Economic Development

Organizational Chart

Alicia Vennos

Director/Film

Commissioner

Jeff Simpson Manager Elizabeth Grans
Assistant

ECONOMIC DEVELOPMENT

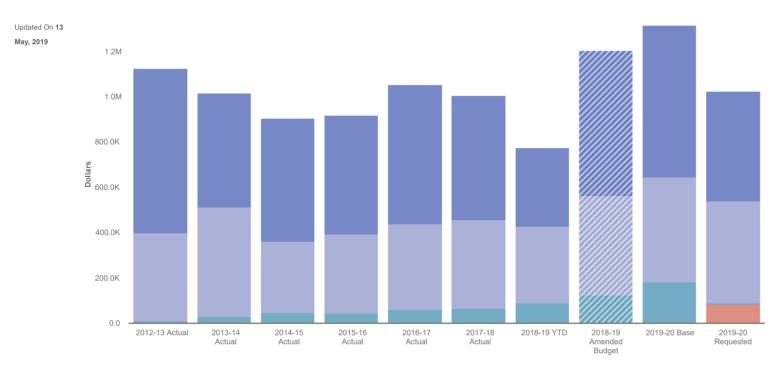
Core Services

		Manda	ted?			Manda	ted?
		Primary Messaging vear-round viability/jobs Drive overnight visitation to generate N ECONOMIC Business Retention & Expan	Strengthen existing business sectors; build year-round viability/jobs	N			
1	TOURISM increase in Transient Occupancy Tax		ECONOMIC	Business Retention & Expansion programs to support local business	N		
1	MARKETING	Diversify and grow visitor base	N	2	DEVELOPMENT GROWTH	Develop/implement Business Attraction marketing campaigns	N
		Increase year-round viable business levels	N			Conduct business and market research, visitor profile/spending	N
		Support and promote film production in Mono County	N			Work collaboratively with regional and local agencies and organizations	N
2	CONANAISSIONI	Collaborate/support land management agencies with permits	N		COLLABORATIVE	Sit on Boards of relevant, active agencies and organizations	nsion programs N ss Attraction N eter research, N egional and local N ctive agencies N ommission and N eter, seminars, N N l outreach with N lly, expeditious N
3	FILM COMMISSION			4	PARTNERSHIPS	Staff ED, Tourism & Film Commission and Fish & Wildlife Commission	
		Bolster fishing economy through fish stocking and sustainable practices	N			Professional development & growth for staff / commissioners	stance, seminars, N
	FISH	Plan and manage resources from Fish Fine Fund	N		TRAINING &	Training, technical assistance, seminars, workshops for businesses	
5	ENHANCEMENT			6	EDUCATION		N
		Assist local non-profits to provide programs that benefit community	N			Establish/maintain personal outreach with business community	N
_	COMMUNITY SUPPORT				DELIVER EXCEPTIONAL	Professional, helpful, friendly, expeditious response to inquiries	N
7	COMMUNITY SUPPORT			8	CUSTOMER SERVICE	Provide seminars/workshops for local business communities	N
		Explore viability of potential tax increases/TBID	N				
	NEW FUNDING]			
9	SOURCES						

