

CITY OF ST. JOSEPH



First Quarter Financial Report – FY2012

For the Quarter Ending September 30,
2011

FIRST QUARTER FY2012 FINANCIAL REPORT

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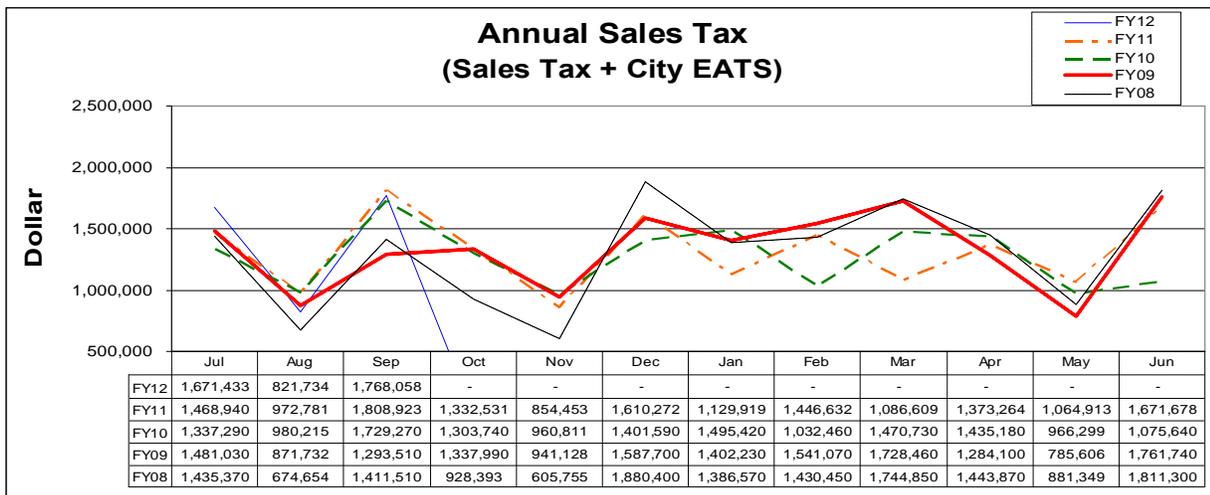
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The first quarter of the fiscal year contained seven (7) payroll periods. Total expenditures for salaries and benefits should be at twenty-seven percent (27%). Being three months into the year, revenue and other expenditure items should generally be at twenty-five percent (25%) of their FY2012 budget.

I. Multi-Fund Revenues

A. Sales Tax Revenues

General sales tax revenues were off to a positive start at 2.1% above the original budget. Annual sales tax was also over trend by 1.7%, \$11K more than FY11 opening quarter. These results are encouraging considering the conditions the city dealt with during the summer. Major flooding wiped out Heritage Park and all major tournaments that were scheduled there. Attendance for the Kansas City Chiefs training camp decreased this year due to travel issues caused by flooding, extreme heat, and the lockout ending only a few days before camp began. The short notice most likely led to long distance travelers making alternate plans not knowing if there would be a camp or not.

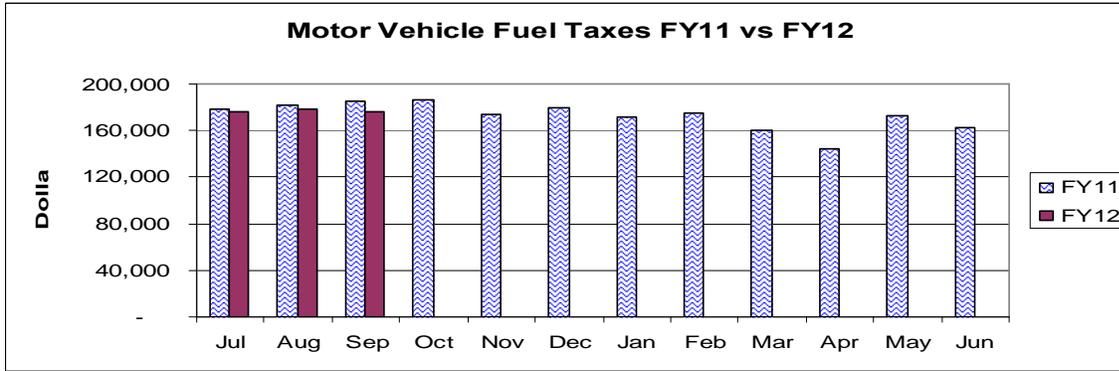


Cigarette tax revenue was 0.5% higher than in the first quarter of FY11. Revenues had been trending downward with the slumping economy and the increased federal tax implemented two years ago. Vehicle sales continued their climb and resulted in **motor vehicle sales tax** revenues above trend by \$39K. This was a 6% increase when compared to the same timeframe during the prior year.

Hotel/Motel taxes were over trend at 29.4%, but slightly down from the first quarter of FY11. This could be in direct relation to the summer floods that closed down tourist spots, canceled major tournaments, and hindered travel from the north. With an election late in late FY11, the voters approved a 3% increase to the tax and takes effect October 1, 2011, with a 20 year sunset clause on the 3% additional tax. The increase has been projected to result in \$500K additional revenue annually. Originally a 5% increase was proposed and failed at the election booth.

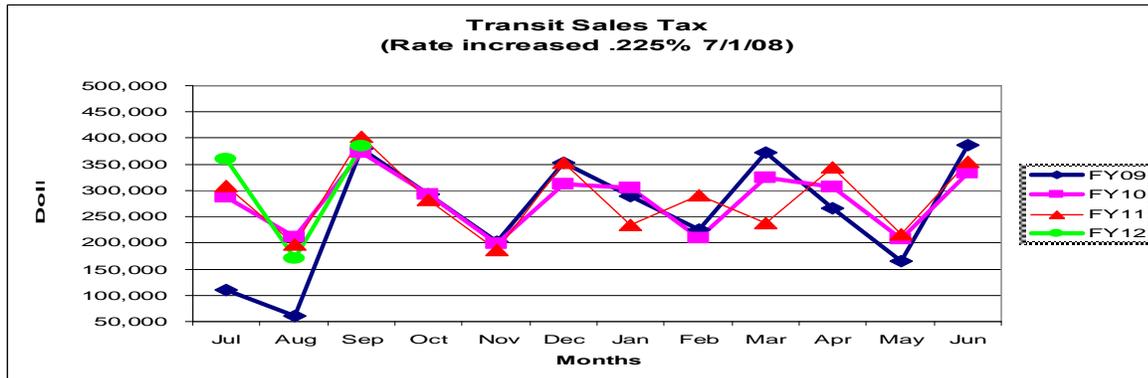
Fuel prices were steady for the quarter and **motor vehicle fuel taxes** met budget in the **Streets Maintenance Fund** at 25.2%. As indicated by the following graph, July thru September were each lower than the same month in FY11 for a total decrease of \$15K.

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CIP Sales Tax in the Capital Projects Fund is above target at 26.5%. This was a slight decrease of 0.2% when compared to the same period in FY11. (The lower revenue as compared to other taxes is due to the release of The Commons base sales taxes per the Second Amended Redevelopment agreement passed December 13, 2010. The Redevelopment agreement only disburses part of the CIP and General sales taxes.)

Mass Transit Sales Tax was comfortably above trend by \$162K. With the exception of July significantly higher, the remainder of the quarter nearly mirrored that of the previous two fiscal years. The first quarter showed an increase of 1.1% compared to the same timeframe in FY11. The graph below shows that historically the revenue collected is very up-and-down from month to month.



B. Real and Personal Tax Revenues

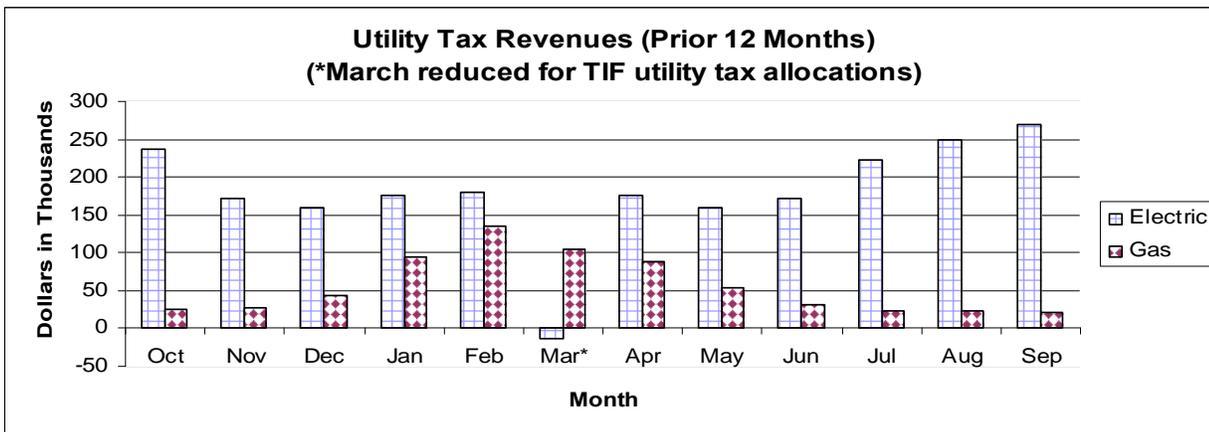
Prior real estate was 35% more than the first quarter of the prior year. A majority of the increase is due to the County Collector's release of Albaugh, Inc's. protested taxes. Prior personal also showed a rise in revenues compared to year to date September FY11, but not as significant at 6%. The 2011 tax year (FY12) is a reassessment year. Currently, County reports show an increase in total real property valuations of \$43.5 million more than tax year 2010 (FY11). Total personal property valuations have decreased \$16.5 million from tax year 2010. The fallout continues for the general fund from SB711, as it has the prior two fiscal years. (As you recall SB711 was passed in August of 2008 with the mandate that the this 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.)

