLY STMT FULL PAYMENT	21.41
Vendor DOL01 - DOLAN'S LUMBER Total:					31.68
Vendor: EBM01 - EBMUD					
13648-102419	92477	11/08/2019	100-343-43102	2161 Plum St--Parking Lot Irrigation	79.24
24589-102419	92477	11/08/2019	100-345-43102	592 Marlesta Rd--Irrigation Use Only	1,823.96
29821-102819	92477	11/08/2019	209-552-43102	2500 Charles St--Senior Center	844.32
29852-102819	92477	11/08/2019	209-552-43102	2500 Charles St--Senior Center	1,764.98
31771-102419	92477	11/08/2019	100-343-43102	2691 APPALOOSA TRAIL-IRRIGATION USE ONLY	146.22
31772-102419	92477	11/08/2019	100-343-43102	2785 SIMAS AVE--IRRIGATION USE ONLY	146.22
31774-102419	92477	11/08/2019	100-343-43102	3001 Simas Ave--Irrigation Use Only	79.24
31775-102419	92477	11/08/2019	100-343-43102	3061 Simas Ave--Irrigation Use Only	79.24
32000-102819	92477	11/08/2019	201-343-43102	2361 San Pablo Ave--Offices--Old Bank Building	532.32
32187-102419	92477	11/08/2019	100-343-43102	2601 Charles St--Irrigation Use Only	52.46
40499-102419	92477	11/08/2019	100-343-43102	1230 Pinole Valley Rd--Irrigation Use Only	52.46
40787-102419	92477	11/08/2019	201-343-43102	2361 San Pablo Ave--Irrigation Use Only	52.46
41397-102819	92477	11/08/2019	100-343-43102	1601 Marlesta Rd--Irrigation Use Only	52.46
44461-102819	92477	11/08/2019	100-110-43102	2131 Pear St--Offices--City Hall	2.63
44461-102819	92477	11/08/2019	100-111-43102	2131 Pear St--Offices--City Hall	6.24
44461-102819	92477	11/08/2019	100-112-43102	2131 Pear St--Offices--City Hall	5.72
44461-102819	92477	11/08/2019	100-115-43102	2131 Pear St--Offices--City Hall	16.96
44461-102819	92477	11/08/2019	100-116-43102	2131 Pear St--Offices--City Hall	5.72
44461-102819	92477	11/08/2019	100-117-43102	2131 Pear St--Offices--City Hall	45.79
44461-102819	92477	11/08/2019	100-343-43102	2131 Pear St--Offices--City Hall	81.59
44461-102819	92477	11/08/2019	200-342-43102	2131 Pear St--Offices--City Hall	14.57
44461-102819	92477	11/08/2019	212-461-43102	2131 Pear St--Offices--City Hall	5.52
44461-102819	92477	11/08/2019	212-462-43102	2131 Pear St--Offices--City Hall	14.67
44461-102819	92477	11/08/2019	285-464-43102	2131 Pear St--Offices--City Hall	4.37
44461-102819	92477	11/08/2019	505-119-43102	2131 Pear St--Offices--City Hall	4.37
45474-102819	92477	11/08/2019	100-110-43102	2131 Pear St--Offices--City Hall	6.65
45474-102819	92477	11/08/2019	100-111-43102	2131 Pear St--Offices--City Hall	15.97
45474-102819	92477	11/08/2019	100-112-43102	2131 Pear St--Offices--City Hall	14.64
45474-102819	92477	11/08/2019	100-115-43102	2131 Pear St--Offices--City Hall	43.38
45474-102819	92477	11/08/2019	100-116-43102	2131 Pear St--Offices--City Hall	14.64
45474-102819	92477	11/08/2019	100-117-43102	2131 Pear St--Offices--City Hall	117.11
45474-102819	92477	11/08/2019	100-343-43102	2131 Pear St--Offices--City Hall	208.67
45474-102819	92477	11/08/2019	200-342-43102	2131 Pear St--Offices--City Hall	37.26
45474-102819	92477	11/08/2019	212-461-43102	2131 Pear St--Offices--City Hall	14.11
45474-102819	92477	11/08/2019	212-462-43102	2131 Pear St--Offices--City Hall	37.53
45474-102819	92477	11/08/2019	285-464-43102	2131 Pear St--Offices--City Hall	11.18
45474-102819	92477	11/08/2019	505-119-43102	2131 Pear St--Offices--City Hall	11.18
54167-102819	92477	11/08/2019	100-345-43102	1600 Primrose Lane--Irrigation Use Only	647.87
54625-102819	92477	11/08/2019	209-558-43102	601 Tennent Ave--Memorial Hall	272.32
64589-102819	92477	11/08/2019	100-345-43102	659 Tennent Ave--Parks & Gardens--Blackies Storage	52.46

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
64595-102819	92477	11/08/2019	209-554-43102	635 Tennent Ave--Pinole Youth Center/CTV	54.38
64595-102819	92477	11/08/2019	505-119-43102	635 Tennent Ave--Pinole Youth Center/CTV	54.38
64596-102819	92477	11/08/2019	100-345-43102	2310 Park St--Fernandez Park Baseball Field	5,507.48
65167-102819	92477	11/08/2019	201-343-43102	2100 San Pablo Ave--Offices--Faria House	367.74
65168-102819	92477	11/08/2019	201-343-43102	2100 San Pablo Ave--Irrigation Use Only	52.46
65169-102819	92477	11/08/2019	201-343-43102	2100 San Pablo Ave--Offices--Faria House	95.50
65183-102819	92477	11/08/2019	201-343-43102	2361 San Pablo Ave--Old Bank Building	52.46
65190-102419	92477	11/08/2019	201-343-43102	813 Fernandez Ave--Irrigation Use Only	52.46
65395-102819	92477	11/08/2019	100-345-43102	1095 Nob Hill Ave--Parks & Gardens--Meadow Park	1,555.22
65422-102819	92477	11/08/2019	500-641-43102	80 TENNENT AVE--WASTE WATER TREATMENT PLANT	1,144.23
65553-102419	92477	11/08/2019	100-343-43102	2301 1/2 San Pablo Ave--Irrigation Use Only	79.24
65569-102819	92477	11/08/2019	209-558-43102	601 Tennent Ave--Memorial Hall	96.13
65922-102519	92477	11/08/2019	100-343-43102	636 Tennent Ave--Irrigation Use Only	52.46
65923-102819	92477	11/08/2019	100-231-43102	880 Tennent Ave--Public Safety Facility/Building	532.32
65924-102819	92477	11/08/2019	100-222-43102	880 Tennent Ave--Public Safety Facility/Building	674.20
65924-102819	92477	11/08/2019	100-223-43102	880 Tennent Ave--Public Safety Facility/Building	149.82
65924-102819	92477	11/08/2019	100-231-43102	880 Tennent Ave--Public Safety Facility/Building	674.21
66363-102819	92477	11/08/2019	100-345-43102	1818 Canyon Dr--Irrigation Use Only	516.14
66529-102419	92477	11/08/2019	100-345-43102	656 Pinole Shores Dr--Irrigation Use Only	79.24
66531-102419	92477	11/08/2019	100-343-43102	800 PINOLE SHORES DR--IRRIGATION USE ONLY	146.22
66532-102419	92477	11/08/2019	100-343-43102	901 Pinole Shores Dr--Irrigation Use Only	79.24
66535-102419	92477	11/08/2019	100-343-43102	1001 Pinole Shores Dr--Irrigation Use Only	79.24
66536-102819	92477	11/08/2019	100-343-43102	2401 Del Monte Way--Irrigation Use Only	52.46
66640-102419	92477	11/08/2019	100-343-43102	726 San Pablo Ave--Irrigation Use Only	79.24
66641-102819	92477	11/08/2019	100-343-43102	880 San Pablo Ave--Irrigation Use Only	540.90
66642-102419	92477	11/08/2019	100-343-43102	1400 San Pablo Ave--Irrigation Use Only	79.24
66643-102819	92477	11/08/2019	100-343-43102	2000 San Pablo Ave--Irrigation Use Only	79.24
70108-102919	92477	11/08/2019	310-347-43102	1303 Pinole Valley Rd--Irrigation Use Only	846.29
71919-102819	92477	11/08/2019	100-343-43102	2329 Orleans Dr--Irrigation Use Only	52.46
				Vendor EBM01 - EBMUD Total:	21,243.30
Vendor: ECO05 - ECOLAB					
6252332167	92480	11/08/2019	209-552-43804	KITCHEN CLEANING SUPPLIES-SC	1,122.48
				Vendor ECO05 - ECOLAB Total:	1,122.48

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
Vendor: ELE01 - ELECTRONIC INNOVATIONS, INC.					
70413	92481	11/08/2019	500-641-42107	SERVICE- TP	879.00
Vendor ELE01 - ELECTRONIC INNOVATIONS, INC. Total:					879.00
Vendor: 1592 - EMERGENCY SERVICES CONSULTING INTERNATIONAL					
19-380	92535	11/15/2019	105-231-42101	CONSULTING MONTHLY INVOICING	13,200.00
Vendor 1592 - EMERGENCY SERVICES CONSULTING INTERNATIONAL Total:					13,200.00
Vendor: 1655 - ENDRESS + HAUSER, INC.					
6002099152	92482	11/08/2019	500-641-42107	PARTS/SUPPLIES- TP	512.48
Vendor 1655 - ENDRESS + HAUSER, INC. Total:					512.48
Vendor: FOR02 - FORENSIC SERVICES DIVISION					
PIPD-319	92483	11/08/2019	100-222-42101	BLOOD WITHDRAWAL JULY- SPE 2019- PD	658.56
Vendor FOR02 - FORENSIC SERVICES DIVISION Total:					658.56
Vendor: FOS01 - FOSTER FLOW CONTROL					
19-3249	92484	11/08/2019	500-641-42107	PARTS- TP	1,867.08
19-3261	92536	11/15/2019	500-641-42107	PARTS- TP	166.16
Vendor FOS01 - FOSTER FLOW CONTROL Total:					2,033.24
Vendor: GAL02 - GALLS, LLC					
014096099	92485	11/08/2019	100-231-44410	DICKIES FLAT FRONT COTTON TROUSERS- FD	46.32
Vendor GAL02 - GALLS, LLC Total:					46.32
Vendor: GLO08 - GLOBALSTAR					
1000000010732779	92486	11/08/2019	525-118-43101	MONTHLY CHARGES	116.91
Vendor GLO08 - GLOBALSTAR Total:					116.91
Vendor: GRA03 - GRAINGER					
9330539512	92487	11/08/2019	500-641-42107	SUPPLIES/PARTS- TP	123.17
Vendor GRA03 - GRAINGER Total:					123.17
Vendor: VER02 - GTE MOBILNET OF CALIFORNIA LIMITED PARTNERSHIP					
9840178387	92488	11/08/2019	525-118-43101	PHONE/MONITORS PD/FD 9/16- 10/16 19	4,551.05
Vendor VER02 - GTE MOBILNET OF CALIFORNIA LIMITED PARTNERSHIP Total:					4,551.05
Vendor: HAC01 - HACH COMPANY					
11687320	92489	11/08/2019	500-641-44303	LAB SUPPLIES- TP	335.68
Vendor HAC01 - HACH COMPANY Total:					335.68
Vendor: HAR01 - HARRINGTON IND. PLASTICS					
006L4287	92537	11/15/2019	500-641-42107	PARTS- TP	287.90
Vendor HAR01 - HARRINGTON IND. PLASTICS Total:					287.90
Vendor: 1098 - HILLYARD, INC					
603646343	92490	11/08/2019	209-552-43811	SANITARY SUPPLIES- SC	401.17
Vendor 1098 - HILLYARD, INC Total:					401.17
Vendor: IED02 - IEDA, INC.					
22781	92538	11/15/2019	100-116-42101	LABOR RELATIONS CONSULTING FEES 11/01- 11/30/19	2,197.00
Vendor IED02 - IEDA, INC. Total:					2,197.00
Vendor: SMI23 - IRINA SMIRNOVA					
110219	92491	11/08/2019	209-20015	GIFT SHOP SENIOR CENTER	24.50
Vendor SMI23 - IRINA SMIRNOVA Total:					24.50
Vendor: CUL03 - ISING'S CULLIGAN-LIVERMORE					
379X02346802	92539	11/15/2019	500-641-44305	DEIONIZATION/PORTAB EXCHANGE SRVC 11/01- 11/30/19	449.19
Vendor CUL03 - ISING'S CULLIGAN-LIVERMORE Total:					449.19

WARRANT LISTING
Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
Vendor: MOO14 - ISSAC MOORE					
110119	92492	11/08/2019	209-552-43802	EXERCISE CLASS- SC	45.00
Vendor MOO14 - ISSAC MOORE Total:					45.00
Vendor: COR15 - JACQUELINE L CORL-SEIDEL					
110119	92493	11/08/2019	209-552-43802	BALANCE/YOGA CLASSES- SC	456.40
Vendor COR15 - JACQUELINE L CORL-SEIDEL Total:					456.40
Vendor: 1611 - JANICE M. BYER					
110119	92494	11/08/2019	209-552-43802	7 EXERCISE CLASSES- SC	315.00
Vendor 1611 - JANICE M. BYER Total:					315.00
Vendor: JAN92 - JAN-PRO OF THE GREATER BAY AREA					
94100	92495	11/08/2019	209-554-42108	NOV JANITORIAL SERVICES 635 TENNENT AVE	456.00
Vendor JAN92 - JAN-PRO OF THE GREATER BAY AREA Total:					456.00
Vendor: 1682 - KAY SHEN					
110119	92496	11/08/2019	209-552-43802	DAY/EVENING TAI CHI CLASSES- SC	360.85
Vendor 1682 - KAY SHEN Total:					360.85
Vendor: KEL09 - KELLER CANYON LANDFILL					
4212-000028602	92540	11/15/2019	500-641-44302	SLUDGE TO LANDFILL- TP	5,452.71
Vendor KEL09 - KELLER CANYON LANDFILL Total:					5,452.71
Vendor: 1567 - KEN GRADY COMPANY, INC.					
3822	92497	11/08/2019	500-641-42107	BISOLFITE ANALYZER PARTS- TP	882.99
Vendor 1567 - KEN GRADY COMPANY, INC. Total:					882.99
Vendor: KNO03 - KNORR SYSTEMS, INC.					
51216801	92541	11/15/2019	209-557-42108	MINI BULK-SODIUM HYPOCHLORITE- SWIM CENTER	1,225.66
Vendor KNO03 - KNORR SYSTEMS, INC. Total:					1,225.66
Vendor: KUB00 - KUBWATER RESOURCES, INC.					
09056	92498	11/08/2019	500-641-44303	ZETAG TOTE- TP	8,416.41
09072	92498	11/08/2019	500-641-44303	ZETAG TOTE- TP	11,464.71
Vendor KUB00 - KUBWATER RESOURCES, INC. Total:					19,881.12
Vendor: LAK01 - LAKESHORE					
2750191019	92542	11/15/2019	209-553-42514	SUPPLIES- TT	77.78
Vendor LAK01 - LAKESHORE Total:					77.78
Vendor: LAN01 - LANER ELECTRIC SUPPLY, INC.					
898936	92543	11/15/2019	209-558-42108	PLAYHOUSE OUTDOOR LIGHTS	265.26
Vendor LAN01 - LANER ELECTRIC SUPPLY, INC. Total:					265.26
Vendor: 1450 - LIKIBER INC. -RUBENSTEIN SUPPLY COMPANY					
52058290.001	92544	11/15/2019	100-343-42108	SUPPLIES/PARTS- PW	154.65
Vendor 1450 - LIKIBER INC. -RUBENSTEIN SUPPLY COMPANY Total:					154.65
Vendor: 1566 - MANAGEMENT PARTNERS, INC.					
INV07875	92499	11/08/2019	106-110-42101	CITY COUNCIL TAMBUILDING AND STRATEGIC PLANNING	9,300.00
Vendor 1566 - MANAGEMENT PARTNERS, INC. Total:					9,300.00
Vendor: IRV03 - MARGARET M IRVIN					
110119	92500	11/08/2019	209-552-43802	WRITING CLASS- SC	48.30
Vendor IRV03 - MARGARET M IRVIN Total:					48.30
Vendor: 1725 - MELISSA DRAKE					
100519	92501	11/08/2019	209-554-38112	PYC REFUND FOR RESERVATION CANCELLED FOR 10/27/19	665.00
Vendor 1725 - MELISSA DRAKE Total:					665.00
Vendor: MEY01 - MEYERS, NAVE, RIBACK, SILVER					
2019070208	92502	11/08/2019	100-114-42102	GENERAL SERVICES- LABOR AND EMPLOYMENT	2,669.97

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
2019070209	92502	11/08/2019	100-114-42102	SENIOR CENTER INVESTIGATION	4,242.89
Vendor MEY01 - MEYERS, NAVE, RIBACK, SILVER Total:					6,912.86
Vendor: MUN10 - MUNICIPAL EMERGENCY SERVICES INC.					
IN1389766	92503	11/08/2019	100-231-44410	UNION LEATHER BOOT- FD	454.41
Vendor MUN10 - MUNICIPAL EMERGENCY SERVICES INC. Total:					454.41
Vendor: 1724 - NAPA SOLANO S.A.N.E/S.A.R.T					
5420	92504	11/08/2019	100-222-42101	SEXUAL ASSAULT EXAM SERVICES- PD	2,400.00
Vendor 1724 - NAPA SOLANO S.A.N.E/S.A.R.T Total:					2,400.00
Vendor: NEN00 - NATIONAL EMERGENCY NUMBER ASSN (NENA)					
300048325	92545	11/15/2019	100-222-42401	MEMBER DUES TELECOMMUNICATOR- PD	55.00
300050736	92545	11/15/2019	100-222-42401	MEMBER DUES PUBLIC SECTOR- PD	142.00
Vendor NEN00 - NATIONAL EMERGENCY NUMBER ASSN (NENA) Total:					197.00
Vendor: 1718 - NOAH ROSSI					
110119	92505	11/08/2019	100-231-44410	SAFETY BOOTS FOR ACADEMY- PD	289.49
Vendor 1718 - NOAH ROSSI Total:					289.49
Vendor: MEJ04 - NORMA MEJIA					
110119	92506	11/08/2019	209-552-43802	ZUMBA CLASSES- SC	880.60
Vendor MEJ04 - NORMA MEJIA Total:					880.60
Vendor: O'R01 - O'REILLY AUTOMOTIVE, INC					
OCT 28 19	92507	11/08/2019	100-221-42107	MONTHLY STMT FULL PAYMENT	166.46
OCT 28 19	92507	11/08/2019	100-343-42107	MONTHLY STMT FULL PAYMENT	245.40
OCT 28 19	92507	11/08/2019	100-345-42107	MONTHLY STMT FULL PAYMENT	42.57
OCT 28 19	92507	11/08/2019	500-642-42107	MONTHLY STMT FULL PAYMENT	32.76
Vendor O'R01 - O'REILLY AUTOMOTIVE, INC Total:					487.19
Vendor: PAC55 - PACIFIC SITE MANAGEMENT					
53433	92546	11/15/2019	100-222-42108	MONTHLY LANDSCAPE MAINTENANCE	122.50
53433	92546	11/15/2019	100-231-42108	MONTHLY LANDSCAPE MAINTENANCE	327.50
53433	92546	11/15/2019	100-343-42108	MONTHLY LANDSCAPE MAINTENANCE	174.40
53433	92546	11/15/2019	100-345-42108	MONTHLY LANDSCAPE MAINTENANCE	5,619.33
53433	92546	11/15/2019	200-342-42108	MONTHLY LANDSCAPE MAINTENANCE	326.00
53433	92546	11/15/2019	201-343-42108	MONTHLY LANDSCAPE MAINTENANCE	532.60
53433	92546	11/15/2019	209-552-42108	MONTHLY LANDSCAPE MAINTENANCE	198.00
53433	92546	11/15/2019	209-553-42108	MONTHLY LANDSCAPE MAINTENANCE	206.00
53433	92546	11/15/2019	209-557-42108	MONTHLY LANDSCAPE MAINTENANCE	206.00
53433	92546	11/15/2019	310-347-42108	MONTHLY LANDSCAPE MAINTENANCE	60.00
53433	92546	11/15/2019	310-348-42108	MONTHLY LANDSCAPE MAINTENANCE	65.00
Vendor PAC55 - PACIFIC SITE MANAGEMENT Total:					7,837.33
Vendor: LON02 - PATRICIA LONG					
110119	92508	11/08/2019	209-552-43802	CWLD CLASSES- SC	290.50
Vendor LON02 - PATRICIA LONG Total:					290.50

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
Vendor: PER33 - PERMIT SERVICES, INC.					
111219	92547	11/15/2019	212-461-34113	REFUND FOR CANCELLED (WITHDRAWN) PERMIT	16.15
111219	92547	11/15/2019	212-461-34113	REFUND FOR CANCELLED (WITHDRAWN) PERMIT	16.15
111219	92547	11/15/2019	212-462-33210	REFUND FOR CANCELLED (WITHDRAWN) PERMIT	76.87
111219	92547	11/15/2019	212-462-34217	REFUND FOR CANCELLED (WITHDRAWN) PERMIT	8.00
Vendor PER33 - PERMIT SERVICES, INC. Total:					117.17
Vendor: PGE01 - PG&E					
NOV 06 19-3834	92548	11/15/2019	100-231-43103	3790 PINOLE VALLEY RD FIRESTATION	46.52
OCT 21 19-6747	92509	11/08/2019	200-342-43103	RAMONA & PINOLE VALLEY- TRAFFIC SIGNAL & ST LIGHT	58.22
OCT 22 19-2222	92509	11/08/2019	100-345-43103	STREET AND HIGHWAY LIGHTING	49.39
OCT 22 19-2222	92509	11/08/2019	200-342-43103	STREET AND HIGHWAY LIGHTING	14,723.64
OCT 22 19-2222	92509	11/08/2019	310-347-43103	STREET AND HIGHWAY LIGHTING	280.00
OCT 22 19-2222	92509	11/08/2019	310-348-43103	STREET AND HIGHWAY LIGHTING	400.00
OCT 28 19-4256	92509	11/08/2019	500-641-43103	11 TENNANT AVE	56,733.66
OCT 28 19-4430	92509	11/08/2019	100-345-43103	S/O MARLESTA 1ST POLE- SPRINKLER CONTROLLER	10.33
OCT 28 19-7547	92509	11/08/2019	100-222-43103	880 Tennent Ave-Public Safety Facility	3,608.33
OCT 28 19-7547	92509	11/08/2019	100-223-43103	880 Tennent Ave-Public Safety Facility	721.67
OCT 28 19-7547	92509	11/08/2019	100-231-43103	880 Tennent Ave-Public Safety Facility	2,886.66
OCT 28 19-9961	92509	11/08/2019	209-552-43103	2500 CHARLES ST-SENIOR CENTER	4,061.34
OCT 29 19-6521	92509	11/08/2019	200-342-43103	IFO 971 SAN PABLO AVE- TRAFFIC SIGNAL CONTROL	93.10
OCT 29 19-6897	92509	11/08/2019	200-342-43103	PINOLE VALLEY RD & ESTATES, AVE-TRAFFIC LIGHT CTRL	49.89
OCT 31 19-0887	92509	11/08/2019	200-342-43103	PINON AVE & SAN PABLO AVE TRAFFIC SIGNAL	56.92
OCT 31 19-1093	92509	11/08/2019	500-642-43103	W END/HAZEL AVE SEWAGE PLANT	511.48
OCT 31 19-2182	92509	11/08/2019	200-342-43103	OAKRIDGE/SAN PABLO AVE TRAFFIC SIGNAL	59.98
Vendor PGE01 - PG&E Total:					84,351.13
Vendor: 1009 - PRECISION IT CONSULTING					
10262	92549	11/15/2019	525-118-42510	ACROBAT PRO FOR JON ROBERTS	399.18
10265	92549	11/15/2019	525-118-42105	CABLES FOR SWITCHES AT CITY HALL	332.46
10310	92549	11/15/2019	525-118-42510	AGREEMENT PRECISION 360 OFFICE 365- IT	2,760.00
10325	92549	11/15/2019	525-118-42106	VMWARE RENEWAL SINGLE YEAR- IT	68.34
10334	92549	11/15/2019	525-118-42105	MERAKI LICENSE RENEWAL 3 YEARS- IT	1,260.00
10342	92549	11/15/2019	525-118-42105	DATTO BACKUP INVOICING FOR PUBLIC SAFETY	2,460.00
10343	92549	11/15/2019	525-118-42101	AGREEMENT PRECISION 360 GOLD DECEMBER BILLING	12,500.00
10343	92549	11/15/2019	525-118-42105	AGREEMENT PRECISION 360 GOLD DECEMBER BILLING	820.00

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
10343	92549	11/15/2019	525-118-42105	AGREEMENT PRECISION 360 GOLD DECEMBER BILLING	995.00
10343	92549	11/15/2019	525-118-42106	AGREEMENT PRECISION 360 GOLD DECEMBER BILLING	80.30
10343	92549	11/15/2019	525-118-42106	AGREEMENT PRECISION 360 GOLD DECEMBER BILLING	163.30
Vendor 1009 - PRECISION IT CONSULTING Total:					21,838.58
Vendor: PRO18 - PROTECTION 1 / ADT					
OCT 30 19-0999	92550	11/15/2019	209-553-42108	TINY TOTS ALARM MONITORING SVCS	78.45
Vendor PRO18 - PROTECTION 1 / ADT Total:					78.45
Vendor: R&S01 - R & S ERECTION OF RICHMOND, INC.					
96788C	92510	11/08/2019	100-231-42108	TIME/MATERIAL/SERVICE- FO	264.00
Vendor R&S01 - R & S ERECTION OF RICHMOND, INC. Total:					264.00
Vendor: RIC06 - RICHMOND BLUEPRINT & LITHO CO INC					
6138	92551	11/15/2019	100-222-42108	SCAN/COPY/DELIVERY CHARGES- PSB	847.23
Vendor RIC06 - RICHMOND BLUEPRINT & LITHO CO INC Total:					847.23
Vendor: SIE09 - SIERRA TRUCK AND VAN, INC.					
291028018	92552	11/15/2019	100-343-42107	VEHICLE MAINTENANCE- PW	3,652.13
291028020	92552	11/15/2019	100-343-42107	VEICHL E MAINTENANCE- PW	2,743.85
Vendor SIE09 - SIERRA TRUCK AND VAN, INC. Total:					6,395.98
Vendor: SQU00 - SQUARE DEAL GARAGE					
29460	92553	11/15/2019	100-221-42107	VEHICLE MAINTENACE/REPAIRS- PD	523.17
29620	92553	11/15/2019	100-221-42107	VEHICLE MAINTENANCE- PD	1,247.07
29678	92553	11/15/2019	100-343-42107	VEHICLE MAINTENANCE- PW	578.87
Vendor SQU00 - SQUARE DEAL GARAGE Total:					2,349.11
Vendor: STA56 - STAILING S&S RV REPAIRS					
6237-808	92554	11/15/2019	100-221-42107	REPAIRS- PD	121.00
6238-P890	92554	11/15/2019	100-221-42107	REPAIRS- PD	110.00
6239-891	92554	11/15/2019	100-221-42107	REPAIRS- PD	603.99
6240-806	92554	11/15/2019	100-221-42107	SERVICE REPAIR- PD	220.00
6241-801	92554	11/15/2019	100-221-42107	REPAIRS- PD	44.00
6242-808	92554	11/15/2019	100-221-42107	REPAIRS- PD	245.32
6243-808	92554	11/15/2019	100-221-42107	REPAIRS- PD	212.32
Vendor STA56 - STAILING S&S RV REPAIRS Total:					1,556.63
Vendor: 1719 - STANTEC ARCHITECTURE					
100819	92511	11/08/2019	212-461-33217	REFUND OVERPAYMENT OF PLANNING APPLICATION FEES	1,886.00
100819	92511	11/08/2019	212-461-38404	REFUND OVERPAYMENT OF PLANNING APPLICATION FEES	449.00
Vendor 1719 - STANTEC ARCHITECTURE Total:					2,335.00
Vendor: STA42 - STAPLES BUSINESS CREDIT					
OCT 25 19	92512	11/08/2019	100-110-42514	MONTHLY STMT FULL PAYMENT	43.99
OCT 25 19	92512	11/08/2019	100-112-42201	MONTHLY STMT FULL PAYMENT	156.67
OCT 25 19	92512	11/08/2019	100-115-42201	MONTHLY STMT FULL PAYMENT	57.17
OCT 25 19	92512	11/08/2019	100-117-42201	MONTHLY STMT FULL PAYMENT	390.77
OCT 25 19	92512	11/08/2019	100-223-42201	MONTHLY STMT FULL PAYMENT	879.92
Vendor STA42 - STAPLES BUSINESS CREDIT Total:					1,528.52
Vendor: STE20 - STERICYCLE, INC.					
3004873017	92513	11/08/2019	100-222-42101	STERI-SAFE ECONOMY MONTHLY CHARGES- PD	53.12
Vendor STE20 - STERICYCLE, INC. Total:					53.12

WARRANT LISTING
Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
Vendor: SUG01 - SUGAR CITY BUILDING MATERIALS COMPANY					
48592	92555	11/15/2019	100-343-42108	STD OE BB BLOCK- PW	5.90
Vendor SUG01 - SUGAR CITY BUILDING MATERIALS COMPANY Total:					5.90
Vendor: DOD02 - SUSAN BOYLE DODGE					
110119	92514	11/08/2019	209-552-43806	LINE DANCE CLASSES- SC	180.00
Vendor DOD02 - SUSAN BOYLE DODGE Total:					180.00
Vendor: SWR03 - SWRCB OFFICE OF OPERATOR					
103019	92515	11/08/2019	500-641-42401	OIT I CERTIFICATE- TP	125.00
Vendor SWR03 - SWRCB OFFICE OF OPERATOR Total:					125.00
Vendor: TOD01 - TED TODD					
19-005	92516	11/08/2019	100-221-42101	PRE-EMPLOYMENT POLYGRAPH EXAMINATION	700.00
Vendor TOD01 - TED TODD Total:					700.00
Vendor: FIR34 - THE FIRST SIGNS OF FIRE					
519.0552	92556	11/15/2019	100-231-42107	EQUIPMENT MARKERS- FD	132.00
Vendor FIR34 - THE FIRST SIGNS OF FIRE Total:					132.00
Vendor: UNI38 - UNIVAR USA INC					
SI965761	92517	11/08/2019	500-641-44303	CHEMICALS- TP	3,573.22
SI969038	92517	11/08/2019	500-641-44303	CHEMICALS- TP	3,618.17
SI970200	92557	11/15/2019	500-641-44303	CHEMICALS- TP	3,611.62
SI970234	92557	11/15/2019	500-641-44303	CHEMICALS- TP	4,898.94
Vendor UNI38 - UNIVAR USA INC Total:					15,701.95
Vendor: UNI07 - UNIVERSAL BUILDING SVCS.					
251154	92518	11/08/2019	209-554-42108	SANITARY SUPPLIES FOR YOUTH CENTER	107.23
251155	92518	11/08/2019	209-554-42108	SANITARY SUPPLIES FOR YOUTH CENTER	2.52
251165	92518	11/08/2019	100-343-42108	SANITARY SUPPLIES FOR CORP YARD	244.77
251434	92558	11/15/2019	100-343-42108	SANITARY SUPPLIES- CITY HALL	232.72
469416	92558	11/15/2019	100-343-42108	OCT 2019 JANITORIAL SERVICES CITY HALL	1,039.00
469417	92558	11/15/2019	100-222-42108	OCT 2019 JANITORIAL SERVICES- PD/PSB	1,141.50
469417	92558	11/15/2019	100-223-42108	OCT 2019 JANITORIAL SERVICES- PD/PSB	1,141.50
469418	92558	11/15/2019	209-557-42108	OCT 2019 JANITORIAL SERVICES SWIM CENTER	477.00
Vendor UNI07 - UNIVERSAL BUILDING SVCS. Total:					4,386.24
Vendor: LUK00 - VIVienne F. KEARSLEY-LUKE					
110119	92519	11/08/2019	209-552-43802	GENTLE YOGA CLASSES- SC	135.10
Vendor LUK00 - VIVienne F. KEARSLEY-LUKE Total:					135.10
Vendor: WIL52 - WILL DAN FINANCIAL SERVICES					
010-42960	92520	11/08/2019	500-642-42101	SPECIAL DIST ADM FOR FISCAL YEAR 2019/20	3,165.62
Vendor WIL52 - WILL DAN FINANCIAL SERVICES Total:					3,165.62
Vendor: 1721 - WU, SONG FA					
100819	92521	11/08/2019	723-20302	RELEASE OF ASSET SEIZURE CASE# 18-0738	2,077.00
Vendor 1721 - WU, SONG FA Total:					2,077.00
Vendor: XER01 - XEROX CORPORATION					
097707411	92559	11/15/2019	525-118-42107	EQUIPMENT/MAINTENANCE/SU PPLY- CITY HALL FL 2	916.45
097707412	92559	11/15/2019	525-118-42107	EQUIPMENT/MAINTENANCE/SU PPLY- FD STATION 73	77.72
097707413	92559	11/15/2019	525-118-42107	EQUIPMENT/MAINTENANCE/SU PPLY- CORP YARD	238.13
097707416	92559	11/15/2019	525-118-42107	EQUIPMENT/MAINTENANCE/SU PPLY- WPCP	237.68

WARRANT LISTING

Payment Dates: 11/02/2019 - 11/15/2019

Payable Number	Payment Number	Payment Date	Account Number	Description (Payable)	Amount
097707417	92559	11/15/2019	525-118-42107	EQUIPMENT/MAINTENANCE/SU PPLY- 880 TENNENT AVE	411.71
097837431	92559	11/15/2019	525-118-42107	EQUIPMENT/MAINTENANCE/SU PPLY- PD RECORDS	454.05
Vendor XER01 - XEROX CORPORATION Total:					2,335.74
Vendor: 1596 - XIAO HONG ZHU					
110819	92560	11/15/2019	500-641-42201	REIMBURSEMENT TOLL FEE TO ATTEND CLASS B LICENSE	6.00
Vendor 1596 - XIAO HONG ZHU Total:					6.00
Grand Total:					539,707.24

Report Summary

Fund Summary

Fund	Payment Amount
100 - General Fund	294,101.93
105 - Measure S -2006	13,200.00
106 - MEASURE S-2014	12,688.40
200 - Gas Tax Fund	26,435.52
201 - Restricted Real Estate Maintenance Fund	1,738.00
207 - NPDES Storm Water Fund	123.20
209 - Recreation Fund	26,231.18
212 - Building & Planning	3,475.03
215 - Measure C and J Fund	154.44
285 - Housing Land Held for Resale	15.55
310 - Lighting & Landscape Districts	2,106.48
500 - Sewer Enterprise Fund	112,543.47
505 - Cable Access TV	69.93
525 - Information Systems	43,818.28
704 - Asset Seizure-Unadjudicated	928.83
723 - Police Evidence Trust	2,077.00
Grand Total:	539,707.24

Account Summary

Account Number	Account Name	Payment Amount
100-10601	Gas Tanks/Corp Yard	1,920.14
100-10602	Gas Tanks/Fire Station	2,348.36
100-110-42514	Admin Exp/Special Depart	43.99
100-110-43102	Utilities/Water	9.28
100-111-43102	Utilities/Water	22.21
100-112-42201	Office Expense	156.67
100-112-42514	Admin Exp/Special Depart	205.04
100-112-43102	Utilities/Water	20.36
100-114-42102	Prof Svcs/Attorney Servic...	6,912.86
100-115-42201	Office Expense	57.17
100-115-43102	Utilities/Water	60.34
100-116-42101	Prof Svcs/Professional Ser...	2,197.00
100-116-43102	Utilities/Water	20.36
100-117-41004	Emp Benefits/PERS Retir...	181,731.00
100-117-42101	Prof Svcs/Professional Ser...	29,573.61
100-117-42201	Office Expense	390.77
100-117-43102	Utilities/Water	162.90
100-221-42101	Prof Svcs/Professional Ser...	700.00
100-221-42107	Prof Svcs/Equipment Mai...	3,493.33
100-222-42101	Prof Svcs/Professional Ser...	3,111.68
100-222-42108	Prof Svcs/Building-Structu...	4,298.10
100-222-42201	Office Expense	71.91
100-222-42401	Dues & Pub/Memberships	197.00
100-222-42514	Admin Exp/Special Depart	176.35
100-222-43102	Utilities/Water	674.20
100-222-43103	Utilities/Electricity & Pow...	3,608.33
100-222-44410	Safety Clothing	18.04
100-223-42108	Prof Svcs/Building-Structu...	1,141.50
100-223-42201	Office Expense	879.92
100-223-43102	Utilities/Water	149.82
100-223-43103	Utilities/Electricity & Pow...	721.67
100-231-42107	Prof Svcs/Equipment Mai...	10,954.32
100-231-42108	Prof Svcs/Building-Structu...	591.50
100-231-43101	Utilities/Telephone	25.95
100-231-43102	Utilities/Water	1,206.53
100-231-43103	Utilities/Electricity & Pow...	2,933.18
100-231-44410	Safety Clothing	1,426.29

Account Summary

Account Number	Account Name	Payment Amount
100-341-42201	Office Expense	75.38
100-343-42107	Prof Svcs/Equipment Mai...	7,220.25
100-343-42108	Prof Svcs/Building-Structu...	5,425.07
100-343-42514	Admin Exp/Special Depart	487.75
100-343-43102	Utilities/Water	2,297.74
100-343-44410	Safety Clothing	480.07
100-345-42107	Prof Svcs/Equipment Mai...	42.57
100-345-42108	Prof Svcs/Building-Structu...	5,619.33
100-345-43102	Utilities/Water	10,182.37
100-345-43103	Utilities/Electricity & Pow...	59.72
105-231-42101	Prof Svcs/Professional Ser...	13,200.00
106-110-42101	Prof Svcs/Professional Ser...	9,300.00
106-345-47203	Improvements/Parks	3,388.40
200-342-42101	Prof Svcs/Professional Ser...	11,005.67
200-342-42108	Prof Svcs/Building-Structu...	326.00
200-342-42514	Admin Exp/Special Depart	10.27
200-342-43102	Utilities/Water	51.83
200-342-43103	Utilities/Electricity & Pow...	15,041.75
201-343-42108	Prof Svcs/Building-Structu...	532.60
201-343-43102	Utilities/Water	1,205.40
207-344-44410	Safety Clothing	123.20
209-20015	Accounts Payable/Vendor...	24.50
209-20309	Deposits Payable/Recreat...	250.00
209-552-38112	Rental Income/Facility Re...	574.08
209-552-42108	Prof Svcs/Building-Structu...	1,086.79
209-552-42514	Admin Exp/Special Depart	49.75
209-552-43102	Utilities/Water	2,609.30
209-552-43103	Utilities/Electricity & Pow...	4,061.34
209-552-43802	Program Cost/Class Fees	3,116.75
209-552-43804	Program Cost/Food Progr...	2,912.07
209-552-43805	Program Cost/Travel	4,680.00
209-552-43806	Program Cost/Dance Prog...	180.00
209-552-43810	Program Cost/Center Mai...	169.71
209-552-43811	Program Cost/Supplies	401.17
209-553-42108	Prof Svcs/Building-Structu...	284.45
209-553-42514	Admin Exp/Special Depart	77.78
209-554-38112	Rental Income/Facility Re...	993.38
209-554-42108	Prof Svcs/Building-Structu...	1,336.87
209-554-43102	Utilities/Water	54.38
209-554-43812	Program Cost/Youth Cent...	150.00
209-557-42108	Prof Svcs/Building-Structu...	2,128.66
209-558-42108	Prof Svcs/Building-Structu...	721.75
209-558-43102	Utilities/Water	368.45
212-461-33217	Permits/Sign Permit	1,886.00
212-461-34113	Review Fees/Gen-Specific...	32.30
212-461-38404	Other Rev/Miscellaneous ...	449.00
212-461-42101	Prof Svcs/Professional Ser...	301.75
212-461-42514	Admin Exp/Special Depart	173.86
212-461-43102	Utilities/Water	19.63
212-462-33210	Permits/Building Permit	76.87
212-462-34211	Fees/CA State Building Fee	475.42
212-462-34217	Fees/Permit Automate-Te...	8.00
212-462-43102	Utilities/Water	52.20
215-341-43101	Utilities/Telephone	154.44
285-464-43102	Utilities/Water	15.55
310-347-42101	Prof Svcs/Professional Ser...	303.46
310-347-42108	Prof Svcs/Building-Structu...	60.00
310-347-43102	Utilities/Water	846.29

Account Summary

Account Number	Account Name	Payment Amount
310-347-43103	Utilities/Electricity & Pow...	280.00
310-348-42101	Prof Svcs/Professional Ser...	151.73
310-348-42108	Prof Svcs/Building-Structu...	65.00
310-348-43103	Utilities/Electricity & Pow...	400.00
500-10601	Gas Tanks/Corp Yard	2,485.59
500-641-42107	Prof Svcs/Equipment Mai...	4,740.19
500-641-42201	Office Expense	6.00
500-641-42401	Dues & Pub/Memberships	125.00
500-641-43102	Utilities/Water	1,144.23
500-641-43103	Utilities/Electricity & Pow...	56,733.66
500-641-44302	Other Materials Supp/Slu...	5,452.71
500-641-44303	Other Materials Supp/Ch...	35,918.75
500-641-44305	Other Materials Supp/Lab...	567.98
500-641-44410	Safety Clothing	1,483.75
500-642-42101	Prof Svcs/Professional Ser...	3,165.62
500-642-42107	Prof Svcs/Equipment Mai...	32.76
500-642-43103	Utilities/Electricity & Pow...	511.48
500-642-44410	Safety Clothing	175.75
505-119-43102	Utilities/Water	69.93
525-118-42101	Prof Svcs/Professional Ser...	12,500.00
525-118-42105	Prof Svcs/Network Maint...	5,867.46
525-118-42106	Prof Svcs/Software Maint...	15,287.94
525-118-42107	Prof Svcs/Equipment Mai...	2,335.74
525-118-42510	Admin Exp/Software Purch	3,159.18
525-118-43101	Utilities/Telephone	4,667.96
704-20011	Accounts Payable/Miscell...	928.83
723-20302	Deposits Payable/Police E...	2,077.00
	Grand Total:	539,707.24

Project Account Summary

Project Account Key	Payment Amount
None	539,707.24
Grand Total:	539,707.24

Approved By: _____

Date: 11/14/19



CITY COUNCIL REPORT

7C

DATE: NOVEMBER 19, 2019

TO: MAYOR AND COUNCIL MEMBERS

FROM: ANDREA MILLER, FINANCE DIRECTOR

**SUBJECT: RECEIVE THE QUARTERLY INVESTMENT REPORT FOR THE
QUARTER ENDING SEPTEMBER 30, 2019**

RECOMMENDATION

Receive the Quarterly Investment Report for the quarter ending September 30, 2019.

BACKGROUND

The City of Pinole Investment Policy calls for a Quarterly Investment Report to be submitted to the City Council. The enclosed Investment Report for the reporting period ended September 30, 2019 conforms to the reporting guidelines for California public agencies set forth in Section 53646 of the Government Code.

REVIEW AND ANALYSIS

All investments held at September 30, 2019 conform to the City's Investment Policy and State Regulations. A summary of the balances held in the investment portfolio (Attachment A), at September 30, 2019, follows:

Investments	Market Value	% of Portfolio
Investment Pool - LAIF	23,814,160	61.19%
Investment Pool - JPA	3,241,661	8.33%
Money Market Savings	4,669,651	12.00%
Mutual Funds	64,538	0.17%
Certificates of Deposit	3,608,245	9.27%
Medium-Term Corporate Notes	1,523,735	3.92%
Federal Agency Securities	1,995,320	5.13%
Investment Total	\$ 38,917,311	100.0%

Investment Yield and Duration:

The current aggregate yield of the City's investment portfolio is stabilized at 1.777%. This investment yield is lower than the current yield of 2.390% for the State of California's Local Agency Investment Fund (LAIF). LAIF yields have continued to increase over the past year, and are higher than long-term investment yields in some cases which have caused our aggregate yield to be slightly less than the LAIF yield. In addition, 12% of our portfolio is in money market savings accounts which earn 0.063% interest. LAIF and other pooled funds make up 69.69% of our investment portfolio.

Long-term investments make up 18.32% of our portfolio, and currently yield 2.252% average; which is slightly more than LAIF. Earnings on investments held until maturity typically fluctuate with market conditions and are considered "unrealized" prior to maturity. The City expects to yield a gain on all investments at maturity.

Investments	Q1-2020 Yield	Q1-2019 Yield
Investment Pool - LAIF	2.390	2.090
Investment Pool - JPA	1.940	2.505
Money Market Savings	0.063	0.063
Mutual Funds	1.750	1.620
Certificates of Deposit	2.032	1.937
Medium-Term Corporate Notes	2.710	2.975
Federal Agency Securities	2.015	1.578
Municipal Bonds	[1] 0.000	2.260
Average Yield	1.777	1.828

[1] Municipal Bonds are at 0% yield because the City no longer holds any.

Cash Flows:

Sufficient cash inflows were available from July 2019 through September 2019 to meet all City expenditures. In addition, the City has sufficient cash flow at September 30, 2019 to cover anticipated expenditures through the next six months.

Investment Strategy:

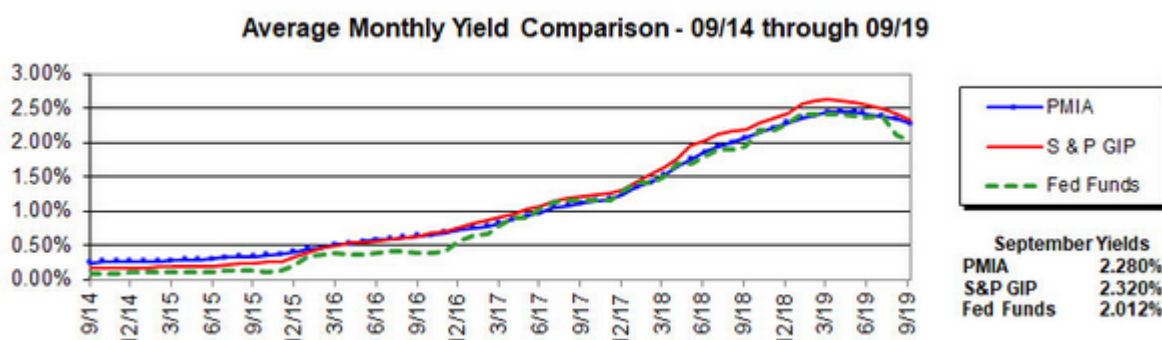
The City utilizes a passive investment management approach by buying and holding securities until maturity. A "laddered maturity" investment strategy is applied to a portion of the asset allocation in our investment portfolio, currently 18.32%. A laddered portfolio is structured with securities that have different maturity dates. As securities are called or mature, proceeds are reinvested in a new security with a longer term at the end of the ladder. Laddering helps to minimize interest-rate risk, increase liquidity, and diversify credit risk.

Of the total investment portfolio, 86.5% is held in investment pools and money market accounts. Of this amount, LAIF currently represents 69.69% of the City's investment portfolio. Interest earnings of \$148,893 were generated in LAIF for the quarter ended September 30, 2019. The Investment Policy allows for up to 100% of the City's investment portfolio in LAIF which is currently at 2.390% yield.

Safekeeping for a General Reserve Investment Account:

The City continues to maintain a Safekeeping account to augment the City's participation in the State's Local Agency Investment Fund (LAIF) and the County's CalTrust Pools. This provides the Finance Director with the ability to implement a directed investment plan with longer investment duration thereby yielding greater investment earnings on federal agency securities of comparable credit risk.

The Federal Reserve has cut interest rates three times since July; by 0.25% on July 31, 2019, by 0.25% on September 18, 2019, and by another 0.25% on October 30, 2019. The Federal Funds Rate has historically compared to LAIF (PMIA, Pooled Money Investment Account) interest rates (see chart below).



Staff continues to monitor rates of return on City funds invested and make recommendations as needed to complement our participation in LAIF and to maintain steady investment yields. All City investments held are in accordance with the City's Investment Policy.

FISCAL IMPACT

All City cash and investments are pooled and interest is allocated to funds quarterly based on the average balance of each fund during the quarter ending. Interest earnings for the period ending September 30, 2019 are higher than the prior year's first quarter earnings of \$75,976 as a result of the increase in LAIF account allocations and higher yields.

ATTACHMENTS

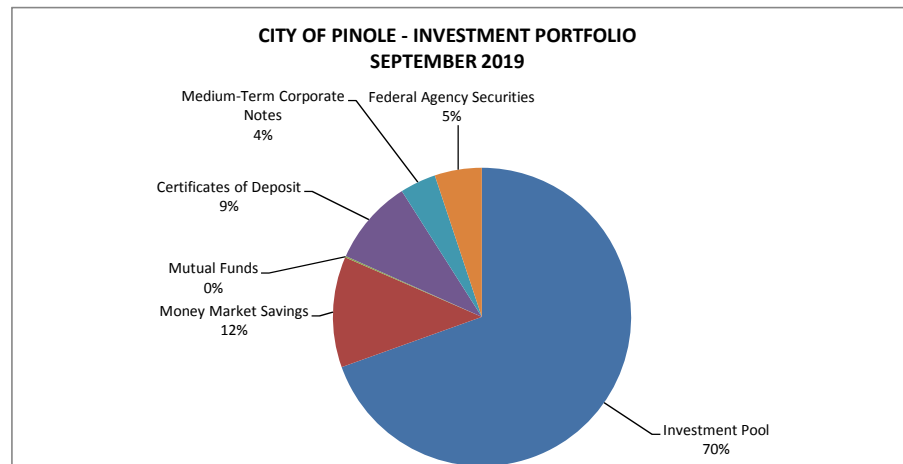
A –Investment Report - Quarter Ending September 30, 2019

**CITY OF PINOLE
INVESTMENT REPORT SEPTEMBER 2019
PORTFOLIO SUMMARY**

Investments	Par Value	Market Value	Book Value	% of Portfolio	Days to Maturity	Yield	Weighted Average Maturity
Investment Pool - LAIF	23,814,160	23,814,160	23,814,160	61.19%	1	2.390	1
Investment Pool - JPA	3,241,661	3,241,661	3,241,661	8.33%	1	1.940	0
Money Market Savings	4,669,651	4,669,651	4,669,651	12.00%	1	0.063	0
Mutual Funds	64,538	64,538	64,538	0.17%	1	1.750	0
Certificates of Deposit	3,595,000	3,608,245	3,608,245	9.27%	917	2.032	6
Medium-Term Corporate Notes	1,500,000	1,523,735	1,523,735	3.92%	708	2.710	9
Federal Agency Securities	2,000,000	1,995,320	1,995,320	5.13%	838	2.015	21
Subtotal Investments	\$ 38,885,011	\$ 38,917,311	38,917,311	100.00%	411	1.777	6
Average Years:							1.1
Cash							
Mechanics Bank - Vendor Checking *	1,649,955	1,649,955	1,649,955		1		
Bank of the West - Payroll Checking *	1,403,059	1,403,059	1,403,059		1		
Bank of the West - Checking (Credit Card Clearing) *	527,091	527,091	527,091		1		
Subtotal Cash	3,580,104	3,580,104	3,580,104		1		
Total Cash and Investments	\$ 42,465,115	\$ 42,497,415	\$ 42,497,415				

*Not included in yield calculations

The above investments are consistent with the City's Investment Policy and allowable under current legislation of the State of California. Investments were selected using safety, liquidity and yield as the criteria. The source of the market values for the investments are provided by US Bank in accordance with the California Government Code requirement. The City has sufficient cash flow to cover anticipated expenditures through the next six months.



CITY OF PINOLE
INVESTMENT REPORT SEPTEMBER 2019
PORTFOLIO DETAILS

Type / Account Number	CUSIP	Issuer	Investment Description	Manager	GL Acct #	Par Value	Market Value	Book Value	Rate	Yield	Days to Maturity	S&P Rating	Maturity Date	Weighted Average Maturity
Investment Pool														
		Local Agency Investment Fund (LAIF)	Pooled Treasury - State of California	LAIF	999-10201	23,814,160	23,814,160	23,814,160	2.390	2.390	1	N/A		1
		CalTrust - Short Term Fund (City)	Pooled Treasury - Joint Power Financing Authority	CalTrust	999-10202	23,993	23,993	23,993	2.100	2.100	1	N/A		0
		CalTrust - Medium Term Fund (City)	Pooled Treasury - Joint Power Financing Authority	CalTrust	999-10203	3,217,669	3,217,669	3,217,669	1.780	1.780	1	N/A		0
			Subtotal and Average			27,055,821	27,055,821	27,055,821	2.090	2.090	1			0
Money Market Savings														
		Mechanics Bank	Money Market Savings (City)	City	999-10102	2,295,771	2,295,771	2,295,771	0.080	0.080	1	N/A		0
		Bank of the West	Money Market Savings - Police Evidence Trust	City	999-10104	107,709	107,709	107,709	0.080	0.080	1	N/A		0
84501100	999491905	Wells Fargo Bank	Money Market - WPCP Escrow	Wells Fargo	503-10302	2,266,171	2,266,171	2,266,171	0.030	0.030	1	N/A		0
			Subtotal and Average			4,669,651	4,669,651	4,669,651	0.063	0.063	1			0
Mutual Funds														
19-516680		U.S. Bank	Accrued Income - City Reserve	US Bank	150-10110	35,306	35,306	35,306	1.980	1.980	1	N/A		0
19-516680	31846V203	1st American Government Obligation Fund	Mutual Fund Shares - Class "D" - City Reserve	US Bank	150-10110	29,232	29,232	29,232	1.520	1.520	1	N/A		0
			Subtotal and Average			64,538	64,538	64,538	1.750	1.750	1			0
Certificates of Deposit														
19-516680	02007GLR2	Ally Bank	Certificates of Deposit - City Reserves	US Bank	150-10110	247,000	246,918	246,918	1.800	1.800	1,078	N/A	9/12/2022	7
19-516680	02587DJ90	American Express Centurion	Certificates of Deposit - City Reserves	US Bank	150-10110	247,000	248,074	248,074	2.250	2.240	436	N/A	12/9/2020	3
19-516680	140420A59	Capital One Bank	Certificates of Deposit - City Reserves	US Bank	150-10110	248,000	246,428	246,428	1.600	1.610	673	N/A	8/3/2021	4
19-516680	29266NV79	Enerbank USA	Certificates of Deposit - City Reserves	US Bank	150-10110	249,000	248,925	248,925	1.750	1.750	70	N/A	12/9/2019	0
19-516680	29976DQ86	Everbank Jacksonville FL	Certificates of Deposit - City Reserves	US Bank	150-10110	125,000	124,311	124,311	1.500	1.510	682	N/A	8/12/2021	2
19-516680	38149MAY9	Goldman Sachs BK USA New York	Certificates of Deposit - City Reserves	US Bank	150-10110	246,000	252,644	252,644	2.600	2.530	1,344	N/A	6/5/2023	9
19-516680	48126XAH8	JP Morgan Chase Bank	Certificates of Deposit - City Reserves	US Bank	150-10110	247,000	245,454	245,454	1.650	1.660	686	N/A	8/16/2021	4
19-516680	58404DFE6	Medallion Bk Salt Lake City	Certificates of Deposit - City Reserves	US Bank	150-10110	249,000	248,198	248,198	1.700	1.700	1,085	N/A	9/19/2022	7
19-516680	59013KCZ7	Merrick Bank	Certificates of Deposit - City Reserves	US Bank	150-10110	249,000	247,083	247,083	1.650	1.660	1,460	N/A	9/29/2023	9
19-516680	61690UGW4	Morgan Stanley Bank Na	Certificates of Deposit - City Reserves	US Bank	150-10110	246,000	252,649	252,649	2.600	2.530	1,345	N/A	6/6/2023	9
19-516680	61760AF46	Morgan Stanley Private Bk Natlssn	Certificates of Deposit - City Reserves	US Bank	150-10110	246,000	252,649	252,649	2.600	2.530	1,345	N/A	6/6/2023	9
19-516680	795450XM2	Sallie Mae Bank	Certificates of Deposit - City Reserves	US Bank	150-10110	125,000	125,596	125,596	2.200	2.190	443	N/A	12/16/2020	1
19-516681	856285QG9	State Bk Indiana New York N Y	Certificates of Deposit - City Reserves	US Bank	150-10110	250,000	250,470	250,470	2.850	2.840	1,724	N/A	6/19/2024	11
19-516681	85916VDN2	Sterling Bank of Poplar Bluff	Certificates of Deposit - City Reserves	US Bank	150-10110	247,000	245,128	245,128	1.650	1.660	1,449	N/A	9/18/2023	9
19-516680	9497485W3	Wells Fargo Bank	Certificates of Deposit - City Reserves	US Bank	150-10110	249,000	248,161	248,161	1.750	1.760	626	N/A	6/17/2021	4
19-516680	96009JAR8	Westfield Bank Mass	Certificates of Deposit - City Reserves	US Bank	150-10110	125,000	125,555	125,555	2.550	2.540	224	N/A	5/11/2020	1
			Subtotal and Average			3,595,000	3,608,245	3,608,245	2.044	2.032	917			6
Medium-Term Corporate Notes														
19-516680	037833BS8	Apple Inc.	2.25% Corporate MTN 02/23/2021 - City Reserves	US Bank	150-10110	500,000	502,275	502,275	2.250	2.240	512	AA+	2/23/2021	7
19-516680	594918BW3	Microsoft Corp	2.40 % Corporate MTN 02/06/22- City Reserves	US Bank	150-10110	500,000	506,980	506,980	2.400	2.370	860	AAA	2/6/2022	11
19-516681	94988J5T0	Wells Fargo Bank Na	3.625 % Corporate MTN 10/22/21- City Reserves	US Bank	150-10110	500,000	514,480	514,480	3.625	3.520	753	A+	10/22/2021	10
			Subtotal and Average			1,500,000	1,523,735	1,523,735	2.758	2.710	708			9
Federal Agency Securities														
19-516680	3134GTSD6	FHLMC MTN	2.5% Agency Bond 6/6/2022 - City Reserves	US Bank	150-10110	1,000,000	1,000,330	1,000,330	2.500	2.500	980	AA+	6/6/2022	25
19-516680	3130A2D2	Federal Home Loan Banks	1.52% Agency Bond 8/25/2021 - City Reserves	US Bank	150-10110	1,000,000	994,990	994,990	1.520	1.530	695	AA+	8/25/2021	18
			Subtotal and Average			2,000,000	1,995,320	1,995,320	2.010	2.015	838			21
Investment Portfolio Total and Average						\$ 38,885,011	\$ 38,917,311	\$ 38,917,311	1.786	1.777	411			6
Average Years :														1.1



CITY COUNCIL REPORT

7D

DATE **NOVEMBER 19, 2019**

TO: **MAYOR AND CITY COUNCIL MEMBERS**

FROM: **HECTOR DE LA ROSA, ASSISTANT CITY MANAGER**

SUBJECT: **APPROVE A THREE YEAR CONTRACT WITH PRECISION IT CONSULTING FOR ADMINISTRATION OF THE CITY'S INFORMATION TECHNOLOGY SYSTEM IN AN AMOUNT NOT TO EXCEED \$522,000 AND APPROPRIATE \$9,000 FROM THE GENERAL FUND FUND BALANCE**

RECOMMENDATIONS

It is recommended that the City Council adopt a resolution approving a three year contract with Precision IT Consulting for administration of the City's Information Technology System in an amount not to exceed \$522,000 and appropriate \$9,000 from the General Fund fund balance.

BACKGROUND

On January 17, 2017, the City Council approved a three (3) year contract with Precision IT consulting for administration of the City Information Technology System. At that time, the City evaluated six (6) proposals with Precision IT Consulting being the lowest, most responsive bidder. The next lowest bid was \$216,000 in the first year.

Per the agreement, Precision has not only provided an on-site Technician 40 hours a week to address maintenance and system issues but they have also evaluated our IT systems and recommended changes.

Some of the activities that Precision has accomplished over the past three years include: update of our back up system from tape to icloud; replacement of obsolete computers; installing new switches and routers to increase data speed and efficiencies; virtualization of our servers (if one goes down, we will be able to continue our work utilizing the duplicate server); and upgrading to Windows 10 and Office 365.

REVIEW AND ANALYSIS

Under the new agreement, Precision IT consulting will continue to provide an on-site Technician 40 hours a week to work on the day-to-day support requests and to proactively address maintenance tickets generated by City staff. Additionally, the onsite Technician, if work load bandwidth allows, will complete any small projects like

deploying a new desktop, setup of any new mobile phones, setup of any new wireless access points, installation of software on a computer, and/or installation of a landline phone.

For larger projects or projects with a set timeline, Precision has a dedicated team of Project Managers and project leads that will lead the planning, testing and implementation of the projects based upon detailed project plans. Quotes will be provided to the City's management for approval and for budgeting purposes for any large projects.

Staff has been satisfied with the performance of Precision IT Consulting services and is recommending approval of the three (3) year contract.

A copy of the contract between the City and Precision IT Consulting is attached (Attachment B) which includes the scope of service and cost proposal. Approval of the attached Resolution and contract will have an effective date of January 9, 2020 through December 31, 2022.

FISCAL IMPACT

The cost of the contract for each year of the three year agreement is \$14,500 a month or \$174,000 a year. A total of \$156,000 is included in the FY 2019-20 Budget for IT services. An appropriation of an additional \$9,000 from the General Fund fund balance will be required to carry the contract through June 30, 2020.

The three-year cost of the contract is \$522,000. IT services will be funded for the various City Departments utilizing the IT services.

In 2017, the IT Department consisted of one fulltime staff person and a part time contracted services. The total annual cost for the IT Department was \$207,000. Precision's proposal is well under the 2017 City IT Department costs.

ATTACHMENTS

- A Resolution
- B Contract with Precision IT Consulting

RESOLUTION NO. 20197-

**RESOLUTION OF THE CITY OF PINOLE APPROVING A THREE YEAR
CONTRACT WITH PRECISION IT CONSULTING FOR ADMINISTRATION OF THE
CITY'S INFORMATION TECHNOLOGY SYSTEM IN THE AMOUNT NOT TO EXCEED
\$522,000 AND APPROPRIATE \$9,000 FROM THE GENERAL FUND FUND
BALANCE**

WHEREAS, on January 17, 2017, the City Council approved a three (3) year contract with Precision IT consulting for administration of the City Information Technology System; and

WHEREAS, the contract with Precision is set to expire on January 8, 2020 and the City is interested and Precision IT is agreeable to continuing to provide IT services to the City for an additional 3 years; and

WHEREAS, on October 23, 2019, Precision submitted a proposal for a three (3) year contract in an amount not to exceed \$522,000; and

WHEREAS, the annual cost of the contract for FY 2019-20 will exceed the amount approved in the budget and therefore an appropriation of an additional \$9,000 from the General Fund fund balance will be required to carry the contract through June 30, 2020; and

WHEREAS, Staff has been satisfied with the performance of Precision IT Consulting services.

NOW, THEREFORE, BE IT RESOLVED that the City of Pinole does hereby:

Section 1: Approve and authorize the City Manager to execute a three year contract with Precision IT Consulting, effective January 9, 2020, to administer the City's Information Technology System in an amount not to exceed \$522,000; and

Section 2: Approves a Budget Appropriation of \$9,000.

PASSED AND ADOPTED at a regular meeting of the City Council of the City of Pinole held on the 19th day of November 2019 by the following vote:

AYES: COUNCILMEMBERS:
NOES: COUNCILMEMBERS:
ABSENT: COUNCILMEMBERS:
ABSTAIN: COUNCILMEMBERS:

I hereby certify that the foregoing ordinance was regularly introduced, passed, and adopted on this November 19, 2019.

Heather Iopu, CMC
City Clerk

CONSULTING SERVICES AGREEMENT WITH PRECISION IT CONSULTING FOR INFORMATION TECHNOLOGY SERVICES AND ADMINISTRATION

This Agreement is made and entered into this 9th day of January 2020, by and between the **CITY OF PINOLE**, a municipal corporation (hereinafter referred to as "CITY"), located at 2131 Pear Street, Pinole, CA 94564-1774; and **PRECISION IT CONSULTING**, a corporation, located at 2450 Stanwell Drive, Suite 280 Concord, CA 94520 (hereinafter referred to as "CONSULTANT").

1. SCOPE OF SERVICES

Subject to the terms and conditions set forth in this Agreement, Consultant shall perform the services described in the Scope of Work attached as Exhibit A at the time and place and in the manner specified therein.

2. RESPONSIBLE PERSONNEL AND DIRECTION

Precision IT Consulting will be charged with the completion of CONSULTANT'S responsibilities under this Agreement. CONSULTANT shall report to and receive direction from the City Manager and/or her designee.

3. COMPENSATION

CONSULTANT agrees to perform the Scope of Services delineated herein, and CITY agrees to make payments for work completed under the following terms:

1. **Fees and Invoices.** City hereby agrees to pay Consultant for the Scope of Services, pursuant to the fee schedule attached as Exhibit A, which is incorporated herein. Total compensation for work performed under this Agreement, **NOT TO EXCEED** Five Hundred and Twenty Two Thousand Dollars (\$522,000), One Hundred Seventy Four Thousand Dollars (\$174,000) in each Year of the Agreement, Fourteen Thousand Five Hundred Dollars (\$14,500) per month.

CONSULTANT shall submit invoices to CITY not more often than once per month during the term of this Agreement. Invoices shall contain: (i) the beginning and ending dates of the billing period; (ii) a description of the work performed during the billing period; and (iii) the total amount payable.

2. **Reimbursable Costs.** CITY agrees to pay only those reasonable reimbursable costs incurred in conjunction with this Agreement, without additional mark-up. There are no proposed reimbursable costs included in the contract. CONSULTANT shall submit copies of receipts for reimbursement. CITY has sole discretion to determine

which costs are reimbursable.

3. **Early Termination.** If CITY terminates this Agreement pursuant to Section 18 of this Agreement, CITY shall compensate CONSULTANT for work satisfactorily completed as of the date of written notice of termination and within 30 days of CITY'S receipt of CONSULTANT invoices in a form satisfactory to CITY.

5. **TERM OF AGREEMENT**

Unless otherwise agreed to in writing, the term of this Agreement shall be from January 9, 2020 through December 31, 2022.

6. **BUSINESS LICENSE**

CONSULTANT shall obtain a City of Pinole business license according to the terms of Title 5 of the City of Pinole Municipal Code and deliver to CITY proof of such business license prior to beginning work under this Agreement. Work under this Agreement cannot begin until CITY receives proof that CONSULTANT has obtained a City of Pinole business license. If the CONSULTANT does not show satisfactory proof of having obtained a business license from CITY, CITY may deduct the business license fee from CONSULTANT'S invoice and issue a business license to CONSULTANT.

7. **AMENDMENT**

This Agreement may be amended, modified or changed by the parties in writing and approved by the authorized representatives of the parties.

8. **OWNER OF DOCUMENT/PROPRIETARY INTEREST**

It is agreed that CITY has a proprietary interest in all material prepared by CONSULTANT under this Agreement, with the exception of promotional materials, and may retain, alter or use as it sees fit all portions of the material prepared for the completion of the project. City shall defend and hold CONSULTANT harmless for all claims, losses and damages related to CITY'S use of the material on any other project.

9. **SUBCONTRACTORS**

CONSULTANT may utilize professional subcontractors only as approved by CITY.

10. **ADDITIONAL SERVICES**

In the event CITY desires to retain CONSULTANT for the performance of additional services in connection with this Agreement, specification of such additional services and compensation therefore shall be made only by

amendment to this Agreement in accordance with compensation rates to be negotiated at that time. The City Manager may approve amendments to the agreement under his/her spending authority, if the additional services are budgeted.

11. INDEPENDENT CONTRACTOR

It is specifically understood and agreed that in the making and performance of this contract, CONSULTANT is an independent contractor and is not and shall not be an employee, agent, or servant of CITY.

12. NONDISCRIMINATION

There shall be no discrimination against any employee who is employed in the work covered by this contract, or against any applicant for such employment because of age, race, religion, sex or national origin.

13. CONSULTANT CONFLICT OF INTEREST

CONSULTANT will comply with all conflict of interest laws and regulations including, without limitation, CITY'S Conflict of Interest Code (on file in the City Clerk's Office). It is incumbent upon CONSULTANT or CONSULTANT'S firm to notify CITY of any staff changes relating to this Agreement.

A. In accomplishing the scope of services of this Agreement, all officers, employees and/or agents of CONSULTANT(S), unless as indicated in Subsection B., will be performing a very limited and closely supervised function, and, therefore, are unlikely to have a conflict of interest arise. No disclosures are required for any officers, employees, and/or agents of CONSULTANT, except as indicated in Subsection B.

Initialed by City Attorney's Office

B. In accomplishing the scope of services of this Agreement, CONSULTANT(S) will be performing a specialized or general service for CITY, and there is substantial likelihood that CONSULTANT'S work product will be presented, either written or orally, for the purpose of influencing a governmental decision. As a result, the following CONSULTANT(S) shall be subject to the Disclosure Categories "1-5" of CITY'S Conflict of Interest Code:

14. ASSIGNMENT

CONSULTANT shall not assign any interest in this contract, and shall not transfer any interest in the same without the prior written consent of CITY.

15. AGREEMENT BINDING

This Agreement is binding on the heirs, successors and assigns of the parties hereto.

16. APPLICABLE LAW AND ATTORNEY'S FEES

This Agreement shall be construed and enforced in accordance with the laws of the State of California. Should any legal action be brought by a party for breach of this Agreement or to enforce any provisions of this Agreement, the prevailing party in such action shall be entitled to reasonable attorney's fees, court costs or any other costs as may be fixed by the court. Any action arising out of this Agreement shall be venued in the Superior Court of the State of California in and for the County of Contra Costa.

17. SEVERABILITY

If any one of more of the covenants and agreements or portions thereof shall be held by a court of competent jurisdiction in a final judicial action to be void, voidable or unenforceable, such covenant, or covenants, such agreement or agreements, or such portions thereof shall be null and void and shall be deemed severable from the remaining covenants and agreements or portions thereof, and shall in no way affect the validity or enforceability of the remaining portions of this Agreement.

18. TERMINATION

- A. CITY may terminate this Agreement at any time, without cause, by giving CONSULTANT thirty (30) days written notice of discontinuance and termination of this Agreement. CONSULTANT shall be entitled to compensation for services satisfactorily rendered up to the written notice of termination of this Agreement. CITY may condition such payment upon CONSULTANT'S delivery of all material prepared by CONSULTANT under this Agreement.
- B. CITY may, at any time, at its discretion, abandon or suspend any portion of the work being done under the terms of this Agreement. In the event of abandonment or suspension of work for which professional services have been performed under this Agreement by CONSULTANT or in the event of the termination of this Agreement, CONSULTANT shall immediately stop work on the project required by this Agreement, or shall stop work at the stage directed by CITY.

19. INSURANCE AND INDEMNIFICATION

- A. **Insurance Requirements.** Before beginning any work under this Agreement, CONSULTANT, at its own cost and expense, unless otherwise specified below, shall procure the types and amounts of insurance listed below against claims for injuries to persons or damages to property that may arise from or in connection with the performance of the work hereunder by CONSULTANT and its agents, representatives, employees, and subcontractors. CONSULTANT shall maintain the insurance policies required by this section throughout the term of this Agreement. CONSULTANT shall furnish CITY with complete copies of all insurance policies prior to execution of this Agreement and upon CITY'S request.
- B. **Workers' Compensation.** CONSULTANT shall, at its sole cost and expense, maintain Statutory Workers' Compensation Insurance and Employer's Liability Insurance for any and all persons employed directly or indirectly by CONSULTANT. The Statutory Workers' Compensation Insurance and Employer's Liability Insurance shall be provided with limits of not less than ONE MILLION DOLLARS (\$1,000,000.00) per accident. In the alternative, CONSULTANT may rely on a self-insurance program to meet those requirements, but only if the program of self-insurance complies fully with the provisions of the California Labor Code.
- C. **Commercial General and Automobile Liability Insurance.**
1. **General Requirements.** CONSULTANT, at its own cost and expense, shall maintain commercial general and automobile liability insurance for the term of this Agreement in an amount not less than ONE MILLION DOLLARS (\$1,000,000.00) per occurrence, combined single limit coverage for risks associated with the work contemplated by this Agreement. Such coverage shall include but shall not be limited to, protection against claims arising from bodily and personal injury, including death resulting therefrom, and damage to property resulting from activities contemplated under this Agreement, including the use of owned and non-owned automobiles.
 2. **Minimum Scope of Coverage.** Commercial general coverage shall be at least as broad as Insurance Services Office Commercial General Liability occurrence form CG 0001 or GL 0002 (most recent editions) covering comprehensive General Liability and Insurance Services Office form number GL 0404 covering Broad Form Comprehensive General Liability. Automobile coverage shall be at least as broad as Insurance

Services Office Automobile Liability form CA 0001 (most recent edition) Code 1. No endorsement shall be attached limiting the coverage.

- D. **Professional Liability Insurance (Required for all licensed consultants).** CONSULTANT, at its own cost and expense, shall maintain for the period covered by this Agreement professional liability insurance for licensed professionals performing work pursuant to this Agreement in an amount not less than ONE MILLION DOLLARS (\$1,000,000) covering the licensed professionals' errors and omissions. Any deductible or self-insured retention shall not exceed \$250,000 per claim.
- E. **Additional Requirements.** Each of the following shall be included in the insurance coverage or added as a certified endorsement to the policy:
1. Other than Professional Liability, the insurance shall cover on an occurrence or an accident basis, and not on a claims-made basis.
 2. Any failure of CONSULTANT to comply with reporting provisions of the policy shall not affect coverage provided to CITY and its officers, employees, agents, and volunteers.
- F. **Notice of Reduction in or Cancellation of Coverage.** Coverage shall not be canceled by either party except after thirty (30) days' prior written notice has been given to CITY; ten (10) days if cancellation is due to non-payment of premium.
- G. **Additional Insured; Primary Insurance.** A certified endorsement at least as broad as Insurance Services Office form number CG 20 10 (11/85 ed.) shall be attached to all policies stating that CITY and its officers, employees, agents, and volunteers shall be covered as additional insureds. A certified endorsement shall be attached to all policies stating that coverage is primary insurance with respect to CITY and its officers, officials, employees and volunteers, and that no insurance or self-insurance maintained by CITY shall be called upon to contribute to a loss under the coverage.
- H. **Variation.** CITY, through its City Attorney, may approve a variation in the foregoing insurance requirements, upon a determination that the coverage, scope, limits, and forms of such insurance are either not commercially available, or that CITY'S interests are otherwise fully protected.

I. Indemnification.

CONSULTANT shall, to the fullest extent allowed by law, with respect to all services performed in connection with this Agreement, defend with counsel acceptable to CITY, indemnify, and hold CITY, its officers, employees, agents, and volunteers, harmless from and against any and all claims that arise out of, pertain to, or relate to the negligence, recklessness, or willful misconduct of CONSULTANT, ("Claims"). CONSULTANT will bear all losses, costs, damages, expense and liability of every kind, nature and description that arise out of, pertain to, or relate to such Claims, whether directly or indirectly ("Liability"). Such obligations to defend, hold harmless and indemnify CITY shall not apply to the extent that such Liability is caused by the sole negligence, active negligence, or willful misconduct of CITY.

With respect to third party claims against CONSULTANT, CONSULTANT waives any and all rights of any type of express or implied indemnity against the Indemnitees.

However, notwithstanding the foregoing, in accordance with California Civil Code Section 1668, nothing in this Agreement shall be construed to exempt CITY from its own fraud, willful injury to the person or property of another, or violation of law. In addition, and notwithstanding the foregoing, to the extent this Agreement is a "construction contract" as defined by California Civil Code section 2783, as may be amended from time to time, such duties of CONSULTANT to indemnify shall not apply when to do so would be prohibited by California Civil Code Section 2782.

20. NOTICES

All correspondences shall be sent by first-class mail and directed to the party at the addresses specified below, or to a substitute address as a party may designate by written notice to the other party:

CONSULTANT:

Precision IT Consulting
2450 Stanwell Drive, Suite 280
Concord, CA 94520
Attention: Kosta Pankos

CITY:

City of Pinole
2131 Pear Street
Pinole, CA 94564
Attention: City Manager

with a copy to:

City Attorney
2131 Pear Street
Pinole, CA 94564

21. MISCELLANEOUS PROVISIONS

- A. Neither party shall hold the other responsible for damages or delay in performance caused by acts of God, strikes, lockouts, accidents or other events or conditions beyond the party's control.
- B. In the event any provisions of this agreement shall be held to be invalid and unenforceable, the remaining provisions shall be valid and binding upon the parties. One or more waivers by either party of any provisions, term, condition, or covenant shall not be construed by the other party as a waiver of a subsequent breach of the same by the other party.
- C. This agreement constitutes the entire agreement between the parties and there are no conditions, agreements or representations between the parties except as expressed in said document. It is not the intent of the parties to this agreement to form a partnership or joint venture.
- D. Where the terms and conditions of this Agreement and any attachments or exhibits hereto conflict, the parties expressly agree that the terms and conditions of this Agreement shall prevail and preside.
- E. The Consultant and any subcontractors shall obtain and maintain during the term of this Agreement valid Business Licenses from the City of Pinole.
- F. Preparation and negotiation of this Agreement has been a joint effort of the parties and neither the Agreement nor any of its provisions shall be construed against either of the parties as the drafting party or otherwise
- G. Consultant shall comply with all applicable laws, statutes, City of Pinole ordinances, resolutions, policies and procedures in force and effect on the date this Agreement is executed by the City, including, but not limited to the California Environmental Quality Act and all relevant provisions of the Public Resources Code, the California Public Contract Code, the California Labor Code and the California Government Code.

22. ATTACHMENTS

Exhibit A - SCOPE OF SERVICES/FEE SCHEDULE

Certificates of Insurance

IN WITNESS WHEREOF, CITY AND CONSULTANT have caused their authorized representatives to execute this Agreement.

CITY OF PINOLE

CONSULTANT

By: _____
Michelle Fitzner, City Manager

By: _____

Consultant's City of Pinole Business
License #: _____

ATTEST:

By: _____
City Clerk

APPROVED AS TO FORM:

By: _____
Eric Casher, City Attorney



CITY COUNCIL REPORT

7E

DATE: NOVEMBER 19, 2019

TO: HONORABLE MAYOR AND COUNCIL MEMBERS

FROM: ERIC S. CASHER, CITY ATTORNEY

COPY: MICHELLE FITZER, CITY MANAGER

**SUBJECT: ORDINANCE ADDING CHAPTER 10.78 TO THE PINOLE
MUNICIPAL CODE RESTRICTING OVERSIZED VEHICLE
PARKING ON CITY STREETS**

RECOMMENDATION

Staff recommends the City Council waive the second reading of and adopt an ordinance adding Chapter 10.78 to the Pinole Municipal Code restricting oversized vehicle parking on city streets in the City of Pinole.

BACKGROUND

At its regularly scheduled meeting on Tuesday, September 3, 2019, the City Council received a presentation and Staff Report describing the ongoing issue of oversized vehicle parking within the City, along with some examples demonstrating how other cities have addressed the issue. On November 5, 2019, the City Council introduced and conducted a first reading of an ordinance to add Chapter 10.78 to update the City's regulations regarding oversized vehicles that addresses the communities' concerns. The detailed staff report from that meeting is included as Attachment A.

The proposed ordinance adds to the Pinole Municipal Code a new section restricting parking of oversized vehicles on city streets for more than three hours, unless actively loading or unloading property. The proposed ordinance shall not repeal, replace, or eliminate any existing Municipal Code sections, including Chapter 8.24, and shall only apply to those areas not already regulated by the Municipal Code.

FISCAL IMPACT

There is no direct fiscal impact related to adoption of this proposed ordinance. The City Council approved a fiscal year budget for Municipal Code updates which will cover the cost of preparing the ordinance, and later publication.

ATTACHMENTS

A – November 5 Staff Report

**CITY COUNCIL
REPORT**

8A

DATE: NOVEMBER 5, 2019

TO: MAYOR AND COUNCIL MEMBERS

FROM: ERIC S. CASHER, CITY ATTORNEY

**SUBJECT: ORDINANCE ADDING CHAPTER 10.78 TO THE PINOLE
MUNICIPAL CODE RESTRICTING OVERSIZED VEHICLE
PARKING ON CITY STREETS**

RECOMMENDATION

Staff recommends the City Council introduce and conduct a first reading of an ordinance adding Chapter 10.78 to the Pinole Municipal Code restricting oversized vehicle parking on city streets in the City of Pinole.

BACKGROUND

At its regularly scheduled meeting on Tuesday, September 3, 2019, the City Council received a presentation and Staff Report describing the ongoing issue of oversized vehicle parking within the City, along with some examples demonstrating how other cities have addressed the issue.

In recent months the City has received complaints regarding the parking of oversized vehicles and trucks on San Pablo Avenue and other areas of the City. Subsequently, the City was notified that a large number of oversized vehicles were parking in residential neighborhoods in the City. These oversized vehicles have been moved en masse between various neighborhoods, apparently to avoid detection by the City. In response, the City Council directed staff to investigate and make a proposal regarding a Municipal Code amendment to regulate and restrict oversized vehicle parking in the City.

The City currently has several restrictions on parking that may be applied to oversized vehicles. Chapter 10.40.040 of the City of Pinole Municipal Code ("PMC") provides that no operator of any vehicle shall stop or park a vehicle under certain circumstances, specifically in any area where the parking or stopping of any vehicle would constitute a traffic hazard or would endanger life or property. Chapter 10.40.040 also restricts stopping and parking at any place within twenty feet of a crosswalk at an intersection when such place is indicated by appropriate signs or by red paint upon the curb surface.

Chapter 10.40.210 also gives the City traffic engineer the authority to designate no-stopping zones by placing and maintaining appropriate signs, indicating that stopped vehicles are prohibited and the hours and days applicable to this prohibition.

Chapter 10.40.220 explicitly restricts the parking of large vehicles and provides that the parking of vehicles six feet or more in height, including any load thereon, within one hundred feet of any intersection, may be a hazard to the safe movement of vehicular or pedestrian traffic. It gives the Council further authority to designate, by resolution, the specific location and parking prohibitions where the above conditions exist.

Chapter 10.40.250 prohibits, where authorized signs are in place giving notice, any person from parking or stopping a vehicle in excess of twenty feet in length on any street or portion thereof designated by ordinance or resolution of the Council.

Finally, Chapter 8.24 places restrictions on the parking of commercial vehicles and oversized motor vehicles in residential areas specifying restrictions on the amount of time these vehicles can be parked. Chapter 8.24 is limited to residential districts as defined in the Municipal Code.

On September 3, 2019, City staff presented an overview of current parking restrictions in the Municipal Code, along with suggested options for further regulation of oversized vehicle parking within the city.

The City Council discussed this matter, and directed the City Attorney and Staff to prepare a proposed ordinance further restricting oversized vehicle parking beyond what is currently provided for in the Municipal Code.

DISCUSSION

Contra Costa County Municipal Code section 46-4.003 already prohibits parking or stopping any commercial vehicle having a manufacturer's gross vehicle weight rating of 10,000 pounds or more on any street, unless making pickups or deliveries.

The City of Hercules has a similar provision in the Municipal Code, providing that no heavy duty commercial vehicle shall be parked for more than three hours unless actively loading or unloading material. (Hercules Municipal Code Section 3-4.1019.) Heavy duty commercial vehicle is defined as a vehicle with more than two axles, twenty or more feet in length, or more than 6 feet, 8 inches in width.

Finally, the California Vehicle Code provides some explicit authority to cities for the passage of ordinances regulating parking on city streets. Vehicle Code Section 22507.5 allows local authorities by ordinance or resolution to prohibit or restrict parking of vehicles on certain streets between the hours of 2 a.m. and 6 a.m., and

commercial vehicles having a manufacturer's gross vehicle weight rating of 10,000 pounds or more in residential districts.

The proposed ordinance adds to the Pinole Municipal Code a new section restricting parking of oversized vehicles on city streets for more than three hours, unless actively loading or unloading property. The proposed ordinance shall not repeal, replace, or eliminate any existing Municipal Code sections and shall only apply to those areas not already regulated by the Municipal Code.

FISCAL IMPACT

There is no direct fiscal impact related to adoption of this proposed ordinance. The City Council approved a fiscal year budget for Municipal Code updates which will cover the cost of preparing the ordinance, and later publication.

ATTACHMENTS

- A – Ordinance
- B – PowerPoint

ORDINANCE NO. 2019-__

**AN ORDINANCE OF THE CITY COUNCIL OF THE CITY OF PINOLE
ADDING CHAPTER 10.78 OF THE PINOLE MUNICIPAL CODE REGARDING THE
REGULATION OVERSIZED VEHICLE PARKING ON CITY STREETS**

WHEREAS, Vehicle Code section 22507 authorizes the City of Pinole to regulate the parking of vehicles on City streets; and

WHEREAS, the availability of street parking throughout the city is in short supply ; and

WHEREAS, the safe passage of vehicles on public streets is vital to the community; and

WHEREAS, oversized vehicles parked on City streets make it difficult for drivers to see other drivers, bicyclists, and pedestrians; and

WHEREAS, oversized vehicles take up excess parking spaces on city streets, while also creating hazardous driving conditions; and

WHEREAS, the City wishes to limit parking of oversized vehicles on City streets; and

WHEREAS, the City wishes to provide for limited exceptions to the prohibition on oversized vehicles parking in the public right-of-way;

NOW, THEREFORE, the City Council of the City of Pinole does ordain as follows:

Section 1. Recitals.

The above recitals are true and correct and made a part of this Ordinance.

Section 2. Approval of Amendment.

Section 10.78 is added to the Pinole Municipal Code, as shown in attached Exhibit A, which is incorporated herein by reference (deletions in ~~striketrough~~; additions in underline).

Section 3. Severability.

If any provision of this Ordinance or the application thereof to any person or circumstance is held invalid, the remainder of this Ordinance, including the application of such part or provision to other persons or circumstances shall not be affected thereby and shall continue in full force and effect. To this end, provisions of this Ordinance are severable. The City Council of the City of Pinole hereby declares that it would have passed each section, subsection, subdivision, paragraph, sentence, clause, or phrase hereof irrespective of the fact that any one or more sections, subsections, subdivisions, paragraphs, sentences, clauses, or phrases be held unconstitutional, invalid, or unenforceable.

Section 4. California Environmental Quality Act (“CEQA”).

The proposed amendments are exempt from CEQA based on the rule set forth in CEQA Guidelines Section 15061(b)(3) that CEQA applies only to projects which have the potential for causing a significant effect on the environment. As a series of text amendments and additions, it can be seen with certainty that there is no possibility that the proposed amendments to the Municipal Code will have a significant effect on the environment.

Section 5. Effective Date.

In accordance with California Government Code Section 36937, this Ordinance shall take effect and be in force on the thirty-first day after adoption.

Section 6. Publication.

Within fifteen (15) days after the passage of this Ordinance the City Clerk shall cause this Ordinance or a summary thereof to be published or to be posted in at least three public places in the City of Pinole in accordance with the requirements of California Government Code Section 36933.

PASSED AND ADOPTED on this 5th day of November, 2019, by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

Peter Murray, Mayor

ATTEST:

Heather Iopu, City Clerk

APPROVED AS TO FORM:

Eric S. Casher, City Attorney

Exhibit A(deletions in ~~striketrough~~; additions in underline.)**Chapter 10.78****OVERSIZED VEHICLE PARKING RESTRICTION**

Sections:

10.78.010 Regulation of oversized vehicles parking on streets

10.78.010 REGULATION OF OVERSIZED VEHICLES PARKING ON STREETSA. With the exception of Chapter 8.24, no person shall park an oversized vehicle for more than three (3) hours at any location within Pinole City Limits except:

1. While loading or unloading property, and for a time in addition to the three (3) hour period, which is necessary to complete the work; or
2. When such vehicle is parked in connection with, and in aid of, the performance of a service to or on a property in the block in which such vehicle is parked, and for a time in addition to the three (3) hour period, which is reasonably necessary to complete such service; or
3. When responding to a public emergency by any emergency vehicle of any political subdivision of the State of California.

B. For purposes of this Section, "oversized vehicle" shall mean any vehicle which meets one or more of the following criteria:

1. Vehicle (including load height, if any) exceeds 7.5 feet; or
2. Vehicle (including load width, if any) exceeds 7.5 feet as measured from the widest portion of the vehicle or load, but not including mirrors; or
3. Vehicle (including load length, if any) exceeds 22 feet (in combination with any attached trailers or other vehicles); or
4. Manufacturer's gross vehicle weight rating exceeds 10,000 pounds.



Municipal Code Amendment: Oversized Vehicle Parking Restriction

Eric S. Casher, City Attorney

Background

- City initially received complaints about oversized trucks parked on San Pablo Ave.
- City Council requested a staff report on existing regulations



Sunnyview Drive at San Pablo Ave.

Background

- September 3, 2019 City Council Meeting
 - Staff presented on existing ordinances restricting parking and gap in ability to enforce parking restriction for oversized vehicles.
 - Residents spoke about frustration with Got-Junk trucks parked on street in front of residence.
 - City Council directed staff to draft ordinance.

Proposed Ordinance

What does Chapter 10.78 do?

Prohibits oversized vehicles from parking on city streets for more than 3 hours at a time.

- Defines “oversized vehicle” to include:

- Vehicles more than 7.5 feet tall
- More than 7.5 feet wide
- Exceeding 22 feet in length
- With manufacturer’s gross weight rating exceeding 10,000 lbs.



Proposed Ordinance

What exceptions apply?

- Active loading or unloading
- Parked in connection with a service within the same block
- Emergency vehicles of any kind



Proposed Ordinance

Chapter 10.78 does not...

- Repeal, replace, or eliminate any existing Chapters of the Pinole Municipal Code that regulate vehicle parking.

All other Chapters of the Municipal Code are still in effect.

Proposed Amendment

Exhibit A
(deletions in ~~strikethrough~~; additions in underline.)

Chapter 10.78
OVERSIZED VEHICLE PARKING RESTRICTION

Sections:
10.78.010 Regulation of oversized vehicles parking on streets

10.78.010 REGULATION OF OVERSIZED VEHICLES PARKING ON STREETS

A. With the exception of Chapter 8.24, no person shall park an oversized vehicle for more than three (3) hours at any location within Pinole City Limits except:

1. While loading or unloading property, and for a time in addition to the three (3) hour period, which is necessary to complete the work; or
2. When such vehicle is parked in connection with, and in aid of, the performance of a service to or on a property in the block in which such vehicle is parked, and for a time in addition to the three (3) hour period, which is reasonably necessary to complete such service; or
3. When responding to a public emergency by any emergency vehicle of any political subdivision of the State of California.