Department Name	Division Name	Associated Goal	Tactic	Results	Internal or External	Target Completion (FY)
Economic Development	Economic Development	3B, 3C	Focus on the priority of developing and implementing Business Retention & Expansion programs that support local small business, communities sustainability, year-round job	Utilize results from Business Retention & Expansion Survey to inform strategies, programs, and success metrics.	External	Ongoing
Economic Development	economic bevelopment	35, 30	creation and workforce housing programs	Apply for USDA grant to provide free training and technical assistance for small businesses (in collaboration with Mammoth Lakes Chamber of Commerce)	External	Ongoing
Economic Development	Economic Development	3B, 3C	Rural Infrastructure Financing Grant - Work with consultant (as well as Community Development, and TOML) funded by California Association for Local Economic Development (CALED) to determine funding sources and programs for workforce/affordable housing issue in Mono County	3. Provide a minimum of two educational opportunities, workshops or events for stakeholders in FY19-20	External	Ongoing
Economic Development	Economic Development	3B, 3C	Develop and implement business attraction strategies targeted at existing visitor base, and the Outdoor Recreation, Tech, and Wellness space, and which leverage Digital 395	Distribute "working remote" video series and visitor-targeted marketing campaign - advertising, social media, PR, website, etc Reduce storefront vacancies by 10%	External	Ongoing
2001011110 DEVELOPMENT		3.5,5.5	broadband capacity	Track volume of county business licenses issued annually Hire professional consultant to determine optimum avenues for attraction outreach	External (FY) External Ongoing External Ongoing External Ongoing External Ongoing External Ongoing Both 6/30/2020 Internal 6/30/2020 External Ongoing External Ongoing	
Economic Development	Economic Development	3D	Work with Finance to research cost-benefit analysis and process to increase county revenue streams by raising Transient Occupancy Tax, sales tax, and/or establishing a Tourism Business Improvement District (TBID). Organize informational workshop with Civitas for the Board, staff, lodging and tourism business community on the TBID process. costs. benefits, and issues.	Analyze findings and receive Board direction for action.	Both	6/30/2020
Economic Development	Economic Development	5C	Provide staff with opportunity to take Economic Development/Tourism courses, certifications. Attend two conferences annually	Staff Certification in Economic Development/Tourism program	Internal	6/30/2020
Economic Development	Economic Development	5C	Apply for USDA Rural Development grant (in partnership with Mammoth Lakes Chamber of Commerce) to provide free consultation, training and technical assistance for local small businesses	Secure grant and increase percentage of businesses utilizing free consultation and training programs by 10%	External	6/30/2020
Economic Development	Economic Development	3B, 4B	Attend Chamber of Commerce meetings and arrange 1:1 meetings with 5-7 business owners monthly.	Respond to messages same day or within 24 hours when traveling; Resolve complaints and concerns quickly	Both	Ongoing
Economic Development	Economic Development	2D, 3A, 3C	Assist community non-profits/organizations to provide specific programs, events, projects, and services which contribute both to enhancing the visitor experience, and to the quality of life for local residents	Each grantee or recipient of funding will provide a report on the success of their respective grant-funded program, project, purchase or initiative; Monitor growth and success of seed events	External	Ongoing
Economic Development	Film Commission	3B, 3C	Promote Mono County as a film-friendly destination; expand contact base and outreach to film industry and location professionals; Develop relationships with land management agencies to assist with permit process, systems, communication, etc.	One commercial production generates an average local spend of \$25K; goal is to increase film permits issued by 10%	External	Ongoing
Economic Development	Fish Enhancement	3A, 3C	Bolster fishing economy in Mono County through most cost-effective fish stocking and sustainable practices to enhance fish population, including the protection of wild spawning fish and habitat; Educate anglers on fishing best practices for catch and release/etiquette	Monitor state fishing license sales; increase and track total amount of fish planted locally by all sources Stream survey analysis shows increase of spawning fish DFW monitors catch and release data though CREEL surveys Eastern Sierra Fishing Guide - reprinted and distributed; combined communications regarding fishing education through social media and traditional marketing	External	Ongoing
Economic Development	Fish Enhancement	3A, 3C	Work with policy makers to evolve fishing regulations	Regulation changes protect wild spawning trout and the interest of anglers in Mono County	External	Ongoing
Economic Development	Fish Enhancement	3A, 3C	Provide outreach to teach future generations to fish	Participation in Trout in the Classroom program; Track # of participants at DFW Troutfest, Kids Fishing Festival and other fish/wildlife events	External	Ongoing
Economic Development	Fish Enhancement	3A, 3C	Ensure that expenditures from Fish Fine Fund are focused on high priority projects for non-profit/government entities that are in alignment with the DFW propogation fund and the provisions of Division #3 (commencing with Section 29000) of Title 3 of the Government Code.	Proper execution of Board-approved high priority projects/programs	External	Ongoing
Economic Development	Tourism & Marketing	3B, 3C	Strengthen Tourism sector by driving overnight visitation to Mono County, increasing Transient Occupancy Tax (TOT), supporting small business, job creation and communities includes branding, advertising, PR, social media, tradeshows, direct mail/E-News, etc.	Invest 1/12th of total TOT in strategic marketing initiatives with the goal of increasing TOT at the same pace or better as state travel trends	External	Ongoing
Economic Development	Tourism & Marketing	3B, 3C	Build shoulder season business to support year-round workforce and sustainability for communities	Over the past 5 years, Fall Season (Q2) TOT has increased 52% and Spring Season (Q2) is up 22% — the goal for FY19-20 is to keep pace with state travel trends	External	Ongoing

