

CITY OF ST. JOSEPH



Third Quarter Financial Report – FY2011

For the Quarter Ending March 31, 2011

THIRD QUARTER FY2011 FINANCIAL REPORT

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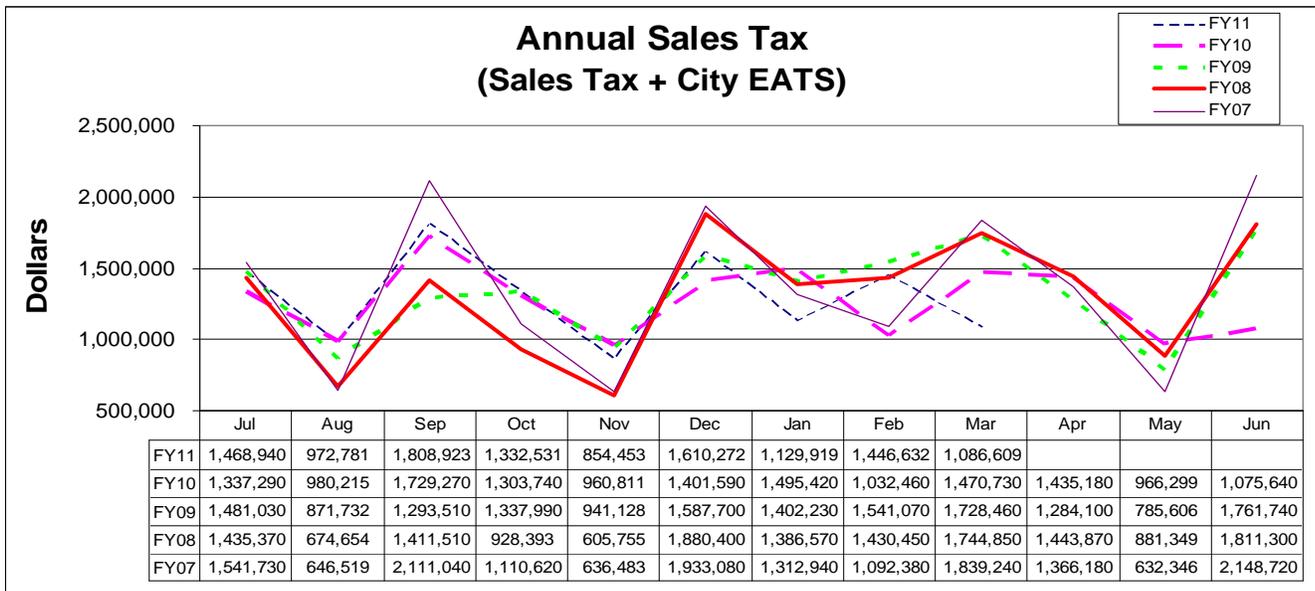
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By the end of the third quarter of the fiscal year, twenty (20) payroll periods had occurred, and total expenditures for salaries and benefits should be at seventy-seven percent (77%). Being nine months into the fiscal year, revenue and other expenditure items should be approximately seventy-five percent (75%) of the FY2011 budget as well.

I. Multi-Fund Revenues

A. Sales Tax Revenues

General sales tax revenues decreased for the third quarter and fell below trend. Annual sales tax flattened out and was 3.1% below budget, only \$1600 more than this time last fiscal year. The sales tax collected thru March reflected the holiday shopping season. The growing popularity of online holiday shopping could possibly attribute to the no change from FY10. Another reason could be the unfortunate circumstance of the due dates falling on the weekend which causes delays in distribution to the City from the State. Revenues have slowly decreased since a strong first quarter that was helped by major tournaments held at Heritage Park, the national tennis championship tournament and the Kansas City Chiefs training camp.



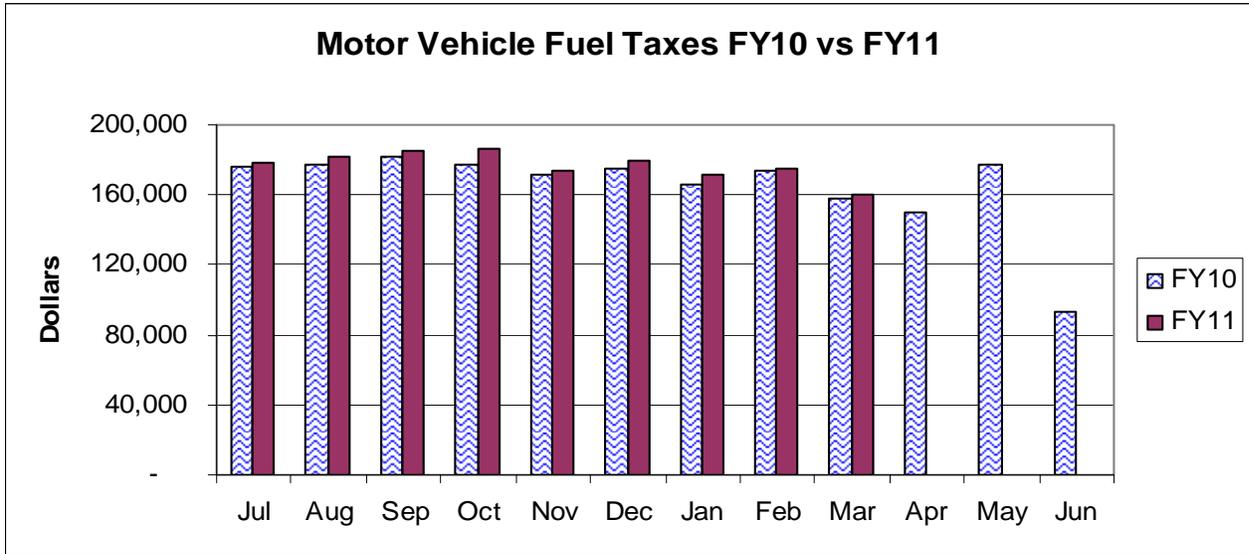
FY2011 budgets were set based on FY2010 projections. Actual FY2010 revenues came in 2.5-3.0% under projections. This means that current revenues running 3% “under trend” indicates the City may meet budget targets or fall just short similar to the past two years.

Cigarette tax revenue was 4% higher than at this time in FY10, but was under projections by \$15K. Cigarette sales continue to fall with the economy and the increased state tax implemented two years ago. Vehicle sales remained solid and **motor vehicle sales tax** revenues were \$52K above budget. This was a 10% increase when compared to the same time frame as FY10.

Hotel/Motel taxes were under trend (62.2%) despite events earlier in the year such as the major tournaments held at Heritage Park, the national tennis championship tournament, and the Chief’s camp.

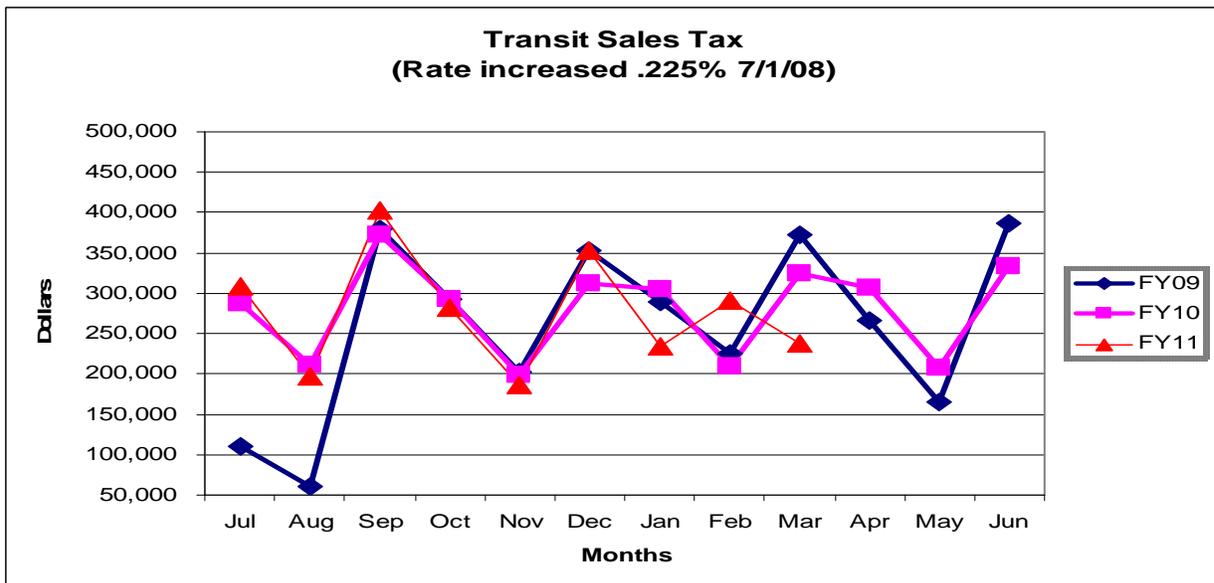
Fuel prices stayed steady for the year and **motor vehicle fuel taxes** met budget in the **Streets Maintenance Fund** at 75.6%. As indicated by the following graph, there was an increase in each of the first nine months for a total of \$35K. There could be a change going forward as fuel prices are nearing record numbers and are expected to continue throughout the summer. Higher prices could result in consumers seeking other alternatives to decrease their usage. Road and bridge tax will be received in May.

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Much like the General Fund, **CIP Sales Tax** in the Capital Projects Fund showed an overall decrease this quarter (\$151K under trend). These revenues were very similar to the year to date third quarter totals of FY10.

Mass Transit Sales Tax showed signs of decline but held above budget by 2.7%. The graph below shows that the first half of the year started very similar to FY10. However the latest quarter showed a decrease in two out of the three months. (The first quarter of FY09 is not applicable when using for comparisons. The voter approved tax rate increase effective July 1, 2009 didn't appear in the City's distribution from the Missouri Department of Revenue until September, 2009 – FY10.)



B. Real and Personal Tax Revenues

The majority of the total anticipated real and personal tax revenues have been collected for the year. Real estate for General Fund – Non-Departmental was not far off the pace of FY10 (0.3% less). Personal

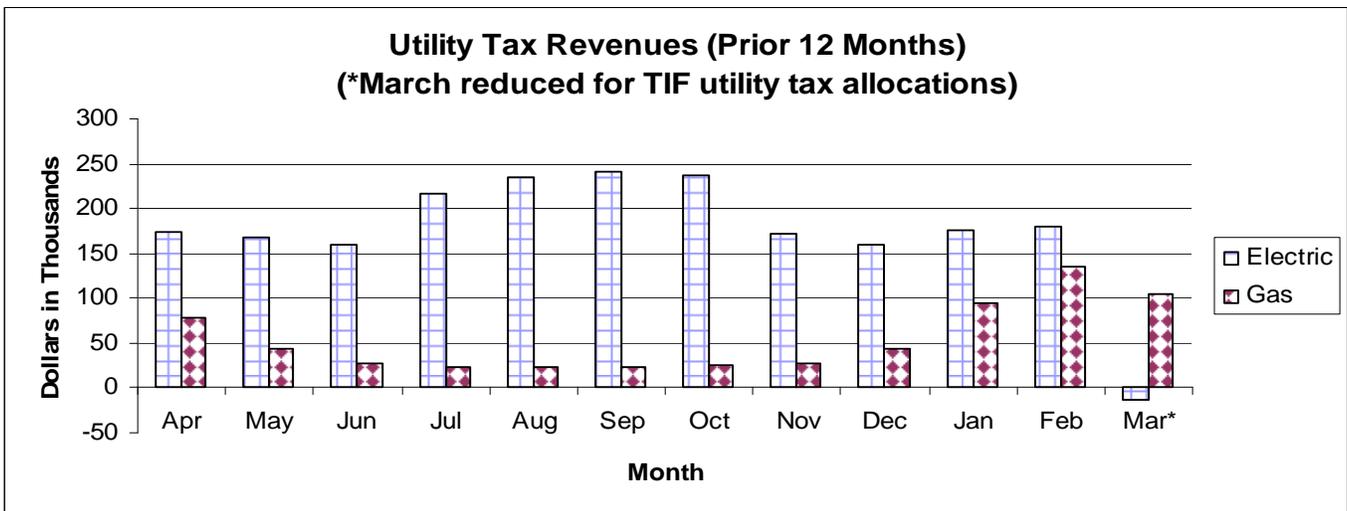
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property for General Fund –Non-Departmental though showed a much bigger decrease when compared to this time in the prior fiscal year (6.7% less). As in FY10, fiscal year 2011 will still be impacted by SB711. The bill was passed in August of 2008 with the mandate that the general purpose levy in the General Fund be rolled back to the 1984 rate of 67 cents per \$100 valuation from the 2008 general levy of \$.7046 per \$100 valuation. This translated into a 4.9% decrease in General fund taxes for FY10. One positive is that the \$.63 school district levy, missing in FY10 and affecting revenues in the Special Allocation TIF programs, will return this year as it was voted to be reinstalled.