B. For purposes of this Section, "oversized vehicle" shall mean any vehicle which meets one or more of the following criteria:

1. Vehicle (including load height, if any) exceeds 7.5 feet; or
2. Vehicle (including load width, if any) exceeds 7.5 feet as measured from the widest portion of the vehicle or load, but not including mirrors; or
3. Vehicle (including load length, if any) exceeds 22 feet (in combination with any attached trailers or other vehicles); or
4. Manufacturer's gross vehicle weight rating exceeds 10,000 pounds.

A. With the exception of Chapter 8.24, no person shall park an oversized vehicle for more than three (3) hours at any location within Pinole City Limits except:

Questions and Discussion





CITY COUNCIL REPORT

7F

DATE: NOVEMBER 19, 2019

TO: MAYOR AND COUNCIL MEMBERS

FROM: MICHELLE FITZER, CITY MANAGER

SUBJECT: RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A CONTRACT WITH AVERY & ASSOCIATES IN AN AMOUNT NOT TO EXCEED \$22,900 FOR PROFESSIONAL RECRUITMENT SERVICES FOR THE BATTALION CHIEF POSITION

RECOMMENDATION

It is recommended that the City Council approve a resolution authorizing the City Manager to execute a contract with Avery & Associates in an amount not to exceed \$22,900 for professional recruitment services for the Battalion Chief position.

BACKGROUND

On October 31, 2019, Fire Chief Scott Kouns informed the City Manager that he would be resigning. The Chief recommended that Battalion Chief Chris Wynkoop be considered for promotion to the Fire Chief. The City Manager determined that promoting BC Wynkoop is appropriate, and has negotiated a contract for him to become the Chief effective December 21, 2019. That leaves the Battalion Chief position vacant.

Paul Kimura of Avery and Associates has a long history working with the City recruiting for positions such as; City Clerk, Development Services Director, Fire Chief, Public Works Manager, Planning Manager, and City Manager. Once the need was determined, the City Manager requested a proposal to conduct a current Battalion Chief recruitment.

REVIEW AND ANALYSIS

The process will include the following:

- Develop Position Profile and Organizational Assessment: *Mr. Kimura will meet with the key decision makers to discuss the organizational needs and position requirements.*
- Search and Outreach: *Perform an extensive mailing, emailing and advertising campaign, as well as direct targeted recruiting of known qualified candidates.*

- Candidate Assessment based on applications: *Candidates will be initially evaluated based on resume, with “qualifying” candidates scheduled for a formal interview with Mr. Kimura.*
- Develop a Short List of Candidates: *Upon completion of formal interviews and initial reference interviews, a selection of Battalion Chief candidates will be made for presentation to the Fire Chief and City Management. Typically, the number of final candidates presented may range from five to seven.*
- Selection and Interview Process: *Mr. Kimura will assist in the structuring of the interview process and coordinate the interview scheduling activity.*
- Recruitment Closure and Follow up: *Upon final selection of a candidate by the City, Mr. Kimura will reach out to the candidate on behalf of the City and notify them of their selection. Additionally, Avery will perform a background check which includes verification of prior employment, degrees, certifications, and personnel issues. In addition, Mr. Kimura will remain in contact with both the City and the selected candidate for the first six months of appointment to ensure an effective transition has occurred.*

It is estimated that the recruitment process for the position will take approximately 3 - 4 months. This timeline may vary depending upon the number of applications received, the adequacy of the applicant's experience and knowledge, and the holidays.

Avery & Associates offers a one year guarantee that if a selected candidate resigns, is terminated, or is asked to resign in the first year of employment Avery & Associates will conduct another recruitment for no additional professional services fee. The only cost to the City would be for new out-of-pocket expenses incurred in identifying a replacement candidate.

FISCAL IMPACT

The total cost for Avery & Associates to conduct the recruitment for the City Manager is a not to exceed total of \$22,900. A maximum of \$5,000 is included in the overall proposal for reimbursable costs directly related to the recruitments such as advertising, clerical time, supplies, printing, telephone, postage, background checks, and consultant travel for client discussions, meetings and local or out-of-area candidate interviews. The professional services fee is \$17,900.

The FY 2019-20 Human Resources Budget of \$25,000 for unanticipated recruitment services was used for the City Manager recruitment. Therefore, this expense will need to be allocated to the General Fund Fund Balance. There is approximately \$3.6 million available in the Fund Balance.

ATTACHMENTS

- A Resolution
- B Contract with Avery Associates for Battalion Chief Recruitment

RESOLUTION NO. 2019 -

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF PINOLE AUTHORIZING THE CITY MANAGER TO EXECUTE A CONTRACT WITH AVERY & ASSOCIATES IN AN AMOUNT NOT TO EXCEED \$22,900 FOR PROFESSIONAL RECRUITMENT SERVICES FOR THE BATTALION CHIEF POSITION

WHEREAS, on October 31, 2019, Fire Chief Scott Kouns informed the City Manager that he would be resigning; and

WHEREAS, the Chief recommended that Battalion Chief Chris Wynkoop be considered for promotion to the Fire Chief, the City Manager determined that promoting BC Wynkoop is appropriate, and has negotiated a contract for him to become the Chief effective December 21, 2019, thereby leaving the Battalion Chief position vacant; and

WHEREAS, a professional recruiter is needed in order to fill the position with the most qualified, skilled and knowledgeable candidate; and

WHEREAS, the City has previously successfully contracted with Avery & Associates for recruitment of several City positions; and

WHEREAS, Avery & Associates has extensive experience in recruitment for high level executive positions in the public sector and offers a one year guarantee that if an applicant is chosen and resigns, is terminated, or is asked to resign in the first year, Avery & Associates will conduct the recruitment for no additional professional service fee (expenses only); and

WHEREAS, the professional services fee for Avery & Associates to conduct this recruitment is \$17,900, with additional costs of not to exceed \$5,000 in expenses, bringing the total cost to a not to exceed amount of \$22,900; and

WHEREAS, the funding included in the FY 2019-20 Human Resources Budget of \$25,000 for unanticipated recruitment services was used for the City Manager recruitment, so this allocation will need to be made from the General Fund Fund Balance.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF PINOLE that the City Council does hereby:

Section 1: Authorize the City Manager to enter into a contract with Avery & Associates in an amount not to exceed \$22,900 for professional recruitment services for the Battalion Chief position; and

Section 2: Authorize the Finance Director to increase the Human Resources Department expenditure line item for Professional Services by \$22,900, funded from the General Fund Fund Balance.

PASSED AND ADOPTED this 19th day November, 2019, by the following vote:

AYES:	COUNCILMEMBERS:
NOES:	COUNCILMEMBERS:
ABSENT:	COUNCILMEMBERS:
ABSTAIN:	COUNCILMEMBERS:

I hereby certify that the foregoing resolution was introduced, passed and adopted on this 19th day of November, 2019.

Heather Iopu, CMC
City Clerk

**CONSULTING SERVICES AGREEMENT BETWEEN
THE CITY OF PINOLE AND
AVERY & ASSOCIATES**

THIS AGREEMENT for consulting services is made by and between the City of Pinole (“City”) and AVERY & ASSOCIATES (“Consultant”) (together sometimes referred to as the “Parties”) as of November 19, 2019 (the “Effective Date”) in Pinole, California.

Section 1. SERVICES. Subject to the terms and conditions set forth in this Agreement, Consultant shall provide to City the services described in the Scope of Work attached as Exhibit A at the time and place and in the manner specified therein. In the event of a conflict in or inconsistency between the terms of this Agreement and Exhibit A, the Agreement shall prevail.

- 1.1 Term of Services.** The term of this Agreement shall begin on the Effective Date and shall end on November 19, 2020 or upon the Consultant’s completion of the work described in Exhibit A, unless the term of the Agreement is otherwise terminated or extended, as provided for in Section 8. The time provided to Consultant to complete the services required by this Agreement shall not affect the City’s right to terminate the Agreement, as provided for in Section 8.
- 1.2 Standard of Performance.** Consultant shall perform all services required pursuant to this Agreement in the manner and according to the standards observed by a competent practitioner of the profession in which Consultant is engaged in the geographical area in which Consultant practices its profession. Consultant shall prepare all work products required by this Agreement in a professional manner and shall conform to the standards of quality normally observed by a person practicing in Consultant's profession.
- 1.3 Assignment of Personnel.** Consultant shall assign only competent personnel to perform services pursuant to this Agreement. In the event that City, in its sole discretion, at any time during the term of this Agreement, desires the reassignment of any such persons, Consultant shall, immediately upon receiving notice from City of such desire of City, reassign such person or persons.
- 1.4 Time.** Consultant shall devote such time to the performance of services pursuant to this Agreement as may be reasonably necessary to meet the standard of performance provided in Section 1.1 above and to satisfy Consultant’s obligations hereunder.

Section 2. COMPENSATION. City hereby agrees to pay Consultant an amount not to exceed twenty five thousand and four hundred dollars (\$22,900) dollars, for all work set forth in Exhibit A and all reimbursable expenses incurred in performing the work. In the event of a conflict between this Agreement and Consultant’s proposal regarding the amount of compensation, the Agreement shall prevail. City shall pay Consultant for services rendered pursuant to this Agreement at the time and in the manner set forth herein. The payments specified below shall be the only payments from City to Consultant for services rendered pursuant to this Agreement. Consultant shall submit all invoices to City in the manner specified

herein. Except as specifically authorized by City, Consultant shall not bill City for duplicate services performed by more than one person.

Consultant and City acknowledge and agree that compensation paid by City to Consultant under this Agreement is based upon Consultant's estimated costs of providing the services required hereunder, including salaries and benefits of employees and subcontractors of Consultant. Consequently, the parties further agree that compensation hereunder is intended to include the costs of contributions to any pensions and/or annuities to which Consultant and its employees, agents, and subcontractors may be eligible. City therefore has no responsibility for such contributions beyond compensation required under this Agreement.

2.1 Invoices. Consultant shall be paid based on the services described in the proposal. The City will pay Consultant a retainer of \$7,900 at the outset of the search. A second invoice of \$5,000 would be submitted upon the City's presentation of candidate recommendations. The final balance of \$5,000 would be invoiced upon acceptance of a job offer constituting completion of the search.

2.2 Final Payment. City shall pay the final sum due pursuant to this Agreement within thirty (30) days after completion of the services and submittal to City of a final invoice, if all services required have been satisfactorily performed.

2.4 Total Payment. City shall pay for the services to be rendered by Consultant pursuant to this Agreement. City shall not pay any additional sum for any expense or cost whatsoever incurred by Consultant in rendering services pursuant to this Agreement. City shall make no payment for any extra, further, or additional service pursuant to this Agreement.

In no event shall Consultant submit any invoice for an amount in excess of the maximum amount of compensation provided above either for a task or for the entire Agreement, unless the Agreement is modified prior to the submission of such an invoice by a properly executed change order or amendment.

2.5 Reimbursable Expenses. Reimbursable expenses in the amount of \$5,000 are included in the total amount of compensation provided under this Agreement that shall not be exceeded.

2.7 Payment of Taxes. Consultant is solely responsible for the payment of employment taxes incurred under this Agreement and any similar federal or state taxes.

2.8 Payment upon Termination. In the event that the City or Consultant terminates this Agreement pursuant to Section 8, the City shall compensate the Consultant for all outstanding costs and reimbursable expenses incurred for work satisfactorily completed as of the date of written notice of termination. Consultant shall maintain adequate logs and timesheets in order to verify costs incurred to that date.

- 2.9 Authorization to Perform Services.** The Consultant is not authorized to perform any services or incur any costs whatsoever under the terms of this Agreement until receipt of authorization from the Contract Administrator.

Section 3. FACILITIES AND EQUIPMENT. Except as set forth herein, Consultant shall, at its sole cost and expense, provide all facilities and equipment that may be necessary to perform the services required by this Agreement.

Section 4. INSURANCE REQUIREMENTS. Before beginning any work under this Agreement, Consultant, at its own cost and expense, unless otherwise specified below, shall procure the types and amounts of insurance listed below against claims for injuries to persons or damages to property that may arise from or in connection with the performance of the work hereunder by the Consultant and its agents, representatives, employees, and subcontractors. Consistent with the following provisions, Consultant shall provide proof satisfactory to City of such insurance that meets the requirements of this section and under forms of insurance satisfactory in all respects to the City. Consultant shall maintain the insurance policies required by this section throughout the term of this Agreement. The cost of such insurance shall be included in the Consultant's bid. Consultant shall not allow any subcontractor to commence work on any subcontract until Consultant has obtained all insurance required herein for the subcontractor(s) and provided evidence thereof to City. Verification of the required insurance shall be submitted and made part of this Agreement prior to execution.

- 4.1 Workers' Compensation.** Consultant shall, at its sole cost and expense, maintain Statutory Workers' Compensation Insurance and Employer's Liability Insurance for any and all persons employed directly or indirectly by Consultant. The Statutory Workers' Compensation Insurance and Employer's Liability Insurance shall be provided with limits of not less than ONE MILLION DOLLARS (\$1,000,000.00) per accident. In the alternative, Consultant may rely on a self-insurance program to meet those requirements, but only if the program of self-insurance complies fully with the provisions of the California Labor Code. Determination of whether a self-insurance program meets the standards of the Labor Code shall be solely in the discretion of the City. The insurer, if insurance is provided, or the Consultant, if a program of self-insurance is provided, shall waive all rights of subrogation against the City and its officers, officials, employees, and volunteers for loss arising from work performed under this Agreement.

4.2 Commercial General and Automobile Liability Insurance.

- 4.2.1 General requirements.** Consultant, at its own cost and expense, shall maintain commercial general and automobile liability insurance for the term of this Agreement in an amount not less than ONE MILLION DOLLARS (\$1,000,000.00) per occurrence and TWO MILLION DOLLARS (\$2,000,000) aggregate, combined single limit coverage for risks associated with the work contemplated by this Agreement. If a Commercial General Liability Insurance or an Automobile Liability form or other form with a general aggregate limit is used, either the general aggregate limit shall apply separately to the work to be performed under

this Agreement or the general aggregate limit shall be at least twice the required occurrence limit. Such coverage shall include but shall not be limited to, protection against claims arising from bodily and personal injury, including death resulting therefrom, and damage to property resulting from activities contemplated under this Agreement, including the use of owned and non-owned automobiles.

4.2.2 Minimum scope of coverage. Commercial general coverage shall be at least as broad as Insurance Services Office Commercial General Liability occurrence form CG 0001 (ed. 11/88) or GL 0002 (ed.1/73) covering comprehensive General Liability and Insurance Services Office form number GL 0404 covering Broad Form Comprehensive General Liability. Automobile coverage shall be at least as broad as Insurance Services Office Automobile Liability form CA 0001 (ed. 12/90) Code 1. No endorsement shall be attached limiting the coverage.

4.2.3 Additional requirements. Each of the following shall be included in the insurance coverage or added as a certified endorsement to the policy:

- a. The insurance shall cover on an occurrence or an accident basis, and not on a claims-made basis.
- b. Any failure of Consultant to comply with reporting provisions of the policy shall not affect coverage provided to City and its officers, employees, agents, and volunteers.

4.3 Professional Liability Insurance.

4.3.1 General requirements. Consultant, at its own cost and expense, shall maintain for the period covered by this Agreement professional liability insurance for licensed professionals performing work pursuant to this Agreement in an amount not less than ONE MILLION DOLLARS (\$1,000,000) covering the licensed professionals' errors and omissions. Any deductible or self-insured retention shall not exceed \$250,000 per claim.

4.3.2 Claims-made limitations. The following provisions shall apply if the professional liability coverage is written on a claims-made form:

- a. The retroactive date of the policy must be shown and must be before the date of the Agreement.
- b. Insurance must be maintained and evidence of insurance must be provided for at least five years after completion of the Agreement or the work, so long as commercially available at reasonable rates.
- c. If coverage is canceled or not renewed and it is not replaced with another claims-made policy form with a retroactive date that

precedes the date of this Agreement, Consultant must provide extended reporting coverage for a minimum of five years after completion of the Agreement or the work. The City shall have the right to exercise, at the Consultant's sole cost and expense, any extended reporting provisions of the policy, if the Consultant cancels or does not renew the coverage.

- d. A copy of the claim reporting requirements must be submitted to the City prior to the commencement of any work under this Agreement.

4.4 All Policies Requirements.

4.4.1 Acceptability of insurers. All insurance required by this section is to be placed with insurers with a Bests' rating of no less than A:VII.

4.4.2 Verification of coverage. Prior to beginning any work under this Agreement, Consultant shall furnish City with complete certified copies of all policies, including complete certified copies of all endorsements. All copies of policies and certified endorsements shall show the signature of a person authorized by that insurer to bind coverage on its behalf.

4.4.3 Notice of Reduction in or Cancellation of Coverage. A certified endorsement shall be attached to all insurance obtained pursuant to this Agreement stating that coverage shall not be canceled by either party, except after thirty (30) days' prior written notice by first class mail, postage prepaid, has been given to the City, ten (10) days notice if cancellation is due to nonpayment of premium. In the event that any coverage required by this section is reduced, limited, cancelled, or materially affected in any other manner, Consultant shall provide written notice to City at Consultant's earliest possible opportunity and in no case later than ten (10) working days after Consultant is notified of the change in coverage.

4.4.4 Additional insured; primary insurance. A certified endorsement at least as broad as Insurance Services Office form number CG 20 10 (11/85 ed.) shall be attached to all policies stating that the City and its officers, employees, agents, and volunteers shall be covered as additional insureds with respect to each of the following: liability arising out of activities performed by or on behalf of Consultant, including the insured's general supervision of Consultant; products and completed operations of Consultant, as applicable; premises owned, occupied, or used by Consultant; and automobiles owned, leased, or used by the Consultant in the course of providing services pursuant to this Agreement. The coverage shall contain no special limitations on the scope of protection afforded to City or its officers, employees, agents, or volunteers.

A certified endorsement shall be attached to all policies stating that coverage is primary insurance with respect to the City and its officers, officials, employees and volunteers, and that no insurance or self-insurance maintained by the City shall be called upon to contribute to a loss under the coverage.

- 4.4.5 Deductibles and Self-Insured Retentions.** Consultant shall disclose to and obtain the approval of City for the self-insured retentions and deductibles before beginning any of the services or work called for by any term of this Agreement.

During the period covered by this Agreement, only upon the prior express written authorization of Contract Administrator, Consultant may increase such deductibles or self-insured retentions with respect to City, its officers, employees, agents, and volunteers. The Contract Administrator may condition approval of an increase in deductible or self-insured retention levels with a requirement that Consultant procure a bond, guaranteeing payment of losses and related investigations, claim administration, and defense expenses that is satisfactory in all respects to each of them.

- 4.4.6 Subcontractors.** Consultant shall include all subcontractors as insureds under its policies or shall furnish separate certificates and certified endorsements for each subcontractor. All coverages for subcontractors shall be subject to all of the requirements stated herein.

- 4.4.7 Variation.** The City may approve a variation in the foregoing insurance requirements, upon a determination that the coverage, scope, limits, and forms of such insurance are either not commercially available, or that the City's interests are otherwise fully protected.

- 4.5 Remedies.** In addition to any other remedies City may have if Consultant fails to provide or maintain any insurance policies or policy endorsements to the extent and within the time herein required, City may, at its sole option exercise any of the following remedies, which are alternatives to other remedies City may have and are not the exclusive remedy for Consultant's breach:

- Obtain such insurance and deduct and retain the amount of the premiums for such insurance from any sums due under the Agreement;
- Order Consultant to stop work under this Agreement or withhold any payment that becomes due to Consultant hereunder, or both stop work and withhold any payment, until Consultant demonstrates compliance with the requirements hereof; and/or
- Terminate this Agreement.

Section 5. INDEMNIFICATION AND CONSULTANT'S RESPONSIBILITIES.

Consultant shall indemnify, defend with counsel reasonably acceptable to the City, and hold harmless the City and its officials, officers, employees, agents, and volunteers from and against any and all losses, liability, claims, suits, actions, damages, and causes of action arising out of any personal injury, bodily injury, loss of life, or damage to property, or any violation of any federal, state, or municipal law or ordinance, to the extent caused, in whole or in part, by the willful misconduct or negligent acts or omissions of Consultant or its employees, subcontractors, or agents, by acts for which they could be held strictly liable, or by the quality or character of their work. The foregoing obligation of Consultant shall not apply when (1) the injury, loss of life, damage to property, or violation of law arises wholly from the negligence or willful misconduct of the City or its officers, employees, agents, or volunteers and (2) the actions of Consultant or its employees, subcontractor, or agents have contributed in no part to the injury, loss of life, damage to property, or violation of law. It is understood that the duty of Consultant to indemnify and hold harmless includes the duty to defend as set forth in Section 2778 of the California Civil Code. Acceptance by City of insurance certificates and endorsements required under this Agreement does not relieve Consultant from liability under this indemnification and hold harmless clause. This indemnification and hold harmless clause shall apply to any damages or claims for damages whether or not such insurance policies shall have been determined to apply. By execution of this Agreement, Consultant acknowledges and agrees to the provisions of this Section and that it is a material element of consideration.

In the event that Consultant or any employee, agent, or subcontractor of Consultant providing services under this Agreement is determined by a court of competent jurisdiction or the California Public Employees Retirement System (PERS) to be eligible for enrollment in PERS as an employee of City, Consultant shall indemnify, defend, and hold harmless City for the payment of any employee and/or employer contributions for PERS benefits on behalf of Consultant or its employees, agents, or subcontractors, as well as for the payment of any penalties and interest on such contributions, which would otherwise be the responsibility of City.

Section 6. STATUS OF CONSULTANT.

- 6.1 Independent Contractor.** At all times during the term of this Agreement, Consultant shall be an independent contractor and shall not be an employee of City. City shall have the right to control Consultant only insofar as the results of Consultant's services rendered pursuant to this Agreement and assignment of personnel pursuant to Subparagraph 1.3; however, otherwise City shall not have the right to control the means by which Consultant accomplishes services rendered pursuant to this Agreement. Notwithstanding any other City, state, or federal policy, rule, regulation, law, or ordinance to the contrary, Consultant and any of its employees, agents, and subcontractors providing services under this Agreement shall not qualify for or become entitled to, and hereby agree to waive any and all claims to, any compensation, benefit, or any incident of employment by City, including but not limited to eligibility to enroll in the California Public Employees Retirement System (PERS) as an employee of City and entitlement to any contribution to be paid by City for employer contributions and/or employee contributions for PERS benefits.

- 6.2 Consultant No Agent.** Except as City may specify in writing, Consultant shall have no authority, express or implied, to act on behalf of City in any capacity whatsoever as an agent. Consultant shall have no authority, express or implied, pursuant to this Agreement to bind City to any obligation whatsoever.

Section 7. LEGAL REQUIREMENTS.

- 7.1 Governing Law.** The laws of the State of California shall govern this Agreement.
- 7.2 Compliance with Applicable Laws.** Consultant and any subcontractors shall comply with all laws applicable to the performance of the work hereunder.
- 7.3 Other Governmental Regulations.** To the extent that this Agreement may be funded by fiscal assistance from another governmental entity, Consultant and any subcontractors shall comply with all applicable rules and regulations to which City is bound by the terms of such fiscal assistance program.
- 7.4 Licenses and Permits.** Consultant represents and warrants to City that Consultant and its employees, agents, and any subcontractors have all licenses, permits, qualifications, and approvals of whatsoever nature that are legally required to practice their respective professions. Consultant represents and warrants to City that Consultant and its employees, agents, any subcontractors shall, at their sole cost and expense, keep in effect at all times during the term of this Agreement any licenses, permits, and approvals that are legally required to practice their respective professions. In addition to the foregoing, Consultant and any subcontractors shall obtain and maintain during the term of this Agreement valid Business Licenses from City.
- 7.5 Pinole Business License.** Consultant shall obtain a City of Pinole business license according to the terms of Title 5 of the City of Pinole Municipal Code and deliver to City proof of such business license prior to beginning work under this Agreement. Work under this Agreement cannot begin until the City receives proof that Consultant has obtained a City of Pinole business license.
- 7.6 Nondiscrimination and Equal Opportunity.** Consultant shall not discriminate, on the basis of a person's race, religion, color, national origin, age, physical or mental handicap or disability, medical condition, marital status, sex, or sexual orientation, against any employee, applicant for employment, subcontractor, bidder for a subcontract, or participant in, recipient of, or applicant for any services or programs provided by Consultant under this Agreement. Consultant shall comply with all applicable federal, state, and local laws, policies, rules, and requirements related to equal opportunity and nondiscrimination in employment, contracting, and the provision of any services that are the subject of this Agreement, including but not limited to the satisfaction of any positive obligations required of Consultant thereby.

Consultant shall include the provisions of this Subsection in any subcontract approved by the Contract Administrator or this Agreement.

Section 8. TERMINATION AND MODIFICATION.

- 8.1 Termination.** City may cancel this Agreement at any time and without cause upon written notification to Consultant.

In the event of termination, Consultant shall be entitled to compensation for services performed to the effective date of termination; City, however, may condition payment of such compensation upon Consultant delivering to City any or all documents, photographs, computer software, video and audio tapes, and other materials provided to Consultant or prepared by or for Consultant or the City in connection with this Agreement.

- 8.2 Extension.** City may, in its sole and exclusive discretion, extend the end date of this Agreement beyond that provided for in Subsection 1.1. Any such extension shall be specified in writing by the City. Consultant understands and agrees that if City issues such an extension, City shall have no obligation to provide Consultant with compensation beyond the maximum amount provided for in this Agreement. Similarly, unless authorized by the City, City shall have no obligation to reimburse Consultant for any otherwise reimbursable expenses incurred during the extension period.

- 8.3 Amendments.** The parties may amend this Agreement only by a writing signed by all the parties.

- 8.4 Assignment and Subcontracting.** City and Consultant recognize and agree that this Agreement contemplates personal performance by Consultant and is based upon a determination of Consultant's unique professional competence, experience, and specialized professional knowledge. Moreover, a substantial inducement to City for entering into this Agreement was and is the personal reputation and competence of Consultant. Consultant may not assign this Agreement or any interest therein without the prior written approval of the City. Consultant shall not subcontract any portion of the performance contemplated and provided for herein, other than to the subcontractors noted in the proposal, without prior written approval of the City.

- 8.5 Survival.** All obligations arising prior to the termination of this Agreement and all provisions of this Agreement allocating liability between City and Consultant shall survive the termination of this Agreement.

- 8.6 Options upon Breach by Consultant.** If Consultant materially breaches any of the terms of this Agreement, City's remedies shall included, but not be limited to, the following:

8.6.1 Immediately terminate the Agreement;

- 8.6.2** Retain the plans, specifications, drawings, reports, design documents, and any other work product prepared by Consultant pursuant to this Agreement;
- 8.6.3** Retain a different consultant to complete the work described in Exhibit A not finished by Consultant; or
- 8.6.4** Charge Consultant the difference between the cost to complete the work described in Exhibit A that is unfinished at the time of breach and the amount that City would have paid Consultant pursuant to Section 2 if Consultant had completed the work.

Section 9. KEEPING AND STATUS OF RECORDS.

- 9.1 Records Created as Part of Consultant's Performance.** All reports, data, charts, studies, photographs, memoranda, records, files, or any other documents or materials, in electronic or any other form, that Consultant prepares or obtains pursuant to this Agreement and that relate to the matters covered hereunder shall be the property of the City. Consultant hereby agrees to deliver those documents to the City upon termination of the Agreement. It is understood and agreed that the documents and other materials, including but not limited to those described above, prepared pursuant to this Agreement are prepared specifically for the City and are not necessarily suitable for any future or other use. City and Consultant agree that, until final approval by City, all data, plans, specifications, reports and other documents are confidential and will not be released to third parties without prior written consent of both parties.
- 9.2 Consultant's Books and Records.** Consultant shall maintain any and all ledgers, books of account, invoices, vouchers, canceled checks, and other records or documents evidencing or relating to charges for services or expenditures and disbursements charged to the City under this Agreement for a minimum of three (3) years, or for any longer period required by law, from the date of final payment to the Consultant to this Agreement.
- 9.3 Inspection and Audit of Records.** Any records or documents that Section 9.2 of this Agreement requires Consultant to maintain shall be made available for inspection, audit, and/or copying at any time during regular business hours, upon oral or written request of the City. Under California Government Code Section 8546.7, if the amount of public funds expended under this Agreement exceeds TEN THOUSAND DOLLARS (\$10,000.00), the Agreement shall be subject to the examination and audit of the State Auditor, at the request of City or as part of any audit of the City, for a period of three (3) years after final payment under the Agreement.

Section 10 MISCELLANEOUS PROVISIONS.

- 10.1 Attorneys' Fees.** If a party to this Agreement brings any action, including an action for declaratory relief, to enforce or interpret the provision of this

Agreement, the prevailing party shall be entitled to reasonable attorneys' fees in addition to any other relief to which that party may be entitled. The court may set such fees in the same action or in a separate action brought for that purpose.

- 10.2 Venue.** In the event that either party brings any action against the other under this Agreement, the parties agree that trial of such action shall be vested exclusively in the state courts of California in the County of Contra Costa or in the United States District Court for the Northern District of California.
- 10.3 Severability.** If a court of competent jurisdiction finds or rules that any provision of this Agreement is invalid, void, or unenforceable, the provisions of this Agreement not so adjudged shall remain in full force and effect. The invalidity in whole or in part of any provision of this Agreement shall not void or affect the validity of any other provision of this Agreement.
- 10.4 No Implied Waiver of Breach.** The waiver of any breach of a specific provision of this Agreement does not constitute a waiver of any other breach of that term or any other term of this Agreement.
- 10.5 Successors and Assigns.** The provisions of this Agreement shall inure to the benefit of and shall apply to and bind the successors and assigns of the parties.
- 10.6 Use of Recycled Products.** Consultant shall endeavor to prepare and submit all reports, written studies and other printed material on recycled paper to the extent it is available at equal or less cost than virgin paper.
- 10.7 Conflict of Interest.** Consultant may serve other clients, but none whose activities within the corporate limits of City or whose business, regardless of location, would place Consultant in a "conflict of interest," as that term is defined in the Political Reform Act, codified at California Government Code Section 81000 *et seq.*

Consultant shall not employ any City official in the work performed pursuant to this Agreement. No officer or employee of City shall have any financial interest in this Agreement that would violate California Government Code Sections 1090 *et seq.*

Consultant hereby warrants that it is not now, nor has it been in the previous twelve (12) months, an employee, agent, appointee, or official of the City. If Consultant was an employee, agent, appointee, or official of the City in the previous twelve months, Consultant warrants that it did not participate in any manner in the forming of this Agreement. Consultant understands that, if this Agreement is made in violation of Government Code §1090 *et seq.*, the entire Agreement is void and Consultant will not be entitled to any compensation for services performed pursuant to this Agreement, including reimbursement of expenses, and Consultant will be required to reimburse the City for any sums paid to the Consultant. Consultant understands that, in addition to the foregoing, it may be subject to criminal prosecution for a violation of Government Code §

1090 and, if applicable, will be disqualified from holding public office in the State of California.

Consultant will comply with all conflict of interest laws and regulations including, without limitation, City's Conflict of Interest Code (on file in the City Clerk's Office). It is incumbent upon the Consultant or Consultant's firm to notify the City pursuant to section 10.10 Notices of any staff changes relating to this Agreement.

- a. In accomplishing the scope of services of this Agreement, all officers, employees and/or agents of Consultant(s), unless as indicated in Subsection b., will be performing a very limited and closely supervised function, and, therefore, are unlikely to have a conflict of interest arise. No disclosures are required for any officers, employees, and/or agents of Consultant, except as indicated in Subsection b.

Initialed by City Attorney's Office

- b. In accomplishing the scope of services of this Agreement, Consultant(s) will be performing a specialized or general service for the City, and there is substantial likelihood that the Consultant's work product will be presented, either written or orally, for the purpose of influencing a governmental decision. As a result, the following Consultant(s) shall be subject to the Disclosure Category "A-D" of the City's Conflict of Interest Code:

10.8 Solicitation. Consultant agrees not to solicit business at any meeting, focus group, or interview related to this Agreement, either orally or through any written materials.

10.9 Contract Administration. This Agreement shall be administered by Michelle Fitzner who shall act as the City's representative. All correspondence shall be directed to or through Michelle Fitzner or his or her designee.

10.10 Notices. Any written notice to Consultant shall be sent to:

Paul Kimura, Principal
3 ½ North Santa Cruz Ave., Suite A
Los Gatos, CA 95030

Any written notice to City shall be sent to:
City Manager
2131 Pear Street
Pinole, CA 94564

- 10.11 Professional Seal.** Where applicable in the determination of the City, the first page of a technical report, first page of design specifications, and each page of construction drawings shall be stamped/sealed and signed by the licensed professional responsible for the report/design preparation.
- 10.12 Integration; Incorporation.** This Agreement, including all the exhibits attached hereto, represents the entire and integrated agreement between City and Consultant and supersedes all prior negotiations, representations, or agreements, either written or oral. All exhibits attached hereto are incorporated by reference herein.
- 10.13 Counterparts.** This Agreement may be executed in multiple counterparts, each of which shall be an original and all of which together shall constitute one agreement.

The Parties have executed this Agreement as of the Effective Date.

CITY OF PINOLE

CONSULTANT

Michelle Fitzer, City Manager

Paul Kimura, Principal

Consultant's City of Pinole Business
License #: 19-08550

Attest:

Heather Iopu, City Clerk

Approved as to Form:

Eric Casher, City Attorney

EXHIBIT A
SCOPE OF SERVICES

SEE BELOW FOR EXHIBIT A

**EXHIBIT B
CITY-FURNISHED FACILITIES**

City shall furnish physical facilities such as desks and conference space, as may be reasonably necessary for Consultant's use while consulting with City employees, reviewing records and the information in possession of the City, and interviewing candidates. The location, quantity, and time of furnishing those facilities shall be in the sole discretion of City. In no event shall City be obligated to furnish any facility that may involve incurring any direct expense, including but not limited to computer, long-distance telephone or other communication charges, vehicles, and reproduction facilities.



November 12, 2019

Michelle Fitzer, City Manager
City of Pinole
2131 Pear Street
Pinole, CA 94564

Dear Ms. Fitzer:

Thank you for the opportunity to submit our recruitment proposal for the position of Battalion Chief for the City of Pinole. We value our ongoing working relationship with you and the City and would look forward to supporting your needs in this assignment.

We feel well suited to perform these recruitments on your behalf as we have strong experience with Fire Safety recruitments. Within the past 18 months, we've completed recruitments for a Fire Chief of Carpinteria-Summerland Fire Protection District, an Assistant Fire Chief/Fire Marshal for Contra Costa County, and a Fire Marshal for the City of Newport Beach. Additionally in the past three years, we've completed Fire Chief recruitments for the cities of Oakland, Chico, Paso Robles, Pinole, El Segundo and Dixon, Stockton, Oxnard, Petaluma and the Lakeside Fire Protection District.

Following your review of this proposal, it is our hope that our knowledge and background in municipal recruitment and our expertise in executive recruitment methodology will provide the basis for positive consideration of our firm. This proposal of recruitment services contains the following information:

- Overview
- Recruitment Work Plan
- Firm Qualifications
- Consulting Fee
- Timeline
- Client References
- Guarantees & Ethics

William Avery & Associates, Inc.
Labor Relations/Executive Search

3½ N. Santa Cruz Ave., Suite A
Los Gatos, CA 95030
408.399.4424
Fax: 408.399.4423
www.averyassoc.net

Once again, thank you for the opportunity to submit a proposal to assist with your recruitment. If you have any questions, please do not hesitate to call me at 408-399-4424.

Sincerely,

Paul Kimura

Paul Kimura

PK: jmc



PROPOSAL FOR THE CITY OF PINOLE RECRUITMENT FOR BATTALION CHIEF

William Avery & Associates, Inc. – Overview

William Avery & Associates, Inc. (Avery Associates) is a successful and service focused Management Consulting firm based in Los Gatos, California. Incorporated in 1982, the firm specializes in Executive Search, Labor Relations and Human Resources/Management Consulting.

The firm currently includes two Principals and several key consultants. Bill Avery, the founder of Avery Associates, heads and manages the firm. He oversees the Labor Relations practice and is heavily involved in the search business including leading key searches. Paul Kimura focuses on and manages the Executive Search and Recruitment practice. Key staff members include Cris Piasecki, Bill Lopez and Sam Avery, who support the search practice and the firm's administrative staff includes Tomi Ewing, Jackie Collins and Michelle Ross. Temporary staff as needed augments the team.

Mr. Avery, having served in the past as a City Manager, provides the firm with direct experience and knowledge of city administration. Mr. Kimura's expertise in executive, technical and business recruitment, which he gained during his nineteen years of high technology experience, provides the basis for many of the recruitment strategies and tactics utilized by the firm. Collectively and combined, the firms Principals offer exceptional expertise in the area of public sector recruitment and consulting.

Firm Qualifications/Experience – What Differentiates Avery Associates

Exceptional service delivery and a very high quality work product provide excellent results for our clients. This begins with the initial client meetings, which lead to detailed timelines for deliverables followed by weekly recruitment status updates following initiation of the search. Our candidate outreach efforts are professionally and confidentially conducted. The evaluation materials we provide clients are routinely characterized as accurate, comprehensive and of very high quality. We believe more so than any other public sector recruitment firm. This is largely based on our interview system utilizing behavioral interview techniques, which we describe in our recruitment plan. This leads to a quality product with excellent end results for our clients.

The service element is based on two factors: The first is the collective service philosophy from all of our organizational team members. They are each dedicated to providing service and support to clients. The second factor is based on the high level of engagement and participation from the firm Principals in every search assignment. This hands-on involvement includes client interface, identifying and developing the ideal candidate profile and position specification, development of the search strategy, candidate outreach, interviewing and assessment, completion of reference interviews, candidate presentation, final interview facilitation and when desired, negotiation of employment terms with the successful candidate.



Recruitment Team for the City of Pinole

Paul Kimura will serve as the Project Lead in this assignment and will be assisted by Bill Lopez and Sam Avery. Mr. Kimura will be personally involved in client meetings, development of the ideal candidate profile and search strategy, candidate outreach, interview and assessment of candidates, presentation of candidates, attendance at final interviews, final referencing and will be available throughout the search process to provide other related consulting services. Mr. Kimura will have involvement in all aspects of this recruitment with the exception of clerical and administrative tasks.

Recruitment Plan

I. Position Profile and Organizational Assessment

The initial assessment phase is a critical component of the search process. Mr. Kimura will meet with the hiring authority, key policy makers and stakeholders to discuss the organizational needs and position requirements. We also feel it's valuable to meet, at the outset, with command staff and labor management to secure their input and support in the process.

Our goal for this aspect of the recruitment process is to:

- Understand the City's priorities for this position.
- Develop a clear understanding and consensus on the expertise, experience, education, performance attributes and operational style of the ideal candidate to help ensure a successful match.
- Discuss the goals, objectives, deliverables, and challenges related to this position.
- Gain insight of the various organizational dynamics and departmental issues that exist within the organization.
- Identify the compelling aspects to this opportunity.

The formal position description and ideal candidate profile would be developed from the above discussions and incorporated into the formal position announcement. The candidate profile is also utilized in various other means as a marketing tool, for advertising copy, postings, and for other announcements.

II. Search Strategy and Outreach Efforts

The search strategy is developed in conjunction with the organizational assessment. We feel it is critical to develop a high level of visibility with a comprehensive outreach program



supplemented by a focused targeted recruitment approach. We would incorporate the following elements into these searches:

- Original research, which consists of identification and contact of current incumbents or other candidates who meet the profile, but are not actively seeking other employment.
- Development of a targeted candidate list based on our extensive database, contacts, referrals and recommendations from key sources and other current and former Fire Command personnel who have extensive contacts and networks in these areas.
- Active referral solicitation from various fire safety industry sources and other contacts developed from our many years of public sector consulting.
- An extensive, personalized mailing campaign to individuals identified through the means identified above and/or those affiliated with fire management throughout the state and country.
- Marketing and listing the position with various agencies, counties and cities within the state, region and country. This would include print advertising and web posting on fire safety related websites.
- Distribution of the comprehensive position announcement to various, county, and state departments and agencies throughout the state and country.

III. Candidate Assessment

Our assessment process involves several “tiers” of evaluation. Candidates responding to this position will be initially evaluated based on their resume and if appropriate, a phone “screening” by a firm Consultant. Candidates who pass the initial “qualifying” criteria are then scheduled for a formal face-to-face interview with the primary consultant in charge of the project. These extended personal interviews typically take one hour and a thorough discussion of their experience, accomplishments, management philosophy and interpersonal style takes place.

In interviewing candidates, we utilize a methodology based on “behavioral” interview techniques. Fundamentally, this approach explores a candidate’s past accomplishments and experiences. The philosophy here is that the best indicator of future performance is assessing past behavior. This methodology allows the firm to “project” how a candidate would approach and address challenges in the new position and help ensure a positive match with the organization.

Those individuals who best fit the position requirements will have a Candidate Assessment Report developed by the project lead that conducted the interview. Additionally, two preliminary, initial reference interviews are performed on these candidates. The reference interviews provide our clients with additional insights on the candidate’s “behavior” and style.



IV. Candidate Presentation

Upon completion of formal interviews and preliminary reference interviews, a recommendation of finalist candidates for your consideration is made. We feel our extensive screening, interview, and initial reference process combined with the candidate insights provided by our detailed Candidate Assessment Report gives our clients an in-depth and detailed background on each recommended finalist. Our clients frequently comment on the value this background provides.

The final candidates are presented in our candidate presentation “book.” Each recommended finalist will have a candidate profile consisting of a candidate summary sheet, a cover letter, resume, the Candidate Assessment Report (based on the formal interview), and two initial candidate reference interviews. Others who have interviewed or given secondary consideration will also be included in the book.

V. Selection Process

Once the final candidate interview group is identified, we will assist in the structuring of the interview process and coordinate the interview scheduling activity. Our firm will also provide candidates with guidance related to travel planning, hotel accommodations, as well as other interview planning issues.

VI. Position Closure

Based on the firm’s experience in human resource management and executive search, we are able to assist our clients in the formulation of appropriate compensation and other employment arrangements. We will be available throughout our retention to assist in this process.

Timeline

Our experience reflects the approximate timeline from initial client meeting to offer acceptance will take a minimum of four months. The key activities and timeframes are as follows:

Initial client meeting to identify and develop specifications	week 1
Develop job announcement & secure related materials from client	week 2
Advertising developed and website postings	week 3
Print and distribute job announcement	week 3
Outreach period	week 3-7
Assessment/evaluation/referencing of candidates	week 7-8
Candidates presented and discussed with clients	week 9
Final interviews	week 11-12
Offer extended	week >13



Consulting Fee

Based on the services described in our proposal, the professional services consulting fee for this recruitment will be \$17,900. We would provide our first consulting invoice in the amount of \$7,900 at the outset of the search. A second invoice of \$5,000 would be billed with the presentation of candidate recommendations and the final invoice of \$5,000 for the retainer will be submitted at the completion of the search. The consulting fee will be inclusive of all services defined within this proposal unless otherwise stated.

In addition to the Professional Services Fee, normal and direct out-of-pocket expenses associated with the search are charged back to the client. Expenses for this assignment would not exceed \$5,000 without the express consent of the City. These expenses include: advertising, clerical time, supplies, printing, telephone, postage, background checks and consultant travel for client discussions, meetings, local and out-of-area candidate interviews. All expense items are reimbursed "at cost" and will be detailed and billed on a monthly basis.

Guarantees and Ethics

Whenever William Avery & Associates, Inc. is retained; we make several guarantees and commitments to a client. Due to our experience, knowledge and success within the management-consulting field, we assure a client that we will only present candidates who meet a substantial majority of the ideal qualifications that you have outlined. We are also committed to continue our search efforts until a successful candidate is employed.

It is also our practice to replace a candidate who may voluntarily resign during the first year of his/her employment. This same commitment applies if the client finds it necessary to terminate or to request the resignation of the selected individual in the first year for any reason. In either case, we invoice a client only for out-of-pocket expenses incurred in identifying a replacement.





CITY COUNCIL REPORT

7G

DATE: NOVEMBER 19, 2019

TO: MAYOR AND COUNCIL MEMBERS

FROM: TAMARA MILLER, DEVELOPMENT SERVICES DIRECTOR

**SUBJECT: RESOLUTION CONFIRMING DENIAL OF PERMITS FOR A
PROJECT PROPOSING A PERSONAL STORAGE FACILITY AT 890
SAN PABLO AVENUE**

RECOMMENDATION

On November 5, 2019, the City Council held a hearing to consider an appeal of a project proposing a personal storage facility at 890 San Pablo Avenue. At the conclusion of the hearing, the City Council voted to grant the appeal and deny the necessary approvals for the project due to inconsistency with the General Plan.

Staff recommends that City Council adopt a resolution to confirm the City Council's November 5, 2019 decision to grant the appeal and deny the necessary approvals for the project.

BACKGROUND & DISCUSSION

Beau Reinberg, applicant, submitted an application for the development of a new Personal Storage Facility at 890 San Pablo Avenue (APN 402-240-014). The final design in the approved plans includes construction of a two-story office and self-storage building and a three-story self-storage building totaling approximately 75,983 square feet on a 1.34 acre lot at 890 San Pablo Avenue, including approximately 3,760 square feet of office/commercial space.

On August 26, 2019, the Planning Commission considered the project at a public hearing. The proposed project requires Design Review for nonresidential developments, a Conditional Use Permit, and an associated Tree Removal Permit. The Planning Commission approved the project with a 4-3 decision. A complete appeal application was submitted by a member of the public within the required ten-day appeal period.

An appeal hearing before the City Council was originally scheduled for October 15, 2019 and then continued to November 5, 2019. At the November 5, 2019 appeal

hearing, the applicant, appellant, and all other interested persons had the opportunity to be heard. At the conclusion of the hearing, the City Council voted 3-2 to grant the appeal and deny approval of the necessary Design Review, Tree Removal Permit and Conditional Use Permit because of the inconsistency of the proposed project with the General Plan.

The proposed resolution confirms the City Council's November 5th decision to grant the appeal and deny necessary approvals for the project. The resolution incorporates the findings of the Council that the project is not consistent with the General Plan.

FISCAL IMPACT

Adoption of the resolution will have no direct fiscal impacts.

ATTACHMENT(S):

A: Draft Resolution

RESOLUTION 19-XX

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF PINOLE, COUNTY OF CONTRA COSTA, STATE OF CALIFORNIA, DENYING DESIGN REVIEW (DR18-13), CONDITIONAL USE PERMIT (CUP 18-13), AND TREE REMOVAL PERMIT (TR19-03) TO CONSTRUCT A PERSONAL STORAGE FACILITY WITH OFFICE/COMMERCIAL SPACE AT 890 SAN PABLO AVENUE, APN: 402-240-014

WHEREAS, Beau Reinberg, applicant, filed an application for Design Review (DR18-13), Conditional Use Permit (CUP 18-13), and Tree Removal Permit (TR19-03) with the City of Pinole to construct a personal storage facility with office/commercial space at 890 San Pablo Avenue (APN 402-240-014); and

WHEREAS, the Planning Commission of the City of Pinole conducted a duly noticed public hearing to consider application DR18-13, CUP 18-13, and TR19-03 for 890 San Pablo Avenue on August 26, 2019; and

WHEREAS, the Planning Commission adopted Resolution 19-10 approving the Design Review, Conditional Use Permit, and Tree Removal Permit entitlement request; and

WHEREAS, a member of the public submitted an appeal of the approval within the appeal period established in the Pinole Municipal Code; and

WHEREAS, the City Council is the appropriate authority to hear and take action on the appeal of the Planning Commission's decision; and

WHEREAS, the City Council of the City of Pinole conducted a duly noticed public hearing to consider the appeal on November 5, 2019, at which time all interested persons had the opportunity to be heard; and

WHEREAS, after the close of public hearing, the City Council considered all public comments received both before and during the public hearing, the presentation by City staff, the staff report, and all other pertinent information regarding the proposed development; and

WHEREAS, the City already has four storage facilities within its boundaries, which provide a total of approximately 2,100 storage spaces for a population of approximately 19,000; and

WHEREAS, permitting an additional storage facility within the City would create an oversaturation of storage facilities and thwart the City's objective of establishing a diversity of economic uses; and

WHEREAS, the City has a goal of ensuring a wide variety of commercial uses; and

WHEREAS, the City Council has determined that the proposed project is not consistent with the City's General Plan; and

WHEREAS, at the conclusion of the November 5, 2019 appeal hearing, the City Council voted to grant the appeal and deny the necessary approvals for the project; and

WHEREAS, this resolution is intended to confirm the Council's decision from November 5, 2019.

NOW, THEREFORE BE IT RESOLVED by the City Council of the City of Pinole the City Council hereby finds and declares as follows:

1. The above recitals are true and correct and are incorporated herein by reference
2. The project is not consistent with the General Plan. Among other things, the project conflicts with, or is otherwise inconsistent with the following goals and policies:
 - a. GOAL LU.1 Preserve and enhance the natural resources, high-quality residential neighborhoods and commercial areas, and small-town (semi-rural) character of Pinole.
 - b. POLICY LU.1.1 Increase land use diversity along the San Pablo Avenue, Pinole Valley Road and Appian Way corridors; reduce residential density on large land holdings designated for Suburban Residential land use; and maintain other land use designations for a variety of residential, commercial, light industrial, recreational, open space and public purposes which (1) protect environmental resources; (2) provide a mix of housing types, densities and tenure; (3) ensure that a variety of commercial and industrial goods, services and employment opportunities are available; and (4) offer a range of recreational and public facilities to meet the needs of residents.
 - c. GOAL LU.7 Balance housing and employment opportunities to reduce trips in and out of the region and encourage commercial development which maintains and enhances the quality of the city's commercial areas, provides services for residents and broadens the tax base of the community to provide needed revenues for public services.
3. The City Council of the City of Pinole denies Design Review Approval (DR 18-13), denies the Conditional Use Permit (CUP 18-13,) and denies Tree Removal Permit (TR 19-03) for the proposed project.

PASSED AND ADOPTED at a regular of the City Council of the City of Pinole held on the 19th day of November 2019, by the following vote:

AYES: COUNCILMEMBERS:

NOES: COUNCILMEMBERS:

ABSTAIN: COUNCILMEMBERS:

ABSENT: COUNCILMEMBERS:

I hereby certify that the foregoing resolution was regularly introduced, passed, and adopted on the 19th day of November 2019.

Heather Iopu, CMC
City Clerk



CITY COUNCIL REPORT

9A

DATE: NOVEMBER 19, 2019

TO: MAYOR AND COUNCILMEMBERS

FROM: HECTOR DE LA ROSA, ASSISTANT CITY MANAGER

**SUBJECT: RECEIVE AND REVIEW A REPORT FROM HdL ECONSOLUTIONS
ON THE CITY'S MARKET ANALYTICS, VOID ANALYSIS AND
COMMUNITY PROFILE REPORTS**

RECOMMENDATION

It is recommended that the City Council of the City of Pinole receive and review a report from HDL Econsolutions on the City's Market Analytics, Void Analysis and Community Profile reports, and provide direction to staff.

BACKGROUND

Within the last year the City has seen a drop in its sales tax receipts due to the closure of three large retailers located in the Fitzgerald area shopping center. The closure of these businesses projected an estimated loss of over \$400,000 in sales tax, inclusive of both of our Measure S taxes.

In an effort to minimize future impacts of lost retail revenues, staff reached out to HdL for assistance in seeking economic development data which would be useful when evaluating and/or attracting retail opportunities to Pinole. Staff reached out to HdL because we contract with them for sales tax data analysis, and they are the largest privately held sales tax database in the State of California with sales tax data for 99% of the statewide businesses. EconSolutions can utilize this data to demonstrate to retailers the massive sales tax leakage and opportunities in Pinole.

On June 4, 2019, the City Council approved a contract with HdL for preparation of certain reports and analysis to assist the City in its economic development and retail opportunity efforts.

REVIEW AND ANALYSIS

HdL has completed the reports and will be present to provide an overview of their findings. The reports and a brief outline of their purposes are referenced below:

- Market Analytics - provides analytical data for trade areas within the City of Pinole. Report includes consumer demographic, household segmentations profiles, employment profile, and consumer demand & market assessment (shopping and buying habits and behaviors), which assist retailers understanding of the trade area market.
- Void Analysis - looks at the type of businesses in similar communities of our size, types of businesses that cater to markets of our size and any leakage of potential revenues due to the void of those businesses in our community.
- Community Profile – information on Pinole's market area, community characteristics and economic indicators. This information can also be placed on the City's website.

HdL is currently working on the Marketing Packet and plan to deliver the product by mid November. The Marketing Packet will be a template that City of Pinole can use for marketing opportunities for users for Pinole. The format will include 1) one paragraph for a community summary; 2) Pinole Business Summary listing; 3) a section to insert a description of specific sites—including site plans or aerials; 4) Market Analytics Summary of key demographics, employment profile and household segmentation; and 5) trade area opportunities based on consumer demand and market supply assessment, and void analysis.

In addition to the products above, the City Council approved but deferred implementation of a retail outreach component of the contract. The outreach service component provides for HdL to connect a potential business with vacant retail sites, and assist in trying to facilitate a deal between the potential business and property owner. Staff is now looking for Council's direction on how to proceed with this service.

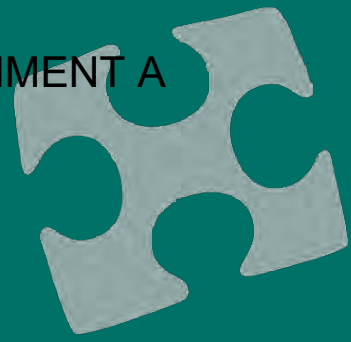
FISCAL IMPACT

The total approved cost for HdL's services was \$34,000, with \$15,000 deferred until further direction from the Council. The breakdown of the cost includes \$5,000 for the Market Analysis, \$5,000 for the Void Analysis, \$4,000 for the Marketing Packet, \$5,000 for the Community Profile, and \$15,000 for the business attraction assistance billed on an hourly rate.

Given that this agreement was approved on June 4th, funding was not included in the Fiscal Year 2019-2020 General Government Division. Funding will be included in the 1st quarter update in the amount of \$34,000

ATTACHMENTS

- A Market Analytics
- B Community Profile
- C Void Analysis



CITY OF PINOLE, CA

INSIGHT

MARKET ANALYTICS

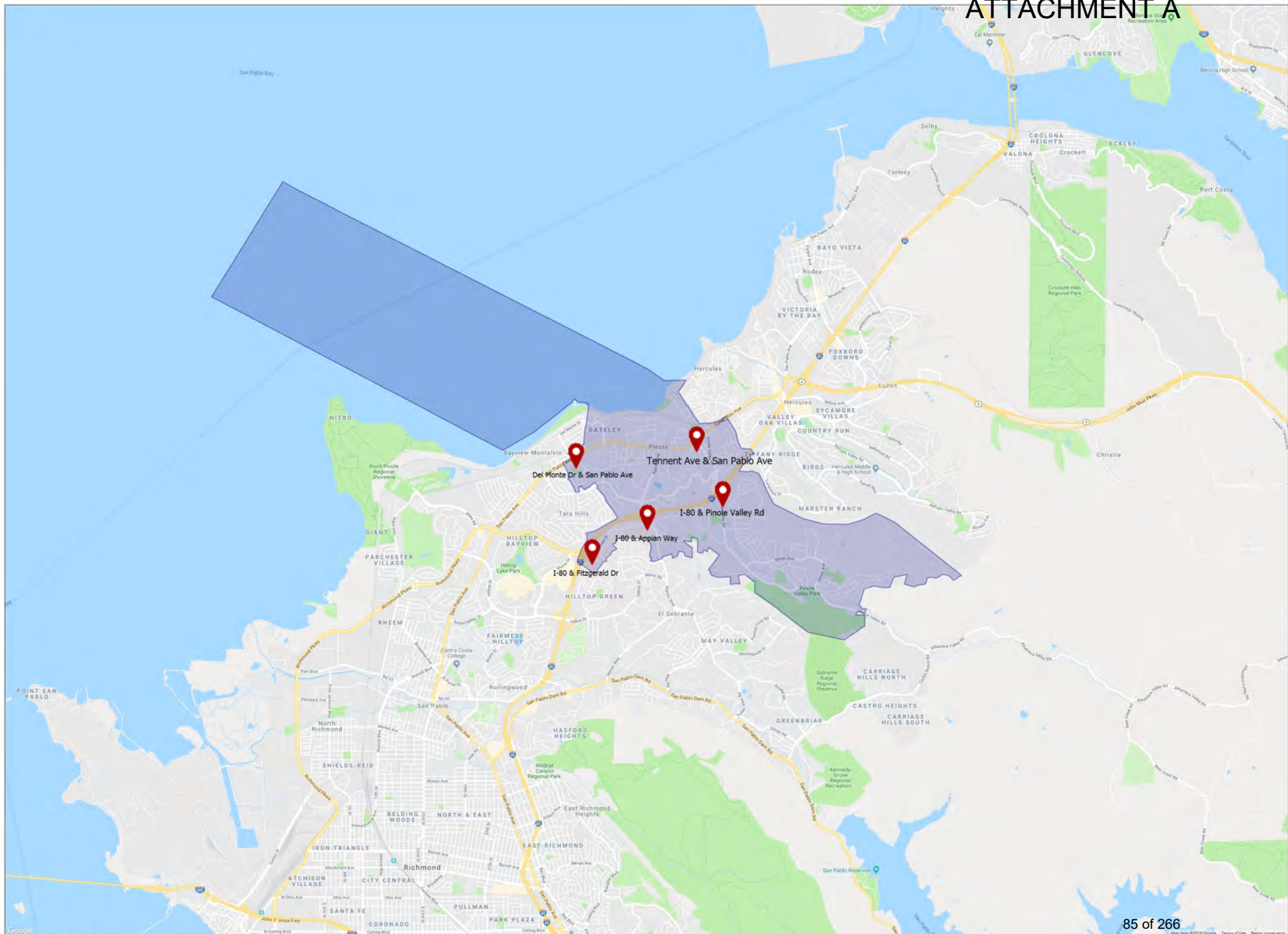
HdL ECON Solutions

Submitted by:

ECON Solutions by HdL
120 S. State College Blvd., Suite 200
Brea, CA 92821
www.hdlcompanies.com

Contact:

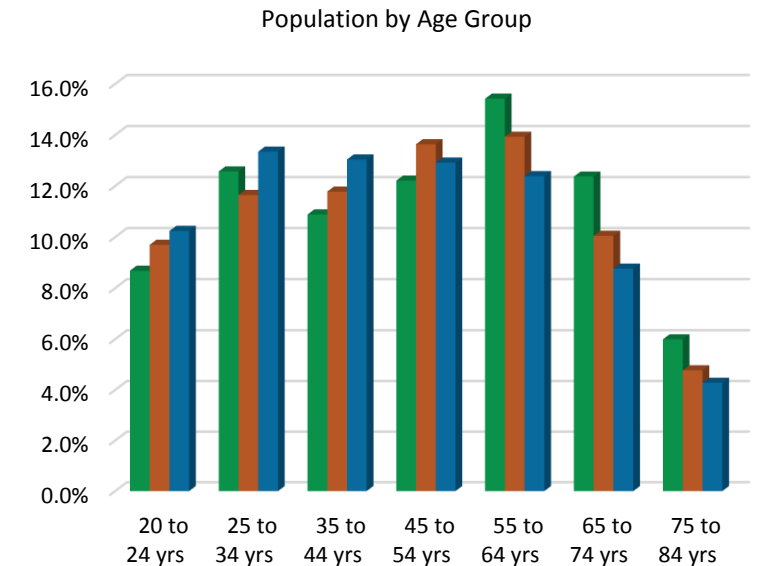
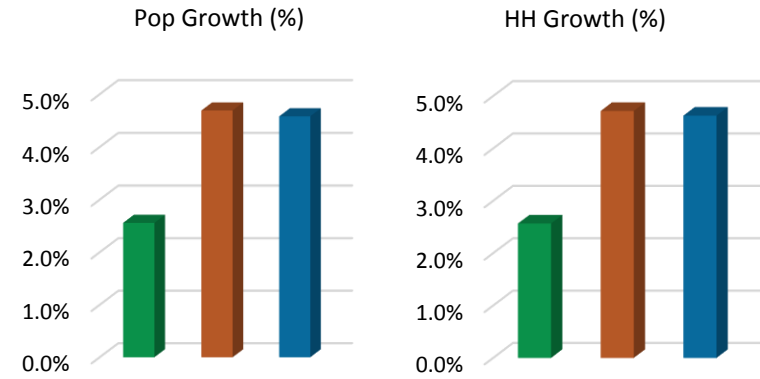
Barry Foster
714-879-5000
bfoster@hdlcompanies.com



Consumer Demographic Profile

Site: City of Pinole
Address: City of Pinole, Contra Costa County, California
Date Report Created: 6/20/2019

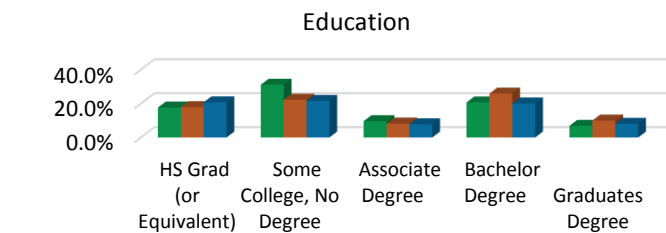
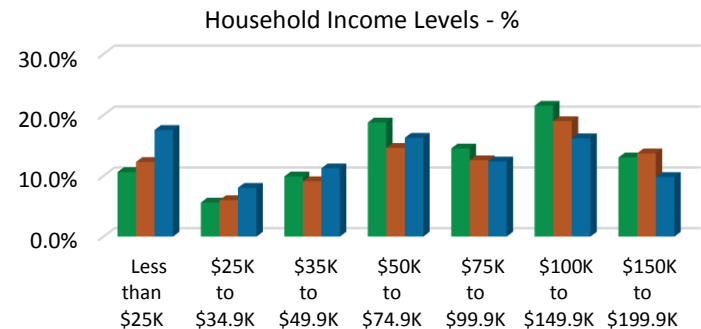
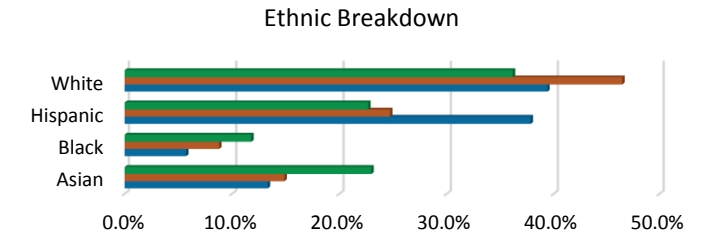
	City of Pinole		Contra Costa County		California	
	#	%	#	%	#	%
Market Stats						
Population	19,321	---	1,141,545	---	39,385,143	---
5 Year Projected Pop	19,816	---	1,195,116	---	41,189,636	---
Pop Growth (%)	2.6%	---	4.7%	---	4.6%	---
Households	7,106	---	409,294	---	13,335,351	---
5 Year Projected HHs	7,289	---	428,595	---	13,952,268	---
HH Growth (%)	2.6%	---	4.7%	---	4.6%	---
Census Stats						
2000 Population	19,231	---	948,818	---	33,871,648	---
2010 Population	18,523	---	1,049,025	---	37,253,956	---
Pop Growth (%)	-3.7%	---	10.6%	---	10.0%	---
2000 Households	6,815	---	344,132	---	11,502,864	---
2010 Households	6,796	---	375,364	---	12,577,498	---
HH Growth (%)	-0.3%	---	9.1%	---	9.3%	---
Total Population by Age						
Average Age	42.7		40.3		38.7	
19 yrs & under	3,824	19.8%	258,857	22.7%	9,220,681	23.4%
20 to 24 yrs	1,677	8.7%	110,706	9.7%	4,033,485	10.2%
25 to 34 yrs	2,429	12.6%	132,953	11.6%	5,257,290	13.3%
35 to 44 yrs	2,103	10.9%	134,483	11.8%	5,135,698	13.0%
45 to 54 yrs	2,359	12.2%	155,681	13.6%	5,087,912	12.9%
55 to 64 yrs	2,980	15.4%	159,034	13.9%	4,877,884	12.4%
65 to 74 yrs	2,390	12.4%	114,718	10.0%	3,451,477	8.8%
75 to 84 yrs	1,158	6.0%	54,518	4.8%	1,686,028	4.3%
85 + yrs	400	2.1%	20,595	1.8%	634,688	1.6%
Population Bases						
20-34 yrs	4,106	21.3%	243,659	21.3%	9,290,775	23.6%
45-64 yrs	5,339	27.6%	314,715	27.6%	9,965,796	25.3%
16 yrs +	15,876	82.2%	912,200	79.9%	31,164,667	79.1%
25 yrs +	13,819	71.5%	771,982	67.6%	26,130,977	66.3%
65 yrs +	3,948	20.4%	189,831	16.6%	5,772,193	14.7%
75 yrs +	1,558	8.1%	75,113	6.6%	2,320,716	5.9%
85 yrs +	400	2.1%	20,595	1.8%	634,688	1.6%



Consumer Demographic Profile

Site: City of Pinole
Address: City of Pinole, Contra Costa County, California
Date Report Created: 6/20/2019

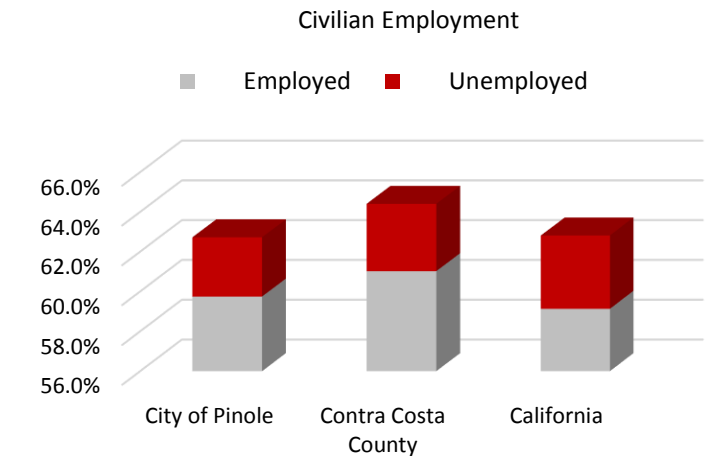
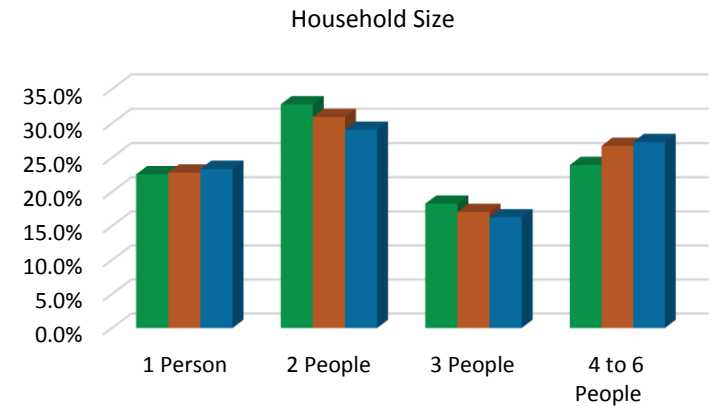
	City of Pinole		Contra Costa County		California	
	#	%	#	%	#	%
Population by Race						
White	6,988	36.2%	530,680	46.5%	15,517,129	39.4%
Hispanic	4,385	22.7%	282,303	24.7%	14,897,365	37.8%
Black	2,279	11.8%	100,442	8.8%	2,255,462	5.7%
Asian	4,441	23.0%	169,886	14.9%	5,251,949	13.3%
Ancestry						
American Indian (ancestry)	68	0.4%	3,474	0.3%	172,158	0.4%
Hawaiin (ancestry)	83	0.4%	5,137	0.5%	138,740	0.4%
Household Income						
Per Capita Income	\$36,301	---	\$43,922	---	\$33,423	---
Average HH Income	\$98,694	---	\$122,500	---	\$98,713	---
Median HH Income	\$82,967	---	\$89,732	---	\$69,549	---
Less than \$25K	755	10.6%	50,341	12.3%	2,341,731	17.6%
\$25K to \$34.9K	398	5.6%	24,551	6.0%	1,071,683	8.0%
\$35K to \$49.9K	704	9.9%	37,328	9.1%	1,498,932	11.2%
\$50K to \$74.9K	1,335	18.8%	59,829	14.6%	2,171,418	16.3%
\$75K to \$99.9K	1,032	14.5%	51,442	12.6%	1,651,735	12.4%
\$100K to \$149.9K	1,530	21.5%	77,780	19.0%	2,159,151	16.2%
\$150K to \$199.9K	927	13.0%	56,207	13.7%	1,309,280	9.8%
\$200K +	425	6.0%	51,816	12.7%	1,131,421	8.5%
Education						
Less than 9th Grade	649	4.7%	45,179	5.9%	2,575,462	9.9%
Some HS, No Diploma	883	6.4%	39,413	5.1%	2,080,441	8.0%
HS Grad (or Equivalent)	2,447	17.7%	138,372	17.9%	5,412,729	20.7%
Some College, No Degree	4,305	31.2%	171,854	22.3%	5,637,522	21.6%
Associate Degree	1,334	9.7%	63,360	8.2%	2,037,417	7.8%
Bachelor Degree	2,860	20.7%	199,685	25.9%	5,250,500	20.1%
Graduates Degree	957	6.9%	77,185	10.0%	2,118,670	8.1%



Consumer Demographic Profile

Site: City of Pinole
Address: City of Pinole, Contra Costa County, California
Date Report Created: 6/20/2019

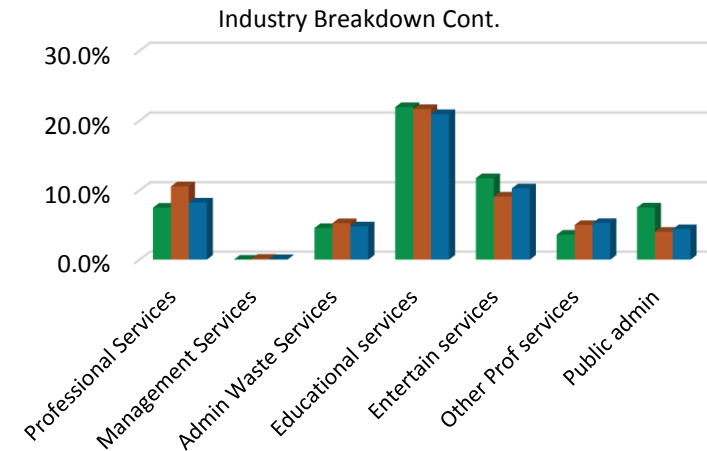
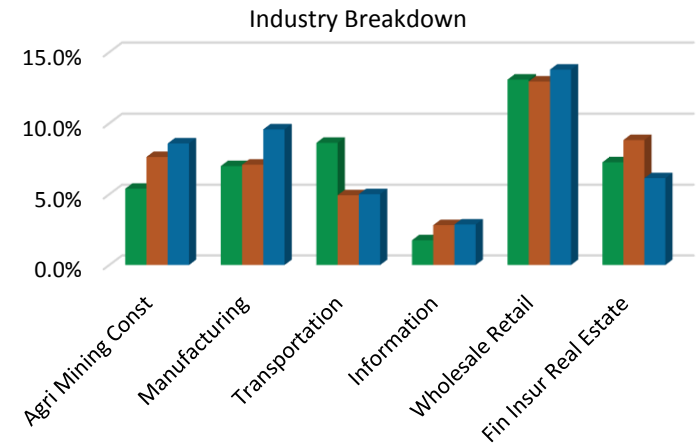
	City of Pinole		Contra Costa County		California	
	#	%	#	%	#	%
Family Structure	5,116		291,343		9,230,786	
Single - Male	206	4.0%	10,992	3.8%	442,095	4.8%
Single - Female	766	15.0%	25,405	8.7%	905,501	9.8%
Single Parent - Male	55	1.1%	8,552	2.9%	347,475	3.8%
Single Parent - Female	428	8.4%	24,404	8.4%	873,221	9.5%
Married w/ Children	1,167	22.8%	100,213	34.4%	2,927,095	31.7%
Married w/out Children	2,494	48.7%	121,777	41.8%	3,735,399	40.5%
Household Size						
1 Person	1,603	22.6%	93,351	22.8%	3,112,465	23.3%
2 People	2,328	32.8%	126,513	30.9%	3,874,200	29.1%
3 People	1,298	18.3%	69,825	17.1%	2,167,235	16.3%
4 to 6 People	1,699	23.9%	109,274	26.7%	3,635,465	27.3%
7+ People	177	2.5%	10,331	2.5%	545,986	4.1%
Home Ownership	7,106		409,294		13,335,351	
Owners	5,095	71.7%	274,702	67.1%	7,475,073	56.1%
Renters	2,012	28.3%	134,592	32.9%	5,860,278	43.9%
Components of Change						
Births	214	1.1%	12,597	1.1%	469,294	1.2%
Deaths	184	1.0%	9,096	0.8%	282,263	0.7%
Migration	-87	-0.5%	1,833	0.2%	-9,450	0.0%
Employment (Pop 16+)	15,876		912,200		31,164,667	
Armed Services	1	0.0%	825	0.1%	143,600	0.5%
Civilian	9,958	62.7%	587,502	64.4%	19,575,518	62.8%
Employed	9,485	59.7%	556,610	61.0%	18,427,716	59.1%
Unemployed	472	3.0%	30,892	3.4%	1,147,802	3.7%
Not in Labor Force	5,918	37.3%	323,873	35.5%	11,445,549	36.7%
Employed Population	9,485		556,610		18,427,716	
White Collar	6,353	67.0%	380,144	68.3%	11,579,452	62.8%
Blue Collar	3,132	33.0%	176,466	31.7%	6,848,264	37.2%



Consumer Demographic Profile

Site: City of Pinole
Address: City of Pinole, Contra Costa County, California
Date Report Created: 6/20/2019

	City of Pinole		Contra Costa County		California	
	#	%	#	%	#	%
Employment By Occupation	9,485		556,610		18,427,716	
White Collar	6,353	67.0%	380,144	68.3%	11,579,452	62.8%
Managerial executive	1,537	16.2%	110,746	19.9%	2,852,454	15.5%
Prof specialty	2,021	21.3%	130,251	23.4%	4,129,182	22.4%
Healthcare support	134	1.4%	10,647	1.9%	347,421	1.9%
Sales	986	10.4%	61,325	11.0%	1,952,936	10.6%
Office Admin	1,675	17.7%	67,175	12.1%	2,297,459	12.5%
Blue Collar	3,132	33.0%	176,466	31.7%	6,848,264	37.2%
Protective	347	3.7%	11,827	2.1%	380,727	2.1%
Food Prep Serving	536	5.6%	27,743	5.0%	1,047,979	5.7%
Bldg Maint/Cleaning	227	2.4%	24,490	4.4%	783,894	4.3%
Personal Care	567	6.0%	24,150	4.3%	871,994	4.7%
Farming/Fishing/Forestry	0	0.0%	1,495	0.3%	314,718	1.7%
Construction	642	6.8%	42,789	7.7%	1,392,136	7.6%
Production Transp	813	8.6%	43,972	7.9%	2,056,816	11.2%
Employment By Industry	9,485		556,610		18,427,716	
Agri Mining Const	511	5.4%	42,509	7.6%	1,582,405	8.6%
Manufacturing	663	7.0%	39,465	7.1%	1,764,850	9.6%
Transportation	818	8.6%	27,443	4.9%	923,097	5.0%
Information	166	1.7%	15,680	2.8%	528,098	2.9%
Wholesale Retail	1,240	13.1%	72,042	12.9%	2,538,427	13.8%
Fin Insur Real Estate	689	7.3%	49,129	8.8%	1,131,114	6.1%
Professional Services	711	7.5%	58,843	10.6%	1,519,056	8.2%
Management Services	0	0.0%	775	0.1%	14,110	0.1%
Admin Waste Services	433	4.6%	29,291	5.3%	885,382	4.8%
Educational services	2,082	21.9%	120,564	21.7%	3,860,522	20.9%
Entertain services	1,115	11.8%	50,668	9.1%	1,895,791	10.3%
Other Prof services	342	3.6%	27,816	5.0%	972,592	5.3%
Public admin	714	7.5%	22,385	4.0%	812,272	4.4%



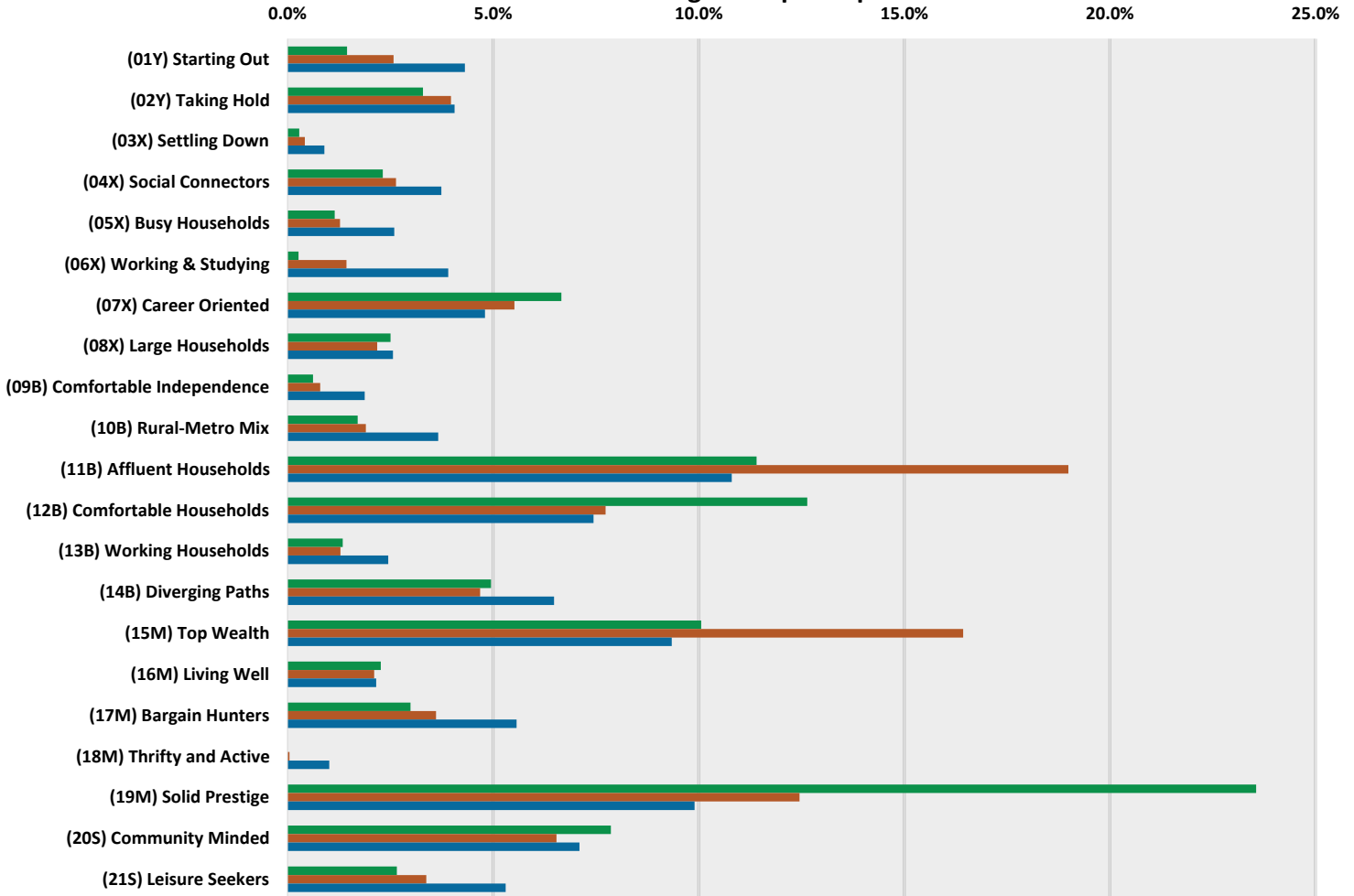
Household Segmentation Profile

Site: City of Pinole
 Address: City of Pinole, Contra Costa County, California
 Date: 6/20/2019



Trade Area 1:	Trade Area 2:	Trade Area 3:
City of Pinole	Contra Costa County	California

Household Lifestage Group Comparison



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	City of Pinole	Contra Costa County	California
Total Households	6,897	394,874	13,047,519

Rank *	Cluster	Lifestage Group	Households	%	Households	%	Households	%
1	09- Busy Schedules	(19M) Solid Prestige	736	10.7%	21,184	5.4%	556,820	4.3%
2	08- Solid Surroundings	(19M) Solid Prestige	646	9.4%	17,866	4.5%	430,733	3.3%
3	04- Top Professionals	(11B) Affluent Households	564	8.2%	28,835	7.3%	654,182	5.0%
4	03- Corporate Connected	(15M) Top Wealth	505	7.3%	24,932	6.3%	567,454	4.3%
5	17- Firmly Established	(12B) Comfortable Households	453	6.6%	14,665	3.7%	501,085	3.8%
6	13- Work & Play	(12B) Comfortable Households	419	6.1%	15,885	4.0%	469,776	3.6%
7	36- Persistent & Productive	(20S) Community Minded	360	5.2%	15,379	3.9%	574,698	4.4%
8	33- Urban Diversity	(14B) Diverging Paths	279	4.0%	14,798	3.7%	622,032	4.8%
9	05- Active & Involved	(19M) Solid Prestige	243	3.5%	10,117	2.6%	303,990	2.3%
10	26- Getting Established	(07X) Career Oriented	202	2.9%	9,372	2.4%	298,925	2.3%

* Rank is based on Trade Area 1 cluster size

Uses the Personix household segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: City of Pinole, Contra Costa County, California

Date: 6/20/2019

TOTAL HOUSEHOLDS		6,897	100%	394,874	100%	13,047,519	100%
Lifestage Group	Cluster Name	City of Pinole		Contra Costa County		California	
(01Y) Starting Out		100	1.4%	10,191	2.6%	563,119	4.3%
	39- Setting Goals	18	0.3%	1,396	0.4%	94,360	0.7%
	45- Offices & Entertainment	30	0.4%	2,107	0.5%	92,780	0.7%
	57- Collegiate Crowd	32	0.5%	3,844	1.0%	191,417	1.5%
	58- Outdoor Fervor	0	0.0%	55	0.0%	37,032	0.3%
	67- First Steps	21	0.3%	2,789	0.7%	147,530	1.1%
(02Y) Taking Hold		227	3.3%	15,699	4.0%	530,251	4.1%
	18- Climbing the Ladder	33	0.5%	940	0.2%	26,559	0.2%
	21- Children First	42	0.6%	2,607	0.7%	87,682	0.7%
	24- Career Building	142	2.1%	11,370	2.9%	378,558	2.9%
	30- Out & About	11	0.2%	782	0.2%	37,452	0.3%
(03X) Settling Down		20	0.3%	1,668	0.4%	117,136	0.9%
	34- Outward Bound	0	0.0%	58	0.0%	18,060	0.1%
	41- Rural Adventure	0	0.0%	200	0.1%	19,190	0.1%
	46- Rural & Active	20	0.3%	1,410	0.4%	79,886	0.6%
(04X) Social Connectors		160	2.3%	10,425	2.6%	488,108	3.7%
	42- Creative Variety	34	0.5%	2,314	0.6%	92,338	0.7%
	52- Stylish & Striving	68	1.0%	3,501	0.9%	160,811	1.2%
	59- Mobile Mixers	58	0.8%	4,610	1.2%	234,959	1.8%
(05X) Busy Households		79	1.1%	5,043	1.3%	338,655	2.6%
	37- Firm Foundations	32	0.5%	1,827	0.5%	119,863	0.9%
	62- Movies & Sports	47	0.7%	3,216	0.8%	218,792	1.7%
(06X) Working & Studying		19	0.3%	5,657	1.4%	510,246	3.9%
	61- City Life	2	0.0%	2,739	0.7%	324,722	2.5%
	69- Productive Havens	3	0.1%	986	0.2%	57,945	0.4%
	70- Favorably Frugal	13	0.2%	1,932	0.5%	127,579	1.0%
(07X) Career Oriented		459	6.7%	21,787	5.5%	626,520	4.8%
	06- Casual Comfort	122	1.8%	7,588	1.9%	206,901	1.6%
	10- Careers & Travel	90	1.3%	3,666	0.9%	83,236	0.6%
	20- Carving Out Time	45	0.7%	1,161	0.3%	37,458	0.3%
	26- Getting Established	202	2.9%	9,372	2.4%	298,925	2.3%
(08X) Large Households		173	2.5%	8,614	2.2%	334,606	2.6%
	11- Schools & Shopping	40	0.6%	2,771	0.7%	75,530	0.6%
	12- On the Go	68	1.0%	2,682	0.7%	87,901	0.7%
	19- Country Comfort	0	0.0%	345	0.1%	60,711	0.5%
	27- Tenured Proprietors	65	0.9%	2,816	0.7%	110,464	0.8%
(09B) Comfortable Independence		43	0.6%	3,140	0.8%	245,102	1.9%
	29- City Mixers	0	0.0%	554	0.1%	141,312	1.1%
	35- Working & Active	26	0.4%	1,370	0.3%	51,813	0.4%
	56- Metro Active	17	0.2%	1,216	0.3%	51,977	0.4%
(10B) Rural-Metro Mix		118	1.7%	7,524	1.9%	478,261	3.7%
	47- Rural Parents	0	0.0%	164	0.0%	48,445	0.4%
	53- Metro Strivers	118	1.7%	7,226	1.8%	369,818	2.8%
	60- Rural & Mobile	0	0.0%	134	0.0%	59,998	0.5%

Household Segmentation Profile

Market: City of Pinole, Contra Costa County, California

Date: 6/20/2019

TOTAL HOUSEHOLDS		6,897	100%	394,874	100%	13,047,519	100%
Lifestage Group	Cluster Name	City of Pinole		Contra Costa County		California	
(11B) Affluent Households		787	11.4%	74,994	19.0%	1,409,732	10.8%
	01- Summit Estates	97	1.4%	38,809	9.8%	549,291	4.2%
	04- Top Professionals	564	8.2%	28,835	7.3%	654,182	5.0%
	07- Active Lifestyles	127	1.8%	7,350	1.9%	206,259	1.6%
(12B) Comfortable Households		872	12.6%	30,550	7.7%	970,861	7.4%
	13- Work & Play	419	6.1%	15,885	4.0%	469,776	3.6%
	17- Firmly Established	453	6.6%	14,665	3.7%	501,085	3.8%
(13B) Working Households		93	1.3%	5,088	1.3%	319,681	2.5%
	38- Occupational Mix	93	1.3%	5,018	1.3%	286,990	2.2%
	48- Farm & Home	0	0.0%	70	0.0%	32,691	0.3%
(14B) Diverging Paths		341	5.0%	18,499	4.7%	845,607	6.5%
	16- Country Enthusiasts	0	0.0%	232	0.1%	31,157	0.2%
	22- Comfortable Cornerstones	27	0.4%	1,209	0.3%	42,603	0.3%
	31- Mid-Americana	36	0.5%	1,645	0.4%	65,638	0.5%
	32- Metro Mix	0	0.0%	615	0.2%	84,177	0.6%
	33- Urban Diversity	279	4.0%	14,798	3.7%	622,032	4.8%
(15M) Top Wealth		694	10.1%	64,884	16.4%	1,219,154	9.3%
	02- Established Elite	189	2.7%	39,952	10.1%	651,700	5.0%
	03- Corporate Connected	505	7.3%	24,932	6.3%	567,454	4.3%
(16M) Living Well		156	2.3%	8,329	2.1%	281,255	2.2%
	14- Career Centered	110	1.6%	6,322	1.6%	177,112	1.4%
	15- Country Ways	0	0.0%	100	0.0%	36,108	0.3%
	23- Good Neighbors	46	0.7%	1,907	0.5%	68,035	0.5%
(17M) Bargain Hunters		206	3.0%	14,262	3.6%	726,789	5.6%
	43- Work & Causes	31	0.4%	2,132	0.5%	86,904	0.7%
	44- Open Houses	49	0.7%	2,568	0.7%	105,266	0.8%
	55- Community Life	44	0.6%	2,079	0.5%	108,460	0.8%
	63- Staying Home	74	1.1%	6,321	1.6%	366,140	2.8%
	68- Staying Healthy	9	0.1%	1,162	0.3%	60,019	0.5%
(18M) Thrifty & Active		0	0.0%	188	0.0%	132,500	1.0%
	40- Great Outdoors	0	0.0%	44	0.0%	21,967	0.2%
	50- Rural Community	0	0.0%	96	0.0%	82,505	0.6%
	54- Work & Outdoors	0	0.0%	48	0.0%	28,028	0.2%
(19M) Solid Prestige		1,625	23.6%	49,167	12.5%	1,291,543	9.9%
	05- Active & Involved	243	3.5%	10,117	2.6%	303,990	2.3%
	08- Solid Surroundings	646	9.4%	17,866	4.5%	430,733	3.3%
	09- Busy Schedules	736	10.7%	21,184	5.4%	556,820	4.3%
(20S) Community Minded		542	7.9%	25,831	6.5%	926,348	7.1%
	25- Clubs & Causes	86	1.2%	4,689	1.2%	156,992	1.2%
	28- Community Pillars	97	1.4%	5,763	1.5%	194,658	1.5%
	36- Persistent & Productive	360	5.2%	15,379	3.9%	574,698	4.4%
(21S) Leisure Seekers		183	2.7%	13,334	3.4%	692,045	5.3%
	49- Home & Garden	41	0.6%	2,482	0.6%	132,321	1.0%
	51- Role Models	50	0.7%	2,291	0.6%	107,316	0.8%
	64- Practical & Careful	20	0.3%	2,121	0.5%	143,788	1.1%
	65- Hobbies & Shopping	31	0.5%	3,189	0.8%	143,610	1.1%
	66- Helping Hands	41	0.6%	3,251	0.8%	165,010	1.3%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Employment Profile