Fortunately, SB711 does not impact the health or park property tax levies in the General Fund. In addition, there will be a Hancock increase of 1.5% implemented. Where as, general and public safety property taxes, will have no Hancock increase.

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C. Utility Taxes for the General fund exceeded trend by 1.6%. The final settlement of the telecom companies was received in FY11 and revenues (for program 0011) should only be for month to month remittances going forward. Revenues were budgeted at \$1.8 million and were on pace during the first quarter.

Most other utility taxes were at or above budget. Gas revenues, which are consistently low at this time of year, were the only revenues significantly under trend. The second quarter will likely be more of the same as temperatures have stayed above average to date. Electric franchise revenues more than canceled out the shortage on gas at 35% of its budget. The record setting temperatures during the summer led to an increase of 7% compared to the same time in FY11. 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 also trending well above the mark by \$47K. A significant drought spanning most of the quarter led to higher water usage. The rise in utilization resulted in a 20% increase in revenues compared to this time the previous year. Telephone and cable revenues were each just under target for the quarter at 24%. Part of the telephone decrease could be attributed to the increasing number of consumers opting to drop their land lines,



The Mass Transit fund utility tax revenues were ahead of budget at 29% and displayed similar trends as the General fund.

II. Revenues

A. General Fund - Other Major Revenue Sources

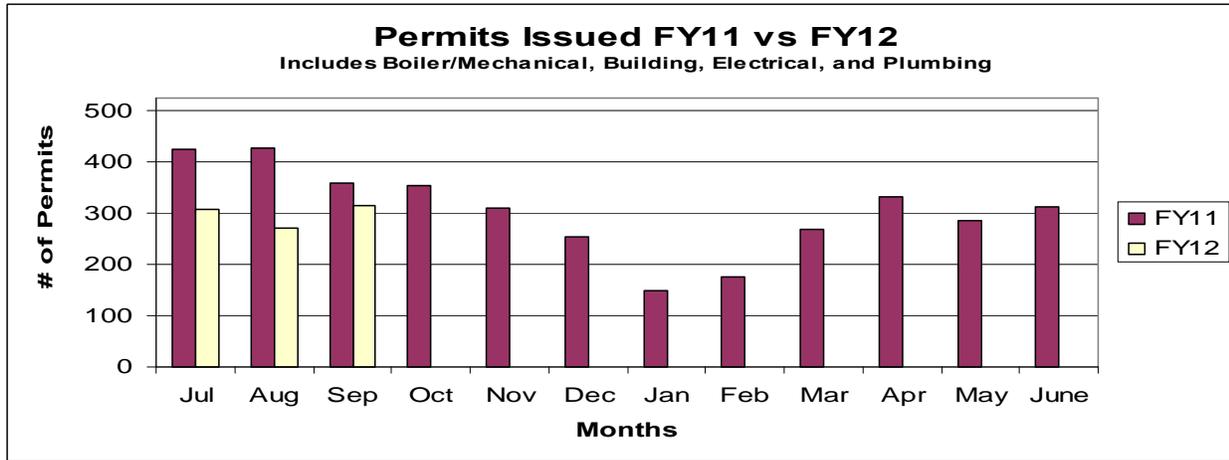
Municipal Court fine revenues continued their decline that began in FY10. Revenues for the quarter were \$48K under budget (a 26% decrease compared to the first three months of FY11). Compared to prior year to date, 7% (298) fewer citations have been filed from the Police Department. Shortage of personnel including a long term injury to a primary ticket writer has hampered numbers. The second biggest variance was Code Enforcement with 44 fewer violations filed compared to this time in FY11. Code Enforcement had been improving each quarter since the beginning of the previous year. In addition, cases completed decreased by 25% (1,339 fewer). Nearly 1,000 less cases that were held before a judge or by jury were paid compared to September FY11 year to date.

DWI enforcement revenues in the Patrol Operations program stepped up at 34% with grant funding returning. **Server licenses**, a new fee for training servers of alcohol, were established in FY10 and collected nearly half its original budget in the first quarter alone. Total fees collected (shown in the **Support Services** program) were 44% more than this time in FY11. All servers were given until July 1, 2011 to comply with the licensing. (Ordinance passed on November 2, 2009).

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As indicated by the graph below, **Building Development permit** revenues decreased for the first quarter. **Building permits** showed the largest decline of 14% compared to this time in FY11. Despite the smaller revenues, budgeted projections were met and exceeded by \$12K. **Boiler/Mechanical permits** fell just below target at 22%, **Electrical and Plumbing inspections/permits** are at or slightly above trend.

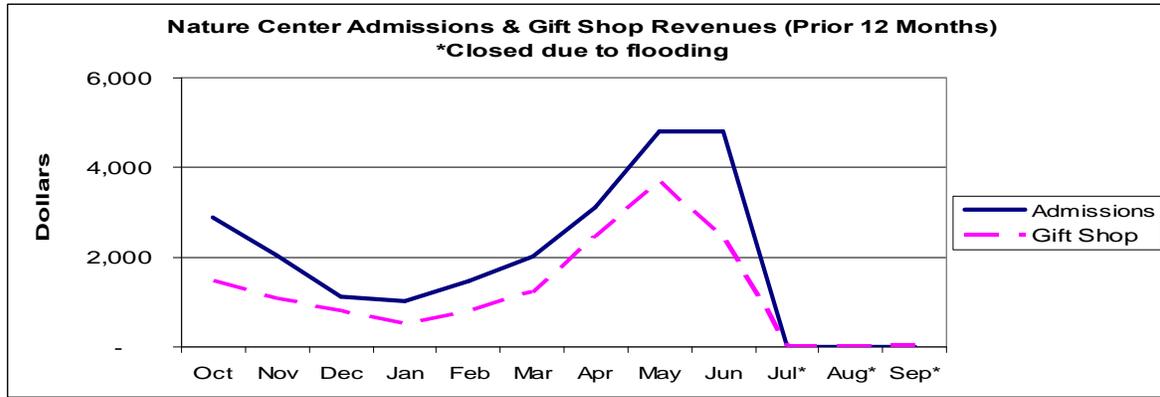
Favorable weather had **Garage sale permits** above budget at 35%. They were only 4% off from where they were after the opening quarter of FY11. For the second consecutive year, Council approved a four-day free garage sale weekend in August where the permit fee was waived. **Business Licenses** and **Liquor Licenses** are billed in May on an annual basis.



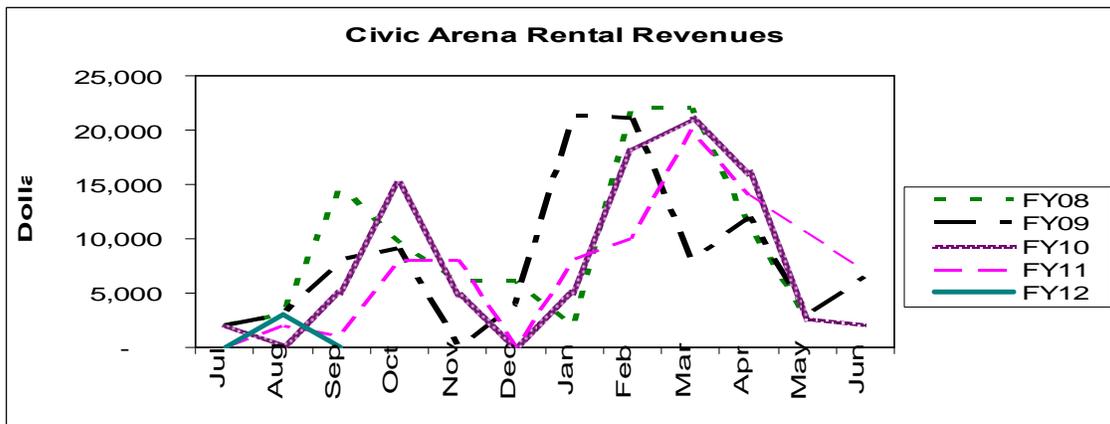
Parks, Recreation & Civic Facilities department program revenues, in total, were under projections at 21%. Revenues were down \$50K compared to this time in FY11. The summer floods impacted several areas within the department and will have a lasting effect for the remainder of the year.

- By the beginning of FY12, Heritage Ball Park was completely wiped out and softball leagues were forced to relocate to fields throughout the city. This may have contributed to league fees for **Fall Softball** collecting 7% less than the fall leagues for FY11. **Complex revenues** may be a total loss for the fiscal year that was budgeted to receive \$34K in FY12. **Park Rentals** also were hurt and showed a 51% decrease compared to year to date September for the previous year.
- Consistently hot, sunny days during the summer led to **Swimming** revenues to have a highly successful quarter. The daily fees for the Aquatic Park collected \$10K more (a 12% increase) than this time in FY11. Krug and Hyde brought in 40% more than the first quarter of the prior year. Revenues were higher despite Krug and Hyde pools being closed the first week of August and the Aquatic Park ended business for the season a week later. Total pool revenues were in a good spot having received 48% of its total year budget.
- The **Nature Center** will be in a huge hole for the duration of FY12. Flooding caused the center to shut its doors in late June and was unable to reopen until October 1st. The timing of the flood especially hurt because the summer months are historically the strongest for the program. Between admissions and gift shop revenues, the center is behind budget by \$15K. The grand re-opening in October may lead to a short-term surge, but business most likely will not pickup again until spring.

