# **Multiple Agency Fiscal Note Summary**

Bill Number: 6304 P S SB Title: Identicards/homelessness

## **Estimated Cash Receipts**

Agency Name	2019-21		2021-	-23	2023-25		
	GF- State	Total	GF- State	Total	<b>GF- State</b>	Total	
Department of Licensing	0	31,000	0	21,000	0	2,000	
Total \$	0	31,000	0	21,000	0	2,000	

## **Estimated Operating Expenditures**

Agency Name		2019-21			2021-23			2023-25		
	FTEs	GF-State	Total	FTEs	GF-State	Total	FTEs	GF-State	Total	
Department of Commerce	.0	0	0	.0	0	0	.0	0	0	
Department of Licensing	.4	0	114,000	.2	0	62,000	.0	0	2,000	
Department of Children, Youth, and Families	.0	10,000	10,000	.0	0	0	.0	0	0	
Superintendent of Public Instruction	.0	0	0	.0	0	0	.0	0	0	
Total \$	0.4	10,000	124,000	0.2	0	62,000	0.0	0	2,000	

## **Estimated Capital Budget Expenditures**

Agency Name		2019-21			2021-23			2023-25				
	FTEs	Bonds	Total	FTEs	Bonds	Total	FTEs	Bonds	Total			
Department of Commerce	.0	0	0	.0	0	0	.0	0	0			
Department of Licensing	.0	0	0	.0	0	0	.0	0	0			
Department of Children, Youth, and Families	.0	0	0	.0	0	0	.0	0	0			
Superintendent of Public Instruction	.0	0	0	.0	0	0	.0	0	0			
Total \$	Total \$   0.0   0   0,0   0   0,0   0   0   0											

## **Estimated Capital Budget Breakout**

Prepared by: Veronica Jarvis, OFM	Phone:	Date Published:
	(360) 902-0649	Final 2/19/2020

<b>Bill Number:</b> 6304 P S SB	Title: Identicards/homelessno	ess Agency	2: 103-Department of Commerce
Part I: Estimates		•	
X No Fiscal Impact			
Estimated Cash Receipts to:			
NONE			
<b>Estimated Operating Expendit</b> NONE	cures from:		
Estimated Capital Budget Imp	act:		
NONE			
The cash receipts and expenditu and alternate ranges (if approp	re estimates on this page represent the moriate), are explained in Part II.	ost likely fiscal impact. Factors impactin	g the precision of these estimates,
Check applicable boxes and for	ollow corresponding instructions:		
If fiscal impact is greater t form Parts I-V.	than \$50,000 per fiscal year in the curr	rent biennium or in subsequent bienni	a, complete entire fiscal note
	n \$50,000 per fiscal year in the curren	t biennium or in subsequent biennia,	complete this page only (Part I)
Capital budget impact, co	mplete Part IV.		
Requires new rule making	•		
Legislative Contact: Bryon	n Moore	Phone: (360)786-7726	Date: 02/03/2020
Agency Preparation: Kim J	fustice	Phone: 360-725-5055	Date: 02/07/2020
Agency Approval: Darre	ll Stoa	Phone: (360) 725-2723	Date: 02/07/2020
OFM Review: Gwen	Stamey	Phone: (360) 902-9810	Date: 02/07/2020

#### II. A - Brief Description Of What The Measure Does That Has Fiscal Impact

Briefly describe by section number, the significant provisions of the bill, and any related workload or policy assumptions, that have revenue or expenditure impact on the responding agency.

Section 3 adds a new section to RCW 46.20 requiring the Department of Licensing to consult with the Office of Youth Homelessness on developing an alternative forms of identification that can be used to issue an identicard and a process for entities to submit identicard application materials.

#### II. B - Cash receipts Impact

Briefly describe and quantify the cash receipts impact of the legislation on the responding agency, identifying the cash receipts provisions by section number and when appropriate the detail of the revenue sources. Briefly describe the factual basis of the assumptions and the method by which the cash receipts impact is derived. Explain how workload assumptions translate into estimates. Distinguish between one time and ongoing functions.

#### None

#### II. C - Expenditures

Briefly describe the agency expenditures necessary to implement this legislation (or savings resulting from this legislation), identifying by section number the provisions of the legislation that result in the expenditures (or savings). Briefly describe the factual basis of the assumptions and the method by which the expenditure impact is derived. Explain how workload assumptions translate into cost estimates. Distinguish between one time and ongoing functions.