Department Name	Division Name	Associated Goal	Tactic	Results	Internal or External	Target Completion (FY)
Economic Development	Tourism & Marketing	3B, 3C	Grow international visitation in order to diversify and expand tourism base through co- operative sales programs with Mammoth Lakes Tourism, High Sierra Visitors Council, Visit California, and Brand USA. Focus will be on emerging international markets, such as India, touted as the "next China".	Visa View credit card spending research, along with Visitor Profile Study will assist in tracking international markets; meet Visit California's projected growth, eg. 7% for India. Represent Mono County at IPW, largest international B2B travel/tourism marketplace	External	Ongoing
Department Name	Division Name	Associated Goal	Tactic	Result	Internal or External	Target Completion (FY)
Economic Development	Tourism & Marketing	3B, 3C	Improve and develop collaborative regional partnerships with US Forest Service, regional visitor centers, chambers of commerce, Friends of the Inyo, Bishop Chamber of Commerce, YARTS, Mammoth Lakes Tourism, Yosemite Gateway Partners, CALED, Governor's Office of Business & Economic Development, Film Liaisons in California, CalTravel, Visit California, Brand USA, etc.	Staff represents Mono County on the Boards of relevant organizations/agencies, attend 2-3 conferences, and work collaboratively on at least 2 regional projects or programs in FY 19-20	External	Ongoing

Economic Development - Expenditure Trend



Fiscal Year

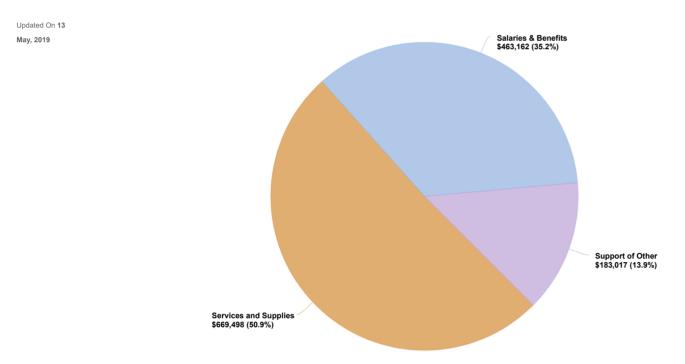
Data filtered by Expenses, Economic Development and exported on May 13, 2019. Created with OpenGov

Sort Large to Small ▼

Services and Supplies

Salaries & Benefits Support of Other Other Expenses

2019-2020 Requested Budget - Expenditures for Economic Development



Sort Large to Small ▼

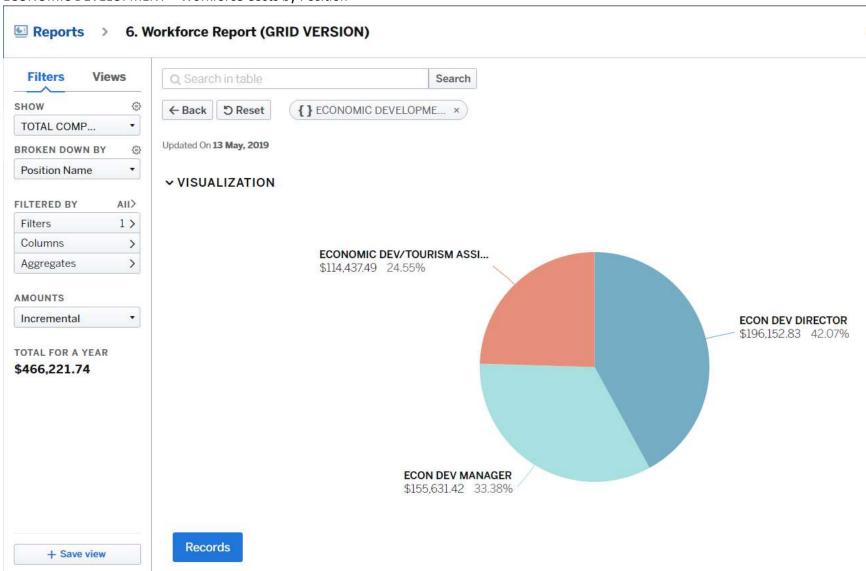
- Services and Supplies
- Salaries & Benefits
- Support of Other

