
TRANSMITTAL

TO: Mayor Bill McMurray and City Council Members

THROUGH: J. Bruce Woody, City Manager

FROM: Tom Mahoney, Director of Administrative Services

DATE: May 31, 2018

SUBJECT: FY2018 Third Quarter Financial Report

Attached is the FY2018 Third Quarter Financial Report.

Along with a narrative summarizing the City's budget position as of March 31, 2018, the following reports are included on activity in the third quarter:

1. Investment Report/Cash Balances
2. Accounts & Loan Receivables Status
3. Contracts Executed - \$5,000 to \$25,000
4. Routine Budget Transfers
5. Vendor Contract Expiration Dates
6. Economic Development Project Status

Attachment

cc: Department Directors
Administrative Services Managers
St. Joseph Web Site

FY2018 Third Quarter Financial Report

For the Quarter Ending March 31, 2018

FY2018 THIRD QUARTER FINANCIAL REPORT

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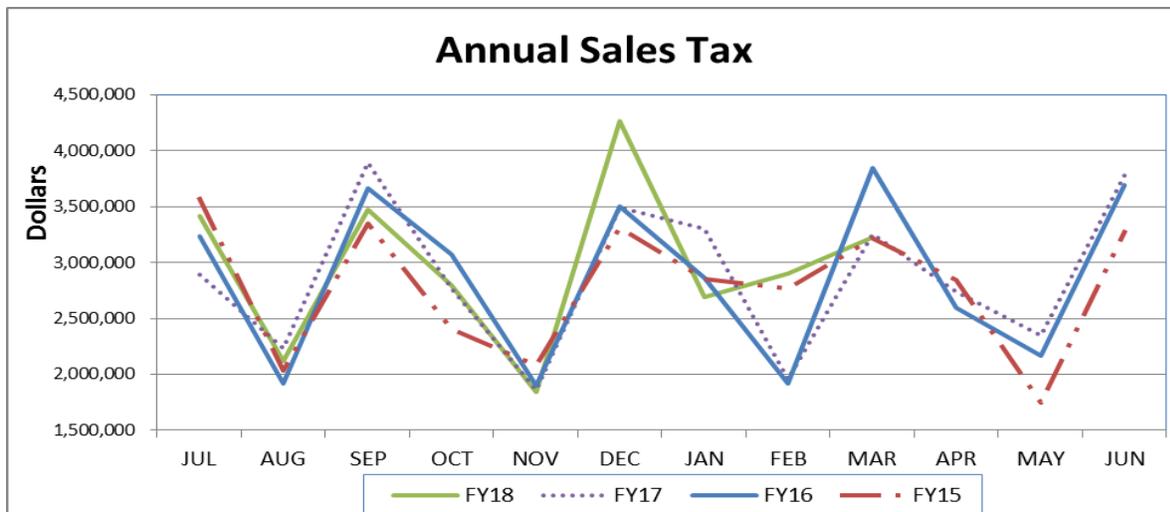
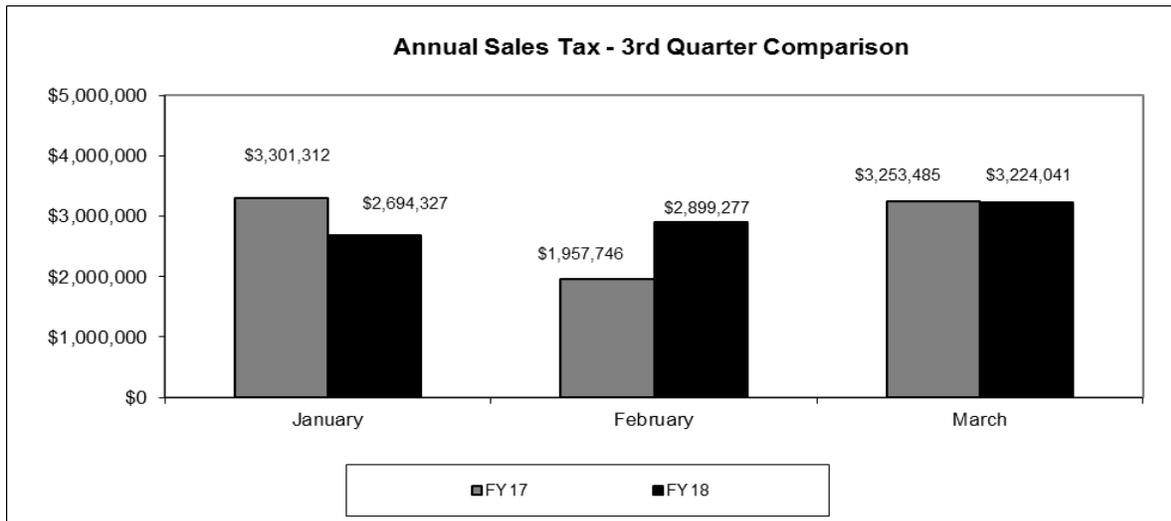
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By the end of the third quarter of the fiscal year, nineteen (19) payroll periods had occurred which indicates that total expenditures for salaries and benefits should be at seventy-three percent (73%). Being nine months into the year, revenue and other expenditure items should be at approximately seventy-five percent (75%) of the FY2018 budget.