There is no fiscal impact to the department. The activities stated in section 3 of PSSB 6304 can be incorporated into the normal operating procedures within the Office of Youth Homelessness.

### **Part III: Expenditure Detail**

III. A - Operating Budget Expenditures

**NONE** 

#### III. B - Expenditures by Object Or Purpose

**NONE** 

III. C - Operating FTE Detail: List FTEs by classification and corresponding annual compensation. Totals need to agree with total FTEs in Part I and Part IIIA

**NONE** 

#### III. D - Expenditures By Program (optional)

**NONE** 

## Part IV: Capital Budget Impact

IV. A - Capital Budget Expenditures

**NONE** 

IV. B - Expenditures by Object Or Purpose

NONE

#### IV. C - Capital Budget Breakout

Identify acquisition and construction costs not reflected elsewhere on the fiscal note and describe potential financing methods NONE

None

Bill Number: 6304 P S SB Titl	le: Identicards/homele	essness	Age	ency: 240-Department Licensing	ment of
Part I: Estimates					
No Fiscal Impact					
Estimated Cash Receipts to:					
ACCOUNT	FY 2020	FY 2021	2019-21	2021-23	2023-25
Highway Safety Account-State 106-		31,0			2,000
	tal \$	31,0			2,000
	<u>.</u>	!		•	
<b>Estimated Operating Expenditures from</b>	n:				
	FY 2020	FY 2021	2019-21	2021-23	2023-25
FTE Staff Years	0.0	0.7	0.4	0.2	0.0
Account		444.000	444.000	00.000	0.000
Highway Safety Account-State 106-1	0	114,000	114,000	62,000	2,000
Total	\$ 0	114,000	114,000	62,000	2,000
The cash receipts and expenditure estimate and alternate ranges (if appropriate), are		e most likely fiscal i	mpact. Factors impa	acting the precision of	these estimates,
Check applicable boxes and follow corn	responding instructions:				
If fiscal impact is greater than \$50,0 form Parts I-V.	000 per fiscal year in the	current biennium	or in subsequent bi	ennia, complete ent	ire fiscal note
X If fiscal impact is less than \$50,000	per fiscal year in the cur	rrent biennium or	in subsequent bienr	nia, complete this pa	age only (Part I)
Capital budget impact, complete Pa	art IV.				
Requires new rule making, complete	te Part V.				
Legislative Contact: Bryon Moore			Phone: (360)786-77	726 Date: 02/	03/2020

Kim Buechel

Kristin Bettridge

Veronica Jarvis

Agency Preparation:

Agency Approval:

OFM Review:

Date: 02/07/2020

Date: 02/07/2020

Date: 02/07/2020

Phone: 360-902-3639

Phone: 360-902-3644

Phone: (360) 902-0649

#### II. A - Brief Description Of What The Measure Does That Has Fiscal Impact

Briefly describe by section number, the significant provisions of the bill, and any related workload or policy assumptions, that have revenue or expenditure impact on the responding agency.

This proposed legislation expands assistance to homeless individuals in obtaining Washington State Identicards from eighteen to twenty-five. The legislation also requires DOL to accept identicard application materials from certain individuals or entities serving youth.

#### II. B - Cash receipts Impact

Briefly describe and quantify the cash receipts impact of the legislation on the responding agency, identifying the cash receipts provisions by section number and when appropriate the detail of the revenue sources. Briefly describe the factual basis of the assumptions and the method by which the cash receipts impact is derived. Explain how workload assumptions translate into estimates. Distinguish between one time and ongoing functions.

Section 2 - Would amend RCW 46.20.117 to change the age range of individuals eligible for reduced cost identicard (with a fee of \$5.00) from age under 18 to age under 25.