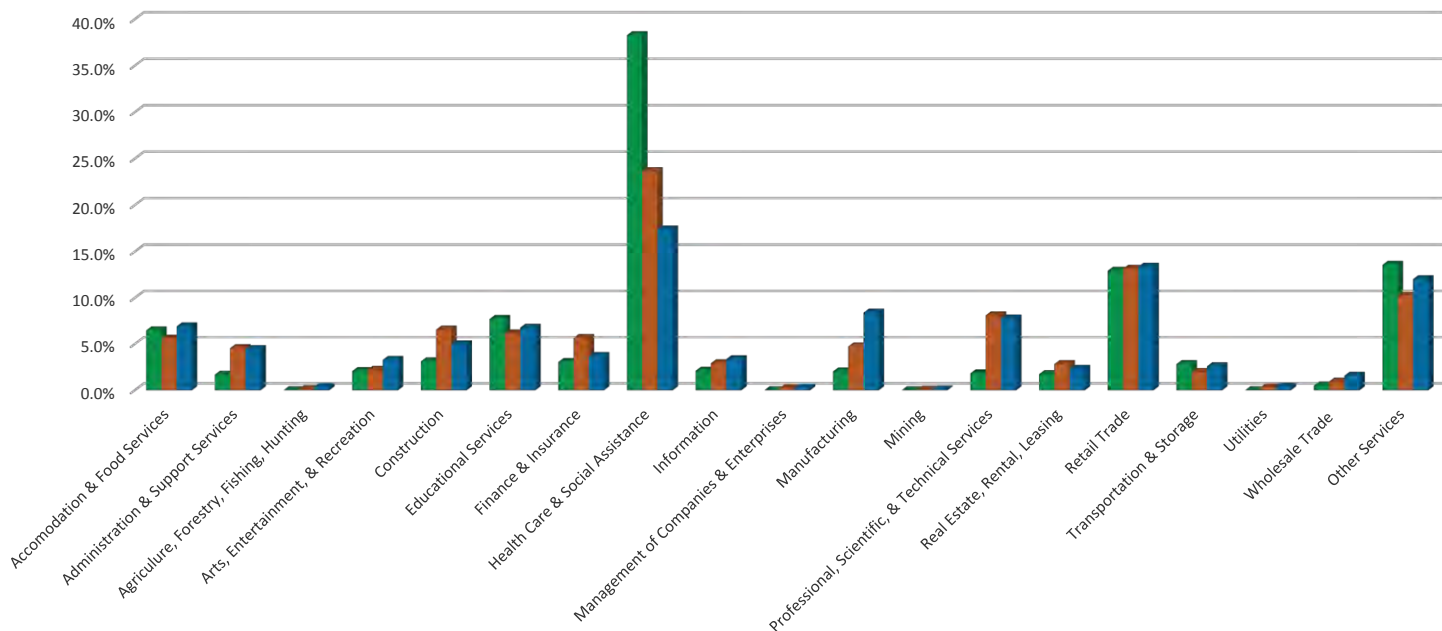
Site: City of Pinole
 Address: City of Pinole, Contra Costa County, California
 Date Report Created: 6/20/2019

ATTACHMENT A

	City of Pinole		Contra Costa County		California	
Daytime Population	15,333		1,128,186		43,413,683	
Student Population	3,927		290,384		11,624,763	
Median Employee Salary	55,659		53,315		50,304	
Average Employee Salary	65,096		63,813		58,897	
Wages	#		#		#	
Salary/Wage per Employee per Annum						
Under \$15,000 CrYr	69	1.6%	10,721	2.5%	465,314	2.7%
15,000 to 30,000 CrYr	86	2.0%	8,628	2.0%	1,726,208	10.1%
30,000 to 45,000 CrYr	1,479	33.7%	143,885	33.9%	5,001,036	29.2%
45,000 to 60,000 CrYr	851	19.4%	82,758	19.5%	3,265,225	19.1%
60,000 to 75,000 CrYr	593	13.5%	53,457	12.6%	2,355,445	13.8%
75,000 to 90,000 CrYr	439	10.0%	43,852	10.3%	1,790,742	10.5%
90,000 to 100,000 CrYr	122	2.8%	14,450	3.4%	480,927	2.8%
Over 100,000 CrYr	744	17.0%	67,035	15.8%	2,040,941	11.9%

Industry Groups

Employee's by Industry



	Establishments		Employee's		Establishments		Employee's		Establishments		Employee's	
	#	%	#	%	#	%	#	%	#	%	#	%
Total	349	100%	4,383	100%	26,278	100%	424,786	100%	1,016,839	100%	17,125,838	100%
Accommodation & Food Services	18	5.2%	284	6.5%	1,319	5.0%	23,699	5.6%	59,077	5.8%	1,184,461	6.9%
Administration & Support Services	11	3.2%	74	1.7%	946	3.6%	19,368	4.6%	33,164	3.3%	762,537	4.5%
Agriculture, Forestry, Fishing, Hunting	0	0.0%	0	0.0%	76	0.3%	519	0.1%	5,476	0.5%	61,040	0.4%
Arts, Entertainment, & Recreation	9	2.7%	91	2.1%	613	2.3%	9,384	2.2%	24,185	2.4%	562,571	3.3%
Construction	13	3.7%	137	3.1%	1,577	6.0%	27,891	6.6%	56,526	5.6%	850,706	5.0%
Educational Services	14	3.9%	338	7.7%	748	2.8%	26,116	6.1%	25,598	2.5%	1,158,985	6.8%
Finance & Insurance	27	7.7%	134	3.1%	1,876	7.1%	24,068	5.7%	55,077	5.4%	633,943	3.7%
Health Care & Social Assistance	103	29.5%	1,678	38.3%	5,487	20.9%	100,483	23.7%	181,139	17.8%	2,977,257	17.4%
Information	4	1.1%	92	2.1%	494	1.9%	12,396	2.9%	21,178	2.1%	574,656	3.4%
Management of Companies & Enterprises	0	0.0%	0	0.0%	17	0.1%	1,014	0.2%	755	0.1%	44,626	0.3%
Manufacturing	6	1.8%	89	2.0%	828	3.2%	20,144	4.7%	44,249	4.4%	1,439,257	8.4%
Mining	0	0.0%	0	0.0%	14	0.1%	244	0.1%	597	0.1%	14,478	0.1%
Professional, Scientific, & Technical Services	21	6.0%	80	1.8%	3,145	12.0%	34,438	8.1%	113,593	11.2%	1,331,243	7.8%
Real Estate, Rental, Leasing	19	5.5%	76	1.7%	1,221	4.6%	12,041	2.8%	44,381	4.4%	396,618	2.3%
Retail Trade	35	10.1%	567	12.9%	2,873	10.9%	55,880	13.2%	133,706	13.1%	2,291,625	13.4%
Transportation & Storage	4	1.2%	124	2.8%	320	1.2%	8,348	2.0%	13,527	1.3%	444,329	2.6%
Utilities	0	0.0%	0	0.0%	42	0.2%	1,329	0.3%	1,629	0.2%	69,492	0.4%
Wholesale Trade	5	1.5%	22	0.5%	452	1.7%	3,972	0.9%	25,785	2.5%	268,431	1.6%
Other Services	59	16.8%	595	13.6%	4,230	16.1%	43,452	10.2%	177,197	17.4%	2,059,583	12.0%

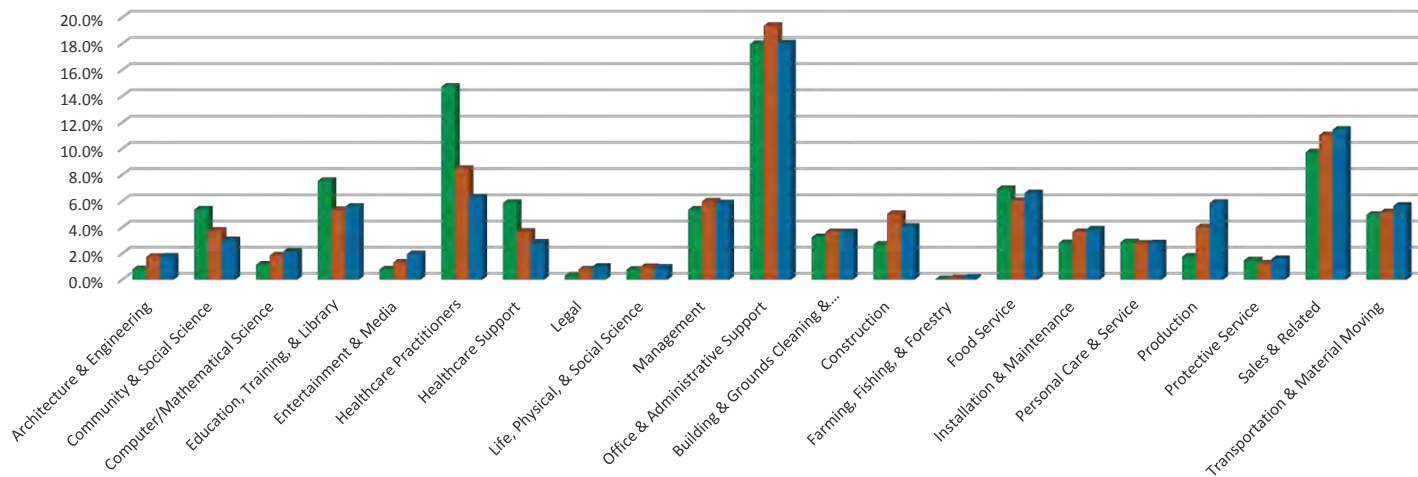
Employment Profile

Site: City of Pinole
Address: City of Pinole, Contra Costa County, California
Date Report Created: 6/20/2019

ATTACHMENT A

	City of Pinole		Contra Costa County		California	
Occupations	# of Employee's		# of Employee's		# of Employee's	
White Collar	2,777	63.3%	242,219	57.0%	9,046,130	52.8%
Architecture & Engineering	35	0.8%	7,359	1.7%	300,332	1.8%
Community & Social Science	234	5.3%	15,875	3.7%	515,209	3.0%
Computer/Mathematical Science	50	1.1%	7,843	1.8%	370,492	2.2%
Education, Training, & Library	330	7.5%	22,596	5.3%	952,719	5.6%
Entertainment & Media	34	0.8%	5,544	1.3%	332,350	1.9%
Healthcare Practitioners	645	14.7%	35,883	8.4%	1,074,365	6.3%
Healthcare Support	257	5.9%	15,506	3.7%	483,507	2.8%
Legal	14	0.3%	3,280	0.8%	168,054	1.0%
Life, Physical, & Social Science	33	0.8%	4,043	1.0%	156,844	0.9%
Management	234	5.3%	25,347	6.0%	997,950	5.8%
Office & Administrative Support	788	18.0%	82,225	19.4%	3,084,925	18.0%
Blue Collar	1,593	36.4%	180,485	42.5%	7,791,704	45.5%
Building & Grounds Cleaning & Maintenance	142	3.2%	15,370	3.6%	619,171	3.6%
Construction	117	2.7%	21,311	5.0%	691,418	4.0%
Farming, Fishing, & Forestry	1	0.0%	433	0.1%	27,222	0.2%
Food Service	303	6.9%	25,511	6.0%	1,129,699	6.6%
Installation & Maintenance	122	2.8%	15,393	3.6%	655,130	3.8%
Personal Care & Service	125	2.8%	11,651	2.7%	474,968	2.8%
Production	77	1.7%	16,964	4.0%	1,002,941	5.9%
Protective Service	65	1.5%	5,196	1.2%	268,259	1.6%
Sales & Related	426	9.7%	46,791	11.0%	1,957,801	11.4%
Transportation & Material Moving	217	4.9%	21,865	5.1%	965,095	5.6%
Military Services	13	0.3%	2,082	0.5%	288,004	1.7%

Employee's by Occupation



Employee Totals and History	#	#	#
Current	4,383	424,786	17,125,838
2018 Q3	4,107	404,759	16,287,750
2018 Q2	4,331	417,590	16,943,106
2018 Q1	4,538	434,534	17,390,276
2017 Q4	4,808	437,442	17,558,598
2017 Q3	4,383	421,594	16,876,570
2017 Q2	4,665	440,420	17,552,984
2017 Q1	4,628	437,932	17,518,623
2016 Q4	4,668	444,090	17,837,156

Consumer Demand & Market Supply Assessment

Site: City of Pinole
 Address: City of Pinole, Contra Costa County, California
 Date Report Created: 6/20/2019

ATTACHMENT A

Demographics

Population
 5-Year Population estimate
 Population Households
 Group Quarters Population
 Households
 5-Year Households estimate
 WorkPlace Establishments
 Workplace Employees
 Median Household Income

City of Pinole	Contra Costa County	California
19,321	1,141,545	39,385,143
19,816	1,195,116	41,189,636
19,265	1,131,796	38,583,074
56	9,749	802,069
7,106	409,294	13,335,351
7,289	428,595	13,952,268
349	26,278	1,016,839
4,383	424,786	17,125,838
\$82,967	\$89,732	\$69,549

By Establishments

	Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
Other Motor Vehicle Dealers	\$4,436,421	\$0	(\$4,436,421)	-100%	\$262,497,155	\$50,772,052	(\$211,725,103)	-81%	\$8,234,326,487	\$8,784,805,922	\$550,479,435	7%
Furniture Stores	\$4,005,363	\$0	(\$4,005,363)	-100%	\$239,073,461	\$131,366,799	(\$107,706,662)	-45%	\$7,711,286,668	\$7,547,635,964	(\$163,650,704)	-2%
Lawn/Garden Equipment/Supplies Stores	\$2,416,150	\$0	(\$2,416,150)	-100%	\$140,757,040	\$139,989,217	(\$767,823)	-1%	\$4,614,891,265	\$5,185,458,216	\$570,566,951	12%
Florists/Misc. Store Retailers	\$509,760	\$0	(\$509,760)	-100%	\$29,689,306	\$14,078,914	(\$15,610,392)	-53%	\$973,550,960	\$1,051,549,438	\$77,998,478	8%
Used Merchandise Stores	\$1,235,336	\$0	(\$1,235,336)	-100%	\$72,829,885	\$42,703,777	(\$30,126,108)	-41%	\$2,373,033,904	\$2,260,240,410	(\$112,793,494)	-5%
Electronic Shopping/Mail Order Houses	\$49,596,742	\$0	(\$49,596,742)	-100%	\$3,015,241,884	\$854,406,034	(\$2,160,835,850)	-72%	\$100,877,515,567	\$82,289,386,374	(\$18,588,129,193)	-18%
Vending Machine Operators (Non-Store)	\$2,297,159	\$0	(\$2,297,159)	-100%	\$136,168,193	\$27,768,871	(\$108,399,322)	-80%	\$4,404,241,918	\$4,365,743,179	(\$38,498,739)	-1%
Jewelry/Luggage/Leather Goods	\$2,245,290	\$49,917	(\$2,195,373)	-98%	\$132,749,855	\$81,838,550	(\$50,911,305)	-38%	\$4,356,585,517	\$4,504,197,113	\$147,611,596	3%
Office Supplies/Stationary/Gift	\$1,822,160	\$82,379	(\$1,739,781)	-95%	\$110,462,669	\$78,329,867	(\$32,132,802)	-29%	\$3,646,110,562	\$3,812,604,390	\$166,493,828	5%
Grocery Stores	\$38,143,947	\$1,994,216	(\$36,149,731)	-95%	\$2,236,067,639	\$2,317,517,362	\$81,449,723	4%	\$72,229,362,812	\$70,991,449,893	(\$1,237,912,919)	-2%
Clothing Stores	\$16,430,267	\$864,119	(\$15,566,148)	-95%	\$973,206,848	\$651,677,402	(\$321,529,446)	-33%	\$31,668,843,473	\$32,627,901,680	\$959,058,207	3%
Shoe Stores	\$2,258,446	\$173,921	(\$2,084,525)	-92%	\$135,304,193	\$75,531,656	(\$59,772,537)	-44%	\$4,332,445,485	\$4,591,329,670	\$258,884,185	6%
Other General Merchandise Stores	\$39,057,272	\$3,377,530	(\$35,679,741)	-91%	\$2,295,045,302	\$3,139,242,416	\$844,197,114	37%	\$74,586,530,546	\$85,716,937,581	\$11,130,407,035	15%
Automotive Dealers	\$71,206,133	\$7,047,067	(\$64,159,066)	-90%	\$4,209,502,707	\$2,751,908,435	(\$1,457,594,272)	-35%	\$131,524,014,128	\$135,988,278,312	\$4,464,264,184	3%
Department Stores	\$8,860,148	\$1,451,737	(\$7,408,411)	-84%	\$522,772,869	\$540,616,562	\$17,843,693	3%	\$17,093,409,626	\$21,711,201,622	\$4,617,791,996	27%
Health/Personal Care Stores	\$19,838,465	\$6,581,336	(\$13,257,129)	-67%	\$1,155,415,418	\$1,070,474,958	(\$84,940,460)	-7%	\$38,515,254,549	\$41,548,025,889	\$3,032,771,340	8%
Other Misc. Store Retailers	\$5,326,782	\$1,894,475	(\$3,432,308)	-64%	\$312,882,208	\$186,442,222	(\$126,439,986)	-40%	\$10,109,961,052	\$10,815,844,624	\$705,883,572	7%
Special Food Services	\$3,432,646	\$1,322,982	(\$2,109,664)	-61%	\$228,440,969	\$159,077,916	(\$69,363,053)	-30%	\$7,747,279,601	\$8,328,307,553	\$581,027,952	7%
Automotive Parts/Accessories/Tire	\$5,770,547	\$2,998,346	(\$2,772,202)	-48%	\$336,898,180	\$258,341,621	(\$78,556,559)	-23%	\$11,161,877,910	\$11,867,855,126	\$705,977,216	6%
Specialty Food Stores	\$2,262,680	\$1,234,202	(\$1,028,478)	-45%	\$132,687,175	\$92,579,093	(\$40,108,082)	-30%	\$4,271,523,294	\$4,100,145,794	(\$171,377,500)	-4%
Sporting Goods/Hobby/Musical Instrument	\$4,013,594	\$2,362,870	(\$1,650,723)	-41%	\$237,854,152	\$182,103,083	(\$55,751,069)	-23%	\$7,754,380,414	\$8,112,018,362	\$357,637,948	5%
Full-Service Restaurants	\$15,689,758	\$9,313,781	(\$6,375,977)	-41%	\$1,108,359,592	\$947,319,114	(\$161,040,478)	-15%	\$38,722,028,966	\$41,429,801,984	\$2,707,773,018	7%
Direct Selling Establishments	\$1,835,968	\$1,228,852	(\$607,116)	-33%	\$107,428,547	\$80,594,542	(\$26,834,005)	-25%	\$3,527,109,103	\$2,905,107,059	(\$622,002,044)	-18%
Beer/Wine/Liquor Stores	\$3,187,557	\$2,233,078	(\$954,478)	-30%	\$188,555,952	\$166,148,008	(\$22,407,944)	-12%	\$6,077,651,012	\$6,463,833,201	\$386,182,189	6%
Gasoline Stations	\$28,833,583	\$26,184,594	(\$2,648,989)	-9%	\$1,688,369,911	\$1,818,429,288	\$130,059,377	8%	\$53,565,091,417	\$76,525,062,339	\$22,959,970,922	43%
Limited-Service Eating Places	\$16,442,159	\$16,015,444	(\$426,715)	-3%	\$1,093,152,799	\$926,448,005	(\$166,704,794)	-15%	\$37,081,748,567	\$40,097,180,007	\$3,015,431,440	8%
Home Furnishing Stores	\$3,682,742	\$5,553,672	\$1,870,930	51%	\$217,109,210	\$155,632,837	(\$61,476,373)	-28%	\$7,133,105,993	\$7,564,900,479	\$431,794,486	6%
Electronics/Appliance	\$5,921,172	\$9,544,434	\$3,623,262	61%	\$383,773,839	\$239,666,694	(\$144,107,145)	-38%	\$13,021,377,704	\$12,478,673,403	(\$542,704,301)	-4%
Bar/Drinking Places (Alcoholic Beverages)	\$886,681	\$1,724,626	\$837,945	95%	\$69,075,184	\$45,824,483	(\$23,250,701)	-34%	\$2,517,224,715	\$2,745,211,226	\$227,986,511	9%
Book/Periodical/Music Stores	\$1,139,385	\$2,396,842	\$1,257,457	110%	\$67,881,929	\$39,059,649	(\$28,822,280)	-42%	\$2,240,435,441	\$2,385,281,902	\$144,846,461	6%
Building Material/Supplies Dealers	\$20,369,155	\$47,822,231	\$27,453,075	135%	\$1,193,384,738	\$1,021,695,362	(\$171,689,376)	-14%	\$39,576,088,752	\$46,342,754,031	\$6,766,665,279	17%
Consumer Demand/Market Supply Index	\$383,153,467	\$153,452,650	250		\$23,032,638,809	\$18,287,584,789	126		\$751,648,287,408	\$795,138,722,743	95	

Consumer Demand & Market Supply Assessment

Site: City of Pinole
Address: City of Pinole, Contra Costa County, California
Date Report Created: 6/20/2019

ATTACHMENT A

By Major Product Lines

	City of Pinole				Contra Costa County				California			
	Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
Jewelry (including Watches)	\$3,364,382	\$171,360	(\$3,193,021)	-95%	\$198,956,497	\$138,957,860	(\$59,998,637)	-30%	\$6,554,902,822	\$7,338,758,668	\$783,855,846	12%
Womens/Juniors/Misses Wear	\$14,307,774	\$910,086	(\$13,397,688)	-94%	\$841,315,362	\$555,851,161	(\$285,464,201)	-34%	\$27,489,496,945	\$27,613,045,748	\$123,548,803	0%
Footwear, including Accessories	\$5,582,901	\$496,887	(\$5,086,014)	-91%	\$334,732,967	\$189,666,351	(\$145,066,616)	-43%	\$10,706,115,436	\$10,217,460,591	(\$488,654,845)	-5%
Autos/Cars/Vans/Trucks/Motorcycles	\$62,869,586	\$5,900,254	(\$56,969,332)	-91%	\$3,717,298,879	\$2,330,342,290	(\$1,386,956,589)	-37%	\$115,855,814,428	\$120,130,246,188	\$4,274,431,760	4%
Mens Wear	\$5,525,624	\$541,242	(\$4,984,382)	-90%	\$331,199,333	\$247,144,358	(\$84,054,975)	-25%	\$10,640,111,347	\$12,024,563,688	\$1,384,452,341	13%
Childrens Wear/Infants/Toddlers Clothing	\$2,264,659	\$236,096	(\$2,028,563)	-90%	\$137,244,801	\$131,591,389	(\$5,653,412)	-4%	\$4,470,454,198	\$5,866,898,683	\$1,396,444,485	31%
Groceries/Other Food Items (Off Premises)	\$60,041,650	\$6,965,518	(\$53,076,132)	-88%	\$3,510,474,040	\$3,456,148,503	(\$54,325,537)	-2%	\$112,846,800,009	\$110,604,387,672	(\$2,242,412,337)	-2%
Paper/Related Products	\$1,581,040	\$193,478	(\$1,387,562)	-88%	\$91,430,628	\$126,782,516	\$35,351,888	39%	\$3,049,548,456	\$4,136,874,815	\$1,087,326,359	36%
Furniture/Sleep/Outdoor/Patio Furniture	\$10,331,204	\$1,348,962	(\$8,982,243)	-87%	\$616,897,982	\$288,334,369	(\$328,563,613)	-53%	\$19,900,010,066	\$16,554,680,372	(\$3,345,329,694)	-17%
Drugs/Health Aids/Beauty Aids/Cosmetics	\$44,039,994	\$6,600,810	(\$37,439,184)	-85%	\$2,562,859,317	\$1,773,331,525	(\$789,527,792)	-31%	\$85,923,015,094	\$77,779,311,460	(\$8,143,703,634)	-9%
Pets/Pet Foods/Pet Supplies	\$3,610,959	\$689,646	(\$2,921,313)	-81%	\$213,460,931	\$111,782,821	(\$101,678,110)	-48%	\$6,675,636,373	\$4,892,283,008	(\$1,783,353,365)	-27%
Automotive Tires/Tubes/Batteries/Parts	\$11,461,261	\$3,194,749	(\$8,266,512)	-72%	\$668,123,380	\$439,214,288	(\$228,909,092)	-34%	\$22,267,128,761	\$20,811,188,095	(\$1,455,940,666)	-7%
All Other Merchandise	\$14,824,748	\$4,293,641	(\$10,531,107)	-71%	\$871,397,716	\$532,158,562	(\$339,239,154)	-39%	\$28,419,481,978	\$29,329,269,087	\$909,787,109	3%
Retailer Services	\$12,376,637	\$3,627,155	(\$8,749,482)	-71%	\$737,094,814	\$489,602,051	(\$247,492,763)	-34%	\$22,586,493,753	\$24,317,804,346	\$1,731,310,593	8%
Toys/Hobby Goods/Games	\$1,866,912	\$579,819	(\$1,287,093)	-69%	\$109,805,519	\$108,540,802	(\$1,264,717)	-1%	\$3,648,690,523	\$4,942,168,432	\$1,293,477,909	35%
Optical Goods (incl Eyeglasses, Sunglasses)	\$903,417	\$290,205	(\$613,212)	-68%	\$52,702,217	\$69,050,843	\$16,348,626	31%	\$1,629,525,910	\$2,213,459,475	\$583,933,565	36%
Packaged Liquor/Wine/Beer	\$7,030,083	\$2,317,954	(\$4,712,129)	-67%	\$415,135,481	\$331,838,237	(\$83,297,244)	-20%	\$13,299,756,649	\$14,077,738,340	\$777,981,691	6%
Small Electric Appliances	\$809,779	\$285,170	(\$524,609)	-65%	\$47,434,030	\$40,334,291	(\$7,099,739)	-15%	\$1,552,770,909	\$1,849,270,194	\$296,499,285	19%
Sporting Goods (incl Bicycles/Sports Vehicles)	\$3,304,336	\$1,216,384	(\$2,087,951)	-63%	\$196,841,082	\$162,719,771	(\$34,121,311)	-17%	\$6,436,080,498	\$8,028,901,909	\$1,592,821,411	25%
Soaps/Detergents/Household Cleaners	\$1,831,012	\$709,581	(\$1,121,431)	-61%	\$106,857,349	\$135,095,061	\$28,237,712	26%	\$3,488,716,416	\$4,549,413,588	\$1,060,697,172	30%
Cigars/Cigarettes/Tobacco/Accessories	\$4,213,648	\$1,678,979	(\$2,534,670)	-60%	\$242,508,809	\$253,293,698	\$10,784,889	4%	\$8,305,252,245	\$10,288,435,002	\$1,983,182,757	24%
Kitchenware/Home Furnishings	\$4,509,176	\$2,221,116	(\$2,288,060)	-51%	\$265,946,234	\$187,429,578	(\$78,516,656)	-30%	\$8,749,736,423	\$9,435,998,271	\$686,261,848	8%
Computer Hardware/Software/Supplies	\$6,068,478	\$3,000,987	(\$3,067,491)	-51%	\$498,977,523	\$235,819,417	(\$263,158,106)	-53%	\$18,848,236,245	\$15,481,932,386	(\$3,366,303,859)	-18%
Audio Equipment/Musical Instruments	\$2,129,276	\$1,100,957	(\$1,028,319)	-48%	\$125,750,928	\$80,152,784	(\$45,598,144)	-36%	\$4,164,230,075	\$4,620,069,971	\$455,839,896	11%
Sewing/Knitting Materials/Supplies	\$173,656	\$91,290	(\$82,366)	-47%	\$9,716,741	\$10,736,298	\$1,019,557	10%	\$310,053,177	\$438,862,705	\$128,809,528	42%
Curtains/Draperies/Slipcovers/Bed/Coverings	\$1,749,844	\$1,065,268	(\$684,577)	-39%	\$104,915,866	\$98,319,892	(\$6,595,974)	-6%	\$3,303,412,647	\$4,373,580,665	\$1,070,168,018	32%
Alcoholic Drinks Served at the Establishment	\$6,421,543	\$4,466,394	(\$1,955,148)	-30%	\$509,682,026	\$331,153,037	(\$178,528,989)	-35%	\$18,718,338,233	\$16,113,196,512	(\$2,605,141,721)	-14%
Lawn/Garden/Farm Equipment/Supplies	\$6,114,705	\$4,472,506	(\$1,642,199)	-27%	\$355,131,377	\$311,681,238	(\$43,450,139)	-12%	\$11,716,886,619	\$12,664,750,777	\$947,864,158	8%
Meats/Nonalcoholic Beverages	\$31,716,782	\$24,067,903	(\$7,648,879)	-24%	\$2,105,133,883	\$1,865,605,094	(\$239,528,789)	-11%	\$71,345,528,677	\$80,479,358,090	\$9,133,829,413	13%
Televisions/VCR/Video Cameras/DVD etc	\$2,422,972	\$1,846,200	(\$576,772)	-24%	\$143,282,552	\$153,073,731	\$9,791,179	7%	\$4,733,901,685	\$6,893,680,087	\$2,159,778,402	46%
Automotive Fuels	\$26,746,433	\$23,174,280	(\$3,572,154)	-13%	\$1,564,692,307	\$1,921,577,578	\$356,885,271	23%	\$49,260,845,977	\$72,873,338,128	\$23,612,492,151	48%
Photographic Equipment/Supplies	\$408,644	\$399,339	(\$9,305)	-2%	\$24,328,723	\$24,182,872	(\$145,851)	-1%	\$796,616,242	\$1,158,815,543	\$362,199,301	45%
Books/Periodicals	\$1,536,726	\$1,524,962	(\$11,764)	-1%	\$91,255,921	\$45,565,832	(\$45,690,089)	-50%	\$3,019,977,458	\$3,233,696,547	\$213,719,089	7%
Household Fuels (incl Oil, LP gas, Wood, Coal)	\$705,473	\$1,058,977	\$353,504	50%	\$40,687,437	\$68,392,585	\$27,705,148	68%	\$1,355,379,034	\$2,045,135,926	\$689,756,892	51%
Floor/Floor Coverings	\$2,855,911	\$4,885,619	\$2,029,707	71%	\$166,709,025	\$129,681,417	(\$37,027,608)	-22%	\$5,637,958,782	\$6,280,622,361	\$642,663,579	11%
Major Household Appliances	\$1,510,097	\$2,617,505	\$1,107,408	73%	\$89,443,398	\$78,447,414	(\$10,995,984)	-12%	\$2,754,942,916	\$3,632,896,441	\$877,953,525	32%
Automotive Lubricants (incl Oil, Greases)	\$1,510,097	\$2,617,505	\$1,107,408	73%	\$89,443,398	\$78,447,414	(\$10,995,984)	-12%	\$2,754,942,916	\$3,632,896,441	\$877,953,525	32%
Hardware/Tools/Plumbing/Electrical Supplies	\$5,638,758	\$11,652,508	\$6,013,750	107%	\$329,042,988	\$296,019,380	(\$33,023,608)	-10%	\$11,053,452,985	\$13,405,627,339	\$2,352,174,354	21%
Paints/Sundries/Wallpaper/Wall Coverings	\$1,477,499	\$3,529,376	\$2,051,877	139%	\$86,344,697	\$78,530,218	(\$7,814,479)	-9%	\$2,894,475,511	\$3,557,115,548	\$662,640,037	23%
Dimensional Lumber/Other Building Materials	\$8,179,378	\$19,806,064	\$11,626,686	142%	\$480,232,245	\$425,265,432	(\$54,966,813)	-11%	\$15,978,930,586	\$19,445,954,246	\$3,467,023,660	22%

Data for this report is provided via the Market Outlook database from Synergos Technologies, Inc (STI).

- Market Outlook is based on the following -
- the Consumer Expenditure Survey (CE), a program of the Bureau of Labor Statistics (BLS);
 - the U.S. Census Bureau’s monthly and annual Retail Trade (CRT) reports;
 - the Census Bureau’s Economic Census; with supporting demographic data from STI: PopStats data and STI: WorkPlace.

Market Outlook data covers 31 leading retail segments and 40 major product and service lines.

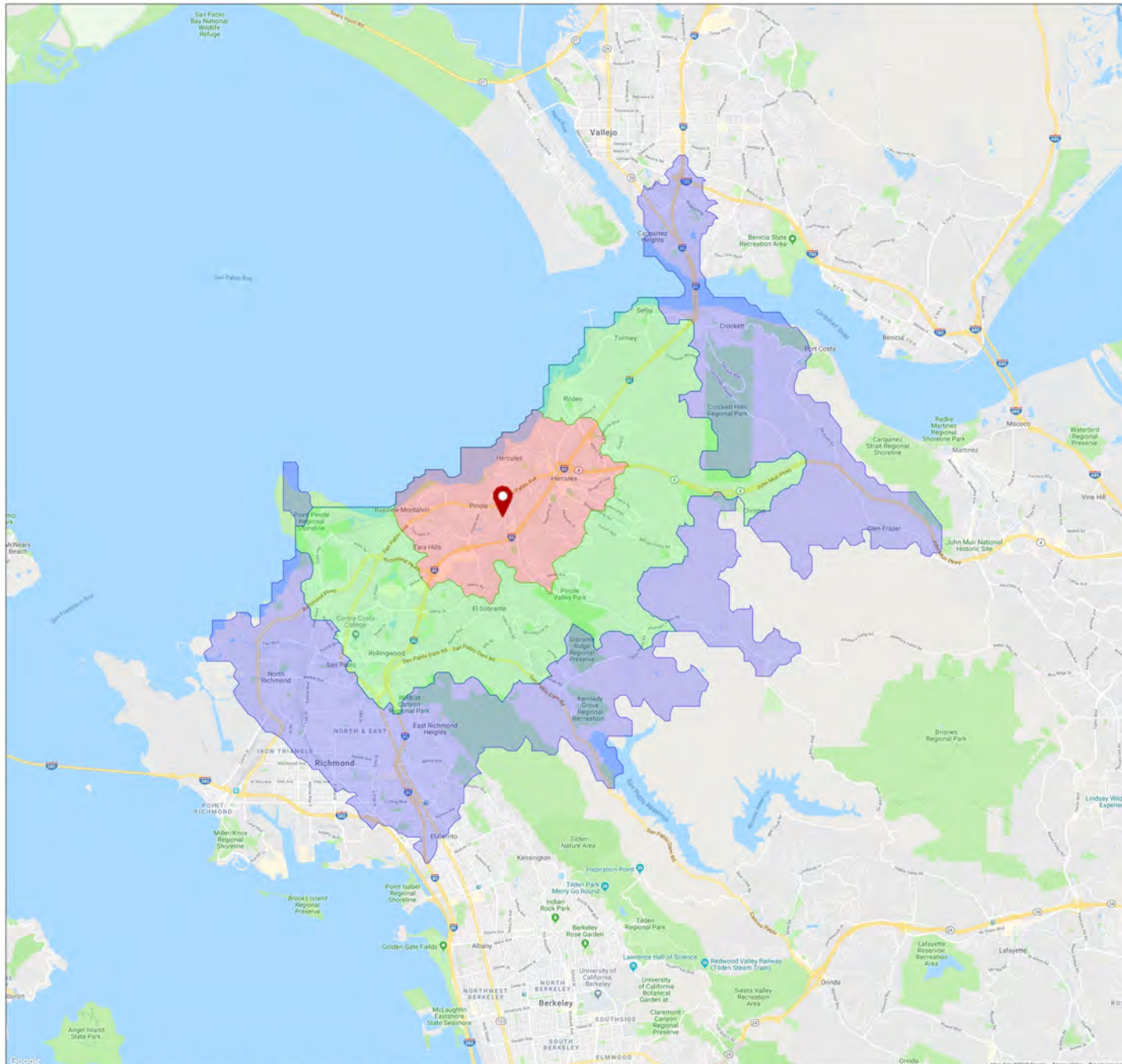
The difference between demand and supply represents the opportunity gap or surplus available for each retail outlet cited on the Market Outlook report for the specified trade area or reporting geography. When the demand is greater than (or less than) the supply, there is an opportunity gap (or surplus) for that retail outlet. In other words, a negative value signifies an opportunity gap where the Consumer Demand is higher than the Market Supply, while a positive value signifies a surplus.

Consumer Demand/Market Supply Index:

- n = 100 (Equilibrium)
- n > 100 suggests demand is not being fully met within the market, consumers are leaving the area to shop
- n < 100 suggests supply exceeds demand, attracting consumers from outside the defined area

Tennent Ave and San Pablo Ave

ATTACHMENT A



INSIGHT
MARKET ANALYTICS
Hdl ECONsolutions

Drive Time: 5, 10, 15 Mins

Scale In Miles:



Consumer Demographic Profile

Site: Downtown Pinole
Address: Tennent Ave and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Market Stats						
Population	42,215	---	120,372	---	225,370	---
5 Year Projected Pop	43,345	---	124,516	---	232,222	---
Pop Growth (%)	2.7%	---	3.4%	---	3.0%	---
Households	14,829	---	42,296	---	77,194	---
5 Year Projected HHs	15,234	---	43,856	---	79,621	---
HH Growth (%)	2.7%	---	3.7%	---	3.1%	---
Census Stats						
2000 Population	36,782	---	103,960	---	204,329	---
2010 Population	40,242	---	112,170	---	212,429	---
Pop Growth (%)	9.4%	---	7.9%	---	4.0%	---
2000 Households	12,667	---	35,984	---	69,543	---
2010 Households	14,100	---	39,135	---	72,501	---
HH Growth (%)	11.3%	---	8.8%	---	4.3%	---
Total Population by Age						
Average Age	41.3		40.5		39.3	
19 yrs & under	9,006	21.3%	26,579	22.1%	52,821	23.4%
20 to 24 yrs	3,693	8.7%	10,431	8.7%	20,104	8.9%
25 to 34 yrs	5,192	12.3%	15,545	12.9%	29,701	13.2%
35 to 44 yrs	5,007	11.9%	15,029	12.5%	29,153	12.9%
45 to 54 yrs	5,469	13.0%	15,515	12.9%	29,164	12.9%
55 to 64 yrs	6,199	14.7%	16,742	13.9%	29,328	13.0%
65 to 74 yrs	4,791	11.3%	12,872	10.7%	22,036	9.8%
75 to 84 yrs	2,167	5.1%	5,760	4.8%	9,758	4.3%
85 + yrs	691	1.6%	1,899	1.6%	3,305	1.5%
Population Bases						
20-34 yrs	8,885	21.0%	25,976	21.6%	49,805	22.1%
45-64 yrs	11,668	27.6%	32,257	26.8%	58,493	26.0%
16 yrs +	34,114	80.8%	96,435	80.1%	178,110	79.0%
25 yrs +	29,516	69.9%	83,362	69.3%	152,445	67.6%
65 yrs +	7,649	18.1%	20,531	17.1%	35,098	15.6%
75 yrs +	2,858	6.8%	7,659	6.4%	13,062	5.8%
85 yrs +	691	1.6%	1,899	1.6%	3,305	1.5%

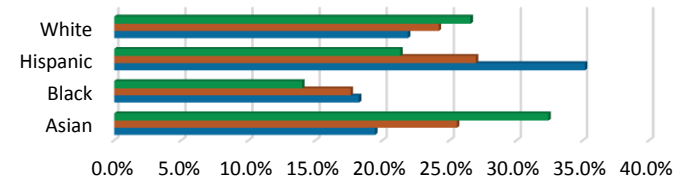


Consumer Demographic Profile

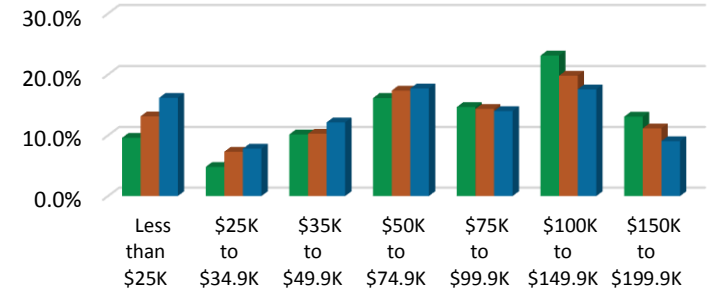
Site: Downtown Pinole
Address: Tennent Ave and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Population by Race						
White	11,216	26.6%	29,130	24.2%	49,375	21.9%
Hispanic	9,006	21.3%	32,457	27.0%	79,250	35.2%
Black	5,916	14.0%	21,216	17.6%	41,127	18.2%
Asian	13,681	32.4%	30,768	25.6%	43,859	19.5%
Ancestry						
American Indian (ancestry)	146	0.3%	363	0.3%	703	0.3%
Hawaiin (ancestry)	175	0.4%	651	0.5%	1,229	0.5%
Household Income						
Per Capita Income	\$37,169	---	\$33,892	---	\$30,223	---
Average HH Income	\$105,811	---	\$96,455	---	\$88,237	---
Median HH Income	\$89,526	---	\$77,870	---	\$68,845	---
Less than \$25K	1,421	9.6%	5,557	13.1%	12,493	16.2%
\$25K to \$34.9K	712	4.8%	3,090	7.3%	6,026	7.8%
\$35K to \$49.9K	1,507	10.2%	4,344	10.3%	9,374	12.1%
\$50K to \$74.9K	2,396	16.2%	7,346	17.4%	13,674	17.7%
\$75K to \$99.9K	2,175	14.7%	6,072	14.4%	10,802	14.0%
\$100K to \$149.9K	3,426	23.1%	8,381	19.8%	13,565	17.6%
\$150K to \$199.9K	1,940	13.1%	4,721	11.2%	6,989	9.1%
\$200K +	1,251	8.4%	2,786	6.6%	4,272	5.5%
Education						
Less than 9th Grade	1,649	5.6%	6,515	7.8%	17,846	11.7%
Some HS, No Diploma	1,521	5.2%	4,924	5.9%	11,425	7.5%
HS Grad (or Equivalent)	5,530	18.7%	17,345	20.8%	32,959	21.6%
Some College, No Degree	7,874	26.7%	21,359	25.6%	35,787	23.5%
Associate Degree	2,989	10.1%	8,205	9.8%	13,074	8.6%
Bachelor Degree	6,752	22.9%	17,163	20.6%	27,798	18.2%
Graduates Degree	2,139	7.2%	5,314	6.4%	8,993	5.9%

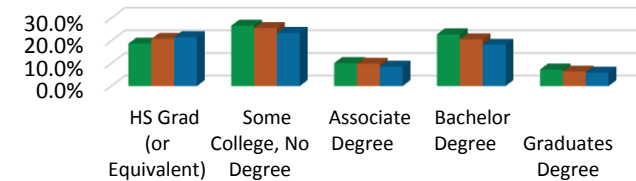
Ethnic Breakdown



Household Income Levels - %



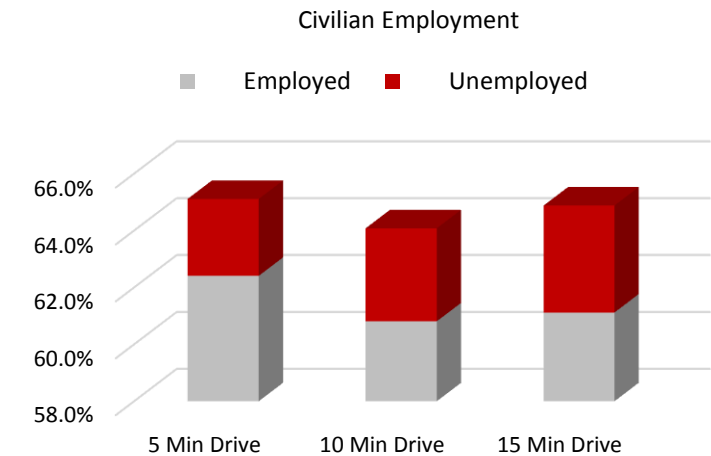
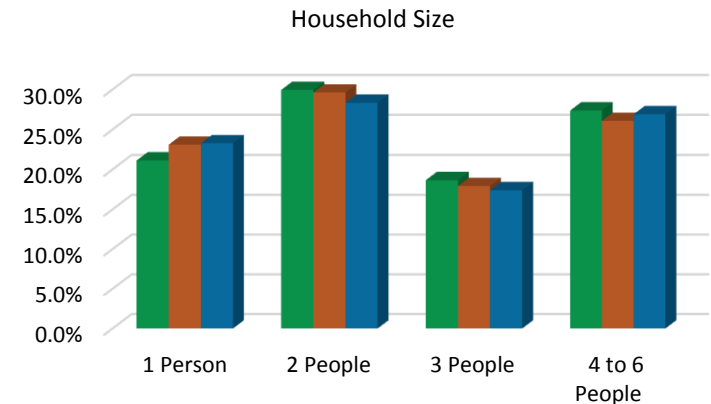
Education



Consumer Demographic Profile

Site: Downtown Pinole
Address: Tennent Ave and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

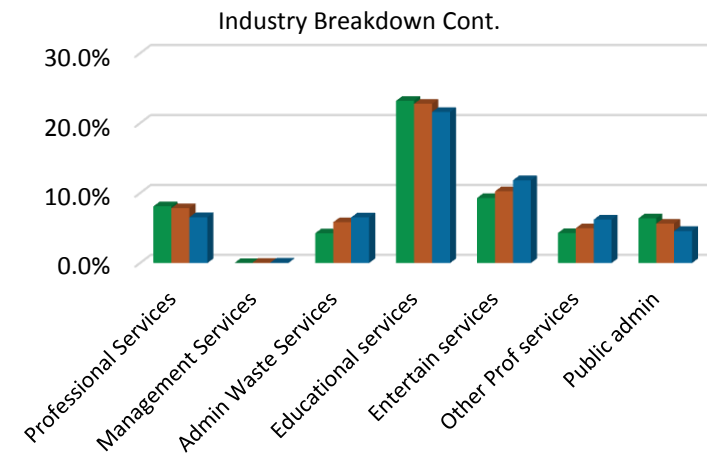
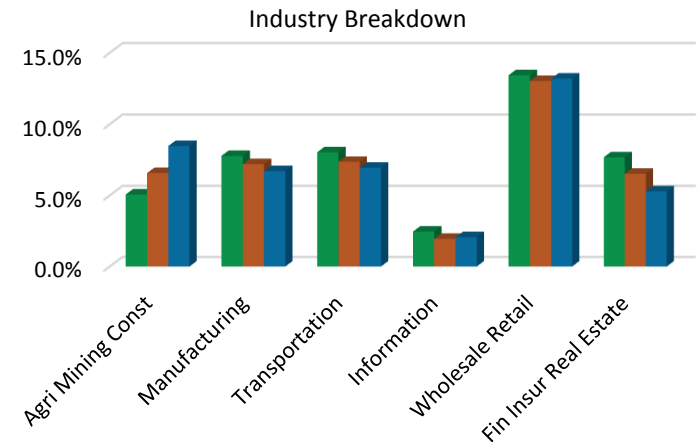
	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Family Structure	11,018		30,136		54,300	
Single - Male	401	3.6%	1,545	5.1%	2,921	5.4%
Single - Female	1,256	11.4%	3,846	12.8%	7,373	13.6%
Single Parent - Male	271	2.5%	830	2.8%	1,881	3.5%
Single Parent - Female	831	7.5%	2,984	9.9%	6,138	11.3%
Married w/ Children	3,187	28.9%	8,144	27.0%	14,895	27.4%
Married w/out Children	5,073	46.0%	12,787	42.4%	21,092	38.8%
Household Size						
1 Person	3,132	21.1%	9,771	23.1%	17,972	23.3%
2 People	4,441	29.9%	12,528	29.6%	21,880	28.3%
3 People	2,767	18.7%	7,582	17.9%	13,430	17.4%
4 to 6 People	4,060	27.4%	11,027	26.1%	20,769	26.9%
7+ People	430	2.9%	1,389	3.3%	3,143	4.1%
Home Ownership	14,829		42,296		77,194	
Owners	10,959	73.9%	27,908	66.0%	46,861	60.7%
Renters	3,870	26.1%	14,388	34.0%	30,333	39.3%
Components of Change						
Births	475	1.1%	1,376	1.1%	2,638	1.2%
Deaths	353	0.8%	938	0.8%	1,633	0.7%
Migration	34	0.1%	-327	-0.3%	-694	-0.3%
Employment (Pop 16+)	34,114		96,435		178,110	
Armed Services	34	0.1%	141	0.1%	215	0.1%
Civilian	22,212	65.1%	61,794	64.1%	115,554	64.9%
Employed	21,290	62.4%	58,641	60.8%	108,858	61.1%
Unemployed	922	2.7%	3,153	3.3%	6,695	3.8%
Not in Labor Force	11,869	34.8%	34,500	35.8%	62,341	35.0%
Employed Population	21,290		58,641		108,858	
White Collar	14,596	68.6%	36,819	62.8%	61,879	56.8%
Blue Collar	6,694	31.4%	21,821	37.2%	46,979	43.2%



Consumer Demographic Profile

Site: Downtown Pinole
Address: Tennent Ave and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Employment By Occupation	21,290		58,641		108,858	
White Collar	14,596	68.6%	36,819	62.8%	61,879	56.8%
Managerial executive	3,113	14.6%	8,169	13.9%	13,112	12.0%
Prof specialty	4,937	23.2%	12,059	20.6%	20,299	18.6%
Healthcare support	424	2.0%	1,430	2.4%	2,400	2.2%
Sales	2,289	10.8%	5,536	9.4%	10,232	9.4%
Office Admin	3,833	18.0%	9,624	16.4%	15,836	14.5%
Blue Collar	6,694	31.4%	21,821	37.2%	46,979	43.2%
Protective	542	2.5%	1,711	2.9%	2,652	2.4%
Food Prep Serving	1,053	4.9%	3,630	6.2%	7,946	7.3%
Bldg Maint/Cleaning	628	3.0%	2,923	5.0%	7,528	6.9%
Personal Care	988	4.6%	2,621	4.5%	5,238	4.8%
Farming/Fishing/Forestry	7	0.0%	80	0.1%	296	0.3%
Construction	1,555	7.3%	4,622	7.9%	11,032	10.1%
Production Transp	1,920	9.0%	6,234	10.6%	12,287	11.3%
Employment By Industry	21,290		58,641		108,858	
Agri Mining Const	1,079	5.1%	3,851	6.6%	9,223	8.5%
Manufacturing	1,657	7.8%	4,226	7.2%	7,308	6.7%
Transportation	1,711	8.0%	4,316	7.4%	7,560	6.9%
Information	522	2.5%	1,141	1.9%	2,237	2.1%
Wholesale Retail	2,860	13.4%	7,638	13.0%	14,362	13.2%
Fin Insur Real Estate	1,635	7.7%	3,825	6.5%	5,751	5.3%
Professional Services	1,727	8.1%	4,607	7.9%	7,125	6.5%
Management Services	0	0.0%	24	0.0%	53	0.0%
Admin Waste Services	907	4.3%	3,419	5.8%	7,098	6.5%
Educational services	4,939	23.2%	13,353	22.8%	23,509	21.6%
Entertain services	1,979	9.3%	6,013	10.3%	12,885	11.8%
Other Prof services	914	4.3%	2,921	5.0%	6,763	6.2%
Public admin	1,359	6.4%	3,308	5.6%	4,986	4.6%



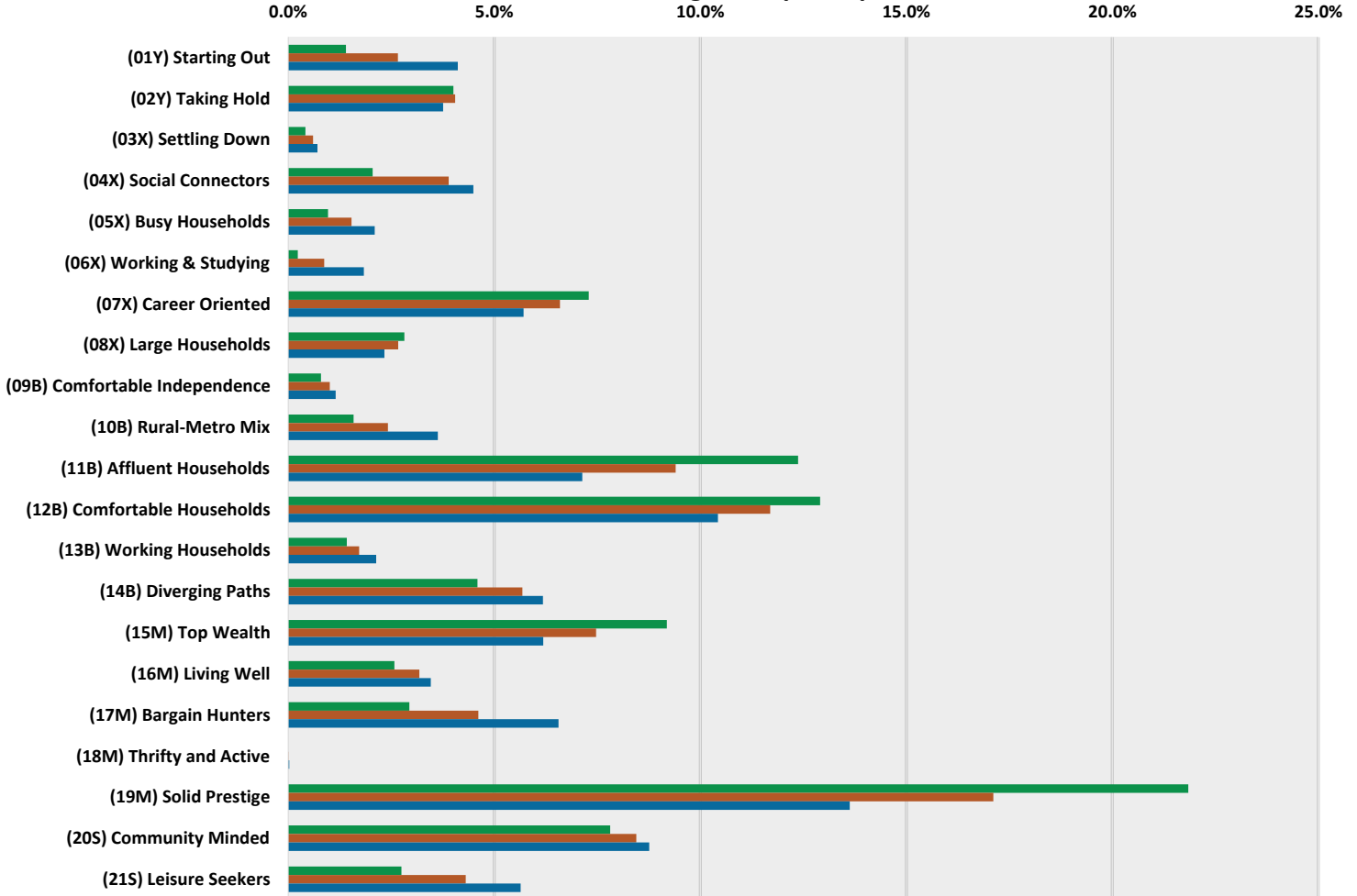
Household Segmentation Profile

Site: Downtown Pinole
 Address: Tennent Ave and San Pablo Ave | Pinole CA
 Date: 6/20/2019



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	5 Min Drive	10 Min Drive	15 Min Drive

Household Lifestage Group Comparison



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	5 Min Drive	10 Min Drive	15 Min Drive
Total Households	14,452 100%	40,102 100%	73,989 100%

Rank *	Cluster	Lifestage Group	Households	%	Households	%	Households	%
1	09- Busy Schedules	(19M) Solid Prestige	1,346	9.3%	2,954	7.4%	4,344	5.9%
2	08- Solid Surroundings	(19M) Solid Prestige	1,317	9.1%	2,810	7.0%	4,110	5.6%
3	04- Top Professionals	(11B) Affluent Households	1,288	8.9%	2,614	6.5%	3,507	4.7%
4	03- Corporate Connected	(15M) Top Wealth	1,043	7.2%	2,187	5.5%	3,174	4.3%
5	17- Firmly Established	(12B) Comfortable Households	973	6.7%	2,364	5.9%	3,840	5.2%
6	13- Work & Play	(12B) Comfortable Households	892	6.2%	2,328	5.8%	3,878	5.2%
7	36- Persistent & Productive	(20S) Community Minded	692	4.8%	2,010	5.0%	3,824	5.2%
8	33- Urban Diversity	(14B) Diverging Paths	526	3.6%	1,794	4.5%	3,489	4.7%
9	05- Active & Involved	(19M) Solid Prestige	493	3.4%	1,099	2.7%	1,627	2.2%
10	26- Getting Established	(07X) Career Oriented	443	3.1%	1,249	3.1%	2,199	3.0%

* Rank is based on Trade Area 1 cluster size

Uses the Personix household segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: Tennent Ave and San Pablo Ave | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		14,452	100%	40,102	100%	73,989	100%
Lifestage Group	Cluster Name	5 Min Drive		10 Min Drive		15 Min Drive	
(01Y) Starting Out		203	1.4%	1,069	2.7%	3,045	4.1%
	39- Setting Goals	29	0.2%	141	0.4%	474	0.6%
	45- Offices & Entertainment	61	0.4%	241	0.6%	530	0.7%
	57- Collegiate Crowd	70	0.5%	372	0.9%	968	1.3%
	58- Outdoor Fervor	0	0.0%	0	0.0%	15	0.0%
	67- First Steps	44	0.3%	314	0.8%	1,057	1.4%
(02Y) Taking Hold		579	4.0%	1,624	4.0%	2,780	3.8%
	18- Climbing the Ladder	62	0.4%	135	0.3%	211	0.3%
	21- Children First	93	0.6%	317	0.8%	614	0.8%
	24- Career Building	393	2.7%	1,063	2.6%	1,713	2.3%
	30- Out & About	32	0.2%	110	0.3%	242	0.3%
(03X) Settling Down		61	0.4%	243	0.6%	524	0.7%
	34- Outward Bound	0	0.0%	1	0.0%	3	0.0%
	41- Rural Adventure	0	0.0%	17	0.0%	30	0.0%
	46- Rural & Active	60	0.4%	225	0.6%	491	0.7%
(04X) Social Connectors		296	2.0%	1,563	3.9%	3,323	4.5%
	42- Creative Variety	92	0.6%	335	0.8%	832	1.1%
	52- Stylish & Striving	110	0.8%	482	1.2%	1,021	1.4%
	59- Mobile Mixers	94	0.6%	746	1.9%	1,470	2.0%
(05X) Busy Households		140	1.0%	617	1.5%	1,556	2.1%
	37- Firm Foundations	67	0.5%	240	0.6%	558	0.8%
	62- Movies & Sports	73	0.5%	377	0.9%	998	1.3%
(06X) Working & Studying		34	0.2%	350	0.9%	1,362	1.8%
	61- City Life	2	0.0%	34	0.1%	277	0.4%
	69- Productive Havens	12	0.1%	82	0.2%	372	0.5%
	70- Favorably Frugal	20	0.1%	234	0.6%	713	1.0%
(07X) Career Oriented		1,054	7.3%	2,645	6.6%	4,225	5.7%
	06- Casual Comfort	330	2.3%	742	1.9%	1,003	1.4%
	10- Careers & Travel	191	1.3%	442	1.1%	670	0.9%
	20- Carving Out Time	91	0.6%	212	0.5%	352	0.5%
	26- Getting Established	443	3.1%	1,249	3.1%	2,199	3.0%
(08X) Large Households		407	2.8%	1,072	2.7%	1,726	2.3%
	11- Schools & Shopping	106	0.7%	264	0.7%	384	0.5%
	12- On the Go	146	1.0%	338	0.8%	563	0.8%
	19- Country Comfort	0	0.0%	3	0.0%	18	0.0%
	27- Tenured Proprietors	155	1.1%	467	1.2%	761	1.0%
(09B) Comfortable Independence		115	0.8%	406	1.0%	853	1.2%
	29- City Mixers	0	0.0%	1	0.0%	3	0.0%
	35- Working & Active	68	0.5%	215	0.5%	452	0.6%
	56- Metro Active	48	0.3%	190	0.5%	398	0.5%
(10B) Rural-Metro Mix		230	1.6%	972	2.4%	2,687	3.6%
	47- Rural Parents	0	0.0%	0	0.0%	22	0.0%
	53- Metro Strivers	230	1.6%	970	2.4%	2,646	3.6%
	60- Rural & Mobile	0	0.0%	2	0.0%	18	0.0%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: Tennent Ave and San Pablo Ave | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		14,452	100%	40,102	100%	73,989	100%
Lifestage Group	Cluster Name	5 Min Drive		10 Min Drive		15 Min Drive	
(11B) Affluent Households		1,789	12.4%	3,771	9.4%	5,281	7.1%
	01- Summit Estates	182	1.3%	493	1.2%	867	1.2%
	04- Top Professionals	1,288	8.9%	2,614	6.5%	3,507	4.7%
	07- Active Lifestyles	318	2.2%	664	1.7%	907	1.2%
(12B) Comfortable Households		1,866	12.9%	4,692	11.7%	7,717	10.4%
	13- Work & Play	892	6.2%	2,328	5.8%	3,878	5.2%
	17- Firmly Established	973	6.7%	2,364	5.9%	3,840	5.2%
(13B) Working Households		206	1.4%	692	1.7%	1,581	2.1%
	38- Occupational Mix	206	1.4%	691	1.7%	1,574	2.1%
	48- Farm & Home	0	0.0%	0	0.0%	6	0.0%
(14B) Diverging Paths		664	4.6%	2,281	5.7%	4,572	6.2%
	16- Country Enthusiasts	0	0.0%	1	0.0%	19	0.0%
	22- Comfortable Cornerstones	64	0.4%	211	0.5%	405	0.5%
	31- Mid-Americana	73	0.5%	260	0.6%	529	0.7%
	32- Metro Mix	1	0.0%	15	0.0%	130	0.2%
	33- Urban Diversity	526	3.6%	1,794	4.5%	3,489	4.7%
(15M) Top Wealth		1,328	9.2%	2,997	7.5%	4,582	6.2%
	02- Established Elite	285	2.0%	810	2.0%	1,408	1.9%
	03- Corporate Connected	1,043	7.2%	2,187	5.5%	3,174	4.3%
(16M) Living Well		373	2.6%	1,276	3.2%	2,561	3.5%
	14- Career Centered	274	1.9%	936	2.3%	1,909	2.6%
	15- Country Ways	0	0.0%	1	0.0%	6	0.0%
	23- Good Neighbors	98	0.7%	339	0.8%	646	0.9%
(17M) Bargain Hunters		425	2.9%	1,852	4.6%	4,854	6.6%
	43- Work & Causes	87	0.6%	337	0.8%	830	1.1%
	44- Open Houses	100	0.7%	390	1.0%	961	1.3%
	55- Community Life	82	0.6%	311	0.8%	686	0.9%
	63- Staying Home	134	0.9%	715	1.8%	1,958	2.6%
	68- Staying Healthy	23	0.2%	99	0.2%	421	0.6%
(18M) Thrifty & Active		0	0.0%	1	0.0%	23	0.0%
	40- Great Outdoors	0	0.0%	0	0.0%	5	0.0%
	50- Rural Community	0	0.0%	1	0.0%	10	0.0%
	54- Work & Outdoors	0	0.0%	0	0.0%	8	0.0%
(19M) Solid Prestige		3,157	21.8%	6,864	17.1%	10,082	13.6%
	05- Active & Involved	493	3.4%	1,099	2.7%	1,627	2.2%
	08- Solid Surroundings	1,317	9.1%	2,810	7.0%	4,110	5.6%
	09- Busy Schedules	1,346	9.3%	2,954	7.4%	4,344	5.9%
(20S) Community Minded		1,129	7.8%	3,387	8.4%	6,481	8.8%
	25- Clubs & Causes	225	1.6%	743	1.9%	1,482	2.0%
	28- Community Pillars	211	1.5%	634	1.6%	1,174	1.6%
	36- Persistent & Productive	692	4.8%	2,010	5.0%	3,824	5.2%
(21S) Leisure Seekers		397	2.7%	1,729	4.3%	4,173	5.6%
	49- Home & Garden	84	0.6%	323	0.8%	702	0.9%
	51- Role Models	108	0.7%	388	1.0%	840	1.1%
	64- Practical & Careful	46	0.3%	257	0.6%	555	0.8%
	65- Hobbies & Shopping	76	0.5%	431	1.1%	1,175	1.6%
	66- Helping Hands	83	0.6%	331	0.8%	902	1.2%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Employment Profile

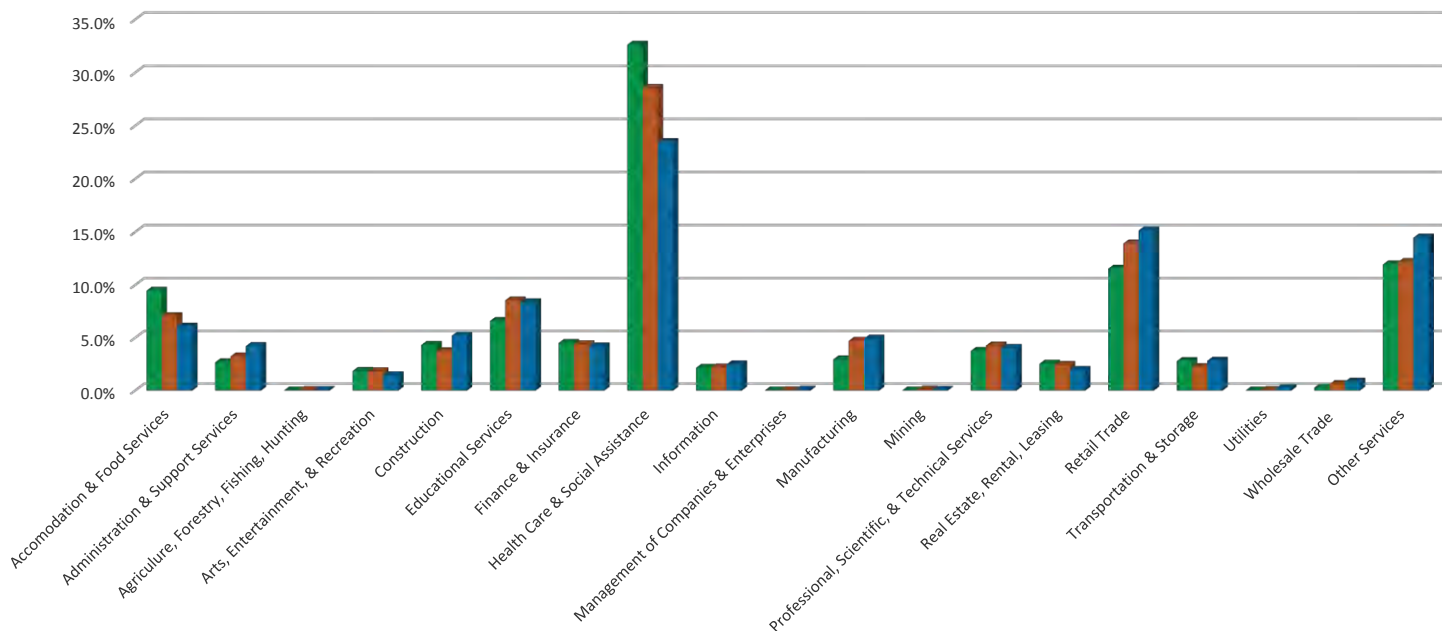
Site: Downtown Pinole
 Address: Tennent Ave and San Pablo Ave | Pinole CA
 Date Report Created: 6/20/2019

ATTACHMENT A

	5 Min Drive		10 Min Drive		15 Min Drive	
Daytime Population	31,855		102,848		183,257	
Student Population	7,083		31,842		48,388	
Median Employee Salary	53,323		52,891		51,515	
Average Employee Salary	63,398		62,387		60,653	
Wages	#		#		#	
Salary/Wage per Employee per Annum						
Under \$15,000 CrYr	189	1.8%	656	2.3%	1,505	2.7%
15,000 to 30,000 CrYr	276	2.6%	742	2.6%	1,775	3.2%
30,000 to 45,000 CrYr	3,665	34.6%	10,023	35.2%	19,911	35.6%
45,000 to 60,000 CrYr	2,122	20.0%	5,596	19.7%	11,172	20.0%
60,000 to 75,000 CrYr	1,407	13.3%	3,672	12.9%	6,906	12.3%
75,000 to 90,000 CrYr	1,052	9.9%	2,703	9.5%	5,468	9.8%
90,000 to 100,000 CrYr	256	2.4%	727	2.6%	1,696	3.0%
Over 100,000 CrYr	1,639	15.5%	4,331	15.2%	7,487	13.4%

Industry Groups

Employee's by Industry



	Establishments		Employee's		Establishments		Employee's		Establishments		Employee's	
	#	%	#	%	#	%	#	%	#	%	#	%
Total	674	100%	10,606	100%	1,769	100%	28,449	100%	3,195	100%	55,921	100%
Accommodation & Food Services	53	7.9%	1,004	9.5%	120	6.8%	2,003	7.0%	203	6.4%	3,384	6.1%
Administration & Support Services	22	3.3%	284	2.7%	58	3.3%	920	3.2%	106	3.3%	2,354	4.2%
Agriculture, Forestry, Fishing, Hunting	0	0.0%	0	0.0%	1	0.1%	14	0.0%	4	0.1%	26	0.0%
Arts, Entertainment, & Recreation	19	2.8%	197	1.9%	44	2.5%	517	1.8%	68	2.1%	809	1.4%
Construction	27	4.1%	458	4.3%	83	4.7%	1,061	3.7%	160	5.0%	2,909	5.2%
Educational Services	24	3.6%	699	6.6%	64	3.6%	2,432	8.5%	115	3.6%	4,678	8.4%
Finance & Insurance	45	6.6%	479	4.5%	110	6.2%	1,244	4.4%	156	4.9%	2,334	4.2%
Health Care & Social Assistance	177	26.2%	3,461	32.6%	402	22.7%	8,126	28.6%	634	19.9%	13,117	23.5%
Information	8	1.1%	228	2.2%	29	1.6%	621	2.2%	51	1.6%	1,386	2.5%
Management of Companies & Enterprises	0	0.0%	0	0.0%	1	0.1%	4	0.0%	2	0.1%	48	0.1%
Manufacturing	15	2.2%	314	3.0%	51	2.9%	1,337	4.7%	109	3.4%	2,748	4.9%
Mining	0	0.0%	0	0.0%	2	0.1%	29	0.1%	3	0.1%	39	0.1%
Professional, Scientific, & Technical Services	50	7.5%	398	3.8%	142	8.0%	1,213	4.3%	234	7.3%	2,253	4.0%
Real Estate, Rental, Leasing	38	5.7%	269	2.5%	95	5.4%	689	2.4%	148	4.6%	1,093	2.0%
Retail Trade	74	10.9%	1,224	11.5%	219	12.4%	3,962	13.9%	441	13.8%	8,473	15.2%
Transportation & Storage	10	1.5%	296	2.8%	31	1.7%	629	2.2%	60	1.9%	1,579	2.8%
Utilities	0	0.0%	0	0.0%	1	0.1%	12	0.0%	4	0.1%	136	0.2%
Wholesale Trade	6	0.9%	29	0.3%	18	1.0%	172	0.6%	43	1.3%	463	0.8%
Other Services	105	15.6%	1,267	11.9%	299	16.9%	3,464	12.2%	654	20.5%	8,091	14.5%

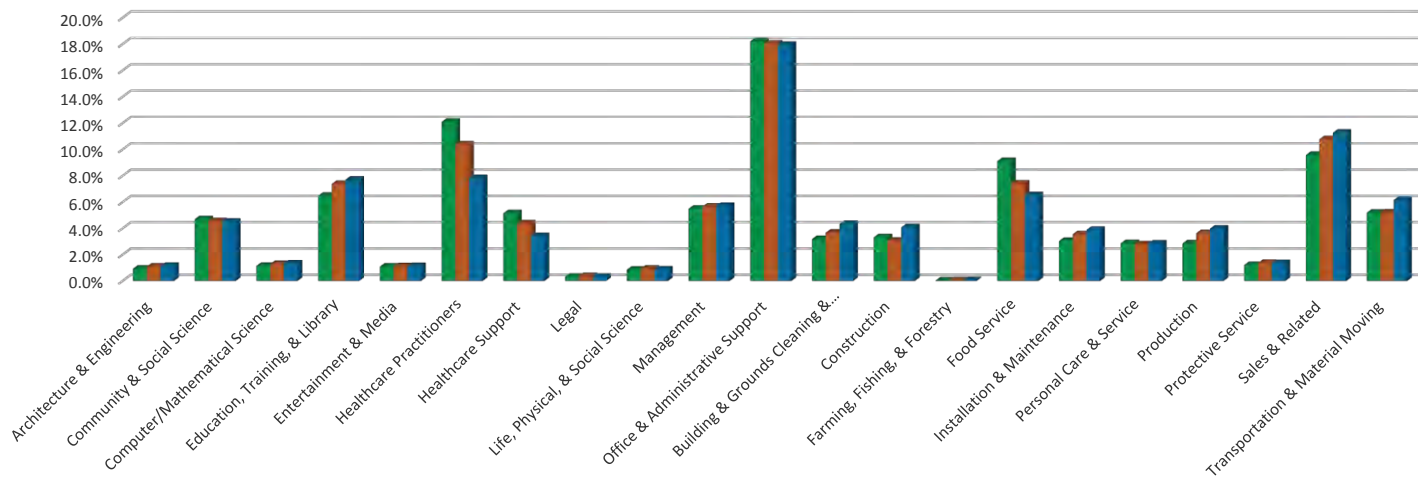
Employment Profile

Site: Downtown Pinole
Address: Tennent Ave and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

	5 Min Drive		10 Min Drive		15 Min Drive	
Occupations	# of Employee's		# of Employee's		# of Employee's	
White Collar	6,303	59.4%	16,555	58.2%	30,868	55.2%
Architecture & Engineering	98	0.9%	307	1.1%	632	1.1%
Community & Social Science	497	4.7%	1,290	4.5%	2,514	4.5%
Computer/Mathematical Science	121	1.1%	363	1.3%	742	1.3%
Education, Training, & Library	686	6.5%	2,099	7.4%	4,309	7.7%
Entertainment & Media	115	1.1%	315	1.1%	630	1.1%
Healthcare Practitioners	1,282	12.1%	2,951	10.4%	4,373	7.8%
Healthcare Support	546	5.1%	1,241	4.4%	1,901	3.4%
Legal	33	0.3%	103	0.4%	173	0.3%
Life, Physical, & Social Science	90	0.9%	264	0.9%	480	0.9%
Management	583	5.5%	1,605	5.6%	3,184	5.7%
Office & Administrative Support	1,931	18.2%	5,129	18.0%	10,032	17.9%
Blue Collar	4,280	40.4%	11,788	41.4%	24,844	44.4%
Building & Grounds Cleaning & Maintenance	338	3.2%	1,044	3.7%	2,420	4.3%
Construction	352	3.3%	866	3.0%	2,278	4.1%
Farming, Fishing, & Forestry	3	0.0%	11	0.0%	32	0.1%
Food Service	966	9.1%	2,105	7.4%	3,641	6.5%
Installation & Maintenance	322	3.0%	1,012	3.6%	2,169	3.9%
Personal Care & Service	304	2.9%	790	2.8%	1,587	2.8%
Production	302	2.8%	1,032	3.6%	2,222	4.0%
Protective Service	128	1.2%	386	1.4%	753	1.3%
Sales & Related	1,016	9.6%	3,064	10.8%	6,299	11.3%
Transportation & Material Moving	550	5.2%	1,478	5.2%	3,443	6.2%
Military Services	23	0.2%	105	0.4%	209	0.4%

Employee's by Occupation



Employee Totals and History	#	#	#
Current	10,606	28,449	55,921
2018 Q3	10,060	26,525	52,210
2018 Q2	10,455	27,915	54,983
2018 Q1	10,952	29,067	57,141
2017 Q4	11,290	29,583	57,816
2017 Q3	10,646	27,892	54,688
2017 Q2	11,212	29,806	58,302
2017 Q1	11,121	29,634	58,041
2016 Q4	11,183	29,839	58,579

Consumer Demand & Market Supply Assessment

Site: Downtown Pinole
Address: Tennent Ave and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

Demographics

Population
5-Year Population estimate
Population Households
Group Quarters Population
Households
5-Year Households estimate
WorkPlace Establishments
Workplace Employees
Median Household Income

5 Min Drive	10 Min Drive	15 Min Drive
42,215	120,372	225,370
43,345	124,516	232,222
42,132	119,138	223,224
83	1,234	2,145
14,829	42,296	77,194
15,234	43,856	79,621
674	1,769	3,195
10,606	28,449	55,921
\$89,526	\$77,870	\$68,845

By Establishments

Furniture Stores
Lawn/Garden Equipment/Supplies Stores
Florists/Misc. Store Retailers
Used Merchandise Stores
Electronic Shopping/Mail Order Houses
Vending Machine Operators (Non-Store)
Jewelry/Luggage/Leather Goods
Other Motor Vehicle Dealers
Grocery Stores
Shoe Stores
Clothing Stores
Other Misc. Store Retailers
Automotive Dealers
Sporting Goods/Hobby/Musical Instrument
Office Supplies/Stationary/Gift
Direct Selling Establishments
Automotive Parts/Accessories/Tire
Department Stores
Electronics/Appliance
Health/Personal Care Stores
Other General Merchandise Stores
Special Food Services
Home Furnishing Stores
Specialty Food Stores
Beer/Wine/Liquor Stores
Book/Periodical/Music Stores
Bar/Drinking Places (Alcoholic Beverages)
Full-Service Restaurants
Gasoline Stations
Limited-Service Eating Places
Building Material/Supplies Dealers

Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
\$8,796,281	\$0	(\$8,796,281)	-100%	\$24,520,434	\$0	(\$24,520,434)	-100%	\$44,899,095	\$6,717,620	(\$38,181,475)	-85%
\$5,283,555	\$0	(\$5,283,555)	-100%	\$14,717,861	\$6,632,012	(\$8,085,849)	-55%	\$27,118,261	\$8,971,964	(\$18,146,298)	-67%
\$1,113,906	\$0	(\$1,113,906)	-100%	\$3,104,995	\$84,813	(\$3,020,182)	-97%	\$5,724,352	\$1,164,931	(\$4,559,422)	-80%
\$2,706,098	\$0	(\$2,706,098)	-100%	\$7,544,146	\$3,012,398	(\$4,531,748)	-60%	\$13,871,305	\$6,371,332	(\$7,499,973)	-54%
\$109,198,735	\$0	(\$109,198,735)	-100%	\$304,216,068	\$61,029,002	(\$243,187,066)	-80%	\$563,698,564	\$73,348,286	(\$490,350,278)	-87%
\$5,035,308	\$0	(\$5,035,308)	-100%	\$14,043,060	\$3,173,585	(\$10,869,475)	-77%	\$26,002,122	\$3,173,585	(\$22,828,537)	-88%
\$4,933,233	\$366,122	(\$4,567,111)	-93%	\$13,773,424	\$7,277,511	(\$6,495,914)	-47%	\$25,361,330	\$10,999,682	(\$14,361,647)	-57%
\$9,782,533	\$1,153,854	(\$8,628,679)	-88%	\$27,183,991	\$5,420,862	(\$21,763,129)	-80%	\$49,641,090	\$7,348,586	(\$42,292,504)	-85%
\$83,372,280	\$13,532,216	(\$69,840,064)	-84%	\$233,065,068	\$143,258,937	(\$89,806,131)	-39%	\$431,750,416	\$435,040,129	\$3,289,713	1%
\$4,993,316	\$1,180,182	(\$3,813,134)	-76%	\$13,865,719	\$9,834,851	(\$4,030,868)	-29%	\$25,322,078	\$9,834,851	(\$15,487,227)	-61%
\$36,116,253	\$8,797,218	(\$27,319,035)	-76%	\$100,743,615	\$41,312,601	(\$59,431,014)	-59%	\$185,073,103	\$63,323,419	(\$121,749,684)	-66%
\$11,708,281	\$3,302,297	(\$8,405,984)	-72%	\$32,519,853	\$11,901,394	(\$20,618,459)	-63%	\$59,705,310	\$29,286,186	(\$30,419,124)	-51%
\$157,141,924	\$45,783,092	(\$111,358,832)	-71%	\$437,208,342	\$239,745,869	(\$197,462,473)	-45%	\$798,210,582	\$476,794,680	(\$321,415,903)	-40%
\$8,839,877	\$2,963,317	(\$5,876,559)	-66%	\$24,627,536	\$11,551,628	(\$13,075,908)	-53%	\$45,258,432	\$17,270,858	(\$27,987,574)	-62%
\$4,014,996	\$1,379,674	(\$2,635,322)	-66%	\$11,151,516	\$7,708,716	(\$3,442,800)	-31%	\$20,550,470	\$16,775,458	(\$3,775,012)	-18%
\$3,995,507	\$1,424,668	(\$2,570,839)	-64%	\$11,213,184	\$5,302,526	(\$5,910,659)	-53%	\$20,838,485	\$17,875,054	(\$2,963,431)	-14%
\$12,571,703	\$6,418,181	(\$6,153,522)	-49%	\$35,408,573	\$18,393,333	(\$17,015,240)	-48%	\$65,935,807	\$40,751,285	(\$25,184,522)	-38%
\$19,432,446	\$10,825,784	(\$8,606,662)	-44%	\$54,272,578	\$68,868,134	\$14,595,556	27%	\$100,138,208	\$92,070,376	(\$8,067,831)	-8%
\$13,237,041	\$8,186,391	(\$5,050,650)	-38%	\$36,397,047	\$19,515,025	(\$16,882,022)	-46%	\$67,328,244	\$22,029,720	(\$45,298,525)	-67%
\$43,172,197	\$26,764,467	(\$16,407,731)	-38%	\$121,423,004	\$67,969,805	(\$53,453,199)	-44%	\$226,155,543	\$111,547,341	(\$114,608,202)	-51%
\$85,429,108	\$55,188,037	(\$30,241,071)	-35%	\$238,892,709	\$158,787,161	(\$80,105,547)	-34%	\$442,396,121	\$570,039,959	\$127,643,838	29%
\$7,759,740	\$5,220,944	(\$2,538,796)	-33%	\$21,160,354	\$11,837,214	(\$9,323,139)	-44%	\$38,932,122	\$19,540,453	(\$19,391,669)	-50%
\$8,071,546	\$6,467,710	(\$1,603,837)	-20%	\$22,552,580	\$9,234,430	(\$13,318,150)	-59%	\$41,630,278	\$22,975,681	(\$18,654,597)	-45%
\$4,945,982	\$4,116,510	(\$829,472)	-17%	\$13,822,371	\$6,712,859	(\$7,109,512)	-51%	\$25,609,595	\$19,211,997	(\$6,397,599)	-25%
\$6,997,142	\$6,104,034	(\$893,108)	-13%	\$19,493,018	\$13,749,874	(\$5,743,144)	-29%	\$35,853,858	\$25,873,260	(\$9,980,598)	-28%
\$2,497,033	\$2,396,842	(\$100,191)	-4%	\$6,997,423	\$4,514,333	(\$2,483,090)	-35%	\$12,972,023	\$7,787,466	(\$5,184,558)	-40%
\$2,073,018	\$2,125,254	\$52,236	3%	\$5,547,787	\$6,705,041	\$1,157,254	21%	\$10,387,647	\$7,638,213	(\$2,749,434)	-26%
\$35,907,465	\$41,724,282	\$5,816,818	16%	\$97,242,978	\$74,527,363	(\$22,715,616)	-23%	\$180,059,100	\$96,896,932	(\$83,162,168)	-46%
\$63,092,207	\$75,342,762	\$12,250,555	19%	\$176,749,876	\$190,241,032	\$13,491,156	8%	\$326,775,755	\$346,144,740	\$19,368,984	6%
\$37,161,492	\$44,854,488	\$7,692,996	21%	\$101,352,207	\$82,495,753	(\$18,856,454)	-19%	\$186,473,492	\$146,605,641	(\$39,867,851)	-21%
\$44,568,265	\$60,451,953	\$15,883,689	36%	\$124,684,644	\$94,648,444	(\$30,036,200)	-24%	\$230,909,520	\$149,142,509	(\$81,767,011)	-35%
Consumer Demand/Market Supply Index	\$843,948,471	\$436,070,279	194	\$2,349,495,962	\$1,385,446,506	170		\$4,334,582,311	\$2,862,552,194	151	

Consumer Demand & Market Supply Assessment

Site: Downtown Pinole
Address: Tennent Ave and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

By Major Product Lines

	5 Min Drive				10 Min Drive				15 Min Drive			
	Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
Furniture/Sleep/Outdoor/Patio Furniture	\$22,686,135	\$3,011,402	(\$19,674,733)	-87%	\$63,254,024	\$11,764,532	(\$51,489,492)	-81%	\$115,811,642	\$30,223,914	(\$85,587,728)	-74%
Jewelry (including Watches)	\$7,393,160	\$1,192,349	(\$6,200,811)	-84%	\$20,658,072	\$11,610,752	(\$9,047,320)	-44%	\$38,072,773	\$18,558,095	(\$19,514,679)	-51%
Computer Hardware/Software/Supplies	\$14,274,859	\$3,080,474	(\$11,194,385)	-78%	\$37,985,498	\$17,472,752	(\$20,512,746)	-54%	\$72,173,351	\$23,877,334	(\$48,296,017)	-67%
Footwear, including Accessories	\$12,345,140	\$2,699,683	(\$9,645,457)	-78%	\$34,274,396	\$18,002,922	(\$16,271,474)	-47%	\$62,573,624	\$23,548,664	(\$39,024,960)	-62%
Pets/Pet Foods/Pet Supplies	\$8,042,710	\$1,892,895	(\$6,149,816)	-76%	\$21,975,234	\$6,977,405	(\$14,997,829)	-68%	\$39,675,343	\$18,211,351	(\$21,463,992)	-54%
Womens/Juniors/Misses Wear	\$31,236,440	\$7,606,913	(\$23,629,526)	-76%	\$87,345,439	\$40,898,864	(\$46,446,575)	-53%	\$160,718,631	\$65,557,606	(\$95,161,025)	-59%
All Other Merchandise	\$32,444,256	\$8,544,012	(\$23,900,243)	-74%	\$90,416,470	\$38,857,156	(\$51,559,314)	-57%	\$166,215,088	\$76,174,805	(\$90,040,284)	-54%
Autos/Cars/Vans/Trucks/Motorcycles	\$138,859,678	\$38,898,329	(\$99,961,349)	-72%	\$386,313,642	\$203,489,528	(\$182,824,114)	-47%	\$704,578,984	\$402,875,786	(\$301,703,198)	-43%
Mens Wear	\$12,297,487	\$3,527,951	(\$8,769,536)	-71%	\$34,084,465	\$18,518,978	(\$15,565,487)	-46%	\$62,166,666	\$30,879,636	(\$31,287,031)	-50%
Audio Equipment/Musical Instruments	\$4,647,430	\$1,372,528	(\$3,274,901)	-70%	\$13,059,989	\$6,130,404	(\$6,929,586)	-53%	\$24,190,609	\$9,532,313	(\$14,658,296)	-61%
Sporting Goods (incl Bicycles/Sports Vehicles)	\$7,305,224	\$2,333,035	(\$4,972,189)	-68%	\$20,355,421	\$10,898,547	(\$9,456,874)	-46%	\$37,398,947	\$19,337,719	(\$18,061,227)	-48%
Drugs/Health Aids/Beauty Aids/Cosmetics	\$95,794,304	\$32,544,428	(\$63,249,876)	-66%	\$269,648,068	\$115,741,346	(\$153,906,722)	-57%	\$502,734,223	\$228,956,700	(\$273,777,524)	-54%
Groceries/Other Food Items (Off Premises)	\$131,144,541	\$45,351,750	(\$85,792,791)	-65%	\$366,711,033	\$209,902,613	(\$156,808,421)	-43%	\$679,571,177	\$633,501,305	(\$46,069,872)	-7%
Automotive Tires/Tubes/Batteries/Parts	\$24,943,200	\$9,041,568	(\$15,901,632)	-64%	\$70,360,904	\$33,368,880	(\$36,992,024)	-53%	\$131,257,607	\$70,977,170	(\$60,280,437)	-46%
Retailer Services	\$27,350,294	\$9,994,753	(\$17,355,541)	-63%	\$75,479,655	\$40,291,214	(\$35,188,440)	-47%	\$137,139,770	\$78,234,240	(\$58,905,530)	-43%
Childrens Wear/Infants/Toddlers Clothing	\$5,085,970	\$2,009,596	(\$3,076,375)	-60%	\$14,158,724	\$10,124,216	(\$4,034,508)	-28%	\$26,064,425	\$17,812,935	(\$8,251,490)	-32%
Kitchenware/Home Furnishings	\$9,892,960	\$4,073,412	(\$5,819,548)	-59%	\$27,595,401	\$12,830,328	(\$14,765,073)	-54%	\$50,867,984	\$26,926,276	(\$23,941,708)	-47%
Toys/Hobby Goods/Games	\$4,111,213	\$1,722,178	(\$2,389,035)	-58%	\$11,495,940	\$7,691,721	(\$3,804,218)	-33%	\$21,254,185	\$15,457,890	(\$5,796,296)	-27%
Small Electric Appliances	\$1,769,111	\$767,065	(\$1,002,046)	-57%	\$4,947,848	\$2,815,849	(\$2,131,999)	-43%	\$9,120,747	\$6,378,271	(\$2,742,475)	-30%
Lawn/Garden/Farm Equipment/Supplies	\$13,346,112	\$6,352,887	(\$6,993,225)	-52%	\$37,232,700	\$19,875,178	(\$17,357,522)	-47%	\$68,735,641	\$36,345,457	(\$32,390,184)	-47%
Sewing/Knitting Materials/Supplies	\$372,090	\$179,889	(\$192,202)	-52%	\$1,014,740	\$669,360	(\$345,379)	-34%	\$1,849,537	\$1,380,406	(\$469,131)	-25%
Books/Periodicals	\$3,362,063	\$1,684,269	(\$1,677,794)	-50%	\$9,453,808	\$4,281,284	(\$5,172,524)	-55%	\$17,562,193	\$7,680,245	(\$9,881,948)	-56%
Packaged Liquor/Wine/Beer	\$15,443,259	\$7,753,547	(\$7,689,712)	-50%	\$42,965,059	\$23,652,482	(\$19,312,577)	-45%	\$78,780,788	\$55,800,134	(\$22,980,654)	-29%
Curtains/Draperies/Slipcovers/Bed/Coverings	\$3,884,238	\$2,198,723	(\$1,685,515)	-43%	\$10,672,071	\$6,858,649	(\$3,813,422)	-36%	\$19,349,675	\$15,334,108	(\$4,015,566)	-21%
Paper/Related Products	\$3,421,996	\$1,992,970	(\$1,429,025)	-42%	\$9,637,745	\$7,472,140	(\$2,165,605)	-22%	\$17,979,531	\$22,699,688	\$4,720,157	26%
Televisions/VCR/Video Cameras/DVD etc	\$5,312,105	\$3,154,061	(\$2,158,045)	-41%	\$14,910,597	\$10,312,309	(\$4,598,288)	-31%	\$27,625,785	\$22,260,951	(\$5,364,834)	-19%
Photographic Equipment/Supplies	\$907,912	\$545,938	(\$361,974)	-40%	\$2,525,681	\$1,716,936	(\$808,745)	-32%	\$4,636,310	\$3,257,667	(\$1,378,643)	-30%
Soaps/Detergents/Household Cleaners	\$4,006,846	\$2,465,668	(\$1,541,178)	-38%	\$11,135,738	\$8,515,556	(\$2,620,182)	-24%	\$20,602,501	\$23,892,288	\$3,289,787	16%
Cigars/Cigarettes/Tobacco/Accessories	\$9,075,777	\$6,102,400	(\$2,973,377)	-33%	\$25,957,364	\$17,846,409	(\$8,110,955)	-31%	\$49,305,813	\$44,257,542	(\$5,048,271)	-10%
Optical Goods (incl Eyeglasses, Sunglasses)	\$1,962,201	\$1,480,222	(\$481,979)	-25%	\$5,488,959	\$4,202,388	(\$1,286,571)	-23%	\$10,137,681	\$9,026,087	(\$1,111,594)	-11%
Major Household Appliances	\$3,344,463	\$3,174,413	(\$170,050)	-5%	\$9,104,193	\$6,718,815	(\$2,385,378)	-26%	\$16,288,702	\$10,423,781	(\$5,864,921)	-36%
Automotive Lubricants (incl Oil, Greases)	\$3,344,463	\$3,174,413	(\$170,050)	-5%	\$9,104,193	\$6,718,815	(\$2,385,378)	-26%	\$16,288,702	\$10,423,781	(\$5,864,921)	-36%
Alcoholic Drinks Served at the Establishment	\$15,079,023	\$14,644,586	(\$434,437)	-3%	\$40,254,847	\$28,898,065	(\$11,356,781)	-28%	\$75,529,309	\$37,401,558	(\$38,127,751)	-50%
Floor/Floor Coverings	\$6,225,853	\$6,074,187	(\$151,665)	-2%	\$17,540,841	\$9,691,041	(\$7,849,800)	-45%	\$32,742,256	\$18,968,976	(\$13,773,280)	-42%
Household Fuels (incl Oil, LP gas, Wood, Coal)	\$1,517,015	\$1,537,094	\$20,079	1%	\$4,294,644	\$4,908,058	\$613,414	14%	\$8,061,005	\$14,381,506	\$6,320,501	78%
Meats/Nonalcoholic Beverages	\$71,666,199	\$80,651,696	\$8,985,497	13%	\$195,477,651	\$154,058,988	(\$41,418,664)	-21%	\$359,530,828	\$255,963,289	(\$103,567,539)	-29%
Automotive Fuels	\$58,558,707	\$70,847,501	\$12,288,793	21%	\$163,982,231	\$183,432,427	\$19,450,196	12%	\$302,705,960	\$363,218,368	\$60,512,409	20%
Hardware/Tools/Plumbing/Electrical Supplies	\$12,240,389	\$15,296,603	\$3,056,214	25%	\$34,488,149	\$25,975,531	(\$8,512,618)	-25%	\$64,316,035	\$43,781,583	(\$20,534,452)	-32%
Dimensional Lumber/Other Building Materials	\$17,968,409	\$25,035,473	\$7,067,064	39%	\$50,210,807	\$39,268,703	(\$10,942,104)	-22%	\$92,983,054	\$62,049,596	(\$30,933,458)	-33%
Paints/Sundries/Wallpaper/Wall Coverings	\$3,225,946	\$4,508,769	\$1,282,824	40%	\$9,054,992	\$7,160,785	(\$1,894,206)	-21%	\$16,833,763	\$11,555,610	(\$5,278,154)	-31%

Consumer Demand & Market Supply Assessment

Site: Downtown Pinole
Address: Tennent Ave and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

5 Min Drive

10 Min Drive

15 Min Drive

Data for this report is provided via the Market Outlook database from Synergos Technologies, Inc (STI).