Expand All	2019-20 Actual
▶ Services and Supplies	\$ 669,498
▶ Salaries & Benefits	463,162
▶ Support of Other	183,017
Total	\$ 1,315,677

Data filtered by Expenses, Economic Development and exported on May 13, 2019. Created with OpenGov

FY 2019-2020 BUDGET WORKSHOP

ECONOMIC DEVELOPMENT – Workforce Costs by Position



Economic Development Economic Development 100-190

DEPARTMENTAL OVERVIEW

The Economic Development Department strives to enhance the year-round economic base of Mono County through job creation, by promoting tourism and implementing key initiatives that focus primarily on business retention and expansion, programs to assist small business, as well as new business attraction. The department serves as support staff to the Mono County Economic Development, Tourism and Film Commission, the Mono County Fish and Wildlife Commission, and oversees and administers the Fish Enhancement and Fish & Game Fine Fund programs.

PROGRAMS AND SERVICES

Strengthen Existing Business Sector: Grow tourism sector by driving overnight visitation to Mono County, increasing Transient Occupancy Tax (TOT), supporting small business and job creation.

Business Attraction – Promote Mono County as a viable place for business relocation and leverage gigabit broadband capacity as an asset/direct benefit for relocation strategy, with a focus on non-tourism sectors including Tech, Wellness and Outdoor Recreation. Encourage and assist developers, investors and new business owners in navigating the county/town permit processes.

Business Retention/Expansion – Use research findings to address priority needs of the business community. Grow shoulder seasons to support year-round workforce and sustainability for communities. Workforce Services – Promote Mono County Workforce Services which administers state and federally funded programs that combine wage-paid work, jobs skills training, and supportive services to help individuals succeed in the workforce, and to help employers find solutions to their staffing needs. Remote Workers Support – Build Mono County communities by promoting the region as the ideal location for those with mobile careers.

Business Assistance—In partnership with the CSU Bakersfield SBDC and in conjunction with Mammoth Lakes Chamber of Commerce, administer USDA rural development grant to provide free business assistance/consulting/customer service to any business or start-up in Mono County.

Technical Training/Access to Capital – Provide marketing/social media and other relevant training to Mono County business community; work with CSU Bakersfield SBDC to educate businesses on resources to access capital.

Economic Data Collection – Coordinate data reports for Mono County economic measurement that includes the Businesses Retention and Expansion Survey, Visitor Profile Study, Visa Credit Card Spending Study and County Economic Profile Report.

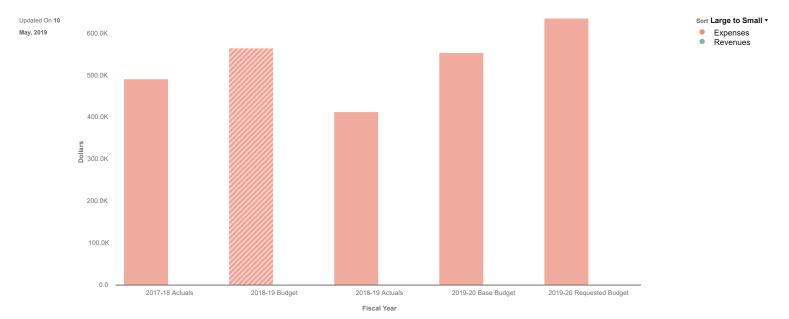
Tax Incentives – Offer education and assistance regarding "California Competes Tax Credit" and other state programs provided by the Governor's Office of Business and Economic Development.

Co-working Space – In coordination Mammoth Mountain Ski Area, assist in promoting the new FORT co-working/networking space in the Sierra Center Mall and at Mammoth Mountain Main Lodge.