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- Expansion of the **Senior Center** in FY11 has not led to increased revenues as yet. Recreation fees struggled and only collected 11% of its projected budget. These revenues tend to increase during the winter as outdoor activities decrease. The cafeteria was being utilized and sat just over the mark at 27%. A majority of memberships, which were a new fee added in FY11, are collected in January.
- Basketball/volleyball revenues for **Muchenberger** were down \$2K compared to a year ago and were under trend at 23%.
- **Parks Concessions** had a shaky start with repercussions from the flood. Revenues plummeted (down \$33K from FY11's first quarter) when Heritage Park closed. Concessions were moved to the corresponding softball fields. Leagues being held in open parks resulted in the ability for people to bring in outside food and drink which cut into concession revenues. In addition, cancellation of major tournaments also had a significant negative impact. Concessions for the pools did well and received 45% of its budget for the quarter. Nature Center concessions were inoperable for the first quarter.
- **Civic Arena** mirrored its poor start in FY11 with an equal collection of \$3K for the quarter that put them \$26K behind budget. Only two events were held at the arena thru September. A major wrestling event that was scheduled for September was canceled. October promises to be better with multiple events scheduled. Historically, as noted by the graph below, the first quarter of the fiscal year is the weakest for the arena. Other arena revenues underperformed as well. The biggest variance was concessions at \$17K.

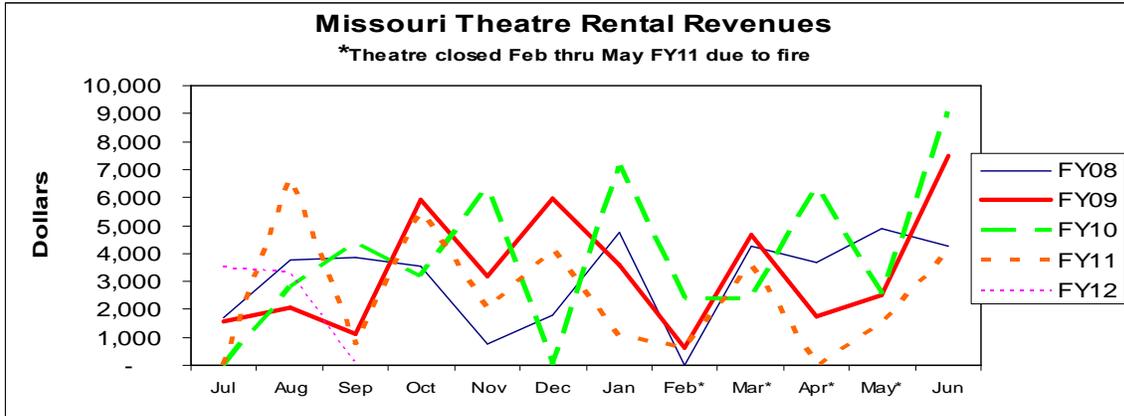


- The **Missouri Theatre** was still trying to bounce back from the fire that broke out above the theatre in February and forced it shut down for four months. The theatre itself only suffered smoke damage, but was unable to host any events until late May. Theatre rental was \$3K below trend and 8% less

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than a year ago. Similar to the Civic Arena, the theatre anticipates business increasing beginning in October. The following graph shows a comparison between the five most recent fiscal years.

The fire also affected office rental and was \$2K under the mark.



Overall, **Public Health** revenues were 11% less than at this time the prior year. The largest contributor was birth/death certificates that were under trend at 23% and decreased by \$5K compared to the first quarter of FY11. The combination of the economy and high fuel prices may be a factor for less travel abroad. Even though Animal Control citations were up for the quarter, revenues were still below budget at 22%. Dog licenses and shelter fees were each close to trend.

B. Special Revenue & Enterprise Funds

In the **Parks Maintenance Fund**, Horace Mann rent, which is a set up contract, was on pace with budget projections at 28%.

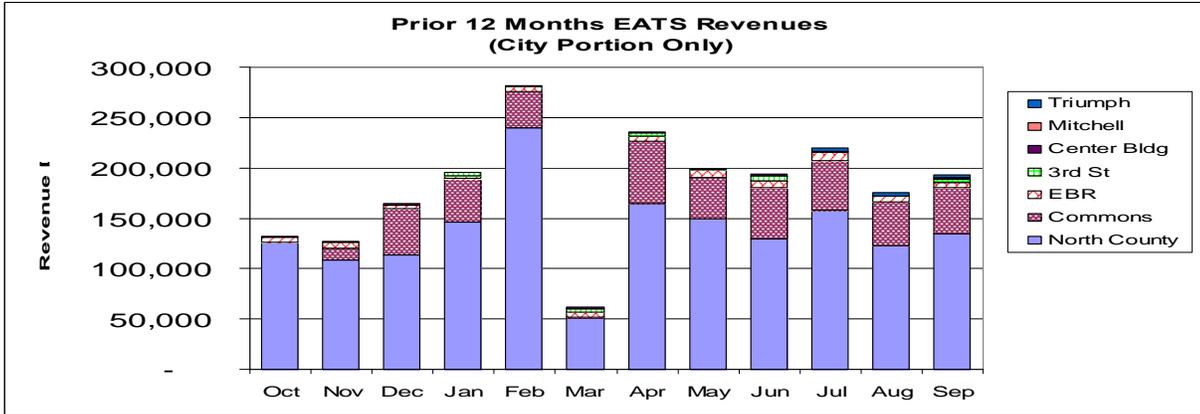
The summer flood caused the St. Joseph Frontier Casino to close from the last week of June until September 29th. Therefore, gaming and admission revenues in the **Gaming** fund were impacted significantly and will likely struggle to reach budget the remainder of the year. In FY11 a settlement was reached with Herbst Gaming, Inc. that eliminated local revenues.

In the **Special Allocations** fund, PILOT tax revenue won't be received until after the first of the year. EATs (sales tax) revenues were steady for most of the TIF Plans:

- City EATS for North Shoppes were close to trend. The development collected \$10K more than the prior year's first quarter despite Borders (a significant tenant) closing in April.
- EBR TIF City EATS were above trend by 2.9%. There doesn't appear to be any sign of decline in business for the three restaurants (Cheddars, Olive Garden, and KFC).
- The Third Street Hotel City EATS were under target by about \$4K. Businesses within the development were delinquent remitting their sales tax. The Department of Revenue collects the TDD and distributes the revenues to the City, creating a lag of 60 days in the collection cycle.
- The Commons had a strong quarter and were \$43K above budget. Revenues were up 53% compared to the same time during the previous fiscal year. (The increased revenue is due to the release of The Commons base EATS sales taxes per the Second Amended Redevelopment agreement passed December 13, 2010. The Redevelopment agreement only disburses part of the CIP and General sales taxes.) Negotiations are on-going and no timeframe has been established as to when this will take place. Popeye's, a fried chicken restaurant, recently submitted plans to build in the district.

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

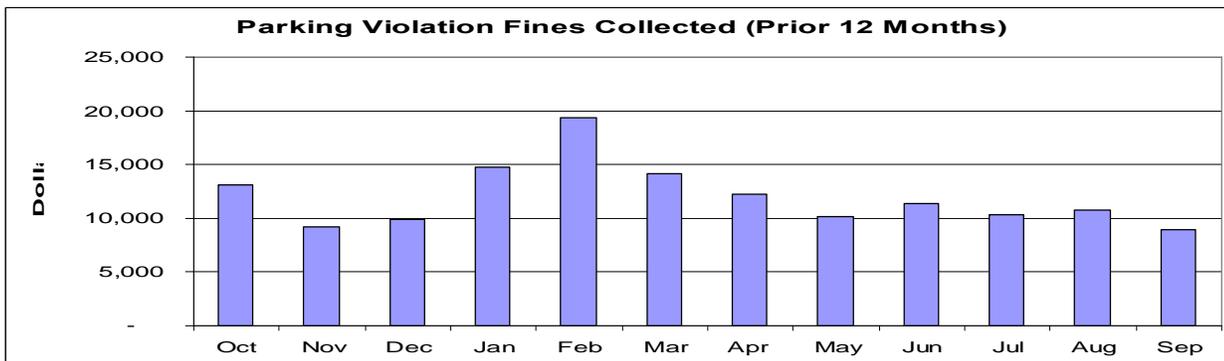
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Aviation revenues were just under budget at 24%. Hangar rent fell short due to vacancies caused by the flood. Sale of gas and oil was also hindered by the flood (50% less collected than a year ago) as tenants found other places to store their airplanes with the impending flood. Fuels sales have been in a steady decline since winter 2008.

The **Public Parking** fund endured a decrease of 25% when compared to the first quarter of the previous year. The garage at 5th and Felix collected 27% of the original revenue. Universal Guardian and Rehabilitation Institute parking permits kept the garage at 6th and Jules above budget at 30%. The garage pulled in 16% more than this time last year. A majority of Universal Guardian staff have switched from the 8th & Felix lot to either 5th & Felix or 6th & Jules lots, resulting in a 40% decrease of revenues when compared to a year ago. The 9th and Felix lot exceeded its quarterly projection by 7%. No revenues for Other Parking Permits/Fees had been collected due to the lack of Ticketmaster events held at the Arena.