Fortunately, SB711 does not impact the health or park property tax levies in the General Fund. In addition, there was a Hancock increase of 2.7% implemented. Where as, Non-Departmental had no Hancock increase. Despite the advantages, they have collected \$35K less than at the end of third quarter of FY10.

C. Utility Taxes for the General fund were at the projected budget. The FY11 Telecom budget (for program 0011) was based upon the average monthly revenues from settlement data (\$1.3M) recorded by companies. Staff is tracking these revenues separately, as their future remains uncertain past December, 2012 (FY2013). By the end of the quarter, 82% above what was projected for the fiscal year had been collected. The Voice Stream/T-Mobile settlement was received in December in the amount of \$1.16 million. This represented the final settlement of the telecom companies and there should now only be month to month revenues going forward.

With the exclusion of the additional telecom revenues, utility revenues met quarterly projections. Gas revenues showed an increase over the winter months, but were still below (66%) with the combination of warmer temperatures lasting well into the fall season and overall milder winter when compared to FY10. To balance out the deficit of gas, electric franchise revenue was above trend at 81%. The unseasonably, warm fall temperatures had revenues \$73K more than this time the previous fiscal year. As shown in the graph below, the relationship between gas and electric is cyclical. In the warmer months, electric is high and gas is low. In colder months, electric decreases and gas increases. Water revenues were close to trend at 74%. A 3.4% rate increase went into effect for customers on July 1st of this year. The telephone revenues were under target by \$101K, but up 53% when compared to the first three quarters of the prior fiscal year. Cable is received on a quarterly basis and was at trend.



The Mass Transit fund utility tax revenues were above target at 78% and displaying similar trends as the General fund.

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II. General Fund Revenues

A. Other Major Revenue Sources

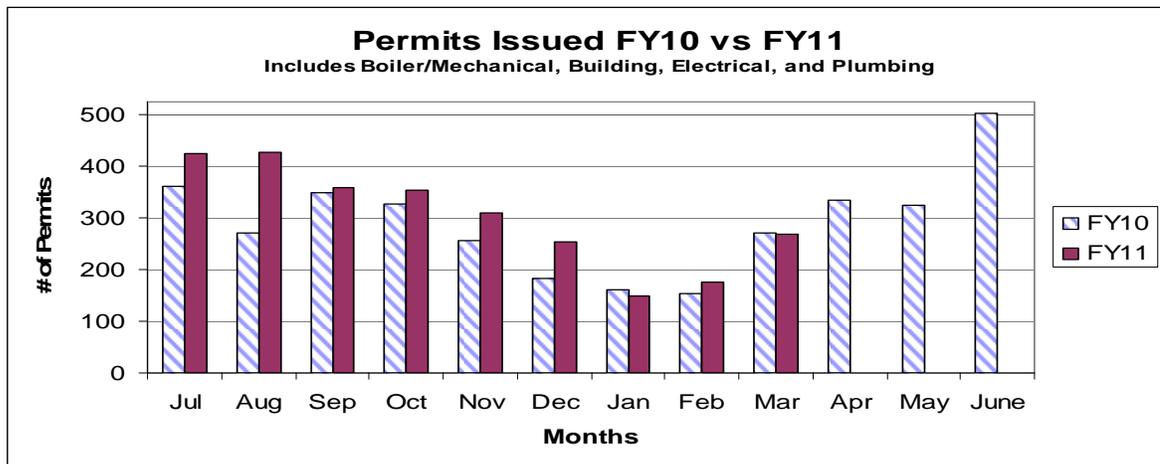
Municipal Court fine revenues continued to tumble down (\$158K below trend). Total filed cases, overall, were down (9%) compared to this time in FY10. The biggest variance was Police, who had filed 999 fewer violations - an 8% drop. Parking Control was down 81% as there was no one on staff for the last half of FY10 to look up vehicle owner information in order to summons violators. Two staffers were certified earlier in the year, and recently an additional employee, in order for the process to resume. Animal Control filed cases declined by 11% during the same period. Only Code Enforcement showed an increase with 81 more cases filed, a 26% change.

In addition to the decline of cases being filed, so were completed cases. Compared to this time in FY10, 42% more (520 cases) were dismissed by the City (Nolle Pros). Also experiencing a rise were cases that closed out with only court costs being paid. These cases went up 14% (182 cases). Cases where violations were paid before a judge/jury were 280 less than this time in the prior fiscal year. Overall, total cases completed are down 2%.

DWI enforcement revenues, shown in the **Patrol Operations** program, were close to trend, but 24% less than this time prior year. According to the Police Department, this resulted from a decrease in the level of grant funding to perform DWI enforcement compared to FY10. **Server licenses**, a new fee for training servers of alcohol, were established in FY10 were nearly double the total year original projections (shown in the **Support Services** program).

As indicated by the graph below, **Building Development permit** revenues dipped in January and February, but began to climb again in March. Revenues were still in much better shape when compared to the previous fiscal year. **Building permits** were the greatest contributor to revenues at \$20K above trend. This was a 52% increase when compared to the same period in FY10. Major projects to date included the Nestle/Purina addition, the ICM expansion, and the Wesley Towers renovations. **Boiler/Mechanical, Electrical, and Plumbing inspections/permits** fell further below budget targets dollar-wise by a combined total of \$25K. Boiler/Mechanical permits were up 34% from year-to-date March FY10.

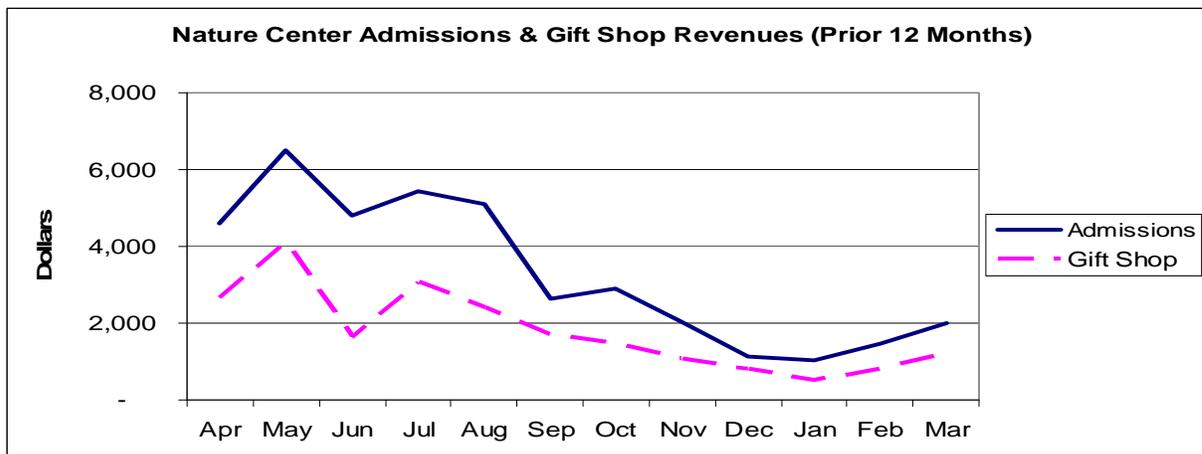
As expected, there was not much activity for **Garage sale permits** during the third quarter. They were on pace to match revenues from the prior fiscal year. This was despite a four-day free garage sale weekend in August as approved by Council. Revenues should pick back up once warmer weather returns.



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Parks, Recreation & Civic Facilities department program revenues, in total, are well under projections at 55%. Many areas within the department will need to be watched closely during the final quarter. The return of spring and summer programs such as the ball fields and pools will help, but revenues are down 8% compared to this time in FY10.

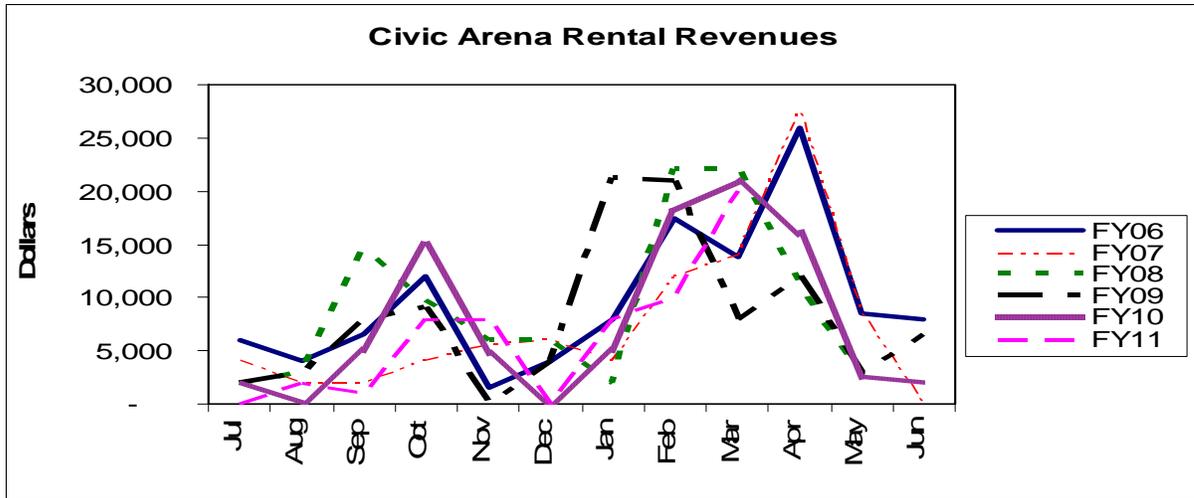
- **Park Rentals and Shelter Reservations** were each collecting above trend. Park rentals showed a 26% increase compared to year-to-date third quarter of FY10. Shelter reservations picked up and were at 80%.
- League fees for **Summer Softball** began to come in March. They are down 26% from this time the previous year. Registrations were being accepted through April 4, 2011.
- After a good first quarter, the **Nature Center** has not had much significant activity and is below budget by \$24K. As shown in the following graph, admission and gift shop revenues have been on the decline since October. A slight uptick in February and March shows signs of a steady increase in business. Admissions were \$15K below budget and 29% less than this time in FY10. The gift shop did a little better at 52%, but also decreased significantly compared to the prior year. The meeting room was the only area hitting the budgeted target at 82%. The spring season, along with its warmer weather, will mean the return of school field trips and an increase for business. However, it may not be enough to make up for the lack of revenues over the prior five months.



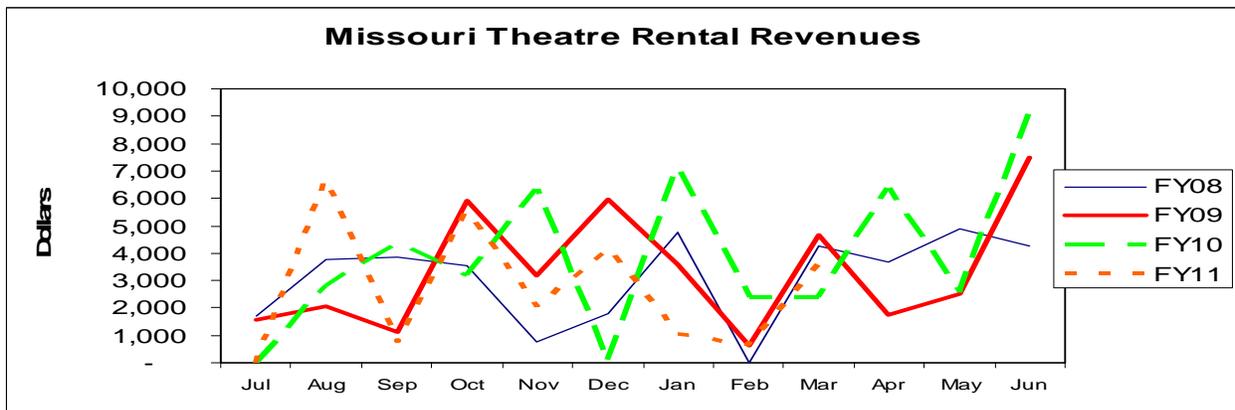
- With the recent expansion, the **Senior Center** displayed a \$19K increase in revenues. Recreation fees were 30% below budget, but these were offset by the new membership revenues that were only \$1K short of total year projections. Cafeteria fees for the Senior Center were \$3K under the mark as the cafe was closed some days during the winter due to the weather. New collections for donations will address future equipment needs. Just over \$2K was collected for donations during the quarter.
- Volleyball revenues for **Muchenberger** were completed for the year. All but 3% of the projected budget was collected.
- The **Bode Recreation Complex** was \$20K above trend. Ice rink admissions were comfortably above projections at 85%. The season for Hockey ice rental is over and 89% of the expected revenues were collected for the year. This equaled a 4% decrease compared to FY10. Ice rental-general was above the total year mark by 8% due to the closing of a Kansas City facility that the hockey teams used. The line item was the only area within the Bode Complex that increased (\$4K more) compared to this time in the prior year. Figure skating rental's season was also complete and only collected half of the revenues that were expected (52%).