I. Multi-Fund Revenues

A. Sales Tax Revenues

At the end of March, annual sales tax was ahead of budget by 2.0%, and showed a measurable increase of \$1,070,000 when compared to this time in FY17. This includes the Public Safety tax that went into effect during the City's third quarter of FY14. These receipts included the remaining portion of the holiday shopping season. The quarter was relatively steady averaging a monthly collection rate of \$2,900,000. According to the first graph below, the average collection for the third quarter was \$101,700 more than the third quarter of the previous year. Amazon began charging sales tax in the state of Missouri starting February 1st of 2017. The amounts below also include the General, SIMR, CIP, and Transit sales taxes along with the City's portion of the EATS generated by the various TIF and STRA development projects.



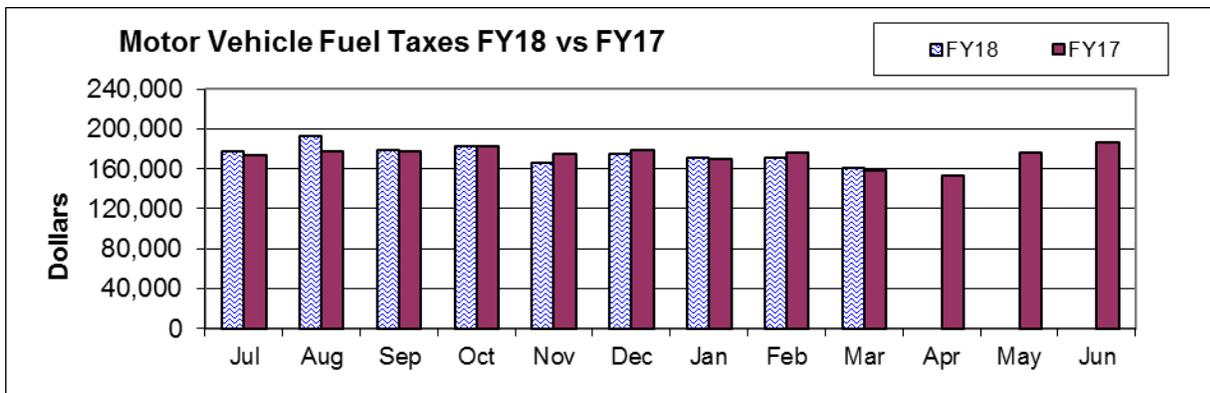
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Cigarette tax revenue was a little below its target at 69%, down \$28,900 from this time in FY17. This stream of revenue has been in decline for several years. It showed an uptick during the prior year when the State of Kansas made a significant increase to their cigarette tax. **Motor vehicle sales tax** revenues sat above the mark by \$9,300 and brought in 3% more than the first three quarters last year. Revenues were expected to dip based on changes to State Statutes for out of state vehicle tax a few years ago, but this has not been the case. One explanation could be that there does not appear to be a significant amount of individuals that purchase vehicles outside the state.