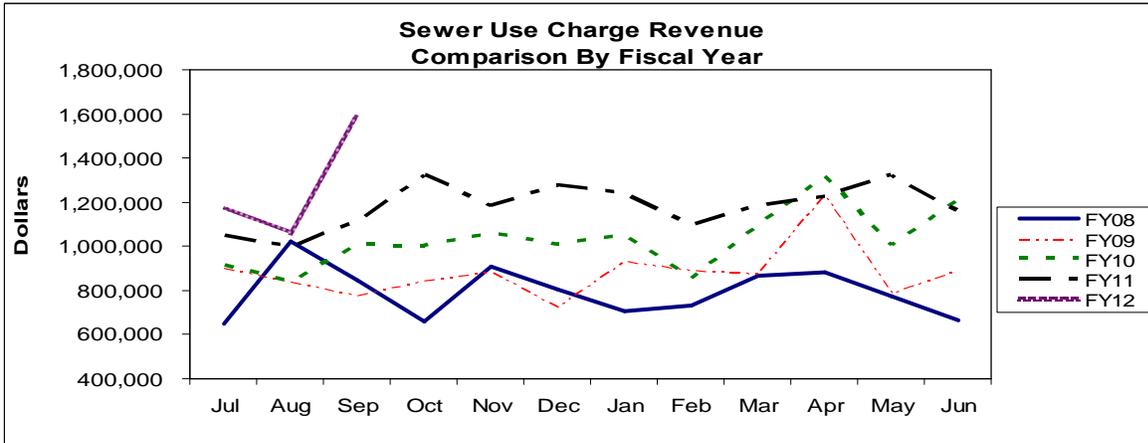
Parking violation fine revenues were on the low side at 15%. Many factors were in play that led to \$25K less collected compared to the first quarter to FY11. The current staffing shortage within the parking fund led to fewer tickets written by the Parking Control staff, as well as postponed mailing of legal letters and summons. Staff are constantly filling in for the garage attendants and not able to write tickets. To date, 210 less tickets have been written by the Public Parking staff in comparison to the first three months of FY11. As indicated by the graph below, revenues have been on a consistent decline since February. The second quarter should improve as approximately 800 legal letters were sent out recently.



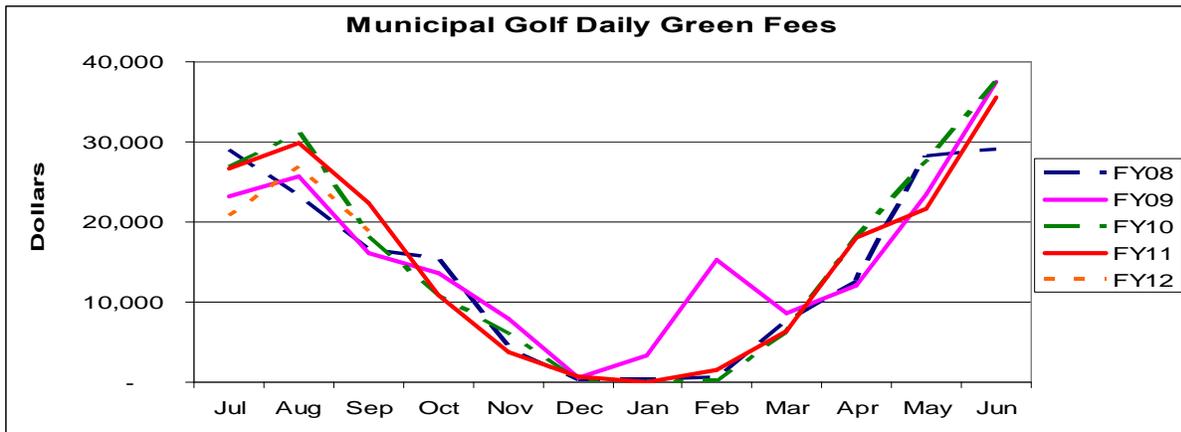
The **Water Protection fund** ran below target at 23.8%. With the 12% rate increase at the beginning of July, Sewer service charges were below the mark by \$288K, but showed an increase of 21% when compared to year to date September FY11. The July rate increase of 12% will be more reflected in the second quarter since there is a delay of 45-60 days between billings and collections. Wholesale users, including South St. Joseph Sewer District also underwent a rate increase (13.6%) at the beginning of the fiscal year. SSJSD

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was above trend by \$47K, a 16% increase when compared to this same time during the previous year. Sewer service penalties were 19% above quarterly projections (\$34K above trend). The fund, in total, had generated \$719K more than this time one year ago.

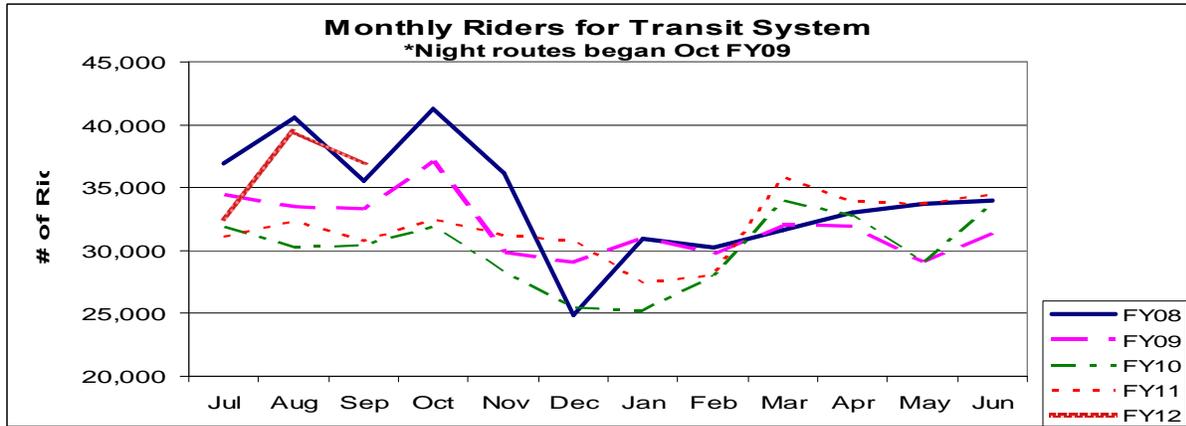


The extreme, summer temperatures may have been a little too hot for some golfers. **Municipal Golf** had a good overall quarter at 33%, but down \$20K from a year ago. It should also be noted that in the first quarter of FY11 the clubhouse had recently been renovated and business was ramped up as many customers were anxious to see the amenities. Daily green fees and tournament fees were each above trend at 36% and 38% respectively, but below prior year revenues as shown in the graph below, the fund endured the lowest July in the previous five years. August and September were each a decrease from the corresponding months of FY11 as well. Golf cart rentals are comfortably above target by \$26K. A portion of the renovations included the banquet/meeting room which has been a widely used facility and had collected 61% of its budget. Driving range fees had increased by 11% compared to this time last year. Concessions were down a bit from the opening quarter of FY11, but above trend by \$17K.



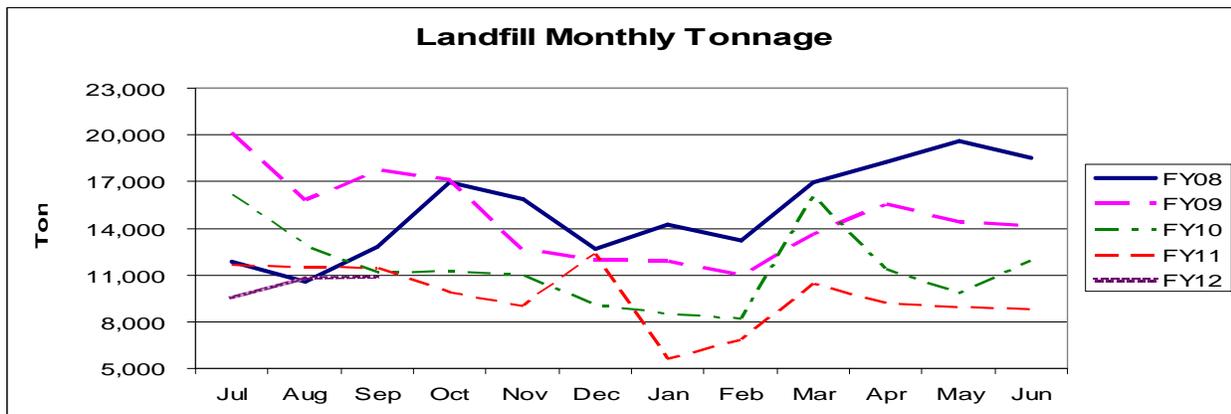
With the high fuel prices the **Transit** fund remained steady at 28%. Daily fare box revenues collected \$12K more than the quarterly projections. This represented an increase of 12% compared to this time in FY11. Adult ticket sales had been on the decline since FY11 and continued to do so at 18% (a 24% drop compared to first quarter FY11). Senior/Handicap tickets were just under trend by 1.3%. Advertising revenue was steady with approximately \$2,000 being received from Houck Advertising each month. In the fall of FY11, Transit staff began selling Jefferson tickets for a 15% commission. This line item replaces the transit station lease that was vacated by Jefferson one year ago. While it had added to Transit staff workload, it had exceeded the monthly rental revenue previously received and has collected 31% of its budget.