- Based on the Department's internal data, since the homeless youth ID card implementation, about 1% of the reduced cost ID card recipients obtained them via the reduced fee provision rather than DSHS/Welfare process, or about 2 ID cards per month. If the same rate is applied to the 18 to 24 year old population who received DSHS/Welfare reduced cards in the same time, it is expected that on average 7 or 8 more ID cards could be issued a month, or approximately 100 ID cards a year without DCYF's outreaching efforts.
- Department of Children, Youth and Families (DCYF) provided the data for the total number of homeless youth, which are approximately 13,000. Based on the discussions between DOL and DCYF, we adopt the assumption that DCYF's outreach efforts would reach 80% of the existing homeless youth (10,400 adults) who are eligible and willing to participate in obtaining reduced cost Identicards. This backlog is assumed to be completed within the next 3 fiscal years: 60% for FY 2021 (i.e., 6,240 adults), 25% for FY 2022 (i.e., 2,600 adults), and 15% for FY 2023 (i.e., 1,560 adults).
- The overall new workload are as follows.
- o FY 2021 to FY 2023: 6240, 2600, 1560
- o FY 2024 and forward: 100

#### II. C - Expenditures

Briefly describe the agency expenditures necessary to implement this legislation (or savings resulting from this legislation), identifying by section number the provisions of the legislation that result in the expenditures (or savings). Briefly describe the factual basis of the assumptions and the method by which the expenditure impact is derived. Explain how workload assumptions translate into cost estimates. Distinguish between one time and ongoing functions.

Section 1 adds a new section to RCW 43.21:

- (1): The Washington State Department of Children, Youth, and Families (DCYF) shall assist individuals under the age of twenty-five who do not have a permanent residence and qualify for an actual cost identicard under RCW 46.20.117(1)(c)(ii) in obtaining Washington state indenticard.
- Section 2 amends RCW 46.20.117;
- (1)(a)(II): Changes the age from eighteen to twenty-five.

Secton 3 adds a new section to chapter to RCW 46.20;

- (1) Department of Licensing (DOL) in consultation with DCYF, Office of the Superintendent of Public Instruction (OSPI) and Office of Homeless Youth Prevention and Protection (OHY) shall develop;
- o (a) other forms of identification that could be used for individuals qualifying for an identicard under 46.20.117 (1) (c) (ii) that meet the alternative documentation requirements of the department under RCW 43.203.024; and
- o (b) a process for entities listed under subsetion (2) of this section to submit identicard application materials under RCW 46.20.117.

- (2) DOL shall accept application materials from;
- o (a) individuals or entities licensed by DCYF, OSPI, OHY,
- o (b) individuals or entities contracted to provide services by DCFY,
- o (c) individuals shoools or school districts; and
- o (d) individuals and entities contract to provide services by the OHY

Based on the numbers DCYF provided via the Department of Commerce, the total number of homeless reported was 13,000. Commerce uses data from the Homeless Management Information System (HMIS). DCYF estimated 80% of those; 10,400, would apply for the indenticard. Based on past experience, 60% would apply the first year, 25% the second year and 15% the third year. After the catch up period of three years, a steady 100 applicants would apply.

The number of customers at DOL's Licensing Service Offices (LSOs), there is a increase of FTEs needed to take in applications and process the indenticard. The assumption is 5.5 minutes for a Licensing Service Representative 2 to process.

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FY 21 - 6,240 applications (6,240 x 5.5 minutes = 34,320 minutes/572 hours) - .40 FTE LSR 2
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FY 22 - 2,600 applications (2,600 x 5.5 minutes = 14,300 minutes/238 hours) - .20 FTE LSR 2

FY 23 – 1,560 applications (1560 x 5.5 minutes = 8,580 minutes/143 hours) - .10 FTE LSR 2

FY 24 and beyond -100 applications workload equates to approximately 9 hours and could be accomplished within existing workload.

The production cost of a Driver's License or ID Card is \$5.00.

FY 21 - 6,240 applications - \$31,200

FY 22 - 2,600 applications - \$13,000

FY 23 - 1,560 applications - \$7,800

FY 24 and beyond – 100 applications - \$500

Information Services will modify logic when the operator chooses youth reduced to validate the customer is under the 25 years of age. This work can be accomplished in one month and will cost approximately \$21,000 (see attached breakdown)

The agency will hire contract programmers or hire agency temporary staff to support permanent staff assigned to this effort.

Any change requires a process to ensure changes are correctly applied to the system. This involves Project Managers that manage the team that completes the update, business analyst that documents and reviews the system changes, architect services that analyzes how the update could have an effect on other systems or DOL processes, developers who create the change and testers and quality assurance teams that ensure the update is working correctly.