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- Although the **Civic Arena** had a decent quarter, it was not enough to recover from a very poor first half of the year. Only 46% of budgeted revenues have been collected this year. There were several shows and events held in the late winter to early spring, but was still 19% less than this a year ago. Historically, as noted by the graph below, the second half of the year is usually the strongest. Also the case, however, is that revenues tail off the last two to three months of the fiscal year. As a result, there may not be much more collected this year for the arena. As expected, the other arena revenues were directly impacted by rental. Primarily affected was concession revenue, \$27K below trend (a decrease of 28% when compared to the first three quarters of last year). One brighter note, equipment rental and moving fees were at trend.



- For the first half of the year the **Missouri Theatre** was close to budget. Unfortunately, a fire broke out above the theatre in February. The costume/prop room and businesses that rented space were significantly damaged. The theatre itself only suffered smoke damage, but will be unable to host any events until late May or June. Theatre rental was \$6K below trend and 15% less than this time last year. Office rental has been under target most of the year, and the fire set it back even farther (49% of projected budget). The rental fees were waived during the weeks they were unable to operate their businesses. Two businesses aren't expected to re-open until July. The following graph shows a comparison between the four most recent fiscal years.



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Overall, **Animal Control** revenues met budget. This excluded dog licenses which the majority will be received in May. Animal Control citations were fairly steady (70% of budget) but revenues were still down 5% compared to FY10. This is still an improvement when you consider that at the end of the first quarter citations were down 28%. The department is seeing a two-fold reason for the decline: (1) a reduction in overall complaints and (2) pet owners apparently are discovering that being in compliance is much cheaper than going through the court system. Pound fees exceeded budget at 80% (\$3K above trend). Cremation services remained strong at 11% above projections.

Birth/Death certificates fell a little further below trend at 72% and collected \$7K less than this time in FY10. The combination of the economy and high fuel prices may be a factor for less travel abroad. Revenues for **food establishment permits** are typically received in May and June.

B. Special Revenue & Enterprise Funds

In the **Parks Maintenance Fund**, Horace Mann rent was above budget projections at 82%.

Riverboat Gaming fund gaming and admission revenues were above target at 83%, \$29K more than the end of March last year. A settlement of the land lease issue with Herbst Gaming, Inc., (begun when Terrible's noted the lease for local revenues expired in June 2009 and refused to extend the lease or to pay local gaming and admission taxes), was reached in September. The City and County each received a one-time \$100,000 settlement and will no longer receive local gaming revenues.

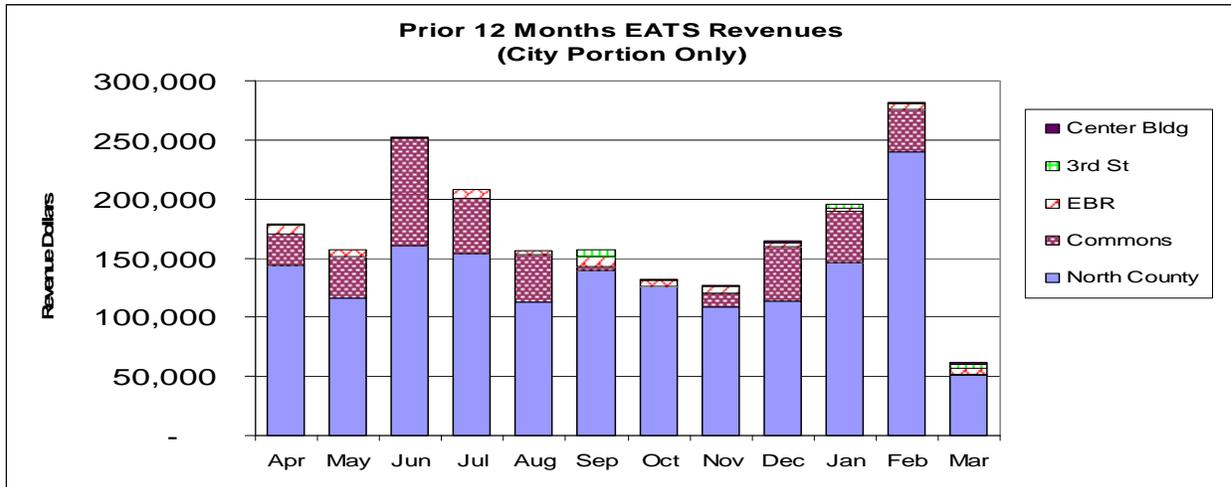
In the **Special Allocations** fund, PILOT tax revenue was billed by the Buchanan County Collector in November, 2010. All funds have been received for the 2010 tax year, except for the Third Street Hotel (Holiday Inn) TIF.

EATs (sales tax) revenues experienced a spike upward in January and February with receipts collected from the holiday shopping season. As indicated by the graph below, March revenues were significantly lower than at any other time in the last twelve months. As explained above, Missouri Department of Revenue sales tax due dates play a major roll in when the City revenues are posted. Weather could have played a part as the city endured some rough, winter weather during January and February.

- City EATS for North Shoppes were under trend at 70%, but collected \$68K more than this time the prior year. The 2010 additions included the popular Chick-Fil-A, and Allure Nails. Borders (a significant tenant) was scheduled to close sometime in April due to a national restructuring plan to correct financial issues.
- EBR TIF City EATS were under trend by \$10K (7% decrease compared to FY10). January revenues equaled less than half of the totals for February and March each.
- The Third Street Hotel City EATS were under target by about \$8K. Businesses within the development are delinquent remitting their sales tax as in FY10. The Department of Revenue now collects the TDD and distributes the revenues to the City, creating a lag of 60 days in the collection cycle.
- The Commons was close to projections at 73%. Revenues are up 12% compared to the first three quarters of the previous fiscal year. To date, the development had pulled in \$229K. Base sales taxes of \$250,000 were met in the first quarter. Earlier in the year, Council approved a second amendment to the agreement that would allow for a big box business to relocate there. Negotiations are on-going and no timeframe has been established as to when this will take place. The King Kong restaurant has been delayed and the anticipated opening date is not known at this time.

The graph below illustrates where EATs are generated on a month-to-month basis.

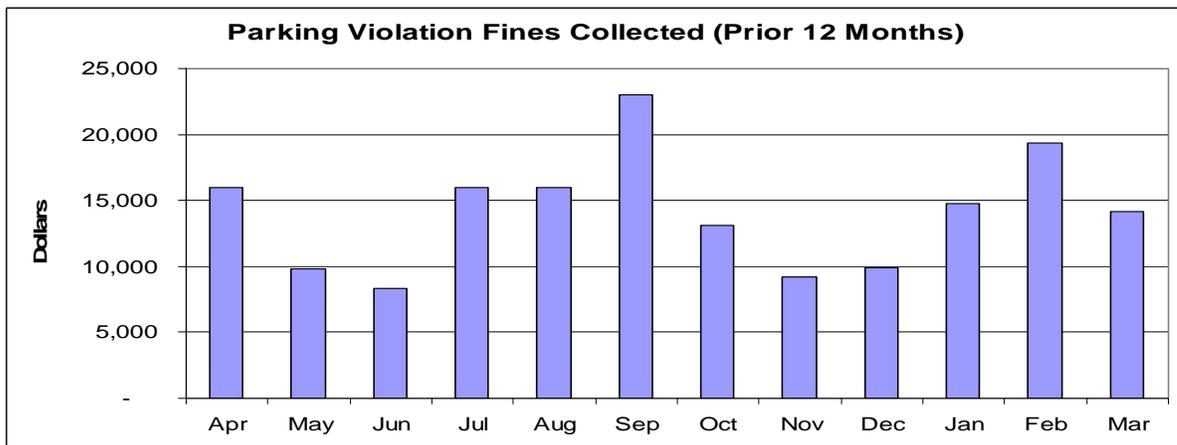
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Aviation revenues remained in line with budget. Hangar rent was on track, \$4K above trend with the 3% rate increase that took effect at the beginning of July. Sale of gas and oil, however, was under the mark at 48%, and has shown a steady decline since winter 2008.

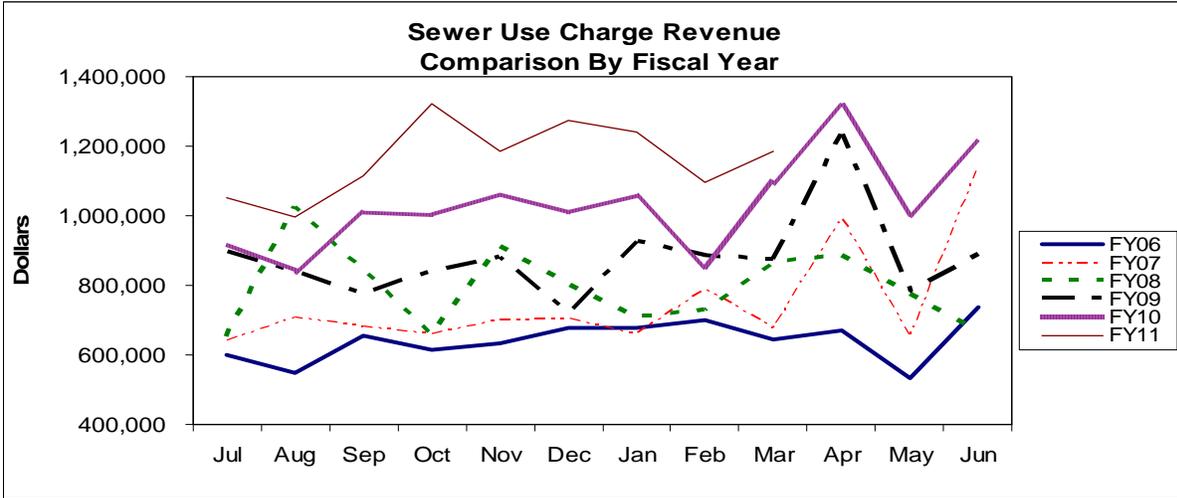
The **Public Parking** fund was under projections at 71%. A majority of the city sticker fees have been collected for the year (88%). The garage at 5th and Felix collected 63% of the original projected revenue, an increase of \$3K when compared to FY10. Universal Guardian and Rehabilitation Institute parking permits kept the garage at 6th and Jules at budget. A majority of Universal Guardian staff have switched from the 8th & Felix lot to either 5th & Felix or 6th & Jules lots, resulting in a 53% decrease of revenues when compared to the same time period in FY10. The 9th and Felix lot has exceeded its total year projections by 22% and showed an increase of \$2K in comparison to this time last year. Other Parking Permits/Fees collected only \$600 and is down 93% from this time in FY10 due to the lack of Ticketmaster events held at the Arena to date.

Even though parking violation fines improved compared to the low second quarter numbers, revenues were \$14K below trend. An average of \$16K was collected each month of the quarter. The snow ordinance was heavily enforced in January and February. Legal letters were sent out in February for 873 tickets. Three staff members went through the official certification process in March in order to lookup vehicle owner information. To date, a total of 6,404 citations have been issued, 34% less than at this time in fiscal year 2010. Parking control has been understaffed for several months.



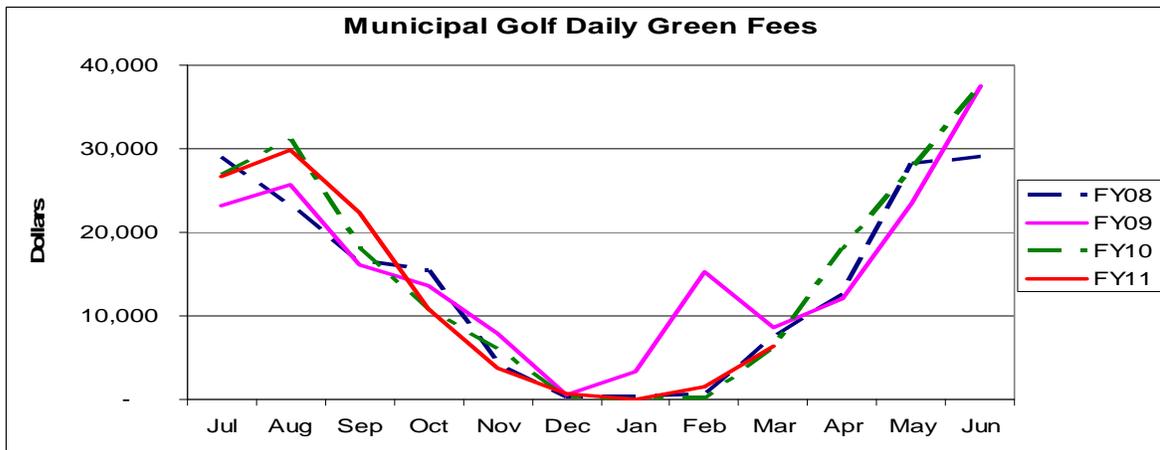
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The **Sewer fund** hovered close to budget at 74.6%. With the 17% rate increase at the beginning of the fiscal year, sewer service charges were below budget by \$211K, but showed an increase of \$1.6 million over the same period in FY10. Wholesale users, including South St. Joseph Sewer District also underwent a rate increase (11.9%) at the beginning of the fiscal year. SSJSD was above trend by \$83K, an 11% increase when compared to first three quarters of fiscal year 2010. Sewer service penalties were 10% above total year projections (\$55K above trend). The fund, in total, had generated \$1.7 million more than this time last fiscal year.