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The **Landfill** fund continued the downward slide at 22%. Daily fees were under budget by \$111K which was a 9% decrease when compared to the first quarter of FY11. Revenues have been in an overall decline with the economic conditions and after Deffenbaugh withdrew from their dumping agreement in FY09. Monthly average charges for Deffenbaugh have dropped from \$81K during FY11 to \$34K for FY12. Indicated by the graph below, tonnage was 11% lower than what was received year to date September FY11.

Recycling revenue . landfill operations did well for the quarter at 40%. The main recycling site had been significantly above trend (39%) since the more conveniently located recycling center opened in late March of FY11.



II. Expenditures

Barring anything of significance to note at this point in the fiscal year, the only information provided is the percent of the operating funds budgeted expenditures as of the end of the first quarter (target approx 25%).

General Fund

Amount of GF operating budget expended at year-to-date: 25.7%

Street Maintenance Fund

Amount of Streets Maintenance operating budget expended at year-to-date: 15.1%

Parks Maintenance Fund

Part time wages are at 48% for the year. Although high, this is \$10K less than the first quarter of FY11. Looking at October, expenditures for the seasonal help have been reduced, but should still be watched closely as staff will be used for flood cleanup.

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Amount of Parks Maintenance operating budget expended at year-to-date: 26.5%

CDBG Fund

Amount of CDBG operating budget expended at year-to-date: 13.1%

Aviation Fund

Amount of Aviation operating budget expended at year-to-date: 22.2%

Parking Fund

Amount of Public-Parking operating budget expended at year-to-date: 19.0%

Water Protection Fund

Amount of Sewer operating budget expended at year-to-date: 19.1%

Golf Fund

Part-time wages were at 42%, but based on seasonal activity they were close enough to trend. Salary & Wages were 2.4% over trend which has FICA over quarterly projections as well.

Several areas are significantly over budget. A majority of them should decrease as the off-season approaches. Motor fuel was at 40% budget and should tail off when the weather turns colder. Materials/Supplies for resale were only 3.5% shy of expending its full year budget. Water Services are \$18K over the mark which was \$4K more than this time in FY11.

Amount of Golf operating budget expended at year-to-date: 42.2%

Transit Fund

Amount of Transit operating budget expended at year-to-date: 24.9%

Landfill Fund

Amount of Landfill operating budget expended at year-to-date: 18.0%

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INVESTMENT REPORT

COMMENTARY

Investment Report is for the twelve month period ended September 30, 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

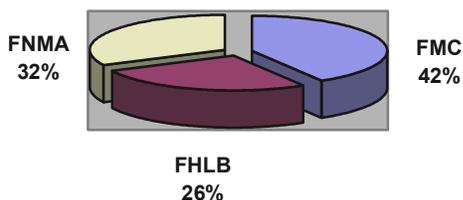
As of September 30, 2011, \$33,991,365 of the City's idle cash was invested in U.S. Treasury Bills, Agency Securities, and cash. The majority of the investments purchased were Agency Discount Notes with maturities of 180 days or less. Individual yields on the securities range from 0.01% to 0.51% with 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.

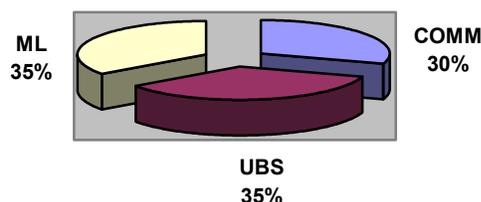
Some Agency Discount Notes are guaranteed by the full faith and credit of the U.S. Government, but most carry only a moral obligation of Congress to protect investors. These notes usually have higher yields than Treasury Obligations, and include federal agencies such as the Federal National Mortgage 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

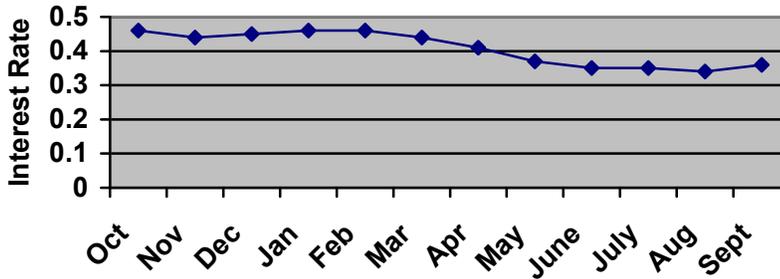


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INTEREST INCOME

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 September, 2011 was 0.36% compared to 0.56% in September, 2010. Interest rates gradually fell below 0.40% in May, 2011 and stayed there ever since. Because of collateral agreements with the banking institution insuring cash balances, this is as safe as investments in U.S. Treasury Bills.

**October 1, 2010 - September 30, 2011
Interest Rates**



Fiscal Year 2011/2012

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

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	7,857.17
April, 2011	6,915.47
May, 2011	7,771.75
June, 2011	9,291.92
July, 2011	5,413.95
August, 2011	5,127.97
September, 2011	<u>4,882.50</u>
12 Month Total	\$87,114.52

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 \$40,710,973 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 \$16,564,064 held at various locations as instructed by the bond transcripts.

The charts beginning on the next page show the September 30, 2011 status of city cash by type of investment, type of restriction and unrestricted cash balances.

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CASH By Type of Investment September 30, 2011

Checking Account Balance:		\$6,719,608.01
U.S. Government and Agency Securities:		
Federal Natl Mortgage Association	\$10,996,658.06	
Federal Farm Credit Bank	13,996,456.14	
Federal Home Loan Bank	8,998,250.36	
		33,991,364.56
Cash and Investments		40,710,972.57
Bond Reserves (held at various institutions)		16,564,063.83
		\$57,275,036.40

CASH By Type of Restriction September 30, 2011

Unrestricted Cash Balance:		
Cash	\$6,719,608.01	
Investments	33,991,364.56	
		\$40,710,972.57
Restricted Cash Balances:		
Bond Reserves (various institutions)	16,564,063.83	
		16,564,063.83
		\$57,275,036.40

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 \$40.7 million %unrestricted+cash figure above by fund and designated uses (if any).

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CASH

UNRESTRICTED CASH BY FUND

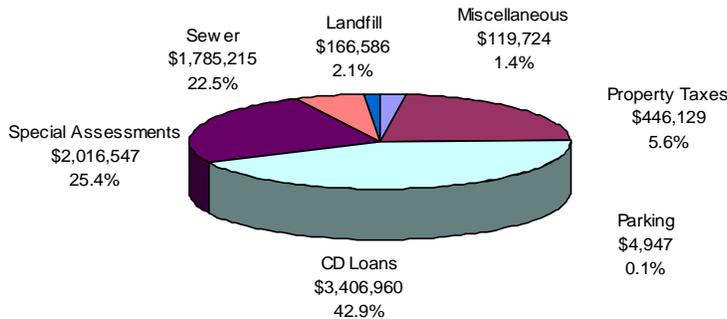
September 30, 2011

General - Cash	(\$1,406,490.53)	
Emergency	1,125,000.00	
Escrows/Grants	154,020.26	
Public Nursing Richardson Trust	85,170.84	
Senior Center Foundation/WMorgan Trust	7,051.05	
Cell Phone	848,396.42	
Computer Reserve	133,037.87	\$946,185.91
<hr/>		
Street Maintenance - Cash		1,509,135.16
Parks, Recreation & Civic Facilities - Cash		(140,845.27)
CDBG - Cash		(825,296.69)
Special Allocation - Cash		2,197,794.54
Riverboat - Cash		351,523.86
Museum		350,628.65
Downtown Business District - Cash		50,993.89
Capital Projects - Cash		104,102,218.90
Aviation - Cash	(1,981,640.56)	
Escrows/Grants	9,387.11	(1,972,253.45)
<hr/>		
Parking - Cash	199,840.01	
Escrows	6,200.00	206,040.01
<hr/>		
Water Protection - Cash	4,920,493.92	
In House Bond Reserve	4,181,578.26	9,102,072.18
<hr/>		
Golf - Cash		(12,537.56)
Mass Transit - Cash		6256,387.53
Landfill - Cash	5,421,613.04	
Post Closure	4,331,714.92	9,753,327.96
<hr/>		
Worker Compensation - Cash		972,479.47
Payroll - Cash		454,854.60
Library - Cash		0.00
St. Joseph Gateway TDD - Cash		69,624.13
East Hills CID - Cash		3,890.28
CDBG Loan Funds - Cash		1,026,748.47
		<hr/>
		<u>\$40,710,972.57</u>

FIRST QUARTER FY2012 FINANCIAL REPORT
ACCOUNTS AND LOANS RECEIVABLE REPORT
COMMENTARY

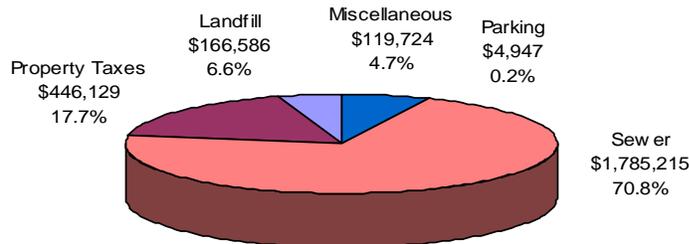
This Accounts and Loan Receivable Report covers the first quarter ended September 30, 2011. The purpose of this report is to identify the various types and amounts of receivables, discuss the City's various collection efforts and provide an estimate of receivable collectability. Total Accounts and Loans Receivable at September 30, 2011 are \$7,946,108, broken out as follows:

**Accounts Receivable and Loan Receivable Report
For Quarter Ended September 30, 2011**



Accounts Receivables are generated from routine services provided to City residents and from taxes, licenses and fees. Loans and Lien Receivables are special payment arrangements created for specific individuals within the community. Details of each type will now be discussed in detail by type.