Market Outlook is based on the following -

- the Consumer Expenditure Survey (CE), a program of the Bureau of Labor Statistics (BLS);
- the U.S. Census Bureau's monthly and annual Retail Trade (CRT) reports;
- the Census Bureau's Economic Census; with supporting demographic data from STI: PopStats data and STI: WorkPlace.

Market Outlook data covers 31 leading retail segments and 40 major product and service lines.

The difference between demand and supply represents the opportunity gap or surplus available for each retail outlet cited on the Market Outlook report for the specified trade area or reporting geography. When the demand is greater than (or less than) the supply, there is an opportunity gap (or surplus) for that retail outlet. In other words, a negative value signifies an opportunity gap where the Consumer Demand is higher than the Market Supply, while a positive value signifies a surplus.

Consumer Demand/Market Supply Index:

$n = 100$ (Equilibrium)

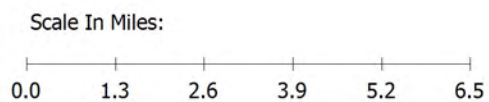
$n > 100$ suggests demand is not being fully met within the market, consumers are leaving the area to shop

$n < 100$ suggests supply exceeds demand, attracting consumers from outside the defined area

ATTACHMENT A

INSIGHT
MARKET ANALYTICS
Hclt[®] ECONsolutions

Drive Time: 5, 10, 15 Mins



Consumer Demographic Profile

Site: Del Monte Dr and San Pablo Ave
Address: Del Monte Dr and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Market Stats						
Population	35,580	---	133,816	---	236,535	---
5 Year Projected Pop	37,018	---	138,321	---	243,799	---
Pop Growth (%)	4.0%	---	3.4%	---	3.1%	---
Households	12,966	---	45,938	---	81,066	---
5 Year Projected HHs	13,575	---	47,602	---	83,618	---
HH Growth (%)	4.7%	---	3.6%	---	3.1%	---
Census Stats						
2000 Population	30,389	---	116,377	---	214,337	---
2010 Population	32,815	---	124,929	---	222,421	---
Pop Growth (%)	8.0%	---	7.3%	---	3.8%	---
2000 Households	10,756	---	39,399	---	72,937	---
2010 Households	11,751	---	42,576	---	76,002	---
HH Growth (%)	9.3%	---	8.1%	---	4.2%	---
Total Population by Age						
Average Age	39.9		39.9		39.2	
19 yrs & under	8,056	22.6%	30,458	22.8%	56,130	23.7%
20 to 24 yrs	2,988	8.4%	11,763	8.8%	20,954	8.9%
25 to 34 yrs	4,693	13.2%	17,563	13.1%	30,977	13.1%
35 to 44 yrs	4,703	13.2%	17,126	12.8%	31,054	13.1%
45 to 54 yrs	4,639	13.0%	17,345	13.0%	30,747	13.0%
55 to 64 yrs	4,851	13.6%	17,979	13.4%	30,361	12.8%
65 to 74 yrs	3,459	9.7%	13,506	10.1%	22,726	9.6%
75 to 84 yrs	1,663	4.7%	6,040	4.5%	10,101	4.3%
85 + yrs	528	1.5%	2,037	1.5%	3,485	1.5%
Population Bases						
20-34 yrs	7,681	21.6%	29,326	21.9%	51,932	22.0%
45-64 yrs	9,489	26.7%	35,324	26.4%	61,108	25.8%
16 yrs +	28,263	79.4%	106,435	79.5%	186,328	78.8%
25 yrs +	24,536	69.0%	91,596	68.4%	159,452	67.4%
65 yrs +	5,651	15.9%	21,583	16.1%	36,312	15.4%
75 yrs +	2,192	6.2%	8,077	6.0%	13,586	5.7%
85 yrs +	528	1.5%	2,037	1.5%	3,485	1.5%

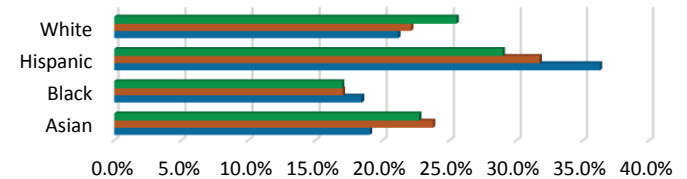


Consumer Demographic Profile

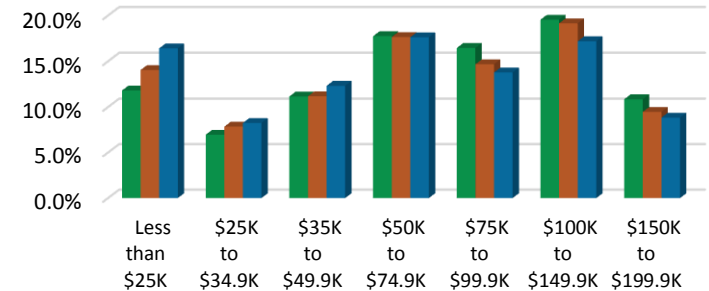
Site: Del Monte Dr and San Pablo Ave
Address: Del Monte Dr and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Population by Race						
White	9,078	25.5%	29,618	22.1%	50,095	21.2%
Hispanic	10,302	29.0%	42,462	31.7%	85,831	36.3%
Black	6,044	17.0%	22,810	17.0%	43,670	18.5%
Asian	8,085	22.7%	31,810	23.8%	45,084	19.1%
Ancestry						
American Indian (ancestry)	115	0.3%	395	0.3%	695	0.3%
Hawaiin (ancestry)	172	0.5%	706	0.5%	1,217	0.5%
Household Income						
Per Capita Income	\$33,565	---	\$31,286	---	\$29,996	---
Average HH Income	\$92,104	---	\$91,136	---	\$87,522	---
Median HH Income	\$78,036	---	\$73,775	---	\$67,626	---
Less than \$25K	1,531	11.8%	6,453	14.0%	13,304	16.4%
\$25K to \$34.9K	902	7.0%	3,604	7.8%	6,689	8.3%
\$35K to \$49.9K	1,447	11.2%	5,137	11.2%	9,991	12.3%
\$50K to \$74.9K	2,301	17.7%	8,109	17.7%	14,288	17.6%
\$75K to \$99.9K	2,134	16.5%	6,739	14.7%	11,168	13.8%
\$100K to \$149.9K	2,535	19.5%	8,798	19.2%	13,933	17.2%
\$150K to \$199.9K	1,407	10.8%	4,351	9.5%	7,167	8.8%
\$200K +	710	5.5%	2,745	6.0%	4,526	5.6%
Education						
Less than 9th Grade	2,011	8.2%	9,247	10.1%	19,465	12.2%
Some HS, No Diploma	1,560	6.4%	6,130	6.7%	12,595	7.9%
HS Grad (or Equivalent)	4,904	20.0%	19,662	21.5%	34,077	21.4%
Some College, No Degree	6,732	27.4%	22,443	24.5%	36,455	22.9%
Associate Degree	2,390	9.7%	8,608	9.4%	13,315	8.4%
Bachelor Degree	4,725	19.3%	17,467	19.1%	28,991	18.2%
Graduates Degree	1,590	6.5%	5,525	6.0%	9,627	6.0%

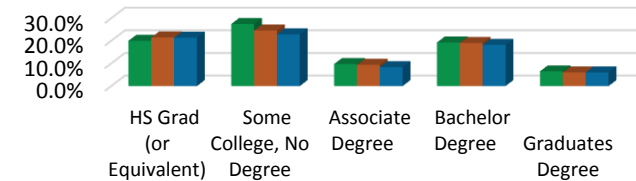
Ethnic Breakdown



Household Income Levels - %



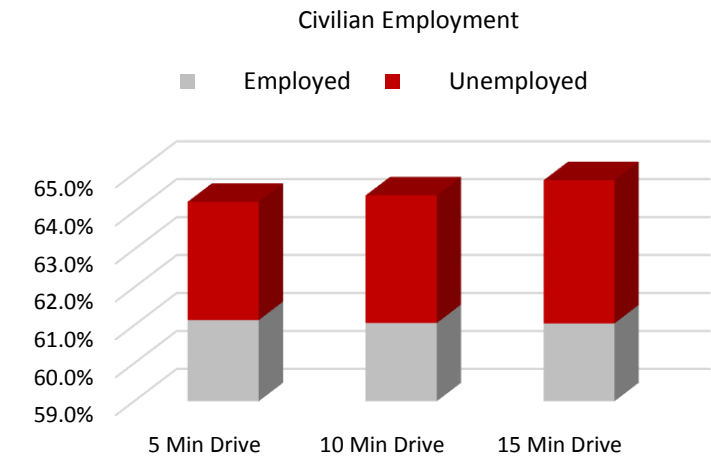
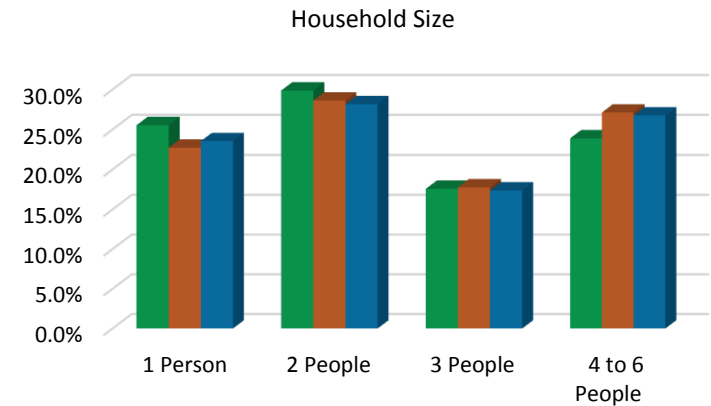
Education



Consumer Demographic Profile

Site: Del Monte Dr and San Pablo Ave
Address: Del Monte Dr and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

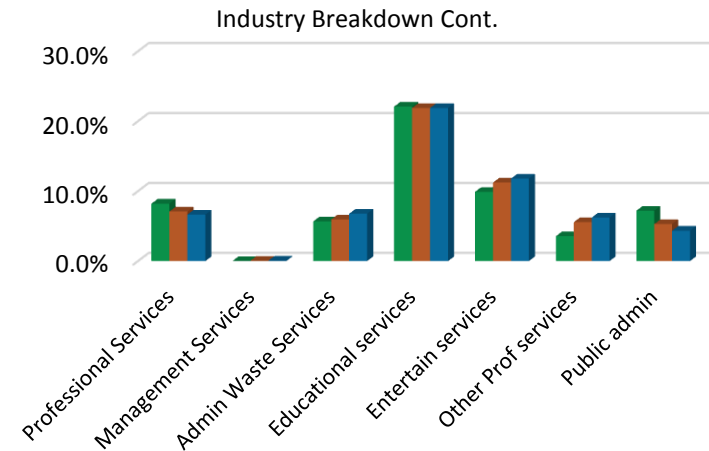
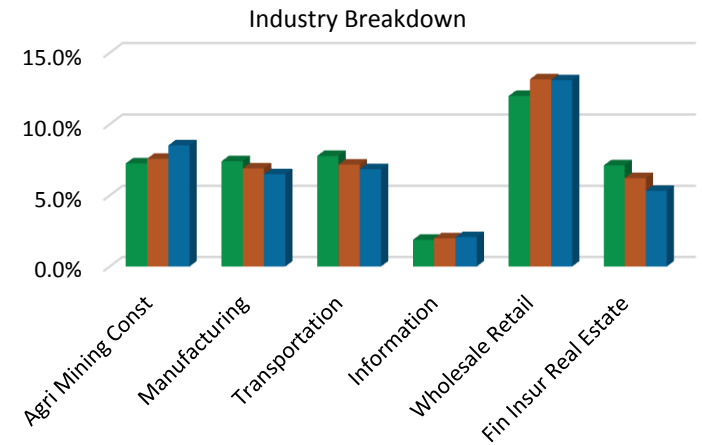
	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Family Structure	8,858		32,785		56,709	
Single - Male	411	4.6%	1,774	5.4%	3,079	5.4%
Single - Female	1,042	11.8%	4,104	12.5%	7,734	13.6%
Single Parent - Male	370	4.2%	1,043	3.2%	1,891	3.3%
Single Parent - Female	779	8.8%	3,338	10.2%	6,645	11.7%
Married w/ Children	2,557	28.9%	9,169	28.0%	16,059	28.3%
Married w/out Children	3,699	41.8%	13,357	40.7%	21,302	37.6%
Household Size						
1 Person	3,312	25.5%	10,440	22.7%	19,090	23.5%
2 People	3,873	29.9%	13,153	28.6%	22,832	28.2%
3 People	2,279	17.6%	8,164	17.8%	14,080	17.4%
4 to 6 People	3,099	23.9%	12,463	27.1%	21,694	26.8%
7+ People	404	3.1%	1,718	3.7%	3,371	4.2%
Home Ownership	12,966		45,938		81,066	
Owners	8,046	62.1%	29,288	63.8%	48,275	59.5%
Renters	4,920	37.9%	16,650	36.2%	32,792	40.5%
Components of Change						
Births	415	1.2%	1,555	1.2%	2,774	1.2%
Deaths	270	0.8%	994	0.7%	1,698	0.7%
Migration	-170	-0.5%	-403	-0.3%	-873	-0.4%
Employment (Pop 16+)	28,263		106,435		186,328	
Armed Services	57	0.2%	140	0.1%	177	0.1%
Civilian	18,161	64.3%	68,572	64.4%	120,789	64.8%
Employed	17,280	61.1%	64,991	61.1%	113,757	61.1%
Unemployed	881	3.1%	3,581	3.4%	7,031	3.8%
Not in Labor Force	10,046	35.5%	37,723	35.4%	65,363	35.1%
Employed Population	17,280		64,991		113,757	
White Collar	10,636	61.6%	38,545	59.3%	64,343	56.6%
Blue Collar	6,643	38.4%	26,446	40.7%	49,414	43.4%



Consumer Demographic Profile

Site: Del Monte Dr and San Pablo Ave
Address: Del Monte Dr and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Employment By Occupation	17,280		64,991		113,757	
White Collar	10,636	61.6%	38,545	59.3%	64,343	56.6%
Managerial executive	2,219	12.8%	8,251	12.7%	13,572	11.9%
Prof specialty	3,432	19.9%	12,412	19.1%	21,499	18.9%
Healthcare support	376	2.2%	1,509	2.3%	2,490	2.2%
Sales	1,537	8.9%	5,960	9.2%	10,433	9.2%
Office Admin	3,072	17.8%	10,414	16.0%	16,349	14.4%
Blue Collar	6,643	38.4%	26,446	40.7%	49,414	43.4%
Protective	528	3.1%	1,777	2.7%	2,633	2.3%
Food Prep Serving	1,068	6.2%	4,516	6.9%	8,288	7.3%
Bldg Maint/Cleaning	814	4.7%	3,716	5.7%	8,238	7.2%
Personal Care	718	4.2%	3,012	4.6%	5,443	4.8%
Farming/Fishing/Forestry	5	0.0%	115	0.2%	382	0.3%
Construction	1,628	9.4%	6,004	9.2%	11,457	10.1%
Production Transp	1,882	10.9%	7,306	11.2%	12,972	11.4%
Employment By Industry	17,280		64,991		113,757	
Agri Mining Const	1,253	7.3%	4,925	7.6%	9,689	8.5%
Manufacturing	1,278	7.4%	4,484	6.9%	7,387	6.5%
Transportation	1,344	7.8%	4,659	7.2%	7,793	6.9%
Information	324	1.9%	1,290	2.0%	2,347	2.1%
Wholesale Retail	2,069	12.0%	8,544	13.1%	14,871	13.1%
Fin Insur Real Estate	1,229	7.1%	4,038	6.2%	6,057	5.3%
Professional Services	1,418	8.2%	4,598	7.1%	7,549	6.6%
Management Services	0	0.0%	24	0.0%	51	0.0%
Admin Waste Services	980	5.7%	3,865	5.9%	7,697	6.8%
Educational services	3,816	22.1%	14,223	21.9%	24,900	21.9%
Entertain services	1,710	9.9%	7,295	11.2%	13,407	11.8%
Other Prof services	614	3.6%	3,617	5.6%	7,078	6.2%
Public admin	1,244	7.2%	3,429	5.3%	4,931	4.3%



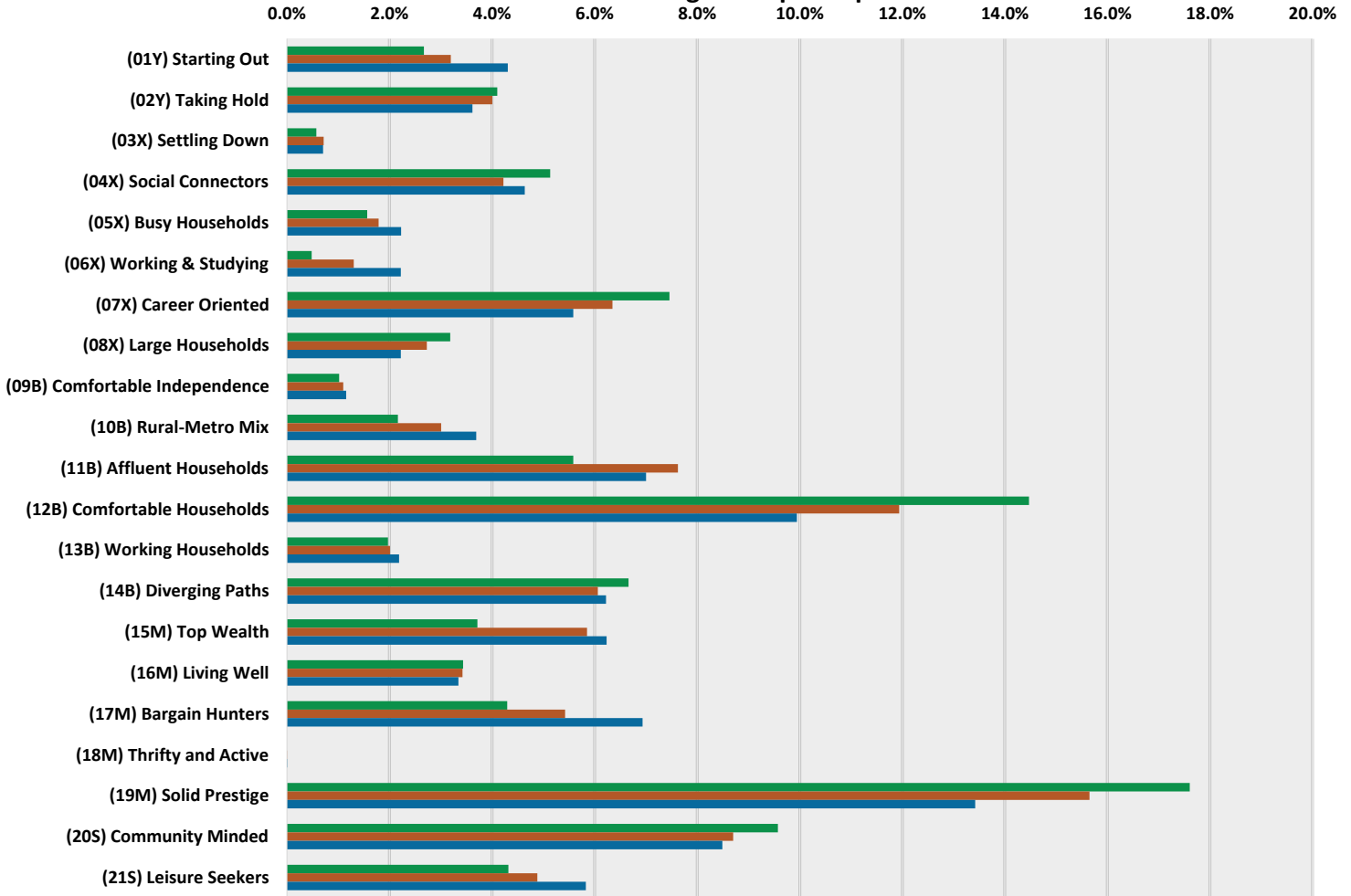
Household Segmentation Profile

Site: Del Monte Dr and San Pablo Ave
 Address: Del Monte Dr and San Pablo Ave | Pinole CA
 Date: 6/20/2019



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	5 Min Drive	10 Min Drive	15 Min Drive

Household Lifestage Group Comparison



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	5 Min Drive	10 Min Drive	15 Min Drive
Total Households	12,020 100%	43,642 100%	77,634 100%

Rank *	Cluster	Lifestage Group	Households	%	Households	%	Households	%
1	17- Firmly Established	(12B) Comfortable Households	937	7.8%	2,667	6.1%	3,801	4.9%
2	08- Solid Surroundings	(19M) Solid Prestige	921	7.7%	2,839	6.5%	4,261	5.5%
3	09- Busy Schedules	(19M) Solid Prestige	885	7.4%	2,899	6.6%	4,498	5.8%
4	13- Work & Play	(12B) Comfortable Households	802	6.7%	2,544	5.8%	3,920	5.0%
5	33- Urban Diversity	(14B) Diverging Paths	655	5.5%	2,044	4.7%	3,717	4.8%
6	36- Persistent & Productive	(20S) Community Minded	647	5.4%	2,203	5.0%	3,954	5.1%
7	26- Getting Established	(07X) Career Oriented	486	4.0%	1,364	3.1%	2,288	2.9%
8	04- Top Professionals	(11B) Affluent Households	439	3.6%	2,306	5.3%	3,598	4.6%
9	03- Corporate Connected	(15M) Top Wealth	387	3.2%	1,939	4.4%	3,303	4.3%
10	59- Mobile Mixers	(04X) Social Connectors	369	3.1%	840	1.9%	1,582	2.0%

* Rank is based on Trade Area 1 cluster size

Uses the Personix household segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: Del Monte Dr and San Pablo Ave | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		12,020	100%	43,642	100%	77,634	100%
Lifestage Group	Cluster Name	5 Min Drive		10 Min Drive		15 Min Drive	
(01Y) Starting Out		321	2.7%	1,394	3.2%	3,344	4.3%
	39- Setting Goals	42	0.3%	197	0.5%	556	0.7%
	45- Offices & Entertainment	74	0.6%	284	0.7%	577	0.7%
	57- Collegiate Crowd	119	1.0%	452	1.0%	1,038	1.3%
	58- Outdoor Fervor	0	0.0%	0	0.0%	0	0.0%
	67- First Steps	86	0.7%	462	1.1%	1,173	1.5%
(02Y) Taking Hold		494	4.1%	1,748	4.0%	2,808	3.6%
	18- Climbing the Ladder	48	0.4%	151	0.3%	216	0.3%
	21- Children First	93	0.8%	356	0.8%	598	0.8%
	24- Career Building	311	2.6%	1,106	2.5%	1,749	2.3%
	30- Out & About	41	0.3%	135	0.3%	244	0.3%
(03X) Settling Down		69	0.6%	314	0.7%	547	0.7%
	34- Outward Bound	0	0.0%	1	0.0%	1	0.0%
	41- Rural Adventure	4	0.0%	17	0.0%	26	0.0%
	46- Rural & Active	65	0.5%	296	0.7%	520	0.7%
(04X) Social Connectors		617	5.1%	1,844	4.2%	3,603	4.6%
	42- Creative Variety	102	0.8%	439	1.0%	900	1.2%
	52- Stylish & Striving	146	1.2%	565	1.3%	1,121	1.4%
	59- Mobile Mixers	369	3.1%	840	1.9%	1,582	2.0%
(05X) Busy Households		188	1.6%	781	1.8%	1,731	2.2%
	37- Firm Foundations	78	0.6%	304	0.7%	605	0.8%
	62- Movies & Sports	110	0.9%	477	1.1%	1,126	1.4%
(06X) Working & Studying		58	0.5%	570	1.3%	1,727	2.2%
	61- City Life	5	0.0%	115	0.3%	438	0.6%
	69- Productive Havens	18	0.1%	140	0.3%	464	0.6%
	70- Favorably Frugal	35	0.3%	315	0.7%	824	1.1%
(07X) Career Oriented		897	7.5%	2,771	6.3%	4,335	5.6%
	06- Casual Comfort	202	1.7%	720	1.6%	1,005	1.3%
	10- Careers & Travel	128	1.1%	446	1.0%	687	0.9%
	20- Carving Out Time	81	0.7%	242	0.6%	354	0.5%
	26- Getting Established	486	4.0%	1,364	3.1%	2,288	2.9%
(08X) Large Households		383	3.2%	1,192	2.7%	1,723	2.2%
	11- Schools & Shopping	76	0.6%	274	0.6%	389	0.5%
	12- On the Go	122	1.0%	373	0.9%	562	0.7%
	19- Country Comfort	0	0.0%	1	0.0%	7	0.0%
	27- Tenured Proprietors	185	1.5%	544	1.2%	765	1.0%
(09B) Comfortable Independence		123	1.0%	480	1.1%	897	1.2%
	29- City Mixers	1	0.0%	1	0.0%	4	0.0%
	35- Working & Active	70	0.6%	254	0.6%	478	0.6%
	56- Metro Active	52	0.4%	225	0.5%	415	0.5%
(10B) Rural-Metro Mix		260	2.2%	1,312	3.0%	2,865	3.7%
	47- Rural Parents	0	0.0%	0	0.0%	3	0.0%
	53- Metro Strivers	258	2.1%	1,310	3.0%	2,857	3.7%
	60- Rural & Mobile	2	0.0%	2	0.0%	5	0.0%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: Del Monte Dr and San Pablo Ave | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		12,020	100%	43,642	100%	77,634	100%
Lifestage Group	Cluster Name	5 Min Drive		10 Min Drive		15 Min Drive	
(11B) Affluent Households		671	5.6%	3,327	7.6%	5,436	7.0%
	01- Summit Estates	28	0.2%	358	0.8%	943	1.2%
	04- Top Professionals	439	3.6%	2,306	5.3%	3,598	4.6%
	07- Active Lifestyles	204	1.7%	663	1.5%	895	1.2%
(12B) Comfortable Households		1,739	14.5%	5,211	11.9%	7,721	9.9%
	13- Work & Play	802	6.7%	2,544	5.8%	3,920	5.0%
	17- Firmly Established	937	7.8%	2,667	6.1%	3,801	4.9%
(13B) Working Households		237	2.0%	877	2.0%	1,698	2.2%
	38- Occupational Mix	237	2.0%	877	2.0%	1,698	2.2%
	48- Farm & Home	0	0.0%	0	0.0%	1	0.0%
(14B) Diverging Paths		801	6.7%	2,647	6.1%	4,832	6.2%
	16- Country Enthusiasts	0	0.0%	0	0.0%	4	0.0%
	22- Comfortable Cornerstones	66	0.5%	261	0.6%	393	0.5%
	31- Mid-Americana	75	0.6%	300	0.7%	549	0.7%
	32- Metro Mix	4	0.0%	41	0.1%	169	0.2%
	33- Urban Diversity	655	5.5%	2,044	4.7%	3,717	4.8%
(15M) Top Wealth		446	3.7%	2,554	5.9%	4,842	6.2%
	02- Established Elite	59	0.5%	615	1.4%	1,539	2.0%
	03- Corporate Connected	387	3.2%	1,939	4.4%	3,303	4.3%
(16M) Living Well		413	3.4%	1,494	3.4%	2,598	3.3%
	14- Career Centered	297	2.5%	1,091	2.5%	1,979	2.5%
	15- Country Ways	0	0.0%	0	0.0%	3	0.0%
	23- Good Neighbors	116	1.0%	403	0.9%	616	0.8%
(17M) Bargain Hunters		516	4.3%	2,366	5.4%	5,385	6.9%
	43- Work & Causes	95	0.8%	442	1.0%	893	1.2%
	44- Open Houses	116	1.0%	485	1.1%	1,034	1.3%
	55- Community Life	96	0.8%	395	0.9%	747	1.0%
	63- Staying Home	188	1.6%	902	2.1%	2,199	2.8%
	68- Staying Healthy	21	0.2%	143	0.3%	512	0.7%
(18M) Thrifty & Active		0	0.0%	0	0.0%	8	0.0%
	40- Great Outdoors	0	0.0%	0	0.0%	2	0.0%
	50- Rural Community	0	0.0%	0	0.0%	3	0.0%
	54- Work & Outdoors	0	0.0%	0	0.0%	3	0.0%
(19M) Solid Prestige		2,116	17.6%	6,830	15.7%	10,418	13.4%
	05- Active & Involved	310	2.6%	1,092	2.5%	1,659	2.1%
	08- Solid Surroundings	921	7.7%	2,839	6.5%	4,261	5.5%
	09- Busy Schedules	885	7.4%	2,899	6.6%	4,498	5.8%
(20S) Community Minded		1,151	9.6%	3,797	8.7%	6,592	8.5%
	25- Clubs & Causes	262	2.2%	885	2.0%	1,461	1.9%
	28- Community Pillars	242	2.0%	709	1.6%	1,176	1.5%
	36- Persistent & Productive	647	5.4%	2,203	5.0%	3,954	5.1%
(21S) Leisure Seekers		519	4.3%	2,130	4.9%	4,525	5.8%
	49- Home & Garden	98	0.8%	392	0.9%	698	0.9%
	51- Role Models	132	1.1%	472	1.1%	883	1.1%
	64- Practical & Careful	75	0.6%	283	0.6%	560	0.7%
	65- Hobbies & Shopping	120	1.0%	537	1.2%	1,317	1.7%
	66- Helping Hands	93	0.8%	447	1.0%	1,067	1.4%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Employment Profile

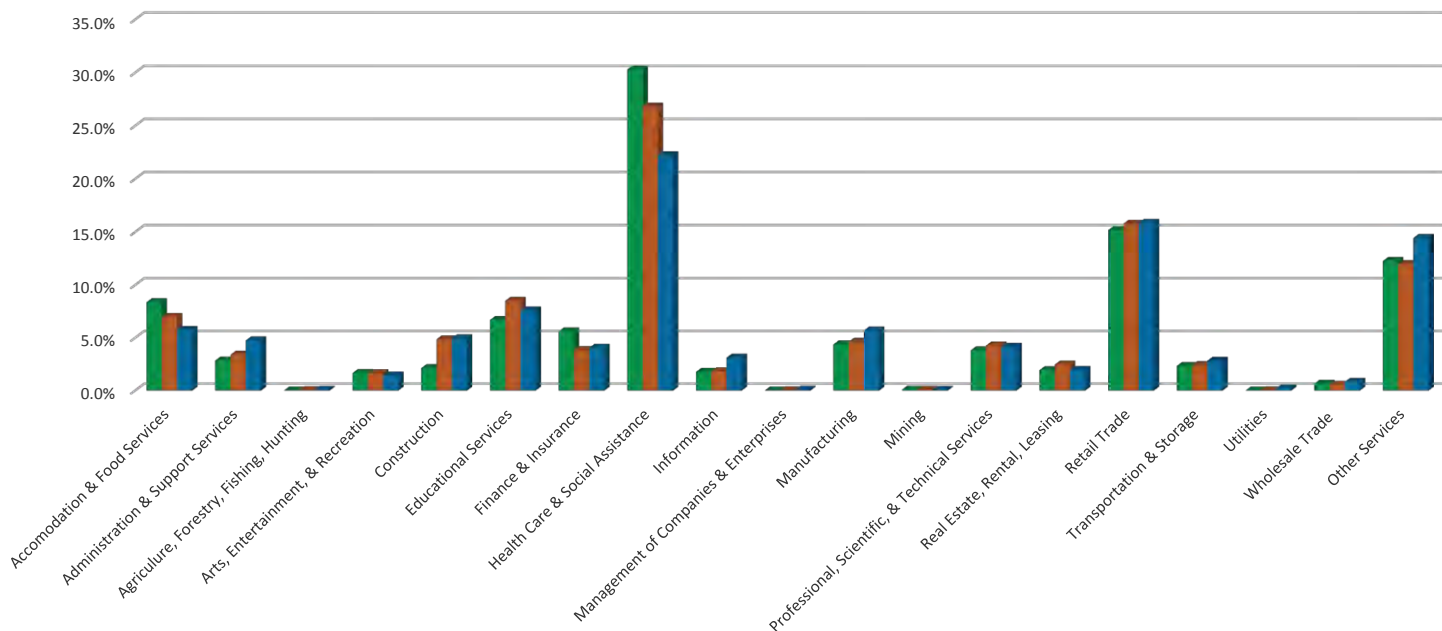
Site: Del Monte Dr and San Pablo Ave
 Address: Del Monte Dr and San Pablo Ave | Pinole CA
 Date Report Created: 6/20/2019

ATTACHMENT A

	5 Min Drive		10 Min Drive		15 Min Drive	
Daytime Population	28,103		115,157		195,166	
Student Population	5,968		34,885		49,682	
Median Employee Salary	52,126		52,051		51,333	
Average Employee Salary	62,565		61,244		60,570	
Wages	#		#		#	
Salary/Wage per Employee per Annum						
Under \$15,000 CrYr	221	2.3%	870	2.6%	1,694	2.7%
15,000 to 30,000 CrYr	218	2.3%	854	2.6%	1,704	2.7%
30,000 to 45,000 CrYr	3,487	36.3%	12,090	36.3%	22,713	36.4%
45,000 to 60,000 CrYr	1,857	19.3%	6,428	19.3%	12,365	19.8%
60,000 to 75,000 CrYr	1,188	12.4%	4,199	12.6%	7,684	12.3%
75,000 to 90,000 CrYr	860	9.0%	3,192	9.6%	5,994	9.6%
90,000 to 100,000 CrYr	257	2.7%	867	2.6%	1,878	3.0%
Over 100,000 CrYr	1,515	15.8%	4,764	14.3%	8,379	13.4%

Industry Groups

Employee's by Industry



	Establishments		Employee's		Establishments		Employee's		Establishments		Employee's	
	#	%	#	%	#	%	#	%	#	%	#	%
Total	655	100%	9,603	100%	2,047	100%	33,263	100%	3,487	100%	62,411	100%
Accommodation & Food Services	48	7.4%	804	8.4%	137	6.7%	2,319	7.0%	214	6.1%	3,585	5.7%
Administration & Support Services	19	3.0%	273	2.8%	69	3.4%	1,127	3.4%	113	3.2%	2,963	4.7%
Agriculture, Forestry, Fishing, Hunting	0	0.0%	0	0.0%	2	0.1%	10	0.0%	5	0.2%	42	0.1%
Arts, Entertainment, & Recreation	17	2.6%	160	1.7%	47	2.3%	545	1.6%	75	2.2%	890	1.4%
Construction	19	2.9%	204	2.1%	101	5.0%	1,615	4.9%	171	4.9%	3,094	5.0%
Educational Services	23	3.6%	642	6.7%	73	3.6%	2,829	8.5%	120	3.5%	4,737	7.6%
Finance & Insurance	49	7.5%	539	5.6%	116	5.6%	1,276	3.8%	161	4.6%	2,527	4.0%
Health Care & Social Assistance	151	23.1%	2,910	30.3%	443	21.6%	8,915	26.8%	679	19.5%	13,869	22.2%
Information	7	1.1%	170	1.8%	29	1.4%	606	1.8%	56	1.6%	1,944	3.1%
Management of Companies & Enterprises	0	0.0%	0	0.0%	1	0.0%	3	0.0%	2	0.1%	48	0.1%
Manufacturing	16	2.5%	420	4.4%	62	3.0%	1,535	4.6%	130	3.7%	3,553	5.7%
Mining	0	0.1%	8	0.1%	2	0.1%	29	0.1%	3	0.1%	39	0.1%
Professional, Scientific, & Technical Services	55	8.4%	366	3.8%	151	7.4%	1,418	4.3%	255	7.3%	2,589	4.1%
Real Estate, Rental, Leasing	35	5.3%	185	1.9%	112	5.5%	815	2.5%	161	4.6%	1,213	1.9%
Retail Trade	88	13.4%	1,457	15.2%	275	13.4%	5,249	15.8%	494	14.2%	9,896	15.9%
Transportation & Storage	9	1.4%	224	2.3%	36	1.7%	800	2.4%	63	1.8%	1,762	2.8%
Utilities	0	0.0%	0	0.0%	0	0.0%	6	0.0%	4	0.1%	134	0.2%
Wholesale Trade	8	1.3%	62	0.6%	22	1.1%	180	0.5%	49	1.4%	512	0.8%
Other Services	109	16.6%	1,179	12.3%	369	18.0%	3,985	12.0%	731	20.9%	9,013	14.4%

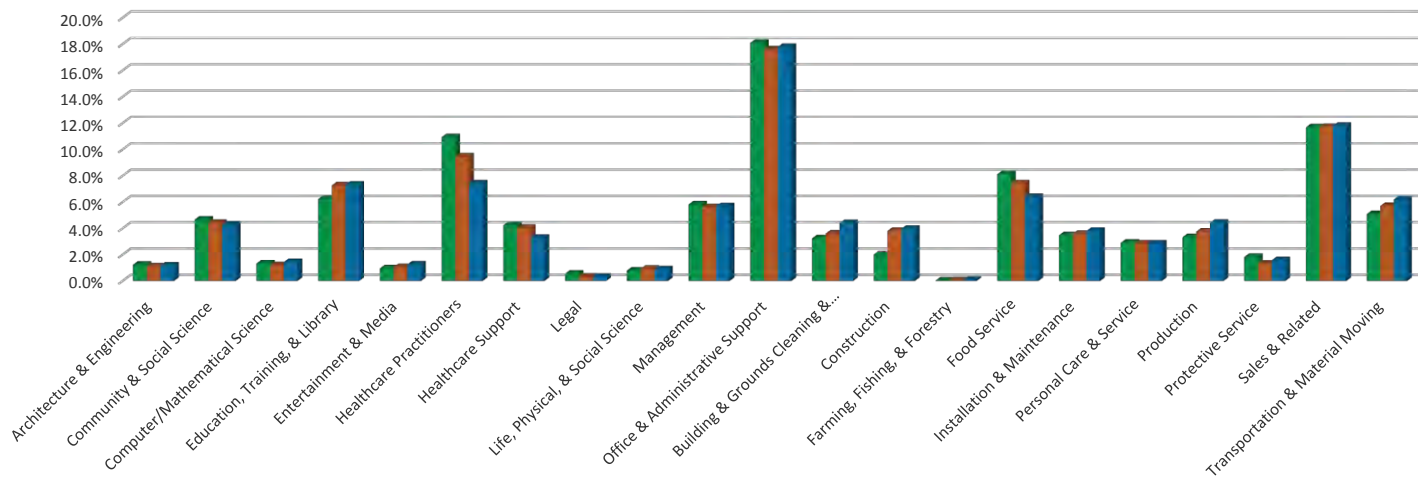
Employment Profile

Site: Del Monte Dr and San Pablo Ave
Address: Del Monte Dr and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

	5 Min Drive		10 Min Drive		15 Min Drive	
Occupations	# of Employee's		# of Employee's		# of Employee's	
White Collar	5,575	58.1%	18,612	56.0%	33,814	54.2%
Architecture & Engineering	118	1.2%	365	1.1%	730	1.2%
Community & Social Science	448	4.7%	1,466	4.4%	2,679	4.3%
Computer/Mathematical Science	127	1.3%	397	1.2%	893	1.4%
Education, Training, & Library	598	6.2%	2,417	7.3%	4,569	7.3%
Entertainment & Media	91	0.9%	347	1.0%	779	1.2%
Healthcare Practitioners	1,050	10.9%	3,147	9.5%	4,628	7.4%
Healthcare Support	407	4.2%	1,342	4.0%	2,044	3.3%
Legal	53	0.5%	107	0.3%	194	0.3%
Life, Physical, & Social Science	75	0.8%	306	0.9%	542	0.9%
Management	559	5.8%	1,863	5.6%	3,542	5.7%
Office & Administrative Support	1,738	18.1%	5,850	17.6%	11,097	17.8%
Blue Collar	4,001	41.7%	14,551	43.7%	28,358	45.4%
Building & Grounds Cleaning & Maintenance	311	3.2%	1,200	3.6%	2,741	4.4%
Construction	193	2.0%	1,266	3.8%	2,470	4.0%
Farming, Fishing, & Forestry	2	0.0%	13	0.0%	51	0.1%
Food Service	780	8.1%	2,465	7.4%	3,988	6.4%
Installation & Maintenance	334	3.5%	1,191	3.6%	2,372	3.8%
Personal Care & Service	278	2.9%	944	2.8%	1,772	2.8%
Production	319	3.3%	1,247	3.8%	2,761	4.4%
Protective Service	175	1.8%	437	1.3%	978	1.6%
Sales & Related	1,122	11.7%	3,891	11.7%	7,361	11.8%
Transportation & Material Moving	488	5.1%	1,895	5.7%	3,866	6.2%
Military Services	27	0.3%	101	0.3%	238	0.4%

Employee's by Occupation



Employee Totals and History	#	#	#
Current	9,603	33,263	62,411
2018 Q3	9,097	31,016	58,712
2018 Q2	9,492	32,727	61,387
2018 Q1	9,916	34,058	63,821
2017 Q4	10,216	34,603	64,464
2017 Q3	9,680	32,671	61,280
2017 Q2	10,177	34,885	64,948
2017 Q1	10,101	34,689	64,671
2016 Q4	10,179	34,955	65,201

Consumer Demand & Market Supply Assessment

Site: Del Monte Dr and San Pablo Ave
Address: Del Monte Dr and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

Demographics

Population
5-Year Population estimate
Population Households
Group Quarters Population
Households
5-Year Households estimate
WorkPlace Establishments
Workplace Employees
Median Household Income

5 Min Drive	10 Min Drive	15 Min Drive
35,580	133,816	236,535
37,018	138,321	243,799
35,277	132,384	234,380
303	1,432	2,156
12,966	45,938	81,066
13,575	47,602	83,618
655	2,047	3,487
9,603	33,263	62,411
\$78,036	\$73,775	\$67,626

By Establishments

Furniture Stores
Lawn/Garden Equipment/Supplies Stores
Florists/Misc. Store Retailers
Electronic Shopping/Mail Order Houses
Vending Machine Operators (Non-Store)
Other Motor Vehicle Dealers
Grocery Stores
Other Misc. Store Retailers
Direct Selling Establishments
Automotive Parts/Accessories/Tire
Used Merchandise Stores
Health/Personal Care Stores
Electronics/Appliance
Jewelry/Luggage/Leather Goods
Beer/Wine/Liquor Stores
Clothing Stores
Special Food Services
Sporting Goods/Hobby/Musical Instrument
Other General Merchandise Stores
Specialty Food Stores
Automotive Dealers
Home Furnishing Stores
Limited-Service Eating Places
Office Supplies/Stationary/Gift
Full-Service Restaurants
Gasoline Stations
Shoe Stores
Building Material/Supplies Dealers
Department Stores
Book/Periodical/Music Stores
Bar/Drinking Places (Alcoholic Beverages)

Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
\$7,233,198	\$0	(\$7,233,198)	-100%	\$26,965,423	\$0	(\$26,965,423)	-100%	\$47,051,814	\$6,717,620	(\$40,334,194)	-86%
\$4,364,579	\$0	(\$4,364,579)	-100%	\$16,231,414	\$7,061,045	(\$9,170,369)	-56%	\$28,431,203	\$15,386,578	(\$13,044,624)	-46%
\$920,663	\$0	(\$920,663)	-100%	\$3,425,354	\$212,032	(\$3,213,322)	-94%	\$6,001,946	\$1,107,773	(\$4,894,173)	-82%
\$91,006,776	\$0	(\$91,006,776)	-100%	\$337,004,524	\$40,898,496	(\$296,106,028)	-88%	\$593,573,099	\$108,357,616	(\$485,215,483)	-82%
\$4,177,926	\$0	(\$4,177,926)	-100%	\$15,524,684	\$3,173,585	(\$12,351,099)	-80%	\$27,322,879	\$3,173,585	(\$24,149,294)	-88%
\$8,029,346	\$524,370	(\$7,504,975)	-93%	\$29,891,055	\$5,140,543	(\$24,750,512)	-83%	\$51,968,855	\$7,841,623	(\$44,127,231)	-85%
\$69,179,514	\$22,798,921	(\$46,380,593)	-67%	\$257,587,641	\$255,529,553	(\$2,058,088)	-1%	\$453,210,323	\$519,722,000	\$66,511,678	15%
\$9,631,610	\$4,006,010	(\$5,625,600)	-58%	\$35,784,717	\$18,159,207	(\$17,625,510)	-49%	\$62,582,197	\$31,011,420	(\$31,570,777)	-50%
\$3,325,240	\$1,665,056	(\$1,660,184)	-50%	\$12,416,507	\$9,865,186	(\$2,551,320)	-21%	\$21,876,791	\$22,194,079	\$317,288	1%
\$10,518,578	\$5,324,061	(\$5,194,517)	-49%	\$39,263,827	\$23,769,581	(\$15,494,246)	-39%	\$69,186,907	\$47,729,314	(\$21,457,593)	-31%
\$2,231,843	\$1,150,701	(\$1,081,142)	-48%	\$8,309,848	\$3,271,160	(\$5,038,688)	-61%	\$14,543,021	\$7,235,765	(\$7,307,256)	-50%
\$36,070,820	\$20,521,019	(\$15,549,801)	-43%	\$134,595,296	\$75,483,219	(\$59,112,078)	-44%	\$237,413,228	\$147,005,867	(\$90,407,361)	-38%
\$11,045,412	\$6,909,659	(\$4,135,753)	-37%	\$40,411,549	\$20,230,167	(\$20,181,382)	-50%	\$71,344,449	\$22,608,645	(\$48,735,804)	-68%
\$4,075,842	\$2,703,936	(\$1,371,905)	-34%	\$15,189,989	\$7,665,128	(\$7,524,860)	-50%	\$26,584,845	\$11,754,223	(\$14,830,622)	-56%
\$5,781,887	\$4,291,927	(\$1,489,960)	-26%	\$21,485,337	\$18,281,110	(\$3,204,226)	-15%	\$37,592,102	\$25,290,801	(\$12,301,301)	-33%
\$29,844,873	\$22,416,403	(\$7,428,469)	-25%	\$111,029,139	\$46,201,469	(\$64,827,670)	-58%	\$194,055,000	\$89,962,718	(\$104,092,283)	-54%
\$6,461,212	\$4,967,040	(\$1,494,172)	-23%	\$23,480,372	\$14,749,180	(\$8,731,192)	-37%	\$41,334,402	\$19,274,002	(\$22,060,400)	-53%
\$7,301,204	\$6,070,001	(\$1,231,203)	-17%	\$27,140,176	\$10,754,427	(\$16,385,749)	-60%	\$47,445,797	\$20,025,147	(\$27,420,650)	-58%
\$70,928,396	\$62,261,076	(\$8,667,319)	-12%	\$264,074,430	\$251,921,508	(\$12,152,922)	-5%	\$464,366,927	\$716,149,672	\$251,782,745	54%
\$4,102,878	\$3,675,935	(\$426,943)	-10%	\$15,276,210	\$8,689,104	(\$6,587,106)	-43%	\$26,886,234	\$22,537,293	(\$4,348,941)	-16%
\$129,206,831	\$117,777,186	(\$11,429,645)	-9%	\$481,025,341	\$241,483,774	(\$239,541,567)	-50%	\$835,336,814	\$512,682,791	(\$322,654,024)	-39%
\$6,679,774	\$6,175,907	(\$503,867)	-8%	\$24,890,579	\$13,300,407	(\$11,590,172)	-47%	\$43,671,655	\$34,028,705	(\$9,642,950)	-22%
\$30,941,233	\$29,563,318	(\$1,377,914)	-4%	\$112,459,093	\$94,971,245	(\$17,487,848)	-16%	\$197,960,444	\$167,997,053	(\$29,963,391)	-15%
\$3,324,622	\$3,301,572	(\$23,051)	-1%	\$12,314,615	\$10,069,588	(\$2,245,027)	-18%	\$21,615,171	\$18,725,229	(\$2,889,942)	-13%
\$30,256,244	\$33,748,431	\$3,492,187	12%	\$108,612,034	\$82,702,027	(\$25,910,007)	-24%	\$192,614,831	\$110,367,737	(\$82,247,094)	-43%
\$52,443,881	\$60,591,006	\$8,147,126	16%	\$195,459,041	\$221,920,361	\$26,461,320	14%	\$342,582,683	\$355,164,413	\$12,581,730	4%
\$4,102,614	\$5,108,759	\$1,006,145	25%	\$15,240,473	\$9,834,851	(\$5,405,622)	-35%	\$26,525,200	\$9,904,484	(\$16,620,717)	-63%
\$37,010,464	\$47,253,543	\$10,243,079	28%	\$137,838,982	\$99,758,912	(\$38,080,071)	-28%	\$242,242,813	\$158,066,044	(\$84,176,769)	-35%
\$16,095,737	\$20,919,871	\$4,824,134	30%	\$59,908,491	\$89,157,453	\$29,248,962	49%	\$105,054,011	\$99,403,090	(\$5,650,921)	-5%
\$2,077,226	\$2,768,464	\$691,238	33%	\$7,737,320	\$6,143,109	(\$1,594,211)	-21%	\$13,620,841	\$7,697,673	(\$5,923,168)	-43%
\$1,782,181	\$2,994,471	\$1,212,290	68%	\$6,267,025	\$6,611,260	\$344,235	5%	\$11,255,200	\$7,849,398	(\$3,405,802)	-30%
Consumer Demand/Market Supply Index	\$700,152,602	\$499,488,646	140	\$2,596,840,485	\$1,697,008,686	153		\$4,555,251,680	\$3,326,972,356	137	

Consumer Demand & Market Supply Assessment

Site: Del Monte Dr and San Pablo Ave
Address: Del Monte Dr and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

By Major Product Lines

	5 Min Drive				10 Min Drive				15 Min Drive			
	Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
Furniture/Sleep/Outdoor/Patio Furniture	\$18,655,972	\$3,664,985	(\$14,990,987)	-80%	\$69,558,467	\$13,894,834	(\$55,663,633)	-80%	\$121,360,158	\$36,960,640	(\$84,399,518)	-70%
Computer Hardware/Software/Supplies	\$12,427,380	\$2,964,183	(\$9,463,197)	-76%	\$43,318,233	\$15,525,447	(\$27,792,785)	-64%	\$78,917,703	\$30,624,194	(\$48,293,509)	-61%
Pets/Pet Foods/Pet Supplies	\$6,499,436	\$2,251,795	(\$4,247,641)	-65%	\$23,982,309	\$10,328,642	(\$13,653,667)	-57%	\$41,507,071	\$21,253,682	(\$20,253,390)	-49%
Drugs/Health Aids/Beauty Aids/Cosmetics	\$80,128,189	\$30,980,303	(\$49,147,886)	-61%	\$299,060,683	\$139,086,697	(\$159,973,986)	-53%	\$527,822,086	\$293,272,167	(\$234,549,919)	-44%
All Other Merchandise	\$26,746,698	\$11,562,300	(\$15,184,398)	-57%	\$99,567,490	\$46,230,449	(\$53,337,041)	-54%	\$174,245,689	\$90,117,083	(\$84,128,605)	-48%
Audio Equipment/Musical Instruments	\$3,871,409	\$1,697,314	(\$2,174,095)	-56%	\$14,444,018	\$6,537,555	(\$7,906,463)	-55%	\$25,390,594	\$11,436,823	(\$13,953,771)	-55%
Lawn/Garden/Farm Equipment/Supplies	\$11,048,414	\$5,437,341	(\$5,611,073)	-51%	\$41,101,337	\$23,177,486	(\$17,923,851)	-44%	\$72,076,694	\$45,997,287	(\$26,079,408)	-36%
Groceries/Other Food Items (Off Premises)	\$108,783,179	\$54,691,584	(\$54,091,595)	-50%	\$405,254,158	\$341,582,777	(\$63,671,381)	-16%	\$713,280,614	\$766,762,398	\$53,481,783	7%
Packaged Liquor/Wine/Beer	\$12,723,840	\$6,626,539	(\$6,097,301)	-48%	\$47,281,755	\$34,054,531	(\$13,227,224)	-28%	\$82,528,180	\$62,543,843	(\$19,984,338)	-24%
Automotive Tires/Tubes/Batteries/Parts	\$20,917,448	\$12,043,465	(\$8,873,982)	-42%	\$78,089,568	\$38,854,888	(\$39,234,680)	-50%	\$137,749,415	\$81,504,995	(\$56,244,420)	-41%
Kitchenware/Home Furnishings	\$8,178,192	\$4,869,706	(\$3,308,486)	-40%	\$30,440,173	\$16,008,402	(\$14,431,771)	-47%	\$53,371,721	\$34,517,986	(\$18,853,734)	-35%
Small Electric Appliances	\$1,464,922	\$899,309	(\$565,613)	-39%	\$5,460,014	\$3,691,585	(\$1,768,429)	-32%	\$9,562,178	\$7,981,883	(\$1,580,295)	-17%
Womens/Juniors/Misses Wear	\$25,882,520	\$16,753,028	(\$9,129,492)	-35%	\$96,333,634	\$47,495,255	(\$48,838,379)	-51%	\$168,583,790	\$85,816,855	(\$82,766,934)	-49%
Jewelry (including Watches)	\$6,114,555	\$4,052,372	(\$2,062,183)	-34%	\$22,794,210	\$12,814,648	(\$9,979,563)	-44%	\$39,911,199	\$21,530,993	(\$18,380,206)	-46%
Sporting Goods (incl Bicycles/Sports Vehicles)	\$6,032,241	\$4,019,611	(\$2,012,630)	-33%	\$22,427,732	\$11,404,777	(\$11,022,955)	-49%	\$39,196,688	\$23,686,480	(\$15,510,207)	-40%
Books/Periodicals	\$2,801,698	\$2,020,345	(\$781,353)	-28%	\$10,457,488	\$5,405,076	(\$5,052,411)	-48%	\$18,430,456	\$8,411,442	(\$10,019,014)	-54%
Mens Wear	\$10,074,200	\$7,299,890	(\$2,774,310)	-28%	\$37,455,781	\$21,773,774	(\$15,682,007)	-42%	\$65,077,615	\$39,487,122	(\$25,590,493)	-39%
Photographic Equipment/Supplies	\$747,602	\$554,853	(\$192,749)	-26%	\$2,783,211	\$2,046,637	(\$736,574)	-26%	\$4,855,596	\$3,880,084	(\$975,512)	-20%
Cigars/Cigarettes/Tobacco/Accessories	\$7,741,203	\$5,790,829	(\$1,950,374)	-25%	\$29,036,687	\$24,711,934	(\$4,324,753)	-15%	\$51,877,327	\$51,007,733	(\$869,594)	-2%
Televisions/VCR/Video Cameras/DVD etc	\$4,421,989	\$3,342,996	(\$1,078,992)	-24%	\$16,493,155	\$12,929,108	(\$3,564,047)	-22%	\$28,979,332	\$26,990,308	(\$1,989,024)	-7%
Retailer Services	\$22,215,349	\$17,231,255	(\$4,984,094)	-22%	\$82,707,285	\$42,997,271	(\$39,710,013)	-48%	\$143,582,120	\$86,728,950	(\$56,853,170)	-40%
Toys/Hobby Goods/Games	\$3,421,516	\$2,670,654	(\$750,862)	-22%	\$12,712,550	\$9,326,035	(\$3,386,514)	-27%	\$22,307,409	\$18,861,464	(\$3,445,945)	-15%
Footwear, including Accessories	\$10,141,058	\$7,944,821	(\$2,196,237)	-22%	\$37,667,239	\$19,264,086	(\$18,403,153)	-49%	\$65,544,870	\$27,663,234	(\$37,881,636)	-58%
Curtains/Draperies/Slipcovers/Bed/Coverings	\$3,143,501	\$2,542,611	(\$600,890)	-19%	\$11,662,375	\$9,051,015	(\$2,611,360)	-22%	\$20,256,032	\$19,378,652	(\$877,380)	-4%
Soaps/Detergents/Household Cleaners	\$3,309,721	\$2,768,464	(\$541,257)	-16%	\$12,290,137	\$12,878,823	\$588,687	5%	\$21,623,037	\$28,962,150	\$7,339,112	34%
Paper/Related Products	\$2,864,834	\$2,425,071	(\$439,763)	-15%	\$10,684,790	\$11,630,239	\$945,449	9%	\$18,886,224	\$27,910,703	\$9,024,480	48%
Optical Goods (incl Eyeglasses, Sunglasses)	\$1,625,085	\$1,381,458	(\$243,627)	-15%	\$6,056,957	\$5,197,939	(\$859,018)	-14%	\$10,618,423	\$11,600,098	\$981,675	9%
Autos/Cars/Vans/Trucks/Motorcycles	\$114,169,626	\$98,829,530	(\$15,340,097)	-13%	\$424,955,777	\$204,768,524	(\$220,187,253)	-52%	\$737,164,052	\$433,231,681	(\$303,932,371)	-41%
Childrens Wear/Infants/Toddlers Clothing	\$4,215,462	\$3,972,485	(\$242,977)	-6%	\$15,625,471	\$12,583,261	(\$3,042,210)	-19%	\$27,367,526	\$22,424,608	(\$4,942,918)	-18%
Sewing/Knitting Materials/Supplies	\$305,772	\$294,550	(\$11,222)	-4%	\$1,114,260	\$766,942	(\$347,319)	-31%	\$1,937,104	\$1,676,360	(\$260,744)	-13%
Alcoholic Drinks Served at the Establishment	\$13,012,634	\$12,905,888	(\$106,745)	-1%	\$45,573,530	\$31,483,466	(\$14,090,064)	-31%	\$82,041,667	\$41,750,759	(\$40,290,908)	-49%
Floor/Floor Coverings	\$5,213,031	\$5,229,473	\$16,441	0%	\$19,465,570	\$11,669,460	(\$7,796,110)	-40%	\$34,388,835	\$24,026,246	(\$10,362,589)	-30%
Meats/Nonalcoholic Beverages	\$59,641,353	\$60,191,009	\$549,657	1%	\$216,845,491	\$179,526,295	(\$37,319,196)	-17%	\$381,587,670	\$290,941,391	(\$90,646,280)	-24%
Major Household Appliances	\$2,674,549	\$2,761,267	\$86,717	3%	\$9,901,693	\$7,456,920	(\$2,444,773)	-25%	\$17,021,753	\$11,472,103	(\$5,549,649)	-33%
Automotive Lubricants (incl Oil, Greases)	\$2,674,549	\$2,761,267	\$86,717	3%	\$9,901,693	\$7,456,920	(\$2,444,773)	-25%	\$17,021,753	\$11,472,103	(\$5,549,649)	-33%
Hardware/Tools/Plumbing/Electrical Supplies	\$10,249,812	\$12,263,344	\$2,013,532	20%	\$38,242,329	\$28,241,500	(\$10,000,829)	-26%	\$67,521,395	\$47,919,478	(\$19,601,916)	-29%
Automotive Fuels	\$48,628,996	\$58,896,053	\$10,267,057	21%	\$181,251,357	\$222,176,663	\$40,925,306	23%	\$317,191,924	\$386,240,587	\$69,048,663	22%
Household Fuels (incl Oil, LP gas, Wood, Coal)	\$1,271,486	\$1,589,285	\$317,799	25%	\$4,777,215	\$8,123,978	\$3,346,763	70%	\$8,466,591	\$17,401,073	\$8,934,483	106%
Dimensional Lumber/Other Building Materials	\$14,915,027	\$19,592,410	\$4,677,383	31%	\$55,513,271	\$41,473,477	(\$14,039,794)	-25%	\$97,540,730	\$65,904,841	(\$31,635,889)	-32%
Paints/Sundries/Wallpaper/Wall Coverings	\$2,692,278	\$3,549,173	\$856,896	32%	\$10,034,193	\$7,635,453	(\$2,398,740)	-24%	\$17,666,843	\$12,349,941	(\$5,316,902)	-30%

Consumer Demand & Market Supply Assessment

Site: Del Monte Dr and San Pablo Ave
Address: Del Monte Dr and San Pablo Ave | Pinole CA
Date Report Created: 6/20/2019

5 Min Drive

10 Min Drive

15 Min Drive

Data for this report is provided via the Market Outlook database from Synergos Technologies, Inc (STI).

Market Outlook is based on the following -

- the Consumer Expenditure Survey (CE), a program of the Bureau of Labor Statistics (BLS);
- the U.S. Census Bureau's monthly and annual Retail Trade (CRT) reports;
- the Census Bureau's Economic Census; with supporting demographic data from STI: PopStats data and STI: WorkPlace.

Market Outlook data covers 31 leading retail segments and 40 major product and service lines.

The difference between demand and supply represents the opportunity gap or surplus available for each retail outlet cited on the Market Outlook report for the specified trade area or reporting geography. When the demand is greater than (or less than) the supply, there is an opportunity gap (or surplus) for that retail outlet. In other words, a negative value signifies an opportunity gap where the Consumer Demand is higher than the Market Supply, while a positive value signifies a surplus.

Consumer Demand/Market Supply Index:

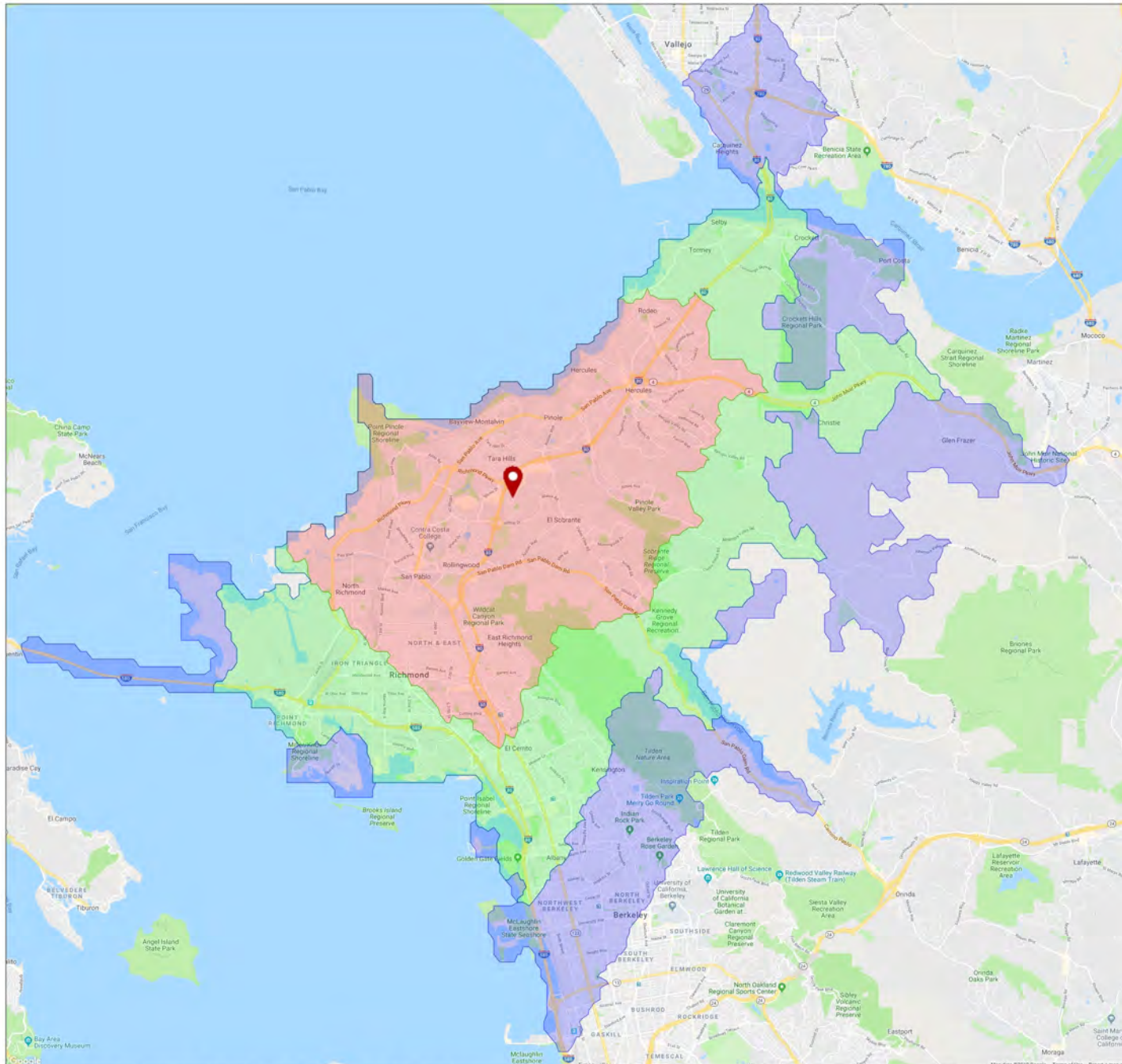
$n = 100$ (Equilibrium)

$n > 100$ suggests demand is not being fully met within the market, consumers are leaving the area to shop

$n < 100$ suggests supply exceeds demand, attracting consumers from outside the defined area

I-80 and Fitzgerald Dr

ATTACHMENT A



INSIGHT
MARKET ANALYTICS
Hdl ECON Solutions

Drive Time: 10, 15, 20 Mins

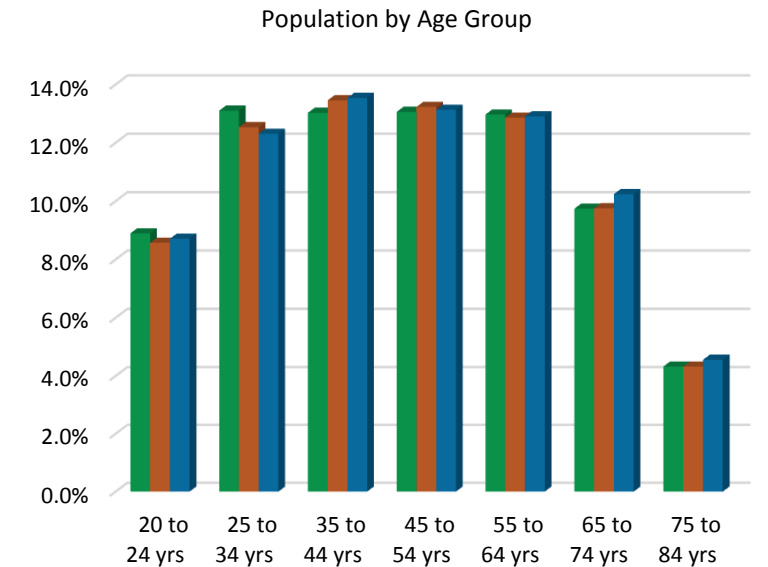
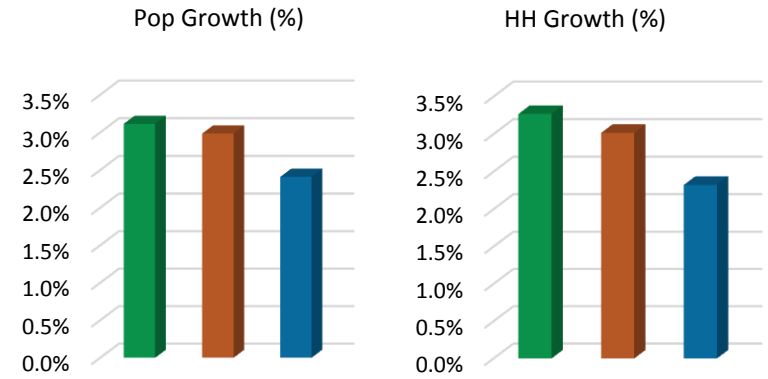
Scale In Miles:



Consumer Demographic Profile

Site: I-80 and Fitzgerald Dr
Address: I-80 and Fitzgerald Dr | Pinole CA
Date Report Created: 6/20/2019

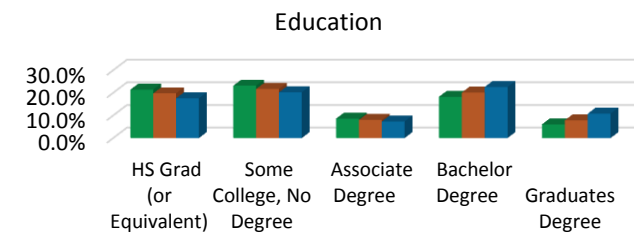
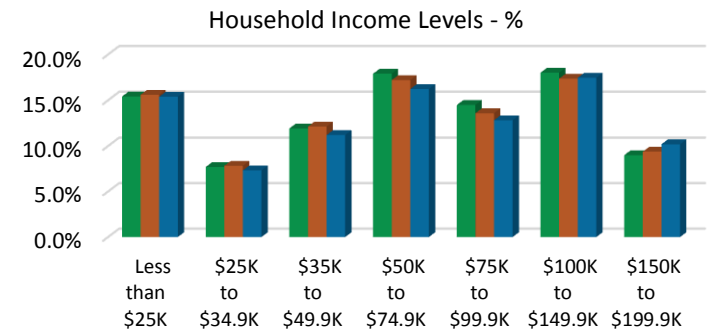
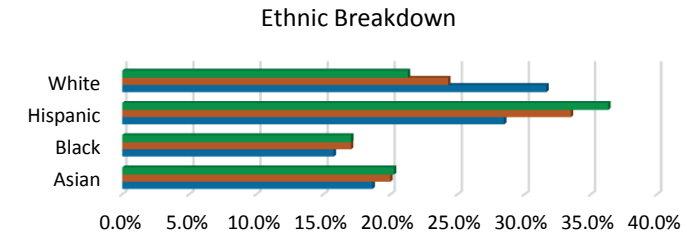
	10 Min Drive		15 Min Drive		20 Min Drive	
	#	%	#	%	#	%
Market Stats						
Population	189,757	---	273,509	---	377,454	---
5 Year Projected Pop	195,666	---	281,674	---	386,553	---
Pop Growth (%)	3.1%	---	3.0%	---	2.4%	---
Households	64,264	---	96,766	---	141,307	---
5 Year Projected HHs	66,364	---	99,685	---	144,590	---
HH Growth (%)	3.3%	---	3.0%	---	2.3%	---
Census Stats						
2000 Population	169,171	---	246,542	---	342,058	---
2010 Population	178,161	---	256,799	---	354,883	---
Pop Growth (%)	5.3%	---	4.2%	---	3.7%	---
2000 Households	56,994	---	87,305	---	127,607	---
2010 Households	60,028	---	90,639	---	132,469	---
HH Growth (%)	5.3%	---	3.8%	---	3.8%	---
Total Population by Age						
Average Age	39.3		39.4		39.9	
19 yrs & under	44,433	23.4%	65,024	23.8%	87,018	23.1%
20 to 24 yrs	16,877	8.9%	23,439	8.6%	32,874	8.7%
25 to 34 yrs	24,862	13.1%	34,279	12.5%	46,455	12.3%
35 to 44 yrs	24,722	13.0%	36,806	13.5%	51,098	13.5%
45 to 54 yrs	24,786	13.1%	36,180	13.2%	49,556	13.1%
55 to 64 yrs	24,609	13.0%	35,178	12.9%	48,710	12.9%
65 to 74 yrs	18,479	9.7%	26,673	9.8%	38,646	10.2%
75 to 84 yrs	8,210	4.3%	11,817	4.3%	17,214	4.6%
85 + yrs	2,780	1.5%	4,112	1.5%	5,883	1.6%
Population Bases						
20-34 yrs	41,739	22.0%	57,719	21.1%	79,329	21.0%
45-64 yrs	49,395	26.0%	71,359	26.1%	98,266	26.0%
16 yrs +	149,973	79.0%	215,197	78.7%	299,111	79.2%
25 yrs +	128,447	67.7%	185,045	67.7%	257,562	68.2%
65 yrs +	29,469	15.5%	42,602	15.6%	61,743	16.4%
75 yrs +	10,990	5.8%	15,929	5.8%	23,096	6.1%
85 yrs +	2,780	1.5%	4,112	1.5%	5,883	1.6%



Consumer Demographic Profile

Site: I-80 and Fitzgerald Dr
Address: I-80 and Fitzgerald Dr | Pinole CA
Date Report Created: 6/20/2019

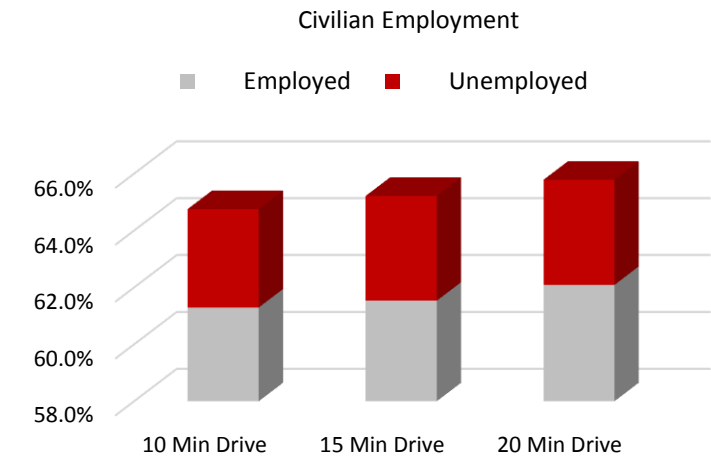
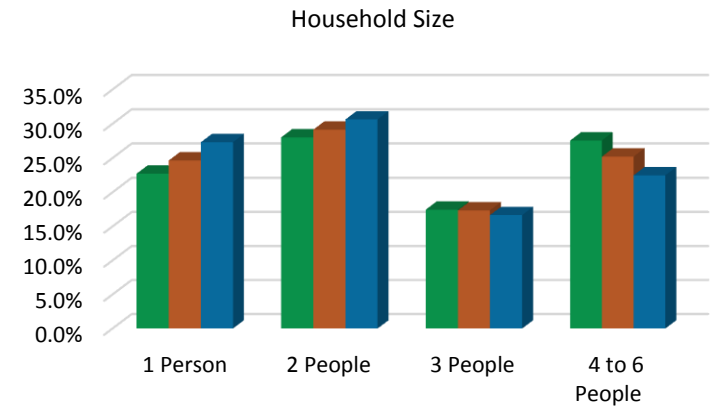
	10 Min Drive		15 Min Drive		20 Min Drive	
	#	%	#	%	#	%
Population by Race						
White	40,405	21.3%	66,474	24.3%	119,417	31.6%
Hispanic	68,911	36.3%	91,602	33.5%	107,473	28.5%
Black	32,386	17.1%	46,645	17.1%	59,505	15.8%
Asian	38,458	20.3%	54,673	20.0%	70,472	18.7%
Ancestry						
American Indian (ancestry)	555	0.3%	803	0.3%	1,122	0.3%
Hawaiin (ancestry)	949	0.5%	1,313	0.5%	1,723	0.5%
Household Income						
Per Capita Income	\$30,190	---	\$32,673	---	\$37,839	---
Average HH Income	\$89,146	---	\$92,352	---	\$101,076	---
Median HH Income	\$70,242	---	\$70,400	---	\$74,749	---
Less than \$25K	9,902	15.4%	15,100	15.6%	21,739	15.4%
\$25K to \$34.9K	4,944	7.7%	7,574	7.8%	10,355	7.3%
\$35K to \$49.9K	7,663	11.9%	11,741	12.1%	15,821	11.2%
\$50K to \$74.9K	11,503	17.9%	16,646	17.2%	22,939	16.2%
\$75K to \$99.9K	9,307	14.5%	13,145	13.6%	18,112	12.8%
\$100K to \$149.9K	11,574	18.0%	16,802	17.4%	24,664	17.5%
\$150K to \$199.9K	5,782	9.0%	9,075	9.4%	14,402	10.2%
\$200K +	3,589	5.6%	6,684	6.9%	13,274	9.4%
Education						
Less than 9th Grade	15,827	12.3%	20,341	11.0%	22,440	8.7%
Some HS, No Diploma	9,548	7.4%	13,523	7.3%	15,979	6.2%
HS Grad (or Equivalent)	27,469	21.4%	36,491	19.7%	45,244	17.6%
Some College, No Degree	29,688	23.1%	40,050	21.6%	52,033	20.2%
Associate Degree	11,003	8.6%	14,853	8.0%	18,824	7.3%
Bachelor Degree	23,406	18.2%	37,159	20.1%	58,084	22.6%
Graduates Degree	7,728	6.0%	14,468	7.8%	27,779	10.8%



Consumer Demographic Profile

Site: I-80 and Fitzgerald Dr
Address: I-80 and Fitzgerald Dr | Pinole CA
Date Report Created: 6/20/2019

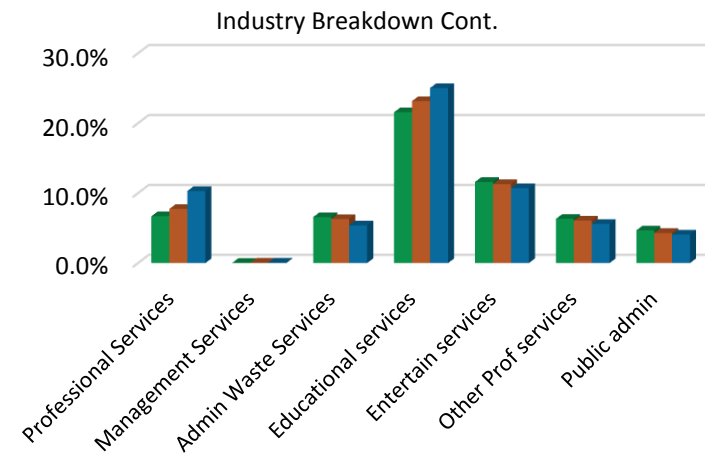
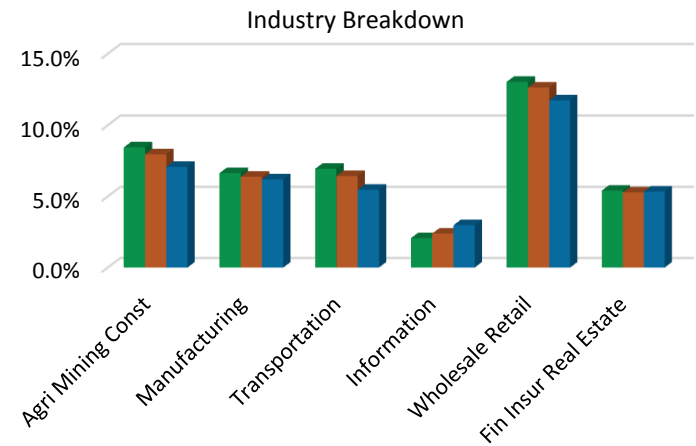
	10 Min Drive		15 Min Drive		20 Min Drive	
	#	%	#	%	#	%
Family Structure	45,814		66,366		90,314	
Single - Male	2,471	5.4%	3,424	5.2%	4,397	4.9%
Single - Female	5,939	13.0%	8,607	13.0%	11,106	12.3%
Single Parent - Male	1,495	3.3%	2,215	3.3%	3,036	3.4%
Single Parent - Female	4,941	10.8%	7,429	11.2%	9,540	10.6%
Married w/ Children	13,035	28.5%	19,505	29.4%	26,141	28.9%
Married w/out Children	17,933	39.1%	25,186	38.0%	36,093	40.0%
Household Size						
1 Person	14,600	22.7%	23,844	24.6%	38,590	27.3%
2 People	18,005	28.0%	28,202	29.1%	43,283	30.6%
3 People	11,226	17.5%	16,802	17.4%	23,548	16.7%
4 to 6 People	17,714	27.6%	24,399	25.2%	31,768	22.5%
7+ People	2,719	4.2%	3,519	3.6%	4,117	2.9%
Home Ownership	64,264		96,766		141,307	
Owners	39,935	62.1%	56,436	58.3%	80,740	57.1%
Renters	24,328	37.9%	40,330	41.7%	60,566	42.9%
Components of Change						
Births	2,213	1.2%	3,109	1.1%	4,235	1.1%
Deaths	1,370	0.7%	1,993	0.7%	2,864	0.8%
Migration	-608	-0.3%	-759	-0.3%	-721	-0.2%
Employment (Pop 16+)	149,973		215,197		299,111	
Armed Services	156	0.1%	208	0.1%	307	0.1%
Civilian	97,110	64.8%	140,343	65.2%	196,776	65.8%
Employed	91,928	61.3%	132,418	61.5%	185,716	62.1%
Unemployed	5,182	3.5%	7,925	3.7%	11,061	3.7%
Not in Labor Force	52,707	35.1%	74,645	34.7%	102,027	34.1%
Employed Population	91,928		132,418		185,716	
White Collar	52,207	56.8%	78,965	59.6%	120,597	64.9%
Blue Collar	39,720	43.2%	53,453	40.4%	65,119	35.1%



Consumer Demographic Profile

Site: I-80 and Fitzgerald Dr
Address: I-80 and Fitzgerald Dr | Pinole CA
Date Report Created: 6/20/2019

	10 Min Drive		15 Min Drive		20 Min Drive	
	#	%	#	%	#	%
Employment By Occupation	91,928		132,418		185,716	
White Collar	52,207	56.8%	78,965	59.6%	120,597	64.9%
Managerial executive	11,161	12.1%	17,315	13.1%	27,706	14.9%
Prof specialty	17,221	18.7%	29,107	22.0%	50,841	27.4%
Healthcare support	2,002	2.2%	2,741	2.1%	3,488	1.9%
Sales	8,452	9.2%	11,997	9.1%	16,046	8.6%
Office Admin	13,370	14.5%	17,806	13.4%	22,516	12.1%
Blue Collar	39,720	43.2%	53,453	40.4%	65,119	35.1%
Protective	2,197	2.4%	2,782	2.1%	3,605	1.9%
Food Prep Serving	6,708	7.3%	8,945	6.8%	11,120	6.0%
Bldg Maint/Cleaning	6,510	7.1%	8,880	6.7%	9,966	5.4%
Personal Care	4,309	4.7%	6,243	4.7%	8,410	4.5%
Farming/Fishing/Forestry	259	0.3%	416	0.3%	518	0.3%
Construction	9,365	10.2%	12,179	9.2%	14,582	7.9%
Production Transp	10,372	11.3%	14,009	10.6%	16,919	9.1%
Employment By Industry	91,928		132,418		185,716	
Agri Mining Const	7,761	8.4%	10,540	8.0%	13,164	7.1%
Manufacturing	6,103	6.6%	8,450	6.4%	11,517	6.2%
Transportation	6,384	6.9%	8,522	6.4%	10,159	5.5%
Information	1,897	2.1%	3,163	2.4%	5,521	3.0%
Wholesale Retail	11,978	13.0%	16,733	12.6%	21,816	11.7%
Fin Insur Real Estate	4,972	5.4%	6,994	5.3%	9,920	5.3%
Professional Services	6,164	6.7%	10,254	7.7%	19,139	10.3%
Management Services	36	0.0%	68	0.1%	109	0.1%
Admin Waste Services	6,044	6.6%	8,342	6.3%	10,010	5.4%
Educational services	19,826	21.6%	30,664	23.2%	46,477	25.0%
Entertain services	10,658	11.6%	14,947	11.3%	19,896	10.7%
Other Prof services	5,805	6.3%	8,052	6.1%	10,408	5.6%
Public admin	4,299	4.7%	5,689	4.3%	7,579	4.1%

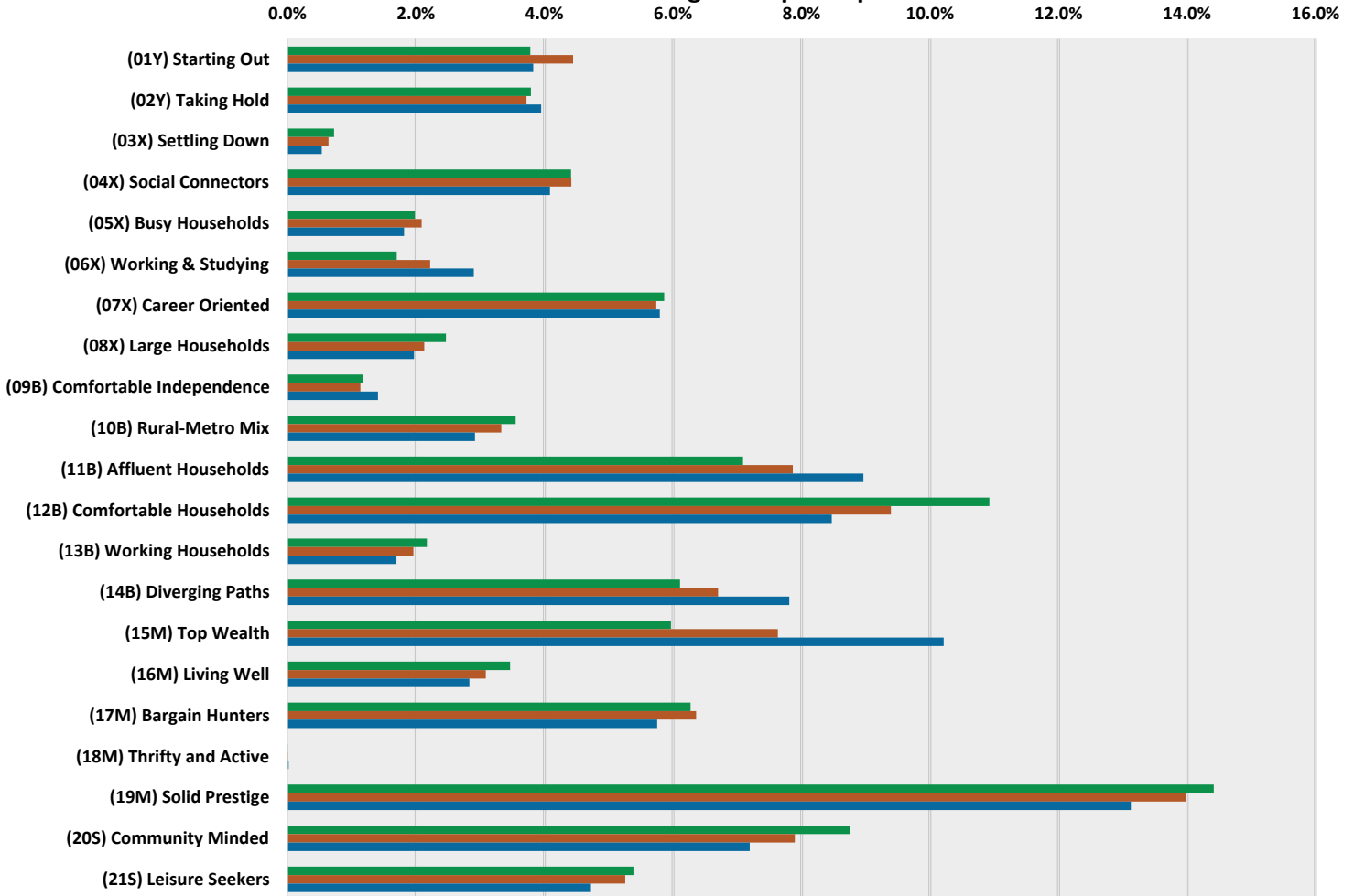


Household Segmentation Profile

Site: I-80 and Fitzgerald Dr
 Address: I-80 and Fitzgerald Dr | Pinole CA
 Date: 6/20/2019

	Trade Area 1:	Trade Area 2:	Trade Area 3:
	10 Min Drive	15 Min Drive	20 Min Drive

Household Lifestage Group Comparison



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	10 Min Drive	15 Min Drive	20 Min Drive
Total Households	61,329 100%	92,645 100%	135,139 100%

Rank *	Cluster	Lifestage Group	Households	%	Households	%	Households	%
1	09- Busy Schedules	(19M) Solid Prestige	3,819	6.2%	5,697	6.1%	7,990	5.9%
2	08- Solid Surroundings	(19M) Solid Prestige	3,635	5.9%	5,188	5.6%	6,865	5.1%
3	17- Firmly Established	(12B) Comfortable Households	3,385	5.5%	4,161	4.5%	5,334	3.9%
4	13- Work & Play	(12B) Comfortable Households	3,314	5.4%	4,540	4.9%	6,112	4.5%
5	36- Persistent & Productive	(20S) Community Minded	3,169	5.2%	4,423	4.8%	5,785	4.3%
6	04- Top Professionals	(11B) Affluent Households	3,012	4.9%	4,740	5.1%	6,739	5.0%
7	33- Urban Diversity	(14B) Diverging Paths	2,840	4.6%	4,898	5.3%	8,463	6.3%
8	03- Corporate Connected	(15M) Top Wealth	2,690	4.4%	4,627	5.0%	7,196	5.3%
9	53- Metro Strivers	(10B) Rural-Metro Mix	2,174	3.5%	3,077	3.3%	3,901	2.9%
10	26- Getting Established	(07X) Career Oriented	1,837	3.0%	2,818	3.0%	4,418	3.3%