Winter weather had **Municipal Golf** dormant for two-thirds of the quarter, but the fund was still in good shape and close to its seasonable trend. Daily green fees were a little under budget at 63%. As indicated by the graph below, green fees followed a near identical path to the one of FY10. According to history, revenues should begin to climb in March and increase each month for the remainder of the fiscal year. Golf cart rental fees, a new item added in January 2010, stayed near trend at 69%. The new banquet/meeting room has been a widely used facility and collected over twice the revenue projected for FY11. Driving range fees were tracking close to target. Concessions were performing very well at 93% (\$14K above budget). More than half of the annual fees have been received and are only 1.4% less than this time last year.

City staff has had a full year's experience to draw on as the FY2012 budget is developed. By January FY12 the data will be more measurable and we will have a solid basis for comparison.

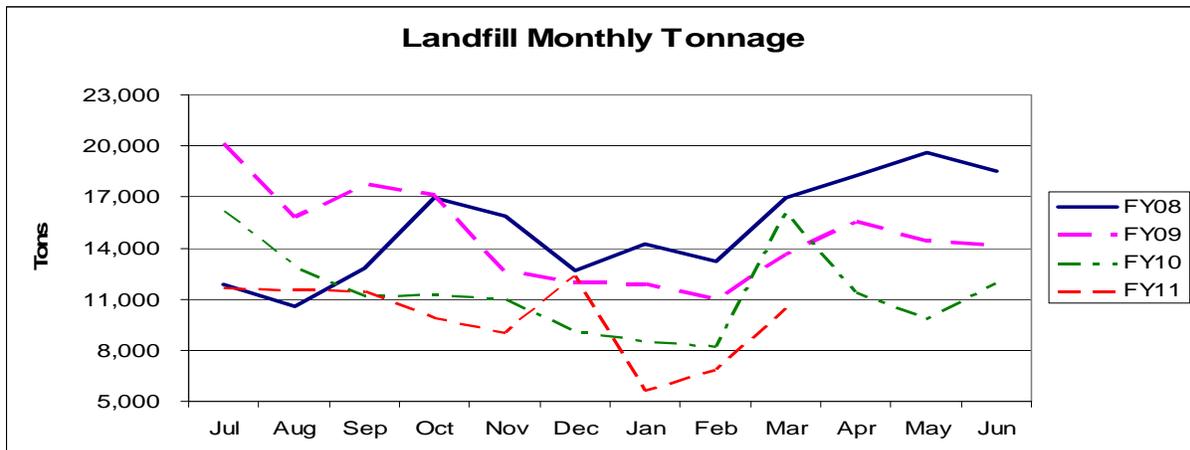


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Rising fuel prices had the **Transit** fund sitting above budget at 83%. Daily fare box revenues stayed ahead of pace at 89% (an increase of \$13K compared to FY10). Adult ticket sales have seen a decline in the last two quarters, decreasing by 30% when compared to this time during the prior fiscal year. Senior/Handicap tickets were above trend at 81%. With fuel prices projected to reach historical levels by summer, ridership should see a steady increase for the remainder of the fiscal year. Advertising revenue was steady with approximately \$2,000 being received from Houck Advertising each month. In the fall, Transit staff began selling Jefferson tickets for a 15% commission. This line item replaces the transit station lease that was vacated by Jefferson at the end of September. While it has added to Transit staff workload, it far exceeds the monthly rental revenue previously received.

Revenues for the **Landfill** fund fell further below budget at 63% with daily fees running \$471K below trend. Revenues have been in an overall decline since Deffenbaugh withdrew from their dumping agreement in FY09. Daily tipping fees decreased by 18% in comparison to the first three quarters of FY10.

Recycling revenue – landfill operations surpassed the total budget by 41% (\$9K over trend). The main recycling site was not performing as well only collecting 63% of its budget. With the more conveniently located recycling center that opened in late March, recycling revenues should exceed the low budget projections by a significant amount.



II. Expenditures

At this point in the fiscal year, unless there is anything of significance to note, the only information provided is the overall status of the operating funds as of the end of the third quarter. This should be roughly 75% expended.

General Fund

There were some overtime issues in Police and Fire departments. Police were within their overall departmental budget. Fire though is over trend on its overall budget. The fund itself is under trend enough to cover the deficits. The same can be said for the Part Time Wage expenditures in several programs of the Parks department. Recreation was 10% over its total year budget. The Softball program had only 5% remaining before exhausting its budget with spring and summer season to come. The expansion of the Senior Center has required extra part-time help and was \$2K short of its total budget. Parks Concessions were also on the high side at 84%. Much like softball, their busiest season is ahead of them. The Nature Center is over trend on both part-time and base salary wages by a combined total of \$10K. This wouldn't be a major issue if revenues were generating anything close to the total expenditures. Revenues struggled at

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48% while total expenses are slightly over trend at 78%. Savings from other programs within the department make up for these shortfalls.

Amount of GF operating budget expended year-to-date: 73.6% [excluding the effect of transfers to other funds and expenditures from Cell Phone program]

Street Maintenance Fund

Amount of Streets Maintenance operating budget expended year-to-date: 56.6%

Parks Maintenance Fund

Parks Maintenance bears watching. Salaries & wages continued to be above budget by 1.5% (\$13K over trend). Part time wages, which were significantly above the mark at the end of the second quarter, did not have much activity and fell back under trend at 68%.

Expense for motor fuel was \$12K over trend and Machinery and Equipment was \$24K over trend at 94% expended. The majority of the equipment expense came from a \$99K for a track loader and backhoe. Water usage slowed, but was still 89% of its budget and \$21K more when compared to last year's third quarter expense. Claims' expenditures were at \$12K when the average expense of \$2,000 was budgeted.

Overall the fund was at 79.6% of its budgeted expenditures. A major variance compared to this time in FY10 when only 64% has been utilized. Any amount expended over the budget will result in additional transfers from the General Fund.

Amount of Parks Maintenance operating budget expended year-to-date: 79.6%

CDBG Fund

Amount of CDBG operating budget expended year-to-date (excluding ARRA program): 36.6%

Aviation Fund

Amount of Aviation operating budget expended year-to-date: 67.8%

Parking Fund

Amount of Public-Parking operating budget expended year-to-date: 65.8%

Sewer Fund

Amount of Sewer operating budget expended year-to-date: 66.5%

Golf Fund

Looking strictly at the operating expenditure percentage to date (72%) gives a bleaker picture for the fund than it might actually be in. FY2011 budgeted revenues and expenditures were estimates since the City staff had little experience running the total operations. A more accurate picture comes from looking at various components of the program.

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Within the personnel cost areas, full time wages are on trend. The problems are in the part time wages, FICA & FIM budgets. PT wages are 95% expended (\$93K) and, while the winter weather slowed the pace down, that still only leaves \$5K for the remainder of the year. Last year, at this time, \$28K had been expended for PT salaries.

Other than water usage (\$14K more this year to date than the prior year) the other expenditure challenges come in areas in which the City had no experience, e.g., golf cart leases are higher than anticipated.

Materials for resale were at \$49K at the end of the period, \$14K over budget. In this area, however, revenues need to be considered. Golf Concessions had generated \$74K, 93% of budget.

On the revenue side, receipts were at 66.7% of budget. Daily Fees were running at 63%, Tournament Fees 63%, Annual Fees 63%, Cart Rentals 69%, Meeting/Banquet Rentals already \$8K above budget, and the aforementioned Concessions at 93%. If revenues can maintain this momentum through the end of the year (historically May and June have been the strongest revenue generators) and if expenditures can be reigned in, then the year-end deficit might not bite into Golf's fund balance too deeply.

Amount of Golf operating budget expended year-to-date: 86.8%

Transit Fund

Amount of Transit operating budget expended year-to-date: 70.2%

Landfill Fund

Even with encumbrances included, overall expenditures were well within budget.

Amount of Landfill operating budget expended year-to-date: 62.3%

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INVESTMENT REPORT

COMMENTARY

The Investment Report is for the nine month period ended March 31, 2011. The purpose of the report is to keep the reader informed of the diversification and status of the City's investment portfolio. The City's Investment Policy, adopted by the City Council on July 19, 1994 and revised on October 18, 2010, guides investment activities and ensures that City funds are invested in a manner which provides the highest investment return with maximum security while meeting the daily cash flow demands in accordance with all state and local laws.

CASH INVESTMENTS

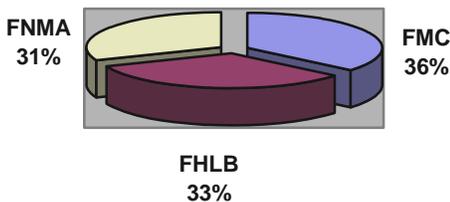
As of March 31, 2011, \$38,977,183 of the City's idle cash was invested in U.S. Treasury Bills, Agency Securities, and cash. The majority of the investments purchased were Agency Discount Notes with maturities of 180 days or less. Individual yields on the securities range from 0.08% to 0.18% with a maturity expected weekly. Most City investments are made in instruments of 180 days or less because: 1) the return on longer instruments is not significantly greater to offset the loss in liquidity; and 2) current low fund balances in most funds require that investments be very liquid.

According to City policy, the City may only invest in U.S. Treasury Obligations, U.S. Treasury Agency Obligations, Repurchase Agreements, Collateralized Public Deposits, Bankers' Acceptances, Commercial Paper, and Local Government Investment Pools. U.S. Treasury Obligations (T-Bills) are short-term obligations considered risk free and very liquid. They are backed by the full faith and credit of the U.S. Government. While considered the safest of all types of securities, Treasury Bills provide the lowest yield. Due to the low yield, the City prefers to invest in other, high-yielding, relatively risk-free U.S. Government Obligations.

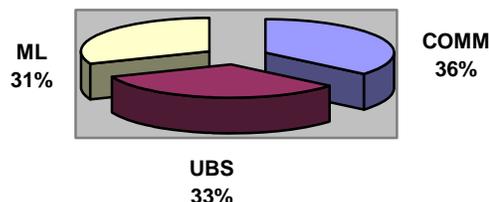
Some Agency Discount Notes are guaranteed by the full faith and credit of the U.S. Government, but most carry only a "moral obligation" of Congress to protect investors. These notes usually have higher yields than Treasury Obligations, and include federal agencies such as the Federal National Mortgage Association (Fannie Mae), Federal Home Loan Bank (FHLB) and Federal Farm Credit Bank (FMC).

Safety of principal is the foremost objective of the City's investment program. To achieve this objective, diversification is a necessity for securities and vendors. Investments are competitively bid and purchased from Merrill Lynch, UBS, and Commerce Bank of Kansas City, maturing weekly for cash flow purposes. The City's guidelines for diversification provide for a goal of no more than 50% of the City's total investment portfolio be invested in a single security type or with a single financial institution.

Investment Types



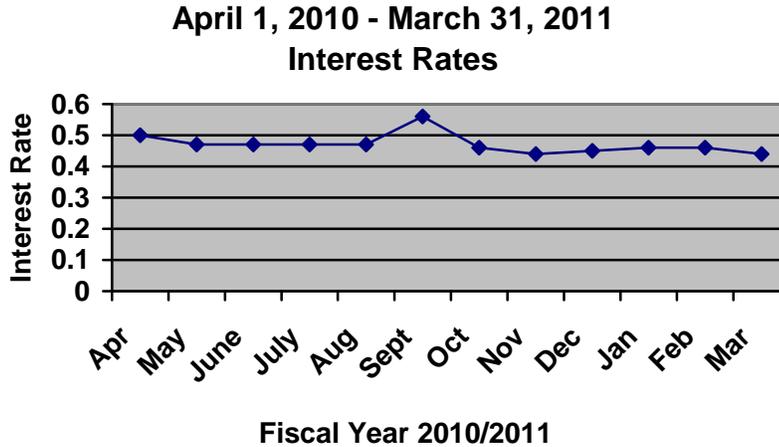
Investment Firms



THIRD QUARTER FY2011 FINANCIAL REPORT

INTEREST INCOME

The City also receives interest income on cash balances in its checking account. Interest is distributed to each fund at the end of each month. The interest rate is equal to the average 91 day Treasury Bills plus .31 points on the City's average collected balance. The rate the City received for the month of March, 2011 was 0.44%. Interest rates stayed close to 0.50% in the past 12 months with a bump in September and October. Because of collateral agreements with the banking institution insuring cash balances, this is as safe as investments in U.S. Treasury Bills.