Revenue Opportunities – Working with the Finance department and County Counsel, explore and analyze viable options to potentially increase revenue sources for the county, including potential tax increases and the establishment of a Tourism Business Improvement District (TBID). Legal fees/consultation services to establish a TBID are estimated at \$60,000 – this has been included in the budget as a Policy Item.

DESCRIBE WHAT IS NOT INCLUDED IN THIS BUDGET

Economic Development 100-19-190



Collapse All	2017-18 Actuals	2018-19 Budget	2018-19 Actuals	2019-20 Base Budget	2019-20 Requested Budget
▼ Revenues	\$ 0	\$ 1,000	\$ 0	\$ 1,000	\$ 0
▶ Charges for Services	0	1,000	0	1,000	0
▼ Expenses	491,402	565,010	413,079	554,225	635,323
▶ Salaries & Benefits	392,258	441,807	337,619	451,767	463,162
▼ Services and Supplies	99,144	123,203	75,459	17,229	172,161
▼ Services	57,805	81,060	37,707	3,060	125,189
Contract Services	43,853	51,000	28,978	0	94,000
Professional & Specialized Ser	10,885	27,000	6,375	0	28,129
Telephone/Communications	3,067	3,060	2,354	3,060	3,060
► Facility	14,945	16,429	14,919	0	11,745
► Insurance	7,832	8,960	8,960	8,321	8,321
► Supplies	6,629	6,691	5,544	3,806	13,906
► Training	7,277	5,000	4,090	0	8,000
▶ Vehicle	4,657	5,063	4,240	2,042	5,000
▶ Other Expenses	0	0	0	85,229	0
Revenues Less Expenses	\$ -491,402	\$ -564,010	\$ -413,079	\$ -553,225	\$ -635,323

Data filtered by Types, GENERAL FUND, ECONOMIC DEVELOPMENT and exported on May 10, 2019. Created with OpenGov

ECONOMIC DEVELOPMENT

Tourism (105) Community Support Programs (109)

DEPARTMENTAL OVERVIEW

One of the primary goals of the Economic Development Department is to strengthen the existing tourism sector which is the county's primary economic driver and generates \$581.6 million in direct local spending as well as providing a significant portion of local employment. The department staffs the **Economic Development**, **Tourism & Film Commission**, and supports filming and works to bring productions to the region.

PROGRAMS AND SERVICES

The Tourism vision that Mono County becomes the premiere, year-round mountain vacation destination in the United States will be achieved by promoting the county's diverse outdoor recreational opportunities, scenic beauty, and natural wonders. The primary focus of the tourism strategy is to promote the "shoulder" seasons (fall, winter, spring), to grow international visitation in order to diversify the tourism base, as well as to incorporate a message of land stewardship and sustainable recreation as part of the brand. Collaboration with local, regional, state, national and international partners is also a key component to success.

The Tourism department's programs drive overnight visitation to Mono County as a whole, which generates revenue from Transient Occupancy Tax (TOT) and supports local small businesses, job creation, and our communities. Tourism marketing programs are funded by 1% of the total TOT revenues generated annually. For FY 2019-20, the marketing budget based on TOT projections is \$291,000.

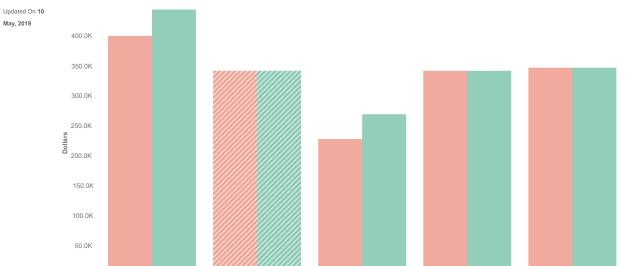
Tourism marketing programs and strategic campaigns communicate the Mono County brand in numerous ways and include:

- The design and production of several Mono County/Eastern Sierra visitor guides
- MonoCounty.org website, Social Media platforms, television, print advertising, and consumer fishing and travel shows
- The promotion of Mono County to the film industry as a film-friendly destination
- The development of collaborative partnerships with local and regional agencies, eg. Mammoth Lakes Tourism, Bishop Chamber of Commerce, Visit California, High Sierra Visitors Council, Yosemite Gateway Partners, Eastern Sierra Interagency Visitor Center, US Forest Service, Friends of the Inyo, Film Liaisons in California Statewide, etc.
- Outreach to both established and emerging International markets
- Targeting niche markets
- Communication of sustainable tourism and stewardship education
- Conducting tourism and visitor profile research

Tourism 105-19-191

0.0 -

2017-18 Actuals



2018-19 Budget

2019-20 Requested Budget

2019-20 Base Budget

Sort Large to Small ▼ RevenuesExpenses

		Fiscal Year			
Collapse All	2017-18 Actuals	2018-19 Budget	2018-19 Actuals	2019-20 Base Budget	2019-20 Requested Budget
▼ Expenses	\$ 401,117	\$ 343,000	\$ 229,482	\$ 343,000	\$ 348,000
▼ Services and Supplies	334,609	338,000	223,482	338,000	338,000
▼ Services	304,390	271,224	181,708	271,224	271,224
Professional & Specialized Ser	175,770	170,949	109,994	170,949	170,249
Contract Services	85,870	51,550	38,414	51,550	49,550
Special Department Expense	40,449	45,000	29,024	45,000	47,000
Membership Fees	2,300	3,225	4,276	3,225	3,925
Telephone/Communications	0	500	0	500	500
► Training	23,928	34,500	14,620	34,500	34,500
► Supplies	6,292	32,276	27,154	32,276	32,276
▶ Support of Other	66,508	5,000	6,000	5,000	10,000
▽ Revenues	443,958	343,000	270,342	343,000	348,000
▶ Taxes	295,636	291,000	217,767	291,000	291,000
▶ Charges for Services	36,596	41,500	36,894	41,500	41,500
▶ Transfers In	107,121	10,000	10,000	10,000	15,000
▶ Interest & Rents	1,953	500	2,862	500	500
▶ Miscellaneous Revenues	2,653	0	2,819	0	0
Revenues Less Expenses	\$ 42,841	\$0	\$ 40,860	\$ 0	\$ 0

2018-19 Actuals

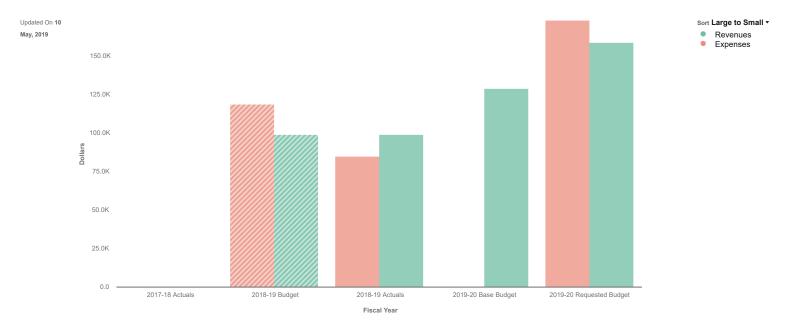
Data filtered by Types, TOURISM COMMISSION and exported on May 10, 2019. Created with OpenGov

COMMUNITY SUPPORT PROGRAMS

Community Grants are also administered by Economic Development. These grants and contributions have been in place for many years and now have a separate fund account called Community Support Programs. The initiatives include:

- Community Event Marketing Fund (\$30,000) Assisting communities in marketing their local events outside the Eastern Sierra generates incremental TOT which positively impacts local business levels both now and in the future. Building successful events takes time so this request for continued funding is a longer-term investment. CEMF program is a foundational initiative that requires a multi-year commitment in order to see success.
- Historical Societies Grant Fund (\$6,000) More than ever cultural tourism is an important piece of the industry, as the aging baby boomers increasingly head into retirement and more leisure travel. In the Economic Impact & Visitor Profile Study (2008), 21.5% of guests surveyed said that they would visit a museum while visiting Mono County. This translates to approximately 225,000 people annually. The grant allows new websites to be built, software to be purchased, and fundraising projects and events to take place. The assistance gives our county the opportunity to share our roots and our culture with visitors from around the world.
- **Performing & Visual Arts Grant Fund** (\$10,000) This fund assists established non-profit Arts & Culture organizations in Mono County to implement eligible projects and programs related to Fine Arts. Mono County's Arts organizations play an important role in providing quality programs for the community that contributes both to the visitor experience and to the quality of life for local residents.
- Trail Maintenance Grant (\$27,500) One of Mono County's Strategic Priorities is to "invest in sustaining and maintaining public lands and outdoor recreation." To support the usage on the local trail systems and growing visitation to the region, the maintenance of trails is of paramount importance. The collaborative arrangement between Mono County and Friends of the Inyo has allowed the provision of significant improvements to many key hiking trails in the region over the years.
- Air Service Subsidy (\$100,000) Mammoth Lakes Tourism (MLT) requests annual county support for the Spring/Summer/Fall Air Service "Minimum Revenue Guarantee" (MRG). Air service is an important economic driver that provides access to and from Mono County for visitors, business owners, second homeowners and local residents. It attracts visitors from both domestic and international destination markets, which helps to diversify the tourism base. Air service is often a cornerstone factor in terms of decisions made by to work remotely, relocate or open a small business.
- Youth Sports (\$8,000) Providing assistance to youth sports programs is an important community effort, and is a contribution the county has been proud to make for decades.

Community Support Fund 109-19-190



Collapse All	2017-18 Actuals	2018-19 Budget	2018-19 Actuals	2019-20 Base Budget	2019-20 Requested Budget
▼ Revenues	\$ 0	\$ 99,000	\$ 99,000	\$ 129,000	\$ 159,000
▶ Transfers In	0	99,000	99,000	129,000	159,000
▼ Expenses	0	119,000	85,012	0	173,017
▶ Support of Other	0	119,000	85,012	0	173,017
Revenues Less Expenses	\$ 0	\$ -20,000	\$ 13,988	\$ 129,000	\$ -14,017

Data filtered by Types, COMMUNITY SUPPORT PROGRAMS and exported on May 10, 2019. Created with OpenGov

Economic Development Fish Enhancement Fish Enhancement - 102

DEPARTMENTAL OVERVIEW

The Fish Enhancement Fund is used to bolster the fishing industry in Mono County – the second most popular visitor activity according to the Economic Impact & Visitor Profile Study completed in 2008. The department also serves as the primary support staff to the Mono County Fisheries Commission – a commission, comprised of seven appointed community members, which recommends fishing enhancement methods for promoting and enhancing the fishing industry in the Mono County.

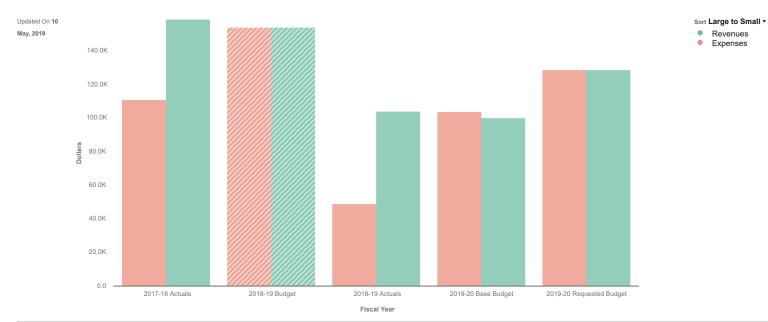
PROGRAMS AND SERVICES

- 1. **Advisement to the Board of Supervisors** Assist and advise the Mono County Board of Supervisors on issues relating to the proper and orderly propagation and conservation of fish and game, specifically with respect to enhancement and stocking programs, outreach and education, networking and development of partnerships with outside agencies.
- 2. **Enhance Fish Population** Implement the most cost-effective way to enhance the fish population in Mono County in order to provide a quality fishing experience for anglers.
- 3. **Mono County Fish & Wildlife Commission** Provide staff support to the Mono County Fish & Wildlife Commission and its mission of fish and wildlife enhancement, education, promotion & networking.
- 4. **Fish Stocking** The Mono County Trophy Trout Stocking program optimizes the annual Board-approved budget to stock the maximum amount of fish in bodies of water throughout the county.
- 5. **Monitor Fish & Wildlife Issues** Work closely with relevant government agencies such as the California Department of Fish & Wildlife on fish and wildlife issues, policies and regulations that support recreational fresh water fishing in California.