* Rank is based on Trade Area 1 cluster size

Uses the Personix household segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: I-80 and Fitzgerald Dr | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		61,329	100%	92,645	100%	135,139	100%
Lifestage Group	Cluster Name	10 Min Drive		15 Min Drive		20 Min Drive	
(01Y) Starting Out		2,316	3.8%	4,117	4.4%	5,168	3.8%
	39- Setting Goals	364	0.6%	622	0.7%	721	0.5%
	45- Offices & Entertainment	435	0.7%	708	0.8%	980	0.7%
	57- Collegiate Crowd	734	1.2%	1,426	1.5%	1,827	1.4%
	58- Outdoor Fervor	0	0.0%	0	0.0%	15	0.0%
	67- First Steps	783	1.3%	1,361	1.5%	1,625	1.2%
(02Y) Taking Hold		2,323	3.8%	3,447	3.7%	5,338	3.9%
	18- Climbing the Ladder	190	0.3%	240	0.3%	299	0.2%
	21- Children First	493	0.8%	655	0.7%	881	0.7%
	24- Career Building	1,432	2.3%	2,293	2.5%	3,830	2.8%
	30- Out & About	208	0.3%	259	0.3%	327	0.2%
(03X) Settling Down		444	0.7%	591	0.6%	718	0.5%
	34- Outward Bound	1	0.0%	1	0.0%	3	0.0%
	41- Rural Adventure	21	0.0%	28	0.0%	35	0.0%
	46- Rural & Active	421	0.7%	562	0.6%	680	0.5%
(04X) Social Connectors		2,707	4.4%	4,091	4.4%	5,521	4.1%
	42- Creative Variety	713	1.2%	984	1.1%	1,222	0.9%
	52- Stylish & Striving	824	1.3%	1,389	1.5%	1,947	1.4%
	59- Mobile Mixers	1,170	1.9%	1,718	1.9%	2,352	1.7%
(05X) Busy Households		1,215	2.0%	1,933	2.1%	2,454	1.8%
	37- Firm Foundations	476	0.8%	663	0.7%	828	0.6%
	62- Movies & Sports	739	1.2%	1,269	1.4%	1,625	1.2%
(06X) Working & Studying		1,043	1.7%	2,058	2.2%	3,919	2.9%
	61- City Life	221	0.4%	649	0.7%	2,237	1.7%
	69- Productive Havens	285	0.5%	496	0.5%	578	0.4%
	70- Favorably Frugal	538	0.9%	913	1.0%	1,104	0.8%
(07X) Career Oriented		3,594	5.9%	5,317	5.7%	7,833	5.8%
	06- Casual Comfort	865	1.4%	1,231	1.3%	1,707	1.3%
	10- Careers & Travel	576	0.9%	895	1.0%	1,265	0.9%
	20- Carving Out Time	316	0.5%	373	0.4%	443	0.3%
	26- Getting Established	1,837	3.0%	2,818	3.0%	4,418	3.3%
(08X) Large Households		1,513	2.5%	1,974	2.1%	2,662	2.0%
	11- Schools & Shopping	338	0.6%	465	0.5%	676	0.5%
	12- On the Go	487	0.8%	661	0.7%	888	0.7%
	19- Country Comfort	2	0.0%	10	0.0%	25	0.0%
	27- Tenured Proprietors	686	1.1%	838	0.9%	1,073	0.8%
(09B) Comfortable Independence		724	1.2%	1,053	1.1%	1,902	1.4%
	29- City Mixers	2	0.0%	55	0.1%	591	0.4%
	35- Working & Active	384	0.6%	534	0.6%	711	0.5%
	56- Metro Active	338	0.6%	464	0.5%	600	0.4%
(10B) Rural-Metro Mix		2,177	3.6%	3,084	3.3%	3,944	2.9%
	47- Rural Parents	0	0.0%	3	0.0%	24	0.0%
	53- Metro Strivers	2,174	3.5%	3,077	3.3%	3,901	2.9%
	60- Rural & Mobile	3	0.0%	5	0.0%	19	0.0%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: I-80 and Fitzgerald Dr | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		61,329	100%	92,645	100%	135,139	100%
Lifestage Group	Cluster Name	10 Min Drive		15 Min Drive		20 Min Drive	
(11B) Affluent Households		4,348	7.1%	7,287	7.9%	12,114	9.0%
	01- Summit Estates	553	0.9%	1,462	1.6%	3,879	2.9%
	04- Top Professionals	3,012	4.9%	4,740	5.1%	6,739	5.0%
	07- Active Lifestyles	782	1.3%	1,085	1.2%	1,496	1.1%
(12B) Comfortable Households		6,699	10.9%	8,701	9.4%	11,447	8.5%
	13- Work & Play	3,314	5.4%	4,540	4.9%	6,112	4.5%
	17- Firmly Established	3,385	5.5%	4,161	4.5%	5,334	3.9%
(13B) Working Households		1,330	2.2%	1,817	2.0%	2,289	1.7%
	38- Occupational Mix	1,330	2.2%	1,817	2.0%	2,283	1.7%
	48- Farm & Home	0	0.0%	1	0.0%	7	0.0%
(14B) Diverging Paths		3,747	6.1%	6,207	6.7%	10,557	7.8%
	16- Country Enthusiasts	0	0.0%	4	0.0%	20	0.0%
	22- Comfortable Cornerstones	340	0.6%	411	0.4%	514	0.4%
	31- Mid-Americana	448	0.7%	593	0.6%	720	0.5%
	32- Metro Mix	119	0.2%	301	0.3%	840	0.6%
	33- Urban Diversity	2,840	4.6%	4,898	5.3%	8,463	6.3%
(15M) Top Wealth		3,659	6.0%	7,071	7.6%	13,804	10.2%
	02- Established Elite	970	1.6%	2,444	2.6%	6,607	4.9%
	03- Corporate Connected	2,690	4.4%	4,627	5.0%	7,196	5.3%
(16M) Living Well		2,124	3.5%	2,858	3.1%	3,828	2.8%
	14- Career Centered	1,570	2.6%	2,221	2.4%	3,021	2.2%
	15- Country Ways	0	0.0%	3	0.0%	8	0.0%
	23- Good Neighbors	554	0.9%	633	0.7%	800	0.6%
(17M) Bargain Hunters		3,848	6.3%	5,892	6.4%	7,773	5.8%
	43- Work & Causes	701	1.1%	975	1.1%	1,278	0.9%
	44- Open Houses	771	1.3%	1,118	1.2%	1,522	1.1%
	55- Community Life	581	0.9%	777	0.8%	925	0.7%
	63- Staying Home	1,480	2.4%	2,470	2.7%	3,357	2.5%
	68- Staying Healthy	315	0.5%	553	0.6%	691	0.5%
(18M) Thrifty & Active		1	0.0%	10	0.0%	26	0.0%
	40- Great Outdoors	0	0.0%	2	0.0%	5	0.0%
	50- Rural Community	0	0.0%	5	0.0%	12	0.0%
	54- Work & Outdoors	0	0.0%	3	0.0%	8	0.0%
(19M) Solid Prestige		8,843	14.4%	12,950	14.0%	17,742	13.1%
	05- Active & Involved	1,389	2.3%	2,065	2.2%	2,886	2.1%
	08- Solid Surroundings	3,635	5.9%	5,188	5.6%	6,865	5.1%
	09- Busy Schedules	3,819	6.2%	5,697	6.1%	7,990	5.9%
(20S) Community Minded		5,369	8.8%	7,315	7.9%	9,720	7.2%
	25- Clubs & Causes	1,226	2.0%	1,580	1.7%	2,086	1.5%
	28- Community Pillars	974	1.6%	1,312	1.4%	1,850	1.4%
	36- Persistent & Productive	3,169	5.2%	4,423	4.8%	5,785	4.3%
(21S) Leisure Seekers		3,302	5.4%	4,871	5.3%	6,381	4.7%
	49- Home & Garden	569	0.9%	758	0.8%	1,106	0.8%
	51- Role Models	705	1.1%	944	1.0%	1,172	0.9%
	64- Practical & Careful	404	0.7%	614	0.7%	846	0.6%
	65- Hobbies & Shopping	900	1.5%	1,409	1.5%	1,712	1.3%
	66- Helping Hands	725	1.2%	1,146	1.2%	1,545	1.1%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Employment Profile

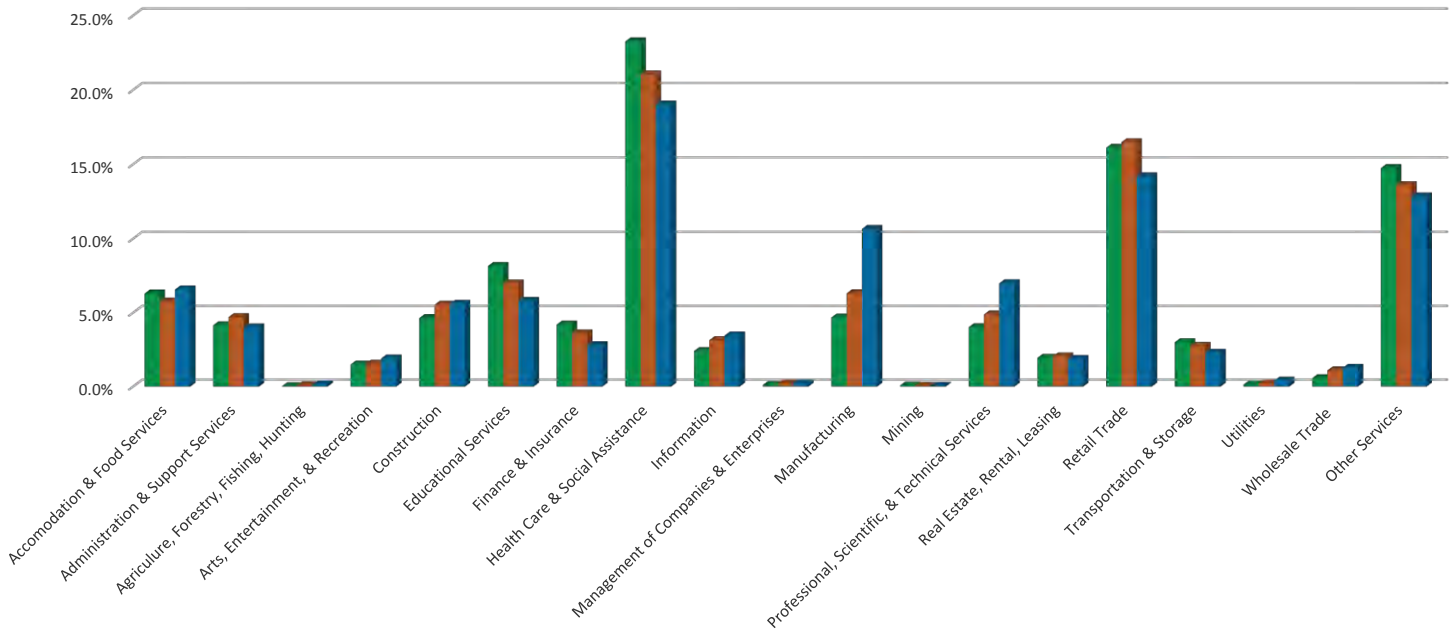
Site: I-80 and Fitzgerald Dr
 Address: I-80 and Fitzgerald Dr | Pinole CA
 Date Report Created: 6/20/2019

ATTACHMENT A

	10 Min Drive	15 Min Drive	20 Min Drive
Daytime Population	156,789	231,532	337,386
Student Population	43,057	57,203	75,741
Median Employee Salary	51,306	51,349	52,175
Average Employee Salary	60,437	60,736	61,965
Wages	#	#	#
Salary/Wage per Employee per Annum			
Under \$15,000 CrYr	1,296 2.7%	2,255 2.9%	3,580 2.8%
15,000 to 30,000 CrYr	1,300 2.7%	2,005 2.6%	3,960 3.1%
30,000 to 45,000 CrYr	17,338 36.6%	28,456 36.2%	44,571 34.8%
45,000 to 60,000 CrYr	9,395 19.8%	15,486 19.7%	24,529 19.1%
60,000 to 75,000 CrYr	5,812 12.3%	9,579 12.2%	15,459 12.1%
75,000 to 90,000 CrYr	4,495 9.5%	7,626 9.7%	12,428 9.7%
90,000 to 100,000 CrYr	1,368 2.9%	2,422 3.1%	4,375 3.4%
Over 100,000 CrYr	6,363 13.4%	10,705 13.6%	19,285 15.0%

Industry Groups

Employee's by Industry



	Establishments		Employee's		Establishments		Employee's		Establishments		Employee's	
	#	%	#	%	#	%	#	%	#	%	#	%
Total	2,777	100%	47,368	100%	4,588	100%	78,534	100%	8,024	100%	128,187	100%
Accommodation & Food Services	182	6.5%	2,982	6.3%	286	6.2%	4,515	5.7%	513	6.4%	8,421	6.6%
Administration & Support Services	90	3.3%	1,967	4.2%	136	3.0%	3,689	4.7%	230	2.9%	5,133	4.0%
Agriculture, Forestry, Fishing, Hunting	2	0.1%	10	0.0%	10	0.2%	78	0.1%	20	0.2%	174	0.1%
Arts, Entertainment, & Recreation	61	2.2%	706	1.5%	100	2.2%	1,218	1.6%	181	2.3%	2,431	1.9%
Construction	133	4.8%	2,197	4.6%	238	5.2%	4,346	5.5%	385	4.8%	7,182	5.6%
Educational Services	100	3.6%	3,867	8.2%	146	3.2%	5,484	7.0%	227	2.8%	7,435	5.8%
Finance & Insurance	140	5.1%	1,987	4.2%	199	4.3%	2,820	3.6%	298	3.7%	3,595	2.8%
Health Care & Social Assistance	547	19.7%	11,019	23.3%	892	19.5%	16,522	21.0%	1,445	18.0%	24,369	19.0%
Information	45	1.6%	1,140	2.4%	76	1.7%	2,465	3.1%	186	2.3%	4,422	3.4%
Management of Companies & Enterprises	2	0.1%	48	0.1%	3	0.1%	161	0.2%	6	0.1%	274	0.2%
Manufacturing	90	3.3%	2,215	4.7%	181	3.9%	4,954	6.3%	333	4.2%	13,656	10.7%
Mining	2	0.1%	35	0.1%	3	0.1%	39	0.0%	4	0.0%	55	0.0%
Professional, Scientific, & Technical Services	196	7.1%	1,905	4.0%	380	8.3%	3,837	4.9%	905	11.3%	8,957	7.0%
Real Estate, Rental, Leasing	128	4.6%	922	1.9%	192	4.2%	1,598	2.0%	323	4.0%	2,393	1.9%
Retail Trade	396	14.3%	7,631	16.1%	639	13.9%	12,946	16.5%	1,076	13.4%	18,181	14.2%
Transportation & Storage	51	1.8%	1,423	3.0%	78	1.7%	2,165	2.8%	138	1.7%	2,926	2.3%
Utilities	2	0.1%	62	0.1%	6	0.1%	165	0.2%	9	0.1%	505	0.4%
Wholesale Trade	31	1.1%	269	0.6%	80	1.8%	861	1.1%	150	1.9%	1,625	1.3%
Other Services	576	20.7%	6,984	14.7%	942	20.5%	10,674	13.6%	1,594	19.9%	16,451	12.8%

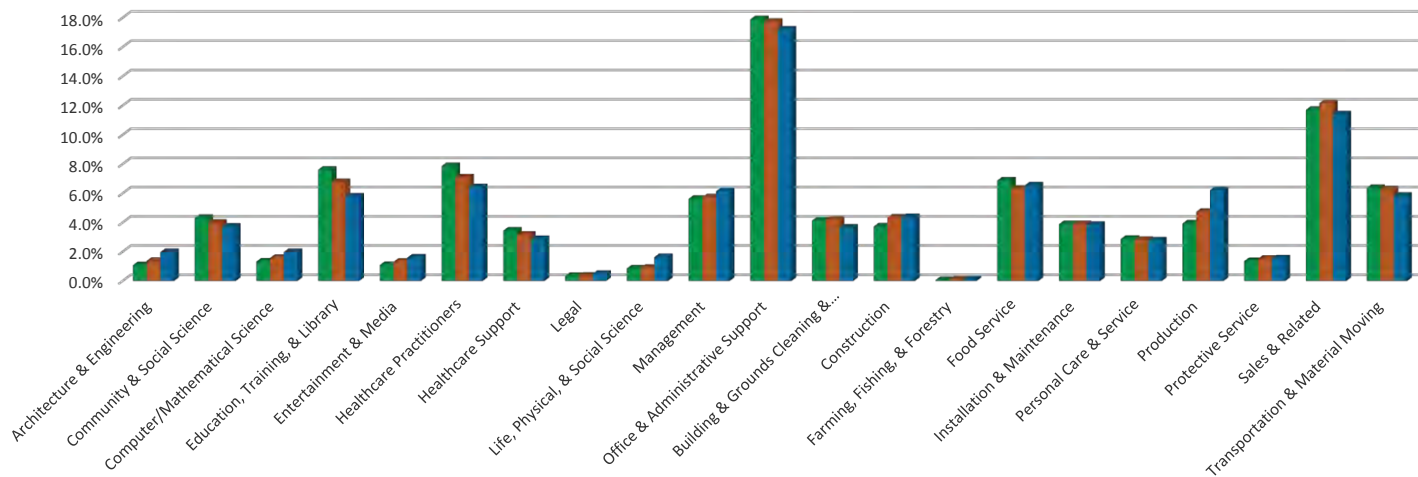
Employment Profile

Site: I-80 and Fitzgerald Dr
Address: I-80 and Fitzgerald Dr | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

	10 Min Drive		15 Min Drive		20 Min Drive	
Occupations	# of Employee's		# of Employee's		# of Employee's	
White Collar	25,941	54.8%	41,833	53.3%	68,225	53.2%
Architecture & Engineering	509	1.1%	1,075	1.4%	2,524	2.0%
Community & Social Science	2,041	4.3%	3,128	4.0%	4,758	3.7%
Computer/Mathematical Science	625	1.3%	1,235	1.6%	2,529	2.0%
Education, Training, & Library	3,603	7.6%	5,317	6.8%	7,394	5.8%
Entertainment & Media	515	1.1%	1,028	1.3%	2,041	1.6%
Healthcare Practitioners	3,721	7.9%	5,563	7.1%	8,215	6.4%
Healthcare Support	1,630	3.4%	2,481	3.2%	3,676	2.9%
Legal	157	0.3%	268	0.3%	613	0.5%
Life, Physical, & Social Science	403	0.9%	697	0.9%	2,080	1.6%
Management	2,660	5.6%	4,494	5.7%	7,867	6.1%
Office & Administrative Support	8,473	17.9%	13,909	17.7%	22,020	17.2%
Blue Collar	21,265	44.9%	36,360	46.3%	59,253	46.2%
Building & Grounds Cleaning & Maintenance	1,958	4.1%	3,289	4.2%	4,672	3.6%
Construction	1,765	3.7%	3,407	4.3%	5,595	4.4%
Farming, Fishing, & Forestry	26	0.1%	76	0.1%	132	0.1%
Food Service	3,255	6.9%	4,954	6.3%	8,380	6.5%
Installation & Maintenance	1,840	3.9%	3,052	3.9%	4,918	3.8%
Personal Care & Service	1,360	2.9%	2,206	2.8%	3,545	2.8%
Production	1,861	3.9%	3,715	4.7%	7,963	6.2%
Protective Service	643	1.4%	1,187	1.5%	1,968	1.5%
Sales & Related	5,543	11.7%	9,552	12.2%	14,604	11.4%
Transportation & Material Moving	3,016	6.4%	4,922	6.3%	7,476	5.8%
Military Services	162	0.3%	342	0.4%	709	0.6%

Employee's by Occupation



Employee Totals and History	#	#	#
Current	47,368	78,534	128,187
2018 Q3	44,303	74,261	122,327
2018 Q2	46,530	77,315	126,073
2018 Q1	48,360	80,170	129,280
2017 Q4	49,004	80,814	130,602
2017 Q3	46,426	77,057	125,605
2017 Q2	49,421	81,214	130,655
2017 Q1	49,178	80,908	130,530
2016 Q4	49,556	81,588	132,041

Demographics

Population
5-Year Population estimate
Population Households
Group Quarters Population
Households
5-Year Households estimate
WorkPlace Establishments
Workplace Employees
Median Household Income

10 Min Drive	15 Min Drive	20 Min Drive
189,757	273,509	377,454
195,666	281,674	386,553
187,995	271,127	373,902
1,762	2,382	3,552
64,264	96,766	141,307
66,364	99,685	144,590
2,777	4,588	8,024
47,368	78,534	128,187
\$70,242	\$70,400	\$74,749

By Establishments

Electronic Shopping/Mail Order Houses
Vending Machine Operators (Non-Store)
Other Motor Vehicle Dealers
Furniture Stores
Florists/Misc. Store Retailers
Clothing Stores
Electronics/Appliance
Lawn/Garden Equipment/Supplies Stores
Sporting Goods/Hobby/Musical Instrument
Shoe Stores
Used Merchandise Stores
Other Misc. Store Retailers
Home Furnishing Stores
Health/Personal Care Stores
Jewelry/Luggage/Leather Goods
Special Food Services
Book/Periodical/Music Stores
Building Material/Supplies Dealers
Full-Service Restaurants
Automotive Parts/Accessories/Tire
Automotive Dealers
Bar/Drinking Places (Alcoholic Beverages)
Beer/Wine/Liquor Stores
Office Supplies/Stationary/Gift
Limited-Service Eating Places
Specialty Food Stores
Direct Selling Establishments
Department Stores
Gasoline Stations
Grocery Stores
Other General Merchandise Stores

Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
\$475,847,159	\$42,143,986	(\$433,703,174)	-91%	\$692,073,720	\$142,510,734	(\$549,562,986)	-79%	\$970,633,960	\$250,150,009	(\$720,483,951)	-74%
\$21,931,769	\$3,173,585	(\$18,758,184)	-86%	\$31,731,954	\$3,173,585	(\$28,558,369)	-90%	\$44,114,842	\$3,173,585	(\$40,941,257)	-93%
\$41,953,555	\$6,797,690	(\$35,155,864)	-84%	\$60,416,316	\$9,928,462	(\$50,487,854)	-84%	\$84,048,977	\$17,079,594	(\$66,969,383)	-80%
\$37,938,357	\$6,717,620	(\$31,220,737)	-82%	\$54,718,738	\$8,459,430	(\$46,259,308)	-85%	\$76,180,298	\$42,457,676	(\$33,722,621)	-44%
\$4,830,823	\$974,257	(\$3,856,566)	-80%	\$6,959,992	\$3,058,605	(\$3,901,387)	-56%	\$9,646,589	\$7,894,717	(\$1,751,872)	-18%
\$156,353,081	\$57,346,319	(\$99,006,761)	-63%	\$225,397,800	\$97,006,645	(\$128,391,155)	-57%	\$313,036,044	\$199,431,174	(\$113,604,870)	-36%
\$56,906,077	\$21,102,121	(\$35,803,957)	-63%	\$84,101,534	\$30,503,530	(\$53,598,004)	-64%	\$120,665,021	\$50,504,237	(\$70,160,784)	-58%
\$22,885,604	\$8,603,691	(\$14,281,913)	-62%	\$32,970,388	\$17,958,911	(\$15,011,477)	-46%	\$45,697,965	\$27,238,167	(\$18,459,798)	-40%
\$38,220,416	\$15,038,981	(\$23,181,436)	-61%	\$55,111,193	\$27,075,216	(\$28,035,977)	-51%	\$76,559,091	\$84,995,131	\$8,436,040	11%
\$21,413,158	\$9,834,851	(\$11,578,307)	-54%	\$30,876,603	\$15,137,704	(\$15,738,899)	-51%	\$43,007,832	\$33,028,214	(\$9,979,618)	-23%
\$11,708,117	\$5,610,156	(\$6,097,961)	-52%	\$16,893,917	\$9,465,954	(\$7,427,963)	-44%	\$23,486,843	\$12,488,794	(\$10,998,049)	-47%
\$50,374,717	\$24,362,203	(\$26,012,514)	-52%	\$72,652,906	\$38,677,160	(\$33,975,746)	-47%	\$100,871,258	\$61,742,617	(\$39,128,641)	-39%
\$35,122,686	\$17,051,353	(\$18,071,333)	-51%	\$50,677,060	\$48,258,585	(\$2,418,476)	-5%	\$70,309,181	\$79,093,340	\$8,784,160	12%
\$190,664,014	\$97,744,160	(\$92,919,853)	-49%	\$274,820,559	\$198,252,685	(\$76,567,874)	-28%	\$379,837,663	\$295,652,465	(\$84,185,198)	-22%
\$21,404,304	\$10,995,998	(\$10,408,306)	-49%	\$30,866,552	\$13,285,782	(\$17,580,770)	-57%	\$42,861,991	\$19,757,907	(\$23,104,085)	-54%
\$32,967,368	\$17,433,056	(\$15,534,312)	-47%	\$48,972,437	\$23,937,142	(\$25,035,296)	-51%	\$70,879,738	\$44,425,302	(\$26,454,437)	-37%
\$10,941,149	\$6,240,626	(\$4,700,523)	-43%	\$15,805,868	\$9,807,279	(\$5,998,589)	-38%	\$21,977,105	\$27,766,083	\$5,788,978	26%
\$194,775,526	\$117,023,303	(\$77,752,223)	-40%	\$280,782,020	\$212,601,883	(\$68,180,137)	-24%	\$388,834,409	\$304,390,101	(\$84,444,307)	-22%
\$152,564,086	\$93,400,589	(\$59,163,497)	-39%	\$230,423,480	\$143,355,529	(\$87,067,951)	-38%	\$340,322,229	\$281,269,260	(\$59,052,969)	-17%
\$55,604,001	\$35,984,606	(\$19,619,396)	-35%	\$80,092,076	\$60,359,289	(\$19,732,787)	-25%	\$110,691,252	\$88,146,940	(\$22,544,312)	-20%
\$674,883,066	\$437,571,137	(\$237,311,928)	-35%	\$970,756,901	\$850,079,622	(\$120,677,279)	-12%	\$1,349,415,460	\$1,168,141,621	(\$181,273,839)	-13%
\$8,809,733	\$6,665,603	(\$2,144,130)	-24%	\$13,682,819	\$10,069,525	(\$3,613,293)	-26%	\$20,875,539	\$17,010,096	(\$3,865,443)	-19%
\$30,266,819	\$23,567,652	(\$6,699,167)	-22%	\$43,702,879	\$34,639,867	(\$9,063,013)	-21%	\$60,804,287	\$60,781,089	(\$23,199)	0%
\$17,351,702	\$14,114,749	(\$3,236,953)	-19%	\$25,216,404	\$24,912,677	(\$303,727)	-1%	\$35,382,516	\$33,240,805	(\$2,141,711)	-6%
\$157,905,369	\$130,473,907	(\$27,431,461)	-17%	\$234,497,426	\$209,429,020	(\$25,068,405)	-11%	\$339,262,305	\$322,689,983	(\$16,572,322)	-5%
\$21,592,953	\$18,274,086	(\$3,318,867)	-15%	\$31,169,072	\$25,933,348	(\$5,235,724)	-17%	\$43,171,803	\$32,548,758	(\$10,623,045)	-25%
\$17,568,286	\$17,871,738	\$303,452	2%	\$25,353,019	\$32,151,550	\$6,798,531	27%	\$35,126,383	\$37,887,936	\$2,761,553	8%
\$84,520,432	\$92,043,129	\$7,522,697	9%	\$121,921,977	\$116,400,726	(\$5,521,250)	-5%	\$169,167,185	\$135,479,849	(\$33,687,336)	-20%
\$275,854,323	\$304,275,166	\$28,420,842	10%	\$397,111,278	\$390,175,403	(\$6,935,876)	-2%	\$549,724,083	\$581,894,449	\$32,170,366	6%
\$364,068,442	\$408,360,669	\$44,292,227	12%	\$525,411,368	\$621,587,310	\$96,175,943	18%	\$727,753,959	\$743,187,773	\$15,433,814	2%
\$373,138,383	\$507,100,771	\$133,962,389	36%	\$538,515,218	\$991,238,652	\$452,723,435	84%	\$746,439,164	\$1,146,420,042	\$399,980,878	54%
Consumer Demand/Market Supply Index	\$3,660,365,475	\$2,557,897,759	143	\$5,303,683,473	\$4,419,431,811	120		\$7,410,784,973	\$6,209,967,715	119	

Consumer Demand & Market Supply Assessment

Site: I-80 and Fitzgerald Dr
Address: I-80 and Fitzgerald Dr | Pinole CA
Date Report Created: 6/20/2019

By Major Product Lines

	10 Min Drive				15 Min Drive				20 Min Drive			
	Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
Furniture/Sleep/Outdoor/Patio Furniture	\$97,863,866	\$26,142,618	(\$71,721,248)	-73%	\$141,136,756	\$48,883,713	(\$92,253,043)	-65%	\$196,493,509	\$96,244,664	(\$100,248,845)	-51%
Computer Hardware/Software/Supplies	\$61,161,814	\$18,077,432	(\$43,084,383)	-70%	\$96,685,606	\$40,816,692	(\$55,868,914)	-58%	\$149,935,123	\$65,804,405	(\$84,130,718)	-56%
Audio Equipment/Musical Instruments	\$20,421,143	\$8,165,107	(\$12,256,035)	-60%	\$29,450,452	\$14,946,970	(\$14,503,482)	-49%	\$40,822,900	\$24,878,496	(\$15,944,404)	-39%
Footwear, including Accessories	\$52,919,256	\$21,923,300	(\$30,995,956)	-59%	\$76,312,150	\$36,313,547	(\$39,998,603)	-52%	\$106,316,093	\$68,438,190	(\$37,877,904)	-36%
Books/Periodicals	\$14,806,957	\$6,194,321	(\$8,612,636)	-58%	\$21,353,158	\$10,921,321	(\$10,431,837)	-49%	\$29,622,371	\$24,038,800	(\$5,583,571)	-19%
Womens/Juniors/Misses Wear	\$135,775,525	\$59,132,501	(\$76,643,024)	-56%	\$195,713,477	\$100,362,160	(\$95,351,317)	-49%	\$271,631,797	\$169,726,751	(\$101,905,046)	-38%
All Other Merchandise	\$140,279,464	\$64,396,160	(\$75,883,304)	-54%	\$202,405,350	\$117,544,319	(\$84,861,032)	-42%	\$281,377,296	\$173,627,779	(\$107,749,517)	-38%
Drugs/Health Aids/Beauty Aids/Cosmetics	\$423,823,210	\$199,594,388	(\$224,228,822)	-53%	\$610,809,605	\$388,846,797	(\$221,962,808)	-36%	\$843,818,658	\$533,317,720	(\$310,500,938)	-37%
Pets/Pet Foods/Pet Supplies	\$33,506,408	\$15,840,423	(\$17,665,985)	-53%	\$48,316,824	\$27,621,847	(\$20,694,978)	-43%	\$67,340,028	\$37,120,933	(\$30,219,095)	-45%
Sporting Goods (incl Bicycles/Sports Vehicles)	\$31,577,063	\$16,497,689	(\$15,079,374)	-48%	\$45,532,440	\$31,698,371	(\$13,834,069)	-30%	\$63,278,758	\$64,099,172	\$820,413	1%
Kitchenware/Home Furnishings	\$42,919,349	\$22,638,175	(\$20,281,174)	-47%	\$61,965,986	\$45,816,367	(\$16,149,619)	-26%	\$86,031,334	\$67,651,699	(\$18,379,635)	-21%
Mens Wear	\$52,542,920	\$27,857,353	(\$24,685,567)	-47%	\$75,646,327	\$47,663,073	(\$27,983,253)	-37%	\$105,278,647	\$77,928,877	(\$27,349,770)	-26%
Floor/Floor Coverings	\$27,597,383	\$14,667,294	(\$12,930,089)	-47%	\$39,789,320	\$33,250,339	(\$6,538,981)	-16%	\$54,962,391	\$51,191,841	(\$3,770,550)	-7%
Lawn/Garden/Farm Equipment/Supplies	\$58,001,436	\$31,383,578	(\$26,617,858)	-46%	\$83,539,482	\$59,715,700	(\$23,823,782)	-29%	\$115,692,992	\$85,899,668	(\$29,793,324)	-26%
Jewelry (including Watches)	\$32,129,594	\$17,441,930	(\$14,687,663)	-46%	\$46,328,532	\$25,615,865	(\$20,712,666)	-45%	\$64,307,489	\$38,182,284	(\$26,125,205)	-41%
Alcoholic Drinks Served at the Establishment	\$64,071,382	\$35,243,715	(\$28,827,668)	-45%	\$100,046,367	\$53,977,014	(\$46,069,353)	-46%	\$153,561,702	\$102,025,815	(\$51,535,887)	-34%
Automotive Tires/Tubes/Batteries/Parts	\$110,675,945	\$63,114,459	(\$47,561,487)	-43%	\$159,389,887	\$114,818,995	(\$44,570,892)	-28%	\$220,124,607	\$161,439,632	(\$58,684,975)	-27%
Retailer Services	\$115,858,599	\$70,432,871	(\$45,425,728)	-39%	\$167,273,057	\$132,158,763	(\$35,114,294)	-21%	\$233,530,238	\$186,315,137	(\$47,215,101)	-20%
Autos/Cars/Vans/Trucks/Motorcycles	\$595,886,356	\$369,708,126	(\$226,178,230)	-38%	\$856,705,777	\$716,702,932	(\$140,002,845)	-16%	\$1,190,870,597	\$986,697,432	(\$204,173,165)	-17%
Dimensional Lumber/Other Building Materials	\$78,429,035	\$48,699,584	(\$29,729,451)	-38%	\$113,065,639	\$88,643,296	(\$24,422,343)	-22%	\$156,538,649	\$127,061,163	(\$29,477,486)	-19%
Paints/Sundries/Wallpaper/Wall Coverings	\$14,201,270	\$9,129,234	(\$5,072,035)	-36%	\$20,454,522	\$16,618,370	(\$3,836,152)	-19%	\$28,273,094	\$23,585,635	(\$4,687,459)	-17%
Hardware/Tools/Plumbing/Electrical Supplies	\$54,218,617	\$35,075,665	(\$19,142,952)	-35%	\$78,157,297	\$64,362,722	(\$13,794,574)	-18%	\$108,069,262	\$89,846,852	(\$18,222,410)	-17%
Major Household Appliances	\$13,781,981	\$8,949,775	(\$4,832,206)	-35%	\$19,874,439	\$15,296,543	(\$4,577,896)	-23%	\$27,804,328	\$21,763,278	(\$6,041,051)	-22%
Automotive Lubricants (incl Oil, Greases)	\$13,781,981	\$8,949,775	(\$4,832,206)	-35%	\$19,874,439	\$15,296,543	(\$4,577,896)	-23%	\$27,804,328	\$21,763,278	(\$6,041,051)	-22%
Small Electric Appliances	\$7,703,437	\$5,538,059	(\$2,165,379)	-28%	\$11,092,293	\$10,656,414	(\$435,880)	-4%	\$15,378,527	\$13,753,124	(\$1,625,402)	-11%
Childrens Wear/Infants/Toddlers Clothing	\$22,028,818	\$16,331,469	(\$5,697,348)	-26%	\$31,824,213	\$27,147,314	(\$4,676,898)	-15%	\$44,131,760	\$40,688,465	(\$3,443,295)	-8%
Photographic Equipment/Supplies	\$3,913,442	\$2,911,562	(\$1,001,880)	-26%	\$5,634,449	\$5,248,687	(\$385,763)	-7%	\$7,820,130	\$6,992,492	(\$827,638)	-11%
Toys/Hobby Goods/Games	\$17,942,574	\$13,598,330	(\$4,344,244)	-24%	\$25,864,274	\$24,883,034	(\$981,240)	-4%	\$35,803,642	\$38,926,066	\$3,122,424	9%
Packaged Liquor/Wine/Beer	\$66,524,362	\$50,758,065	(\$15,766,297)	-24%	\$95,965,556	\$80,993,536	(\$14,972,020)	-16%	\$133,504,928	\$114,189,478	(\$19,315,450)	-14%
Meats/Nonalcoholic Beverages	\$304,454,794	\$233,462,114	(\$70,992,680)	-23%	\$451,899,231	\$367,347,257	(\$84,551,974)	-19%	\$653,408,353	\$603,433,018	(\$49,975,335)	-8%
Sewing/Knitting Materials/Supplies	\$1,564,681	\$1,212,609	(\$352,072)	-23%	\$2,252,083	\$2,276,902	\$24,819	1%	\$3,123,478	\$4,414,027	\$1,290,549	41%
Curtains/Draperies/Slipcovers/Bed/Coverings	\$16,325,086	\$13,208,318	(\$3,116,768)	-19%	\$23,622,790	\$25,898,884	\$2,276,095	10%	\$33,024,068	\$35,088,218	\$2,064,150	6%
Televisions/VCR/Video Cameras/DVD etc	\$23,316,265	\$19,806,117	(\$3,510,148)	-15%	\$33,580,607	\$36,596,432	\$3,015,825	9%	\$46,503,234	\$47,275,551	\$772,318	2%
Optical Goods (incl Eyeglasses, Sunglasses)	\$8,546,944	\$7,962,540	(\$584,404)	-7%	\$12,331,088	\$15,703,387	\$3,372,299	27%	\$17,155,389	\$21,322,501	\$4,167,112	24%
Cigars/Cigarettes/Tobacco/Accessories	\$41,476,608	\$39,234,869	(\$2,241,739)	-5%	\$59,765,005	\$64,834,081	\$5,069,076	8%	\$81,984,980	\$85,460,998	\$3,476,019	4%
Groceries/Other Food Items (Off Premises)	\$572,927,628	\$581,717,713	\$8,790,085	2%	\$826,486,316	\$972,441,693	\$145,955,378	18%	\$1,143,555,576	\$1,162,356,411	\$18,800,835	2%
Soaps/Detergents/Household Cleaners	\$17,367,626	\$21,544,310	\$4,176,684	24%	\$25,058,859	\$38,035,410	\$12,976,551	52%	\$34,676,086	\$45,527,611	\$10,851,525	31%
Automotive Fuels	\$255,614,071	\$320,525,199	\$64,911,128	25%	\$367,684,391	\$443,975,514	\$76,291,123	21%	\$508,880,743	\$627,882,775	\$119,002,033	23%
Paper/Related Products	\$15,152,586	\$20,516,408	\$5,363,822	35%	\$21,852,567	\$37,143,694	\$15,291,127	70%	\$30,185,368	\$43,885,792	\$13,700,423	45%
Household Fuels (incl Oil, LP gas, Wood, Coal)	\$6,786,185	\$13,998,257	\$7,212,072	106%	\$9,787,510	\$24,401,420	\$14,613,910	149%	\$13,518,960	\$29,564,792	\$16,045,831	119%

Consumer Demand & Market Supply Assessment

Site: I-80 and Fitzgerald Dr
Address: I-80 and Fitzgerald Dr | Pinole CA
Date Report Created: 6/20/2019

10 Min Drive

15 Min Drive

20 Min Drive

Data for this report is provided via the Market Outlook database from Synergos Technologies, Inc (STI).

Market Outlook is based on the following -

- the Consumer Expenditure Survey (CE), a program of the Bureau of Labor Statistics (BLS);
- the U.S. Census Bureau's monthly and annual Retail Trade (CRT) reports;
- the Census Bureau's Economic Census; with supporting demographic data from STI: PopStats data and STI: WorkPlace.

Market Outlook data covers 31 leading retail segments and 40 major product and service lines.

The difference between demand and supply represents the opportunity gap or surplus available for each retail outlet cited on the Market Outlook report for the specified trade area or reporting geography. When the demand is greater than (or less than) the supply, there is an opportunity gap (or surplus) for that retail outlet. In other words, a negative value signifies an opportunity gap where the Consumer Demand is higher than the Market Supply, while a positive value signifies a surplus.

Consumer Demand/Market Supply Index:

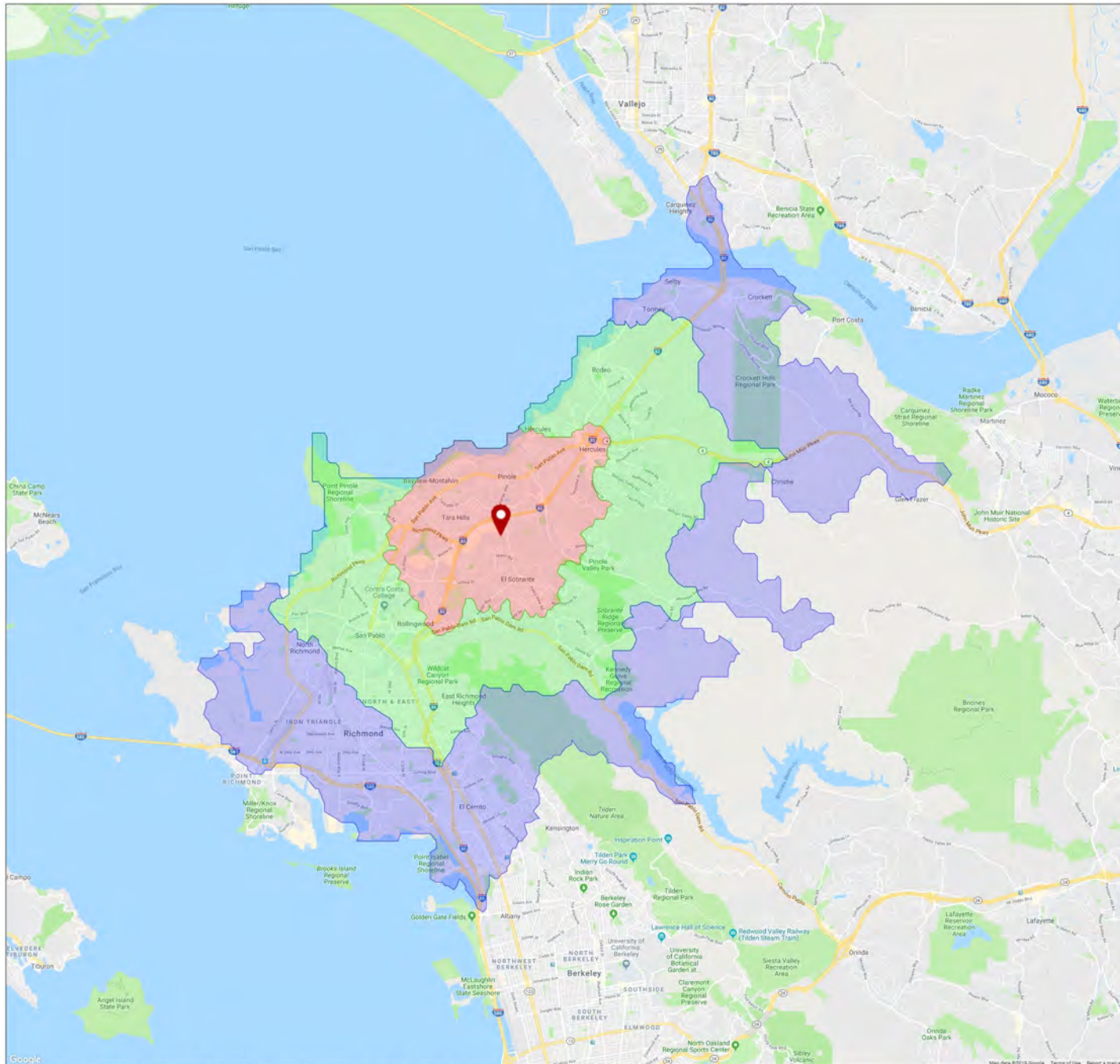
$n = 100$ (Equilibrium)

$n > 100$ suggests demand is not being fully met within the market, consumers are leaving the area to shop

$n < 100$ suggests supply exceeds demand, attracting consumers from outside the defined area

I-80 and Appian Way

ATTACHMENT A



INSIGHT
MARKET ANALYTICS
Hdl ECON Solutions

Drive Time: 5, 10, 15 Mins

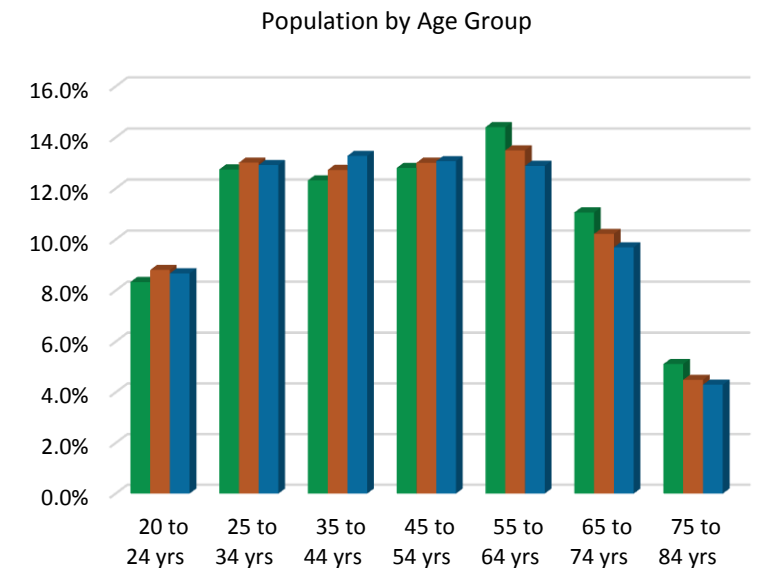
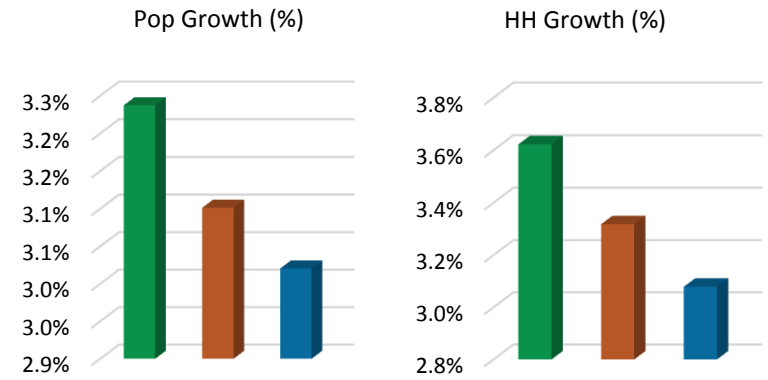
Scale In Miles:



Consumer Demographic Profile

Site: I-80 and Appian Way
Address: I-80 and Appian Way | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Market Stats						
Population	52,042	---	159,587	---	253,221	---
5 Year Projected Pop	53,726	---	164,537	---	260,870	---
Pop Growth (%)	3.2%	---	3.1%	---	3.0%	---
Households	19,397	---	54,617	---	88,180	---
5 Year Projected HHs	20,100	---	56,430	---	90,895	---
HH Growth (%)	3.6%	---	3.3%	---	3.1%	---
Census Stats						
2000 Population	48,385	---	142,089	---	230,491	---
2010 Population	48,873	---	149,934	---	238,405	---
Pop Growth (%)	1.0%	---	5.5%	---	3.4%	---
2000 Households	17,500	---	48,028	---	79,943	---
2010 Households	18,030	---	50,992	---	82,813	---
HH Growth (%)	3.0%	---	6.2%	---	3.6%	---
Total Population by Age						
Average Age	41.2		39.9		39.3	
19 yrs & under	11,192	21.5%	36,291	22.7%	59,980	23.7%
20 to 24 yrs	4,337	8.3%	14,054	8.8%	21,957	8.7%
25 to 34 yrs	6,633	12.7%	20,765	13.0%	32,711	12.9%
35 to 44 yrs	6,411	12.3%	20,311	12.7%	33,623	13.3%
45 to 54 yrs	6,666	12.8%	20,761	13.0%	33,096	13.1%
55 to 64 yrs	7,496	14.4%	21,533	13.5%	32,630	12.9%
65 to 74 yrs	5,756	11.1%	16,314	10.2%	24,550	9.7%
75 to 84 yrs	2,664	5.1%	7,176	4.5%	10,897	4.3%
85 + yrs	886	1.7%	2,384	1.5%	3,777	1.5%
Population Bases						
20-34 yrs	10,970	21.1%	34,818	21.8%	54,668	21.6%
45-64 yrs	14,162	27.2%	42,294	26.5%	65,726	26.0%
16 yrs +	41,899	80.5%	127,001	79.6%	199,506	78.8%
25 yrs +	36,512	70.2%	109,243	68.5%	171,284	67.6%
65 yrs +	9,306	17.9%	25,873	16.2%	39,224	15.5%
75 yrs +	3,549	6.8%	9,560	6.0%	14,674	5.8%
85 yrs +	886	1.7%	2,384	1.5%	3,777	1.5%

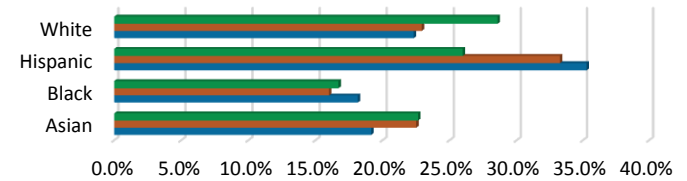


Consumer Demographic Profile

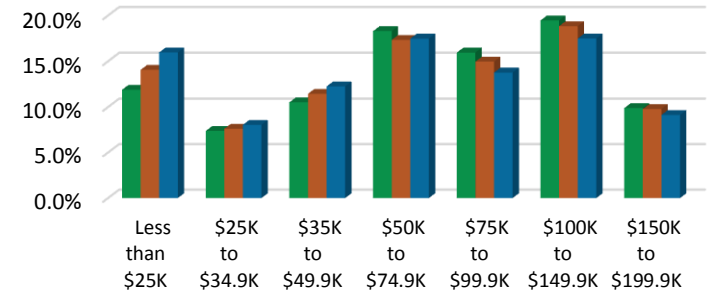
Site: I-80 and Appian Way
Address: I-80 and Appian Way | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Population by Race						
White	14,876	28.6%	36,600	22.9%	56,577	22.3%
Hispanic	13,522	26.0%	53,083	33.3%	89,363	35.3%
Black	8,705	16.7%	25,573	16.0%	45,986	18.2%
Asian	11,788	22.7%	35,943	22.5%	48,526	19.2%
Ancestry						
American Indian (ancestry)	167	0.3%	470	0.3%	739	0.3%
Hawaiin (ancestry)	248	0.5%	847	0.5%	1,279	0.5%
Household Income						
Per Capita Income	\$35,157	---	\$31,502	---	\$31,083	---
Average HH Income	\$94,325	---	\$92,046	---	\$89,258	---
Median HH Income	\$77,559	---	\$74,226	---	\$68,930	---
Less than \$25K	2,305	11.9%	7,679	14.1%	14,078	16.0%
\$25K to \$34.9K	1,429	7.4%	4,158	7.6%	7,094	8.0%
\$35K to \$49.9K	2,040	10.5%	6,254	11.5%	10,804	12.3%
\$50K to \$74.9K	3,548	18.3%	9,467	17.3%	15,410	17.5%
\$75K to \$99.9K	3,094	16.0%	8,169	15.0%	12,140	13.8%
\$100K to \$149.9K	3,775	19.5%	10,290	18.8%	15,415	17.5%
\$150K to \$199.9K	1,917	9.9%	5,344	9.8%	8,046	9.1%
\$200K +	1,289	6.6%	3,256	6.0%	5,193	5.9%
Education						
Less than 9th Grade	2,476	6.8%	11,760	10.8%	19,989	11.7%
Some HS, No Diploma	1,975	5.4%	7,235	6.6%	13,261	7.7%
HS Grad (or Equivalent)	7,731	21.2%	23,212	21.2%	35,738	20.9%
Some College, No Degree	9,746	26.7%	26,149	23.9%	38,426	22.4%
Associate Degree	3,676	10.1%	10,028	9.2%	14,226	8.3%
Bachelor Degree	7,330	20.1%	21,198	19.4%	32,482	19.0%
Graduates Degree	2,574	7.0%	6,600	6.0%	11,283	6.6%

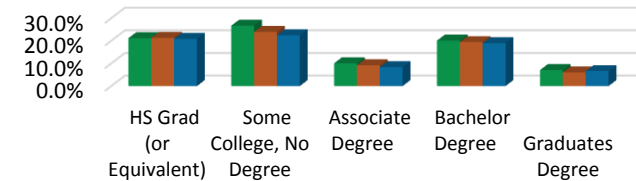
Ethnic Breakdown



Household Income Levels - %



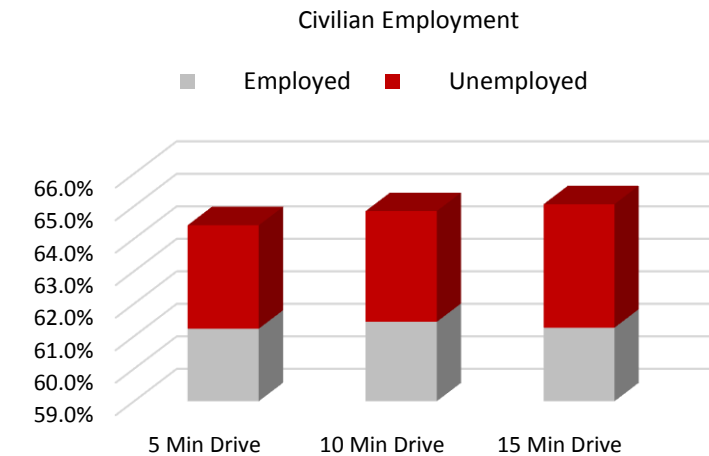
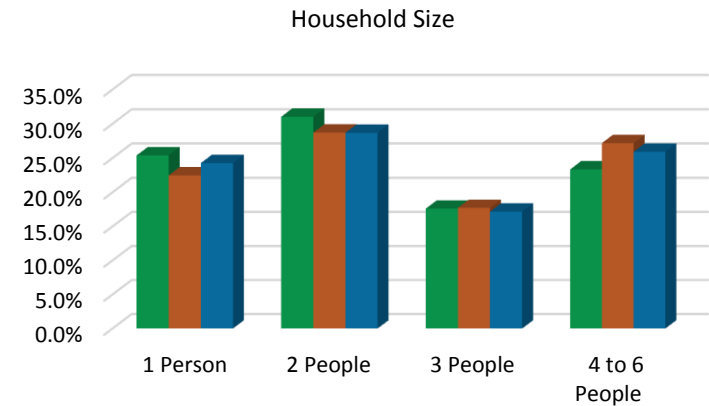
Education



Consumer Demographic Profile

Site: I-80 and Appian Way
Address: I-80 and Appian Way | Pinole CA
Date Report Created: 6/20/2019

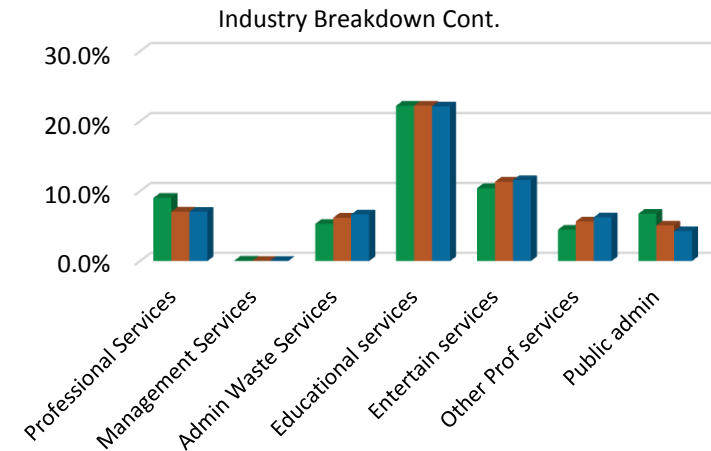
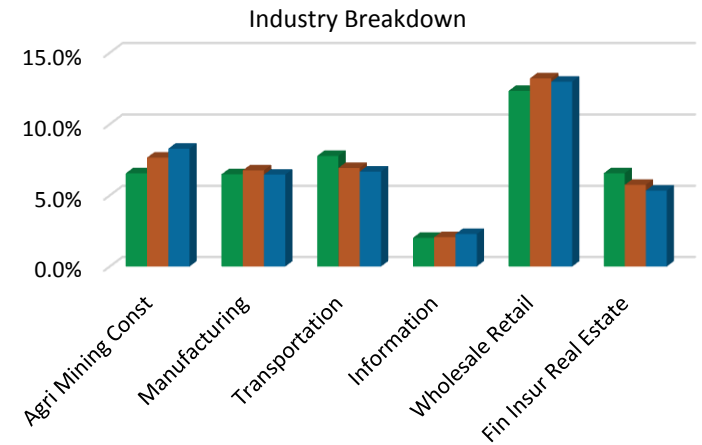
	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Family Structure	13,308		39,097		60,800	
Single - Male	587	4.4%	2,110	5.4%	3,270	5.4%
Single - Female	1,619	12.2%	4,940	12.6%	8,224	13.5%
Single Parent - Male	400	3.0%	1,149	2.9%	2,090	3.4%
Single Parent - Female	1,122	8.4%	3,837	9.8%	6,889	11.3%
Married w/ Children	3,528	26.5%	10,931	28.0%	17,229	28.3%
Married w/out Children	6,053	45.5%	16,130	41.3%	23,098	38.0%
Household Size						
1 Person	4,923	25.4%	12,278	22.5%	21,403	24.3%
2 People	6,017	31.0%	15,689	28.7%	25,294	28.7%
3 People	3,417	17.6%	9,685	17.7%	15,145	17.2%
4 to 6 People	4,528	23.3%	14,848	27.2%	22,858	25.9%
7+ People	511	2.6%	2,119	3.9%	3,481	3.9%
Home Ownership	19,397		54,617		88,180	
Owners	12,487	64.4%	35,226	64.5%	52,226	59.2%
Renters	6,910	35.6%	19,391	35.5%	35,954	40.8%
Components of Change						
Births	595	1.1%	1,844	1.2%	2,928	1.2%
Deaths	434	0.8%	1,185	0.7%	1,834	0.7%
Migration	-46	-0.1%	-435	-0.3%	-774	-0.3%
Employment (Pop 16+)	41,899		127,001		199,506	
Armed Services	49	0.1%	144	0.1%	192	0.1%
Civilian	26,987	64.4%	82,356	64.8%	129,799	65.1%
Employed	25,654	61.2%	78,031	61.4%	122,222	61.3%
Unemployed	1,333	3.2%	4,325	3.4%	7,577	3.8%
Not in Labor Force	14,863	35.5%	44,501	35.0%	69,515	34.8%
Employed Population	25,654		78,031		122,222	
White Collar	16,144	62.9%	46,144	59.1%	70,395	57.6%
Blue Collar	9,511	37.1%	31,887	40.9%	51,826	42.4%



Consumer Demographic Profile

Site: I-80 and Appian Way
Address: I-80 and Appian Way | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Employment By Occupation	25,654		78,031		122,222	
White Collar	16,144	62.9%	46,144	59.1%	70,395	57.6%
Managerial executive	3,610	14.1%	9,948	12.7%	15,190	12.4%
Prof specialty	5,203	20.3%	15,177	19.4%	24,170	19.8%
Healthcare support	564	2.2%	1,741	2.2%	2,595	2.1%
Sales	2,249	8.8%	7,237	9.3%	11,290	9.2%
Office Admin	4,518	17.6%	12,040	15.4%	17,150	14.0%
Blue Collar	9,511	37.1%	31,887	40.9%	51,826	42.4%
Protective	769	3.0%	1,982	2.5%	2,750	2.2%
Food Prep Serving	1,664	6.5%	5,429	7.0%	8,522	7.0%
Bldg Maint/Cleaning	1,175	4.6%	4,818	6.2%	8,632	7.1%
Personal Care	1,261	4.9%	3,720	4.8%	5,923	4.8%
Farming/Fishing/Forestry	14	0.1%	162	0.2%	411	0.3%
Construction	2,057	8.0%	7,312	9.4%	11,952	9.8%
Production Transp	2,571	10.0%	8,466	10.8%	13,636	11.2%
Employment By Industry	25,654		78,031		122,222	
Agri Mining Const	1,681	6.6%	5,974	7.7%	10,125	8.3%
Manufacturing	1,663	6.5%	5,277	6.8%	7,899	6.5%
Transportation	1,996	7.8%	5,411	6.9%	8,160	6.7%
Information	517	2.0%	1,605	2.1%	2,782	2.3%
Wholesale Retail	3,163	12.3%	10,304	13.2%	15,854	13.0%
Fin Insur Real Estate	1,683	6.6%	4,480	5.7%	6,515	5.3%
Professional Services	2,318	9.0%	5,513	7.1%	8,627	7.1%
Management Services	14	0.1%	24	0.0%	54	0.0%
Admin Waste Services	1,363	5.3%	4,841	6.2%	8,139	6.7%
Educational services	5,697	22.2%	17,351	22.2%	27,029	22.1%
Entertain services	2,674	10.4%	8,861	11.4%	14,148	11.6%
Other Prof services	1,151	4.5%	4,428	5.7%	7,659	6.3%
Public admin	1,734	6.8%	3,961	5.1%	5,233	4.3%



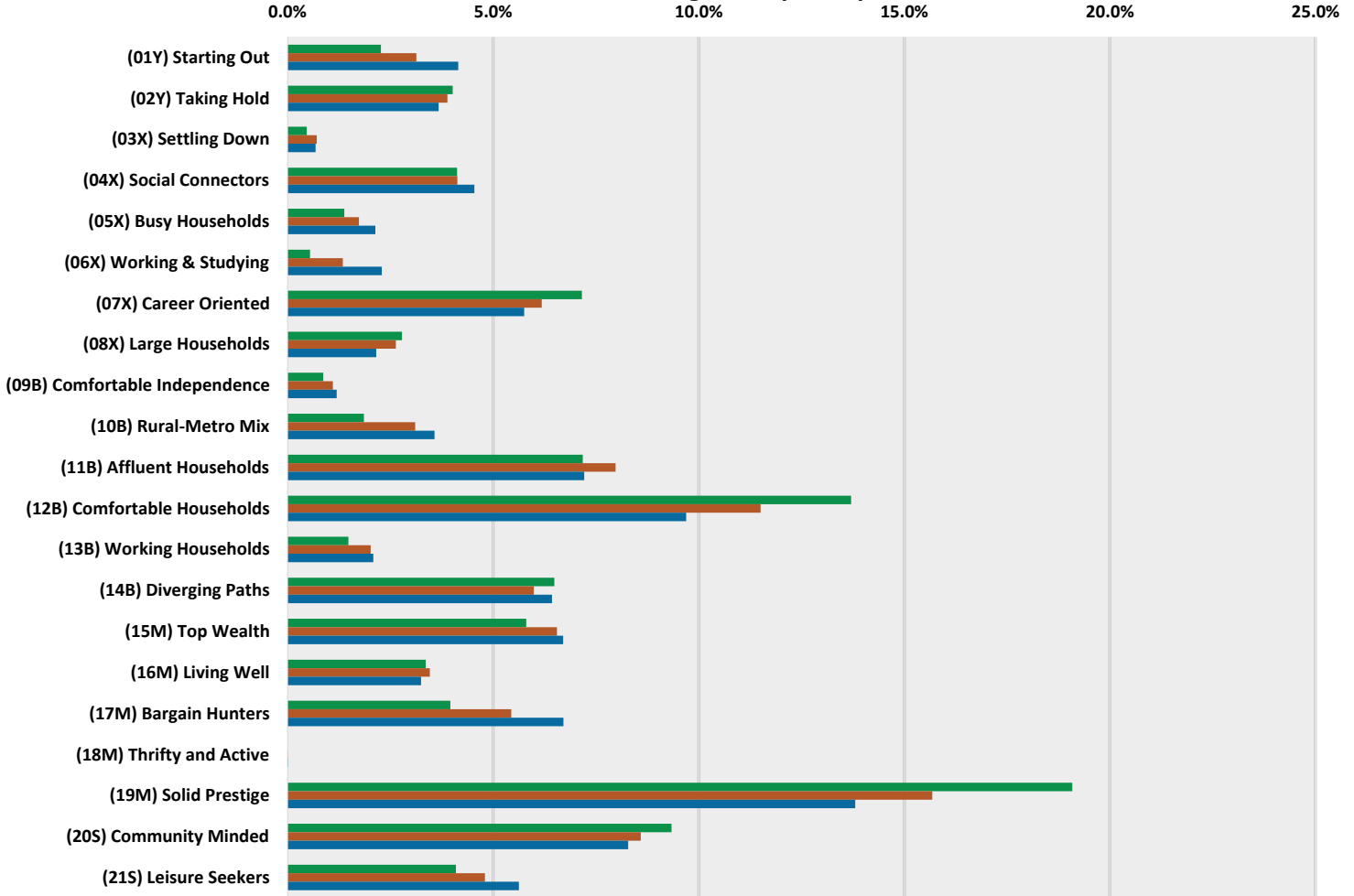
Household Segmentation Profile

Site: I-80 and Appian Way
 Address: I-80 and Appian Way | Pinole CA
 Date: 6/20/2019



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	5 Min Drive	10 Min Drive	15 Min Drive

Household Lifestage Group Comparison



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	5 Min Drive	10 Min Drive	15 Min Drive
Total Households	18,355 100%	52,129 100%	84,754 100%

Rank *	Cluster	Lifestage Group	Households	%	Households	%	Households	%
1	09- Busy Schedules	(19M) Solid Prestige	1,538	8.4%	3,505	6.7%	5,014	5.9%
2	08- Solid Surroundings	(19M) Solid Prestige	1,449	7.9%	3,375	6.5%	4,804	5.7%
3	17- Firmly Established	(12B) Comfortable Households	1,299	7.1%	3,048	5.8%	3,998	4.7%
4	13- Work & Play	(12B) Comfortable Households	1,217	6.6%	2,949	5.7%	4,219	5.0%
5	36- Persistent & Productive	(20S) Community Minded	996	5.4%	2,629	5.0%	4,233	5.0%
6	33- Urban Diversity	(14B) Diverging Paths	974	5.3%	2,381	4.6%	4,215	5.0%
7	04- Top Professionals	(11B) Affluent Households	888	4.8%	2,803	5.4%	4,009	4.7%
8	03- Corporate Connected	(15M) Top Wealth	826	4.5%	2,410	4.6%	3,817	4.5%
9	26- Getting Established	(07X) Career Oriented	690	3.8%	1,589	3.0%	2,540	3.0%
10	05- Active & Involved	(19M) Solid Prestige	516	2.8%	1,293	2.5%	1,886	2.2%

* Rank is based on Trade Area 1 cluster size

Uses the Personix household segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: I-80 and Appian Way | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		18,355	100%	52,129	100%	84,754	100%
Lifestage Group	Cluster Name	5 Min Drive		10 Min Drive		15 Min Drive	
(01Y) Starting Out		416	2.3%	1,633	3.1%	3,516	4.1%
	39- Setting Goals	50	0.3%	239	0.5%	574	0.7%
	45- Offices & Entertainment	103	0.6%	333	0.6%	622	0.7%
	57- Collegiate Crowd	141	0.8%	526	1.0%	1,094	1.3%
	58- Outdoor Fervor	0	0.0%	0	0.0%	7	0.0%
	67- First Steps	122	0.7%	535	1.0%	1,219	1.4%
(02Y) Taking Hold		738	4.0%	2,029	3.9%	3,113	3.7%
	18- Climbing the Ladder	76	0.4%	173	0.3%	232	0.3%
	21- Children First	137	0.7%	420	0.8%	634	0.7%
	24- Career Building	475	2.6%	1,272	2.4%	1,997	2.4%
	30- Out & About	50	0.3%	165	0.3%	251	0.3%
(03X) Settling Down		87	0.5%	372	0.7%	580	0.7%
	34- Outward Bound	0	0.0%	1	0.0%	2	0.0%
	41- Rural Adventure	0	0.0%	18	0.0%	28	0.0%
	46- Rural & Active	86	0.5%	352	0.7%	550	0.6%
(04X) Social Connectors		757	4.1%	2,152	4.1%	3,853	4.5%
	42- Creative Variety	141	0.8%	551	1.1%	966	1.1%
	52- Stylish & Striving	240	1.3%	663	1.3%	1,235	1.5%
	59- Mobile Mixers	376	2.0%	938	1.8%	1,652	1.9%
(05X) Busy Households		253	1.4%	905	1.7%	1,812	2.1%
	37- Firm Foundations	94	0.5%	365	0.7%	630	0.7%
	62- Movies & Sports	159	0.9%	540	1.0%	1,182	1.4%
(06X) Working & Studying		100	0.5%	701	1.3%	1,941	2.3%
	61- City Life	8	0.0%	143	0.3%	596	0.7%
	69- Productive Havens	20	0.1%	186	0.4%	486	0.6%
	70- Favorably Frugal	73	0.4%	372	0.7%	860	1.0%
(07X) Career Oriented		1,315	7.2%	3,222	6.2%	4,877	5.8%
	06- Casual Comfort	287	1.6%	820	1.6%	1,164	1.4%
	10- Careers & Travel	215	1.2%	528	1.0%	806	1.0%
	20- Carving Out Time	122	0.7%	287	0.5%	366	0.4%
	26- Getting Established	690	3.8%	1,589	3.0%	2,540	3.0%
(08X) Large Households		512	2.8%	1,375	2.6%	1,831	2.2%
	11- Schools & Shopping	106	0.6%	312	0.6%	420	0.5%
	12- On the Go	176	1.0%	440	0.8%	604	0.7%
	19- Country Comfort	0	0.0%	3	0.0%	12	0.0%
	27- Tenured Proprietors	230	1.3%	620	1.2%	794	0.9%
(09B) Comfortable Independence		159	0.9%	574	1.1%	1,016	1.2%
	29- City Mixers	1	0.0%	1	0.0%	50	0.1%
	35- Working & Active	86	0.5%	311	0.6%	516	0.6%
	56- Metro Active	72	0.4%	262	0.5%	450	0.5%
(10B) Rural-Metro Mix		341	1.9%	1,618	3.1%	3,029	3.6%
	47- Rural Parents	0	0.0%	1	0.0%	11	0.0%
	53- Metro Strivers	339	1.8%	1,613	3.1%	3,007	3.5%
	60- Rural & Mobile	2	0.0%	4	0.0%	11	0.0%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: I-80 and Appian Way | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		18,355	100%	52,129	100%	84,754	100%
Lifestage Group	Cluster Name	5 Min Drive		10 Min Drive		15 Min Drive	
(11B) Affluent Households		1,318	7.2%	4,160	8.0%	6,116	7.2%
	01- Summit Estates	121	0.7%	614	1.2%	1,123	1.3%
	04- Top Professionals	888	4.8%	2,803	5.4%	4,009	4.7%
	07- Active Lifestyles	310	1.7%	743	1.4%	985	1.2%
(12B) Comfortable Households		2,516	13.7%	5,997	11.5%	8,217	9.7%
	13- Work & Play	1,217	6.6%	2,949	5.7%	4,219	5.0%
	17- Firmly Established	1,299	7.1%	3,048	5.8%	3,998	4.7%
(13B) Working Households		271	1.5%	1,055	2.0%	1,767	2.1%
	38- Occupational Mix	271	1.5%	1,055	2.0%	1,764	2.1%
	48- Farm & Home	0	0.0%	0	0.0%	3	0.0%
(14B) Diverging Paths		1,192	6.5%	3,124	6.0%	5,452	6.4%
	16- Country Enthusiasts	0	0.0%	1	0.0%	10	0.0%
	22- Comfortable Cornerstones	100	0.5%	298	0.6%	410	0.5%
	31- Mid-Americana	113	0.6%	370	0.7%	581	0.7%
	32- Metro Mix	5	0.0%	74	0.1%	236	0.3%
	33- Urban Diversity	974	5.3%	2,381	4.6%	4,215	5.0%
(15M) Top Wealth		1,065	5.8%	3,416	6.6%	5,679	6.7%
	02- Established Elite	239	1.3%	1,005	1.9%	1,862	2.2%
	03- Corporate Connected	826	4.5%	2,410	4.6%	3,817	4.5%
(16M) Living Well		617	3.4%	1,805	3.5%	2,753	3.2%
	14- Career Centered	455	2.5%	1,319	2.5%	2,115	2.5%
	15- Country Ways	0	0.0%	2	0.0%	5	0.0%
	23- Good Neighbors	162	0.9%	484	0.9%	633	0.7%
(17M) Bargain Hunters		727	4.0%	2,835	5.4%	5,690	6.7%
	43- Work & Causes	140	0.8%	536	1.0%	943	1.1%
	44- Open Houses	159	0.9%	589	1.1%	1,095	1.3%
	55- Community Life	119	0.7%	459	0.9%	769	0.9%
	63- Staying Home	272	1.5%	1,055	2.0%	2,342	2.8%
	68- Staying Healthy	36	0.2%	196	0.4%	541	0.6%
(18M) Thrifty & Active		0	0.0%	2	0.0%	14	0.0%
	40- Great Outdoors	0	0.0%	0	0.0%	3	0.0%
	50- Rural Community	0	0.0%	1	0.0%	6	0.0%
	54- Work & Outdoors	0	0.0%	1	0.0%	5	0.0%
(19M) Solid Prestige		3,504	19.1%	8,173	15.7%	11,704	13.8%
	05- Active & Involved	516	2.8%	1,293	2.5%	1,886	2.2%
	08- Solid Surroundings	1,449	7.9%	3,375	6.5%	4,804	5.7%
	09- Busy Schedules	1,538	8.4%	3,505	6.7%	5,014	5.9%
(20S) Community Minded		1,715	9.3%	4,477	8.6%	7,024	8.3%
	25- Clubs & Causes	381	2.1%	1,049	2.0%	1,539	1.8%
	28- Community Pillars	338	1.8%	799	1.5%	1,252	1.5%
	36- Persistent & Productive	996	5.4%	2,629	5.0%	4,233	5.0%
(21S) Leisure Seekers		752	4.1%	2,504	4.8%	4,769	5.6%
	49- Home & Garden	146	0.8%	463	0.9%	733	0.9%
	51- Role Models	190	1.0%	570	1.1%	931	1.1%
	64- Practical & Careful	101	0.5%	323	0.6%	593	0.7%
	65- Hobbies & Shopping	173	0.9%	632	1.2%	1,388	1.6%
	66- Helping Hands	142	0.8%	516	1.0%	1,124	1.3%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Employment Profile

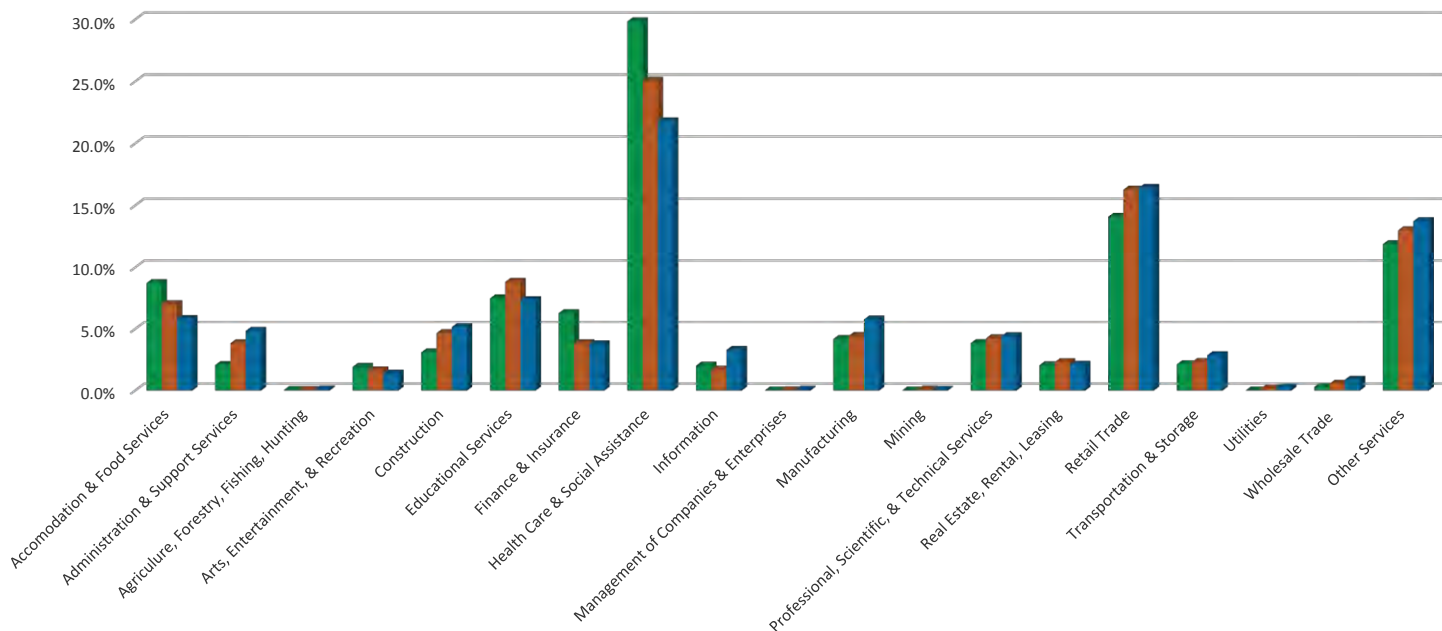
Site: I-80 and Appian Way
 Address: I-80 and Appian Way | Pinole CA
 Date Report Created: 6/20/2019

ATTACHMENT A

	5 Min Drive		10 Min Drive		15 Min Drive	
Daytime Population	41,220		130,447		209,926	
Student Population	9,428		37,622		51,828	
Median Employee Salary	52,617		51,596		51,159	
Average Employee Salary	62,500		60,462		60,541	
Wages	#		#		#	
Salary/Wage per Employee per Annum						
Under \$15,000 CrYr	251	1.9%	1,013	2.7%	1,943	2.8%
15,000 to 30,000 CrYr	330	2.5%	1,006	2.7%	1,892	2.7%
30,000 to 45,000 CrYr	4,872	36.3%	13,712	36.8%	25,246	36.4%
45,000 to 60,000 CrYr	2,626	19.6%	7,226	19.4%	13,740	19.8%
60,000 to 75,000 CrYr	1,649	12.3%	4,690	12.6%	8,371	12.1%
75,000 to 90,000 CrYr	1,259	9.4%	3,559	9.6%	6,647	9.6%
90,000 to 100,000 CrYr	361	2.7%	971	2.6%	2,124	3.1%
Over 100,000 CrYr	2,079	15.5%	5,064	13.6%	9,346	13.5%

Industry Groups

Employee's by Industry



	Establishments		Employee's		Establishments		Employee's		Establishments		Employee's	
	#	%	#	%	#	%	#	%	#	%	#	%
Total	977	100%	13,429	100%	2,297	100%	37,241	100%	3,863	100%	69,310	100%
Accommodation & Food Services	72	7.4%	1,173	8.7%	156	6.8%	2,614	7.0%	242	6.3%	4,025	5.8%
Administration & Support Services	26	2.6%	278	2.1%	76	3.3%	1,431	3.8%	123	3.2%	3,362	4.9%
Agriculture, Forestry, Fishing, Hunting	1	0.1%	6	0.0%	2	0.1%	15	0.0%	6	0.2%	59	0.1%
Arts, Entertainment, & Recreation	26	2.7%	258	1.9%	51	2.2%	608	1.6%	83	2.1%	951	1.4%
Construction	44	4.5%	417	3.1%	116	5.0%	1,737	4.7%	200	5.2%	3,576	5.2%
Educational Services	36	3.7%	1,005	7.5%	83	3.6%	3,286	8.8%	130	3.4%	5,090	7.3%
Finance & Insurance	75	7.7%	844	6.3%	126	5.5%	1,427	3.8%	170	4.4%	2,603	3.8%
Health Care & Social Assistance	209	21.4%	4,008	29.8%	481	20.9%	9,335	25.1%	737	19.1%	15,101	21.8%
Information	12	1.3%	271	2.0%	31	1.3%	634	1.7%	62	1.6%	2,291	3.3%
Management of Companies & Enterprises	0	0.0%	1	0.0%	1	0.0%	5	0.0%	2	0.1%	48	0.1%
Manufacturing	24	2.4%	563	4.2%	71	3.1%	1,650	4.4%	151	3.9%	4,003	5.8%
Mining	0	0.0%	0	0.0%	2	0.1%	29	0.1%	3	0.1%	39	0.1%
Professional, Scientific, & Technical Services	84	8.6%	518	3.9%	168	7.3%	1,581	4.2%	291	7.5%	3,054	4.4%
Real Estate, Rental, Leasing	54	5.5%	276	2.1%	117	5.1%	858	2.3%	174	4.5%	1,453	2.1%
Retail Trade	127	13.0%	1,891	14.1%	318	13.8%	6,060	16.3%	551	14.3%	11,373	16.4%
Transportation & Storage	12	1.2%	286	2.1%	38	1.7%	866	2.3%	72	1.9%	1,988	2.9%
Utilities	0	0.0%	0	0.0%	3	0.1%	63	0.2%	6	0.2%	171	0.2%
Wholesale Trade	8	0.8%	38	0.3%	25	1.1%	204	0.5%	62	1.6%	607	0.9%
Other Services	167	17.1%	1,596	11.9%	433	18.8%	4,839	13.0%	796	20.6%	9,517	13.7%

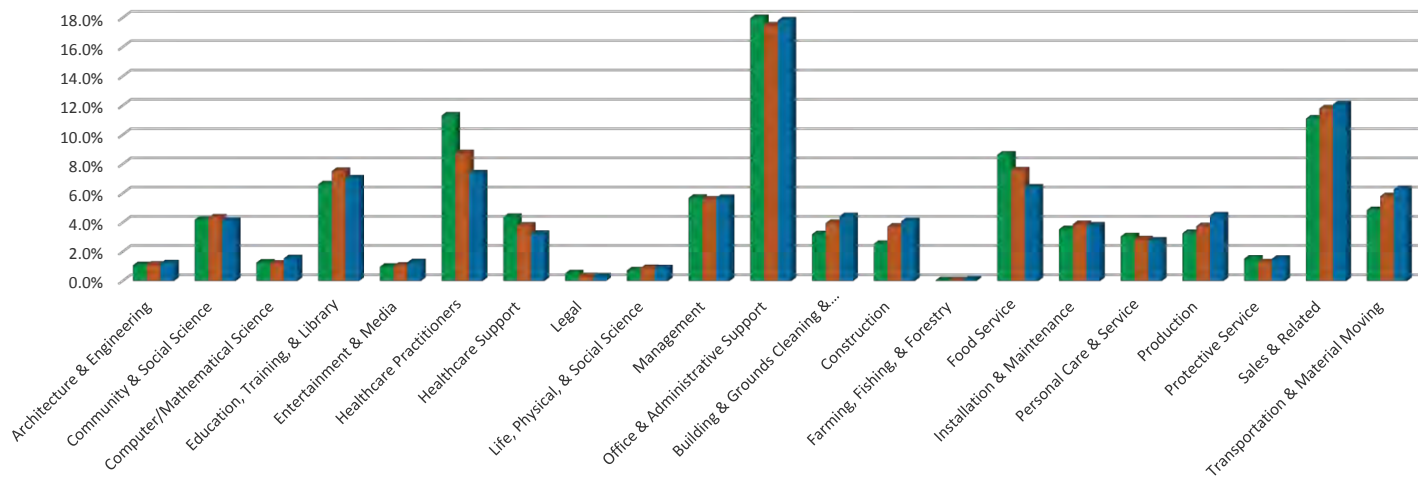
Employment Profile

Site: I-80 and Appian Way
Address: I-80 and Appian Way | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

	5 Min Drive		10 Min Drive		15 Min Drive	
Occupations	# of Employee's		# of Employee's		# of Employee's	
White Collar	7,779	57.9%	20,479	55.0%	37,231	53.7%
Architecture & Engineering	144	1.1%	410	1.1%	836	1.2%
Community & Social Science	563	4.2%	1,613	4.3%	2,850	4.1%
Computer/Mathematical Science	168	1.3%	440	1.2%	1,070	1.5%
Education, Training, & Library	887	6.6%	2,801	7.5%	4,863	7.0%
Entertainment & Media	130	1.0%	384	1.0%	879	1.3%
Healthcare Practitioners	1,520	11.3%	3,254	8.7%	5,099	7.4%
Healthcare Support	589	4.4%	1,407	3.8%	2,229	3.2%
Legal	69	0.5%	117	0.3%	206	0.3%
Life, Physical, & Social Science	96	0.7%	325	0.9%	597	0.9%
Management	764	5.7%	2,074	5.6%	3,932	5.7%
Office & Administrative Support	2,413	18.0%	6,505	17.5%	12,344	17.8%
Blue Collar	5,606	41.7%	16,608	44.6%	31,798	45.9%
Building & Grounds Cleaning & Maintenance	430	3.2%	1,475	4.0%	3,070	4.4%
Construction	340	2.5%	1,386	3.7%	2,828	4.1%
Farming, Fishing, & Forestry	5	0.0%	16	0.0%	64	0.1%
Food Service	1,159	8.6%	2,814	7.6%	4,427	6.4%
Installation & Maintenance	475	3.5%	1,445	3.9%	2,625	3.8%
Personal Care & Service	409	3.0%	1,057	2.8%	1,912	2.8%
Production	439	3.3%	1,392	3.7%	3,106	4.5%
Protective Service	205	1.5%	471	1.3%	1,044	1.5%
Sales & Related	1,491	11.1%	4,393	11.8%	8,373	12.1%
Transportation & Material Moving	651	4.8%	2,158	5.8%	4,348	6.3%
Military Services	43	0.3%	154	0.4%	282	0.4%

Employee's by Occupation



Employee Totals and History	#	#	#
Current	13,429	37,241	69,310
2018 Q3	12,635	34,618	65,446
2018 Q2	13,185	36,575	68,240
2018 Q1	13,765	38,047	70,968
2017 Q4	14,129	38,624	71,522
2017 Q3	13,113	36,369	68,106
2017 Q2	13,897	38,954	71,942
2017 Q1	13,800	38,746	71,638
2016 Q4	13,912	39,051	72,241

Consumer Demand & Market Supply Assessment

Site: I-80 and Appian Way
Address: I-80 and Appian Way | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

Demographics

Population
5-Year Population estimate
Population Households
Group Quarters Population
Households
5-Year Households estimate
WorkPlace Establishments
Workplace Employees
Median Household Income

5 Min Drive	10 Min Drive	15 Min Drive
52,042	159,587	253,221
53,726	164,537	260,870
51,914	158,090	250,894
128	1,498	2,327
19,397	54,617	88,180
20,100	56,430	90,895
977	2,297	3,863
13,429	37,241	69,310
\$77,559	\$74,226	\$68,930

By Establishments

Furniture Stores
Electronic Shopping/Mail Order Houses
Lawn/Garden Equipment/Supplies Stores
Other Motor Vehicle Dealers
Florists/Misc. Store Retailers
Grocery Stores
Other Misc. Store Retailers
Automotive Parts/Accessories/Tire
Used Merchandise Stores
Direct Selling Establishments
Vending Machine Operators (Non-Store)
Other General Merchandise Stores
Beer/Wine/Liquor Stores
Sporting Goods/Hobby/Musical Instrument
Clothing Stores
Electronics/Appliance
Special Food Services
Jewelry/Luggage/Leather Goods
Automotive Dealers
Health/Personal Care Stores
Home Furnishing Stores
Book/Periodical/Music Stores
Specialty Food Stores
Office Supplies/Stationary/Gift
Full-Service Restaurants
Limited-Service Eating Places
Gasoline Stations
Shoe Stores
Building Material/Supplies Dealers
Department Stores
Bar/Drinking Places (Alcoholic Beverages)

Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
\$10,673,306	\$0	(\$10,673,306)	-100%	\$32,172,473	\$0	(\$32,172,473)	-100%	\$50,446,714	\$6,717,620	(\$43,729,094)	-87%
\$133,344,751	\$0	(\$133,344,751)	-100%	\$400,613,597	\$62,201,953	(\$338,411,644)	-84%	\$637,428,319	\$108,357,616	(\$529,070,703)	-83%
\$6,440,058	\$235,006	(\$6,205,052)	-96%	\$19,375,429	\$7,049,741	(\$12,325,688)	-64%	\$30,467,866	\$16,142,851	(\$14,325,016)	-47%
\$11,836,303	\$589,100	(\$11,247,203)	-95%	\$35,642,231	\$6,687,023	(\$28,955,209)	-81%	\$55,731,956	\$8,653,186	(\$47,078,770)	-84%
\$1,358,640	\$84,813	(\$1,273,827)	-94%	\$4,088,805	\$212,032	(\$3,876,773)	-95%	\$6,431,633	\$1,214,720	(\$5,216,913)	-81%
\$101,788,875	\$28,795,424	(\$72,993,451)	-72%	\$307,374,588	\$366,501,142	\$59,126,553	19%	\$485,566,845	\$610,668,965	\$125,102,120	26%
\$14,199,684	\$4,743,629	(\$9,456,055)	-67%	\$42,707,733	\$19,442,596	(\$23,265,137)	-54%	\$67,090,891	\$33,951,954	(\$33,138,937)	-49%
\$15,468,119	\$6,418,142	(\$9,049,977)	-59%	\$46,855,550	\$28,366,204	(\$18,489,346)	-39%	\$74,070,147	\$55,960,208	(\$18,109,939)	-24%
\$3,293,374	\$1,524,533	(\$1,768,841)	-54%	\$9,916,291	\$5,313,961	(\$4,602,330)	-46%	\$15,590,247	\$8,017,347	(\$7,572,900)	-49%
\$4,900,879	\$2,349,417	(\$2,551,462)	-52%	\$14,816,075	\$13,393,003	(\$1,423,072)	-10%	\$23,431,370	\$31,280,494	\$7,849,123	33%
\$6,138,876	\$3,173,585	(\$2,965,291)	-48%	\$18,504,099	\$3,173,585	(\$15,330,514)	-83%	\$29,296,584	\$3,173,585	(\$26,122,999)	-89%
\$104,350,080	\$56,934,161	(\$47,415,919)	-45%	\$315,050,274	\$305,225,911	(\$9,824,363)	-3%	\$497,562,640	\$896,995,428	\$399,432,788	80%
\$8,492,167	\$4,900,743	(\$3,591,424)	-42%	\$25,628,235	\$19,307,267	(\$6,320,969)	-25%	\$40,327,348	\$26,503,737	(\$13,823,611)	-34%
\$10,734,410	\$6,987,251	(\$3,747,159)	-35%	\$32,384,104	\$12,456,756	(\$19,927,348)	-62%	\$50,863,786	\$21,449,258	(\$29,414,528)	-58%
\$43,933,960	\$28,702,031	(\$15,231,929)	-35%	\$132,439,457	\$49,371,475	(\$83,067,982)	-63%	\$208,004,720	\$92,593,489	(\$115,411,232)	-55%
\$16,064,613	\$10,904,134	(\$5,160,479)	-32%	\$47,696,518	\$20,230,167	(\$27,466,351)	-58%	\$76,989,210	\$25,182,567	(\$51,806,644)	-67%
\$9,346,675	\$6,495,020	(\$2,851,656)	-31%	\$27,630,619	\$16,372,508	(\$11,258,111)	-41%	\$44,714,734	\$20,512,374	(\$24,202,359)	-54%
\$5,998,819	\$4,304,156	(\$1,694,663)	-28%	\$18,120,017	\$9,392,067	(\$8,727,950)	-48%	\$28,493,255	\$12,569,750	(\$15,923,504)	-56%
\$190,299,488	\$137,293,244	(\$53,006,244)	-28%	\$573,391,303	\$300,714,016	(\$272,677,287)	-48%	\$895,738,552	\$557,415,844	(\$338,322,707)	-38%
\$53,086,560	\$39,038,759	(\$14,047,800)	-26%	\$160,650,252	\$76,912,209	(\$83,738,043)	-52%	\$254,168,264	\$169,998,586	(\$84,169,677)	-33%
\$9,839,495	\$7,326,070	(\$2,513,425)	-26%	\$29,705,056	\$14,645,721	(\$15,059,335)	-51%	\$46,795,844	\$45,480,391	(\$1,315,453)	-3%
\$3,049,188	\$2,413,797	(\$635,391)	-21%	\$9,225,559	\$6,477,928	(\$2,747,631)	-30%	\$14,591,501	\$9,259,907	(\$5,331,594)	-37%
\$6,036,919	\$5,058,162	(\$978,756)	-16%	\$18,228,280	\$12,510,324	(\$5,717,956)	-31%	\$28,805,706	\$24,613,958	(\$4,191,748)	-15%
\$4,883,085	\$4,632,945	(\$250,141)	-5%	\$14,647,742	\$12,115,165	(\$2,532,577)	-17%	\$23,216,375	\$21,513,796	(\$1,702,578)	-7%
\$43,315,181	\$43,292,030	(\$23,151)	0%	\$126,796,238	\$87,208,463	(\$39,587,775)	-31%	\$209,306,602	\$130,379,873	(\$78,926,729)	-38%
\$44,763,401	\$46,686,145	\$1,922,744	4%	\$132,353,866	\$107,334,561	(\$25,019,305)	-19%	\$214,132,785	\$188,939,542	(\$25,193,243)	-12%
\$77,183,963	\$87,642,753	\$10,458,790	14%	\$233,173,297	\$258,549,519	\$25,376,222	11%	\$367,036,631	\$377,802,751	\$10,766,120	3%
\$6,032,749	\$7,658,334	\$1,625,585	27%	\$18,184,773	\$9,834,851	(\$8,349,922)	-46%	\$28,455,342	\$10,352,001	(\$18,103,341)	-64%
\$54,483,989	\$70,499,012	\$16,015,023	29%	\$164,530,500	\$102,839,026	(\$61,691,474)	-37%	\$259,483,301	\$179,824,839	(\$79,658,461)	-31%
\$23,688,556	\$35,829,171	\$12,140,615	51%	\$71,473,628	\$89,159,110	\$17,685,482	25%	\$112,582,735	\$103,336,347	(\$9,246,388)	-8%
\$2,507,281	\$4,474,797	\$1,967,516	78%	\$7,215,633	\$7,054,709	(\$160,924)	-2%	\$12,323,018	\$8,615,188	(\$3,707,829)	-30%
Consumer Demand/Market Supply Index	\$1,027,533,444	\$658,986,364	156	\$3,090,592,223	\$2,030,052,995	152		\$4,889,144,919	\$3,807,478,172	128	

Consumer Demand & Market Supply Assessment

Site: I-80 and Appian Way
Address: I-80 and Appian Way | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

By Major Product Lines

	5 Min Drive				10 Min Drive				15 Min Drive			
	Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
Furniture/Sleep/Outdoor/Patio Furniture	\$27,529,533	\$4,639,607	(\$22,889,925)	-83%	\$82,990,557	\$16,479,288	(\$66,511,270)	-80%	\$130,114,292	\$42,323,826	(\$87,790,466)	-67%
Computer Hardware/Software/Supplies	\$17,335,895	\$4,320,082	(\$13,015,813)	-75%	\$49,492,070	\$19,373,095	(\$30,118,975)	-61%	\$86,680,855	\$32,920,458	(\$53,760,398)	-62%
Pets/Pet Foods/Pet Supplies	\$9,588,594	\$2,630,325	(\$6,958,269)	-73%	\$28,619,322	\$11,827,790	(\$16,791,532)	-59%	\$44,563,067	\$24,779,415	(\$19,783,651)	-44%
All Other Merchandise	\$39,500,182	\$15,266,306	(\$24,233,876)	-61%	\$118,833,463	\$55,645,327	(\$63,188,135)	-53%	\$186,802,506	\$101,897,037	(\$84,905,469)	-45%
Groceries/Other Food Items (Off Premises)	\$160,122,747	\$65,277,584	(\$94,845,163)	-59%	\$483,716,086	\$455,401,976	(\$28,314,109)	-6%	\$764,034,645	\$918,225,743	\$154,191,098	20%
Audio Equipment/Musical Instruments	\$5,704,925	\$2,349,800	(\$3,355,125)	-59%	\$17,243,559	\$7,673,058	(\$9,570,501)	-56%	\$27,198,258	\$12,662,936	(\$14,535,322)	-53%
Drugs/Health Aids/Beauty Aids/Cosmetics	\$117,915,216	\$49,332,874	(\$68,582,342)	-58%	\$356,956,354	\$159,459,212	(\$197,497,142)	-55%	\$564,998,817	\$341,446,409	(\$223,552,408)	-40%
Packaged Liquor/Wine/Beer	\$18,697,087	\$7,862,946	(\$10,834,140)	-58%	\$56,422,202	\$41,008,442	(\$15,413,760)	-27%	\$88,541,732	\$71,371,388	(\$17,170,344)	-19%
Books/Periodicals	\$4,110,434	\$1,882,459	(\$2,227,976)	-54%	\$12,477,415	\$6,058,821	(\$6,418,595)	-51%	\$19,725,799	\$9,869,185	(\$9,856,614)	-50%
Automotive Tires/Tubes/Batteries/Parts	\$30,747,719	\$14,200,233	(\$16,547,486)	-54%	\$93,190,994	\$47,272,106	(\$45,918,888)	-49%	\$147,448,018	\$93,155,369	(\$54,292,649)	-37%
Lawn/Garden/Farm Equipment/Supplies	\$16,303,378	\$8,040,465	(\$8,262,914)	-51%	\$49,066,325	\$25,979,397	(\$23,086,928)	-47%	\$77,225,732	\$51,786,982	(\$25,438,750)	-33%
Kitchenware/Home Furnishings	\$12,038,584	\$6,191,785	(\$5,846,799)	-49%	\$36,315,947	\$18,558,906	(\$17,757,041)	-49%	\$57,199,317	\$41,057,237	(\$16,142,079)	-28%
Small Electric Appliances	\$2,159,989	\$1,140,881	(\$1,019,108)	-47%	\$6,519,965	\$4,320,528	(\$2,199,437)	-34%	\$10,247,509	\$9,534,291	(\$713,218)	-7%
Sporting Goods (incl Bicycles/Sports Vehicles)	\$8,855,912	\$4,739,411	(\$4,116,501)	-46%	\$26,760,943	\$13,585,169	(\$13,175,773)	-49%	\$42,021,877	\$26,588,988	(\$15,432,888)	-37%
Womens/Juniors/Misses Wear	\$38,168,313	\$22,550,781	(\$15,617,532)	-41%	\$114,910,208	\$51,874,996	(\$63,035,212)	-55%	\$180,659,149	\$91,571,699	(\$89,087,450)	-49%
Paper/Related Products	\$4,218,560	\$2,665,443	(\$1,553,117)	-37%	\$12,753,039	\$14,385,815	\$1,632,775	13%	\$20,217,348	\$34,038,255	\$13,820,907	68%
Cigars/Cigarettes/Tobacco/Accessories	\$11,351,776	\$7,220,895	(\$4,130,880)	-36%	\$34,664,876	\$29,347,848	(\$5,317,029)	-15%	\$55,435,422	\$59,502,730	\$4,067,309	7%
Retailer Services	\$32,824,515	\$21,055,322	(\$11,769,193)	-36%	\$98,656,812	\$51,873,068	(\$46,783,744)	-47%	\$154,080,075	\$96,410,238	(\$57,669,837)	-37%
Televisions/VCR/Video Cameras/DVD etc	\$6,500,477	\$4,216,365	(\$2,284,112)	-35%	\$19,685,891	\$14,748,053	(\$4,937,839)	-25%	\$31,034,536	\$32,251,883	\$1,217,347	4%
Mens Wear	\$14,825,883	\$9,783,736	(\$5,042,147)	-34%	\$44,674,201	\$23,929,804	(\$20,744,397)	-46%	\$69,788,826	\$42,929,874	(\$26,858,952)	-38%
Toys/Hobby Goods/Games	\$5,017,180	\$3,336,460	(\$1,680,720)	-33%	\$15,162,358	\$10,811,179	(\$4,351,179)	-29%	\$23,900,018	\$21,736,979	(\$2,163,038)	-9%
Jewelry (including Watches)	\$8,994,191	\$6,083,331	(\$2,910,860)	-32%	\$27,189,326	\$15,153,070	(\$12,036,257)	-44%	\$42,772,240	\$23,326,934	(\$19,445,306)	-45%
Soaps/Detergents/Household Cleaners	\$4,871,121	\$3,312,648	(\$1,558,474)	-32%	\$14,679,407	\$15,953,587	\$1,274,179	9%	\$23,164,774	\$34,957,998	\$11,793,224	51%
Autos/Cars/Vans/Trucks/Motorcycles	\$168,115,775	\$115,195,679	(\$52,920,095)	-31%	\$506,475,799	\$255,159,144	(\$251,316,655)	-50%	\$790,504,328	\$471,080,456	(\$319,423,872)	-40%
Photographic Equipment/Supplies	\$1,096,636	\$754,890	(\$341,746)	-31%	\$3,316,324	\$2,288,256	(\$1,028,069)	-31%	\$5,202,843	\$4,576,205	(\$626,638)	-12%
Curtains/Draperies/Slipcovers/Bed/Coverings	\$4,654,040	\$3,245,204	(\$1,408,836)	-30%	\$13,932,654	\$10,385,126	(\$3,547,528)	-25%	\$21,757,739	\$23,353,320	\$1,595,581	7%
Sewing/Knitting Materials/Supplies	\$449,690	\$334,968	(\$114,722)	-26%	\$1,332,824	\$897,627	(\$435,196)	-33%	\$2,080,012	\$1,951,930	(\$128,082)	-6%
Footwear, including Accessories	\$14,909,976	\$11,412,248	(\$3,497,728)	-23%	\$44,945,424	\$20,444,146	(\$24,501,279)	-55%	\$70,318,765	\$29,490,489	(\$40,828,277)	-58%
Optical Goods (incl Eyeglasses, Sunglasses)	\$2,400,845	\$2,105,072	(\$295,773)	-12%	\$7,230,143	\$5,697,868	(\$1,532,274)	-21%	\$11,381,591	\$13,811,610	\$2,430,018	21%
Childrens Wear/Infants/Toddlers Clothing	\$6,133,553	\$5,414,136	(\$719,417)	-12%	\$18,622,432	\$13,697,261	(\$4,925,170)	-26%	\$29,344,511	\$24,712,681	(\$4,631,830)	-16%
Floor/Floor Coverings	\$7,662,041	\$7,051,562	(\$610,479)	-8%	\$23,231,803	\$12,555,702	(\$10,676,101)	-46%	\$36,806,366	\$29,949,861	(\$6,856,505)	-19%
Alcoholic Drinks Served at the Establishment	\$18,244,939	\$17,224,577	(\$1,020,361)	-6%	\$52,328,547	\$33,421,642	(\$18,906,905)	-36%	\$89,956,329	\$48,522,124	(\$41,434,205)	-46%
Meats/Nonalcoholic Beverages	\$86,311,236	\$86,062,795	(\$248,441)	0%	\$255,267,075	\$200,244,762	(\$55,022,313)	-22%	\$412,711,030	\$332,501,890	(\$80,209,140)	-19%
Major Household Appliances	\$3,990,735	\$4,126,326	\$135,591	3%	\$11,819,531	\$7,795,561	(\$4,023,971)	-34%	\$18,289,473	\$13,100,959	(\$5,188,515)	-28%
Automotive Lubricants (incl Oil, Greases)	\$3,990,735	\$4,126,326	\$135,591	3%	\$11,819,531	\$7,795,561	(\$4,023,971)	-34%	\$18,289,473	\$13,100,959	(\$5,188,515)	-28%
Automotive Fuels	\$71,599,214	\$82,141,658	\$10,542,444	15%	\$216,238,588	\$261,665,681	\$45,427,093	21%	\$339,837,796	\$424,463,685	\$84,625,889	25%
Household Fuels (incl Oil, LP gas, Wood, Coal)	\$1,879,331	\$2,236,931	\$357,600	19%	\$5,704,150	\$10,653,077	\$4,948,926	87%	\$9,057,973	\$23,571,619	\$14,513,646	160%
Hardware/Tools/Plumbing/Electrical Supplies	\$15,080,635	\$18,004,444	\$2,923,809	19%	\$45,654,594	\$29,847,772	(\$15,806,822)	-35%	\$72,278,116	\$55,063,852	(\$17,214,264)	-24%
Paints/Sundries/Wallpaper/Wall Coverings	\$3,955,258	\$5,264,878	\$1,309,620	33%	\$11,973,948	\$7,910,004	(\$4,063,943)	-34%	\$18,913,177	\$14,113,645	(\$4,799,532)	-25%
Dimensional Lumber/Other Building Materials	\$21,931,112	\$29,202,232	\$7,271,120	33%	\$66,263,269	\$42,773,934	(\$23,489,335)	-35%	\$104,491,506	\$75,049,572	(\$29,441,934)	-28%

Consumer Demand & Market Supply Assessment

Site: I-80 and Appian Way
Address: I-80 and Appian Way | Pinole CA
Date Report Created: 6/20/2019

5 Min Drive

10 Min Drive

15 Min Drive

Data for this report is provided via the Market Outlook database from Synergos Technologies, Inc (STI).

Market Outlook is based on the following -

- the Consumer Expenditure Survey (CE), a program of the Bureau of Labor Statistics (BLS);
- the U.S. Census Bureau's monthly and annual Retail Trade (CRT) reports;
- the Census Bureau's Economic Census; with supporting demographic data from STI: PopStats data and STI: WorkPlace.

Market Outlook data covers 31 leading retail segments and 40 major product and service lines.

The difference between demand and supply represents the opportunity gap or surplus available for each retail outlet cited on the Market Outlook report for the specified trade area or reporting geography. When the demand is greater than (or less than) the supply, there is an opportunity gap (or surplus) for that retail outlet. In other words, a negative value signifies an opportunity gap where the Consumer Demand is higher than the Market Supply, while a positive value signifies a surplus.

Consumer Demand/Market Supply Index:

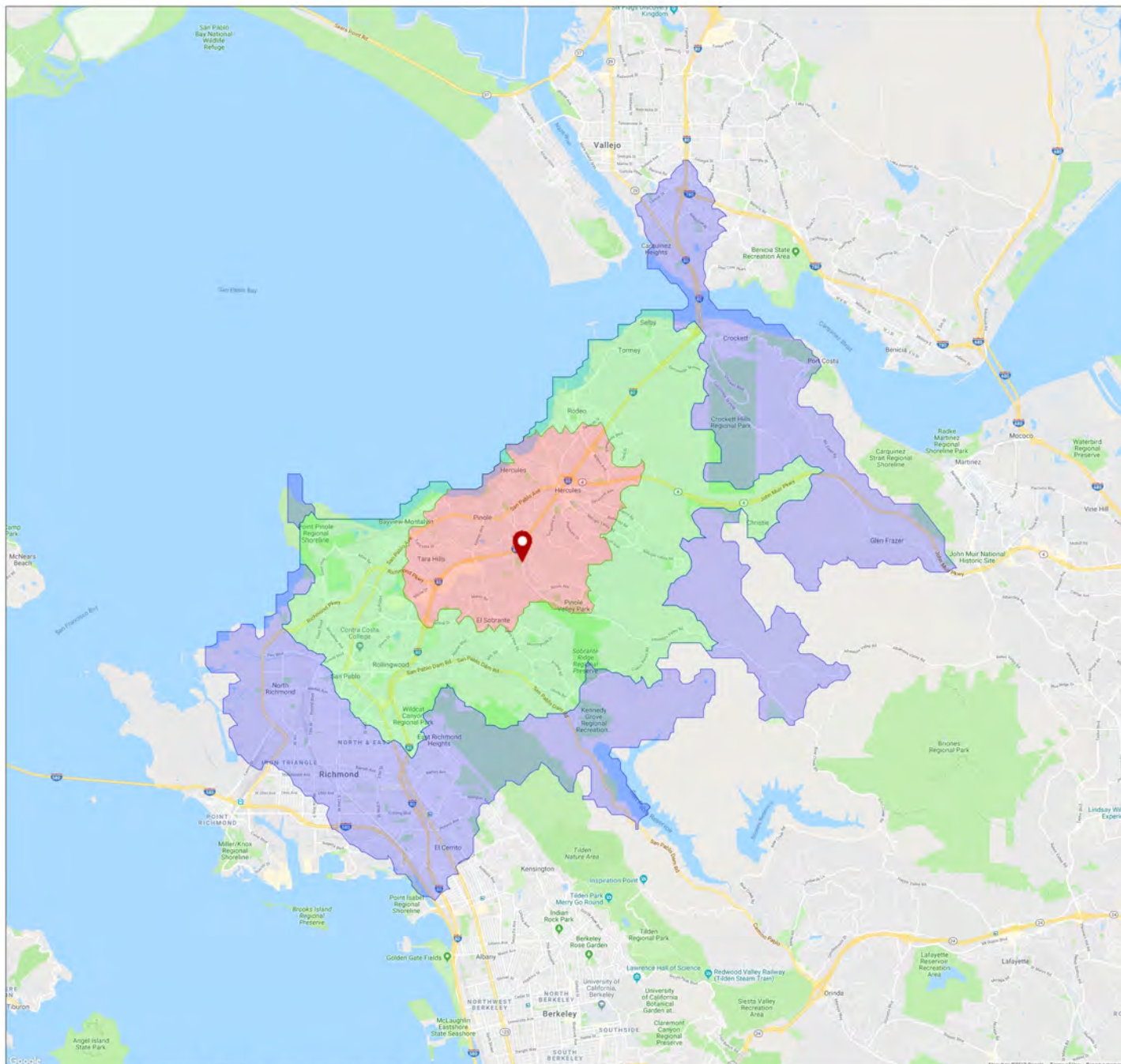
- n = 100 (Equilibrium)
- n > 100 suggests demand is not being fully met within the market, consumers are leaving the area to shop
- n < 100 suggests supply exceeds demand, attracting consumers from outside the defined area

I-80 and Pinole Valley Rd

ATTACHMENT A

INSIGHT
MARKET ANALYTICS
Hdl ECONsolutions

Drive Time: 5, 10, 15 Mins



Scale In Miles:



150 of 266

Consumer Demographic Profile

Site: I-80 and Pinole Valley Rd
Address: I-80 and Pinole Valley Rd | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Market Stats						
Population	53,096	---	138,443	---	243,763	---
5 Year Projected Pop	54,942	---	143,001	---	251,029	---
Pop Growth (%)	3.5%	---	3.3%	---	3.0%	---
Households	19,166	---	48,172	---	83,621	---
5 Year Projected HHs	19,907	---	49,867	---	86,183	---
HH Growth (%)	3.9%	---	3.5%	---	3.1%	---
Census Stats						
2000 Population	43,786	---	121,709	---	222,301	---
2010 Population	49,547	---	129,507	---	230,158	---
Pop Growth (%)	13.2%	---	6.4%	---	3.5%	---
2000 Households	15,314	---	41,699	---	75,768	---
2010 Households	17,678	---	44,773	---	78,712	---
HH Growth (%)	15.4%	---	7.4%	---	3.9%	---
Total Population by Age						
Average Age	41.0		40.3		39.2	
19 yrs & under	11,508	21.7%	30,922	22.3%	57,553	23.6%
20 to 24 yrs	4,516	8.5%	12,043	8.7%	21,725	8.9%
25 to 34 yrs	6,657	12.5%	17,905	12.9%	32,165	13.2%
35 to 44 yrs	6,549	12.3%	17,370	12.5%	31,767	13.0%
45 to 54 yrs	6,883	13.0%	17,869	12.9%	31,557	12.9%
55 to 64 yrs	7,684	14.5%	19,092	13.8%	31,448	12.9%
65 to 74 yrs	5,890	11.1%	14,609	10.6%	23,543	9.7%
75 to 84 yrs	2,593	4.9%	6,479	4.7%	10,429	4.3%
85 + yrs	817	1.5%	2,153	1.6%	3,576	1.5%
Population Bases						
20-34 yrs	11,173	21.0%	29,949	21.6%	53,890	22.1%
45-64 yrs	14,567	27.4%	36,961	26.7%	63,006	25.8%
16 yrs +	42,700	80.4%	110,638	79.9%	192,278	78.9%
25 yrs +	37,072	69.8%	95,478	69.0%	164,485	67.5%
65 yrs +	9,300	17.5%	23,242	16.8%	37,548	15.4%
75 yrs +	3,409	6.4%	8,633	6.2%	14,005	5.7%
85 yrs +	817	1.5%	2,153	1.6%	3,576	1.5%

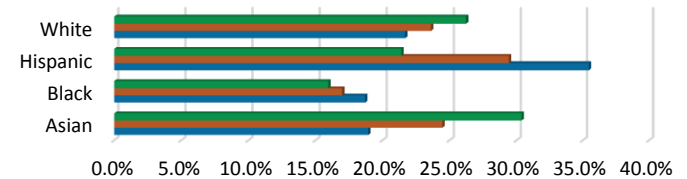


Consumer Demographic Profile

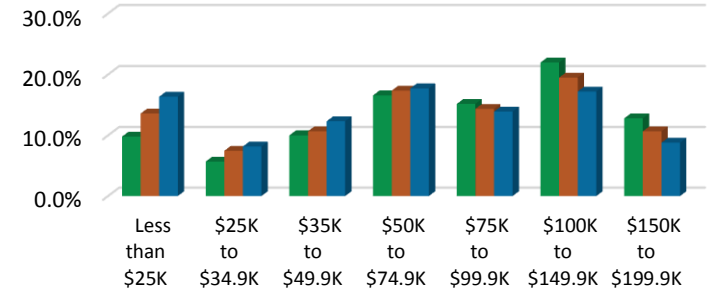
Site: I-80 and Pinole Valley Rd
Address: I-80 and Pinole Valley Rd | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Population by Race						
White	13,927	26.2%	32,692	23.6%	52,891	21.7%
Hispanic	11,368	21.4%	40,730	29.4%	86,402	35.4%
Black	8,479	16.0%	23,527	17.0%	45,610	18.7%
Asian	16,125	30.4%	33,863	24.5%	46,175	18.9%
Ancestry						
American Indian (ancestry)	168	0.3%	419	0.3%	773	0.3%
Hawaiin (ancestry)	226	0.4%	755	0.5%	1,356	0.6%
Household Income						
Per Capita Income	\$37,395	---	\$32,953	---	\$29,966	---
Average HH Income	\$103,600	---	\$94,705	---	\$87,354	---
Median HH Income	\$86,826	---	\$76,345	---	\$67,767	---
Less than \$25K	1,876	9.8%	6,552	13.6%	13,684	16.4%
\$25K to \$34.9K	1,088	5.7%	3,594	7.5%	6,822	8.2%
\$35K to \$49.9K	1,919	10.0%	5,144	10.7%	10,301	12.3%
\$50K to \$74.9K	3,180	16.6%	8,365	17.4%	14,827	17.7%
\$75K to \$99.9K	2,909	15.2%	6,924	14.4%	11,641	13.9%
\$100K to \$149.9K	4,212	22.0%	9,391	19.5%	14,397	17.2%
\$150K to \$199.9K	2,453	12.8%	5,137	10.7%	7,346	8.8%
\$200K +	1,529	8.0%	3,066	6.4%	4,605	5.5%
Education						
Less than 9th Grade	1,967	5.3%	8,583	9.0%	19,198	11.7%
Some HS, No Diploma	1,671	4.5%	5,948	6.2%	12,738	7.7%
HS Grad (or Equivalent)	6,867	18.5%	20,070	21.0%	35,688	21.7%
Some College, No Degree	9,886	26.7%	23,976	25.1%	38,370	23.3%
Associate Degree	3,744	10.1%	9,144	9.6%	13,880	8.4%
Bachelor Degree	8,723	23.5%	19,154	20.1%	29,764	18.1%
Graduates Degree	2,910	7.8%	5,780	6.1%	9,825	6.0%

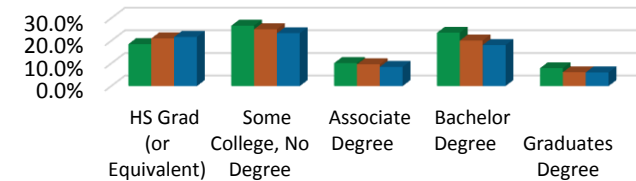
Ethnic Breakdown



Household Income Levels - %



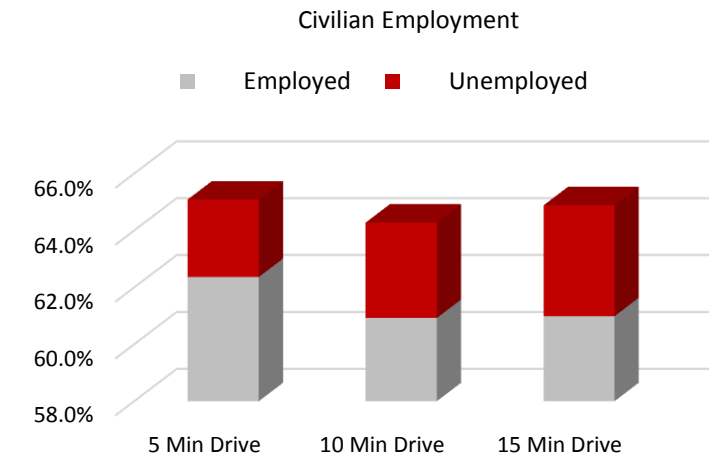
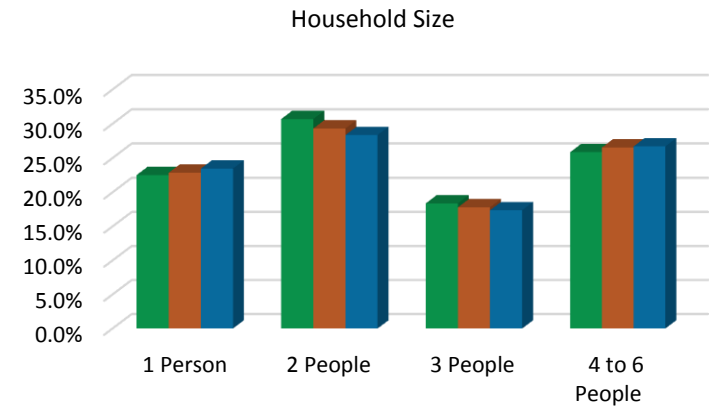
Education



Consumer Demographic Profile

Site: I-80 and Pinole Valley Rd
Address: I-80 and Pinole Valley Rd | Pinole CA
Date Report Created: 6/20/2019

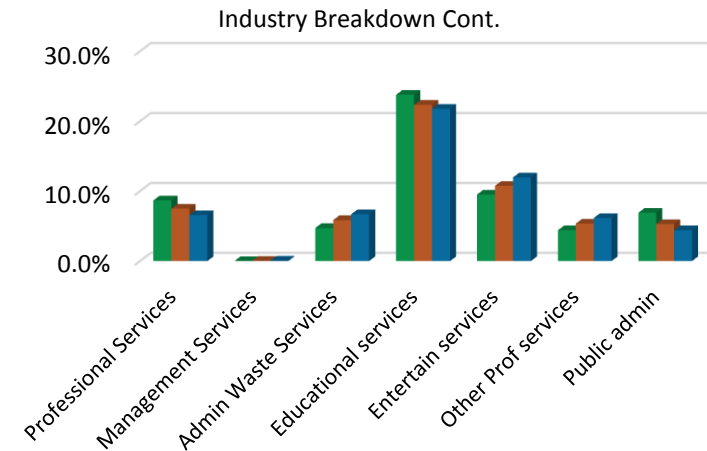
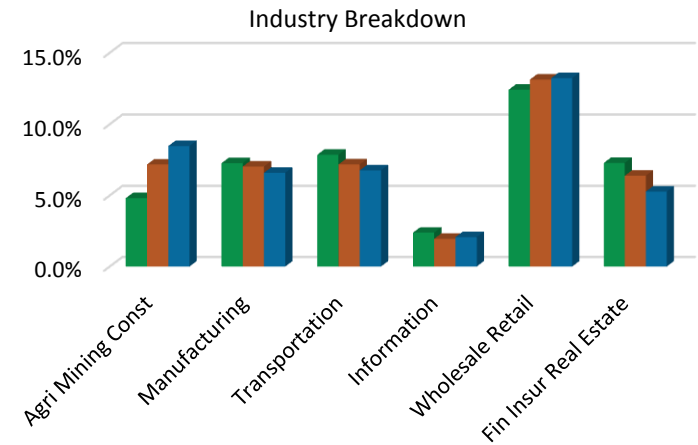
	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Family Structure	13,744		34,315		58,510	
Single - Male	497	3.6%	1,815	5.3%	3,165	5.4%
Single - Female	1,603	11.7%	4,273	12.5%	8,083	13.8%
Single Parent - Male	326	2.4%	1,033	3.0%	2,034	3.5%
Single Parent - Female	1,136	8.3%	3,471	10.1%	6,831	11.7%
Married w/ Children	3,887	28.3%	9,365	27.3%	16,157	27.6%
Married w/out Children	6,295	45.8%	14,357	41.8%	22,240	38.0%
Household Size						
1 Person	4,315	22.5%	11,015	22.9%	19,617	23.5%
2 People	5,882	30.7%	14,123	29.3%	23,704	28.3%
3 People	3,523	18.4%	8,576	17.8%	14,531	17.4%
4 to 6 People	4,956	25.9%	12,786	26.5%	22,330	26.7%
7+ People	489	2.6%	1,673	3.5%	3,439	4.1%
Home Ownership	19,166		48,172		83,621	
Owners	13,204	68.9%	31,399	65.2%	49,866	59.6%
Renters	5,962	31.1%	16,773	34.8%	33,755	40.4%
Components of Change						
Births	601	1.1%	1,586	1.1%	2,865	1.2%
Deaths	429	0.8%	1,059	0.8%	1,754	0.7%
Migration	126	0.2%	-443	-0.3%	-811	-0.3%
Employment (Pop 16+)	42,700		110,638		192,278	
Armed Services	53	0.1%	145	0.1%	217	0.1%
Civilian	27,793	65.1%	71,117	64.3%	124,762	64.9%
Employed	26,630	62.4%	67,407	60.9%	117,265	61.0%
Unemployed	1,162	2.7%	3,710	3.4%	7,498	3.9%
Not in Labor Force	14,855	34.8%	39,376	35.6%	67,298	35.0%
Employed Population	26,630		67,407		117,265	
White Collar	18,034	67.7%	41,306	61.3%	66,487	56.7%
Blue Collar	8,596	32.3%	26,101	38.7%	50,778	43.3%



Consumer Demographic Profile

Site: I-80 and Pinole Valley Rd
Address: I-80 and Pinole Valley Rd | Pinole CA
Date Report Created: 6/20/2019

	5 Min Drive		10 Min Drive		15 Min Drive	
	#	%	#	%	#	%
Employment By Occupation	26,630		67,407		117,265	
White Collar	18,034	67.7%	41,306	61.3%	66,487	56.7%
Managerial executive	4,086	15.3%	9,031	13.4%	13,970	11.9%
Prof specialty	6,218	23.3%	13,577	20.1%	21,995	18.8%
Healthcare support	566	2.1%	1,583	2.3%	2,599	2.2%
Sales	2,596	9.7%	6,204	9.2%	10,958	9.3%
Office Admin	4,569	17.2%	10,910	16.2%	16,964	14.5%
Blue Collar	8,596	32.3%	26,101	38.7%	50,778	43.3%
Protective	904	3.4%	1,811	2.7%	2,879	2.5%
Food Prep Serving	1,309	4.9%	4,474	6.6%	8,588	7.3%
Bldg Maint/Cleaning	917	3.4%	3,553	5.3%	8,263	7.0%
Personal Care	1,215	4.6%	3,053	4.5%	5,675	4.8%
Farming/Fishing/Forestry	10	0.0%	109	0.2%	368	0.3%
Construction	1,760	6.6%	5,834	8.7%	11,815	10.1%
Production Transp	2,480	9.3%	7,268	10.8%	13,190	11.2%
Employment By Industry	26,630		67,407		117,265	
Agri Mining Const	1,280	4.8%	4,836	7.2%	9,936	8.5%
Manufacturing	1,935	7.3%	4,740	7.0%	7,735	6.6%
Transportation	2,093	7.9%	4,839	7.2%	7,931	6.8%
Information	633	2.4%	1,315	2.0%	2,423	2.1%
Wholesale Retail	3,305	12.4%	8,847	13.1%	15,502	13.2%
Fin Insur Real Estate	1,940	7.3%	4,302	6.4%	6,177	5.3%
Professional Services	2,312	8.7%	5,062	7.5%	7,698	6.6%
Management Services	0	0.0%	24	0.0%	61	0.1%
Admin Waste Services	1,258	4.7%	3,949	5.9%	7,855	6.7%
Educational services	6,331	23.8%	15,064	22.3%	25,546	21.8%
Entertain services	2,531	9.5%	7,250	10.8%	14,014	12.0%
Other Prof services	1,173	4.4%	3,609	5.4%	7,226	6.2%
Public admin	1,840	6.9%	3,569	5.3%	5,160	4.4%



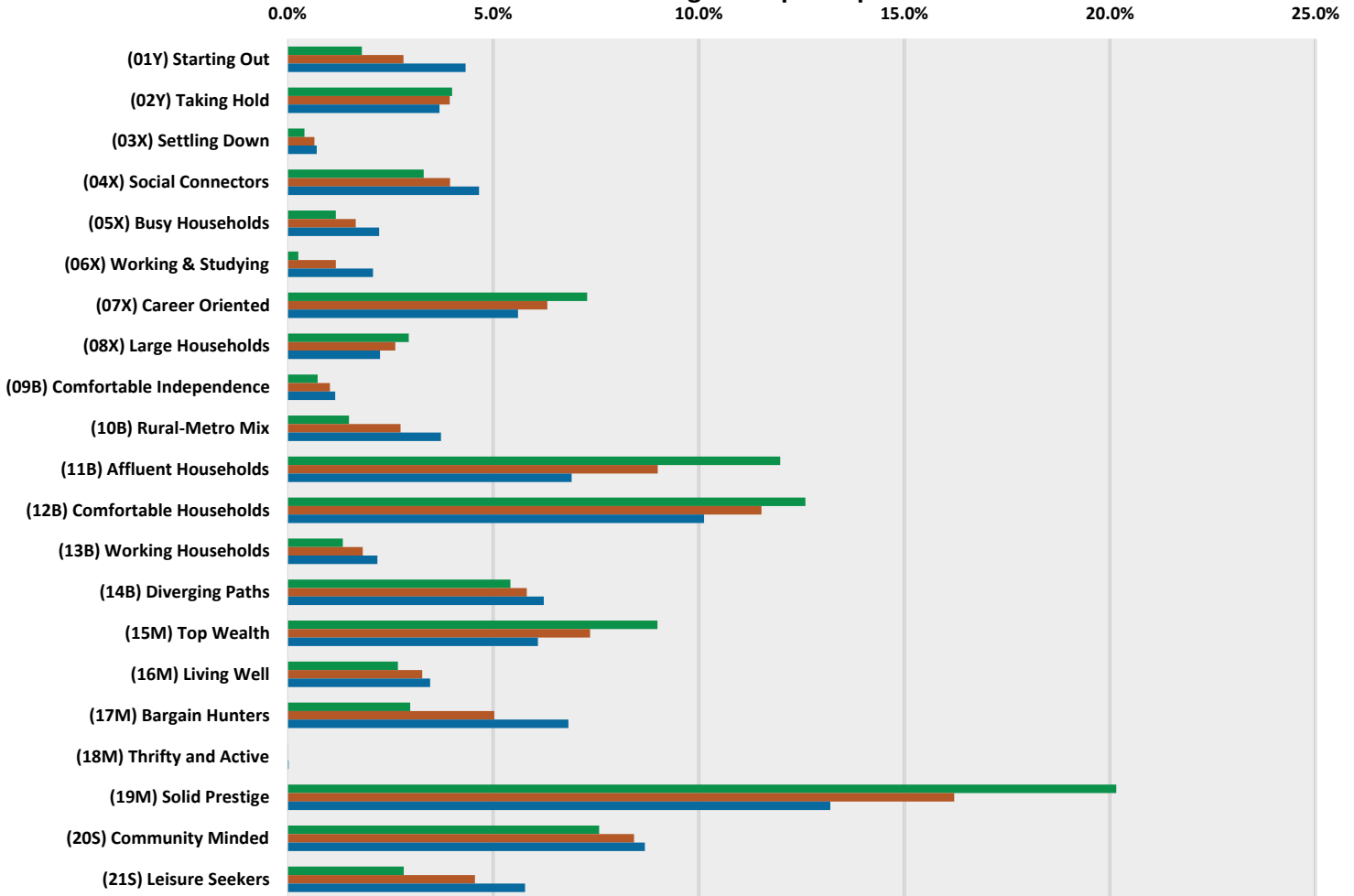
Household Segmentation Profile

Site: I-80 and Pinole Valley Rd
 Address: I-80 and Pinole Valley Rd | Pinole CA
 Date: 6/20/2019



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	5 Min Drive	10 Min Drive	15 Min Drive

Household Lifestage Group Comparison



	Trade Area 1:	Trade Area 2:	Trade Area 3:
	5 Min Drive	10 Min Drive	15 Min Drive
Total Households	18,087 100%	45,794 100%	80,396 100%

Rank *	Cluster	Lifestage Group	Households	%	Households	%	Households	%
1	09- Busy Schedules	(19M) Solid Prestige	1,576	8.7%	3,172	6.9%	4,576	5.7%
2	04- Top Professionals	(11B) Affluent Households	1,563	8.6%	2,769	6.0%	3,650	4.5%
3	08- Solid Surroundings	(19M) Solid Prestige	1,500	8.3%	3,051	6.7%	4,322	5.4%
4	03- Corporate Connected	(15M) Top Wealth	1,258	7.0%	2,344	5.1%	3,333	4.1%
5	17- Firmly Established	(12B) Comfortable Households	1,167	6.5%	2,673	5.8%	4,033	5.0%
6	13- Work & Play	(12B) Comfortable Households	1,111	6.1%	2,605	5.7%	4,113	5.1%
7	36- Persistent & Productive	(20S) Community Minded	843	4.7%	2,269	5.0%	4,146	5.2%
8	33- Urban Diversity	(14B) Diverging Paths	801	4.4%	2,067	4.5%	3,851	4.8%
9	26- Getting Established	(07X) Career Oriented	608	3.4%	1,385	3.0%	2,389	3.0%
10	05- Active & Involved	(19M) Solid Prestige	570	3.2%	1,203	2.6%	1,717	2.1%

* Rank is based on Trade Area 1 cluster size

Uses the Personix household segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: I-80 and Pinole Valley Rd | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		18,087	100%	45,794	100%	80,396	100%
Lifestage Group	Cluster Name	5 Min Drive		10 Min Drive		15 Min Drive	
(01Y) Starting Out		327	1.8%	1,290	2.8%	3,483	4.3%
	39- Setting Goals	39	0.2%	186	0.4%	556	0.7%
	45- Offices & Entertainment	75	0.4%	279	0.6%	592	0.7%
	57- Collegiate Crowd	117	0.6%	434	0.9%	1,097	1.4%
	58- Outdoor Fervor	0	0.0%	0	0.0%	15	0.0%
	67- First Steps	95	0.5%	391	0.9%	1,222	1.5%
(02Y) Taking Hold		724	4.0%	1,808	3.9%	2,969	3.7%
	18- Climbing the Ladder	76	0.4%	149	0.3%	225	0.3%
	21- Children First	116	0.6%	368	0.8%	655	0.8%
	24- Career Building	493	2.7%	1,158	2.5%	1,833	2.3%
	30- Out & About	39	0.2%	133	0.3%	256	0.3%
(03X) Settling Down		75	0.4%	301	0.7%	572	0.7%
	34- Outward Bound	0	0.0%	1	0.0%	3	0.0%
	41- Rural Adventure	1	0.0%	18	0.0%	32	0.0%
	46- Rural & Active	75	0.4%	281	0.6%	537	0.7%
(04X) Social Connectors		599	3.3%	1,810	4.0%	3,742	4.7%
	42- Creative Variety	113	0.6%	412	0.9%	929	1.2%
	52- Stylish & Striving	169	0.9%	560	1.2%	1,156	1.4%
	59- Mobile Mixers	317	1.8%	838	1.8%	1,658	2.1%
(05X) Busy Households		212	1.2%	761	1.7%	1,790	2.2%
	37- Firm Foundations	88	0.5%	290	0.6%	617	0.8%
	62- Movies & Sports	124	0.7%	470	1.0%	1,173	1.5%
(06X) Working & Studying		47	0.3%	536	1.2%	1,674	2.1%
	61- City Life	4	0.0%	113	0.2%	357	0.4%
	69- Productive Havens	15	0.1%	120	0.3%	465	0.6%
	70- Favorably Frugal	29	0.2%	303	0.7%	853	1.1%
(07X) Career Oriented		1,318	7.3%	2,894	6.3%	4,506	5.6%
	06- Casual Comfort	376	2.1%	792	1.7%	1,041	1.3%
	10- Careers & Travel	232	1.3%	479	1.0%	706	0.9%
	20- Carving Out Time	102	0.6%	238	0.5%	370	0.5%
	26- Getting Established	608	3.4%	1,385	3.0%	2,389	3.0%
(08X) Large Households		533	2.9%	1,200	2.6%	1,809	2.3%
	11- Schools & Shopping	124	0.7%	289	0.6%	404	0.5%
	12- On the Go	183	1.0%	376	0.8%	590	0.7%
	19- Country Comfort	0	0.0%	4	0.0%	19	0.0%
	27- Tenured Proprietors	225	1.2%	531	1.2%	796	1.0%
(09B) Comfortable Independence		133	0.7%	473	1.0%	934	1.2%
	29- City Mixers	1	0.0%	1	0.0%	3	0.0%
	35- Working & Active	72	0.4%	253	0.6%	492	0.6%
	56- Metro Active	60	0.3%	219	0.5%	439	0.5%
(10B) Rural-Metro Mix		271	1.5%	1,259	2.7%	2,998	3.7%
	47- Rural Parents	0	0.0%	1	0.0%	23	0.0%
	53- Metro Strivers	269	1.5%	1,255	2.7%	2,957	3.7%
	60- Rural & Mobile	2	0.0%	3	0.0%	19	0.0%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Household Segmentation Profile

Market: I-80 and Pinole Valley Rd | Pinole CA

Date: 6/20/2019

TOTAL HOUSEHOLDS		18,087	100%	45,794	100%	80,396	100%
Lifestage Group	Cluster Name	5 Min Drive		10 Min Drive		15 Min Drive	
(11B) Affluent Households		2,168	12.0%	4,125	9.0%	5,558	6.9%
	01- Summit Estates	232	1.3%	650	1.4%	959	1.2%
	04- Top Professionals	1,563	8.6%	2,769	6.0%	3,650	4.5%
	07- Active Lifestyles	372	2.1%	707	1.5%	950	1.2%
(12B) Comfortable Households		2,278	12.6%	5,278	11.5%	8,147	10.1%
	13- Work & Play	1,111	6.1%	2,605	5.7%	4,113	5.1%
	17- Firmly Established	1,167	6.5%	2,673	5.8%	4,033	5.0%
(13B) Working Households		243	1.3%	837	1.8%	1,756	2.2%
	38- Occupational Mix	243	1.3%	837	1.8%	1,749	2.2%
	48- Farm & Home	0	0.0%	0	0.0%	7	0.0%
(14B) Diverging Paths		980	5.4%	2,666	5.8%	5,010	6.2%
	16- Country Enthusiasts	0	0.0%	2	0.0%	20	0.0%
	22- Comfortable Cornerstones	83	0.5%	255	0.6%	426	0.5%
	31- Mid-Americana	92	0.5%	304	0.7%	569	0.7%
	32- Metro Mix	4	0.0%	39	0.1%	145	0.2%
	33- Urban Diversity	801	4.4%	2,067	4.5%	3,851	4.8%
(15M) Top Wealth		1,628	9.0%	3,371	7.4%	4,899	6.1%
	02- Established Elite	370	2.0%	1,027	2.2%	1,566	1.9%
	03- Corporate Connected	1,258	7.0%	2,344	5.1%	3,333	4.1%
(16M) Living Well		486	2.7%	1,502	3.3%	2,787	3.5%
	14- Career Centered	360	2.0%	1,115	2.4%	2,091	2.6%
	15- Country Ways	0	0.0%	2	0.0%	7	0.0%
	23- Good Neighbors	126	0.7%	385	0.8%	689	0.9%
(17M) Bargain Hunters		540	3.0%	2,304	5.0%	5,491	6.8%
	43- Work & Causes	103	0.6%	425	0.9%	923	1.1%
	44- Open Houses	118	0.7%	476	1.0%	1,051	1.3%
	55- Community Life	100	0.6%	374	0.8%	762	0.9%
	63- Staying Home	196	1.1%	896	2.0%	2,260	2.8%
	68- Staying Healthy	24	0.1%	134	0.3%	496	0.6%
(18M) Thrifty & Active		0	0.0%	3	0.0%	23	0.0%
	40- Great Outdoors	0	0.0%	0	0.0%	5	0.0%
	50- Rural Community	0	0.0%	2	0.0%	10	0.0%
	54- Work & Outdoors	0	0.0%	1	0.0%	8	0.0%
(19M) Solid Prestige		3,646	20.2%	7,427	16.2%	10,616	13.2%
	05- Active & Involved	570	3.2%	1,203	2.6%	1,717	2.1%
	08- Solid Surroundings	1,500	8.3%	3,051	6.7%	4,322	5.4%
	09- Busy Schedules	1,576	8.7%	3,172	6.9%	4,576	5.7%
(20S) Community Minded		1,370	7.6%	3,858	8.4%	6,988	8.7%
	25- Clubs & Causes	277	1.5%	872	1.9%	1,579	2.0%
	28- Community Pillars	251	1.4%	717	1.6%	1,263	1.6%
	36- Persistent & Productive	843	4.7%	2,269	5.0%	4,146	5.2%
(21S) Leisure Seekers		511	2.8%	2,089	4.6%	4,644	5.8%
	49- Home & Garden	102	0.6%	379	0.8%	759	0.9%
	51- Role Models	135	0.7%	463	1.0%	924	1.1%
	64- Practical & Careful	65	0.4%	303	0.7%	599	0.7%
	65- Hobbies & Shopping	105	0.6%	515	1.1%	1,338	1.7%
	66- Helping Hands	104	0.6%	429	0.9%	1,024	1.3%

Uses the Personix household life stage segmentation system. More information about each cluster and lifestage group is available by clicking on the respective category.

Employment Profile

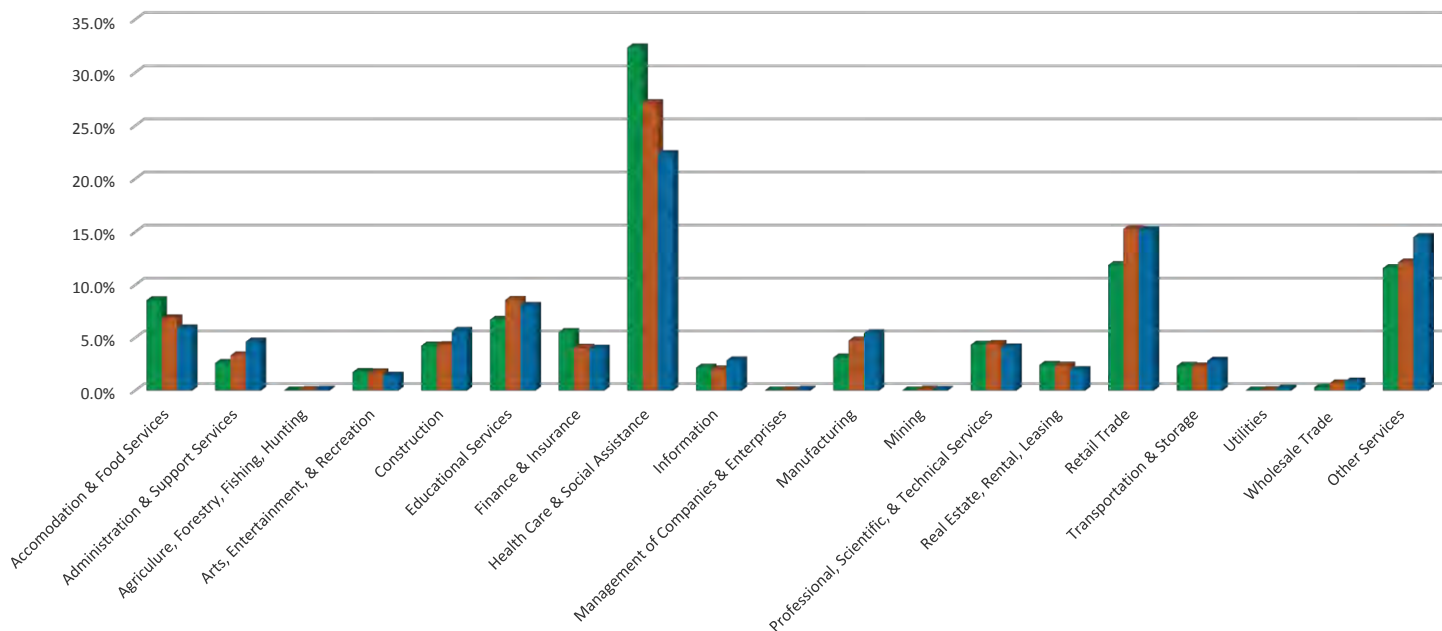
Site: I-80 and Pinole Valley Rd
 Address: I-80 and Pinole Valley Rd | Pinole CA
 Date Report Created: 6/20/2019

ATTACHMENT A

	5 Min Drive		10 Min Drive		15 Min Drive	
Daytime Population	40,217		115,368		200,269	
Student Population	8,908		34,029		51,231	
Median Employee Salary	53,767		52,453		51,447	
Average Employee Salary	64,233		61,660		60,537	
Wages	#		#		#	
Salary/Wage per Employee per Annum						
Under \$15,000 CrYr	232	1.7%	816	2.5%	1,704	2.7%
15,000 to 30,000 CrYr	322	2.4%	843	2.6%	2,020	3.2%
30,000 to 45,000 CrYr	4,511	33.9%	11,694	35.9%	22,652	35.7%
45,000 to 60,000 CrYr	2,669	20.1%	6,331	19.4%	12,590	19.9%
60,000 to 75,000 CrYr	1,790	13.4%	4,157	12.8%	7,817	12.3%
75,000 to 90,000 CrYr	1,331	10.0%	3,106	9.5%	6,249	9.9%
90,000 to 100,000 CrYr	334	2.5%	860	2.6%	1,933	3.0%
Over 100,000 CrYr	2,124	16.0%	4,745	14.6%	8,445	13.3%

Industry Groups

Employee's by Industry



	Establishments		Employee's		Establishments		Employee's		Establishments		Employee's	
	#	%	#	%	#	%	#	%	#	%	#	%
Total	838	100%	13,313	100%	2,008	100%	32,552	100%	3,551	100%	63,409	100%
Accommodation & Food Services	60	7.2%	1,141	8.6%	134	6.7%	2,228	6.8%	221	6.2%	3,733	5.9%
Administration & Support Services	26	3.1%	348	2.6%	66	3.3%	1,082	3.3%	117	3.3%	2,939	4.6%
Agriculture, Forestry, Fishing, Hunting	0	0.0%	0	0.0%	2	0.1%	16	0.0%	6	0.2%	48	0.1%
Arts, Entertainment, & Recreation	22	2.6%	233	1.7%	47	2.3%	559	1.7%	75	2.1%	898	1.4%
Construction	38	4.5%	567	4.3%	100	5.0%	1,397	4.3%	183	5.2%	3,586	5.7%
Educational Services	29	3.5%	893	6.7%	73	3.6%	2,794	8.6%	125	3.5%	5,080	8.0%
Finance & Insurance	59	7.0%	737	5.5%	118	5.9%	1,316	4.0%	161	4.5%	2,519	4.0%
Health Care & Social Assistance	213	25.4%	4,308	32.4%	443	22.1%	8,832	27.1%	686	19.3%	14,154	22.3%
Information	11	1.3%	289	2.2%	30	1.5%	649	2.0%	55	1.6%	1,812	2.9%
Management of Companies & Enterprises	0	0.0%	0	0.0%	1	0.0%	4	0.0%	2	0.1%	48	0.1%
Manufacturing	18	2.2%	417	3.1%	59	2.9%	1,541	4.7%	129	3.6%	3,441	5.4%
Mining	0	0.0%	0	0.0%	2	0.1%	30	0.1%	3	0.1%	39	0.1%
Professional, Scientific, & Technical Services	72	8.6%	577	4.3%	156	7.8%	1,434	4.4%	260	7.3%	2,589	4.1%
Real Estate, Rental, Leasing	47	5.6%	324	2.4%	106	5.3%	769	2.4%	164	4.6%	1,230	1.9%
Retail Trade	92	11.0%	1,582	11.9%	261	13.0%	4,977	15.3%	498	14.0%	9,628	15.2%
Transportation & Storage	11	1.3%	312	2.3%	35	1.7%	743	2.3%	69	1.9%	1,784	2.8%
Utilities	0	0.0%	0	0.0%	1	0.0%	12	0.0%	4	0.1%	139	0.2%
Wholesale Trade	8	0.9%	40	0.3%	21	1.0%	220	0.7%	53	1.5%	538	0.8%
Other Services	132	15.7%	1,545	11.6%	353	17.6%	3,949	12.1%	739	20.8%	9,204	14.5%

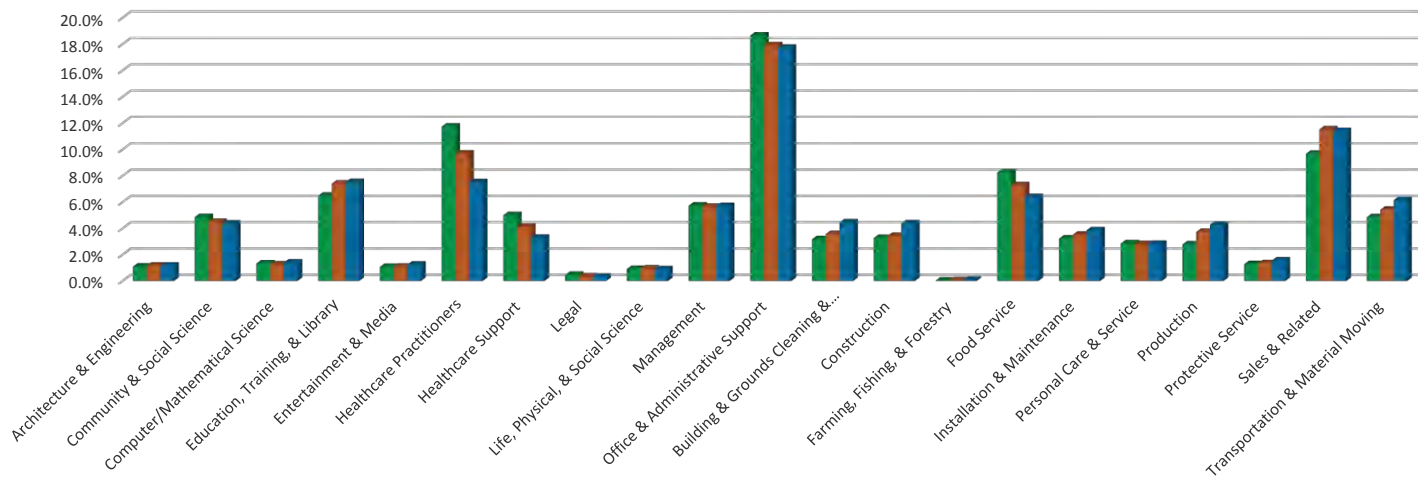
Employment Profile

Site: I-80 and Pinole Valley Rd
Address: I-80 and Pinole Valley Rd | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

	5 Min Drive		10 Min Drive		15 Min Drive	
Occupations	# of Employee's		# of Employee's		# of Employee's	
White Collar	8,044	60.4%	18,572	57.1%	34,461	54.3%
Architecture & Engineering	144	1.1%	375	1.2%	731	1.2%
Community & Social Science	646	4.9%	1,459	4.5%	2,760	4.4%
Computer/Mathematical Science	176	1.3%	404	1.2%	882	1.4%
Education, Training, & Library	862	6.5%	2,410	7.4%	4,764	7.5%
Entertainment & Media	142	1.1%	350	1.1%	782	1.2%
Healthcare Practitioners	1,561	11.7%	3,151	9.7%	4,757	7.5%
Healthcare Support	665	5.0%	1,340	4.1%	2,075	3.3%
Legal	60	0.4%	107	0.3%	195	0.3%
Life, Physical, & Social Science	120	0.9%	304	0.9%	552	0.9%
Management	762	5.7%	1,835	5.6%	3,604	5.7%
Office & Administrative Support	2,483	18.7%	5,827	17.9%	11,230	17.7%
Blue Collar	5,235	39.3%	13,862	42.6%	28,707	45.3%
Building & Grounds Cleaning & Maintenance	422	3.2%	1,161	3.6%	2,821	4.4%
Construction	434	3.3%	1,114	3.4%	2,773	4.4%
Farming, Fishing, & Forestry	3	0.0%	12	0.0%	51	0.1%
Food Service	1,099	8.3%	2,369	7.3%	4,043	6.4%
Installation & Maintenance	428	3.2%	1,143	3.5%	2,437	3.8%
Personal Care & Service	379	2.8%	910	2.8%	1,782	2.8%
Production	369	2.8%	1,211	3.7%	2,704	4.3%
Protective Service	169	1.3%	433	1.3%	977	1.5%
Sales & Related	1,287	9.7%	3,749	11.5%	7,221	11.4%
Transportation & Material Moving	644	4.8%	1,760	5.4%	3,898	6.1%
Military Services	34	0.3%	118	0.4%	241	0.4%

Employee's by Occupation



Employee Totals and History	#	#	#
Current	13,313	32,552	63,409
2018 Q3	12,593	30,320	59,437
2018 Q2	13,083	31,929	62,404
2018 Q1	13,683	33,233	64,856
2017 Q4	14,045	33,778	65,511
2017 Q3	13,250	31,852	62,095
2017 Q2	13,980	34,060	65,977
2017 Q1	13,868	33,872	65,695
2016 Q4	13,948	34,129	66,315

Demographics

Population	53,096
5-Year Population estimate	54,942
Population Households	52,984
Group Quarters Population	112
Households	19,166
5-Year Households estimate	19,907
WorkPlace Establishments	838
Workplace Employees	13,313
Median Household Income	\$86,826

5 Min Drive	10 Min Drive	15 Min Drive
Population	138,443	243,763
5-Year Population estimate	143,001	251,029
Population Households	137,044	241,488
Group Quarters Population	1,399	2,275
Households	48,172	83,621
5-Year Households estimate	49,867	86,183
WorkPlace Establishments	2,008	3,551
Workplace Employees	32,552	63,409
Median Household Income	\$76,345	\$67,767

By Establishments

Furniture Stores	\$11,036,404	\$0	(\$11,036,404)	-100%
Lawn/Garden Equipment/Supplies Stores	\$6,610,933	\$0	(\$6,610,933)	-100%
Electronic Shopping/Mail Order Houses	\$136,773,745	\$0	(\$136,773,745)	-100%
Vending Machine Operators (Non-Store)	\$6,300,803	\$0	(\$6,300,803)	-100%
Florists/Misc. Store Retailers	\$1,393,892	\$21,938	(\$1,371,954)	-98%
Jewelry/Luggage/Leather Goods	\$6,180,294	\$193,695	(\$5,986,599)	-97%
Other Motor Vehicle Dealers	\$12,254,804	\$1,569,060	(\$10,685,745)	-87%
Grocery Stores	\$104,360,813	\$13,532,216	(\$90,828,597)	-87%
Shoe Stores	\$6,256,115	\$1,180,182	(\$5,075,933)	-81%
Clothing Stores	\$45,277,085	\$10,198,556	(\$35,078,529)	-77%
Other Misc. Store Retailers	\$14,644,326	\$3,302,297	(\$11,342,029)	-77%
Used Merchandise Stores	\$3,388,454	\$1,015,021	(\$2,373,433)	-70%
Direct Selling Establishments	\$5,003,118	\$1,678,116	(\$3,325,002)	-66%
Sporting Goods/Hobby/Musical Instrument	\$11,074,622	\$4,063,453	(\$7,011,169)	-63%
Office Supplies/Stationary/Gift	\$5,025,620	\$2,476,255	(\$2,549,365)	-51%
Automotive Parts/Accessories/Tire	\$15,770,159	\$8,380,409	(\$7,389,750)	-47%
Automotive Dealers	\$196,990,140	\$106,577,404	(\$90,412,736)	-46%
Health/Personal Care Stores	\$54,113,820	\$29,458,758	(\$24,655,062)	-46%
Special Food Services	\$9,694,827	\$6,063,006	(\$3,631,820)	-37%
Other General Merchandise Stores	\$106,981,066	\$69,726,265	(\$37,254,801)	-35%
Beer/Wine/Liquor Stores	\$8,762,894	\$5,825,781	(\$2,937,113)	-34%
Home Furnishing Stores	\$10,113,763	\$7,058,179	(\$3,055,584)	-30%
Specialty Food Stores	\$6,189,983	\$4,438,174	(\$1,751,809)	-28%
Book/Periodical/Music Stores	\$3,128,763	\$2,396,842	(\$731,921)	-23%
Bar/Drinking Places (Alcoholic Beverages)	\$2,587,862	\$2,108,469	(\$479,393)	-19%
Electronics/Appliance	\$16,553,373	\$13,765,483	(\$2,787,890)	-17%
Department Stores	\$24,348,113	\$20,357,405	(\$3,990,709)	-16%
Full-Service Restaurants	\$44,847,860	\$43,084,146	(\$1,763,714)	-4%
Limited-Service Eating Places	\$46,428,669	\$48,278,216	\$1,849,547	4%
Building Material/Supplies Dealers	\$55,830,474	\$61,470,357	\$5,639,884	10%
Gasoline Stations	\$79,099,767	\$98,805,993	\$19,706,226	25%

Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
\$11,036,404	\$0	(\$11,036,404)	-100%	\$28,108,853	\$0	(\$28,108,853)	-100%	\$48,450,098	\$6,717,620	(\$41,732,478)	-86%
\$6,610,933	\$0	(\$6,610,933)	-100%	\$16,890,685	\$6,632,012	(\$10,258,673)	-61%	\$29,281,440	\$14,802,238	(\$14,479,202)	-49%
\$136,773,745	\$0	(\$136,773,745)	-100%	\$349,152,958	\$61,029,002	(\$288,123,956)	-83%	\$610,693,006	\$108,357,616	(\$502,335,390)	-82%
\$6,300,803	\$0	(\$6,300,803)	-100%	\$16,121,540	\$3,173,585	(\$12,947,955)	-80%	\$28,123,448	\$3,173,585	(\$24,949,863)	-89%
\$1,393,892	\$21,938	(\$1,371,954)	-98%	\$3,563,833	\$212,032	(\$3,351,801)	-94%	\$6,181,548	\$1,271,232	(\$4,910,316)	-79%
\$6,180,294	\$193,695	(\$5,986,599)	-97%	\$15,808,843	\$7,719,967	(\$8,088,876)	-51%	\$27,383,592	\$11,351,404	(\$16,032,188)	-59%
\$12,254,804	\$1,569,060	(\$10,685,745)	-87%	\$31,155,307	\$5,482,744	(\$25,672,563)	-82%	\$53,548,603	\$7,694,352	(\$45,854,251)	-86%
\$104,360,813	\$13,532,216	(\$90,828,597)	-87%	\$267,655,985	\$196,543,724	(\$71,112,260)	-27%	\$466,652,315	\$486,234,712	\$19,582,397	4%
\$6,256,115	\$1,180,182	(\$5,075,933)	-81%	\$15,885,858	\$9,834,851	(\$6,051,007)	-38%	\$27,313,059	\$9,885,754	(\$17,427,305)	-64%
\$45,277,085	\$10,198,556	(\$35,078,529)	-77%	\$115,555,120	\$45,678,046	(\$69,877,074)	-60%	\$199,803,625	\$87,024,761	(\$112,778,864)	-56%
\$14,644,326	\$3,302,297	(\$11,342,029)	-77%	\$37,293,239	\$19,098,324	(\$18,194,916)	-49%	\$64,443,579	\$31,615,111	(\$32,828,468)	-51%
\$3,388,454	\$1,015,021	(\$2,373,433)	-70%	\$8,654,583	\$3,511,964	(\$5,142,620)	-59%	\$14,976,012	\$7,235,765	(\$7,740,246)	-52%
\$5,003,118	\$1,678,116	(\$3,325,002)	-66%	\$12,888,099	\$7,304,156	(\$5,583,943)	-43%	\$22,531,929	\$20,130,908	(\$2,401,021)	-11%
\$11,074,622	\$4,063,453	(\$7,011,169)	-63%	\$28,252,894	\$11,608,153	(\$16,644,741)	-59%	\$48,857,722	\$19,855,086	(\$29,002,636)	-59%
\$5,025,620	\$2,476,255	(\$2,549,365)	-51%	\$12,788,556	\$9,653,897	(\$3,134,659)	-25%	\$22,240,431	\$18,268,487	(\$3,971,943)	-18%
\$15,770,159	\$8,380,409	(\$7,389,750)	-47%	\$40,714,064	\$21,224,768	(\$19,489,296)	-48%	\$71,279,812	\$47,255,286	(\$24,024,526)	-34%
\$196,990,140	\$106,577,404	(\$90,412,736)	-46%	\$501,077,581	\$246,992,767	(\$254,084,813)	-51%	\$860,934,751	\$516,878,777	(\$344,055,974)	-40%
\$54,113,820	\$29,458,758	(\$24,655,062)	-46%	\$139,597,758	\$76,718,022	(\$62,879,736)	-45%	\$244,534,306	\$145,599,520	(\$98,934,786)	-40%
\$9,694,827	\$6,063,006	(\$3,631,820)	-37%	\$24,199,781	\$13,521,186	(\$10,678,595)	-44%	\$42,412,843	\$20,564,921	(\$21,847,923)	-52%
\$106,981,066	\$69,726,265	(\$37,254,801)	-35%	\$274,341,503	\$210,929,926	(\$63,411,578)	-23%	\$478,164,011	\$643,894,220	\$165,730,210	35%
\$8,762,894	\$5,825,781	(\$2,937,113)	-34%	\$22,359,535	\$16,224,667	(\$6,134,868)	-27%	\$38,720,133	\$27,767,470	(\$10,952,663)	-28%
\$10,113,763	\$7,058,179	(\$3,055,584)	-30%	\$25,891,788	\$10,980,262	(\$14,911,526)	-58%	\$44,972,237	\$34,279,221	(\$10,693,016)	-24%
\$6,189,983	\$4,438,174	(\$1,751,809)	-28%	\$15,873,697	\$7,187,827	(\$8,685,870)	-55%	\$27,681,751	\$21,893,940	(\$5,787,811)	-21%
\$3,128,763	\$2,396,842	(\$731,921)	-23%	\$8,034,808	\$6,460,014	(\$1,574,794)	-20%	\$14,023,082	\$8,432,273	(\$5,590,809)	-40%
\$2,587,862	\$2,108,469	(\$479,393)	-19%	\$6,332,609	\$7,317,019	\$984,410	16%	\$11,494,502	\$7,738,488	(\$3,756,014)	-33%
\$16,553,373	\$13,765,483	(\$2,787,890)	-17%	\$41,696,360	\$20,224,237	(\$21,472,124)	-51%	\$73,270,216	\$22,714,230	(\$50,555,986)	-69%
\$24,348,113	\$20,357,405	(\$3,990,709)	-16%	\$62,293,777	\$89,157,453	\$26,863,676	43%	\$108,173,714	\$99,403,090	(\$8,770,624)	-8%
\$44,847,860	\$43,084,146	(\$1,763,714)	-4%	\$111,132,707	\$79,455,983	(\$31,676,724)	-29%	\$197,290,768	\$108,570,562	(\$88,720,206)	-45%
\$46,428,669	\$48,278,216	\$1,849,547	4%	\$115,912,435	\$91,462,128	(\$24,450,307)	-21%	\$203,127,811	\$167,650,270	(\$35,477,542)	-17%
\$55,830,474	\$61,470,357	\$5,639,884	10%	\$143,220,757	\$99,453,193	(\$43,767,564)	-31%	\$249,487,754	\$160,709,465	(\$88,778,288)	-36%
\$79,099,767	\$98,805,993	\$19,706,226	25%	\$202,981,192	\$208,235,759	\$5,254,566	3%	\$353,001,151	\$369,593,359	\$16,592,208	5%
\$1,057,022,562	\$567,025,679	186		\$2,695,436,706	\$1,593,027,667	169		\$4,689,049,248	\$3,236,563,725	145	

Consumer Demand & Market Supply Assessment

Site: I-80 and Pinole Valley Rd
Address: I-80 and Pinole Valley Rd | Pinole CA
Date Report Created: 6/20/2019

ATTACHMENT A

By Major Product Lines

	5 Min Drive				10 Min Drive				15 Min Drive			
	Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus		Consumer Demand	Market Supply	Opportunity Gap/Surplus	
Furniture/Sleep/Outdoor/Patio Furniture	\$28,467,671	\$3,825,036	(\$24,642,635)	-87%	\$72,508,997	\$13,863,266	(\$58,645,732)	-81%	\$124,966,296	\$35,600,359	(\$89,365,936)	-72%
Jewelry (including Watches)	\$9,263,693	\$1,488,082	(\$7,775,611)	-84%	\$23,715,590	\$13,023,600	(\$10,691,990)	-45%	\$41,112,173	\$20,799,504	(\$20,312,668)	-49%
Pets/Pet Foods/Pet Supplies	\$10,032,971	\$2,179,128	(\$7,853,843)	-78%	\$25,122,020	\$9,883,590	(\$15,238,430)	-61%	\$42,733,759	\$20,365,911	(\$22,367,848)	-52%
Footwear, including Accessories	\$15,467,792	\$3,364,781	(\$12,103,011)	-78%	\$39,264,109	\$19,490,391	(\$19,773,718)	-50%	\$67,491,297	\$27,050,678	(\$40,440,619)	-60%
Womens/Juniors/Misses Wear	\$39,179,212	\$10,254,725	(\$28,924,487)	-74%	\$100,203,918	\$47,643,429	(\$52,560,490)	-52%	\$173,569,687	\$82,898,020	(\$90,671,667)	-52%
Computer Hardware/Software/Supplies	\$17,784,361	\$5,017,869	(\$12,766,492)	-72%	\$43,393,294	\$18,322,341	(\$25,070,953)	-58%	\$80,419,905	\$30,151,793	(\$50,268,113)	-63%
All Other Merchandise	\$40,609,746	\$11,998,595	(\$28,611,151)	-70%	\$103,721,817	\$47,275,230	(\$56,446,587)	-54%	\$179,435,991	\$87,925,435	(\$91,510,556)	-51%
Mens Wear	\$15,387,992	\$4,815,196	(\$10,572,796)	-69%	\$39,073,433	\$21,733,661	(\$17,339,773)	-44%	\$67,022,203	\$37,983,740	(\$29,038,464)	-43%
Drugs/Health Aids/Beauty Aids/Cosmetics	\$120,089,761	\$38,391,620	(\$81,698,141)	-68%	\$310,067,654	\$136,686,421	(\$173,381,233)	-56%	\$543,646,162	\$281,227,928	(\$262,418,234)	-48%
Groceries/Other Food Items (Off Premises)	\$164,134,657	\$54,109,880	(\$110,024,777)	-67%	\$421,174,667	\$277,085,008	(\$144,089,659)	-34%	\$734,437,388	\$711,202,699	(\$23,234,690)	-3%
Sporting Goods (incl Bicycles/Sports Vehicles)	\$9,152,570	\$3,197,746	(\$5,954,824)	-65%	\$23,353,354	\$11,965,139	(\$11,388,215)	-49%	\$40,367,109	\$22,771,397	(\$17,595,712)	-44%
Audio Equipment/Musical Instruments	\$5,834,342	\$2,130,165	(\$3,704,177)	-63%	\$15,003,969	\$6,870,663	(\$8,133,306)	-54%	\$26,142,417	\$11,172,233	(\$14,970,184)	-57%
Kitchenware/Home Furnishings	\$12,389,313	\$4,918,056	(\$7,471,257)	-60%	\$31,675,518	\$15,278,946	(\$16,396,572)	-52%	\$54,950,960	\$33,318,105	(\$21,632,855)	-39%
Lawn/Garden/Farm Equipment/Supplies	\$16,700,981	\$6,687,708	(\$10,013,273)	-60%	\$42,744,223	\$21,894,692	(\$20,849,531)	-49%	\$74,233,615	\$44,741,716	(\$29,491,899)	-40%
Packaged Liquor/Wine/Beer	\$19,339,975	\$8,142,650	(\$11,197,325)	-58%	\$49,261,730	\$29,232,287	(\$20,029,443)	-41%	\$85,020,438	\$61,858,466	(\$23,161,973)	-27%
Books/Periodicals	\$4,214,657	\$1,796,081	(\$2,418,576)	-57%	\$10,859,271	\$5,722,945	(\$5,136,326)	-47%	\$18,978,369	\$8,708,796	(\$10,269,573)	-54%
Childrens Wear/Infants/Toddlers Clothing	\$6,389,651	\$2,852,814	(\$3,536,838)	-55%	\$16,235,743	\$12,267,312	(\$3,968,431)	-24%	\$28,155,838	\$21,470,768	(\$6,685,070)	-24%
Small Electric Appliances	\$2,216,995	\$991,434	(\$1,225,561)	-55%	\$5,677,524	\$3,476,966	(\$2,200,579)	-39%	\$9,848,064	\$7,534,082	(\$2,313,982)	-24%
Automotive Tires/Tubes/Batteries/Parts	\$31,296,980	\$14,327,525	(\$16,969,455)	-54%	\$80,927,759	\$36,967,054	(\$43,960,705)	-54%	\$141,918,308	\$80,574,893	(\$61,343,416)	-43%
Toys/Hobby Goods/Games	\$5,155,768	\$2,408,932	(\$2,746,836)	-53%	\$13,202,764	\$9,191,899	(\$4,010,865)	-30%	\$22,966,500	\$17,912,859	(\$5,053,641)	-22%
Autos/Cars/Vans/Trucks/Motorcycles	\$174,108,456	\$89,984,389	(\$84,124,067)	-48%	\$442,676,774	\$209,588,283	(\$233,088,491)	-53%	\$759,816,844	\$436,669,218	(\$323,147,626)	-43%
Retailer Services	\$34,200,775	\$17,790,457	(\$16,410,318)	-48%	\$86,433,458	\$43,116,419	(\$43,317,039)	-50%	\$147,905,476	\$86,404,050	(\$61,501,426)	-42%
Sewing/Knitting Materials/Supplies	\$463,344	\$244,017	(\$219,328)	-47%	\$1,161,144	\$753,841	(\$407,303)	-35%	\$1,994,770	\$1,586,398	(\$408,372)	-20%
Curtains/Draperies/Slipcovers/Bed/Coverings	\$4,856,655	\$2,731,352	(\$2,125,303)	-44%	\$12,218,652	\$8,424,384	(\$3,794,268)	-31%	\$20,862,726	\$18,478,246	(\$2,384,479)	-11%
Soaps/Detergents/Household Cleaners	\$5,008,309	\$2,979,412	(\$2,028,898)	-41%	\$12,784,693	\$11,019,050	(\$1,765,643)	-14%	\$22,261,015	\$26,813,213	\$4,552,199	20%
Paper/Related Products	\$4,286,419	\$2,554,274	(\$1,732,146)	-40%	\$11,080,288	\$9,881,539	(\$1,198,749)	-11%	\$19,445,720	\$25,588,498	\$6,142,778	32%
Cigars/Cigarettes/Tobacco/Accessories	\$11,397,175	\$7,469,684	(\$3,927,492)	-34%	\$29,953,309	\$22,277,727	(\$7,675,582)	-26%	\$53,431,674	\$49,144,220	(\$4,287,454)	-8%
Optical Goods (incl Eyeglasses, Sunglasses)	\$2,458,616	\$1,725,290	(\$733,327)	-30%	\$6,299,185	\$4,984,189	(\$1,314,996)	-21%	\$10,951,319	\$11,010,388	\$59,069	1%
Televisions/VCR/Video Cameras/DVD etc	\$6,665,564	\$4,704,094	(\$1,961,469)	-29%	\$17,125,329	\$12,273,279	(\$4,852,049)	-28%	\$29,846,963	\$25,164,455	(\$4,682,508)	-16%
Photographic Equipment/Supplies	\$1,136,239	\$848,034	(\$288,206)	-25%	\$2,897,027	\$1,978,108	(\$918,920)	-32%	\$5,002,426	\$3,659,059	(\$1,343,367)	-27%
Alcoholic Drinks Served at the Establishment	\$18,821,614	\$15,081,694	(\$3,739,920)	-20%	\$45,937,210	\$31,057,118	(\$14,880,092)	-32%	\$83,736,461	\$41,178,032	(\$42,558,428)	-51%
Floor/Floor Coverings	\$7,806,905	\$6,405,669	(\$1,401,236)	-18%	\$20,176,598	\$10,774,255	(\$9,402,343)	-47%	\$35,415,609	\$24,130,040	(\$11,285,569)	-32%
Major Household Appliances	\$4,174,541	\$3,938,844	(\$235,697)	-6%	\$10,399,512	\$7,374,267	(\$3,025,245)	-29%	\$17,527,828	\$11,368,020	(\$6,159,807)	-35%
Automotive Lubricants (incl Oil, Greases)	\$4,174,541	\$3,938,844	(\$235,697)	-6%	\$10,399,512	\$7,374,267	(\$3,025,245)	-29%	\$17,527,828	\$11,368,020	(\$6,159,807)	-35%
Meats/Nonalcoholic Beverages	\$89,537,743	\$86,314,240	(\$3,223,503)	-4%	\$223,558,860	\$170,469,296	(\$53,089,564)	-24%	\$391,566,529	\$288,609,046	(\$102,957,483)	-26%
Household Fuels (incl Oil, LP gas, Wood, Coal)	\$1,898,652	\$1,843,131	(\$55,520)	-3%	\$4,947,012	\$6,366,343	\$1,419,331	29%	\$8,724,609	\$16,087,267	\$7,362,658	84%
Hardware/Tools/Plumbing/Electrical Supplies	\$15,359,273	\$15,782,451	\$423,178	3%	\$39,659,723	\$27,886,978	(\$11,772,745)	-30%	\$69,545,390	\$47,858,612	(\$21,686,778)	-31%
Dimensional Lumber/Other Building Materials	\$22,498,595	\$25,463,671	\$2,965,076	13%	\$57,676,637	\$41,320,454	(\$16,356,183)	-28%	\$100,458,621	\$66,995,467	(\$33,463,154)	-33%
Paints/Sundries/Wallpaper/Wall Coverings	\$4,043,061	\$4,601,924	\$558,864	14%	\$10,407,841	\$7,578,256	(\$2,829,585)	-27%	\$18,195,193	\$12,487,384	(\$5,707,810)	-31%
Automotive Fuels	\$73,429,721	\$92,577,679	\$19,147,959	26%	\$188,282,884	\$205,097,487	\$16,814,604	9%	\$326,893,872	\$391,516,313	\$64,622,441	20%

Consumer Demand & Market Supply Assessment

Site: I-80 and Pinole Valley Rd
Address: I-80 and Pinole Valley Rd | Pinole CA
Date Report Created: 6/20/2019

5 Min Drive

10 Min Drive

15 Min Drive

Data for this report is provided via the Market Outlook database from Synergos Technologies, Inc (STI).

Market Outlook is based on the following -

- the Consumer Expenditure Survey (CE), a program of the Bureau of Labor Statistics (BLS);
- the U.S. Census Bureau's monthly and annual Retail Trade (CRT) reports;
- the Census Bureau's Economic Census; with supporting demographic data from STI: PopStats data and STI: WorkPlace.

Market Outlook data covers 31 leading retail segments and 40 major product and service lines.

The difference between demand and supply represents the opportunity gap or surplus available for each retail outlet cited on the Market Outlook report for the specified trade area or reporting geography. When the demand is greater than (or less than) the supply, there is an opportunity gap (or surplus) for that retail outlet. In other words, a negative value signifies an opportunity gap where the Consumer Demand is higher than the Market Supply, while a positive value signifies a surplus.

Consumer Demand/Market Supply Index:

- n = 100 (Equilibrium)
- n > 100 suggests demand is not being fully met within the market, consumers are leaving the area to shop
- n < 100 suggests supply exceeds demand, attracting consumers from outside the defined area



COMMUNITY PROFILE



City of Pinole – City Hall
2131 Pear Street
Pinole, CA 94564
www.ci.pinoles.ca.us

Contact:
Hector De La Rosa
Assistant City Manager
(510) 741-3864
hdelarosa@ci.pinoles.ca.us



COMMUNITY PROFILE

The Community

The City of Pinole was incorporated in 1903 and is located in the San Francisco Bay area on the shores of San Pablo Bay in West Contra Costa County. Pinole has a strategic location with connection to a world-class freeway system, including Interstate-80 which connects with easy access to San Francisco/Oakland to the south and Sacramento to the north, along with State Route 4 that is linked to Contra Costa cities such as Concord, Martinez, Pleasant Hill, Walnut Creek and I-680. Within Pinole, three major arterials run along I-80 including Fitzgerald Drive, Appian Way and Pinole Valley Road that include numerous shopping centers.

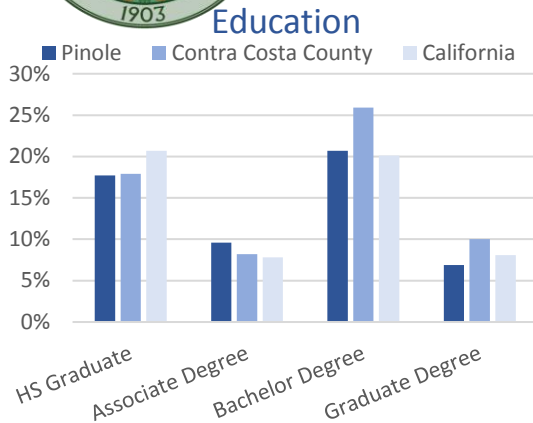
Pinole is known for its 'big box' shopping opportunities and has over 50 major retailers and restaurants situated within Pinole shopping centers including Applebee's, Best Buy, Bevmo, Burlington, Chipotle, Grocery Outlet, In N Out, Trader Joe's and Ulta Beauty as a sample of some of the desirable businesses with a Pinole address.

Pinole presents a superb quality of life. Pinole has a population of nearly 20,000 and offers the feel of a small-town community. Pinole offers a daytime population of more than 15,000, along with easy access to a trade area population of nearly 190,000 within a 10-minute drive time and an Average Household Income of nearly \$90,000. Pinole has a land area of more than five square miles with much of land containing gently rolling hills, plus a historic and quaint downtown with many turn of the century buildings. Pinole has a mild climate with no real extremes-with an average low temperature of mid-40's in the winter to mid-80's in the summer. Pinole offers a strategic location to live, work, shop and visit.

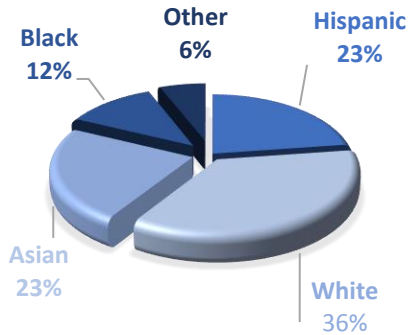
Demographics

Population	19,219
Daytime Population	15,353
Land Area (sq. miles)	5.32
Mean Travel Time to Work (mins)	37.6
Average Age	42.8
Total Housing Units	7,066
% Owner-Occupied	72%
% Renter-Occupied	28%
HH Occupancy Size	2.83
% Residents that Possess a High School Graduate or Higher	55%
% Residents that Possess a Bachelor's Degree or Higher	28%

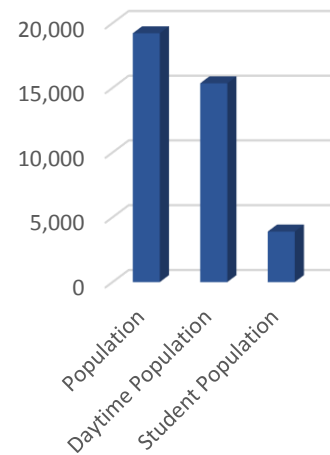
Sources: City of Pinole, HdL STI: PopStats, STI Workplace (July 2019), United States Census Bureau



Ethnic Breakdown



Population

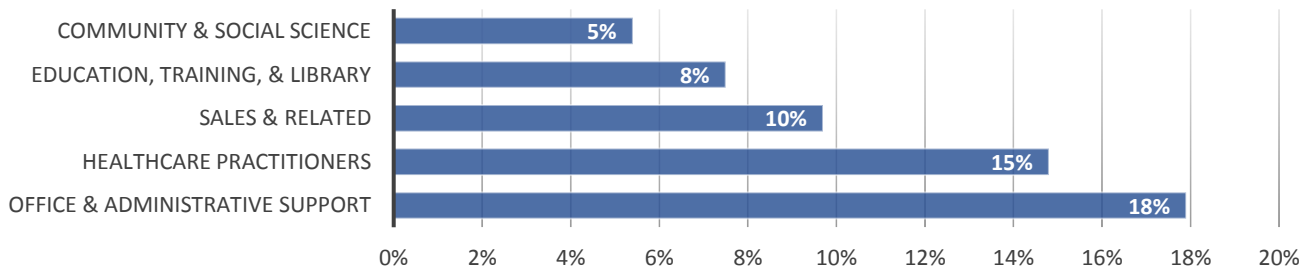


Market Area

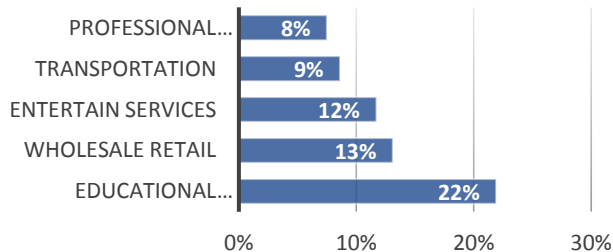
Market Statistics (Residents)

Labor Force	9,896
Per Capita Income	\$36,755
Average HH Income	\$99,969
Median HH Income	\$83,943
Workplace Establishments	348
White Collar/ Blue Collar Jobs	67%/33%

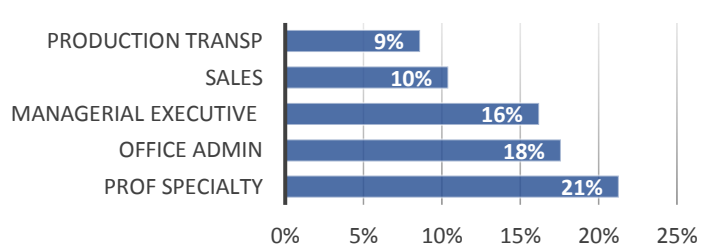
Occupations Located in Pinole



Industry - Residents Employed



Occupation - Residents Employed



Sources: HdL STI: PopStats, STI Workplace (July 2019), United States Census Bureau

HdL ECONsolutions



Business Community

Top 15 Business Types

(list in alphabetical order; based on CA Department of Tax & Fee Administration (CDTFA) sales tax payments)

Art/Gift/Novelty Stores	Convenience Stores/Liquor	Grocery Stores
Auto Repair Shops	Drug Stores	Quick-Service Restaurants
Automotive Supply Stores	Electronics/Appliance Stores	Service Stations
Building Materials	Family Apparel	Specialty Stores
Casual Dining	Fast-Casual Restaurants	Sporting Goods/Bike Stores

Top 25 Sales Tax Producers

(list in alphabetical order; based on CA Department of Tax & Fee Administration (CDTFA) sales tax payments)

Appian Chevron	O'Reilly Auto Parts	Smart Stop
Applebee's	Original Mels Diner	Staples
Best Buy	Petsmart	Sugar City Bldg Materials
BevMo	Pinole Chevron	Target
Burlington	Pinole Flyers	TJ Maxx
Dolans Lumber	Pinole Shell	Trader Joes
Food Maxx	Pinole Valley Arco	Ulta Beauty
In N Out Burger	Safeway	Valero Corner Store
Michaels Arts & Crafts		

National & Regional Brands

7 Eleven	CosmoProf	Michaels Arts & Crafts	Staples
99 Cents Only	CVS Pharmacy	MOD Pizza	Starbucks
Applebee's	David's Bridal	Mountain Mikes Pizza	T Mobile
AT&T Mobility	Dollar Tree	O'Reilly Auto Parts	Taco Bell
AutoZone	Five Guys Burgers	Outback Steakhouse	Target
Best Buy	Food Maxx	Panda Express	TJ Maxx
BevMo	GNC	Panera Bread	Trader Joes
Big 5 Sporting Goods	Grocery Outlet	Petsmart	Ulta Beauty
Big O Tires	Habit Burger Grill	Safeway	Verizon Wireless
Burger King	In N Out Burger	Sally Beauty Supply	Vitamin Shoppe
Burlington	Jack in the Box	Sizzler	Walgreens
Carl's Jr	KFC	Sleep Number	Wendys
Chipotle	McDonalds	Sprouts Farmers Market	Wingstop

Sources: HdL Companies (July 2019)

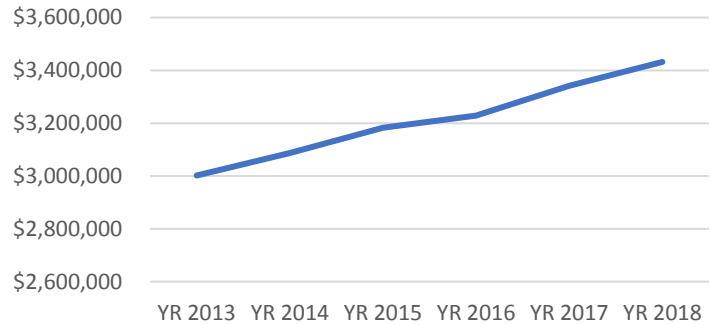


Economic Indicators

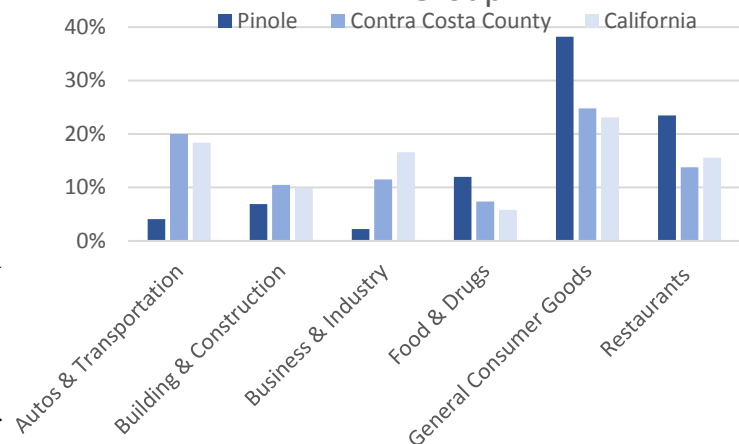
Sales Tax Summary

Pinole's sales tax revenues have grown 14% over the period between 2013 and 2018 calendar years. Four major industry groups-Building & Construction, Food & Drugs, General Consumer Goods, and Restaurants & Hotels contributed 88% of the net growth. Fast-Casual Restaurants, Family Apparel and Garden/Agricultural Supplies have provided steady growth to Pinole's sales tax revenue. Restaurants and eating out have been a national trend over the past few years and there's no difference in Pinole, where nationally known fast food and casual dining restaurants have experienced solid growth, boosting the Restaurants & Hotels group at 25% over the comparable period 2017 to 2018. General Consumer Goods and Restaurants & Hotels have experienced consistent growth. The city's county pool allocations increased 4.0% between 2017 and 2018.