Interest earned that has been distributed to the individual funds based upon the cash balance monthly average:

July, 2010	\$ 6,981.13
August, 2010	\$ 6,933.62
September, 2010	\$ 8,134.18
October, 2010	\$ 8,287.87
November, 2010	\$ 8,333.92
December, 2010	\$ 10,837.96
January, 2011	\$ 5,485.57
February, 2011	\$ 6,908.47
March, 2011	\$ <u>7,857.17</u>
YTD 2011 Total	\$ 69,759.89

Unrestricted cash deposits and investments of the City are pooled and include cash held in commercial bank checking accounts and investments held in United States Government Treasury and Agency securities. All funds with a cash balance carry an "Equity in Pooled Cash" balance on the financial statements equal to their respective cash deposit and investment portion of the pool. The individual funds "Equity in Pooled Cash" equals the \$46,136,187 the City records as unrestricted.

Restricted cash deposits and investments are restricted for legal purposes or purposes designated by City Administration. In accordance with bond transcripts, the Trustees of the bonds are legally required to hold reserves at their financial institution. Currently, the City has \$19,416,331 held at various locations as instructed by the bond transcripts.

The charts beginning on the next page show the March 31, 2011 status of city cash by type of investment, type of restriction and unrestricted cash balances.

THIRD QUARTER FY2011 FINANCIAL REPORT

CASH By Type of Investment March 31, 2011

Checking Account Balance:		\$7,159,004.19
U.S. Government and Agency Securities:		
Federal Natl Mortgage Association	\$11,991,783.48	
Federal Farm Credit Bank	13,991,822.05	
Federal Home Loan Bank	12,993,577.08	
		38,977,182.61
Cash and Investments		46,136,186.80
Bond Reserves (held at various institutions)		19,416,331.10
		\$65,552,517.90

CASH By Type of Restriction March 31, 2011

Unrestricted Cash Balance:		
Cash	\$7,159,004.19	
Investments	38,977,182.61	
		\$46,136,186.80
Restricted Cash Balances:		
Bond Reserves (various institutions)	19,416,331.10	
		19,416,331.10
		\$65,552,517.90

The label "unrestricted cash" is deceiving. The cash is unrestricted only in the accounting sense of not being legally restricted to a certain use, like bond reserves. The cash is restricted in the sense of what fund it belongs to and what that fund can use it for.

The chart on the following page breaks down the \$46.1 million "unrestricted" cash figure above by fund and designated uses (if any).

THIRD QUARTER FY2011 FINANCIAL REPORT

CASH

UNRESTRICTED CASH BY FUND

March 31, 2011

General - Cash	\$3,758,600.91	
Emergency	100,000.00	
Escrows/Grants	261,823.40	
Public Nursing/Richardson Trust	85,352.67	
Senior Center Foundation/WMorgan Trust	3,949.05	
Cell Phone	667,564.18	
Computer Reserve	111,585.19	\$4,988,875.40
<hr/>		
SIMR - Cash		1,577,375.74
Parks, Recreation & Civic Facilities-Cash		490,516.42
CDBG - Cash		(763,649.98)
Special Allocation - Cash		2,042,031.09
Riverboat - Cash		398,592.22
Museum		474,091.69
Downtown Business District - Cash		112,534.99
Capital Projects - Cash		9,869,826.03
Aviation- Cash	718,917.67	
Escrows/Grants	23,583.28	742,500.95
<hr/>		
Parking - Cash	231,458.21	
Escrows	5,074.00	236,532.21
<hr/>		
Sewer - Cash	4,057,318.29	
In House Bond Reserve	4,170,516.26	8,227,834.55
<hr/>		
Golf - Cash		(52,585.38)
Mass Transit - Cash		5,593,064.60
Landfill - Cash	5,502,776.78	
Post Closure	4,233,064.93	9,735,841.71
<hr/>		
Worker Compensation - Cash		1,008,514.53
Payroll - Cash		430,769.70
Library - Cash		11.99
St. Joseph Gateway TDD - Cash		69,042.15
East Hills CID - Cash		4,483.09
CDBG Loan Funds - Cash		949,983.10
		<hr/>
		<u>\$46,136,186.80</u>

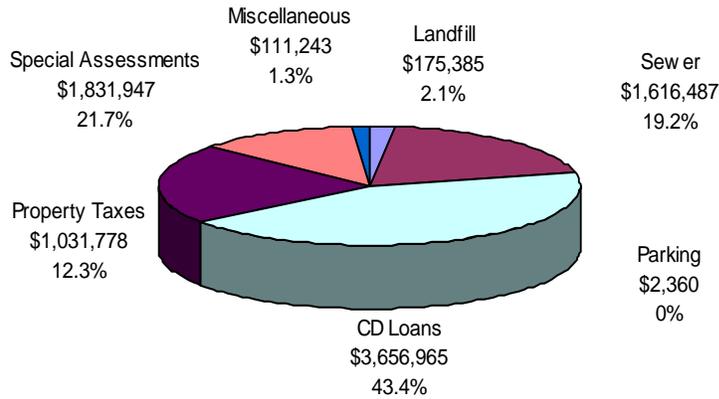
THIRD QUARTER FY2011 FINANCIAL REPORT

Accounts and Loans Receivable Report

COMMENTARY

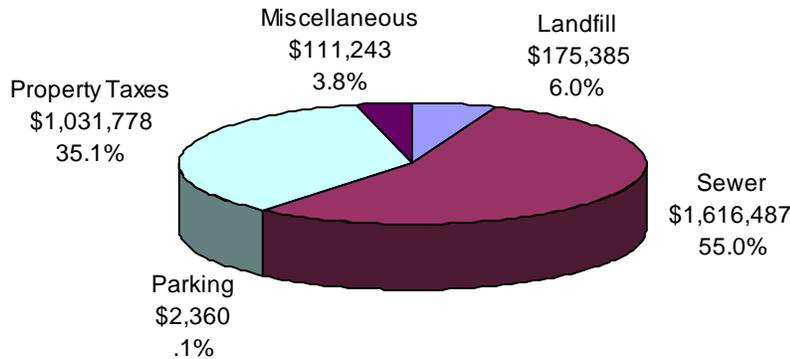
The Accounts and Loan Receivable Report is for the third quarter ended March 31, 2011. These receivables have been billed to each customer and already appear as revenue on the general ledger. The purpose of this report is to identify the various types and amounts of receivables, discuss the City's various collection efforts and provide an estimate of receivable collectability. Total Accounts and Loans Receivable at March 31, 2011 are broken out as follows:

Accounts Receivable and Loan Receivable Report For Quarter Ended March 31, 2011



The major change in receivables from December 31, 2010 to March 31, 2011 is the property taxes due the City. Approximately ninety (90%) percent of the taxes due are collected during this period. Routine receivables (taxes, licenses and fees) are outlined in the table below. Loans and Lien Receivables have been extracted due to 1) uncertain collectability with special assessments; and 2) CDBG loans are payable over 30-40 years, leaving most of the receivable due into the future, not past due. Details of each type will now be discussed by category type.

Accounts Receivable For Quarter Ended March 31, 2011 (Excludes Loans and Special Assessments)



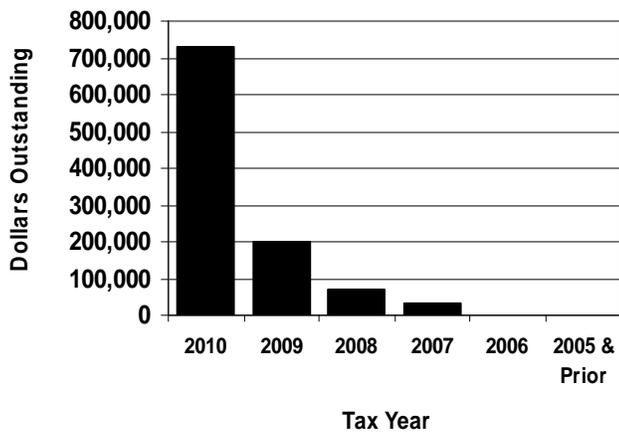
City Sewer Fund receivables (55%), as in past years, are the greatest receivable due in the third quarter. Total sewer amounts due are \$1,616,487 as of March 31, 2011. MAWC receivables make up

THIRD QUARTER FY2011 FINANCIAL REPORT

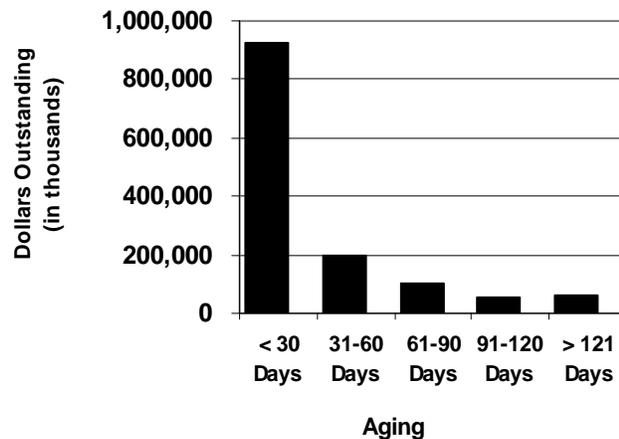
the greatest portion at \$1,338,031, or 82.8%. These are sewer user charges billed and collected by Missouri American Water Company per the 1996 Billing and Collection Agreement. The aging of these receivables are shown below. Accounts over 90 days are reviewed by MAWC and may be turned over to their third party collection agency. These receivables are reported monthly to the Financial Services Department for recording of user charges, penalties for late payment, allowance for uncollectible accounts, and collection fees.

The City billings include secondary sewer treatment user fees to South St. Joseph Industrial District (\$171,099), the Oak Mill settlement (\$97,600), and septic load processing charges (\$425). The SSJSD balance is current.

**Property Taxes Receivable
as of March 31, 2011**



**MAWC Sewer Account Aging
As of March 31, 2011**



Property Tax delinquent reports were provided by the County Collector as of February 28, 2011 as required in the Billing and Collection contract. A comparison of the 2010 delinquent lists shows \$1,199,715 remaining due compared to \$1,011,810 in fiscal year 2010. Total Current Year property valuations of \$942,423,028 for tax year 2010 (FY11) increased less than 1% from tax year 2009 (FY10) at \$936,350,114 due to new construction. County collections through March 31, 2011 show a decrease in current collections of \$237,511 or two and four-tenths (2.4%) percent. Real property collections were flat at \$14,532 over fiscal year 2010 (0.2%). Personal Property tax collections lagged behind the 2009 tax collections by \$252,043 (9%) as residents on tight budgets postpone payment of their personal property taxes until licensing vehicles. As of March 31, 2011, total current year City tax receipts were \$10,568,900, compared to FY2010 receipts of \$10,864,703, a decrease of \$295,803 (2.7%).

Prior Property Tax receivables (27.3% of all taxes due) include the receivables for tax years 2009 & prior. As of March 31, 2011, prior property taxed remaining due total \$326,930 compared to \$312,409 for all funds in fiscal year 2010. The economic picture, foreclosures, job losses, etc. may be a factor for these slightly higher tax receivables. Total prior year collections are down with \$392,261 compared to \$413,706 for FY2010, a five and two-tenths percent (5.2%) decrease.

Landfill Fund receivables (6%) include landfill charge accounts and land leases. Receivables are billed by the Financial Services Department based upon charge accounts posted to the Waste Works software. Total FY2011 landfill fund billings to date are \$1,630,072, a decrease of \$618,804 (27.5%) percent for the same period in fiscal year 2010. Total fiscal year tipping fee revenues of \$2,564,654 represent a decrease of seventeen (17.2%) percent from fiscal year 2010. Outstanding receivables total \$175,385, with less than one half of one percent (0.5%) or \$907 greater than 60 days delinquent. Deffenbaugh Disposal Service remains the largest account due, with \$59,967 (34.2%) of the total balance due.