**Accounts Receivable
For Quarter Ended September 30, 2011
(Excludes Loans and Special Assessments)**



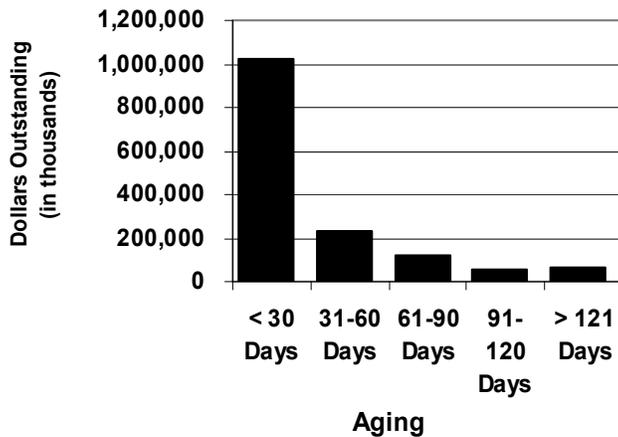
The Accounts Receivable chart above excludes CDBG loans and Special Assessments receivables due to the varying factors. CDBG loans are spread out over 30-40 years, leaving most of the receivable due into the future and not past due. Special Assessments are liens upon property which are assumed uncollectible at the point of issuance due to the nature of the lien.

Water Protection Fund receivables (70.8%), as shown on the next page, include City billings to South St. Joseph Industrial District, septic load processing charges, and MAWC sewer use charges. It also includes all sewer user charges billed and collected by Missouri American Water Company per the Billing and Collection Agreement. The Missouri American Aging is shown below. Accounts over 90 days are turned over to their third party collection agency. Any collections are remitted to the City, less collection fees of 18-25%. These receivables are reported monthly to the Financial Services Department for recording of revenues, allowance for uncollectible accounts, and collection fees.

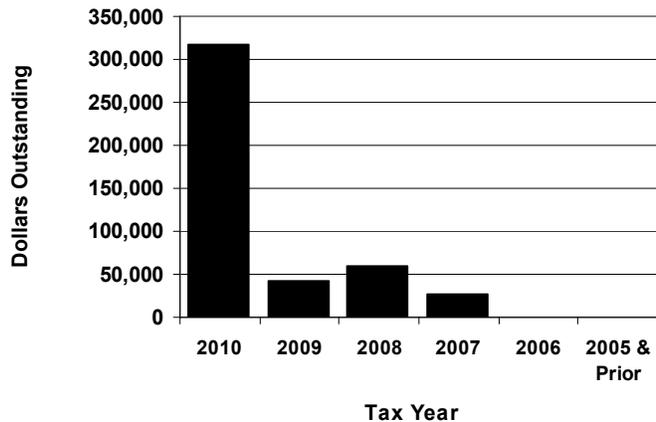
FIRST QUARTER FY2012 FINANCIAL REPORT

As of September 30, 2011, sewer receivables totaled \$1,785,215. MAWC receivables make up a majority of the receivable with \$1,493,562, eighty-three and seven-tenths (83.7%). The remaining City billings total \$291,653 or 16.3%, most from the South St. Joseph Sewer District (\$182,326). Per contract, SSJSD has 45 days in which to remit payment of amounts due to the City, remaining on the receivable listing longer than most accounts. Their balance is current. The remaining receivable balance due includes the Oak Mill settlement of \$100K. However, the only payments to date have been a good faith payment received in June, 2010 and a restitution payment through the Court on August 16, 2011. The United States Department of Justice has been notified of Oak Mill's failure to comply with the settlement schedule.

**MAWC Sewer Account Aging
As of Sept 30, 2011**



**Property Taxes Receivable
as of Sept 30, 2011**



Property Tax receivables (17.7%), (shown above) include the receivables for tax years 2010 & prior. County collections from July through September, 2011 total \$268,775, compared to \$353,554 for all funds in fiscal year 2011, a twenty-four (24%) percent decrease. Taxes due on June 30, 2011 were approximately nine (9%) percent greater than the previous year. more to collect in FY2012. Approximately \$324,580 is also being held in the Buchanan County Collector's Taxes Paid Under Protest bank account from Albaugh, Altec, Sara Lee and Johnson Controls. These funds should be settled by the State Tax Commission soon and received before the end of calendar year 2011.

The City 2011 tax levies (FY12) were set on August 22, 2011 at \$1.1251 per \$100 valuation, the same levy as 2010 as valuation increases offset the annual Hancock adjustment. The Buchanan County Collector will be mailing out the 2010 tax bills around November 15, 2011. With the economic outlook remaining cautious, we will continue to closely monitoring fiscal year 2012 tax receipts.

Landfill Fund receivables (6.6%) include hauler accounts set up for monthly billing and land leases approved by contract. These are billed by the Financial Services Department based upon reports provided by Landfill staff. Total billings to date are \$544,138, a decrease of \$71,918 or twelve (12%) percent over the same period in fiscal year 2011. Total tipping fee revenues of \$863,639 represent a decrease of nine (9%) percent from fiscal year 2011. Outstanding receivables, as of September 30, 2011, total \$166,586. Two of the long-term trash haulers are experiencing some difficulties in these economic times. Financial Services and Landfill staff are trying to work with them to bring their accounts current. The decline in Deffenbaugh monthly tonnage is also a factor in the shortfall.

Parking receivables (<1%) include parking permits billed for City garages. Other receivables include parking citations outstanding recorded in the Parking Access database. A total of 2,008 parking citations

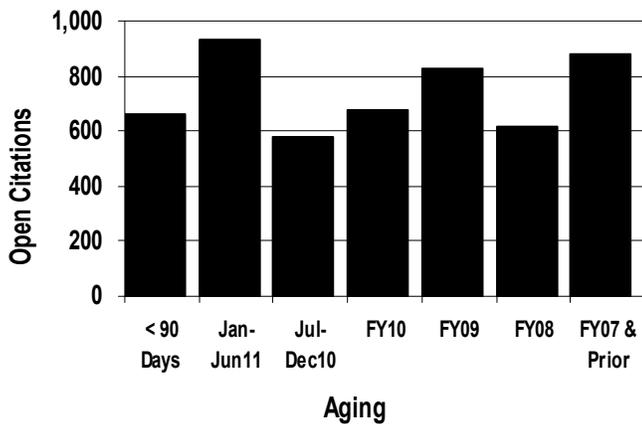
FIRST QUARTER FY2012 FINANCIAL REPORT

have been written this fiscal year . 1,277 by public parking staff, 727 by police officers and 4 by fire inspectors.

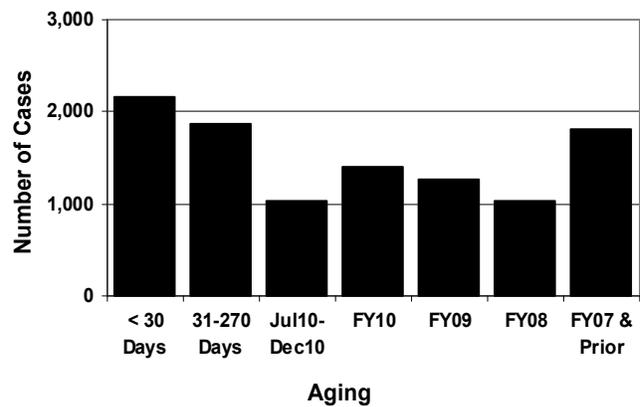
Most revenues collected in the Parking Fund are not included as a receivable due to the possibility of parking tickets being protested or being handled with a trial in court, etc. Revenue is recognized when received. To date, total parking fine revenues are \$30,099, of which \$27,844 (92.5%) are fines remitted directly to the City and from collection letters generated by Financial Services. Municipal Court summons have resulted in the remaining \$2,255 (7.5%). A total of 1,763 collection letters were mailed this quarter and 5,171 citations remain as of September 30, 2011. The aging of citations is shown in the table below.

The Parking Fund continues to receive one half of the motor vehicle fees collected by the Buchanan County Collector and the \$1 fee added to Ticketmaster events at the Civic Arena to assist in parking lot maintenance fees.

**Aging Open Parking Citations
as of Sept. 30, 2011**



**Municipal Court Open Cases
As of Sept 30, 2011**



Municipal Court receivables are recorded in the INCODE Court software. Open citations as of September 30, 2011 total 10,541 a decrease of 33 citations (0.3%) from the previous quarter.

The table above shows the aging of open cases. As of September 30, 2011, court fines and fees collected total \$260,262, compared to \$336,373 for the same period in fiscal year 2011, a twenty-two and six-tenths (22.6%) percent decrease. City retained Court revenues are \$211,111 compared to \$273,448 in fiscal year 2011, a similar decrease. The citations filed for FY2012 total 4,144, compared to 4,473 for FY2011, a decrease of 329 citations from all Departments. The largest decrease (398) comes from the number of police officer citations filed.