### Support Services:

Agency Administrative Overhead is included at a rate of 26 percent of the direct program costs. This funding received covers agency-wide functions such as vendor payments, contract administration, financial management, mail processing, equipment management, help desk support, and technical assistance to DOL employees.

### Part III: Expenditure Detail

### III. A - Operating Budget Expenditures

Account	Account Title	Type	FY 2020	FY 2021	2019-21	2021-23	2023-25
106-1	Highway Safety	State	0	114,000	114,000	62,000	2,000
	Account						
		Total \$	0	114,000	114,000	62,000	2,000

#### III. B - Expenditures by Object Or Purpose

	FY 2020	FY 2021	2019-21	2021-23	2023-25
FTE Staff Years		0.7	0.4	0.2	
A-Salaries and Wages		36,000	36,000	24,000	
B-Employee Benefits		15,000	15,000	10,000	
C-Professional Service Contracts					
E-Goods and Other Services		63,000	63,000	28,000	2,000
G-Travel					
J-Capital Outlays					
M-Inter Agency/Fund Transfers					
N-Grants, Benefits & Client Services					
P-Debt Service					
S-Interagency Reimbursements					
T-Intra-Agency Reimbursements					
9-					
Total \$	0	114,000	114,000	62,000	2,000

# III. C - Operating FTE Detail: List FTEs by classification and corresponding annual compensation. Totals need to agree with total FTEs in Part I and Part IIIA

Job Classification	Salary	FY 2020	FY 2021	2019-21	2021-23	2023-25
Fiscal Anayst 2	4,509		0.3	0.2	0.1	
Licesing Services Representative 2	4,492		0.4	0.2	0.2	
Total FTEs			0.7	0.4	0.2	0.0

#### III. D - Expenditures By Program (optional)

**NONE** 

## Part IV: Capital Budget Impact

IV. A - Capital Budget Expenditures

**NONE** 

IV. B - Expenditures by Object Or Purpose

**NONE** 

#### IV. C - Capital Budget Breakout

Identify acquisition and construction costs not reflected elsewhere on the fiscal note and describe potential financing methods NONE

PSSB 6304

## Department of Licensing System Update Costs

Cost Category	Description	Rate	2020	2021	2022	2023	2024	2025	Total Cost
TESTER	Test to verify individual components meet requirements; ensure that other business transactions have not been impacted.	\$ 18,444		3,700	-	-	-	-	3,700
BUSINESS ANALYST	Determine business requirements; translate requirements into what changes are needed to various systems including account codes, inventory codes, testing considerations, etc.	\$ 26,448	,	2,600	-	-	-	-	2,600
PROJECT MANAGER	Manage schedule and contracts	\$ 27,492	•	2,700	-	-	-	-	2,700
QUALITY ASSURANCE	Plan and carry out activities to assure project deliverables; e.g. preventative defect activities, align quality measures and business objectives.	\$ 31,668	-	1	-	-	-	-	-
SECURITY AND ARCHITECT SERVICES	Create the conceptual model that defines the structure, behavior and framework of a computerized system including a breakdown of the system into components, the component interactions and interfaces (including with the environment, especially the user), and the technologies and resources to be used in the design.	\$ 27,144	ı	2,700	-	-	-	-	2,700
SERVER & NETWORK SUPPORT		\$ 18,444	-	-	-	-	-	-	-
DEVELOPERS	Modify programming and coding to all major systems	\$ 18,444	-	-	-	-	-	-	-
CONTRACTED FAST DEVELOPER / TESTER	Updates to the DRIVES system will require additional vendor hours outside of the contracted maintenance to make system updates to implement this bill.	\$ 34,800	-	7,000	-	-	-	-	7,000
Project Contingency	Office of the Chief Information Officer designated rate of 10%	\$ -	-	1,900	-	-	-	-	1,900
		Totals	-	20,600	-	-	-	-	20,600
					These figu	res are calcu	ulated and r	ounded to	100th value