THIRD QUARTER FY2011 FINANCIAL REPORT

Miscellaneous Receivables (3.8%), shown above, are billed by Financial Services and Customer Assistance. These receivables are for various services and/or fees. Amounts due greater than 45 days are sent a second courtesy delinquent notice. After the second notice, the originating departments are notified to consider revoking their ability to charge future services/fees until their account is brought current. Miscellaneous billings include:

General Fund –

- LEC charges, fire district contracts, and Administrative fees for Chapter 100 bonds, Heartland Health and Buchanan County shared expenses for maintenance of the communication system; and PILOT taxes due per Chapter 100 agreements;
- Public Health Department – Birth/Death certificate monthly billings, monthly pound fees for area cities, and Buchanan County Health Contract;
- Parks Department - Hockey Club and Figure Skating Club ice rentals;

SIM & R Fund – Street/utility cuts, culvert pipe purchased for installation, Road & Bridge taxes;

PRCF – Horace Mann monthly leases;

Special Allocation Fund – Buchanan County certified EATS;

Aviation Fund – Monthly hangar leases, land leases, monthly Airport Café lease;

Mass Transit Fund –State of Missouri bus passes purchased;

Payroll Fund – Retiree and Cobra insurance billings.

Business Licenses/Permits and Municipal Court and Parking Citations are also miscellaneous receivables, but not included in the total amount due. Most of these billings are unknown at the time of issuance or billing – business licenses because many are based upon gross receipts which fluctuate from year to year and Court citations because defendants must have their due process in Court.

Annual licenses, permits and inspections for business activity are billed and collected by the Customer Assistance Department and recorded in Permits Plus Software when received.

Collection efforts continue for the expired business licenses due on June 30, 2010. To date, these efforts include the original renewal application, delinquent letters and a summons to Municipal Court. Owners of fifty-three (53) businesses have been issued a summons to Municipal Court during FY2011, compared to thirty-nine (39) for FY2010. A total of 3,028 new and temporary business licenses and permits have been issued since May 1, 2010. The distribution of new business permits and licenses issued are broken down by type below. Renewal letters will be sent out in the fourth quarter and due by June 30, 2011.

Business Licenses and Permits By Type Fiscal Year 2011

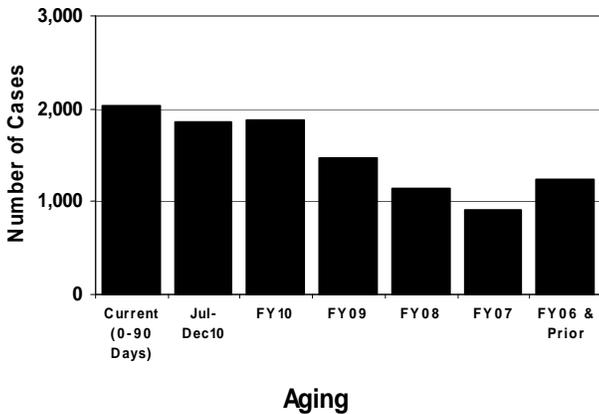
Type	FY2011		YTD Revenue	
	New	Temporary	FY11	FY10
Alarm permits	313	11	\$10,159	\$6,900
Alcohol server licenses	976	421	\$19,750	\$4,650
Business licenses	797	30	\$90,685	\$198,395
Contractor licenses	10	0	\$4,375	\$2,750
Fire inspection permits	41	11	\$7,813	\$7,496
Health permits/inspections	67	141	\$19,807	\$15,957
Liquor licenses	35	54	\$13,584	\$10,856
Trade licenses	121	0	\$68,419	\$66,006
Totals	2,360	668	\$234,591	\$313,009

THIRD QUARTER FY2011 FINANCIAL REPORT

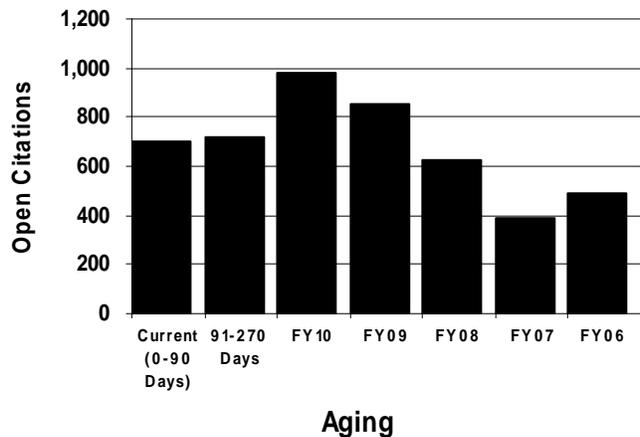
Municipal Court receivables (shown below) are recorded in the INCODE Court software. As of March 31, 2011, open citations total 10,550, a decrease of 489 (4.4%) from the previous quarter. Out of 12,818 cases filed since July 1, 2010, forty-five percent (5,782 of the cases) remain open. Cases typically require 45-60 days before the court case is taken up. Court staff regularly review these citations in regard to collectibles and cases are closed in the proper, timely manner.

As of March 31, 2011, court fines and fees collected totaled \$911,471, compared to \$947,437 for the same period in fiscal year 2010, a three and eight-tenths (3.8%) percent decrease. City retained Court revenues were \$471,337 compared to \$519,495 in fiscal year 2010, a nine (9%) decrease. The citations filed continue to decline totaling 12,818 in FY2011, compared to 14,172 for FY2010.

**Municipal Court Open Cases
As of March 31, 2011**



**Aging Open Parking Citations
as of March 31, 2011**



Public Parking receivables (<1%) include parking permits billed for City garages. Other receivables include outstanding parking citations as recorded in the Parking Access database. Parking fine revenue is recognized when received as these amounts due remain uncertain due to requests for dismissal and the possibility of due process in Municipal Court if desired. The aging of these citations is shown in the table above.

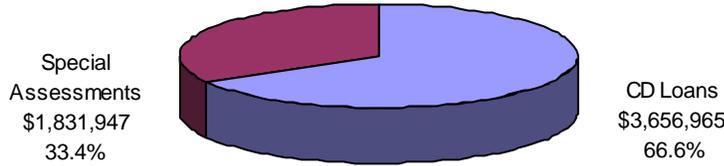
A total of 6,404 parking citations have been written this fiscal year – 4,122 by public parking staff and 2,282 written by police officers. This compares to 9,745 citations written over the same period in FY2010. As of March 31, 2011, total parking fine revenues received are \$135,535, of which \$122,765 (91%) come from fines remitted directly to the City before penalties apply and from collection letters generated by Financial Services. Municipal Court summons have resulted in the remaining \$12,770 (9%). A total of 9,807 collection letters have been mailed this fiscal year. As of March 31, 2011 a total of 4,802 remain open.

A shortage of parking enforcement staff delayed the FY2010 year end collection letters, creating a carryover of delinquent citations into FY2011. Another batch of Municipal Court summons and legal notices for unpaid parking fines will occur in the fourth quarter.

The Parking Fund continues to receive supplemental revenue from one half of the motor vehicle fees collected by the Buchanan County Collector and additional \$1 fee added to Ticketmaster events at the Civic Arena.

THIRD QUARTER FY2011 FINANCIAL REPORT

Loan & Special Assessment Accounts Receivable As of March 31, 2011



Community Development (C.D.) Loan receivables (66.6%) are low-interest loans made to low and moderate income residents under regulations promulgated by the Federal Department of Housing and Urban Development (HUD). These loans vary in length from 15 to 40 years. Although total loans outstanding are \$3,656,965, less than one percent (0.4%) or \$14,409 are principal and interest due.

The Accounting Division of the Financial Services Department bills and monitors these accounts. The C.D. Loan Committee, comprised of Financial Services, Community Development and Legal staff, meet monthly to discuss accounts with balance portions greater than 30 days delinquent and decide upon the collection measures to be used from general collection letters to foreclosure if necessary.

CDBG Loan Aging

Aging	Dollars
0-59 Days	\$5,895
60-89 Days	\$771
> 90 Days	\$7,743
Future	\$3,642,556
Total Due	\$3,656,965

Lien & Special Assessment receivables (34.7%) total \$1,831,947 as of March 31, 2011. These include demolition liens (\$990,674), general code violations for weed and trash liens (\$769,502), and street and sewer improvement and use liens (\$71,771). Demolition and weed and trash liens are billed and collected by the Customer Assistance Department, with demolitions having a ten (10) year period in which to pay back the City. Sewer Improvements and Street Special Assessments are billed by the Financial Services Department.

Aging of Special Assessments - Amount Due			
Period	Dollars	Dollars (%)	#
Current	27,489	1.5%	37
Oct- Nov10	12,565	0.7%	24
Jul-Sept10	173,685	9.5%	623
FY10	485,854	26.5%	852
FY09	140,708	7.7%	475
FY08	99,937	5.5%	427
FY07	117,043	6.4%	466
FY06 & Prior	774,667	42.3%	1,709
Total Outstanding	1,831,947	100.0%	4,613

THIRD QUARTER FY2011 FINANCIAL REPORT

Fiscal Year 2011 year-to-date revenues collected for weed and trash liens total \$78,371, compared to \$67,276, an increase of \$11,095 (16.5%) for the same period in fiscal year 2010. A large portion of the increase can be attributed to restitution collected for cleanup costs in the Municipal Court summons process. The City requests restitution added to the Court fines and fees for City costs incurred in cleanup of the property.

Accounts are reviewed periodically by Customer Assistance, Property Maintenance and Legal staff to consider additional collection measures if deemed collectable. These measures include a series of collection letters and, if necessary, a lawsuit filed in Buchanan County Circuit Court as a personal debt of property owners.

THIRD QUARTER FY2011 FINANCIAL REPORT

ROUTINE BUDGET TRANSFERS

COMMENTARY

Routine Budget Transfers are allowed under "Administrative Code Sec. 2-1052. Budget Transfers. (abridged & supplemented)" The following statement appears on the Routine Budget Transfer Form.

1. There will be no budget transfers without council authorization from/to salary & wage line items from/to other budget line items....Transfers shall be allowed within these line items.

[If the request is transferring from/to salary line items from/to non salary line items....a budget amendment ordinance is required.]

2. There will be no budget transfers without council authorization from/to employee benefits line items from/to other budget line items ...with the exception of uniform allowance, car/mileage allowance and conference/training/travel.

[If this request is transferring from/to benefit line items from/to non benefit line items...a budget amendment ordinance is required.]

3. There will be no transfers without council authorization from capital outlay line items with the exception that once budget approved capital items are purchased and there are funds remaining, these funds can be transferred. Capital items which have not been approved by the council in the budget and which exceed \$5,000, must receive council approval before they are purchased.

[If this request is transferring from a capital line item to any other line item and all budgeted capital items have not been purchased....a budget amendment ordinance is required. (Please indicate if all items have been purchased.)

[If this request is for the purchase of an unbudgeted capital item exceeding \$1,000, even though there are sufficient budgeted funds....you'll need to prepare a budget amendment ordinance.]

The following report reflects routine budget transfers for the third quarter FY2011, sorted by Fund and Department. Most transfer forms contain several transactions. This is why there can be several lines of adjustments for each Transfer Number. The transfer number is an ID entered by staff when transfers are processed.

The major reason for the transfer is labeled with a short description. When there are multiple transfers per form, any amount over \$1,000 has a notation of the item being increased.

For the Quarter Ending :

March 31, 2011

Transfer		Expenditures		Expenditures		<u>Comments</u>
<u>Number</u>	<u>Object</u>	<u>Decrease</u>	<u>Object</u>	<u>Increase</u>		
001- GENERAL FUND						
<u>25 - Technology Services</u>						
BT084	1365	(20,000.00)	1473	20,000.00	ACELLA MAINTENANCE	
BT094	1365	(3,000.00)	1410	3,000.00	GIS DEVELOPMENT	
<u>26 - Customer Assistance</u>						
BT082	1390	(68.00)	1340	68.00	INCREASE TRAINING BUDGET	
	1305	(300.00)	1265	1,500.00		
	1440	(1,000.00)	1435	300.00		
	1448	(500.00)				

THIRD QUARTER FY2011 FINANCIAL REPORT

30 - Police

BT072	1110	(52,350.00)	1110	52,350.00	SERGEANT SWITCHED FROM ONE
	1210	(17,642.00)	1210	17,642.00	DIVISION TO ANOTHER
	1227	(759.00)	1227	759.00	
	1235	(6,197.00)	1235	6,197.00	
	1240	(255.00)	1240	255.00	
	1243	(209.00)	1243	209.00	
	1243	(136.00)	1246	136.00	
	1255	(1,200.00)	1255	1,200.00	
	1410	(500.00)	1435	500.00	

50 - Parks, Recreation and Civic Facilities

BT081	1365	(3,000.00)	1475	3,000.00	HVAC EMERGENCY REPAIRS
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101- STREETS MAINTENANCE

BT085	1375	(86,000.00)	1375	86,000.00	SNOW SALT
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430 - Municipal Golf FUND

BT071	1355	<u>(16,000.00)</u>	1385	<u>16,000.00</u>	BANQUET USE
		\$ (209,116.00)		\$ 209,116.00	

THIRD QUARTER FY2011 FINANCIAL REPORT

VENDOR SERVICE CONTRACTS BY DEPARTMENT COMMENTARY

The report below lists all of the existing vendor contracts with the City. Unless otherwise noted, they are local vendors. List is in order of current year expiration date.