Miscellaneous Receivables (1.5%) are billed by Financial Services. 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, franchise taxes and PILOT taxes due per Chapter 100 agreements, Hockey Club and Figure Skating Club ice rentals, Birth/Death certificate monthly billings, monthly pound fees for area cities, and Buchanan County Health Contract;
 Streets Maintenance Fund . Street/utility cuts, culvert pipe purchased for installation;
 Parks Maintenance Fund . Horace Mann monthly leases;
 Special Allocation Fund . Invoices sent to Buchanan County for County portion of EATS sales tax;
 Aviation Fund . Monthly hangar leases, land leases, monthly Airport Café lease;
 Mass Transit Fund . Bus station lease, State of Missouri bus passes purchased; franchise taxes;
 Payroll Fund . Retiree and Cobra insurance billings.

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Business Licenses/Permits are also miscellaneous receivables, but not included in the total. Most of these billings will result in an unknown amount of revenue as many are based upon gross receipts unknown at the time of renewal.

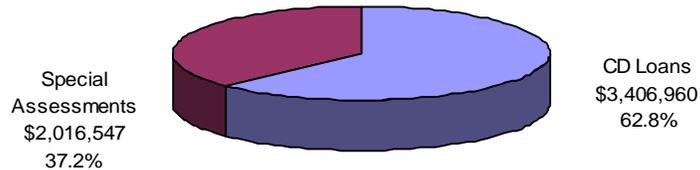
Annual licenses, permits and inspections for business activity are billed and collected by the Customer Assistance Department and recorded in Permits Plus Software when received. A total of 1,165 new and temporary business licenses and permits have been issued since May 1, 2011, the new billing cycle. The distribution of all new business permits and licenses issued are broken down by type as follows:

Business Licenses and Permits By Type
Fiscal Year 2012

Type	FY2012		YTD Revenue	
	New	Temporary	FY12	FY11
Liquor licenses	25	30	\$4,614	\$9,285
Alcohol server licenses	363	338	\$9,700	\$6,720
Health permits/inspections	50	72	\$11,454	\$13,745
Alarm permits	266	18	\$7,025	\$7,097
Fire inspection permits	33	14	\$3,165	\$6,288
Trade licenses	47	0	\$2,804	\$2,941
Contractor licenses	2	0	\$100	\$300
Business licenses	379	16	\$88,436	\$63,711
Totals	1,165	488	\$127,297	\$110,086

Collection efforts continue for the expired business licenses due on June 30, 2011. To date, these efforts include the original renewal application and a delinquent letter. Courtesy phone calls and a summons to Municipal Court will be forthcoming for those failing to renew. To date, 268 of those business licenses remain expired.

Loan & Special Assessment Accounts Receivable
As of Sept 30, 2011



Lien & Special Assessment receivables (42.9%) total \$2,016,547 include demolition liens (\$1,052,995), general code violations for weed and trash liens (\$881,455), and street and sewer improvement/use liens (\$82,097). Demolition and weed and trash liens are billed and collected by the Customer Assistance Department, with payment arrangements available on demolition liens up to a ten (10) year period in which to pay back the City. Sewer Improvements and Street Special Assessments are billed and collected by the Financial Services Department.

Accounts deemed to be collectable may be pursued through additional collection letters and, if necessary, lawsuits filed in Buchanan County Circuit Court as a personal debt of property owners. Inspectors continue to be issue summons to Municipal Court for violations. The City requests restitution

FIRST QUARTER FY2012 FINANCIAL REPORT

for any costs incurred in cleanup of the property. Amounts paid by the defendant include fines for non-compliance and any City restitution for that particular violation.

Fiscal Year 2012 year-to-date collections for all liens total \$25,602, compared to \$27,345 or a decrease of \$1,743 (6.4%) for the same period in fiscal year 2011.

Aging of Special Assessments - Amount Due			
Period	Dollars	Dollars (%)	#
Current	122,778	6.1%	616
Jul- Aug10	121,320	6.0%	394
Jan-Jun10	213,227	10.6%	653
Jul- Dec09	443,450	22.0%	751
FY09	137,502	6.8%	459
FY08	97,200	4.8%	414
FY07	113,826	5.6%	451
FY06 & Prior	767,245	38.0%	1,654
Total Outstanding	2,016,547	100.0%	5,392

Community Development (C.D.) Loan receivables (62.8%) 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 \$3,406,960, less than one percent (0.4%) or \$12,020 are principal and interest past due.

The Accounting Division, in 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. Outstanding accounts and loan amounts due vary by type and are illustrated below.

**CD Loans Outstanding
As of Sept. 30, 2011**



FIRST QUARTER FY2012 FINANCIAL REPORT

PURCHASE ORDERS (CONTRACTS) BETWEEN \$5,000 AND \$25,000

COMMENTARY

The City's purchasing policy allows the City Manager to approve contracts between the amounts of \$5,000 and \$25,000. The following lists those contracts** issued in the first quarter of Fiscal Year 2012 between those limits.

7/1/2011	Aerial FX Inc.	\$ 10,000.00	Fireworks Display for 4th of July	Parks
7/14/2011	Logan Contractors Supply Inc.	\$5,596.00	(2) Pallets Detachable ADA Warning Panels (40 Panels Per Pallet)	Sewer Mtnce
7/18/2011	Sanofi Pastuer Inc.	\$6,046.00	15 Vials Adacel & 5 Vials Decavac (10 doses per Vials)	Health
7/20/2011	Leslie Schulte	\$ 5,000.00	Services to Develop Medical Reserve Corp & Recruitment of Volunteers	Health
7/21/2011	Horizon Equipment	\$ 24,578.00	(2) Kawasaki Mule 4010 ATV	WPF
8/10/2011	Mid States Blower Inc.	\$ 6,730.00	Installation of New Blower Overhaul Kit	WPF
8/11/2011	J J and J Inc.	\$ 6,730.00	5400 Sq Ft Zoysia Fairway Sod	Golf
8/11/2011	Shawnee Mission Ford, Inc.	\$ 19,629.00	2011 Ford Ranger	WPF
8/11/2011	World Wide Technology	\$ 16,822.50	(50) Microsoft Office Professional Licenses plus 2010 Licenses	IT
8/15/2011	Night Vision Guys	\$ 5,050.00	(2) ATN GEN 3 night Vision Goggle System	Police
8/17/2011	Sto-Away Power Crane	\$ 8,301.78		WPF
8/17/2011	ADAPCO	\$ 11,060.00	7 Cases Strike Ultra Psychoda Fly Reduction (4 liter containers per case)	WPF
8/19/2011	Action Electric	\$ 7,000.00	Emergency A/C repairs	WPC
8/19/2011	Kustom Signals Inc.	\$ 6,499.00	(4) Falon II Radars	Police
8/22/2011	Bronner Construction & Crane	\$ 10,000.00	Rental of Crane Lift	WPF
9/26/2011	Eckards Home Improvement	\$ 6,188.00	Carpet & Installation Rm 405 at City Hall	Bldg Mtnce
9/27/2011	Knapheide Truck Equipment	\$ 18,800.00	(4) Stainless Steel Pickup Spreaders	Streets
9/27/2011	American Equipment Co	\$ 13,816.00	(4)Boss Mdl 7'6" Super Duty Reversible Snow Plows	Streets

** Does not include purchase orders issued for the following:
 Community Development Rehab Loan Projects
 Gasoline Purchases
 Price Agreements
 Work Orders for Professional Services approved by a Master Agreement

FIRST QUARTER FY2012 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 first quarter FY2012, 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.

Fiscal Year 2012

For the Quarter Ending :

<u>Transfer</u>	<u>Expenditures</u>		<u>Expenditures</u>		<u>Comments</u>
<u>Number</u> <u>Object</u>	<u>Decrease</u>	<u>Object</u>	<u>Increase</u>		
<u>City Manager</u>					
BT014	1460	(5,000.00)	1365	5,000.00	CHANNEL 19
<u>Customer Assistance</u>					
BT004	1265	(4,800.00)	1365	4,800.00	TABLE & CHAIRS
<u>Police</u>					
BT011	1120	(5,300.00)	1498	5,300.00	YOUTH ALLIANCE GRANT
BT024	1365	(2,000.00)	1515	5,000.00	INSURANCE SETTLEMENT
	1390	(1,000.00)			
	1390	(1,000.00)			
	1410	(1,000.00)			
<u>Health</u>					
BT020	1390	(1,700.00)	1490	1,700.00	LAUNDRY SERVICES
		<u>\$ (21,800.00)</u>		<u>\$21,800.00</u>	