Pinole-Sales Tax Growth Trend



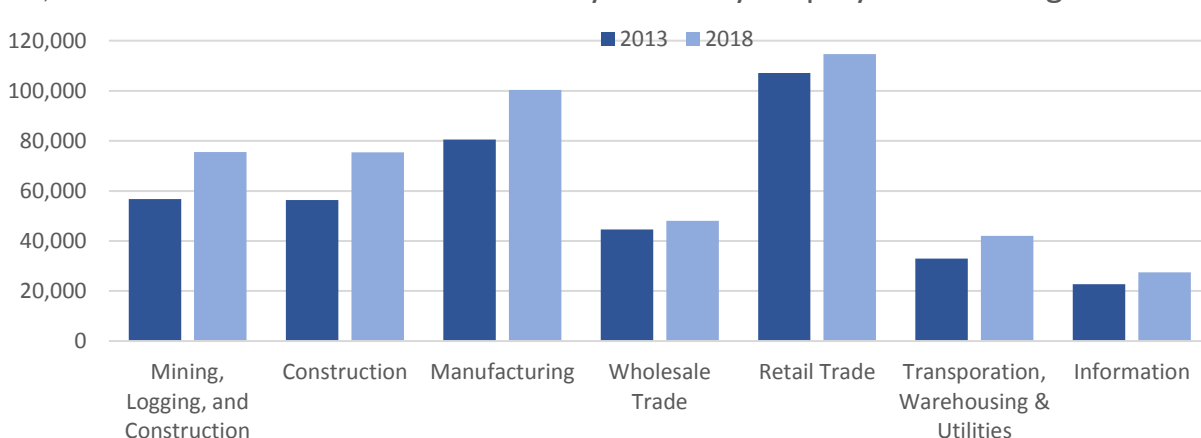
(%) of Sales Tax by Major Business Group



Labor Market Breakdown

Between 2013 and 2018 the Contra Costa County MSA unemployment rate decreased four percentage points down from 7.3% to 3.1%. The decrease can be attributed to both a growing labor force and an increasing number of total employment throughout the county. During the first quarter of 2019, the City of Pinole's employment rate increased 0.4% with Health Care & Social Assistance and Retail Trade where 103 and 35 new jobs were created respectively. The city's expanding labor force have led to a smaller number of people searching for work.

Contra Costa County- Industry Employment Average Growth





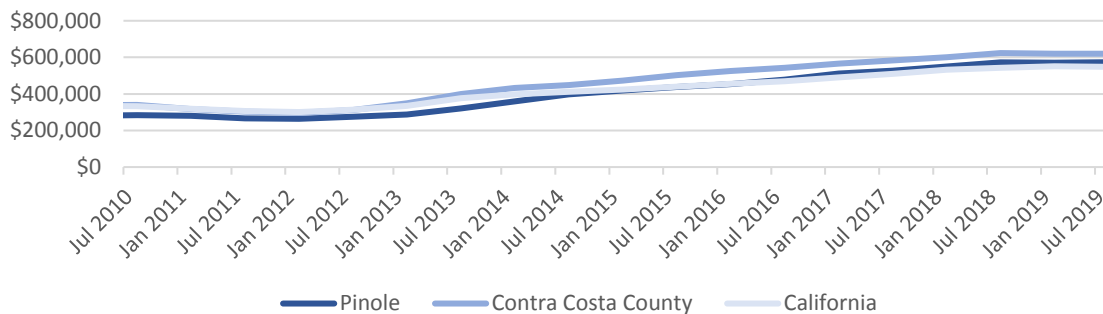
Housing Market Statistics

The City of Pinole's median home value in 2019 is \$573,400. The value of homes in Pinole have gone up 0.1% over the last year. The price of homes are projected to rise 0.1% within the next year.

Median Home Value Comparison



Median Home Value



Trade Area

Consumer Demand

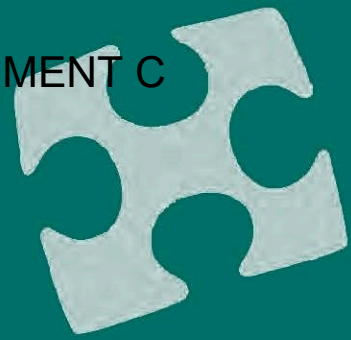
Per a Consumer Demand & Market Supply Assessment combined with a sales tax leakage report, Pinole offers opportunities in these retail categories.

- >Automotive Parts/Accessories/Tire
- >Clothing Stores
- >Full-Service Restaurants
- >Furniture Stores
- >Grocery Stores
- >Shoe Stores

Contact

Hector De La Rosa
Email: hdelarosa@ci.pinole.ca.us
Phone: (510) 714.3864

Sources: Demographic Data and Market-Business Information was formulated from several sources including City of Pinole, Employment Development Department, U.S. Bureau of Labor Statistic, HdL, STI PopStats, United States Census Bureau, X-Span Results Inc., and Zillow.



CITY OF PINOLE, CA

INSIGHT

VOID ANALYSIS

HdL ECON Solutions

Submitted by:

ECON Solutions by HdL
120 S. State College Blvd., Suite 200
Brea, CA 92821
www.hdlcompanies.com

Contact:

Barry Foster
714-879-5000
bfoster@hdlcompanies.com

HdL ECONsolutions - Void Analysis

METHODOLOGY

A Void Analysis was done to identify possible good fits for new retailers and restaurants for Pinole. The Void Analysis is a condensed version of a larger query to include those retailers and restaurants that are well suited for a specific city based on trade area, demographics, household segmentation, employment profile as well as and most importantly an analysis of the Consumer Demand and Market Supply Assessment. The Void Analysis uses a software and information which utilizes site specific data and considers relevant sales gaps along with retailer match scores to create a listing of retailers and restaurants that have a higher probability of possibly locating in your city. This analysis is designed to filter through over 1,100 retailers and restaurants in the database to provide the end user with quick access to those businesses that may be interested in your City, which will help save time in your retail recruitment efforts.

The Void Analysis uses a software program that provides a match scoring algorithm based on a proprietary index created by SiteSeer Technologies that is specifically matched to a trade area or community. The match score ranges from 0-100 with a score of zero indicating that the chain has never located in a trade area similar to yours and a score of 100 indicating that the chain almost always locates in a trade area similar to yours. The algorithm looks at both (a) the percentage of times each chain locates in a trade area similar to yours, and (b) how far each site metric is from the chain's median site profile. The site profile is determined by types of communities and trade areas where the tenant typically locates; site characteristics such as whether the chain typically locates in primary or secondary retail areas, on major arteries, or in areas of high business traffic; and trade area consumers demographics and behaviors.

Sample search metric:

Tenant Search Area:	Anytown, CA	
Tenant Exclusion Area:	3 Miles	
	<u>Minimum</u>	<u>Maximum</u>
Locations in Search Area:	1	
Locations in California:	3	

<u>Retail Classes to include in Search:</u>	<u>Center Types:</u>	<u>Tenant Sizes:</u>
Apparel	Freestanding/Pad	0 – 2,500
Appliance and Electronics	Lifestyle Center	2,500 – 5,000
Automotive	Power Center	5,000 – 10,000
Restaurants	Pad/Lifestyle Center	2,500 – 5,000

Based on the criteria set (as demonstrated above) the following information is obtained (example only)

Retailer	Average Size	Match Score		Locations		Nearest Location	
		Score	Grade	Search Area	California	Distance	Direction
Apparel							
Old Navy	27,000	93	A	10	935	4.2	ESE
J. Crew	7,800	83	B	9	437	7.6	NNE
Appliance and Electronics							
Best Buy	32,000	92	A	17	1,021	3.4	W
Aaron's	7,500	77	B	17	1,794	4.0	N
Automotive							
Big O Tires	7,500	93	A	47	390	4.0	N
Super Wash	2,500	60	C	4	252	36.9	N
Restaurants							
Café Rio	3,300	90	A	16	2,223	3.9	N
Benihana	8,500	81	B	2	74	7.2	ENE

To further provide even stronger possibilities for matches to a specific community or trade area, HdL ECONSolutions takes the match scores, along with doing further analysis on retail and restaurant possibilities based on HdL ECONSolutions significant understand of what types of trade areas retailers and restaurants are looking for in California. HdL ECONSolutions works closely with a network of over 600 retailers, restaurants, brokers and site selectors on many project throughout California. Additionally, we're constantly refining a database of building footprints, market preferences, trade area needs and shopping center requirements to formulate a Void Analysis that truly represents strong possibilities for new retailers and restaurants.

For Pinole, the Void Analysis produced 36 possibilities as being good possibilities for Pinole to consider as targets. The Void Analysis provides a snapshot of leading Market Analytics (population, daytime population, households, average household income, average age, white collar and college degree), as well as biggest match opportunities produced from a Consumer Demand & Market Supply Assessment. For each of the 36 targeted retailers and restaurants information is provided including:

- Retailer name
- Retail Class
- Nearest Location
- Estimated Annual Sales Tax Dollars
- Building Size Desired
- Contact Person
- Email/Phone Number

RECOMMENDED NEXT STEPS

City staff for Pinole should review the '**Targeted**' retailers and restaurants to help determine site possibilities for some of the suggested targets. Understanding site possibilities will be helpful before trying to contact anyone. It is also recommended that city staff develop a marketing packet that can be used to email to prospective retailers and restaurants. Additionally, it is suggested that city staff target about 10 to 15 possibilities to initially focus on.

VOID ANALYSIS SUMMARY & MARKET PROFILE

City of Pinole
I-80 Fwy and Fitzgerald Dr.

Market Profile

The I-80 Fwy connects with Fitzgerald Dr., Appian Way and Pinole Valley Rd. in Pinole. The Pinole Vista Crossing and Pinole Vista Shopping Center run parallel to the I-80 Fwy with easy access to over 65 retailers. Applebee's, Bevmo!, Burlington Coat Factory, Grocery Outlet, Michael's, Outback Steakhouse, Target, T.J. Maxx and Ulta Beauty are a few of the retailers located at Pinole Vista Crossing. Dollar Tree, Goodyear, Lucky, Planet Fitness, Starbucks and more are located within Pinole Vista Shopping Center. Each shopping center has available space for retail growth including anchor or junior anchor spaces.

Opportunities

	Population	10 Min	15 Min	20 Min
Clothing Stores	Daytime Population	189,757	273,509	377,454
Department Stores	Households	156,789	231,532	337,386
Full-Service Restaurants	Average HH Income	64,264	96,766	141,307
Furniture Stores	Average Age	\$89,146	\$92,352	\$101,076
Grocery Stores	White Collar	39	39	40
Lawn/Garden Equipment/Supplies Stores	College Degree	57%	60%	65%
Shoe Stores		33%	36%	41%



Retailer	Retail Class	Nearest Location	Est. Annual Sales Tax (\$)	Size (SF)	Contact	Email	Phone
Pep Boys	Automotive	11.4	\$13,000 - \$20,000	4,000 - 6,500	Keith Kleinman	keith@californiarealtygroup.com	(310) 449-1989
Econo Lube N' Tune	Automotive	24.6	\$2,000 - \$3,000	3,000 - 4,500	Joseph Robinson	joseph.robinson@drivenbrands.com	(916) 296-1810
Goodyear Auto Service Centers	Automotive	21.2	\$7,000 - \$18,000	5,000 - 5,000	Bill Lakios	goodyeardevelopment@cbre.com	(216) 363-6407
Les Schwab	Automotive	9.7	\$16,000 - \$31,000	10,000 - 15,000	Rona Dhruv	rona.dhruv@lesschwab.com	(818) 674-6931
Quick Quack Car Wash	Automotive	24.1	\$1,200 - \$3,000	3,000 - 3,600	Michael Seigel	michael.seigel@cbre.com	(650) 494-5144
Catherines	Clothing And Apparel	54.3	\$4,000 - \$8,000	4,000 - 5,000	Whitney Welch	whitney.welch@ascenaretail.com	(212) 541-3225
Destination XL	Clothing And Apparel	13.6	\$13,000 - \$5,000	5,000 - 9,000	Peter Schmitz	pschmitz@dxlg.com	(781) 828-9300
F21 Red	Clothing And Apparel	84.6	\$35,000 - \$45,000	12,000 - 20,000	Matt Kircher	matt.kircher@cbre.com	(415) 772-0123
rue21	Clothing And Apparel	23.6	\$8,000 - \$10,000	4,500 - 5,000	Robert (Bob) Thomson	rthomson@rue21.com	(724) 272-1412
Dutch Bros Coffee	Coffee Shop	22.3	\$2,000 - \$3,000	350 - 400	Matt Goldstein	mgoldstein@gallellire.com	(916) 772-1700
Dunkin' Donuts	Coffee Shop	14.1	\$2,000 - \$4,500	1,100 - 2,600	Jason Askinosie	jason.askinosie@dunkinbrands.com	(310) 968-9980
The Coffee Bean & Tea Leaf	Coffee Shop	44.0	\$500 - \$700	1,100 - 2,000	Frank Lam	flam@coffeebean.com	(310) 237-2326
Stein Mart	Department Store	16.6	\$40,000 - \$54,000	28,000 - 35,000	Steven Horowitz	shorowitz@steinmart.com	(904) 346-1571
DSW (Designer Shoe Warehouse)	Footwear/Shoes	11.4	\$27,000 - \$53,000	17,500 - 22,000	Tom Power	tom.power@srsre.com	(415) 908-4942
Boot Barn	Footwear/Shoes	18.8	\$2,400 - \$40,000	8,000 - 12,000	John Neppi	jneppi@bootbarn.com	(949) 453-4466
WSS	Footwear/Shoes	15.8	\$32,000 - \$47,000	10,000 - 14,000	William Argueta	wargueta@shopwss.com	(310) 808-2430
Bel Air	Grocery Store	54.6	\$52,000 - \$81,000	40,000 - 50,000	Linda Kelly	lkelly@raleys.com	(916) 373-3333
Nugget Market	Grocery Store	11.6	\$40,000 - \$72,000	40,000 - 60,000	Eric Stille	Eric.stille@nuggetmarket.com	(530) 669-3300
Floor & Decor	Home Improvement	27.3	\$160,000 - \$205,000	45,000 - 65,000	Kevin Workman	kevin.workman@flooranddecor.com	(678) 505-3918
Harbor Freight Tools	Home Improvement	9.2	\$40,000 - \$60,000	13,000 - 18,000	Trey Feiler	tfeiler@harborfreight.com	(818) 836-5000 x5019
Bob's Discount Furniture	Home Specialty	158.6	\$65,000 - \$82,000	25,000 - 30,000	Jim Reuter	jreuter@atlanticretail.com	(424) 262-7101
Kirkland's	Home Specialty	24.6	\$11,500 - \$16,500	6,500 - 10,000	Sarah Weaver Dickerson	sweaver@kirklands.com	(615) 872-4840
Tuesday Morning	Home Specialty	14.0	\$9,500 - \$16,000	12,000 - 14,000	Susan Forrester	sforrester@tuesdaymorning.com	(602) 300-9323
BJ's Restaurants	Restaurant - Casual	12.7	\$60,000 - \$80,000	8,000 - 9,000	Greg Lynds	glynds@bjsrestaurants.com	(714) 500-2400
Buffalo Wild Wings	Restaurant - Casual	13.9	\$35,000 - \$51,000	4,000 - 7,000	Bonnie Gatine	bgatine@inspiredbrands.com	(949) 874-3696
Cafe Rio	Restaurant - Casual	54.1	\$9,000 - \$19,500	1,000 - 2,500	Donald Lewandowski	dlewandowski@caferio.com	(801) 441-5041
Chili's Grill & Bar	Restaurant - Casual	14.8	\$30,000 - \$35,000	6,000 - 6,300	Jesse Rehmeier	jesse@retailselectservices.com	(949) 305-8796
Corner Bakery Cafe	Restaurant - Casual	14.6	\$13,000 - \$17,000	3,500 - 4,000	Jesse Rehmeier	jesse@retailselectservices.com	(949) 305-8796
Farmer Boys	Restaurant - Casual	55.7	\$16,500 - \$22,000	2,800 - 3,200	Joyce Dery	jdery@farmerboys.com	(949) 680-8281
Olive Garden	Restaurant - Casual	11.5	\$52,000 - \$70,000	5,000 - 6,500	Keith Moore	realestate@darden.com	(940) 498-2740
Pieology Pizzeria	Restaurant - Casual	14.2	\$8,000 - \$15,000	2,500 - 5,000	Matt Adamczyk	madamczyk@kennedywilson.com	(310) 887-6248
Blaze Pizza	Restaurant - Quick Service	13.9	\$9,500 - \$14,500	2,500 - 3,000	Robert Kluger	robert.kluger@blazepizza.com	(626) 584-5880 x324
Fatburger	Restaurant - Quick Service	37.3	\$7,500 - \$14,000	1,000 - 2,500	Warren Christiansen	warren@fatburger.com	(208) 720-8272
Firehouse Subs	Restaurant - Quick Service	13.9	\$5,500 - \$8,000	1,400 - 2,000	Jeff Press	jeff.press@firehousesubs.com	(661) 755-0711
Jimmy John's	Restaurant - Quick Service	13.9	\$500 - \$700	1,000 - 1,500	Ben Boncosky	realestate@jimmyjohns.com	(217) 356-9900
Ono Hawaiian BBQ	Restaurant - Quick Service	14.0	\$10,000 - \$14,500	1,800 - 2,500	Drew Greenspan	drew.greenspan@cushwake.com	(650) 931-2203



CITY COUNCIL REPORT

9B

DATE: NOVEMBER 19, 2019

TO: MAYOR AND COUNCIL MEMBERS

FROM: ANDREA MILLER, FINANCE DIRECTOR

**SUBJECT: RECEIVE THE FY 2019-20 FIRST QUARTER FINANCIAL REPORT
AND ADOPT A RESOLUTION APPROVING BUDGET
ADJUSTMENTS**

RECOMMENDATION

It is recommended that the City Council:

1. Receive the FY 2019-20 First Quarter Financial Report; and
2. Adopt a resolution approving budget adjustments per staff recommendations in Attachment A.

BACKGROUND

For the period July 1, 2019 through September 30, 2019, cash flows were sufficient to sustain normal City operations and to satisfy Enforceable Obligation payment commitments of the City's Successor Agency.

Staff has reviewed the first quarter financial performance for the City's FY 2019-20 budget. While revenue and expenditures for the first quarter of the fiscal year should average 25% of budget, there are cases where revenue and expenditures are above or below projections for the period based on timing of receipts and expenses. These are explained in this report.

REVIEW & ANALYSIS

General Fund Revenue Analysis

The FY 2019-20 budget was adopted projecting General Fund revenues to be sufficient to meet anticipated expenditures in FY 2019-20 with a projected positive net result of \$2,832 (net of \$1 million from Fund Balance for the fire engine) at fiscal year-end.

Revenues for the first quarter were realized at 13% of projections. The City uses HdL, Coren & Cone Consultants to provide an analysis of property assessed values and Sales Tax projections. Budget projections are based on a 95% conservative estimate of HdL, Coren & Cone's analysis.

- **Sales Tax**

For FY 2019-20, Sales Tax revenue is the City's largest General Fund revenue stream which has shown steady increases year-over-year. Sales Tax collections for the first quarter are 25% of projections which is slightly less than 31% for the same period in the prior fiscal year. Three (3) of the City's top 15 sales tax generators (Toys R Us, Orchard Supply and Kmart) have closed over the past year, and Ace Hardware has recently opened in the former Orchard Supply Hardware location. Another national chain retailer is expected to occupy approximately one-half of the former Toys site – no opening date yet determined.

- **Property Tax**

Property Tax is the City's second largest revenue stream for FY 2019-20 with first quarter collections at 1% of projections. This low percentage of receipts is because Property Tax settlements are received in December, April, and June. Given new information we received from the County, property tax revenues may come in higher than originally budgeted. We will know more at the mid-year report after receiving the December 2019 disbursement.

Included in Property Tax are Redevelopment Property Tax Trust Funds (RPTTF) and County pass-through payments. These payments are the result of the dissolution of the former Pinole Redevelopment Agency, and represent the shift from the Agency receiving the tax revenue to the taxing entities receiving the tax revenue. These receipts vary year to year, and for FY 2019-20 we project a budget of \$1,290,871 based on a conservative estimate of prior year actual receipts. The City receives 18.7% of RPTTF revenues which are not obligated to pay off former Redevelopment debt.

- **All Other General Fund Revenue**

Utility Users Tax is the City's third largest General Fund revenue stream with 23% realized for the first quarter compared to 22% for the same period in the prior fiscal year. Franchise Tax is at 20% of projections for the first quarter; Other Taxes which includes Transient Occupancy Tax and Business Licenses are at 20% of projections.

Intergovernmental tax which includes Motor Vehicle License Fee and Home Owner Property Tax Relief along with grant receipts has not been received during this period. Motor Vehicle License Fees are usually received in January and May. Public Safety Charges includes Dispatch services, for which the first quarter billing is in progress.

Other revenue categories are in line with expectations for the period with the exception of Abatement Fees which is at 46% of projections for the period due to increased Fire Department Code Enforcement activity. In addition, staff is recommending a budget adjustment of \$10,856 in Reimbursement revenue for a vehicle damage recovery received.

Recommendation:

Staff is recommending FY 2019-20 General Fund revenue adjustments in the amount of \$11,706 as follows:

	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
Abatement Fees	3,300	850	4,150
Reimbursements	9,500	10,856	20,356
Total Adjustments	12,800	11,706	24,506

Total adjustments only reflect revenue with adjustments recommended.

General Fund Expenditure Analysis

The City Council approved the FY 2018-19 General Fund Budget with specific expenditure assumptions limiting expenditures to maintain a balance between anticipated revenues and planned expenditures, while authorizing the use of fund balance for specific one-time expenditures. The one-time use currently included in the adopted budget is for the purchase of a new fire engine in the amount of \$1 million.

Operating Budget Expenditures for the City's General Fund are at 23% of projections at the end of the first quarter.

Staff is proposing an adjustment to the City Council budget in the amount of \$1,890 due to a change in Council benefit elections.

An adjustment of \$46,510 is proposed to the City Manager budget for anticipated vacation payout due to retirement in the amount of \$46,000; and \$510 for the 2019 calendar year PMA dues since they were not billed in FY 18/19 as expected.

A General Government adjustment of \$53,158 is proposed for: HdL Economic Development Services contract in the amount of \$34,000 which was approved as a use of fund balance on June 4, 2019 and omitted from the budget; Bayfront Chamber sponsorship in the amount of \$1,500; \$2,658 for USPS postage for meeting notification mailers; and, \$10,000 for chairs for the City Council Chambers, and \$5,000 for chairs in the City Hall conference rooms.

A budget appropriation of \$13,856 is proposed in the Police Department for vehicle damage repair that will be offset by a damage recovery reimbursement from MPA in the amount of \$10,856.

A budget adjustment in Public Works in the amount of \$25,000 is proposed for a 50% share towards the purchase of asset management software.

These adjustments are outlined in Attachment A.

Recommendation:

Staff is recommending FY 2019-20 General Fund expenditure adjustments in the amount of \$140,414 as follows:

	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
City Council	161,125	1,890	163,015
City Manager	171,439	46,510	217,949
Non-Departmental	2,835,114	53,158	2,888,272
Police Department	6,391,151	13,856	6,405,007
Public Works	861,719	25,000	886,719
Total Adjustments	10,420,548	140,414	10,560,962

Net proposed revisions, \$128,708 is to be funded from the General Fund Balance, resulting in a use of fund balance of \$111,944 (net of the \$1 million allocated for the fire engine). With the addition of these expenditures, the projected Fund Balance at June 30, 2020 is \$3,698,381. If the property tax receipts come in higher than budgeted, as mentioned earlier, then the amount of Fund Balance used would likely be eliminated.

OTHER FUNDS

Measure S 2006 and 2014 Analysis

The voter-approved 2006 City General Purpose Use Tax is levied at 0.5% on all retail sales. These taxes have been allocated by the City Council to fund Public Safety programs as their highest funding priority. Measure S 2006 revenue collections were 26% of projections at the end of the first quarter, while expenditures are at 19% of appropriations. Staff is recommending an expenditure budget adjustment of \$33,721 in the Fire Department for: EBRCSA radio upgrades, \$11,560; Crew Sense staffing software, \$5,000; additional equipment for the Battalion Chief vehicle buildup, \$4,600; Station 74 generator diesel fuel storage, \$4,000; ESCI Consulting Services contract balance not billed in the prior fiscal year, \$4,000; and, sim cards for tablet command communications package, \$4,561.

Recommendation:

Staff is recommending FY 2019-20 Measure S 2006 budget adjustments as follows:

Expenditures	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
Fire Department	804,330	33,721	838,051
Total Adjustments	804,330	33,721	838,051

With the addition of these expenditures paid from the Fund Balance, the projected Fund Balance at June 30, 2020 is \$2,132,914.

On September 3, 2019, Mayor Pro Tem Swearingen requested an allocation for two (2) Police Officer positions to be added to the budget. With the current use of fund balance, funding for two additional officers is not available.

The voter-approved 2014 City General Purpose Use Tax is also levied at 0.5% on all retail sales. These funds are used to address some of the City's operational and ongoing and previously deferred capital improvement needs. Measure S 2014 revenue collections are 26% of projections at the end of the first quarter, while expenditures are 5% of appropriations. This level of expenditure is primarily due to capital projects that have not been initiated as of yet. Staff is not recommending revenue or expenditure adjustments at this time.

Recreation Department

Overall, the Recreation Department realized 15% of projected revenue and 23% of expenditure projections at the end of the first quarter. Staff is recommending an adjustment to the Administration budget of \$2,500 for a donation received from Mechanics Bank for Movies and Sounds in the Park events.

Expenditures	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
Recreation Administration	202,081	2,500	204,581
Total Adjustments	202,081	2,500	204,581

Building & Planning Fund Analysis

The Building Fund's FY 2019-20 adopted budget projected a net \$354,222 use of Fund Balance to achieve a balanced budget. Revenue at the end of the first quarter is 31% of projections, while expenditures are 11% of appropriations. Staff is recommending a revenue reduction of -\$1,800 for Business License state mandated fees that are recorded in the special revenue CASp Certification and Training Fund - 226 rather than the Building and Planning Fund. In addition, staff is requesting a part-time Building Inspector position be allocated. Funding for this position is currently included in the professional services category so there is no fiscal impact.

The only change is in the staffing allocation, which was anticipated but omitted from the original budget.

Recommendation:

Staff is recommending a FY 2019-20 Building & Planning Fund revenue adjustments in the amount of -\$1,800 as follows:

	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
Other Taxes	1,800	-1,800	0
Total Adjustments	1,800	-1,800	0

Refuse Management Fund Analysis

The Refuse Management Fund accounts for resources received via Richmond Sanitary Service for a fee imposed under AB 939 of \$0.83 per can per month on all residential customers in Pinole. These revenues are restricted to programs and activities that encourage and promote recycling of solid waste products and generate source reduction for sanitary landfills used for refuse disposal and trash reduction. Revenue collections at the end of the first quarter are 94% of projections, and expenditures are 16% of projections. Staff is recommending a revenue budget adjustment of \$45,602 for a West Contra Costa Integrated Waste Management Authority (WCCIWMA) disbursement of reserve funds.

	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
State Grants	60,060	45,602	105,662
Total Adjustments	60,060	45,602	105,662

Housing Administration Fund Analysis

The Housing Administration Fund accounts for activities associated with administering housing programs of the former Pinole Redevelopment Agency, use of Housing Set Aside funds, and the provision of affordable housing within the community. Revenue at the end of the first quarter is at 6% of projections, while expenditures are 9% of appropriations at fiscal year-end. Staff is recommending a reduction to Rental Income in the amount of -\$72,253 due to the termination of the ground lease associated with the sale of the Pinole Assisted Living Community (PALC) property. With this adjustment, there will be a use of fund balance. We will evaluate the expenditures at midyear for potential reductions.

Recommendation:

Staff is recommending FY 2019-20 Housing Administration Fund revenue adjustments in the amount of -\$72,253 as follows:

Revenue	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
Rental Income	72,253	-72,253	0
Total Adjustments	72,253	-72,253	0

Sewer Enterprise Fund Analysis

The Sewer Enterprise Fund accounts for fees charged to residents and businesses for sewer utilities. Fees are used to operate the Pinole-Hercules Wastewater Treatment Plant which services the Pinole and Hercules areas. Sewer Usage Fees are received with Property Tax in December, April, and June. Revenue at the end of the first quarter is 8% while expenses are 15% for the period. Staff is proposing a reduction of -\$10,000 for Impact Fees that recorded in the Growth Impact Fund – 276 rather than the Sewer Enterprise Fund. Staff is also recommending expense adjustments in the amount of \$175,000 for: a sludge hauling truck, \$150,000; and, \$25,000 for 50% of the cost for asset management software.

Recommendation:

Staff is recommending FY 2019-20 Sewer Enterprise adjustments as follows:

Revenue	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
Impact Fees	10,000	-10,000	0
Total Adjustments	10,000	-10,000	0

Expense	FY 2019-20 Budget	Proposed Revisions	FY 2019-20 Updated Budget
Sewer Department	7,358,264	175,000	7,533,264
Total Adjustments	7,358,264	175,000	7,533,264

Net proposed revisions, \$175,000 is to be funded from the Sewer Enterprise Fund Balance, resulting in a use of fund balance of \$450,332. With the addition of these expenditures, the projected Fund Balance at June 30, 2020 is \$9,068,066.

FISCAL IMPACT

Fiscal impact of the First Quarter FY 2019-20 Financial Report proposed adjustments are summarized below and described in detail above and in Attachment A.

1. Net increase in General Fund revenue of \$11,706 offset by a net increase in expenditures of \$140,414.
2. Net increase in Measure S 2006 expenditures of \$33,721.
3. Net increase in Recreation expenditures of \$2,500.
4. Net decrease in Building and Planning Fund revenue of -\$1,800.
5. Net increase in Refuse Management Fund revenue of \$45,602.
6. Net decrease in Housing Administration Fund revenue of -\$72,253.
7. Net decrease in Sewer Enterprise Fund revenue of -\$10,000, offset by an increase in expenditures of \$175,000.

ATTACHMENTS

- A – FY 2019-20 First Quarter Financial Report
- B – Resolution Adjusting Fiscal Year 2019-20 Budget
- C – PowerPoint Presentation



City of Pinole First Quarter Budget Report

For FY 2019-20 Period Ending: 9/30/19

	FY 2019-20 Revised Budget	Fiscal Activity	Variance	Percent Used	Proposed Adjustment	Notes
Fund: 100 - General Fund						
Revenue						
311 - Property Taxes Total:	4,033,892	25,720	(4,008,172)	1%		[1]
<i>Basic 1% Property Tax</i>	<i>2,743,021</i>	<i>25,720</i>	<i>2,717,301</i>	<i>1%</i>		
<i>RPTTF and Passthrough Payments</i>	<i>1,290,871</i>	<i>-</i>	<i>1,290,871</i>	<i>0%</i>		
312 - Sales and Use Taxes Total:	3,629,286	922,630	(2,706,656)	25%		
313 - Utility Users Tax Total:	1,898,000	440,636	(1,457,364)	23%		
314 - Franchise Taxes Total:	744,000	148,628	(595,372)	20%		
315 - Other Taxes Total:	858,900	175,288	(683,612)	20%		
321 - Intergovernmental Taxes Total:	1,819,484	0	(1,819,484)	0%		[2]
323 - State Grants Total:	35,000	9,796	(25,204)	28%		
324 - Other Grants Total:	57,026	0	(57,026)	0%		[3]
332 - Permits Total:	73,700	14,551	(59,149)	20%		
341 - Review Fees Total:	34,000	1,547	(32,453)	5%		
342 - Other Fees Total:	12,750	3,183	(9,568)	25%		
343 - Abatement Fees Total:	3,300	1,519	(1,781)	46%	850	[4]
351 - Fines and Forfeiture Total:	41,550	5,734	(35,816)	14%		
361 - Public Safety Charges Total:	1,229,973	1,227	(1,228,746)	0%		[5]
370 - Interest and Investment Income Total:	200,000	75,902	(124,098)	38%		
381 - Rental Income Total:	81,450	20,363	(61,088)	25%		
383 - Reimbursements Total:	9,500	1,094	(8,406)	12%	10,856	[6]
384 - Other Revenue Total:	9,000	1,231	(7,769)	14%		
392 - Proceeds from Sale of Property Total:	11,000	844	(10,156)	8%		
Revenue Total:	14,781,811	1,849,891	(12,931,919)	13%	\$ 11,706	
399 - Transfer In from Section 115 Trust	708,615	0	0	0%		
Sources Total:	15,490,426	1,849,891	(12,931,919)	12%	\$ 11,706	
Expenditures						
Department: 10 - City Council Total:	161,125	22,570	138,555	14%	1,890	[7]
Department: 11 - City Manager Total:	171,439	60,038	111,401	35%	46,510	[8]
Department: 12 - City Clerk Total:	246,659	49,908	196,751	20%		
Department: 13 - City Treasurer Total:	11,332	2,739	8,593	24%		
Department: 14 - City Attorney Total:	110,919	(59,196)	170,115	-53%		[9]
Department: 15 - Finance Department Total:	478,572	138,073	340,499	29%		
Department: 16 - Human Resources Total:	472,007	110,762	361,246	23%		
Department: 17 - General Government Total:	2,835,114	902,831	1,932,283	32%	53,158	[10]
Total Administrative	4,487,168	1,227,725	3,259,443	27%	\$ 101,558	
Department: 22 - Police Department Total:	6,391,151	1,562,739	4,828,412	24%	13,856	[11]
Department: 23 - Fire Department Total:	4,453,035	689,778	3,763,258	15%		
Total Public Safety	10,844,186	2,252,516	8,591,670	21%	\$ 13,856	
Department: 34 - Public Works Total:	861,419	259,937	601,481	30%	25,000	[12]
Department: 46 - Community Development Total:	280,889	7,971	272,918	3%		
Total Development Services	1,142,308	267,908	874,399	23%	25,000	
Expenditures Total:	16,473,662	3,748,149	12,725,512	23%	\$ 140,414	
Fund: 100 - General Fund Surplus (Deficit):	(983,236)	(1,898,258)	(206,407)		\$ (128,708)	

NOTES:

[1] Property Tax receipts are received in December, April and June.

[2] VLF disbursements are received in January and May.

[3] Measure H funds are received in March.

[4] Increase \$850 for Fire Code Enforcement activity.

[5] Dispatch quarterly billing is done in October.

[6] Increase Damage Recovery for MPA vehicle damage reimbursement.

[7] Increase dental budget for Council benefit elections.

[8] Anticipated vacation payout due to retirement, \$46,000; and PMA dues \$510.

[9] Legal service allocations to departments pending.

[10] Add budget for HdL Economic Development Services, \$34,000; Bayfront Chamber sponsorship, \$1,500; USPS meeting mailers, \$2,658; and chairs for Council Chambers \$10,000 and Administration Conference Room, \$5,000.

[11] Increase maintenance for vehicle damage repair, \$13,855.69. Will be offset by \$10,855.69 reimbursement from MPA.

[12] Add budget to purchase asset management software to be funded 50% from General Fund and 50% from Sewer Enterprise Fund.

	FY 2019-20 Revised Budget	Fiscal Activity	Variance	Percent Used	Proposed Adjustment	Notes
Fund: 105 - Measure S -2006						
Revenue						
312 - Sales and Use Taxes Total:	1,960,800	508,246	(1,452,554)	26%		
370 - Interest and Investment Income Total:	20,000	6,685	(13,315)	33%		
Revenue Total:	1,980,800	514,931	(1,465,869)	26%		
Expenditures						
Department: 15 - Finance Department Total:	2,433	0	2,433	0%		[1]
Department: 22 - Police Department Total:	1,513,954	278,377	1,235,577	18%		
Department: 23 - Fire Department Total:	804,330	169,099	635,231	21%	33,721	[2]
Expenditures Total:	2,320,717	447,476	1,873,242	19%	33,721	
Fund: 105 - Measure S -2006 Surplus (Deficit):	(339,917)	67,455	407,373			
Fund: 106 - MEASURE S-2014						
Revenue						
312 - Sales and Use Taxes Total:	1,960,800	507,253	(1,453,547)	26%		
370 - Interest and Investment Income Total:	30,000	12,546	(17,454)	42%		
Revenue Total:	1,990,800	519,799	(1,471,001)	26%		
Expenditures						
Department: 10 - City Council Total:	57,200	0	57,200	0%		[3]
Department: 14 - City Attorney Total:	35,000	0	35,000	0%		[4]
Department: 15 - Finance Department Total:	2,433	0	2,433	0%		[1]
Department: 17 - General Government Total:	692,500	0	692,500	0%		[5]
Department: 18 - Information Systems Total:	64,600	0	64,600	0%		[6]
Total Administrative	851,733	0	851,733	0%		
Department: 22 - Police Department Total:	333,087	13,488	319,599	4%		
Department: 23 - Fire Department Total:	306,128	68,094	238,034	22%		
Total Public Safety	639,215	81,582	557,633	13%		
Department: 34 - Public Works Total:	1,099,419	50,809	1,048,610	5%		[7]
Department: 46 - Community Development Total:	130,000	0	130,000	0%		[8]
Total Development Services	1,229,419	50,809	1,178,610	4%		
Department: 55 - Recreation Total:	30,000	0	30,000	0%		[9]
Expenditures Total:	2,750,367	132,391	2,617,976	5%		
Fund: 106 - MEASURE S-2014 Surplus (Deficit):	(759,567)	387,408	1,146,975			
Fund: 200 - Gas Tax Fund						
Revenue						
321 - Intergovernmental Taxes Total:	827,289	182,368	(644,921)	22%		
370 - Interest and Investment Income Total:	5,000	2,489	(2,511)	50%		
Revenue Total:	832,289	184,857	(647,432)	22%		
Expenditures						
Department: 34 - Public Works Total:	502,547	100,062	402,485	20%		
Expenditures Total:	502,547	100,062	402,485	20%		
Fund: 200 - Gas Tax Fund Surplus (Deficit):	329,742	84,795	(244,947)			

NOTES:

[1] Audit expenses are billed later in the fiscal year.

[2] Add budget for EBRCSA radio upgrades, \$11,560; Crew Sense staffing software, \$5,000; BC vehicle buildup additional equipment, \$4,600; Station 74 generator diesel fuel storage, \$4,000; ESCI Consulting Services additional contract cost, \$4,000; and, SIM cards for tablet command communications package, \$4,561.

[3] Management Partners billing for strategic planning received in Q2.

[4] City Attorney billing received in Q2.

[5] Operating transfers are processed later in the fiscal year.

[6] IT equipment purchases are planned for later in the fiscal year.

[7] Capital projects planned are completed intermittently throughout the fiscal year.

[8] Parking and pedestrian safety studies are in progress. Vehicle purchase has not occurred.

[9] Furniture and equipment purchases did not occur in Q1.

	FY 2019-20 Revised Budget	Fiscal Activity	Variance	Percent Used	Proposed Adjustment	Notes
Fund: 201 - Restricted Real Estate Maintenance Fund						
Revenue						
342 - Other Fees Total:	3,175	475	(2,700)	15%		
381 - Rental Income Total:	34,000	0	(34,000)	0%		
Revenue Total:	37,175	475	(36,700)	1%		
Expenditures						
Department: 34 - Public Works Total:	37,175	4,141	33,034	11%		
Expenditures Total:	37,175	4,145	33,030	11%		
Fund: 201 - Restrict. RE Maint. Fund Surplus (Deficit):	0	(3,670)	(3,670)			
Fund: 203 - Public Safety Augmentation Fund						
Revenue						
321 - Intergovernmental Taxes Total:	177,375	45,846	(131,529)	26%		
370 - Interest and Investment Income Total:	2,500	1,095	(1,405)	44%		
Revenue Total:	179,875	46,941	(132,934)	26%		
Expenditures						
Department: 22 - Police Department Total:	177,310	28,242	149,068	16%		
Expenditures Total:	177,310	28,242	149,068	16%		
Fund: 203 - PS Augmentation Fund Surplus (Deficit):	2,565	18,699	16,134			
Fund: 204 - Police Grants						
Revenue						
324 - Other Grants Total:	325,796	82,500	(243,296)	25%		
Revenue Total:	325,796	82,500	(243,296)	25%		
Expenditures						
Department: 22 - Police Department Total:	369,475	88,707	280,768	24%		
Expenditures Total:	369,475	88,707	280,768	24%		
Fund: 204 - Police Grants Surplus (Deficit):	(43,679)	(6,207)	37,472			
Fund: 205 - Traffic Safety Fund						
Revenue						
351 - Fines and Forfeiture Total:	42,330	9,636	(32,694)	23%		
370 - Interest and Investment Income Total:	1,500	546	(954)	36%		
Revenue Total:	43,830	10,182	(33,648)	23%		
Expenditures						
Department: 22 - Police Department Total:	19,168	1,262	17,906	7%		
Expenditures Total:	19,168	1,262	17,906	7%		
Fund: 205 - Traffic Safety Fund Surplus (Deficit):	24,662	8,920	(15,742)			
Fund: 206 - Supplemental Law Enforcement Svc Fund						
Revenue						
323 - State Grants Total:	100,000	27,143	(7,857)	27%		
370 - Interest and Investment Income Total:	1,600	556	(1,044)	35%		
Revenue Total:	101,600	27,699	(73,901)	27%		
Expenditures						
Department: 22 - Police Department Total:	129,359	21,147	108,212	16%		
Expenditures Total:	129,359	21,147	108,212	16%		
Fund: 206 - SLESF Fund Surplus (Deficit):	(27,759)	6,552	34,311			
Fund: 207 - NPDES Storm Water Fund						
Revenue						
321 - Intergovernmental Taxes Total:	266,470	0	(266,470)	0%		[1]
370 - Interest and Investment Income Total:	150	23	(127)	15%		
Revenue Total:	266,620	23	(266,597)	0%		
Expenditures						
Department: 34 - Public Works Total:	367,444	68,978	298,466	19%		
Expenditures Total:	367,444	68,978	298,466	19%		
Fund: 207 - NPDES Storm Water Fund Surplus (Deficit):	(100,824)	(68,955)	31,869			

NOTES:

[1] Stormwater Utility Assessment disbursements are received towards the end of the fiscal year.

	FY 2019-20 Revised Budget	Fiscal Activity	Variance	Percent Used	Proposed Adjustment	Notes
Fund: 209 - Recreation Fund						
Revenue						
Division: 551- Recreation Administration	528,773	7,173	(521,600)	1%		
Division: 552- Senior Center	330,800	92,284	(238,516)	28%		
Division: 553- Tiny Tots	193,368	30,125	(163,243)	16%		
Division: 554- Youth Center	27,310	9,954	(17,356)	36%		
Division: 555- Day Camp	20,500	11,299	(9,201)	55%		
Division: 557- Swim Center	91,920	25,136	(66,784)	27%		
Division: 558- Memorial Hall	5,600	3,058	(2,542)	55%		
Division: 559- Tennis	400	500	100	125%		
Revenue Total:	1,198,671	179,528	(1,019,143)	15%		
Expenditures						
Division: 551- Recreation Administration	202,081	41,067	161,015	20%	2,500	[1]
Division: 552- Senior Center	497,141	120,466	376,676	24%		
Division: 553- Tiny Tots	137,296	32,988	104,308	24%		
Division: 554- Youth Center	196,635	43,082	153,553	22%		
Division: 555- Day Camp	60,640	2,063	58,577	3%		
Division: 556- Performing Arts	0	221	(221)	-100%		[2]
Division: 557- Swim Center	91,368	32,156	59,212	35%		
Division: 558- Memorial Hall	4,961	2,059	2,902	41%		
Division: 559- Tennis	4,000	690	3,310	17%		
Expenditures Total:	1,194,123	274,791	919,332	23%	\$ 2,500	
Fund: 209 - Recreation Fund Surplus (Deficit):	4,548	(95,263)	(99,811)			
Fund: 212 - Building & Planning						
Revenue						
315 - Other Taxes Total:	1,800	0	(1,800)	0%	(1,800)	[3]
332 - Permits Total:	512,750	94,385	(418,365)	18%		
341 - Review Fees Total:	192,500	119,197	(73,303)	62%		
342 - Other Fees Total:	62,500	32,483	(30,017)	52%		
370 - Interest and Investment Income Total:	7,000	2,384	(4,616)	34%		
384 - Other Revenue Total:	21,000	0	(21,000)	0%		
Revenue Total:	797,550	248,450	(549,100)	31%	(1,800)	
Expenditures						
Department: 46 - Community Development Total:	1,151,772	121,971	1,029,800	11%		
Expenditures Total:	1,151,772	121,971	1,029,800	11%		
Fund: 212 - Building & Planning Surplus (Deficit):	(354,222)	126,478	480,700			
Fund: 213 - Refuse Management Fund						
Revenue						
323 - State Grants Total:	60,060	60,890	830	101%	45,602	[4]
370 - Interest and Investment Income Total:	6,000	1,144	(4,856)	19%		
Revenue Total:	66,060	62,034	(4,026)	94%	\$ 45,602	
Expenditures						
Department: 34 - Public Works Total:	125,347	20,043	105,304	16%		
Expenditures Total:	125,347	20,043	105,304	16%		
Fund: 213 - Refuse Management Fund Surplus (Deficit):	(59,287)	41,991	101,278			
Fund: 214 - Solid Waste Fund						
Revenue						
370 - Interest and Investment Income Total:	8,000	3,786	(4,214)	47%		
383 - Reimbursements Total:	240,000	93,914	(146,086)	39%		
Revenue Total:	248,000	97,699	(150,301)	39%		
Expenditures						
Department: 34 - Public Works Total:	42,000	0	42,000	0%		
Expenditures Total:	42,000	0	42,000	0%		
Fund: 214 - Solid Waste Fund Surplus (Deficit):	206,000	97,699	(108,301)			

NOTES:

[1] Donation received from Mechanics Bank for Movies and Sounds in the Park.

[2] Bank fees will be adjusted from operating revenue.

[3] Business License state mandated fee is allocated to special revenue fund 226-CASp Certification and Training.

[4] Add budget of \$45,602 for WCCIWMA disbursement of reserve funds received.

	FY 2019-20 Revised Budget	Fiscal Activity	Variance	Percent Used	Proposed Adjustment	Notes
Fund: 215 - Measure C and J Fund						
Revenue						
324 - Other Grants Total:	360,000	0	(360,000)	0%		[1]
370 - Interest and Investment Income Total:	8,000	3,534	(4,466)	44%		
Revenue Total:	368,000	3,534	(364,466)	1%		
Expenditures						
Department: 34 - Public Works Total:	200,598	16,954	183,644	8%		[2]
Expenditures Total:	200,598	16,954	183,644	8%		
Fund: 215 - Measure C and J Fund Surplus (Deficit):	167,402	(13,420)	(180,822)			
Fund: 285 - Housing Fund						
Revenue						
370 - Interest and Investment Income Total:	135,000	12,758	(122,242)	9%		
381 - Rental Income Total:	72,253	0	(72,253)	0%	(72,253)	[3]
393 - Loan/Bond Proceeds Total:	55,000	2,140	(52,860)	4%		
Revenue Total:	262,253	14,898	(247,355)	6%	(72,253)	
Expenditures						
Department: 46 - Community Development Total:	211,107	18,503	192,604	9%		
Expenditures Total:	211,107	18,503	192,604	9%		
Fund: 285 - Housing Fund Surplus (Deficit):	51,146	(3,605)	(54,751)			
Fund: 500 - Sewer Enterprise Fund						
Revenue						
363 - Sewer Enterprise Charges Total:	6,952,287	509,788	(6,442,499)	7%		[4]
370 - Interest and Investment Income Total:	100,000	40,029	(59,971)	40%		
344 - Impact Fees Total:	10,000	0	(10,000)	0	(10,000)	[5]
Revenue Total:	7,062,287	549,818	(6,512,469)	8%	(10,000)	
Expenditures						
Department: 64 - Sewer Total:	7,358,264	1,387,458	5,970,806	19%	175,000	[6]
Expenditures Total:	7,358,264	1,387,458	5,970,806	19%	175,000	
Fund: 500 - Sewer Enterprise Fund Surplus (Deficit):	(295,977)	(837,641)	(541,663)			
Fund: 505 - Cable Access TV						
Revenue						
314 - Franchise Taxes Total:	35,000	7,694	(27,306)	22%		
365 - Cable TV Charges Total:	206,963	13,543	(193,420)	7%		
384 - Other Revenue Total:	3,600	3,000	(600)	83%		
399 - Transfers In Total:	205,125	0	(205,125)	0%		[7]
Revenue Total:	450,688	24,237	(426,451)	5%		
Expenditures						
Department: 19 - Cable Access TV Total:	468,890	68,121	400,770	15%		
Expenditures total :	468,890	68,121	400,770	15%		
Fund: 505 - Cable Access TV Surplus (Deficit):	(18,202)	(43,883)	(25,681)			
Fund: 750 - Recognized Obligation Retirement Fund						
Revenue						
311 - Property Taxes Total:	250,000	0	(250,000)	0%		[8]
370 - Interest and Investment Income Total:	0	14,001	14,001	0%		
393 - Loan/Bond Proceeds Total:	0	3,825	3,825	0%		
Revenue Total:	250,000	17,826	(232,174)	7%		
Expenditures						
Department: 46 - Community Development Total:	250,000	59,720	190,280	24%		
Expense Total:	250,000	59,720	190,280	24%		
Fund: 750 - RORF Fund Surplus (Deficit):	0	(41,894)	(41,894)			

NOTES:

- [1] Measure J revenue is received at the end of the fiscal year.
[2] Capital projects planned are completed intermittently throughout the fiscal year.
[3] PALC ground lease agreement terminated with sale of property.
[4] Sewer usage fees are received with Property Tax in December, April, and June. Includes Hercules first quarter billing of \$505,793.
[5] Impact Fees are recorded in the Growth Impact Fee Fund - 276 and allocated in the CIP.
[6] Add budget for sludge hauling truck, \$150,000; and, \$25,000 for 50% share of asset management software.
[7] Operating transfers are processed at the end of the fiscal year based on actual need.
[8] Property Tax receipts are received in December, April and June.

RESOLUTION NO. 2019-xx**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF PINOLE, COUNTY OF CONTRA COSTA, STATE OF CALIFORNIA, MODIFYING THE CITY BUDGET FOR FISCAL YEAR 2019-20**

WHEREAS, the City Council did adopt a Budget for City Operations by Resolution number 2019-60 on June 18, 2019; and

WHEREAS, the City Manager has presented proposed recommendations for modification of the adopted budget and programs of service for the City of Pinole Operations for fiscal year 2019-20 as part of a 1st Quarter Financial Report at the regular City Council Meeting held on November 19, 2019; and

WHEREAS, the City Council has considered these recommended changes, as to the matter of the City budget; and

WHEREAS, the City Council has solicited public input on the proposed modifications to the FY 2019-20 Operations Budget.

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Pinole as follows:

Modifications to the budget, including any requisite use of appropriate Fund Balance, for the City of Pinole for Fiscal Year 2019-20 commencing July 1, 2019 and ending June 30, 2020 are hereby approved and adopted as follows:

FY 2019-20 Budget Adjustments

General Fund - 100	
Revenue	\$11,706
Expenditures	\$140,414
Measure S 2006 Fund - 105	
Expenditures	\$33,721
Recreation Fund - 209	
Expenditures	\$2,500
Building and Planning Fund - 212	
Revenue	-\$1,800
Refuse Management Fund - 213	
Revenue	\$45,602
Housing Administration Fund - 285	
Revenue	-\$72,253
Sewer Enterprise Fund - 500	
Revenue	-\$10,000
Expense	\$175,000

PASSED AND ADOPTED this 19th day of November 2019, by the following vote:

AYES: COUNCILMEMBERS:

NOES: COUNCILMEMBERS:

ABSENT: COUNCILMEMBERS:

ABSTAIN: COUNCILMEMBERS:

I hereby certify that the foregoing resolution was introduced, passed and adopted on this **19th** day of **November, 2019**.

Heather Iopu, CMC
City Clerk



FY 2019-20 FIRST QUARTER FINANCIAL REPORT AND BUDGET ADJUSTMENTS

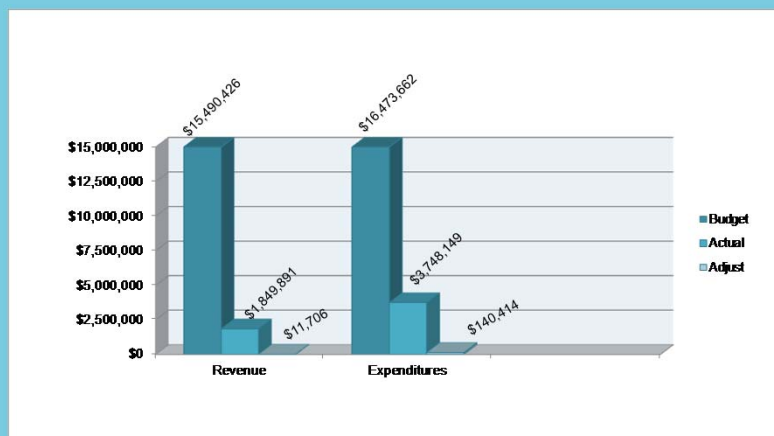
Background:

- ▶ The City Council adopts an annual operating budget by June 30th of each fiscal year, which is effective July 1st through June 30th.
- ▶ It is the City's policy to adopt a structurally balanced budget whereby current year expenditures are funded with current year revenue.
- ▶ Use of fund balance or non-recurring revenue can be used for one-time expenses.

Background:

- ▶ Adopted FY 2019-20 budget projects General Fund surplus of \$2,832 (net of \$1 million from fund balance for fire engine)
- ▶ Revenue and expenditures should average 25% for the period
- ▶ General Fund revenues realized at 13% of projections
- ▶ General Fund expenditures realized at 23% of projections

General Fund Overview



Includes \$1 million from prior year fund balance, and \$111,944 one-time use of fund balance.

General Fund Revenue Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Property Tax	4,033,892	25,720	0	4,033,892
Sales Tax	3,629,286	922,630	0	3,629,286
Utility Users Tax	1,898,000	440,636	0	1,898,000
Other Taxes	3,422,384	323,916	0	3,422,384
Other Revenue	1,798,249	136,989	11,706	1,809,955
Total Revenue	14,781,811	1,849,891	11,706	14,793,517
Transfers In	708,615	0	0	708,615
Total Sources	15,490,426	1,849,891	11,706	15,502,132

General Fund Expenditures by Function Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Administration	4,487,168	1,227,725	101,558*	4,588,726
Public Safety	10,844,186	2,252,516	13,856*	10,858,042
Public Works	861,419	259,937	25,000*	886,419
Devel. Svcs.	280,889	7,971	0	280,889
Total Expenditures	16,473,662	3,748,149	140,414	16,614,076

*Includes use of prior year fund balance for one-time uses.

Measure S 2006 Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Sales Tax	1,960,800	508,246	0	1,960,800
Other Revenue	20,000	6,685	0	20,000
Total Revenue	1,980,800	514,931	0	1,980,800
Finance	2,433	0	0	2,433
Police	1,513,954	278,377	0	1,513,954
Fire	804,330	169,099	33,721*	838,051
Total Expenditures	2,320,717	447,476	33,721	2,354,438

*Includes use of prior year fund balance for one-time uses.

Measure S 2014 Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Sales Tax	1,960,800	507,253	0	1,960,800
Other Revenue	30,000	12,546	0	30,000
Total Revenue	1,990,800	519,799	0	1,990,800
Administration	851,733	0	0	851,733
Public Safety	639,215	81,582	0	639,215
Devel. Svcs.	1,229,419	50,809	0	1,178,610
Recreation	30,000	0	0	30,000
Total Expenditures	2,750,367	132,391	0	2,720,367

Recreation Fund Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Administration	528,773	7,173	0	528,773
Senior Center	330,800	92,284	0	330,800
Tiny Tots	193,368	30,125	0	193,368
Youth Center	27,310	9,954	0	27,310
Day Camp	20,500	11,299	0	20,500
Swim Center	91,920	25,136	0	91,920
Memorial Hall	5,600	3,058	0	5,600
Tennis	400	500	0	400
Total Revenue	1,198,671	179,528	0	1,198,671

Recreation Fund Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Administration	202,081	41,288	2,500	204,581
Senior Center	497,141	120,466	0	497,141
Tiny Tots	137,296	32,988	0	137,296
Youth Center	196,635	43,082	0	196,635
Day Camp	60,640	2,063	0	60,640
Swim Center	91,368	32,156	0	91,368
Memorial Hall	4,961	2,059	0	4,961
Tennis	4,000	690	0	4,000
Total Expenditures	1,194,123	274,791	2,500	1,196,623

Building & Planning Fund Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Revenue:				
Other Taxes	1,800	0	-1,800	0
Permits	512,750	94,385	0	512,750
Review Fees	192,500	119,197	0	192,500
Other Revenue	90,500	34,867	0	90,500
Total Revenue	797,550	248,450	-1,800	795,750
Expenditures:				
Community Dev.	1,151,772	121,971	0	1,151,772
Total Expenditures	1,151,772	121,971	0	1,151,772

Refuse Management Fund Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Revenue:				
State Grants	60,060	60,890	45,602	105,662
Interest & Invest.	6,000	1,144	0	6,000
Total Revenue	66,060	62,034	45,602	111,662
Expenditures:				
Public Works	125,347	20,043	0	125,347
Total Expenditures	125,347	20,043	0	125,347

Housing Fund Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Revenue:				
Interest & Invest.	135,000	12,758	0	135,000
Rental Income	72,253	0	-72,253	0
Loan Proceeds	55,000	2,140	0	55,000
Total Revenue	262,253	14,898	-72,253	190,000
Expenditures:				
Community Dev.	211,107	18,503	0	211,107
Total Expenditures	211,107	18,503	0	211,107

Sewer Enterprise Fund Budget-to-Actual

	Adopted Budget	1 st Qtr Actual	Budget Adjust	Updated Budget
Revenue:				
Sewer Charges	6,952,287	509,788	0	6,952,287
Interest & Invest.	100,000	40,029	0	100,000
Impact Fees	10,000	0	-10,000	0
Total Revenue	7,062,287	549,818	-10,000	7,052,287
Expense:				
Sewer	7,358,264	1,387,458	175,000	7,533,264
Total Expenses	7,358,264	1,387,458	175,000	7,533,264

FY 2019-20 1st Quarter Budget Adjustments

General Fund - 100

Revenue	\$11,706
Expenditures	\$140,414

Measure S 2006 Fund - 105

Expenditures	\$33,721
--------------	----------

Recreation Fund - 209

Expenditures	\$2,500
--------------	---------

Building & Planning Fund – 212

Revenue	-\$1,800
---------	----------

Refuse Management Fund - 213

Revenue	\$45,602
---------	----------

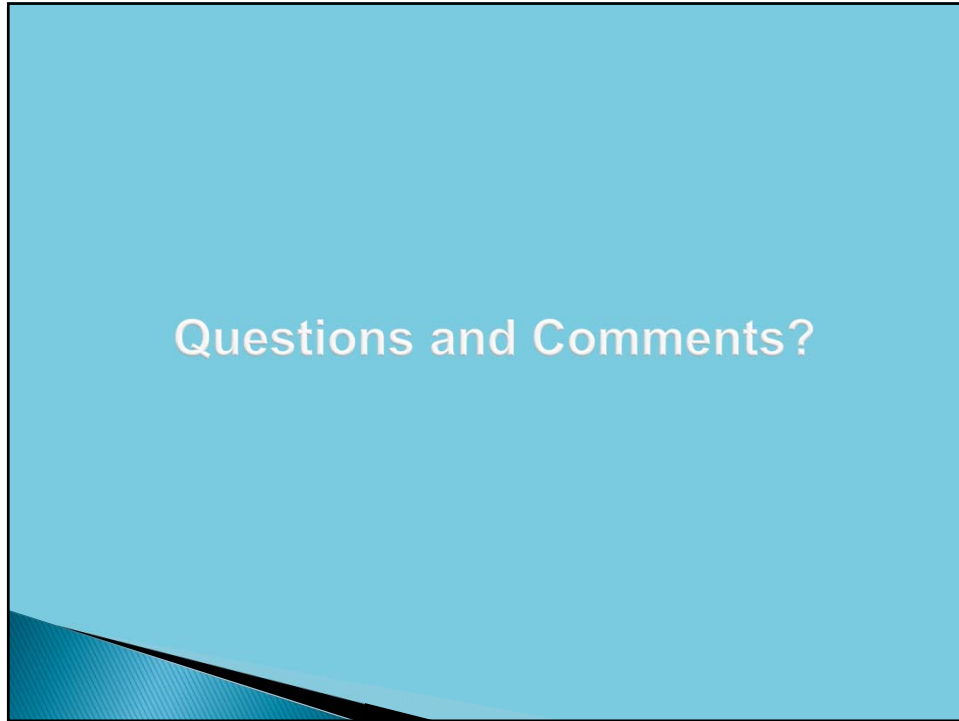
FY 2019-20 1st Quarter Budget Adjustments

Housing Fund - 285

Revenue	-\$72,253
---------	-----------

Sewer Enterprise Fund - 500

Revenue	-\$107,000
Expenditures	\$175,000





CITY COUNCIL REPORT

10A

DATE: NOVEMBER 19, 2019

TO: MAYOR AND COUNCIL MEMBERS

FROM: ERIC CASHER, CITY ATTORNEY

**SUBJECT: OVERVIEW AND DISCUSSION OF SANCTUARY CITIES AND SB 54
"THE CALIFORNIA VALUES ACT"**

RECOMMENDATION

It is recommended that the City Council receive an overview of issues related to sanctuary cities, the City of Pinole's compliance with SB 54 "The California Values Act".

BACKGROUND

At the direction of the City Council, staff prepared an overview of what it means to be a sanctuary city. The term "sanctuary city" is not defined by Federal or State law, but is often used to refer to those local entities that have policies in place limiting assistance for local enforcement of Federal immigration laws and the expenditure of local resources on cooperation with U.S. Immigration and Customs Enforcement Agency's (ICE) enforcement programs. Supporters of such policies argue that cities have local obligations, and that diverting local resources to support the enforcement of Federal programs designed to deter or discourage unauthorized immigration would undermine community relations, disrupt municipal services, interfere with local law enforcement, or violate humanitarian principles. Opponents argue that local jurisdictions which refuse to support Federal immigration policy are encouraging unlawful immigration and are undermining Federal enforcement efforts.

FEDERAL LAW

On January 25, 2017, the President issued Executive Order 13768, "*Enhancing Public Safety in the Interior of the United States*". The Executive Order states that "...jurisdictions that willfully refuse to comply with 8 U.S.C. 1373 (i.e. sanctuary jurisdictions) are not eligible to receive Federal grants, except as deemed necessary for law enforcement purposes by the Attorney General to the Secretary." The Executive Order defines a sanctuary city as "jurisdictions that willfully refuse to comply with statute 1373" and the Secretary of Homeland Security has the independent discretion to designate any such jurisdictions. Section 8 U.S.C. § 1373 provides that "[n]otwithstanding any other provision of Federal, State, or local law, a Federal, State, or local government entity or official may not prohibit, or in any way restrict, any government entity or official from sending to, or receiving from, the Immigration and

Naturalization Service (INS) information regarding the citizenship or immigration status, lawful or unlawful, of any individual.”

According to the Order, a city is also subject to enforcement actions at the discretion of the Attorney General if: (1) they violate Section 1373, or (2) they have policies or practices that prevent or hinder the enforcement of the Federal law. In addition, the order directs the Secretary of Homeland Security to develop a weekly list of jurisdictions that have failed to honor detainers and all resulting criminal acts. Finally, the OMB Director is directed to provide information on all Federal grant money that is currently received by a sanctuary city.

Following the election in November 2016, local officials in more than ten major cities, including San Francisco, Oakland, Los Angeles, New York, Chicago, and Washington, D.C., reaffirmed their commitment to upholding their status as “sanctuary cities.” Other cities in the Bay Area have also adopted various resolutions or other policy statements declaring their intention to remain places of refuge or sanctuary, including the cities of Richmond, El Cerrito, Alameda, Berkeley, Emeryville, and San Leandro. On January 31, 2017, the City and County of San Francisco filed a lawsuit in U.S. District Court in the Northern District of California, alleging that the President’s order violates the 10th Amendment. On November 20, 2017, the Northern District Court of California ruled that Executive Order 13768 was unconstitutional and issued a permanent nationwide injunction against its implementation. On October 29, 2019, the Federal government filed a petition with the U.S. Supreme Court to hear a challenge to the Northern District Court decision, among others, challenging California’s sanctuary city laws and Senate Bill 54.

POTENTIAL IMPACTS OF CURRENT FEDERAL LAW

Despite the Federal government’s request to the U.S. Supreme Court, and based on the Northern District Court’s decision, the Federal government at present may not withhold Federal funding to sanctuary cities. However, given the pending request and likelihood that the U.S. Supreme Court will hear the case, Federal efforts to deter sanctuary policies are an evolving area of law with great uncertainty. As a result the precise fiscal effects associated with becoming or being a sanctuary city are unknown at this time.

CALIFORNIA LAW

At the State level, The Trust Act went into effect January 1, 2014. The Trust Act was one of eight bills signed in concurrence reflecting the State’s effort to take action on immigration reform and create a standard for response to the Federal “Secure Communities” program. It requires local law enforcement agencies to release people who have been arrested once their bond is posted or their sentence is up, so long as they have no serious convictions and even if ICE officials have issued a detainer. The replacement “Priority Enforcement Program” focused on those who pose a danger to society, although “Secure Communities” has now been re-established by Executive Order from the President. On September 28, 2016, the Governor also signed into law

AB 2792, otherwise known as the TRUTH Act, which states that if ICE notifies a California jail that they plan to deport someone, they have to also serve a copy to the person in jail. This gives the person the “right to know” when ICE wants to deport him/her so they can seek counsel.

In October 2017, the Governor signed in to law Senate Bill 54 (SB 54), which prohibits local law enforcement officials from performing the functions of a federal immigration officer. SB 54 creates “safe zones” throughout the state by prohibiting immigration enforcement on public schools, hospitals, and courthouse premises. To ensure eligible immigrants are not deterred from seeking services and engaging with state agencies, the bill requires state agencies to review and update confidentiality policies.

On a local level, the West Contra Cost Unified School District passed Resolution 54-1617 on December 7, 2016, committing to the protection of all traditionally marginalized students, including students of Arabic descent, those of Muslim, Sikh and other faiths, Latinos, African Americans, Asian Americans, Pacific Islanders, Native Americans, women, immigrants, persons with disabilities, and the LGBTQ community; and declares that every school site or office of West Contra Costa Unified School District is a safe place for all its students and their families.

As mentioned, on October 29, 2019 the Federal government filed a petition with the U.S. Supreme Court to hear a challenge to the Northern District Court decision, among others, challenging California’s sanctuary city laws and Senate Bill 54. Thus, while SB 54 is still the law in California and cities are required to comply, there is some uncertainty regarding the future of the law pending Supreme Court review.

ATTACHMENTS:

None



CITY COUNCIL REPORT

10B

DATE: NOVEMBER 19, 2019

TO: MAYOR AND CITY COUNCIL MEMBERS

FROM: MICHELLE FITZER, CITY MANAGER

BY: TAMARA MILLER, DEVELOPMENT SERVICES DIRECTOR

SUBJECT: APPROVAL OF FINDINGS TO SUPPORT LOCAL MODIFICATIONS TO THE 2019 CALIFORNIA GREEN CODE, BUILDING CODE, FIRE CODE, AND RELATED CONSTRUCTION CODES; INTRODUCTION OF AN ORDINANCE TO ADOPT, WITH LOCAL MODIFICATIONS, THE 2019 CALIFORNIA BUILDING STANDARDS CODE.

RECOMMENDATION

Staff recommends that the City Council take the following action:

1. Adopt a Resolution which makes findings justifying changes or modifications due to local climatic, geologic and topographic conditions, in the 2019 California Building Standards Code, which includes the California Green Code, Building Code, and Fire Code, and related Construction Codes.
2. Introduce by title, and waive first reading of an Ordinance which adopts the 2019 California Green Code, Building, Fire, Plumbing, Mechanical, Electrical, Energy, and related Construction Codes, and Property Maintenance Regulations as codes applicable to all construction within the City of Pinole, with local modification.

BACKGROUND

This is the first of two meetings at which items related to updating the City's Building and Fire Code will be considered. If the attached resolution is approved this evening, a public hearing will be scheduled for December 3, 2019 at which time the Council will consider adoption of the first ordinance needed to update the City's construction codes including the Building and Fire Codes.

The California Building Standards Commission reviews and updates the various construction codes that apply in California. The 2019 California Building Standards Codes (CBSC), which includes the Fire Code, becomes effective in California cities on January 1, 2020. Typically every three years, the California Building Standards

Commission reviews and revises the California Building, Fire, Plumbing, Mechanical, Electrical and Residential Codes. The California Health and Safety Code requires local agencies to adopt the building standards contained in the uniform statewide codes, but allows cities to modify the codes to reflect local conditions. Pinole previously adopted its current codes, incorporating and modifying the 2016 CBSC.

The 2019 California Building Standards Codes (CBSC), Title 24, Parts 1- 6 and 8 - 12 are as follows:

- Part 1: California Administrative Code (CAC).
- Part 2: California Building Code (CBC).
- Part 2.5: California Residential Code (CRC).
- Part 3: California Electrical Code (CEC).
- Part 4: California Mechanical Code (CMC).
- Part 5: California Plumbing Code (CPC).
- Part 6: California Energy Code (CEnC).
- Part 8: California Historical Building Code (CHBC).
- Part 9: California Fire Code (CFC).
- Part 10: California Existing Building Code (CEBC).
- Part 11: California Green Building Standards Code (CALGreen)
- Part 12: California Reference Standards Code

While reviewing the first draft Ordinance, please keep in mind that the CBSC is not included verbatim in the Ordinance as this would make it unwieldy. Instead, the Ordinance refers readers to the relevant section of the CBSC and provides any additions or amendments adopted by the City. These amendments use the numbering system put forward by the adopted State code. To read the full text of the final law, please refer to the State code stated in the Ordinance (on file in City Hall) and insert the amendments listed in the Ordinance.

The 2019 CBSC will go into effect in Pinole on January 1, 2020 regardless of whether or not the City takes any action. Adoption of the proposed ordinance is necessary so that existing local amendments to the CSBC remain in effect.

DISCUSSION

A city may establish more restrictive building and construction standards in their Building Codes because of local climatic, geological, or topographical conditions. The local modifications included in the draft Ordinance for Pinole are noted in the first attached Ordinance chapters as additions or amendments to the CBSC and the local environmental conditions to justify these modifications are described in the attached draft Resolution. For example, based on the location of portions of Pinole in the Very High Fire Hazard Severity Zone and existing climate conditions in the City, the draft Ordinance amends Sections 15.04.090 and 15.04.100 of the CBSC to provide that no wood shake or shingle roofing or siding is allowed in these specific areas of the City. Additionally, Section 15.04.080 of the City's Municipal Code

includes more stringent requirements requiring automatic sprinkler systems which conform to the requirements of the California Fire Code. This requirement is added to the City's Building Code in response to the high threat of fire confronting the City. The presence of an approved fire extinguishing system in high occupancy structures could save lives in the event of a fire.

Other conditions considered include Pinole's close proximity to the Hayward Fault Line, creating higher structural stresses and risk of building failure during an earthquake. Pinole's steep hillside topography is considered as well because it can make fire-fighting difficult and can allow Pinole Creek to be inundated during severe winter storms, causing flooding in certain portions of the City.

The draft Ordinance represents a continuation of existing City practice with regard to local modifications. The proposed changes from the state-adopted 2019 California Building Standards Codes would replace the 2016 California Building Standards Codes previously codified in Title 15 of the City of Pinole Municipal Code. The Ordinance as written revalidates and readopts many of the City's current local amendments.

There are considerable non-substantive changes to the reference numbering in the new California Codes, and the Ordinance reflects these new reference numbers in order to ensure that the Municipal Code relates accurately to the 2019 CBSC. A strike-out version of the ordinance is not provided because the proposed ordinance repeals and replaces the previous Title 15 Chapters that will be superseded by the 2019 CBSC on January 1, 2020.

Additionally, the 2020 CBSC includes the latest California Green Building Standards, or "CALGreen", which applies to all new construction. CALGreen's intent is to continue to improve public health, safety and general welfare by enhancing the design and construction of buildings through the use of building concepts having a positive environmental impact and encouraging sustainable construction practices.

Because the first draft ordinance adopts the construction codes by reference, State law requires that the City Council schedule a second public hearing on the Ordinance after the first reading, which is the converse of the usual process, to allow the public more time to review the proposed changes and local modifications. The public hearing will be scheduled for December 3, 2019 in conjunction with the second reading of the Ordinance if acceptable to the City Council.

Environmental Review

Adoption of the attached Ordinance and Resolution are exempt from CEQA based on the general rule set forth in CEQA Guidelines Section 15061(b) (3) that CEQA applies only to projects which have the potential for causing a significant effect on the environment. It can be seen with certainty that there is no possibility that the

adoption of the attached Resolution and Ordinances will have a significant effect on the environment.

FISCAL IMPACT

There is no direct fiscal impact of adopting the 2019 CBSC. City's costs related to implementation of the 2019 CBSC are recovered through building permit fees.

ATTACHMENTS

- A. Draft Resolution including findings to justify local modifications to the 2019 CBSC
- B. Draft Ordinance relating to the adoption of the 2019 CBSC

3421357.1

ATTACHMENT A

RESOLUTION NO. 2019-XX

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF PINOLE APPROVING FINDINGS TO SUPPORT LOCAL MODIFICATIONS TO THE STANDARDS CONTAINED IN THE 2019 CALIFORNIA BUILDING STANDARDS CODE

WHEREAS, Section 17922 of the California Health and Safety Code requires that local agencies adopt the building standards contained in the California Building Code, the California Fire Code, the California Plumbing Code, the California Mechanical Code, and the California Electrical Code, as such codes are approved by the State Building Standards Commission (collectively, the “California Building Standards Code”); and

WHEREAS, Section 17958.7 of the California Health and Safety Code allows local agencies to enact modifications to those building standards provided that such modifications are reasonably necessary because of local climatic, geological or topographical conditions; and

WHEREAS, Section 17958.7 of the California Health and Safety Code further provides that a local agency which enacts modifications to those building standards must adopt findings which tie those modifications to such local climatic, geological or topographical conditions; and

WHEREAS, the Pinole City Council has considered whether certain modifications to the building standards contained in the California Building Standards Code are necessary in Pinole due to local climatic, geological, or topographical conditions.

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Pinole does hereby adopt the following findings in conformance with its obligations under Section 17958.7 of the California Health and Safety Code:

I. The City of Pinole is subject to the following climatic, geological and topographical conditions:

A. Climatic Conditions

General Conditions

The seasonal climatic conditions during late summer, fall and early winter create serious difficulties regarding the control of and protection against fires in Pinole. The hot, dry weather typical of this area in the summer and fall, and the extreme

dryness of fuel stands in the early winter, coupled with wind, temperature and precipitation conditions outlined below frequently cause fire events which threaten the City.

1. Precipitation and Relative Humidity

(a) Conditions

Precipitation ranges from 15 to 24 inches per year with an average of 18 inches per year. Ninety-five percent of all rainfall occurs during the seven months of October through April and only five percent occurs from May through September. The dry season is considered to last at least six months in this area, where typically 0.8 percent of the annual rainfall occurs in any given month during this period. In addition, the Northern California area is subject to recurrent periods of drought lasting for several years. Relative humidity remains in the middle range most of the year with 45 to 65 percent occurring during the spring, summer and fall, and a wider range of 60 to 90 percent in the winter. Occasionally, the relative humidity falls as low as 12 percent during temporary changes in climate and wind direction. Such low humidity periods can occur any time of year. Coastal fog, on the other hand, can raise humidity especially during night hours.

(b) Impact

During the dry season generally and during occasional periods of low humidity, burning conditions are worse than normal. Such weather conditions cause extreme dryness in combustible material including untreated wood shakes and shingles on buildings, wood siding, and combustible building materials. Non-irrigated grass, brush, and weeds, which are often near buildings, are also subject to extreme drying. Extremely dry, combustible materials are vulnerable to rapidly spreading exterior fires which can quickly transfer to other buildings by means of radiation or flying brands, sparks, or embers. Under such conditions, a small fire can rapidly grow in magnitude beyond the capabilities of the City's Fire Department to control. Such fires produce excessive fire loss that has a negative impact on the quality of life in the community.

2. Temperature

(a) Conditions

Temperatures have been recorded as high as 107° F. Seasonal highs over 90° can be sustained for several days in a row.

(b) Impact

High temperatures cause rapid fatigue and heat exhaustion of firefighters, reducing their effectiveness and ability to control large building and wildland fires. High temperatures will preheat combustible building materials and non-irrigated

weeds, grass and brush causing their materials to ignite readily and burn more rapidly and intensely. In addition, a series of local ridges and valleys produce differences in solar heating of fuels which increase the probability of erratic fire behavior, including area-wide ignition and "blow-up" conditions. Higher air and fuel temperatures increase the rate of fire spread and reduce the effectiveness of water applied to extinguish fires. Additional fire department resources and water will be required for timely and effective suppression of fires. Temperature has a direct relationship to the intensity and size of fires.

3. Winds

(a) Conditions

Prevailing winds in the area occur from the west or southwest. Off shore winds from the northeast and east, known locally as Diablo winds, frequently occur during the summer and fall and are prevalent during periods of hot, dry weather. Virtually any time during the year a climatic pattern of strong, steady, dry winds can occur for several days in succession, creating extremely dry conditions. Hillside elevation differences are ideal for the creation of localized up slope or down slope winds, which follow ridgelines or canyon valleys. Because of these topographic variables, winds can be experienced from virtually every direction depending on location and surrounding climatic conditions. Wind velocities range generally from 15 to 25 mph, with typical gusting to 35 mph. Severe storm gusts have been recorded as high as 80 mph. Westerly afternoon winds are common. Forty (40) mph winds are experienced occasionally during extreme fire weather conditions. In rare circumstances, both on shore and off shore breezes up to 55 mph have been registered locally during non-storm conditions.

(b) Impact

Local winds can cause water intrusion and structural deterioration to building components, this deterioration may facilitate a premature structural building collapse. These local winds cause interior and exterior fires to burn intensely and spread rapidly. Wind driven fires involving non-irrigated weeds, grass and brush can grow to a magnitude and intensity beyond the capabilities of the fire department to control. Even relatively moderate winds can cause extreme and erratic fire behavior. Prevailing winds generally align with local topographical features creating ideal avenues for uphill fire spread. Wind driven fires can move uphill or downhill with great speed. When wind driven fires are not controlled they can spread from property to property and threaten the entire community.

Summary

The local climatic conditions created by precipitation patterns, temperature and wind conditions combine to affect the rate of acceleration, intensity,

and magnitude of fire in the community. Periods with little or no rainfall, low humidity and high temperatures create extreme fire hazard conditions. Temperature extremes can create intense and erratic fire behavior. Local winds can have a tremendous impact on fire intensity, growth, and spread. Winds can carry sparks and burning brands to other areas up to one-mile away thus spreading fire and causing conflagrations. In building fires and fires at the bottom of canyons, winds can literally create a "blow torch" effect, which concentrates heat and resists control efforts.

B. Geologic Conditions

General Conditions

The geologic features of the local area create conditions that leave the area vulnerable to local flooding, earthquakes, land sliding, restricted access and conflagration. These events create serious difficulty regarding the control of and protection against fires in Pinole. Local flooding conditions can impede the ability of the fire department to aid or assist in fire control, evacuations, rescues and other emergency tasks. Among the potential effects of earthquake activity are isolation of neighborhoods or the entire community, loss of water sources and conflagration. Seismic events and landslides may isolate Pinole from surrounding communities and restrict or eliminate internal circulation by rendering surface travel difficult or impossible. Topographic features present multiple problems in the delivery of emergency services including fire protection.

1. Seismic

(a) Conditions

Pinole is located in a High Risk Seismic Zone, the worst risk rating in the United States. Buildings and other structures in High Risk Zones can experience major damage as the result of a seismic event. Pinole is in close proximity (1.5 – 3.0 miles northeast) to the Hayward Fault and Rodgers Creek/ Healdsburg fault zone underneath San Pablo Bay. The City's Planning Area is also located about 18 to 20 miles northeast of the San Andreas fault zone. The Green Valley-Concord fault trend is located approximately 12 miles east of Pinole. The Hayward fault has been identified as a likely site for a major seismic event in the 7 + Richter scale range within the next 25 years. Minor seismic events have been localized in the El Cerrito-Berkeley area nearby Pinole. Most recently, the South Napa earthquake measuring 6.0 on the Richter Scale occurred on August 24, 2104 northwest of American Canyon.

Much of the transportation infrastructure in Pinole is built upon soils classified as subject to liquefaction or landslide. Interstate 80 which bisects Pinole is subject to liquefaction. San Pablo Avenue, a major north-south route through the city, is subject to liquefaction. Pinole Valley Road a major north-south route within Pinole, is subject to liquefaction and landslides. Simas Avenue which provides access to several

neighborhoods in southern Pinole is subject to landslide. Damage to these roadbeds would have a significant, negative impact on response times.

Earthquakes of the magnitude experienced locally can cause major damage to electrical transmission facilities which in turn, cause power failures while at the same time starting fires throughout the city. The simultaneous occurrence of multiple fires will quickly disperse available fire department resources, thereby reducing and delaying an emergency response to any additional fires. An electrical power outage would incapacitate elevators, building smoke management systems, lighting systems, alarm systems and other electrical equipment. Since these are urgently needed to assist evacuation and fire control in large buildings there is increased expectation of life loss and major fire losses in such larger buildings.

A seismic event powerful enough to damage roadways would also damage other utility systems such as water mains, natural gas pipelines and telephone lines. The East Bay Municipal Utilities District anticipates seismic disruption of water service. Damage to these systems would have a negative impact on the service delivery capabilities of local emergency services.

(b) Impact

The above listed local geologic conditions increase accessibility problems and fire hazards in the City of Pinole. Fire following an earthquake has the potential of causing greater loss of life and damage than the earthquake itself. Hazardous materials, particularly toxic gases, could pose the greatest threat to a larger number of citizens should a leak occur during a significant seismic event. Public safety resources would have to be prioritized to meet the greatest threat and may be unavailable for smaller structure fires in dwellings or other structures. Smaller fires may grow to conflagration proportions. Other factors can intensify the situation:

- 1) The extent of damage to the water system;
- 2) The extent of isolation due to bridge or freeway overpass collapse;
- 3) The extent of roadway damage or amount of debris blocking the roadway;
- 4) Climatic conditions (hot, dry weather with high winds);
- 5) Time of day will influence the amount of traffic on roadways and could intensify the risk to life during normal business hours;
- 6) The availability of timely mutual aid or military assistance;
- 7) Dwellings with wood shingle roof coverings could burn and result in conflagrations.

Summary

The local geologic conditions leave the City vulnerable to emergency conditions created by local flooding, earthquakes, landslide, and conflagration. Local flooding from the drainages and slopes within the City could result in conditions rendering the roads impassable. Earthquakes can occur at any time. Earthquakes can isolate the community or significant portions of the community, cause loss of water sources used to provide fire protection and cause injury or rescue situations, which could then overtax the available resources to respond to new fires. Land movement can impair, restrict or deny emergency access to significant portions of the city. Geologic features and conditions can make firefighting strategy and tactics difficult at best. When coupled with prevailing climatic and topographic conditions, the City is at risk to conflagration at any time and is extremely vulnerable during or after a triggering event such as earthquake, floods, landslide or fire.

C. Topographic

General Conditions

The topographic features of the city increase the difficulty of fighting fires. Steep hillsides, ridges and deep, well-defined canyons are subject to fires that, in those areas, are easily influenced by wind and weather. Steep canyons are subject to rapid-fire spread, spot fires and area ignition. Fire growth controlled by topographic features (topography-driven fires) is subject to erratic fire behavior including blowups, fire whirls, and sudden changes in fire front direction. On the other hand, certain topographic features such as moist or sparse vegetation conditions, surface features, and man-made improvements such as roads have a dampening influence on erratic fire behavior.

1. Soils

(a) Conditions

The area is replete with various soils, which are unstable: clay loam, unconsolidated fills, and alluvial fans are predominant. These soil conditions are moderately to severely prone to swelling and shrinking, and are plastic and tend to liquefy. Large hillside portions of the City are subject to landslide, slumping and collapse.

(b) Impact

Throughout Pinole the topography and the pattern of growth and development have created a network of aging, narrow roads which limit access to some neighborhoods even in the best conditions. These roads are subject to damage and closure from mud and rock slides caused by earthquakes, storms or erosion. Unstable soils can slip causing trees, power poles and lines, or other obstructions to close roadways. Any significant seismic or weather event can close roadways isolating residential subdivisions.

2. Vegetation

(a) Conditions

Highly combustible dry grass, weeds and brush are common six to eight months of each year in the hilly and open space areas adjacent to built-up locations. Many of these areas have experienced wildland fires, which have threatened nearby buildings; particularly those with wood roofs or siding. The California Department of Forestry and Fire Protection has designated areas within the southwest portion of the city as Very High Fire Hazard Severity Zones (VHFHSZ) and where vegetation management is especially important. Many residential areas border parklands, which contain vegetation fire hazards.

(b) Impact

Combustible dry grass, weeds and brush contribute to a recognized conflagration hazard. City efforts to provide for vegetation management and strict fire code enforcement have reduced but not eliminated the threat of conflagration due to rapid fire spread in vegetation stands. Should active fire become established in vegetation stands, this growing fire could rapidly overcome fire department control efforts.

3. Surface Features

(a) Conditions

The arrangement and location of natural and man-made surface features, including hills, valleys, creeks, roadways, housing density, commercial areas, and fire stations combine to limit feasible emergency response routes to certain areas.

(b) Impact

The arrangement and location of natural surface features produce an area very similar to those conditions found in the Oakland-Berkeley hills prior to their conflagration of October 1991. Surface features can easily produce fires of great magnitude or with erratic fire behavior that could threaten the entire community.

4. Buildings and Landscaping

(a) Conditions

Many commercial buildings and apartment complexes have building and landscape features, which preclude or greatly limit the operational access of fire department vehicles. There are houses and other buildings with untreated wood shake or shingle roofs or siding in the City which are within 10 feet of each other. There

are many such buildings to which access to all but one side is virtually impossible due to landscaping, fences, electrical transmission lines, slopes or other buildings.

(b) Impact

When Fire Department vehicles cannot gain access to buildings on fire, there is a high potential for complete loss. Difficult access to a fire site often requires that personnel must carry equipment for long distances. Such operations quickly exhaust fire personnel and reduce the effective number of personnel available for suppression. Access problems often result in severe delays, the misdirection of fire and smoke control efforts, or the failure to make a timely fire attack.

Summary

The above listed local topographical conditions increase accessibility problems and fire hazards in the City of Pinole. Should a significant emergency occur, such as an area wide conflagration, public safety resources would be prioritized to mitigate the greatest threat and may likely remain unavailable for smaller single dwelling or structure fires. Other variables may intensify the situation:

- 1) The extent of damage to the water system;
- 2) The extent of isolation due to bridge and/or freeway overpass collapse;
- 3) The extent of roadway damage and/or amount of debris blocking the roadways;
- 4) Climatic conditions (hot, dry weather with high winds);
- 5) Time of day will influence the amount of traffic on roadways and could intensify the risk to life during normal business and commute hours;
- 6) The availability of timely mutual aid or military assistance;
- 7) The large proportion of dwellings with wood single roof coverings could result in conflagrations.

D. Conclusion

Based on the local climatic, geologic, and topographic conditions outlined above, there is a real risk of damage to the community from a disaster. A seismic event can cause structural damage to buildings and utility infrastructure; storm flooding and high winds may increase the damages. Any of these conditions may negatively affect fire prevention efforts by increasing the frequency, spread, acceleration, intensity, and size of fires involving buildings in this community. Further, these conditions will increase the potential damage to all structures occurring from any earthquake and subsequent fire. It is found, therefore, to be reasonably necessary that the California Fire Code and the State Building Standards Code are changed or modified to mitigate the effects of the above conditions.

II. Pursuant to Sections 17958.5 and 17958.7 of the State of California Health and Safety Code, the City Council of the City of Pinole makes the finding that changes, modifications, and amendments to the 2019 Edition of the California Building Standards Codes are needed and are reasonably necessary because of certain local climatic, geologic and topographic features and conditions as described in Section I above, and that those features and conditions, under certain circumstances, affect delivery of emergency services. The amendments to the California Building Standards Codes are enacted to mitigate the impact of those local features and conditions by (i) preventing the chance of accident or injury by requiring standards more stringent than required by the current codes; and (ii) requiring additional built-in automatic fire protection systems which will provide for early detection and initial fire control.