Service	Service Provider	Orig Cntrt Prds	Orig Ext Prds	# of Ext. Left	CY Contract Ext Expires	Final Ext Expires	Advertise Date Approx.	Date RFP Due Approx.	Dept
Softball Officiating Services	St. Joseph Umpires and Scorekeepers Association	1	4	2	Jan-2011	Jan 1, 2013	Nov-2012	Dec-2012	PR
Construction Administration Services	Bartlett & West, Inc.	1	5	3	Jan-2011	Jan-2014	Sep-2013	Oct-2013	PW
Lawn Mowing for WPC	CR Lawns	1	2	2	Apr-2011	Apr-2013	Jan-2013	Feb-2013	PW
On Call- Architectural	Riverbluff Architects	1	4	4	Apr-2011	Apr-2015	Dec-2015	Jan-2015	PW
On Call- Architectural	Ellison Auxier Architects	1	4	4	Apr-2011	Apr-2015	Dec-2015	Jan-2015	PW
On Call- Architectural	Goldberg Architects	1	4	4	Apr-2011	Apr-2015	Dec-2015	Jan-2015	PW
On Call- Architectural	Creal Clark & Siefert	1	4	4	Apr-2011	Apr-2015	Dec-2015	Jan-2015	PW
Backfill & Repair of Street Cuts	JD Bishop Construction	1	1	1	Apr-2011	Apr-2012	Feb-2012	Mar-2012	PW
Vending Machine Service	Smith Vending/Acme	1	3	3	May-2011	May-2014	Mar-2010	Apr-2010	MT
On Call - Professional	Burns & McDonnell Engineering Co Kansas City, MO	1	3	2	May-2010	May-2012	Feb-2012	Mar-2012	PW
Employee Health	Blue Cross Blue Shield of KC	1	1	0	Jun-2011	Jun-2011	Feb-2009	Mar-2009	HR
Land Lease Agreement	Life Net Air Medical Service	1	4	3	Jun-2011	Jun-2014	Feb-2014	Mar-2014	AV
Rosecrans Airport Police Pension Investment Custodian Banking	Citizens Bank and Trust Maryville, MO	1	4	1	Jun-2011	Jun-2012	Mar-2012	Apr-2012	FS
	Citizen's Bank and Trust	1	4	2	Jun-2011	Jun-2013	Feb-2013	Mar-2013	FS
Procurement Cards	Commerce Bank Kansas City, MO	1	4	2	Jun-2011	Jun-2013	Feb-2013	Mar-2013	FS
City-wide Trash Service	Keep It Clean, Inc.	1	2	1	Jun-2010	Jun-2011	Mar-2011	Apr-2011	FS
Long Term Disability	CIGNA Overland Park, KS	3	0	0	Jul-2013	Jun-2013	Mar-2013	Mar-2013	HR
Financial Advisor	Piper Jaffray Leawood, KS	1	4	1	Jun-2011	Jun-2012	Mar-2012	Mar-2012	FS
Police Pension Administrative Svcs	Citizens Bank and Trust Maryville, MO	1	4	1	Jun-2011	Jun-2012	Mar-2012	Apr-2012	FS
Property Insurance	Great American Insurance CBIZ	1	Annl Rnwl	Annl Rnwl	Jun-2011	Jun-2011	None	None	HR
Boiler & Machinery Insurance	Chubb CBIZ BCK&W	1	Annl Rnwl	Annl Rnwl	Jun-2011	Jun-2011	None	None	HR
Airport Liability Insurance	ACE Property & Casualty CBIZ	1	Annl Rnwl	Annl Rnwl	Jun-2011	Jun-2011	None	None	HR
GASB 45 Actuarial Services	Hause Actuarial Solutions Overland Park, KS	1	4	2	Jun-2011	Jun-2013	Feb-2013	Mar-2013	FS

THIRD QUARTER FY2011 FINANCIAL REPORT

Merchant Card Services	U. S. Bank	1	4	2	Jun-2011	Jun-2013	Feb-2013	Mar-2013	FS
Surveying Services	Midland Surveying	1	4	1	Jul-2011	Jul-2012	Mar-2012	Apr-2012	PW
Flood Insurance	Travelers Cretcher-Lynch & Co. Kansas City, KS	1	Annl Rnwl	Annl Rnwl	Jul-2011	Jul-2011	None	None	HR
Soft Drink Concession - Heritage Softball Complex	Cadbury Schweppes Bottling	1	4	1	Jul-2011	Jul-2012	May-2012	May-2012	PR
Mapping -GIS	Midland GIS Maryville, MO	5	4	1	Jul-2011	Jul-2012	May-2012	May-2012	PW
Temporary Labor	The Staffing Center	1	2	2	Aug-2011	Aug-2013	May-2013	Jun-2013	PR
Transit Long Term Disability	CBIZ/BCK&W Agent for Hartford Insurance	2	0	0	Aug-2011	Aug-2011	Jul-2011	Jul-2011	MT
Transit Life & AD&D Insurance	CBIZ/BCK&W Agent for EMC Insurance	2	0	0	Sep-2011	Sep-2011	Jul-2011	Aug-2011	MT
Transit Transfer Center Lease	Jefferson Partners Minneapolis, MN	5	0	0	Sep-2011	Sep-2011	Jul-2011	Aug-2011	MT
MO. ANG	Mtce/Ops Lease (Joint Use Agmt) Land Lease	5	0	0	Sep-2011	Sep-2011	None	None	AV
Airport Café	Don Leupold	3	2	0	Sep-2011	Sep-2011	May-2011	May-2011	AV
Transit Advertising Signs	Houck Transit Advertising St. Paul, MN	5	0	0	Sep-2011	Sep-2011	Jun-2011	Jul-2011	MT
Transit vehicle and General Liability Ins.	CBIZ/BCK&W	1	0	0	Sep-2011	Sep-2011	Jul-2011	Aug-2011	MT
Lawn and Lot Care Services for Transit	Mark's Law Mowing	1	2	1	Oct-2011	Oct-2012	Jul-2012	Jul-2012	MT
Asphalt Milling & Overlay	Keller Construction	1	5	5	Oct-2011	Oct-2016	Jul-2016	Aug-2016	PW
Removal of Roots in Sewer Lines	Duke's Root Control, Inc. Syracuse, NY	1	2	0	Nov-2011	Nov-2011	Aug-2011	Sep-2011	PW
Elevator Maintenance and Repair Services	Express Elevator Agency, Missouri	1	2	1	Nov-2011	Nov-2012	Aug-2012	Sep-2012	PW
Professional Engineering Services - WPC	Black & Veatch Corporation Kansas City, MO	1	4	2	Dec-2011	Dec-2013	Aug-2013	Aug-2013	PW
Realty Services	Reece & Nichols Ide Capital Realty	1	3	1	Dec-2011	Dec-2012	Aug-2012	Sep-2012	CW
Liability Insurance	MOPERM; CBIZ BCKW	1	Annl Rnwl	Annl Rnwl	Dec-2011	0	None	None	HR
Legal Services	The Sessions Law Firm Kansas City, MO	4	0	0	Dec-2011	Dec-2011	Sep-2011	Oct-2011	L
Environmental Issues	Ameritas Group Lincoln, NE	2	1	0	Jun-2012	Jun-2012	Jan-2010	Feb-2010	HR
Transit Drug Screen	OHS - COMPCARE	3	0	0	Dec-2012	Dec-2012	Oct-2012	Nov-2012	MT
Primary Care for Workers Comp Injuries	OHS - COMPCARE	3	0	0	Dec-2012	Dec-2012	Oct-2012	Nov-2012	MT
Transit Dental Insurance	CBIZ/BCK&W Agent for Delta Dental Insurance	2	0	0	Dec-2012	Dec-2012	Oct-2012	Nov-2012	MT
Uniforms	Walker Towel & Uniform Kansas City, MO	1	1	1	Jan-2012	Jan-2013	Jul-2012	Aug-2012	FS
Legal Services	The Lowenbaum Partnership, LLC St. Louis, MO	5	0	0	Jun-2012	Jun-2012	Feb-2012	Mar-2012	L
Labor and Employment Law	Mike Habermehl	3	2	2	Jan-2013	Jan-2015	Sep-2015	Oct-2015	PR
Golf Professional	Cadbury Schweppes Bottling	5	0	0	Jan-2013	Jan-2013	Sep-2012	Oct-2012	PR
Soft Drink Concessions - Civic Arena									
FAA	ATC & Airway Facilities Sector Office FAA KCMO	5	0	0	Jan-2013	Sep-2013	Jun-2013	Jul-2013	AV

THIRD QUARTER FY2011 FINANCIAL REPORT

Employee Assistance Program	Catholic Charities	3	1st (3 yrs)	0	Feb-2013	Feb-2013	Oct-2012	Nov-2012	HR
TIF Advisory & Bond Counsel (Ec Dvlpmnt)	Williams & Campo, P.C. Lee's Summit, MO King Hershey, P.C. Kansas City, MO	5	0	0	Jun-2013	Jun-2013	Feb-13	Mar-13	L
Transit Management Services	First Transit Cincinnati, OH	5	0	0	Jun-2013	Jun-2013	Jan-2013	Mar-2013	MT
Legal Services Planng and Zoning Issues	Williams & Campo, P.C. Lee's Summit, MO	6	0	0	Jun-2013	Jun-2013	Feb-2013	Mar-2013	L
Legal Services Planng and Zoning Issues	Cunningham, Vogel I& Rost, P.C. St. Louis, MO	6	0	0	Jun-2013	Jun-2013	Feb-2013	Mar-2013	L
Employee Life	EMC National Life Des Moines, IA	3	0	0	Jun-2013	Jun-2013	Feb-2013	Mar-2013	HR
Patee Market Snow Removal	A C Lawn Services	3	0	0	Oct-2013	Oct-2013	Aug-2013	Aug-2013	PH
Transit Pension Actuarial Services	CBIZ Benefits & Insurance Cumberland, MD	3	0	0	Dec-2013	Dec-2013	Oct-2013	Nov-2013	MT
Fixed Base Operator	Express Flight, Inc. Gary Patterson Sr	10	0	0	Jan-2014	Jan-2014	None	None	AV
MO. ANG	Drop Zone Land Lease	5	1st (5 yrs)	0	Jan-2014	Jan-2014	None	None	AV
Consultant	CBIZ/BCK&W	3	Annl Rnwl	Annl Rnwl	Jan-2014	Jan-2014	Oct-2013	Nov-2013	HR
Legal Services Regulatory Issues	William D. Steinmeier, P.C. Jefferson City, MO	7	0	0	Jun-2014	Jun-2014	Feb-2014	Mar-2014	L
Utility Related Issued	Cunningham, Vogel & Rost St. Louis, MO	5	0	0	Jun-2014	Jun-2014	Feb-2014	Mar-2014	L
Farmland Lease	Bryan Paden Wathena, KS	5	0	0	Oct-2014	Oct-2014	Jul-2014	Aug-2014	AV
Self-Service Fueling Station at Rosecran Exclusive, Non- Alcoholic Beverage Sponsorship for Fairview Golf Course	Express Flight, Inc Pepsi Beverages Co	5	0	0	Jan-2015	Jan-2015	Oct-2014	Oct-2014	AV
Construction and Design Related Issued	Seigfreid, Bingham, Levy, Selzer & Gee, P.C. Kansas City, MO	5	0	0	Jun-2015	Jun-2015	Feb-2015	Mar-2015	L
Exclusive Beverage Sponsorship - Bode Ice Arena/Sports Complex	7UP/Snapple Group	5	0	0	Aug-2015	Aug-2015	Apr-2015	Apr-2015	PR
Herzog Contracting Company Land Lease	Flight Department	50	0	0	Jul-2043	Jul-2043	None	None	AV
BMS Land Lease	Dan Bayer 100 N. Airport Rd	99	0	0	Oct-2067	Oct-2067	None	None	AV
C-1 Aircraft Hangar	Bill Brown	Mo to Mo Lse	0	0	Month to Month Lease	Month to Month Lease	None	None	AV
MiHo Property Lease	Reddick Farms, Inc. DeKalb, MO	1	3	3	Apr-2010	Apr-2013	Dec-2012	Dec-2012	PL
Recycling Services	RSP, Inc.	1	30 days ntce	0	None	None	Not bidding until Recycling	None	PW

THIRD QUARTER FY2011 FINANCIAL REPORT

Center is
relocated.