DESCRIBE WHAT IS NOT INCLUDED IN THIS BUDGET

N/A

Fish Enhancement 102-19-192



Collapse All	2017-18 Actuals	2018-19 Budget	2018-19 Actuals	2019-20 Base Budget	2019-20 Requested Budget
▼ Revenues	\$ 158,372	\$ 153,737	\$ 103,942	\$ 100,000	\$ 128,737
▶ Transfers In	158,837	153,737	103,737	100,000	128,737
▶ Interest & Rents	-465	0	205	0	0
▼ Expenses	110,973	153,737	49,115	103,737	128,737
▼ Services and Supplies	110,973	153,737	49,115	103,737	128,737
▼ Services	109,100	150,000	49,050	100,000	125,000
Contract Services	100,600	150,000	49,050	100,000	100,000
Special Department Expense	8,500	0	0	0	25,000
➤ Training	1,810	3,737	0	3,737	3,637
▶ Supplies	63	0	65	0	100
Revenues Less Expenses	\$ 47,399	\$ 0	\$ 54,827	\$ -3,737	\$ 0

Data filtered by Types, FISH ENHANCEMENT and exported on May 10, 2019. Created with OpenGov

Economic Development Fish and Game Fine Fund Fish & Game Fine Fund - 104

Fish and Game Fine Fund

The Fish and Game Fine Fund is a statutory fund that is restricted to expenditures from the fish and game propagation fund and is subject to the provisions of Division 3 (commencing with Section 29000) of Title 3 of the Government Code. The Fish and Game Fine Fund is administered by the Economic Development department which is staff to the Mono County Fish & Wildlife Commission; all expenditures are approved by the Board of Supervisors.

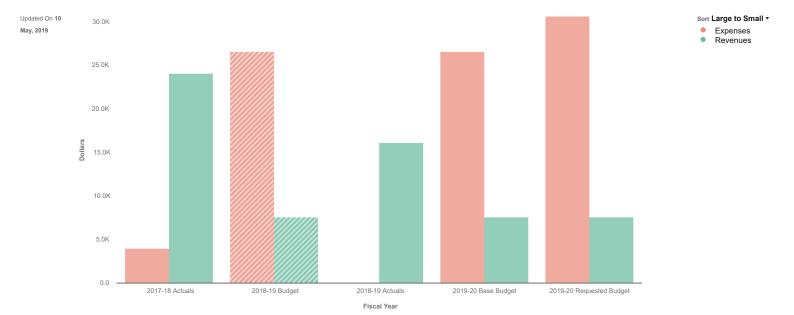
PROGRAMS AND SERVICES

Ensure that expenditures from the Fish Fine Fund are focused on high priority projects for non-profit and/or governmental entities that are in alignment of the fish and game propagation fund and the provisions of Division 3 (commencing with Section 29000) of Title 3 of the Government Code.

DESCRIBE WHAT IS NOT INCLUDED IN THIS BUDGET

N/A

Fish and Game Fine Fund 104-27-193



Collapse All	2017-18 Actuals	2018-19 Budget	2018-19 Actuals	2019-20 Base Budget	2019-20 Requested Budget
▼ Expenses	\$ 3,997	\$ 26,600	\$ 0	\$ 26,600	\$ 30,600
▼ Services and Supplies	3,997	26,600	0	26,600	30,600
▼ Services	3,997	26,600	0	26,600	30,600
Special Department Expense	3,997	26,600	0	26,600	30,600
▽ Revenues	24,113	7,600	16,129	7,600	7,600
▶ Fines, Forfeitures & Penalties	23,825	7,500	15,556	7,500	7,500
▶ Interest & Rents	287	100	573	100	100
Revenues Less Expenses	\$ 20,116	\$ -19,000	\$ 16,129	\$ -19,000	\$ -23,000

Data filtered by Types, FISH AND GAME FINE FUND and exported on May 10, 2019. Created with OpenGov