III The following changes and/or modifications to the 2019 California Building Standards Code are found to be necessary to mitigate the impacts caused by the local climatic, geologic and topographic conditions. The City of Pinole has adopted substantive changes and modifications to the California Building Standards Code as follows:

Pinole Municipal Code Section	California Code Section	Findings
15.04.030	CBC 105.2, 105.3.2, 105.5, 105.8, 105.8.1, 105.8.2, 105.8.3, 107.2.1, 107.6, 107.6.1, 110.1, 114.5, 202, 501.2, 903.2, 903.2.1.3, 903.2.1.4, 1406.5, 1505.1.5, 1507.1.1, 1907.1.2, 2111.14, 2304.11.2.6, and 2509.3	1A, 1B, and 1C
15.06.030	CRC R202, R902.1.5, and R506.1,	1A, 1B, and 1C
15.08.030	CGBSC 101.3.2,	1A, 1B, and 1C
15.12.030	CPC 604, 604.15, 710, 710.1	1A, 1B, and 1C
15.16.030, 15.16.040, and 15.16.050	2009 IPMC 102.3, 304.14, 307.3.1, 602.4	1A, 1B, and 1C
15.20.030	CFC 101.1, 102.1, 105.6, 105.6.5, 105.6.31, 105.6.50, 105.6.51, 105.6.57, 105.6.58, 105.6.59, 105.6.60, 105.7, 105.7.17, 105.7.18, 105.7.19, 105.7.20, 105.7.21, 105.7.22, 105.8, 108.1, 109.4, 111.4, 202, 304.1.2, 304.1.4, 320, 321 401.5.1, 503.1, 503.2.1, 505, 507.2, 603.6, 806, 901.6.2., 902, 903.2,	1A, 1B, and 1C

	903.3.1.1.3, 903.3.1.3, 903.3.5.3, 903.3.9, 903.4.2, 903.6, 907.4.4, 907.5.2.3.1, 907.6.5, 907.8.6, 907.8.7, 1028.5, Chapter 33 adding 3301.3, 3318, 5001.5.3, 5003.9.1, 5601.1.3, 5601.2.2, 5601.2.4, 5601.9, 5704.2.9.6.1, 5706.2.4.4, 5806.2, 6103.2.1.7, 6104.2, Chapter 80, 7.7.1, 8.3.5.1.2, Appendix B 105.2, Appendix C Table 102.1, Appendix D 102.1, Appendix D 103.2, D 103.3, Table D103.4, Figure D 103.1, D 103.5, D 103.6.1, D 103.6.2, D 106.1,	
--	---	--

The aforementioned amendments have been incorporated in detail in Ordinance 2019-XX.

I certify that at a regular meeting on November 5, 2019, the City Council of the City of Pinole passed this Resolution by the following vote:

AYES: COUNCIL MEMBERS:

NOES: COUNCIL MEMBERS:

ABSTAIN: COUNCIL MEMBERS:

ABSENT: COUNCIL MEMBERS:

Heather Iopu
City Clerk

3421429.1

ATTACHMENT B

CITY OF PINOLE

ORDINANCE NO. 2019-XX

AN ORDINANCE OF THE CITY COUNCIL OF THE CITY OF PINOLE REPEALING AND REPLACING CHAPTERS 15.02 THROUGH 15.22 OF TITLE 15 “BUILDINGS AND CONSTRUCTION” OF THE PINOLE MUNICIPAL CODE IN ORDER TO ADOPT BY REFERENCE, WITH MODIFICATIONS TO ADDRESS UNIQUE LOCAL CONDITIONS, THE 2019 EDITIONS OF THE CALIFORNIA BUILDING CODE, THE CALIFORNIA RESIDENTIAL CODE, THE CALIFORNIA GREEN BUILDING STANDARDS CODE, THE CALIFORNIA ELECTRIC CODE, THE CALIFORNIA MECHANICAL CODE, THE CALIFORNIA PLUMBING CODE, THE CALIFORNIA FIRE CODE, THE CALIFORNIA ADMINISTRATIVE CODE, THE 2015 EDITION OF THE INTERNATIONAL PROPERTY MAINTENANCE CODE, AND THE 1997 EDITION OF INTERNATIONAL CONFERENCE OF BUILDING OFFICIALS ABATEMENT OF DANGEROUS BUILDING CODE .

WHEREAS, the California Building Standards Commission has adopted a new Title 24 of the California Code of Regulations, also referred to as the 2019 California Building Standards Code, that will become effective statewide on January 1, 2020; and

WHEREAS, currently Title 15 “Buildings and Construction, I. Adoption of Uniform Code” of the City of Pinole Municipal Code adopted the building standards contained in the 2013 versions of the California Building Code, the California Residential Code, the California Fire Code, the California Green Building Standards Code, the California Plumbing Code, the California Mechanical Code, and the California Electrical Code, California Administrative Code, as such Codes are approved by the State Building Standards Commission (collectively, the “California Building Standards Code”); and

WHEREAS, the updated California Building Standards Code becomes effective within the City on January 1, 2020, and Title 15 is updated by default to incorporate the California Building Standards Code without local amendments; and

WHEREAS, Section 17922 of the California Health and Safety Code requires local agencies to adopt the building standards contained in the California Building Standards Code; and

WHEREAS, Section 17958.7 of the California Health and Safety Code allows local agencies to enact modifications to those building standards provided that such modifications are reasonably necessary because of local climatic, geological or topographical conditions so long as a local agency adopts such findings; and

WHEREAS, the City adopted findings, by resolution, justifying local modifications

based on local climatic, geologic, and topographic conditions on November 5, 2019; and

WHEREAS, a duly noticed public hearing was advertised in the West County Times as required by Government Code sections 6066 and 65090; and

WHEREAS, the City Council held a public hearing related to this Ordinance on November 19, 2019 and considered the staff report and public testimony received; and

WHEREAS, the City Council finds that no additional environmental review is necessary because this Ordinance is not a project that has the potential to cause substantial or potentially substantial, adverse change in the environment and qualifies for an exemption under the California Environmental Quality Act (CEQA) Guidelines Section 15061 (b) (3), and further, the Ordinance establishes standards for the approval of ministerial projects that are not themselves subject to CEQA review; and

WHEREAS, the City Council finds that the adoption of 2019 Edition of the California Building, Residential, Green Building Standards, Plumbing, Mechanical, Electrical, Fire and related construction Codes help protect public health, safety, and welfare.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF PINOLE DOES ORDAIN as follows:

SECTION 1. The forgoing Recitals are true and correct and incorporated herein by this reference.

SECTION 2. Those certain documents, copies of which are on file and are open for inspection by the public at the Building Division of the City of Pinole, being marked and designated as the California Code of Regulations Title 24, Part 1, Part 2 Volume 1, Part 2 Volume 2 Part 8 and Part 10, Part 2.5, Part 3, Part 4, Part 5, Part 6, Part 9, Part 11, and Part 12 together with all appendices thereto; the 2015 International Property Maintenance Code; and the 1997 Uniform Code for the Abatement of Dangerous Buildings are hereby adopted, with certain modifications to reflect unique local conditions, as contained in the Municipal Code of the City of Pinole for regulating the erection, construction, enlargement, alteration, repair, moving, removal, demolition, conversion, occupancy, equipment, use, height, area and maintenance of all buildings or structures in the City. Each and all of the regulations, provisions, conditions, and terms of such California Building Standards Code, International Property Maintenance Code, Abatement of Dangerous Buildings all of which are on file in the office of the City Clerk are hereby referred to, adopted and made a part hereof as if fully set out in this ordinance.

SECTION 3.

Chapters 15.02, 15.04, 15.06, 15.08, 15.10, 15.12, 15.14, 15.16, 15.18, 15.20, and 15.22 of Title 15, Buildings and Construction, of the Pinole Municipal Code are hereby repealed and replaced in its entirety by the following:

Title 15
BUILDINGS AND CONSTRUCTION

Chapters:

I. ADOPTION OF UNIFORM BUILDING CODES

15.02	General Provisions
15.04	California Building Code
15.06	California Residential Code
15.08	California Green Building Standards Code
15.10	California Electrical Code
15.12	California Plumbing Code
15.14	California Mechanical Code
15.16	Housing and Property Maintenance Code
15.18	Abatement of Dangerous Buildings
15.20	California Fire Code
15.22	Administrative Code

Chapter 15.02 GENERAL PROVISIONS

Sections:

- 15.02.010 Title.
- 15.02.020 Organization.
- 15.02.030 Codes adopted by reference.
- 15.02.040 Expiration of permits.
- 15.02.050 Premises identification numbering.
- 15.02.060 Construction permit fees – set by City Council.
- 15.02.070 Permitted hours and condition of construction, penalties.
- 15.02.080 Misrepresentations in permit application.
- 15.02.090 Disconnection of utility service.

15.02.010 TITLE.

Chapters 15.02 through 15.24 shall be known as the “City of Pinole Building Codes” and shall be cited as such.

15.02.020 ORGANIZATION.

A building division is established in accordance with the provisions of California Building Code, 2016 Edition, adopted in Chapter 15.04. This division shall be a part of and shall operate under the direction of the Community Development Director. The building division is authorized to direct and enforce all of the provisions of this Title and any of the Codes adopted in this Title.

15.02.030 CODES ADOPTED BY REFERENCE.

For the purpose of establishing proper regulations for building construction, maintenance of housing standards, installation of electrical, plumbing and mechanical systems and swimming pool construction, the codes specifically listed in Chapters 15.02 through 15.22, except as modified in this Title, are adopted and made a part of this Title by reference, without publishing or posting thereof, and copies of each of these Codes as listed in this Title are now on file for use and examination by the public in the office of the City Clerk.

15.02.040 EXPIRATION OF PERMITS.

All permits issued by the building division shall expire one hundred eighty (180) calendar days from date of issuance if the work is not commenced within this time period. A maximum time allowable for the completion of all work is established as follows:

MAXIMUM TIME ALLOWED	
Applicable to Construction, Alteration and Repair Work	
Total Estimated Cost	Total Time Allowed
\$1,000 or less	3 months
Over \$1,000 to and including \$10,000	6 months
Over \$10,000 to and including \$100,000	12 months
Over \$100,000 to and including \$1,000,000	18 months
Over \$1,000,000 to and including \$2,000,000	24 months
Over \$2,000,000 to and including \$10,000,000	30 months
Over \$10,000,000	36 months

15.02.050 PREMISES IDENTIFICATION NUMBERING.

A. Every main structure or building constructed, altered, repaired or moved into the City shall be assigned a street address identification number by the Building Official and approved by the Fire Code Official (as defined in 15.04.030 of this Code).

B. Identification numbers shall be placed on the street side of the building or structure in such a manner as to be plainly visible from the street or public way. Identification numbers shall be a minimum of 6" in height and of a color to contrast with the surrounding color. Numbers shall be installed prior to final inspection and occupancy of the building or structure.

C. The premises street address shall be internally or externally illuminated to the satisfaction of the Building Official and Fire Code Official.

D. The owner or his or her designated agent shall be responsible for the maintenance of identification numbers.

E. Any changes to the assigned street identification numbers must be approved by the Building Official and Fire Code Official.

F. The fee for assigning or modifying a street address shall be set by resolution of the City Council.

15.02.060 CONSTRUCTION PERMIT FEES – SET BY COUNCIL.

All construction permit fees including building, plumbing, mechanical, electrical, swimming pools and solar shall be set by resolution of the City Council and reflected in the City's Master Fee Schedule.

15.02.070 PERMITTED HOURS AND CONDITION OF CONSTRUCTION; PENALTIES.

A. Work is allowed from seven a.m. (7:00 a.m.) to five p.m. (5:00 p.m.) on non-federal holidays. Work is allowed on holidays recognized by the City of Pinole, but not acknowledged federally which include Cesar Chavez's Birthday and the Day After Thanksgiving, but no inspections will be performed.

B. Saturday work is allowed in commercial zones only, from nine a.m. (9:00 a.m.) to six p.m. (6:00 p.m.), as long as it is interior work and does not generate significant noise.

C. Exceptions for residential property owners.

1. Homeowners performing additions, repairs, or remodeling are allowed to work on their residences on weekends and holidays between nine a.m. (9:00 a.m.) and five p.m. (5:00 p.m.).

2. By written authorization of the Building Official, a residential property owner with a valid permit to construct a single-family residence for personal occupancy shall be allowed to work on weekends and holidays between nine a.m. (9:00 a.m.) and five p.m. (5:00 p.m.). This authorization shall be granted to applicants who have not built a residence in the City in the previous five (5) year period and who affirm in writing their intention to reside at the subject property.

D. Exceptions for commercial construction. The City Council designates the City Manager (or his/her designee) to further modify on a case-by-case basis the hours of construction in commercial zones. Additionally, the City Manager (or his/her designee) has the ability to modify the construction hours on a case-by-case basis based on inclement weather conditions or certain construction procedures (such as setting up from a concrete pour) and construction project characteristics that may require working beyond five p.m. (5:00 p.m.) on weekdays or six p.m. (6:00 p.m.) on Saturday.

E. The minimum fine for a citation or penalty for violating construction hours is one thousand dollars (\$1,000.00), and escalates in one thousand dollars (\$1,000.00) increments.

F. Work must be controlled to prevent causing a public nuisance due to dust, noise, vibrations, etc.

15.02.080 MISREPRESENTATIONS IN PERMIT APPLICATION.

No person shall make false statement or misrepresentation in or in connection with an application for a permit under this Title. Any permit issued under this Title may be revoked or suspended at any time by the Building Official or designee for fraud, misrepresentation or false statement contained in an application for a permit, or for violations of this Title in connection with work done under the permit.

15.02.090 DISCONNECTION OF UTILITY SERVICE.

The Building Official (or designee) may shut off or disconnect any or all utility service to any structure or facility or to any electrical conductor or apparatus which he/she finds to be in violation of any state or county law or regulation relating thereto or to the public health, safety or welfare, or he may order this done. If he/she finds that the violation involves an immediate danger to person(s) or to other properties or to the public health, safety or welfare, he/she may have the action taken as quickly as he/she deems necessitated by the danger; otherwise he/she shall give ten (10) days advance notice thereof by mail to the utility and the owner of the property as shown on the last assessment roll and by conspicuously posting notice of his orders and the action taken, which no person shall remove, tamper with or disobey. He/she shall rescind or modify such action when it becomes proper to do so in view of the danger or violation.

Chapter 15.04 BUILDING CODE

Sections:

- [15.04.010](#) Adoption by reference.
- [15.04.020](#) Copies on file.
- [15.04.030](#) Amendments made in the California Building Code.

15.04.010 Adoption By Reference.

The 2016 California Building Code, California Code of Regulations Title 24, Part 2, Volume 1 of 2 and Part 2, Volume 2 of 2, including the 2016 California Historic Building Code, Title 24, Part 8 and the 2016 California Existing Building Code, Title 24, Part Chapter 10, and all Appendices is adopted by reference the same as though fully set forth in this chapter.

15.04.020 Copies On file.

One copy of the California Building Code and Appendices as adopted by Pinole Municipal Code 15.04.010, and all amendments thereto, shall be kept on file in the Building Division for inspection by the public.

15.04.030 Amendments Made In The California Building Code.

The California Building Code is amended and changed in the following respects:

- A. Section 105.2 (Work Exempt from Permit) of the CBC Chapter 1 subsection 1 is amended to read as follows:

1. One-story detached accessory buildings used as tool and storage sheds, playhouses and similar uses, provided the floor area does not exceed 120 square feet, nor seven feet in height, and for which written approval has been given by the Planning Division.

- B. Section 105.2 (Work Exempt from Permit) of the CBC Chapter 1, is hereby amended adding subsection 14 to read as follows:

14. Detached decks under 100 square feet and under 30 inches in height, for which written approval has been given by the Planning Division and Building Division.

- C. Section 105.3.2 of Chapter 1, Division II is amended to read as follows:

An application for a permit for any proposed work shall be deemed to have been abandoned six (6) months after the date of filing unless such application has been pursued in good faith, or a permit has been issued; except that the building official is authorized to grant one or more extensions of up to (6) months. The extensions shall be requested in writing and justified cause demonstrated. Whatever the case, a permit application is valid for a maximum one (1) year after which time the application expires and a new plan review fee must be paid. The code in effect at the time the newest application is made shall be the code that is enforced.

- D. Section 105.5 (Expiration) of Chapter 1 Division II is amended to read as follows:

Building Permit. Every permit issued shall become invalid unless the work on the site authorized by such permit is commenced within six (6) months after its issuance, or if the work authorized on the site by such permit is suspended or abandoned for a period of six (6) months after the time the work is commenced. The permit will remain valid for up to a total of three (3) years from the date of the permit issuance. If the work

becomes invalid, a new permit must be issued and the permit fees paid as per the city fee schedule for the amount of work required to finish the job.

E. Chapter 1 Subsection 105.8 is added to the CBC, to read as follows:

105.8 Permit Issuance.

105.8.1 Except as otherwise provided in this Chapter, a permit shall be issued only to person holding a valid, unexpired, or unrevoked California building contractor's license.

105.8.2 A permit may be issued for work in a single-family dwelling used exclusively for living purposes, including any accessory buildings, if the permittee is the bona fide owner of the structure occupied by or designed to be occupied by the owner, in which case the owner himself fulfills the role of contractor for all work under the permit.

105.8.3 Any permit issued pursuant to this Chapter shall not be transferable to any person, business, or corporation.

F. Section 107.2 .1 (Information on Construction Documents) of CBC Chapter 1 is amended to read:

107.2.1 Construction documents shall include dimensions and shall be drawn to scale on suitable material. Electronic media documents may be submitted when approved in advance by the building official. Construction documents shall be of sufficient clarity to indicate the location, nature and extent of the work proposed and to show in detail that it will conform to this code and all relevant laws, ordinances, rules and regulations. The first sheet of each set of plans shall give the location and street address of the work and the name and address of the owner and of the person who prepared the plans. Plans shall include a plot plan showing all existing property lines labeled and fully dimensioned, the elevation of the top and toe of cuts and fills, and the location of the proposed building with distance to all property lines and of every existing building on the property. Instead of detailed specifications, the City building official may approve references on the plans to a specific section or part of this code or other ordinances or laws.

G. Chapter 1 Division II Subsection 107.6 (Standard plans) is added to read as follows:

107.6.1 – Standard plans. The building official may approve a set of plans for a building or structure as a “standard plan,” provided the applicant has made proper application, submitted complete sets of plans, and paid the plan checking fee as required by the City of Pinole. When it is desired to use an approved “standard plan” for an identical structure, three plot plans shall be submitted, and a plan-checking fee equal to one-half of the full plan-checking fee required by the City of Pinole shall be paid at the time application is made for such identical structure. Such duplicate plans shall be compared, stamped, and kept on the job as required by California Building Code section [A] 107.3.1. In case of any deviation whatsoever from this standard plan, complete plans, together with a full plan-checking fee, shall be submitted for the proposed work, as required by California Building Code section [A] 107. Standard plans shall be valid for a period of one year from the date of approval. This period may be extended by the building official when there is evidence that the plan may be used again. The code in effect when the plan review application is submitted and the plan review fee paid shall be the governing code.

- H. Section 110.1 (Inspections – General) is amended by adding the following to the end of the section:

At the time of first inspection by the City building official, a licensed Land Surveyor or Civil Engineer may be required to certify in writing that the structure is placed according to the approved set of plans. The written certification must include the site address and permit number. This requirement does not apply to alterations or repairs to existing structures that do not affect the exterior limits of the existing structures.

- I. Chapter 1, Section [A] 114 (Unlawful act). Chapter 1, Division II Section 114.5 Violation a Public Nuisance is added to read as follows:

It is declared that any violation of this code, the CPC, CMC, CEC or other state building codes constitutes a public nuisance. In addition to any other remedies this code provides for enforcement, the city may bring civil suit to enjoin violation of its provisions.

- J. Section 202 of Chapter 2 (Definitions) of the CBC is amended to include the following definition:

Accessory Living Unit: is a second dwelling unit on the same lot as a single-family dwelling with or without a separate entrance from the exterior.

- K. Section 202 of Chapter 2 (Definitions) of the CBC is amended to include the following definition:

Fire Hazard: is any building device, appliance, apparatus, equipment, tank, vehicle, combustible material or waste, fence or vegetation which, in the opinion of the City Building Official or the Fire Chief, is in such condition as to cause a fire or explosion or to augment the spread and intensity of a fire or explosion arising from any cause.

- L. Section 202 of Chapter 2 (Definitions) is amended to add the following definition:

Pool: Any outside body of water created by artificial means, any portion of which exceeds eighteen inches (18") in depth.

- M. Section 202 of Chapter 2 (Definitions) is amended to add the following definition:

SUBSTANTIAL REMODEL means any remodel or renovation of any structure where the addition of new fire area to the structure exceeds fifty percent (50%) of the existing fire area shall be deemed a "substantial remodel."

- N. Section 501.2 of Chapter 5 (General building heights and areas) is amended to read as follows:

1. Address numbers. Apartment, Condominium and Townhouse Complexes – An illuminated, diagrammatic representation of the complex shall be installed at the primary vehicular and walkway entrance to each complex. This diagram shall be of sufficient size to be easily visible from said vehicular and walkway entrance.

a. An apartment, condominium, or townhouse complex shall be defined as a group of three or more separate, non-connecting buildings, all located on common ground where each building contains two or more living units.

b. Each building shall be marked at a location clearly visible from the nearest vehicular access with the street address, building number/letter and numbers of units located in that building.

Example: 2237 Address

Bldg. "B" Building designation

Units 1 – 8 Units in building

Minimum numeral size shall be 6" high with a stroke of 1" and shall contrast with the background.

2. Commercial – Individual units shall be addressed front and back. Minimum numeral size shall be 6" high with a stroke of 1" and shall contrast with the background. Units with entrances on both the front and rear of the building shall have identical addresses at both locations.

3. Industrial – Individual units within a building shall be addressed front and back. Individual buildings shall be marked at a point clearly visible from the street. Minimum numeral size shall be 12" high with a 3" wide stroke and shall contrast with the background. Units with entrances on both the front and rear of the building shall have identical addresses at both locations.

4. Lighting of building addresses – The building address for all new buildings constructed after the date of this ordinance shall be automatically lighted at night.

O. Section 903.2 (Where required) is amended to read as follows:

Approved automatic sprinkler systems shall be required in all new commercial facilities, commercial buildings, and commercial structures. Approved automatic sprinkler systems in new buildings and structures shall be provided in the locations described in Sections 903.2.1 through 903.2.12.

Subsections of 903.2 are adopted in their entirety except as amended below:

903.2.1.1 Group A-1. An automatic sprinkler system shall be provided for Group A-1 occupancies where one of the following conditions exists:

1. The fire area exceeds 5,000 square feet.
2. The fire area has an occupant load of 300 or more.
3. The fire area is located on a floor other than a level of exit discharge serving such occupancies.
4. The fire area contains a multi-theater complex.

903.2.1.3 Group A-3. An automatic sprinkler system shall be provided for Group A-3 occupancies where one of the following conditions exists:

1. The fire area exceeds 5,000 square feet.

2. The fire area has an occupant load of 300 or more.
3. The fire area is located on a floor other than a level of exit discharge serving such occupancies.
4. The structure exceeds 10,000 square feet, contains more than one fire area containing exhibition and display rooms, and is separated into two or more buildings by firewalls of less than four-hour fire resistance rating without openings.

903.2.1.4 Group A-4. An automatic sprinkler system shall be provided for Group A-4 occupancies where one of the following conditions exists:

1. The fire area exceeds 5,000 square feet.
2. The fire area has an occupant load of 300 or more.
3. The fire area is located on a floor other than a level of exit discharge serving such occupancies.

903.2.2.1 Group B. An automatic sprinkler system shall be provided for Group B occupancies where the fire area exceeds 5,000 square feet.

903.2.3 Group E. An automatic sprinkler system shall be provided for Group E occupancies as follows:

1. Throughout all Group E fire areas greater than 5,000 square feet in area.
2. Throughout every portion of educational buildings below the lowest level of exit discharge serving that portion of the building.

Exception: An automatic sprinkler system is not required in any area below the lowest level of exit discharge serving that area where every classroom throughout the building has at least one exterior exit door at ground level.

3. In rooms or areas with special hazards such as laboratories, vocational shops and other such areas where hazardous materials in quantities not exceeding the maximum allowable quantity are used or stored.
4. Throughout any Group E structure greater than 10,000 square feet in area, which contains more than one fire area, and which is separated into two or more buildings by firewalls of less than four-hour fire resistance rating without openings.

903.2.4 Group F-1. An automatic sprinkler system shall be provided throughout all buildings containing Group F-1 occupancy where one of the following conditions exists:

1. A Group F-1 fire area exceeds 5,000 square feet.
2. A Group F-1 fire area is located more than three stories above grade plane.
3. The combined area of all Group F-1 fire areas on all floors, including any mezzanines, exceeds 10,000 square feet.

903.2.7 Group M. An automatic sprinkler system shall be provided throughout buildings containing Group M occupancy where one of the following conditions exists:

1. A Group M fire area exceeds 5,000 square feet.
2. A Group M fire area is located more than three stories above grade plane.
3. The combined area of all Group M fire areas on all floors, including any mezzanines, exceeds 10,000 square feet.
4. A Group M occupancy is used for the display and sale of upholstered furniture.
5. The structure exceeds 10,000 square feet, contains more than one fire area containing Group M occupancy, and is separated into two or more buildings by firewalls of less than four-hour fire-resistance rating.

903.2.8.1 Group R-3 Substantial Remodel. An automatic sprinkler system shall be provided throughout all existing Group R-3 dwellings where a substantial remodel occurs and the total fire area of the structure exceeds 3,600 square feet.

903.2.9 Group S-1. An automatic sprinkler system shall be provided throughout all buildings containing Group S-1 occupancy where one of the following conditions exists:

1. A Group S-1 fire area exceeds 5,000 square feet.
2. A Group S-1 fire area is located more than three stories above grade plane.
3. The combined area of all Group S-1 fire areas on all floors, including any mezzanines, exceeds 10,000 square feet.

903.2.9.1 Repair garages. An automatic sprinkler system shall be provided throughout all buildings used as repair garages in accordance with Section 406 of the California Building Code, as shown:

1. Buildings having two or more stories above grade plane, including basements, with a fire area containing a repair garage exceeding 5,000 square feet.
2. Buildings no more than one story above grade plane, with a fire area containing a repair garage exceeding 5,000 square feet.
3. Buildings with repair garages servicing vehicles parked in basements.

903.2.10 Group S-2 enclosed parking garages. An automatic sprinkler system shall be provided throughout buildings classified as enclosed parking garages in accordance with Section 406.4 of the California Building Code as follows:

1. Where the fire area of the enclosed parking garage exceeds 5,000 square feet; or
2. Where the enclosed parking garage is located beneath other occupancy groups.

- P. Section 1405.5 is added to Section 1406 (Combustible Materials on the Exterior Side of Exterior Walls) of CBC Chapter 14 (Exterior Walls), to read:

1406.5 Wood shakes or shingles. Wood shakes or shingles used for exterior wall covering shall be fire treated unless there is a minimum of 10 feet from the exterior wall (including shakes and shingles) to the property line of all sides, except for any sides of exterior walls facing the street.

- Q. Subsection 1505.1.5 (Shingles and shakes) is added to Chapter 15 (Roofing) of the California Building Code to read as follows:

Shingles and shakes. All new roof coverings shall be a class B or better roof covering assembly as defined by CBC 1505.

- R. Section 1507.1.1 is added to the CBC to read as follows:

Roof Coverings: Roof coverings for Group R, Division 1 and 3, and Group U Occupancies shall be fire-retardant, Class B or better, complying with ASTM E108 or UL 790, except that in very high fire hazard severity zones, no wood shake or shingles shall be permitted regardless of class designation. See Section 1505.1.1 of the California Building Code for roofing standards in very high fire hazard severity zones.

- S. Subsection 1907.1.2 (Minimum slab thickness) is added to Chapter 19 (Concrete) of the California Building Code to read as follows:

Minimum slab thickness. A minimum of four inches (4") of gravel and 4" of concrete shall be required under all non-engineered concrete floor slabs supported directly on the ground in all occupancies except "M" occupancies that are not attached to another structure. Non-engineered concrete floor slabs on grade shall be reinforced with deform reinforcing bars not less than three-eighths inch (3/8") at twenty-four inches (24") each way.

All Portland cement concrete garage and driveway slabs shall be a minimum of five inches thickness and reinforced with no less than ten gauge, six inch square wire mesh reinforcing placed at the center of the total thickness.

- T. Subsection 2111.15(Wood burning stove appliances) is added to Chapter 21 (Masonry) of the California Building Code to read as follows:

Wood burning stove appliances. Any new wood-burning appliance must be one of the following:

1. A pellet-fueled wood device;
2. A U. S. EPA Phase II certified device; or
3. A low mass fireplace, masonry heater or other wood burning device of a make and model that meets EPA emission targets and has been approved in writing by the air pollution control officer of the Bay Area Air Quality Management District or the designee thereof.

- U. Subsection 2304.12.1.6 of the CBC is amended to add the following sentence at the end thereof:

Siding Materials: Wood shingles or shakes shall be Class B or better which comply with ASTM E108 or UL 790, except that in very high fire hazard severity zones, no wood shake or shingle siding shall be permitted regardless of class designation. See section 1505.1.1 of the California Building Code for roofing standards in very high fire hazard severity zones.

V. Subsection 2509.3 (Showers and water closets) of Chapter 25 (Gypsum board and plaster) is amended by adding the following:

3. Gypsum board in showers and water closets. Paper-backed gypsum board products shall not be used as a backer for tile in showers and bathtub areas.

Chapter 15.06 RESIDENTIAL CODE

Sections:

- 15.06.010 Adoption by reference.
- 15.06.020 Copies on file.
- 15.06.030 Amendments made in the California Residential Code.

15.06.010 Adoption by reference.

The 2016 California Residential Building Code, California Code of Regulations Title 24, Part 2.5, including all Appendices is adopted by reference the same as though fully set forth in this chapter.

15.06.020 Copies on file.

One copy of the California Residential Code and Appendices as adopted by Pinole Municipal Code 15.02.010, and all amendments thereto, shall be kept on file in the Building Division for inspection by the public.

15.06.030 Amendments made in the California Residential Code.

The California Residential Code is amended and changed in the following respects:

- A. Section R202 of Chapter 2 (Definitions) is amended to add the following definition to read as follows:
Pool: Any outside body of water created by artificial means, any portion of which exceeds eighteen inches (18") in depth.

B. Subsection R902.1.5 is added to Chapter 9 (Roof Assemblies) of the California Residential Code to read as follows:

All new roof coverings shall be a class B or better roof covering assembly as defined by CBC 1505.

C. Subsection R506.1 (General) is amended to read as follows:

R506.1 General. Concrete slab-on-ground floors shall be designed and constructed in accordance with the provisions of this section or ACI 332. Floors shall be a minimum of 4 inches thick (for expansive soils, see Section R403.1.8). The specified compressive strength of concrete shall be as set forth in Section R402.2.

Chapter 15.08

CALIFORNIA GREEN BUILDING STANDARDS CODE

Sections:

- 15.08.010 Adoption by reference.
- 15.08.020 Copies on file.
- 15.08.030 Amendments made in the California Green Building Standards Code

15.08.010 Adoption by reference.

The 2016 California Green Building Standards Code, California Code of Regulations Title 24, Part 11 including all Appendices, is adopted by reference the same as though fully set forth in this chapter.

15.08.020 Copies on file.

One copy of the California Green Building Standards Code and Appendices as adopted by Pinole Municipal Code 15.08.010, and all amendments thereto, shall be kept on file in the Building Division for inspection by the public.

15.08.030 Amendments made in the California Green Building Standards Code.

The California Green Building Standards Code is amended and changed in the following respects:

- A. Section 101.3.2 is added to California Green Building Standards Code to read as follows:

Section 101.3.2 The provisions of this code, except 4.504.2 through and including 4.504.5.1, shall be encouraged for residential room additions of 600 square feet or more.

Chapter 15.10 CALIFORNIA ELECTRICAL CODE

Sections:

15.10.010 Adoption by reference.

15.10.020 Copy on file.

15.10.010 Adoption by reference.

The 2016 California Electrical Code, California Code of Regulations Title 24, Part 3, including all Appendices is adopted by reference the same as though fully set forth in this chapter.

15.10.020 Copy on file.

One copy of the California Electrical Code and Appendices as adopted by Pinole Municipal Code 15.10.010, and all amendments thereto, shall be kept on file in the Building Division for inspection by the public.

Chapter 15.12 CALIFORNIA PLUMBING CODE

Sections:

15.12.010 Adoption by reference.

15.12.020 Copy on file.

15.12.010 Adoption by reference.

The 2016 California Plumbing Code, California Code of Regulations, Title 24, Part 5, including all Appendices, is adopted by reference the same as though fully set forth in this chapter.

15.12.020 Copies on file.

One copy of the 2016 California Plumbing Code and Appendices as adopted by Pinole Municipal Code 15.12.010, and all amendments thereto, shall be kept on file in the Building Division for inspection by the public.

15.12.030 Amendments made in the California Plumbing Code.

The California Plumbing Code is amended and changed in the following respects:

A. Chapter 604 (Materials) is amended by adding Section 604.14 (Metal water piping). Section 604.14 (Metal water piping) is added to read as follows:

Section 604.14 - Metal water piping. Metal water piping, including any repair of any metal water piping, is not to be permitted buried under any structure except as permitted in individual circumstances and approved by the building official.

B. Chapter 710 (Drainage of Fixture Located Below the Next Upstream manhole or Below the Main Sewer Level) is amended by adding Section 710.1 - (Sewage backwater). Section 710.1 (Backflow Protection) is added to read as follows:

Section 710.1 - Sewage backwater. Where a fixture is installed on a floor level that is lower than the next upstream manhole cover of the public or private sewer, serving such drainage piping, such fixtures shall be protected from backflow of sewage by installing an approved type of backwater valve or mushroom type device or other fixtures approved by the Building Official. Fixtures on floor levels above such level elevation shall not be discharged through the backwater valve. Cleanouts for drains that pass through a backwater valve shall be clearly identified with a permanent label stating "Backwater Valve Downstream."

Chapter 15.14 CALIFORNIA MECHANICAL CODE

Sections:

15.14.010 Adoption by reference.

15.14.020 Copies on file.

15.14.010 Adoption by reference.

The 2016 California Mechanical Code, California Code of Regulations Title 24, Part 4, including all Appendices is adopted by reference the same as though fully set forth in this chapter.

15.14.020 Copies on file.

One copy of the California Mechanical Code and Appendices as adopted by Pinole Municipal Code 15.14.010, and all amendments thereto, shall be kept on file in the Building Division for inspection by the public.

Chapter 15.16

CALIFORNIA HOUSING AND PROPERTY MAINTENANCE CODE

Sections:

- 15.16.010 Housing and Property Maintenance Code – Adoption.
- 15.16.020 IPMC 102.3 Amended – Application of other codes.
- 15.16.030 IPMC 304.14 Amended – Insect screens.
- 15.16.040 IPMC 307.3.1 Amended – Disposal of garbage.
- 15.16.050 IPMC 602.4 Amended – Occupied work spaces.
- 15.16.060 House moving
- 15.16.070 Compliance with construction requirements

15.16.010 HOUSING AND PROPERTY MAINTENANCE CODE – ADOPTION.

The housing and property maintenance code for the City is the California Housing Law Regulations as set forth in Division 13, Part 1.5, commencing with Section 17910, in the Health and Safety Code (as amended) combined with the 2015 International Property Maintenance Code (IPMC) except as amended by the changes, additions and deletions set forth in this Chapter.

15.16.020 IPMC 102.3 AMENDED – APPLICATION OF OTHER CODES.

Section 102.3 of the IPMC is amended to read as follows:

Repairs, additions or alterations to a structure, or changes of *occupancy*, shall be done in accordance with the procedures and provisions of the City Municipal Code and the California Building Codes.

15.16.030 IPMC 304.14 AMENDED – INSECT SCREENS.

Section 304.14 of the IPMC is amended as follows:

During the entire year, every door, window and other outside opening required for *ventilation* of habitable rooms, food preparation areas, food service areas or any areas where products to be included or utilized in food for human consumption are processed, manufactured, packaged or stored shall be supplied with *approved* tightly fitting screens of minimum 16 mesh per inch (16 mesh per 25 mm), and every screen door used for insect control shall have a self-closing device in good working condition.

Exception: Screens shall not be required where other *approved* means, such as air curtains or insect repellent fans, are employed.

15.16.040 IPMC 307.3.1 AMENDED – DISPOSAL OF GARBAGE.

Section 308.3.1 of the IPMC is amended as follows:

That portion of the sentence reading “an approved incinerator unit in the structure available to the occupants in each dwelling unit” shall be deleted in its entirety.

15.16.050 IPMC 602.4 AMENDED – OCCUPIED WORK SPACES.

Section 602.4 of the IPMC is amended as follows:

Indoor occupiable work spaces shall be supplied with heat during the entire year to maintain a temperature of not less than 65°F (18°C) during the period the spaces are occupied.

Exceptions:

1. Processing, storage and operation areas that require cooling or special temperature conditions.
2. Areas in which persons are primarily engaged in vigorous physical activities.

15.16.060 HOUSE MOVING

A. Any person, firm, or corporation wishing to move any house or structure on any public street or way in the city shall first obtain a permit as provided in this section.

B. House moving, as permitted in this section, is allowed only on the day and hours as stated on the permit and on the routes as approved by the director of public works and the chief of police.

C. The building department may issue a permit for house moving when the person, firm or corporation has applied for such permit and has complied with the following:

1. A special pre-moving inspection of the building has been made and approved;

2. Posted a performance bond in the amount of two thousand dollars payable to the city;

3. Provided a certificate of insurance for public and auto liability of not less than one hundred thousand dollars; three hundred thousand dollars bodily injury and twenty-five thousand dollars property damage;

4. Payment of a permit fee of fifty dollars for each day or part thereof in which the moving operation will take place;

5. Agree to furnish adequate traffic control. Method and number of persons directing traffic must be approved by the chief of police;

6. Agree to pay the cost of any police and fire protection which may be required. A deposit of fifty dollars is required;

7. Provide a copy of signed agreement with the public utilities as to date, time and route;

8. Post a time schedule with the public services department, building department and police department at least twenty-four hours in advance of any actual move.

15.16.070 COMPLIANCE WITH CONSTRUCTION REQUIREMENTS

Buildings moved into or relocated within the city shall be made to comply with the requirements for new construction in the codes adopted in this Title.

Chapter 15.18

ABATEMENT OF DANGEROUS BUILDINGS

Sections:

- 15.18.010 Abatement of dangerous buildings – Adoption
- 15.18.020 Section 801.3 Amended – Costs
- 15.18.030 Section 912 Amended – Cost Recovery

15.18.010 ABATEMENT OF DANGEROUS BUILDINGS

The abatement of dangerous buildings code for the City is the 1997 Uniform Code For The Abatement of Dangerous Buildings as adopted and printed by the International Conference of Building Officials.

15.18.020 SECTION 801.3 AMENDED – COSTS

Section 801 of the Uniform Code for the Abatement of Dangerous Buildings is hereby amended to read as follows:

801.2 Costs. The cost of such work shall be paid from the General Fund, and may be made a special assessment against the property involved, or may be made a personal obligation of the property owner.

15.18.030 SECTION 912 AMENDED – COST RECOVERY

Section 912 of the Uniform Code for the Abatement of Dangerous Buildings Code is hereby amended to read as follows:

912. All money recovered by payment of the charge or assessment or from the sale of the property at foreclosure sale shall be paid to the Finance Director of the City, who shall credit the same to the General Fund.

Chapter 15.20

FIRE CODE

Sections:

- 15.20.010 Fire Code – Adoption.
- 15.20.020 Establishment and duties of bureau of fire prevention.
- 15.20.030 Amendments to the California Fire Code.
- 15.20.040 Appeals.
- 15.20.050 New materials, processes or occupancy which may require permits.
- 15.20.060 Violation – Penalty.

15.20.010 FIRE CODE – ADOPTION.

The City of Pinole hereby adopts, in its entirety, the 2016 California Fire Code, California Code of Regulations, Title 24, Part 9 (based on the 2015 International Fire Code published by the International Code Council), including Chapters 1 – Chapter 10 and Chapter 12 – Chapter 80, Appendix B, Appendix C, Appendix D, Appendix F, Appendix H, Appendix I, Appendix J, Appendix K as amended by the changes, additions and deletions set forth in this Chapter.

15.20.020 ESTABLISHMENT AND DUTIES OF BUREAU OF FIRE PREVENTION.

The 2016 California Fire Code as adopted and amended in this Chapter shall be enforced by the bureau of fire prevention of the Pinole Fire Department which is established and which shall be operated under the Chief of the Fire Department.

15.20.030 AMENDMENTS TO THE CALIFORNIA FIRE CODE.

Chapter 1. Administration.

Chapter 1 is adopted in its entirety except as amended below.

101.1 Title. These regulations shall be known as the fire code of the City of Pinole hereinafter referred to as “this code”.

Section 102.1 is amended to add item 5 to read:

102.1 Construction and design provisions. The construction and design provisions of this code shall apply to:

5. Where not otherwise limited by law, the provisions of this code shall apply to vehicles, ships, boats, and other mobile vehicles when fixed in a specific location within the boundaries of this jurisdiction.

Section 105.6 is amended to read:

105.6 Required operational permits. The Fire Code Official is authorized to issue operational permits for the operations set forth in Chapter 1, Sections 105.6.1 through 105.6.60.

Section 105.6.4 is amended to read:

105.6.4 Carnivals, Fairs, Festivals and Exhibitions. A permit is required to operate a carnival, fair, festival, or exhibition.

Section 105.6.31 is amended to read:

105.6.31 Motor Fuel Dispensing Facilities. An operational permit is required for the operation of automotive, marine, and fleet motor fuel dispensing facilities, as well as for sites that allow mobile fueling from a service provider to the general public.

Section 105.6 is amended by adding subsections 105.6.51 through 105.6.60, to read:

105.6.51 Asbestos removal. A permit is required to conduct asbestos removal operations regulated by Section 3318.

105.6.52 Automobile Wrecking or Dismantling Yard. An operation permit is required for all automobile wrecking yards, automobile dismantling operations, and similar operations.

105.6.53 Battery systems. A permit is required to operate stationary lead acid battery systems having a liquid capacity of more than 50 gallons (189 L) pursuant to Section 608.

105.6.54 Christmas tree sales. A permit is required to use a property for the purpose of selling cut Christmas trees.

105.6.55 Emergency Responder Radio Coverage. A permit is required for facilities with Emergency Responder Radio Coverage Systems.

105.6.55 Firework aerial display. A permit is required to conduct a firework display regulated by California Code of Regulations, Title 19 and Chapter 56 of this code.

105.6.56 Model rockets. A permit is required to sell model rocket motors or launch model ockets (in excess of 3 launches per event) pursuant to California Code of Regulations, Title 19, Division 1, Article 17. Permits issued in accordance with this section are for the site, and are effective as long as site conditions have not changed.

105.6.57 Temporary water supply. A permit is required to use a temporary water supply for construction of residential projects or subdivisions pursuant to Section 3312.1.

105.6.58 Tire storage. A permit is required to store more than 1,000 cubic feet (28.3m³) of tires inside buildings pursuant to Chapter 34.

105.6.59 Oil Extraction Process. A permit is required to operate a process that uses a volatile solvent or Liquid Carbon Dioxide to extract oil from organic material.

105.6.60 Indoor Growing Operation. A permit is required to operate a commercial indoor growing operation.

Exception: Agricultural Greenhouses in an agricultural zone.

Section 105.7 is amended to read:

105.7 Required construction permits. The Fire Code Official is authorized to issue construction permits for the operations set forth in Chapter 1, Sections 105.7.1 through 105.7.21.

Section 105.7 is amended by adding sections 105.7.26 through 105.7.31 as follows:

105.7.26 Access for fire apparatus. Plans shall be submitted and a permit is required to install, improve, modify, or remove public or private roadways, driveways, and bridges for which Fire Department access is required by the Fire Code. A permit is required to install a gate across a fire apparatus access road pursuant to Section 503.

105.7.27 Construction, alteration, or renovation of a building for which a building permit is required. Plans shall be submitted to the fire code official for all land developments or for the construction, alteration, or renovation of a building within the jurisdiction where a building permit is required.

Exception: Non-sprinklered Group R-3 Occupancies where work does not involve a substantial addition or expansion.

105.7.28 Medical gas systems. A construction permit is required for the installation of or modification to a medical gas system pursuant to Section 5306.

105.7.29 Refrigeration equipment. A permit is required to install a mechanical refrigeration unit or system regulated by Chapter 6 and/or the California Mechanical Code.

105.7.30 Land Development, Subdivisions. Plans shall be submitted to the fire code official for all land developments or improvements proposed within the jurisdiction that involve the subdivision of land.

105.7.31 Water supply for fire protection. Plans shall be submitted to the fire code official for the purpose of determining whether adequate water supplies, fire hydrants, and associated systems are provided for all facilities, buildings, or portions of buildings either constructed or moved into the District pursuant to Section 507.

Section 105.8 is added, to read:

105.8 Responsibility of permittee. Construction permits shall be presumed by the City to incorporate all of the work that the applicant or the applicant's agent, employees, or contractors shall carry out. Work performed shall be in accordance with the approved plans and with all requirements of this code and any other laws or regulations applicable

thereto. No City approval shall relieve or exonerate any person from the responsibility of complying with the provisions of this code nor shall any vested rights be created for any work performed in violation of this code.

Section 109.1 is amended to read:

109.1 Board of Appeals established. In order to hear and decide appeals of orders, decisions or determinations made by the fire code official relative to the application and interpretation of this code, there is hereby created a board of appeals. The board of appeals is comprised of the City Council. The applicant may appeal the decision of the Fire Code Official to the City Council with thirty (30) days from the date of the Fire Code Official's decision. The Fire Code Official shall be an ex officio member of said board but shall have no vote on any manner before the board. The board shall adopt rules of procedure for conducting its business, and shall render all decisions and findings in writing to the appellant with a duplicate copy to the fire code official.

Section 108.3 is deleted.

Section 109.4 is amended to read:

109.4 Violation penalties. Every person who violates any provision of this fire code is guilty of a misdemeanor. The imposition of one penalty for any violation shall not excuse the violation or permit it to continue; and all such persons shall be required to correct or remedy such violations or defects within a reasonable time; and when not otherwise specified, each ten (10) days that prohibited conditions are maintained shall constitute a separate offense. The application of the aforesaid penalty shall not be held to prevent the enforced removal of prohibited conditions. This section is a declaration of Health and Safety Code section 13871 and is not intended to create a different or separate penalty.

Section 111.4 is amended to read:

111.4 Failure to comply. Any person who continues any work after having been served with a stop work order is subject to citation, except any work that a person is directed by the Fire Code Official to perform to remove a violation or unsafe condition.

Chapter 2. Definitions.

Chapter 2 is adopted in its entirety except as amended below.

Section 202 is amended by adding the following definitions to read:

Administrator. Fire Chief.

All-weather driving surface. A roadway with a minimum surface finish of one layer of asphalt or concrete that is designed to carry the imposed weight loads of fire apparatus.

Cost of Abatement. Includes all expenses incurred by the jurisdiction in its work of abatement and administrative costs pursuant to Section 320.5 of this code.

Driveway. A private roadway that provides access to no more than two single-family dwellings.

Fire Code Official. The Fire Code Official is the Fire Chief or his/her designee.

Firebreak. A continuous strip of land upon and from which all rubbish, weeds, grass or other growth that could be expected to burn has been abated or otherwise removed in order to prevent extension of fire from one area to another.

Fire trail. A graded firebreak of sufficient width, surface, and design to provide access for personnel and equipment to suppress and to assist in preventing a surface extension of fires.

Nuisance Fire Alarm. The activation of any fire protection or alarm system which results in the response of the Fire Department and is caused by malfunction, improper maintenance, negligence, or misuse, of the system by an owner, occupant, employee, or agent, or any other activation not caused by excessive heat, smoke, fire, or similar activating event.

Person. Includes individuals, firms, partnerships, and corporations.

Priority Hazard Zone. An area where the threat from wildfire is severe due to proximity to open space, topography, degree of space, density of homes and/or amount of vegetation (native and ornamental), and/or other conditions favorable to fast moving fires.

Reduced Fuel Zone. The area that extends from thirty (30) feet to one hundred (100) feet away from the structure, or to the property line, whichever is closer to the structure.

Response time. The elapsed time from receipt of call to the arrival of the first unit on scene.

Rubbish. Waste matter, litter, trash, refuse, debris, and dirt on streets or private property in the jurisdiction which is, or when dry may become, a fire hazard.

Rural area. An area generally designated for agricultural or open space uses with parcels more than 10 acres in size.

Rural residential area. An area generally designated for single-family residential use with parcels between three and 10 acres in size.

Running time. The calculated time difference between leaving the first-due station and arriving on the emergency scene.

Sprinkler Alarm & Supervisory System (SASS). A Dedicated Function Fire Alarm System located at the protected premise installed specifically to monitor sprinkler water-flow alarm, valve supervisory, and general trouble conditions where a Building Fire Alarm is not required.

Streets. Includes alleys, parkways, driveways, sidewalks, and areas between sidewalks and curbs, highways, public right of ways, private road, trails, easements, and fire trails.

Substantial Addition or Expansion. Addition, expansion, remodel, or renovation of any structure where the addition of new fire area exceeds fifty percent (50%) of the existing fire area. For the purposes of this definition, areas of a building in which construction elements including walls and roof assemblies were demolished and rebuilt are considered new fire area.

Temporary fire department access road for construction. An approved temporary roadway for emergency vehicle use during construction of residential subdivision projects.

Temporary fire department access road for construction of one residential (R3) unit. A temporary roadway for emergency vehicle use during construction of an individual residential (R3) structure where a fire department access road is required as part of the project.

Temporary water supply. Water stored for firefighting purposes in an approved aboveground tank during combustible construction.

Tree litter. Any limbs, bark, branches and/or leaves in contact with other vegetation or left to gather on the ground.

Weeds. All weeds growing upon streets or private property in the jurisdiction, including any of the following:

1. Weeds that bear seeds of a fluffy nature or are subject to flight.
2. Sagebrush, chaparral (including Chamise, Coyote Brush/Greasewood, Brooms, and Buckwheat), and any other brush or weeds that attain such large growth as to become, when dry, a fire menace to adjacent improved property.
3. Weeds that are otherwise noxious or dangerous.
4. Poison oak and poison sumac when the conditions of growth constitute a menace to public health.
5. Dry grass, brush, tree litter, litter, or other flammable materials that endanger the public safety by creating a fire hazard.

Chapter 3. General Precautions Against Fire.

Chapter 3 is adopted in its entirety except as amended below:

Section 304.1.2 is amended in its entirety to read:

304.1.2 Vegetation. Hazards created by the growth of weeds, grass, vines, trees or other growth capable of being ignited and endangering property shall be mitigated in accordance with Section 319.

Section 304.1.4 is added as follows:

304.1.4 Clothes Dryers. Clothes dryers shall be frequently cleaned to maintain the lint trap, mechanical and heating components, vent duct and associated equipment free from accumulations of lint and combustible materials.

Section 304.1.4 Exception 1 is amended to read:

Exception 1. Residential Occupancies.

Section 320 is added to Chapter 3 to read as follows:

320 Exterior Fire Hazard Control.

320.1 General.

320.1.1 Jurisdictional Authority. The City Council of the City of Pinole, as the supervising, legislative and executive authority of the jurisdiction, has the authority to act pursuant to Part 5 (commencing with Section 14875), Division 12, of the Health and Safety Code, to clear or order the clearing of rubbish, litter or other flammable material where such flammable material endangers the public the safety by creating a fire hazard. Such fire hazard abatement shall be conducted in accordance with provisions of said Part 5 and/or this Ordinance.

320.1.2 Contract for Services. The City Council of Pinole delegates the power to award a contract for fire hazard abatement work where the employees of this City are not used to perform the abatement work, to the Fire Chief.

320.2 Definitions. The following terms are defined in Chapter 2

Cost of Abatement

Defensible Space.

Person

Priority Hazard Zone

Reduced Fuel Zone

Rubbish

Streets

Weeds

320.3 Weeds and Rubbish a Public Nuisance. The City Council hereby declares that all weeds growing upon private property or streets in this jurisdiction and all rubbish on private property or streets in this jurisdiction are public nuisances. Such weed nuisance is seasonal and recurrent.

320.4 Abatement of Hazard.

320.4.1 Prohibition. No person who has any ownership or possessory interest in or control of parcel of land shall allow to exist thereon any hazardous rubbish, weeds, trees, or other vegetation that constitutes a fire hazard. Destruction by burning within this jurisdiction is unlawful unless the written permission of the Fire Chief is first obtained, and all other applicable permits are obtained from appropriate governing agencies or jurisdictions.

320.4.2 Specific Requirements. The Fire Department shall develop minimum abatement standards for land in residential, rural and/or rural residential, business, industrial areas, or land which is unused or vacant. Such standards may be modified periodically as circumstances dictate.

320.4.2.1 Clearance of Weeds from Streets. The Fire Code Official is authorized to cause areas within 10 feet on each side of portions of streets that are improved, designed or ordinarily used for vehicular traffic to be cleared of flammable vegetation and other combustible growth. The Fire Code Official is authorized to enter upon private property to do so.

320.5 Abatement Procedures.

320.5.1 Abatement Order. The Fire Code Official may order the abatement of the weeds and rubbish described in Sections 304.1.2 and 320, above. On making the order, the Fire Code Official will mail a copy of a notice to the owners of the affected property as their names and addresses appear upon the last county equalized assessment roll, or as their names and addresses are known to the Fire Code Official. As an alternative to mailing, the notice may be posted upon the affected property and published in the jurisdiction, not less than fifteen (15) days prior to the date of the abatement hearing. Copies of the notice will be headed with the words "Notice to Abate Weeds and Rubbish" in letters at least one inch high. The notice will be in substantially the following form:

NOTICE TO ABATE WEEDS AND RUBBISH

Notice is hereby given on ____[date]____ that, in accordance with the Section 15.20.030 of the City of Pinole Municipal Code, weeds and rubbish constitute a fire hazard and a public nuisance on the following described property owned by you:

[Describe property by common street designation, by metes and bounds, Assessor's code area and parcel number, or by reference to attached map]

You must remove the weeds and rubbish within fifteen (15) days from the date of this notice. If you fail to do so, the Pinole Fire Department will remove the weeds which constitute a nuisance on your property, and the cost of such removal (abatement), including administrative costs, will be collected as property taxes and will be a lien on your property until paid.

You are further notified that the Pinole City Council has declared that such weeds and rubbish constitute a public nuisance and that such weeds also constitute a seasonal and recurring nuisance.

You may appear before the Pinole City Council on (time and date) at (place-room, street, address, and city) to show cause why this order should not be enforced.

If you have any questions, please call (name of Fire Code Official) at (contact info).

(Signed): (Name of Fire Code Official of Pinole Fire Department)

320.5.2 Hearing Date. A date for hearing on the notice will be set at least fifteen (15) days after the date of the notice. The date of the notice is the date on which the notice is placed in the United States mail or the date on which it is posted on the property. At the hearing, the property owner or his agent may appear to show cause why the order should not be enforced. For good cause shown, the Pinole City Council may extend the time for compliance with the order or may rescind the order.

320.5.3 Contract Award. If the owner fails to comply with the order and fails to appear at the indicated hearing, the Fire Code Official may have the weeds and rubbish abated either by employees of this jurisdiction or by contract. If a contract is awarded, it will be by public bid, awarded to the lowest responsible bidder. A contract may include work on more than one parcel. Concerning any contract previously awarded as provided in this subsection and that has been fully extended as provided in that contract, it may thereafter be extended on its same terms and conditions for a further period (not to exceed one (1) year) by agreement of the Fire Chief and the involved contractor.

320.5.4 Abatement Report of Costs. The Fire Code Official or his or her designee abating the nuisance will keep an account of the cost of abatement in front of or on each separate parcel of land and will render an itemized report in writing to the City Council showing the cost of removing the weeds and rubbish on or in front of each separate lot or parcel of land, or both.

320.5.5 Notice and Hearing on Costs of Abatement. Before the cost report regarding the cost of abatement is submitted to the City Council, a copy of the

report will be posted for at least three (3) days on or near the door of the City Council Chambers with a notice of the time and when the report will be submitted to the City Council for confirmation or the City Council may direct staff to mail a Notice of Potential Lien to each property owner at issue in the cost report at least three (3) days prior to the City Council hearing on the report. Such Notice of Potential Lien shall include the cost of abatement for that property, warning that such costs will become a lien on the property, and the time and date of the City Council hearing on such costs. At the time fixed for receiving and considering the report, the City Council will hear it and any objections of any of the property owners liable to be assessed for the work of abatement. Thereupon, by motion or resolution the City Council may make such modifications in the report as it deems necessary, after which the report will be confirmed. The amount of the cost, including administrative costs, of abating the nuisance in front of or upon the various parcels of the land mentioned in the report as confirmed will constitute special assessment against the respective parcel(s) of land, and are a lien on the property for the amount of the respective assessments. Such lien attaches upon recordation, in the office of the County Recorder, of a certified copy of the Resolution of Confirmation.

320.5.6 Cost Assessments. Upon confirmation of the report of cost by the City Council and the recordation of the Resolution of Confirmation, a copy of the report of cost will be sent to the County Auditor, who will enter the amount of the assessments against the parcels. Thereafter the amount of the assessments will be collected at the same time and in the same way as County taxes are collected. The owners are subject to the same penalties and the same procedure and sale in case of delinquency as provided for ordinary county taxes. All laws applicable to the levy, collection, and enforcement of county taxes are applicable to these assessment taxes.

320.6 Alternate Mitigation. In lieu of ordering abatement as provided in Section 320.5.1, the Fire Code Official may order the preparation of firebreaks/fuelbreaks around parcels of property where combustible weeds, crops, or brush are present. In determining the proper width for firebreaks/fuelbreaks, the Fire Code Official will consider the height of the growth, weather condition, topography, and the accessibility to the property for fire protection equipment. The procedure set forth in Section 320.5.1 for the abatement of weeds and rubbish shall apply to the preparation of firebreaks/fuelbreaks.

320.7 Subsurface Fires.

320.7.1 Peat Fire. It is the duty of each person, firm, corporation, or association not to permit a peat fire in or a fire involving combustible vegetable matters under the surface of the natural ground to remain upon the property. It is hereby declared that it is the duty of any person as herein defined to take all necessary precautions to extinguish any subsurface fire involving peat or vegetable material at the owner's own cost and expense.

320.7.2 Fire Suppression Costs. If there exists upon the lands or property of any person as herein defined a subsurface fire involving the burning or

combustion of peat, vegetable matter or vegetation, and the owner or occupant thereof has not taken reasonable precautions within a reasonable time to extinguish or minimize such fire or combustion, this jurisdiction may, in addition to its regular duties to extinguish or minimize such fire or combustion, go upon the lands of any person as herein defined and extinguish such fire or combustion. Any costs incurred by the Fire Department in fighting the fire and for the cost of providing rescue or emergency medical services shall be a charge against the property owner. The charge shall constitute a debt of the property owner and is collectable by the jurisdiction incurring those costs in the same manner as in the case of an obligation under a contract, express or implied. (See Health and Safety Code, §13009.)

Section 321 is added to Chapter 3 to read:

321 Automobile Wrecking Yards.

321.1 General. The operation of automobile wrecking yards shall be in accordance with this Section.

321.2 Definitions.

The following terms are defined in Chapter 2:

Automobile Wrecking Yard.

Automobile Dismantling.

321.3 Requirements.

321.3.1 Permits. An operation fire code permit as in Section 105.6.51.

321.3.2 Fire Apparatus Access Roads. Fire apparatus access roads shall be constructed throughout the site in accordance with this code and shall be maintained clear of all vehicles and stored items.

321.3.3 Welding and cutting. Welding and cutting operations shall be conducted in an approved location, clear of all flammable liquids and combustible materials, including weeds, tires and all other debris.

321.3.4 Housekeeping. Combustible rubbish accumulated on site shall be collected and stored in approved containers, rooms or vaults of noncombustible materials. Combustible vegetation, cut or uncut, shall be removed when determined by the Fire Code Official to be a fire hazard.

321.3.5 Fire Protection. Offices, storage buildings and vehicles used for site operations shall each be provided with at least one portable fire extinguisher with not less than a 4-A: 40-B-C rating. When required by the Fire Code Official, additional fire extinguishers shall be provided.

321.3.6 Tire storage. Tires shall be stored in racks or in a manner as approved by the Fire Code Official. 321.3.6.1 Distance from Water Supply. Tire storage shall be located on-site and no further than 500 feet from a fire hydrant or an approved water supply as determined by the Fire Code Official.

321.3.7 Storage Piles. Storage piles shall be located a minimum of 20 feet from property lines and shall have an unobstructed access road on all sides of not less than 20 feet.

321.3.8 Burning operations. The burning of salvaged vehicles and salvaged or waste materials is prohibited.

321.3.9 Motor vehicle fluids. Motor vehicle fluid shall be drained from salvaged vehicles when such liquids are leaking onto the ground and prior to dismantling or removing engine/motor parts. 321.3.9.1 Mitigation of leaking fluids. Precautions shall be taken to prevent fluids from salvaged vehicles from leaking onto the ground. Supplies or equipment capable of mitigating leaks from fuel tanks, crankcases, brake systems and transmissions shall be kept available on site. Single-use plugs, dikeing and absorbent materials shall be disposed of as hazardous waste and removed from the site in a manner in accordance with federal, state and local requirements.

321.3.10 Fuel tanks. Fuel tanks of salvaged vehicles shall be emptied of all flammable (gasoline, diesel) fuels in an approved manner and stored in approved tanks. 321.3.10.1 Repair of vehicle fuel tanks. The repair of fuel tanks, including cutting, welding or drilling of any kind, is prohibited.

321.3.11 Lead acid batteries. Lead acid batteries shall be removed from all salvaged vehicles and stored in an approved manner in a location approved by the Fire Code Official.

Chapter 4. Emergency Planning and Preparedness.

Chapter 4 is adopted in its entirety except as follows:

Section 401.5.1 is amended by adding a new subsection 401.5.1.1 to read:

401.5.1.1 Nuisance fire alarm fee. A fee may be charged for false and/or nuisance fire alarms in accordance with the City's Master Fee Schedule adopted by the City Council.

Chapter 5. Fire Service Features.

Chapter 5 is adopted in its entirety, except as amended below:

Section 503.1 is amended to add subsection 503.1.4 to read:

503.1.4 Access to Open Spaces. When existing access to open land or space, or to fire trail systems maintained for public or private use, is obstructed by new development of any kind, the developer shall provide an alternate means of access into the area that is sufficient to allow access for fire personnel and apparatus. The alternate means of access must be approved by the Fire Code Official.

Section 503.2.1 is amended by adding the following exception:

Exception: A minimum 16-foot wide driveway is acceptable for access to one or two single-family dwellings.

Section 505 is amended by adding Section 505.3, to read:

505.3 Street names and addressing. Street names and addressing shall be submitted for review and approval to the Fire Code Official, whose approval will not be unreasonably withheld. The purpose of the review is to verify that new street names and addressing will not duplicate existing street names and addressing.

Section 507.2 is amended by adding subsection 507.2.3, to read:

507.2.3 Suburban and rural water supply storage. Swimming pools and ponds shall not be considered water storage for the purposes of Section 507.1.

Chapter 6. Building Services and Systems.

Chapter 6 is adopted in its entirety, except as follows:

Section 603.6 is amended by adding subsection 603.6.6, to read:

603.6.6 Sparks from chimneys. A chimney that is used with either a fireplace or heating appliances in which solid or liquid fuel is used shall be maintained with spark arresters that are required for incinerators pursuant to the 2016 California Mechanical Code.

Chapter 8. Interior Finish, Decorative Materials and Furnishings.

Chapter 8 is adopted in its entirety, except as follows:

Section 806 is amended by adding subsections 806.1.4, 806.1.5 and 806.1.6, to read:

806.1.4 Flame retardants. Cut trees shall be treated by a California State Fire Marshal licensed fire retardant applicator. Trees shall be properly treated with an approved flame retardant.

806.1.5 Tags. Trees shall bear a tag stating date of placement in the public building, type of flame-retardant treatment used, name of the person who applied the

flame retardant, the name of the person affixing the tag, a permit expiration date and the name of the designated individual making daily tests.

806.1.6 Daily tests. A designated individual shall test trees daily. The test shall include a check for dryness in accordance with Section 806.1.3 and for adequate watering.

Chapter 9. Fire Protection Systems.

Chapter 9 is adopted in its entirety, except as amended below:

Section 901.6.3 is amended to read:

901.6.3. Records. Records of all system inspections, tests, and maintenance required by the reference standards shall be maintained in paper form and/or by a third party electronic record keeping service as chosen by the Fire Department .

Section 902 is amended to add:

Substantial Addition or Expansion. Remodel or renovation of any structure where the addition of new fire area to the structure exceeds fifty percent (50%) of the existing fire area shall be deemed a “substantial remodel.”

Section 903.2 is amended to read as follows:

903.2 Where required. All occupancies, including Group A, B, C, E, F, H, I, L, M, R, S, and U with a floor area in excess of 120 square feet shall be equipped with automatic fire sprinklers in accordance with NFPA 13, 13R or 13D as determined by the fire code official. Approved automatic sprinkler systems shall be provided in all new commercial facilities, commercial buildings and commercial structures. Approved automatic sprinklers systems in new buildings and structures shall be provided in the locations described in Section 903.2.1 through 903.2.12.

Exception: Private residential U occupancies accessory to non-sprinklered group R-3 occupancies.

Section 903.3.1.1.3 is added to read as follows:

903.3.1.1.3 Undeclared Use. In buildings of undeclared use with floor to structure height greater than 14 feet, the fire sprinkler system shall be designed to conform to Extra Hazard Group I design density. In buildings of undeclared use with floor to structure height less than 14 feet, the fire sprinkler system shall be designed to conform to Ordinary Hazard Group II design density. Where a subsequent occupancy requires a system with greater capability, it shall be the responsibility of the owner and/or the occupant to upgrade the system.

Section 903.3.1.3.1 is added to read:

903.3.1.3 Sprinkler Systems for One and Two family dwellings. Automatic sprinkler systems for one and two- family dwellings shall be permitted to be installed in accordance with sections 903.3.1.3.1 through 903.3.1.3.3. Sections 903.3.1.3.1, 903.3.1.3.2, and 903.3.1.3.3 are added, to read

Section 903.3.1.3. is amended to read:

903.3.1.3 NFPA 13D Sprinkler Systems. Automatic sprinkler systems installed in one and two family dwellings, Group R-3 buildings, and townhouses shall be permitted to be installed throughout in accordance with NFPA 13D as amended in Chapter 80.

903.3.1.3.2 California Residential Code Section R313. Automatic sprinkler systems shall be permitted to be installed in accordance with California Residential Code section R313.

903.3.1.3.3 Pipe limitations. Where CPVC pipe is installed above the insulation or is otherwise located in an unconditioned space, such as in an attic space, or a garage without conditioned living space above, CPVC pipe shall be adequately insulated to a minimum R-19 value, or equivalent, or pipe shall be limited to Type K or L copper, or ferrous piping.

Section 903.3.5.3 is added, to read:

903.3.5.3 Non-permissible water supply storage. Swimming pools and ponds shall not be considered water storage for the purposes of Section 903.3.5. Section 903.3.9 is amended to read:

Section 903.3.9 is added, to read:

903.3.9. Floor control valves. Individual floor control valves and waterflow detection assemblies shall be provided for each floor in multi-floor buildings at an approved location.

Exception: Group R-3 and R-3.1 Occupancies.

Section 903.4.2 is amended to read:

903.4.2 Alarms. One approved audible and visual device shall be connected to every automatic sprinkler system at an approved location. Such sprinkler water-flow alarm devices shall be activated by water flow equivalent to the flow of a single sprinkler of the smallest orifice size installed in the system. Audible and visual alarm devices shall be provided on the exterior of the building in an approved location. Where a fire alarm system is installed, actuation of the automatic sprinkler system shall actuate the building fire alarm system.

Section 903.6 is amended by adding subsections 903.6.1 and 903.6.2 to read as follows:

903.6.1 Substantial Addition or Expansion. An automatic sprinkler system shall be provided throughout all existing buildings where a substantial addition or expansion occurs and the total fire area of the structure exceeds 5,000 square feet. Group R-3 substantial additions or expansions shall comply with Section 903.2.8.2.1

903.6.2 Change of occupancy classification. Any existing building that undergoes a change of occupancy classification into a higher hazard category shall comply with the requirements of Section 903.2. Relative hazard categories of occupancy groups shall be established based upon the Heights and Areas Hazard Categories of Table 1012.4 of the current edition of the International Existing Building Code, as published by the International Code Council. The requirements of Section 903.2 shall not be required when a change of occupancy classification is made to an equal or lesser hazard category. Group L occupancies shall be considered a relative hazard of 1 (highest hazard). Group R-3 occupancies shall be considered a relative hazard of 4 (lowest hazard).

Section 907.4.4 is added as follows:

907.4.4 Monitoring of other fire systems. In buildings equipped with a fire alarm system or sprinkler alarm and supervisory service (SASS) system, where other fire suppression or extinguishing systems are installed in the building (including but not limited to commercial kitchen suppression systems, pre-action fire suppression systems, dry chemical systems, and clean agent systems), these other suppression systems shall be monitored by the SASS dedicated function fire alarm system and transmitted as a specific signal to the Central Station. The system shall be monitored in compliance with Section 907.6.5.

Section 907.5.2.3.1 is amended to read:

907.5.2.3.1 Public and common areas. Visible alarm notification appliances shall be provided in public use areas and common use areas, including but not limited to:

1. Sanitary facilities including restrooms, bathrooms, shower rooms and locker rooms.
2. Corridors, hallways, aisles with shelving and/or fixtures obstructing the required light intensity for that area.
3. Music practice rooms.
4. Band rooms.
5. Gymnasiums.
6. Multipurpose rooms.
7. Occupational shops.

8. Occupied rooms where ambient noise impairs hearing of the fire alarm.
9. Lobbies
10. Meeting/Conference rooms.
11. Classrooms.
12. Medical exam rooms.
13. Open office areas.
14. Sales floor areas.
15. Break or lunch rooms
16. Copy or workrooms.
17. Computer server rooms exceeding 200 square feet.
18. File or Storage rooms exceeding 200 square feet.

Section 907.6.6 is amended to read:

907.6.6 Monitoring of fire alarm systems. A fire alarm system required by this chapter, or by the Pinole Building Code shall be monitored by a UL-listed Central Station service in accordance with NFPA 72 and this code.

Exception: Monitoring by a UL listed central station is not required for:

1. Single and multiple station smoke alarms required by section 907.2.11.
2. Group I-3 occupancies shall be monitored in accordance with section 907.2.6.3.4.
3. Residential Day Care Facilities (occupancy load of 14 or less).
4. One- and two-family dwellings.
5. Residential Care Facilities licensed by the state with an occupant load of six or less.
6. Occupancies with a local fire alarm system that will give an audible and visible signal at a constantly attended location, as approved by the Fire Code Official.

Section 907.8.6 is added to read as follows:

907.8.6 Certification. New fire alarm systems shall be UL-Certified. A Certificate of Completion and other documentation as listed in NFPA 72 shall be

provided for all new fire alarm system installations. It is the responsibility of the building owner or owner's representative to obtain and maintain a current and valid Certificate.

Section 907.8.7 is added to read as follows:

907.8.7 **Posting of Certificate.** The UL Certificate shall be posted in a durable transparent cover within three feet of the fire alarm control panel within forty-five (45) days of the final acceptance test/inspection.

Chapter 10. Means of Egress.

Chapter 10 is adopted in its entirety except as amended below.

Section 1028.5 is added to read as follows:

1028.5.1 **Exit discharge surface.** Exterior exit pathway surfaces shall be suitable for pedestrian use in inclement weather, and shall terminate at a public way as defined in the California Building Code.

Chapter 33. Fire Safety During Construction and Demolition.

Chapter 33 is adopted in its entirety except as amended below.

Section 3301.3 is added to read as follows:

3301.3 Permits. Permits shall be obtained for asbestos removal operations, temporary fire department access roads for construction, and temporary water supplies as set forth in sections 105.6 and 105.7.

Section 3318 is added to read as follows:

Section 3318 Asbestos removal.

3318.1 General. Operations involving removal of asbestos or asbestos-containing materials from buildings shall be in accordance with Section 3318.

Exception: Section 3318 does not apply to the removal of asbestos from:

1. Pumps, valves, gaskets and similar equipment.
2. Pipes, ducts, girders or beams that have a length less than 21 linear feet (6400 mm).
3. Wall or ceiling panels that have an area of less than 10 square feet (0.93 m²) or a dimension of less than 10 linear feet (3048 mm).
4. Floor tiles when their removal can be completed in less than four hours.
5. Group R-3 occupancies.

3318.2 Notification. The Fire Code Official shall be notified twenty-four (24) hours prior to the commencement and closure of asbestos-removal operations. The permit applicant shall notify the building official when asbestos abatement involves the removal of materials that were used as a feature of the building's fire resistance.

3318.3 Plastic Film. Plastic film that is installed on building elements shall be flame resistant as required for combustible decorative material, in accordance with Section 807.

3318.4 Signs. Approved signs shall be posted at the entrance, exit and exit-access door, decontamination areas and waste disposal areas for asbestos-removal operations. The signs shall state that asbestos is being removed from the area, that asbestos is a suspected carcinogen, and that proper respiratory protection is required. Signs shall have a reflective surface. Lettering shall be a minimum of two inches high.

Chapter 50. Hazardous Materials – General Provisions.

Chapter 50 is adopted in its entirety except as amended below:

Section 5001.5.3 is added to read as follows:

5001.5.3 Emergency response support information. Floor plans, material safety data sheets, Hazardous Materials Management Plans (HMMP), Hazardous Material Inventory Statements (HMIS), and other information may be required to be stored in cabinets located outside of facilities or buildings. Information may be required to be maintained in a specific electronic media format to facilitate computer aided dispatching.

Section 5003.9.1 is amended by adding subsection 5003.9.1.2 as follows:

5003.9.1.2 Documentation. Evidence of compliance with provisions of this chapter as well as with state and federal hazardous material regulations shall be maintained on site and available for inspection by fire department personnel.

Chapter 56. Explosives and Fireworks.

Chapter 56 is adopted in its entirety except as amended below:

Section 5601.1.3 is amended to read as follows:

5601.1.3 Fireworks. The possession, manufacture, storage, sale, handling and use of fireworks are prohibited. The possession, manufacture, storage, sale, handling and use of fireworks or pyrotechnic materials within the City are prohibited.

Exceptions:

1. Fireworks may be temporarily stored only if they are aerial or theatrical piece fireworks stored in conjunction with an approved and permitted aerial or set display.
2. Snap Caps and Party Poppers classified by the State Fire Marshal as pyrotechnic devices.

Section 5601.2.2 is amended to read as follows:

5601.2.2 Sale and retail display. No person shall construct a retail display or offer for sale any explosives, explosive materials, or fireworks within the City of Pinole.

Exception: Snap Caps and Party Poppers classified by the State Fire Marshal as pyrotechnic devices.

Section 5601.2.4 is amended as follows:

5601.2.4 Financial responsibility. Before a permit is issued pursuant to Section 5601.2, the applicant shall file with the jurisdiction a corporate surety bond in the principal sum of two million dollars (\$2,000,000) or a public liability insurance policy for the same amount, for the purpose of the payment of all damages to persons or property which arise from, or are caused by, the conduct of any act authorized by the permit upon which any judicial judgment results. The fire code official is authorized to specify a greater or lesser amount when, in his or her opinion, conditions at the location of use indicate a greater or lesser amount is required. Government entities shall be exempt from this bond requirement.

Exception: Fireworks in accordance with California Code of Regulations, Title 19, Division 1, Chapter 6. See Section 5608.

Section 5601.9 is added to read as follows:

5601.9 Prohibited and Limited Acts. The storage of explosive materials is prohibited in all zoning districts except districts zoned for industrial or agricultural uses. In zoning districts where the storage of explosive materials is permitted, the quantities of explosives and distances shall be in accordance with California Fire Code sections 5601.8.

Chapter 57. Flammable and Combustible Liquids

Chapter 57 is adopted in its entirety except as amended below:

Section 5704.2.9.6.1 is amended to read:

5704.2.9.6.1 Locations where aboveground tanks are prohibited. The storage of Class I and II liquids in above-ground tanks outside of buildings is prohibited in all zoning districts except districts zoned for commercial, industrial, or agricultural

uses.

Exception: Protected above-ground tanks for the purpose of emergency power generator installations in areas zoned commercial, industrial, agricultural, central business district, rural or rural residential, and for facilities on an individual basis consistent with the intent of this provision. Tank size shall not exceed 500 gallons (1892.706L) for Class I or II liquids, or 1,000 gallons (3785.412L) for Class III liquids.

Section 5706.2.4.4 is amended to read:

5706.2.4.4 Locations where aboveground tanks are prohibited. Storage of Class I and II liquids in aboveground tanks is prohibited in all zoning districts except districts zoned for commercial, industrial, or agricultural use.

Chapter 58. Flammable Gases and Flammable Cryogenic Fluids.

Chapter 58 is adopted in its entirety except as amended below.

Section 5806.2 is amended to read:

5806.2 Limitation. The storage of flammable cryogenic fluids in stationary containers outside of buildings is prohibited in any area that is zoned for other than industrial use.

Exception: Liquid hydrogen fuel systems in compliance with Section 5806.3 or 5806.4.

Chapter 61. Liquefied Petroleum Gases.

Chapter 61 is adopted in its entirety except as amended below.

Section 6103.2.1.7 is amended in its entirety to read:

6103.2.1.7 Use for food preparation. Individual portable L-P containers used, stored, or handled inside a building classified as a Group A or Group B occupancy for the purposes of cooking, food display, or a similar use, shall be limited in size to one quart capacity and shall be of an approved type. The number of portable containers permitted will be at the discretion of the Fire Code Official. LP-gas appliances used for food preparation shall be listed for such use in accordance with the California Mechanical Code and NFPA 58.

Section 6104.2 is amended to read:

6104.2 Maximum capacity within established limits. The storage of liquefied petroleum gas is prohibited in any central business district and in all zoning districts except districts zoned for commercial, industrial, rural, or agricultural uses. The

aggregate capacity of any one installation used for the storage of liquefied petroleum gas shall not exceed a water capacity of 2,000 gallons.

Chapter 80. Referenced Standards.

Chapter 80 is amended by adding the following referenced standards:

NFPA 3 (2015): Recommended Practice for Commissioning of Fire Protection and Life Safety Systems

NFPA 4 (2015): Standard for Integrated Fire Protection and Life Safety System Testing

NFPA 850 (2015): Recommended Practice for Fire Protection for Electric Generating Plants and High Voltage Direct Current Converter Stations

Chapter 80 is further amended by amending the NFPA 13D (2016) (Standard for the Installation of Sprinkler Systems in One- and Two-Family Dwellings and Manufactured Homes) standard as follows:

Section 7.7.1 is added, to read:

7.7.1 Where CPVC pipe is installed above the normal insulation in an unconditioned space, such as in an attic space, or a garage without conditioned living space above, CPVC pipe shall be adequately insulated to a minimum R-19 value, or equivalent, or pipe shall be limited to Type K or L copper, or ferrous piping.

Section 8.3.5.1.2 is amended to read:

8.3.5.1.2 Where fuel-fired equipment is below or on the same level as occupied areas of the dwelling unit, at least one quick-response intermediate temperature sprinkler shall be installed above the equipment or at the wall separating the space with the fuel-fired equipment from the occupied space. In unconditioned spaces, CPVC pipe shall be adequately insulated to a minimum R-19 value, or equivalent, or pipe shall be limited to Type K or L copper, or ferrous piping.

Appendix B. Fire-Flow Requirements for Buildings.

Appendix B is adopted in its entirety except as amended below.

Section B105.2, the exception is amended to read:

Exceptions:

1. Group B, S-2, and U occupancies having a floor area not exceeding 1,000 square feet, primarily constructed of noncombustible exterior walls with wood or steel roof framing, having a Class A roof assembly, with uses limited to the following or similar uses:

- 1.1. California State Parks buildings of an accessory nature (restrooms).
- 1.2. Safety roadside rest areas, (SRRA), public restrooms.
- 1.3. Truck inspection facilities, (TIF), CHP office space and vehicle inspection bays.
- 1.4. Sand/salt storage buildings, storage of sand and salt.
- 2. A reduction in required fire-flow of 50 percent, as approved by the Fire Code Official, when the building is provided with an approved automatic sprinkler system and installed in accordance with Section 903.3.1.1. The resulting fire-flow shall be not less than 1,500 gallons per minute (5678L/min) for the prescribed duration as specified in Table B105.1.

Appendix C. Fire Hydrant Locations and Distribution.

Appendix C is adopted in its entirety except as amended below.

Table C102.1 is amended as follows:

The title of Table C102.1 is amended to read:

TABLE C102.1ⁱ

The heading of the fourth column of Table C102.1 is amended to read:

MAXIMUM DISTANCE FROM ANY POINT ON STREET OR ROAD FRONTAGE
TO A HYDRANT^{d,f,g,h}

Footnotes “h” and “i” are added to Table C102.1, to read:

h. A fire hydrant shall be provided within 250 feet of a fire trail access point off a public or private street.

i. For infill projects within existing single-family residential developments, Section 507.5.1 applies.

Appendix D. Fire Apparatus Access Roads.

Appendix D is adopted in its entirety except as amended below.

Section D102.1 is amended to read:

D102.1 **Access and loading.** Facilities, buildings or portions of buildings hereafter constructed shall be accessible to fire department apparatus by way of an *approved* fire apparatus access road with an asphalt, concrete or other approved *all-weather driving surface* capable of supporting the imposed load of fire apparatus weighing at least 74,000 pounds in accordance with Cal Trans Design Standard HS-20-44.

Exception: *Driveways* serving one or two single-family *dwelling*s may be constructed of an alternate surface material, providing the imposed weight load design minimums are met and the grade does not exceed ten percent (10%).

Section D103.1 is deleted in its entirety.

Section D103.2 is amended to read as follows:

D103.2 Grade. Fire department access roadways having a grade of between sixteen percent (16%) and twenty percent (20%) shall be designed to have a finished surface of grooved concrete sufficient to hold a 44,000 pound traction load. The grooves in the concrete surface shall be ½ inch wide by ½ inch deep and 1 ½ inch on center and set at a 30 to 45 degree angle across the width of the roadway surface. No grade shall exceed twenty percent (20%), nor shall the cross slope exceed eight percent (8%), unless authorized in writing by the Fire Code Official.

Section D103.2.1 is added to read:

D103.2.1 Angles of approach and departure. The angles of approach and departure for any means of access shall not exceed ten percent (10%) at 10 feet of the grade break.

Section D103.3 is amended to read as follows:

D103.3 Turning radius. Based on a minimum unobstructed width of 20 feet, a fire apparatus access roadway shall be capable of providing a minimum standard turning radius of 25 feet inside and 45 feet outside.

Table D103.4 is amended to read:

Table D103.4
REQUIREMENTS FOR DEAD-END FIRE
APPARATUS ACCESS ROADS

LENGTH (feet)	MINIMUM WIDTH (feet)	TURNAROUNDS REQUIRED
0 – 150	20 ^a	None required
151 – 750	20 ^a	100-foot Hammerhead, 50-foot “Y”, 75-foot Shunt or 90-foot-diameter cul-de-sac in accordance with figure D103.1

Over 750	Special approval required ^b
----------	--

- a. A *driveway* with a minimum width of 16 feet is acceptable for access to no more than two single-family dwellings.
- b. Any fire apparatus access roadway or *driveway* that is approved to be less than 20 feet wide and to exceed 750 feet in length shall have outsets or turnouts every 300 feet along the length of the road or driveway, or at locations approved by the Fire Code Official. Each outset or turnout shall be of the following dimensions: an eight foot wide turnout that extends at least 40 feet in length.

Figure D 103.1 is amended to read:

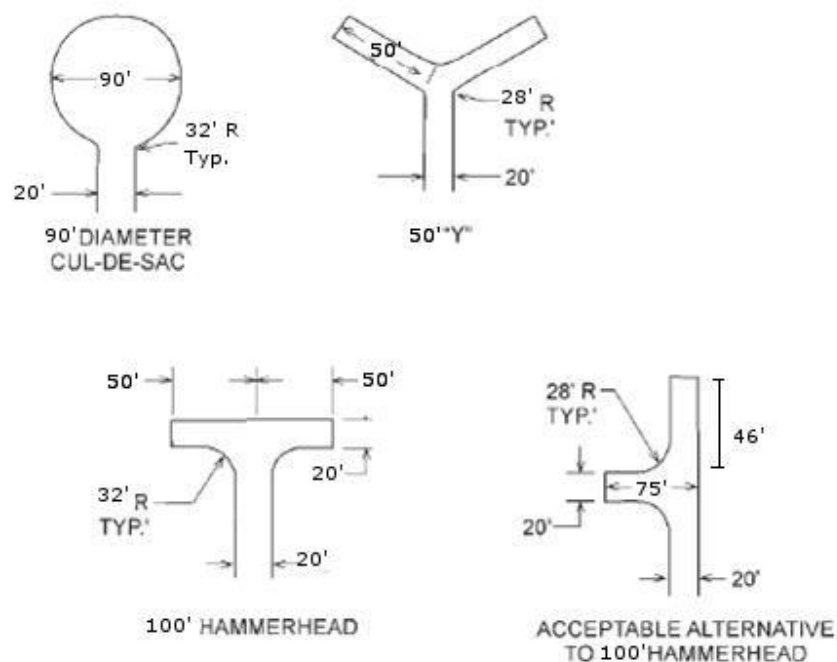


Figure D103.1

Dead-end Fire Apparatus Access Road Turnaround

Criteria 1 of Section D103.5 is amended to read:

1. The minimum clear width shall be 20 feet

Exception: For access to one or two single-family dwellings, 16 feet clear width is acceptable.

Criteria 9 is added to Section D103.5, to read:

9. All gates shall be installed and located a minimum of 30 feet off the street.

Section D103.6.1 is amended to read:

D103.6.1 Roads less than 28 feet in width. Fire apparatus access roads less than 28 feet wide shall be posted on both sides as a fire lane.

Section D103.6.2 is amended to read:

D103.6.2 Roads 28 feet in width or greater, but less than 36 feet in width. Fire apparatus access roads 28 feet wide or greater, but less than 36 feet wide, shall be posted on one side of the road as a fire lane.

Section D106.1 is amended by deleting the exception and to read:

Section D106.1 is amended by deleting the exception and to read:

D106.1 Projects having more than 100 dwelling units. Multiple-family residential projects having more than 100 dwelling units shall be provided with two separate and approved fire apparatus access roads and shall meet the requirements of Section D104.3.

Section D106.2 is deleted in its entirety.

15.20.040 APPEALS.

Whenever the Fire Chief disapproves an application or refuses to grant a permit applied for, or when it is claimed that the provisions of the code do not apply or that the true intent and meaning of the code have been misconstrued or wrongly interpreted, the applicant may appeal from the decision of the Fire Chief to the City Council within fifteen (15) days from the date of the decision.

15.20.050 NEW MATERIALS, PROCESSES OR OCCUPANCIES WHICH MAY REQUIRE PERMITS.

The City Council and Fire Chief shall act as a committee to determine and specify, after giving affected persons an opportunity to be heard, any new materials, processes or occupancies for which permits are required in addition to those now enumerated in Fire Code. The Fire Chief or designee shall post such list in a conspicuous place at the offices of the fire prevention bureau and distribute copies thereof to interested persons.

15.20.060 VIOLATION – PENALTY.

A. Any person who violates any of the provisions of the California Fire Code as adopted and amended in this chapter or fails to comply therewith, or who violates or fails to comply with any order made thereunder, or who builds in violation of any details statement of specifications or plans submitted and approved thereunder, or any certificate or permit issued thereunder, and from which no appeal has been taken, or who fails to comply with such order as affirmed or modified by the City Council or by a court of competent jurisdiction, within the required time, shall severally for each and every such violation and noncompliance, respectively, be guilty of a misdemeanor, punishable by a fine of not less than seventy-five dollars (\$75.00) nor more than five hundred dollars (\$500.00) or by imprisonment in the county jail for a period of time not to exceed six (6) months, or by both such fine and imprisonment. The imposition of one penalty for any violation shall not excuse the violation or permit it to continue, and all such persons shall be required to correct or remedy such violations or defects within a reasonable time; and when not otherwise specified, each ten (10) days that prohibited conditions are maintained shall constitute a separate offense.

B. The application of the above penalty shall not be held to prevent the enforced removal of prohibited conditions.

Chapter 15.22 ADMINISTRATIVE CODE

Sections:

- 15.22.010 California Administrative Code – Adoption.
- 15.22.020 Copying and imaging fee.

15.22.010 CALIFORNIA ADMINISTRATIVE CODE – ADOPTION

The California Administrative Code for the City, sometimes referred to as “the CAC,” is the California Administrative Code, 2016 Edition as approved by the California Building Standards Commission, and as published in Title 24, Part 1, of the California Code of Regulations.

15.22.020 COPYING AND IMAGING FEE.

Copying and imaging fees shall be set by resolution of the City Council and reflected in the City’s Master Fee Schedule.

SECTION 4. References To Prior Uniform Building and Construction Codes. Unless superseded and expressly repealed, references in City forms, documents, and regulations to chapters and sections of the prior adopted Uniform Building Codes shall be construed to apply to the corresponding provisions contained in the chapters and sections of Title 15 of the Pinole Municipal Code adopted by this Ordinance and all

other ordinances or parts of ordinances in conflict herewith are hereby superseded and expressly repealed.

SECTION 5. Severability. If any section, subsection, sentence, clause or phrase of this ordinance is for any reason held to be invalid, such decision shall not affect the validity of the remaining portions of the ordinance. The City Council hereby declares that it would have adopted the ordinance, and each section, subsection, sentence, clause, or phrase thereof, irrespective of the fact that one or more sections, subsections, sentences, clauses or phrases be declared invalid.

SECTION 6. Adoption. This Ordinance shall take effect on the later of thirty (30) days after passage or on January 1, 2020, and shall within fifteen (15) days after passage, be posted in accordance with Section 36933 of the Government Code of the State of California with the names of these City Council members voting for and against it.

THE FOREGOING ORDINANCE was introduced at a regular meeting of the Pinole City Council on the 19th day of November, 2019 and adopted on the 3rd day of December, 2019 by the following vote:

AYES: COUNCILMEMBERS:

NOES: COUNCILMEMBERS:

ABSTAIN: COUNCILMEMBERS:

ABSENT: COUNCILMEMBERS:

Peter Murray , Mayor

ATTEST:

Heather Iopu
City Clerk

3421420.1