Bill Number: 630	04 P S SB	Title:	Identicards/homel	essness		Ageno	Children, Y Families	
Part I: Estima	tes							
No Fiscal Im	pact							
Estimated Cash Rec	ceipts to:							
NONE								
<b>Estimated Operation</b>	ng Expenditure	es from:	EV 2020	FY 2021	2019-2		2024.22	2023-25
Account			FY 2020	F1 2021	2019-2	-	2021-23	2023-25
General Fund-State	e 001-1		0	10,000	10	000	0	0
General Fana State		Total \$	0	10,000		000	0	0
and alternate rang	es (if appropriate	e), are explo			mpact. Factor	s impacti	ing the precision o	of these estimates,
Check applicable	boxes and follo	w corresp	onding instructions:					
If fiscal impact form Parts I-V		\$50,000	per fiscal year in the	current biennium	or in subsequ	ent bien	nia, complete en	tire fiscal note
X If fiscal impact	ct is less than \$5	50,000 pei	r fiscal year in the cu	irrent biennium or	in subsequent	biennia	, complete this p	page only (Part I)
Capital budge	et impact, compl	lete Part I	V.					
Requires new	rule making, co	omplete Pa	art V.					
Legislative Conta	ct: Bryon M	oore		]	Phone: (360)	786-7726	6 Date: 02	2/03/2020
Agency Preparati	on: Tula Hab	b		1	Phone: 36090	28004	Date: 02	2/14/2020
Agency Approval	: Jennifer S	Smith		1	Phone: 36090	28023	Date: 02	2/14/2020
OFM Review:	Rayanna	Williams		] 1	Phone: (360)	902-055	3 Date: 02	2/18/2020

#### II. A - Brief Description Of What The Measure Does That Has Fiscal Impact

Briefly describe by section number, the significant provisions of the bill, and any related workload or policy assumptions, that have revenue or expenditure impact on the responding agency.

Substitute HB 2607 compared to original HB 2607:

--Removes the DCYF requirement to assist individuals under age 25 to apply for identicards and gather and submit application materials to the DOL.

Section 1 - the Department of Children, Youth and Families (DCYF) shall assist licensed or contracted providers in following the process established under section 3.

Section 3 - the Department of Licensing (DOL) shall consult with the DCYF, Office of the Superintendent of Public Instruction (OSPI), and the Office of Homeless Youth Prevention and Protection Program (OHYPP) to identify forms and documentations that can be used for Washington State identicards develop a process for submitting identicard materials for individuals under age twenty-five who do not have a permanent residence address.

#### II. B - Cash receipts Impact

Briefly describe and quantify the cash receipts impact of the legislation on the responding agency, identifying the cash receipts provisions by section number and when appropriate the detail of the revenue sources. Briefly describe the factual basis of the assumptions and the method by which the cash receipts impact is derived. Explain how workload assumptions translate into estimates. Distinguish between one time and ongoing functions.

None.

#### II. C - Expenditures

Briefly describe the agency expenditures necessary to implement this legislation (or savings resulting from this legislation), identifying by section number the provisions of the legislation that result in the expenditures (or savings). Briefly describe the factual basis of the assumptions and the method by which the expenditure impact is derived. Explain how workload assumptions translate into cost estimates. Distinguish between one time and ongoing functions.

Substitute HB 2607 compared to original HB 2607:

--Removes the DCYF requirement to assist individuals under age 25 to apply for identicards and gather and submit application materials to the DOL.

The DCYF estimate a one-time cost of \$10,000 GF-State in FY2021. The cost would cover staff travel and provider training, lodging and other logistics in order to inform providers on the new requirement. Staff will hold meetings throughout the state with providers, three west of the Cascades and two east of the Cascades.

The DCYF does not expect they will be required to directly assist individuals to apply for identicards nor required to enforce its providers to carryout this work. If DCYF is expected to go beyond informing providers of this new requirement, it will have costs similar to the original HB 2607. The estimated cost was \$1,972,030 (\$1,22,659 GF-State) in FY2021 to assist 13,000 homeless individuals under age 25 without identicards.

## Part III: Expenditure Detail

#### III. A - Operating Budget Expenditures

Account	Account Title	Type	FY 2020	FY 2021	2019-21	2021-23	2023-25
001-1	General Fund	State	0	10,000	10,000	0	0
		Total \$	0	10,000	10,000	0	0

#### III. B - Expenditures by Object Or Purpose

	FY 2020	FY 2021	2019-21	2021-23	2023-25
FTE Staff Years					
A-Salaries and Wages					
B-Employee Benefits					
C-Professional Service Contracts					
E-Goods and Other Services		10,000	10,000		
G-Travel					
J-Capital Outlays					
M-Inter Agency/Fund Transfers					
N-Grants, Benefits & Client Services					
P-Debt Service					
S-Interagency Reimbursements					
T-Intra-Agency Reimbursements					
9-					
Total \$	0	10,000	10,000	0	0