FIRST QUARTER FY2012 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 Cntrct Period	Orig Ext Period	# of Ext. Left	CY Contract Ext Expires	Final Ext Expires	Advertise Date Approx.	Date RFP Due Approx.	Dept
Copier Rental	ProServ	1	3	3	Apr-2012	Apr-2015	Nov-2014	Dec-2014	FS
Lawn Mowing for WPC	Mark's Lawn Mowing	1	2	2	Apr-2012	Apr-2014	Jan-2014	Feb-2014	PW
City Cemetery Mowing	J & P Services	1	2	2	Apr-2012	Apr-2014	Feb-2014	Feb-2014	PH
On Call- Architectural	Riverbluff Architects	1	3	3	Apr-2012	Apr-2015	Dec-2014	Jan-2015	PW
On Call- Architectural	Ellison Auxier Architects	1	3	3	Apr-2012	Apr-2015	Dec-2014	Jan-2015	PW
On Call- Architectural	Goldberg Architects	1	3	3	Apr-2012	Apr-2015	Dec-2014	Jan-2015	PW
On Call- Architectural	Creal Clark & Siefert	1	3	3	Apr-2012	Apr-2015	Dec-2014	Jan-2015	PW
Backfill & Repair of Street Cuts	JD Bishop Construction	1	1	1	Apr-2011	Apr-2012	Feb-2012	Mar-2012	PW
Transit Pension Trustee Service	US Bank Institutional Trust Roeland Park, KS	1	2	2	May-2012	May-2014	Mar-2014	Apr-2014	MT
Vending Machine Service	Smith Vending/Acme	1	2	2	Apr-2012	Apr-2014	Feb-2014	Mar-2014	MT
Professional Asbestos Verification & Analysis	Asbestos Consulting & Testing Lenexa, KS	1	3	3	May-2010	May-2010	Mar-2010	Apr-2010	PM
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 Rosecrans Airport	Life Net Air Medical Service	1	4	3	Jun-2011	Jun-2014	Feb-2014	Mar-2014	AV
Police Pension Investment Custodian	Citizens Bank and Trust Maryville, MO	1	4	1	Jun-2011	Jun-2012	Mar-2012	Apr-2012	FS
Banking	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

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Auditing	Cochran, Head & Co.	1	4	0	Jun-2011	Jun-2011	Feb-2011	Mar-2011	FS
Bond Counsel	Gilmore and Bell Kansas City, MO	5	0	0	Jul-2015	Jun-2015	Feb-2015	Mar-2015	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
Workers' Compensation Third Party Administrator	Thomas McGee, L.C. Kansas City, MO	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2011	Jun-2011	None	None	HR
Workers' Compensation Excess Insurance Greater than \$350,000 per claim	Safety National Casualty Co. Brokered by Thomas McGee, L.C.	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2011	Jun-2011	None	None	HR
Workers' Compensation Bond	Safety National Casualty Co. Brokered by Thomas McGee	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2011	Jun-2011	None	None	HR
Property Insurance	Great American Insurance CBIZ BCK&W	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2011	Jun-2011	None	None	HR
Boiler & Machinery Insurance	Chubb CBIZ BCK&W	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2011	Jun-2011	None	None	HR
Airport Liability Insurance	ACE Property & Casualty CBIZ BCK&W	1	Annual Renewal	Annual Renewal	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
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	Annual Renewal	Annual Renewal	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

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Temporary Labor	The Staffing Center	1	2	2	Aug-2011	Aug-2013	May-2013	Jun-2013	PR
Transit Long Term Disability	Todd M. Joe, Broker for Met-Life Stewartville, MO	2	0	0	Sept. 30, 2012	Sept. 30, 2012	Jul-2012	Jul-2012	MT
Transit Life & AD&D Insurance	OCHS, Inc. Broker for Minnesota Life St. Paul, MN	3	0	0	Sep-2014	Sep-2014	Jul-2014	Aug-2014	MT
Airport Café	Michelle McMillian	5	5 (1 Year)	5 (1 Year)	Sep-2016	Sep-2021	May-2021	May-2021	AV
Transit Advertising Signs	Houck Transit Advertising St. Paul, MN	5	0	0	Oct-2016	Oct-2016	Jun-2016	Jul-2016	MT
Transit vehicle and General Liability Ins.	Crane Agency, Broker for Travelers Chesterfield, MO	1	0	0	Sep-2012	Sep-2012	Jul-2012	Aug-2012	MT
Lawn and Lot Care Services for Transit	Mark's Law Mowing	1	1	1	Apr-2012	Apr-2013	Feb-2012	2/222012	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	Annual Renewal	Annual Renewal	Dec-2011	0	None	None	HR
Legal Services Environmental Issues	The Sessions Law Firm Kansas City, MO	4	0	0	Dec-2011	Dec-2011	Sep-2011	Oct-2011	L
Employee Dental	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

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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
Softball Officiating Services	St. Joseph Umpires and Scorekeepers Association	1	4	1	Jan-2012	Jan 1, 2013	Nov-2012	Dec-2012	PR
Legal Services Labor and Employment Law	The Lowenbaum Partnership, LLC St. Louis, MO	5	0	0	Jun-2012	Jun-2012	Feb-2012	Mar-2012	L
Golf Professional	Mike Habermehl	3	2	2	Jan-2013	Jan-2015	Sep-2015	Oct-2015	PR
Soft Drink Concessions - Civic Arena	Cadbury Schweppes Bottling	5	0	0	Jan-2013	Jan-2013	Sep-2012	Oct-2012	PR
FAA	ATC & Airway Facilities Sector Office FAA Logistics Branch KCMO	5	0	0	Jan-2013	Sep-2013	Jun-2013	Jul-2013	AV
Employee Assistance Program	Catholic Charities	3	1 (3 year period)	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

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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	1 (5 Years)	0	Jan-2014	Jan-2014	None	None	AV
Consultant	CBIZ/BCK&W	3	Optional Annual Renewal	Optional Annual Renewal	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	Express Flight, Inc	5	0	0	Jan-2015	Jan-2015	Oct-2014	Oct-2014	AV
Exclusive, Non-Alcoholic Beverage Sponsorship for Fairview Golf Course	Pepsi Beverages Co	5	0	0	May-2015	May-2015	Feb-2015	Feb-2015	PR
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	Month to Month Lease	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	On-going 30 days notice	0	None	None	Not bidding until Recycling Center is relocated.	None	PW
Drug & Alcohol Testing	Heartland Occupational Medicine St. Joseph, MO	1	Annual Renewal	Annual Renewal	Ongoing Contract Requires 30 Day Written Notice of Cancellation Last Bid in 1997	0	None	None	HR

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Work Comp Initial Treatment Services	Heartland Occupational Medicine St. Joseph, MO	1	Annual Renewal	Annual Renewal	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	Annual Renewal	Annual Renewal	Ongoing Contract - Automatic Annual Renewals Requires 30 Day Written Notice of Cancellation Last Bid in 2000	0	None	None	HR

TIF PROJECT UPDATES
for Quarter Ended
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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		BUDGET	ACTUAL	BUDGET	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	\$0	\$2,532,000	\$478,802	(\$3,168,179) Sales tax to date 1.9% over FY2011.
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	\$660,763	\$0	\$45,840	\$10,519	(\$696,084) Developer has been completely reimbursed the approved \$5,600,000 for property acquisition, demolition, and site improvements. City has been reimbursed \$1,166,097 for improvements to Stockyards Expressway. Includes City, County and Franchise Tax incremental EATS. Greatest percentage from franchise taxes in March, 2011. Also includes cafeteria tenant sales taxes, not previously budgeted. 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 Disbursements on hold until all taxes caught up.	\$130,394	\$0 2010 taxes remain Delinquent - set up as year end receivable	\$149,190	\$10,792	(\$268,792) Includes City share of add'l Hotel/Motel taxes and 1 cent TDD tax.
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 No PILOTS anticipated	\$0	\$0	N/A

TIF PROJECT UPDATES
for Quarter Ended
September 30, 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		BUDGET	ACTUAL	BUDGET	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			\$647,453	\$109,450	\$0	\$106,780	\$22,374	(\$193,856)
				Add'l phases plus overages on site work. Approved SO 7045-3/26/07			Costs certified to date - \$4,484,898.42 EBR - \$2,757,896.24 HHS - \$ 1,727,002.18				Total EATS \$22,374 - EBR (70%) - \$15,662; City infrastructure (30%) - \$6,712	
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			\$1,411,207	\$383,140	\$0	\$13,870	\$1,759	(\$395,251)
				Approved by SO 7224 on 12/3/07/bond issuance per SO7361 on 5/19/08.			Bonds - \$4,103,755.39				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 have been submitted.	No anticipated PILOTS for FY2012.		No activity.	Franchise taxes only on utility usage by upstairs tenants.	No reimbursement request has been submitted.

TIF PROJECT UPDATES
for Quarter Ended
September 30, 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		BUDGET	ACTUAL	BUDGET	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 - \$1,767,642 Disbursed to date: \$2,659,272 East Hills TIF - \$1,813,823 East Hills CID - \$845,449 TIF Costs Certified to Date: \$22,118,296 CID Costs Certified to Date: \$14,796,999	\$534,895	\$0	\$279,000	\$69,799	(\$744,096) Gordmans, Charming Charlies and Jose Peppers new tenants. Seasonal tenants opening soon.	
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 - \$42,900 \$2,463,930.29- Certified to Date	\$35,700	\$0	\$0	\$0	(\$35,700) Few homes completed and real proptry taxes being received. Few homes completed and franchise 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			\$14,576 \$1,197,597.00- Certified to Date	\$0	\$0	\$11,750	\$2,042	(\$9,708) PILOTS expected until FY2012	Em Chamas only open evenings, so minimal sales taxes coming in.	
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			\$1,322,007	\$6,112	\$0	\$380,500	\$138,055	(\$248,557) All approved reimbursable costs have been submitted and approved. As of this date, CID Bonds have not been issued. CID remains inactive.	City Sales Tax EATS Only.	Sonic opened Aug, 2008. Waffle House opened Nov, 2007. Mr. Goodcents open spring, 2010. Base \$250K eliminated per Second Amended Agreement July
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	\$751	\$0	\$0	\$0	To date residential homes only constructed. No sales tax anticipated yet.		