Drug & Alcohol Testing	Heartland Occupational Medicine St. Joseph, MO	1	Annl Rnwl	Annl Rnwl	Ongoing Contract Requires 30 Day Written Notice of Cancellation Last Bid in 1997	0	None	None	HR
Work Comp Initial Treatment Services	Heartland Occupational Medicine St. Joseph, MO	1	Annl Rnwl	Annl Rnwl	Ongoing Contract Requires 30 Day Written Notice of Cancellation Last Bid in 1997	0	None	None	HR
Workers' Compensation Actuary	Towers Perrin - Tillinghast Minneapolis MN	1	Annl Rnwl	Annl Rnwl	Ongoing Contract - Automatic Annual Renewals Requires 30 Day Written Notice of Cancellation Last Bid in 2000	0	None	None	HR
City Health Officer	Sharon Waggoner, MD	1	Annl Rnwl	Annl Rnwl	60 days notice	0	None	None	PH

*On-going contracts, automatic renewal unless 30-day written notification is given by either party

**On-going contract, automatic renewal unless 60-day written notification is given by either party

TIF PROJECT UPDATES
for Quarter Ended
March 31, 2011

TIF PROJECT NAME	TYPE	PROJECT STATUS	TOTAL APPROVED REIMBURSABLE COSTS				AMOUNT REIMBURSED TO DATE	PROPERTY TAX PILOTS		SALES TAX EATS		MORE THAN/ (LESS THAN) TREND
			ORIGINAL	1ST AMENDED	2ND AMENDED	3RD AMENDED		ORIGINAL	ACTUAL	ORIGINAL	ACTUAL	
North Shoppes - Phases 1 & 2 of North County TIF district. Approved August 2003. Developers-Bob Johnson, RED Development, Buchanan County	IDA Issued Bonds - Paid off in 2028	646,000 square foot shopping center. Except for one pad site, center is complete and fully operational. Buchanan County still has several projects to complete - sidewalks, Green Acres cul-de-sac, etc. Reimbursable costs included Northridge Sewer extension, four lane parkway through the development, sidewalks and landscaping throughout the project, façade enhancements, extraordinary grading to prepare the site, stormwater lagoon, Green Acres repaving and cul-de-sac, pedestrian sidewalks on and off-site.	\$24,285,415	\$25,522,391	\$35,884,772	\$38,217,335	\$34,086,629	\$1,114,981	\$1,108,076	\$2,567,000	\$1,664,504	(\$909,402) Sales tax to date 4.4% over FY2010.
Stockyards Redevelopment (Triumph Foods,LLC). Approved October 2003.	MDFB Issued Bonds - Paid off in 2025	550,000 square foot pork processing facility. Total investment approximately \$130 million. Fully operational. Current employment - 2,722.	\$7,000,000				\$6,766,097	\$660,795	\$660,761	\$50,000	\$46,207	(\$3,827) Triumph donates \$100,000 to SJSD for five years; \$25,000 to SJPD for three years; \$50,000 annually to United Way. Keep their headquarters in SJ or pay City \$1 million.
3rd Street Hotel Development (Holiday Inn) Approved January 2004. Developer: HISJ Holdings LLC	Pay-as-you-go 10-12 years to pay out Developer created TDD to help generate revenues.	Renovation of 170-room hotel to regain Holiday Inn franchise; restaurant conversion for nationally franchised restaurant; landscaping improvements; parking & exterior lighting improvements. Completed except for exterior façade improvements.	\$2,700,000 \$2,500,000 certified. \$200,000 withheld for façade.				\$1,233,443	\$130,394 2009 PILOTS received July, 2010. Applied to FY2010 receivable.	\$0 Remain Delinquent	\$114,600	\$67,614	(\$177,380) Currently delinquent on Sales tax, Hotel/Motel taxes and TDD taxes.
Tuscany Towers - Phase 1 TIF Plan only Approved September, 2005. Project yet to be approved. Developer: JSC Development	Pay-as-you-go 23 years after revenue generation begins	Phase 1 - development of 175,000 sq feet of restaurant, hotel, bank/office, and lifestyle retail use. Reimbursement for new lift station and extension of force mains along east side of I-29 to Cook, extended to Corinth subdivision; extending water service and other utilities; stormwater system; and US169 road/intersection improvements. Much of the infrastructure work complete. No buildings constructed or tenants announced as yet	\$5,549,042				\$0	\$0	\$0	\$0	\$0	N/A No PILOTS anticipated

TIF PROJECT UPDATES
for Quarter Ended
March 31, 2011

TIF PROJECT NAME	TYPE	PROJECT STATUS	TOTAL APPROVED REIMBURSABLE COSTS				AMOUNT REIMBURSED TO DATE	PROPERTY TAX PILOTS		SALES TAX EATS		MORE THAN/ (LESS THAN) TREND
			ORIGINAL	1ST AMENDED	2ND AMENDED	3RD AMENDED		ORIGINAL	ACTUAL	ORIGINAL	ACTUAL	
EBR/HHS Development Approved October 2005 Developers: EBR Enterprises & HHS Properties	Pay-as-you-go	13.2 acres at intersection of Blackwell Rd & Belt Highway. A mixture of retail and office space. Reimbursable expenses for retaining walls, storm water detention, street lighting, sidewalks, Cronkite Road improvements, landscaping, etc. Three restaurants and office/medical bldg now open. HHS Properties now leasing.	\$3,297,232	\$5,529,620			\$591,744	\$118,405	\$117,771	\$117,750	\$78,995	(\$39,388)
				Add'l phases plus overages on site work. Approved SO 7045-3/26/07			Costs certified to date - \$4,257,429.13 EBR - \$2,530,426.95 HHS - \$ 1,727,002.18 \$227,469 in requests pending approval				Total EATS \$112,850 - EBR (70%) - \$78,995; City infrastructure (30%) -	
Uptown Redevelopment District - Project A Approved March 2005 Developer: St. Joseph Redevelopment Corp.	Pay-as-you-go 23 years	Demolition of old Heartland Hospital west in order to provide a developable area. Discussions with developer - demolition costs as well as costs related to developing the plan would be reimbursed, however no formal written agreement exists as yet to this effect. Amount would be approx. \$3,072,071 minus any federal grants received for this phase.	See cell under project status description				\$0	\$0	\$0	\$0	\$0	\$0
								No PILOTS anticipated				No construction on project as yet
Mitchell Avenue Corridor Approved June 2006 Developer: American Family Insurance Company	Pay-as-you-go 23 years	In order to serve an expanded AFI building and to improve access to the entire TIF district, a new gravity flow sewer was installed and improvements to Mitchell Avenue are being completed. Improvements benefit AFI, Mo Western University, and any future development along Mitchell Avenue Corridor.	\$3,974,270	\$5,272,673			Bonds \$4,103,755.39 Pay as you go \$162,673	\$383,140	\$382,028	\$1,800	\$11,454	\$8,542
				Approved by SO 7224 on 12/3/07/bond issuance per SO7361 on 5/19/08.					Will be received Jan-Mar, 2011.		Franchise Tax and EATS Sales tax from cafeteria within American Family facility.	
Uptown Redevelopment - Ryan Block Project Approved December 2006 Developer: Olin Cox	Pay-as-you-go 23 years	The first project within the Frederick Avenue TIF District established under the Uptown Redevelopment umbrella. The developer intends to rehab two buildings, 1137-1141 Frederick into 3300 sq ft of commercial space below and 6,600 sq ft of apartments on top two floors. The bldg at 1125 Frederick will be demolished to provide a parking lot. Reimbursable costs include lot paving, upgrades to renovations, & facade improv.	\$317,767				\$0	\$0	\$48	\$0	\$10	\$58
							No reimbursement request has been submitted.	No anticipated PILOTS for FY2011.		No activity.		No reimbursement request has been submitted.

TIF PROJECT UPDATES
for Quarter Ended
March 31, 2011

TIF PROJECT NAME	TYPE	PROJECT STATUS	TOTAL APPROVED REIMBURSABLE COSTS				AMOUNT REIMBURSED TO DATE	PROPERTY TAX PILOTS		SALES TAX EATS		MORE THAN/ (LESS THAN) TREND
			ORIGINAL	1ST AMENDED	2ND AMENDED	3RD AMENDED		ORIGINAL	ACTUAL	ORIGINAL	ACTUAL	
East Hills Redevelopment Project - TIF Approved Dec, 2007 - Redevelopment Agreement Approved 1/3/08	Currently Pay As You Go Proposed Bond Issuance.	Project to include remodel exterior of JC Penney's, Sears and Dillards. Also includes remodel of three mall entrances, lifestyle center, a new big box store, renovation of existing tenant spaces. Public infrastructure improvements includes traffic signals at Belt & Frederick, Frederick & Sherman. crosswalk signals, upgrade existing right-of-way, public bus stop. The project also will address underground storm water concerns.	Total Reimbursable Costs - \$45,113,678 Per SO7242 passed 1/3/08.	Total Reimbursable Costs - \$46,539,416 TIF - \$30,897,042 CID - \$15,642,374 Per SO7279 passed 2/11/08.			Total CID Revenue - \$1,226,659 Disbursed to date: \$1,622,675 East Hills TIF - \$1,027,607 East Hills CID - \$595,068 TIF Costs Certified to Date: \$22,118,296 CID Costs Certified to Date: \$14,796,999	\$536,270	\$534,881	\$279,000	\$222,718	(\$57,672) To date, only CID revenues included as East Hills has not generated EATS above the \$1.4M base.
Cook Road Corridor Redevelopment Project Approved March 24, 2008 Developer: Greystone Partners Land Development, LLC	Sewer Revenue Bonds/ Sewer Connection Fees	Project to include: (1) residential subdivision on approximately 185 acres of land into over 350 single family and townhouse housing units; (2) construction improvements to Cook Road resulting in three-lane section, concrete curb and gutter, stormwater drainage and raised grass medians; (3) construction of sanitary sewer system improvements sewer lines, a new pump station and gravity sewer main and (4) construction of 12 inch water line from Cook Road to Woodbine Road.	\$4,781,786			Sewer Improvements - \$2,378,839.65 Pay As You Go - \$11,909 \$2,463,930.29- Certified to Date	\$0	\$35,210	\$0	\$172	\$35,382	Few homes completed and real property taxes being received. Other revenue source - \$500 sewer connection fee assessed per property.
Center Building Redevelopment Project Approved January 25, 2010 Developer: Mid-City Partnership, Inc.	Pay As You Go	Project includes development listed at 613 Edmond St. and 119-123 S. 6th St. Renovation includes removal of the 1961 sheet metal façade and the restoration of the remaining exterior building elements. Building encompasses 19,060 sq. ft and will be divided into one 15,250 sq. ft unit for restaurant/banquet facilities with three planned retail/office units at 609, 611 and 613 Edmond St. for a total of 3,810 sq. ft. office/retail space. The Brazilian Steakhouse is currently under construction. To date - Aqua Vital Salon and 2 Trendy LLC have	\$1,355,097			\$0 \$1,036,461.87- Certified to Date \$318,636.00 in requests pending approval	\$0	\$0	\$36,500	\$9,344	(\$27,156)	No PILOTS expected until FY2012 New businesses began Spring, 2010. Em Chamas opened July, 2010. PILOTS not expected until February, 2012. Sales tax should begin in the 4th quarter FY2010.
Developer Agreement - Commons Approved July, 2007 Developer: Earthworks Excavation Company	CID Bonds	Project to include development of 612,780 square feet of retail and office space upon 73 acres of land at intersection of Interstate 29 and South 169 Highway. Under construction. Commons Community Improvement District (CID) Cooperation Agreement approved per SO7256 (1/14/08). Yet to establish CID tax rate. Approval of bond issuance approved per SO 7257 (1/14/08). Special Ordinance No. 8124 (12/13/10) amended Developer Agreement to forego calculated base	\$6,503,977			\$979,651 All approved reimbursable costs have been submitted and approved. As of this date, CID Bonds have not been issued. CID remains inactive.	\$6,112	\$0	\$315,000	\$228,990	(\$92,123)	Received in Apr, 2011 Sales Tax EATS Only. Sonic opened Aug, 2008. Waffle House opened Nov, 2007. Mr. Goodcents open spring, 2010. King Kong is reportedly going into development soon.
Developer Agreement - Fountain Creek Approved Developer: SDG Developments, LLC & Partners	Pay As You Go	Mixed Use Project including approximately 68 acres of both commercial and residential development with a projected market value of \$45,000,000 upon development at the intersection of Mason Road and South 22nd Street.	City reimbursable \$1,815,454 per Special Ordinance No. 7420, passed 7/28/08.			\$0	\$0	\$0	\$0	\$0	\$0	