III. C - Operating FTE Detail: List FTEs by classification and corresponding annual compensation. Totals need to agree with total FTEs in Part I and Part IIIA

NONE

#### III. D - Expenditures By Program (optional)

**NONE** 

### Part IV: Capital Budget Impact

IV. A - Capital Budget Expenditures

NONE

#### IV. B - Expenditures by Object Or Purpose

**NONE** 

#### IV. C - Capital Budget Breakout

Identify acquisition and construction costs not reflected elsewhere on the fiscal note and describe potential financing methods NONE

None.

Bill Number:	6304 P S SB	Title:	Identicards/homelessness		Agency:	350-Superintendent of Public Instruction
Part I: Esti	mates	-				
X No Fisca	l Impact					
Estimated Cash	n Receipts to:					
NONE						
Estimated Ope NONE	rating Expenditures	s from:				
<b>Estimated Cap</b>	ital Budget Impact:					
NONE						
	ipts and expenditure es ranges (if appropriate)		this page represent the most likely fisca	l impact. Factors	impacting th	ne precision of these estimates,
	able boxes and follow	•				
If fiscal ir form Part		\$50,000 j	per fiscal year in the current bienniur	n or in subseque	nt biennia,	complete entire fiscal note
If fiscal in	mpact is less than \$5	0,000 per	fiscal year in the current biennium of	or in subsequent	biennia, cor	nplete this page only (Part I)
Capital b	udget impact, comple	ete Part I	V.			
Requires	new rule making, co	mplete Pa	art V.			
Legislative C	Contact: Bryon Mc	oore		Phone: (360)78	86-7726	Date: 02/03/2020
Agency Prepa	aration: Troy Klei	n		Phone: (360) 7	25-6294	Date: 02/04/2020
Agency Appr	roval: Mike Woo	ods		Phone: 360 72	5-6283	Date: 02/04/2020

Cynthia Hollimon

OFM Review:

Date: 02/04/2020

Phone: (360) 902-0562

#### II. A - Brief Description Of What The Measure Does That Has Fiscal Impact

Briefly describe by section number, the significant provisions of the bill, and any related workload or policy assumptions, that have revenue or expenditure impact on the responding agency.

Section 3 of the bill requires that the Department of Licensing (DOL) develop, in consultation with the Department of Children Youth, and Families (DCYF), the Office of the Superintendent of Public Instruction (OSPI), and the Office of Homeless Youth Prevention and Protection Programs (OHY), other forms of identification that may be common for individuals qualifying for an Identicard under age 25 that meet the alternative documentation requirements of the DOL.

#### II. B - Cash receipts Impact

Briefly describe and quantify the cash receipts impact of the legislation on the responding agency, identifying the cash receipts provisions by section number and when appropriate the detail of the revenue sources. Briefly describe the factual basis of the assumptions and the method by which the cash receipts impact is derived. Explain how workload assumptions translate into estimates. Distinguish between one time and ongoing functions.

#### II. C - Expenditures

Briefly describe the agency expenditures necessary to implement this legislation (or savings resulting from this legislation), identifying by section number the provisions of the legislation that result in the expenditures (or savings). Briefly describe the factual basis of the assumptions and the method by which the expenditure impact is derived. Explain how workload assumptions translate into cost estimates. Distinguish between one time and ongoing functions.

This bill would have a minimal expenditure impact on OSPI. OSPI's role is to support DOL in a consulting role and any staff time involved is assumed to be minimal.

### Part III: Expenditure Detail

III. A - Operating Budget Expenditures
NONE

III. B - Expenditures by Object Or Purpose

NONE

III. C - Operating FTE Detail: List FTEs by classification and corresponding annual compensation. Totals need to agree with total FTEs in Part I and Part IIIA

**NONE** 

III. D - Expenditures By Program (optional)

**NONE** 

## Part IV: Capital Budget Impact

IV. A - Capital Budget Expenditures

**NONE** 

IV. B - Expenditures by Object Or Purpose

NONE

#### IV. C - Capital Budget Breakout

Identify acquisition and construction costs not reflected elsewhere on the fiscal note and describe potential financing methods NONE