Hotel/Motel taxes faltered during the quarter and were short of budget at 67%. The total received was a slight decrease of 2% when compared to the same timeframe of FY17. The final quarter should bring travelers and tourists to boost to the revenue stream.

The **Public Safety** tax is a half-cent tax that was implemented as of January 1, 2014. The total collected at the end of the quarter was 3.6% above projections, a positive variance of \$186,200. This was up by an amount of \$141,800 when compared to the same timeframe of the previous fiscal year. Revenues collected are used to provide salary increases to public safety departments, hire additional police officers, and purchase fire equipment. The tax operates under a 20-year sunset clause.

Motor vehicle fuel taxes met budget in the **Streets Maintenance Fund** at 77%. Fuel prices averaged around \$2.30 per gallon for most of the quarter. Revenues were 0.6% higher than this time last year, an increase of \$9,400. According to the graph below, the consistent prices at the pump resulted in a steady year to date (averaging \$175,000 per month).



CIP Sales Tax in the Capital Projects Fund was on pace with projections, and showed an increase of 2.9% from one year ago. Renewal of the tax will be up to the voters this summer when it appears on the August ballot. **Mass Transit Sales tax** showed similar results and met budget at the end of the quarter.

B. Real and Personal Tax Revenues

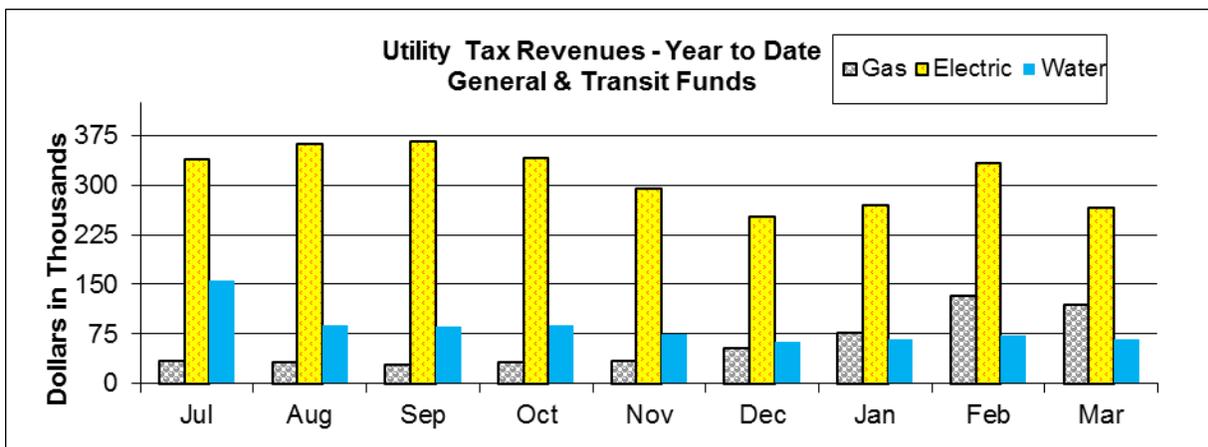
A majority of the total anticipated real and personal tax revenues have been collected for the year. Current real estate for the **General Fund - Non Departmental** received 99.1% of projections, a minor increase of 0.5% when compared to the previous fiscal year. Current personal property for General Fund – Non Departmental fell 2.7% of the target, but still showed an increase of 1.2% from this time in FY17. Prior real estate was down 25% when compared to one year ago. Prior personal property was 12% more than this time last year. In total, collections for General Fund – Non Departmental were flat with a marginal decrease of \$9,000 from the prior year.

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In the **Parks Department within the General Fund**, current real estate received 0.7% less than projections and generated 0.5% more than the previous year. Current personal property for the department was collected at a total of 96.2%, up 1.2% from one year ago. The **Health Department within the General Fund** showed similar results with current real estate at 99.3% and current personal property 96.2%. Current real estate for the **Parks Maintenance Fund** collected 99.1%, and showed an increase of 1.7%.

C. Utility Franchise Fees for the General fund were just ahead of target at 77%. An unseasonably cold March had gas revenues up 18% from the same time in FY17. Missouri Gas Energy became Spire in late September and requested a rate increase which was not granted by the Public Service Commission. Electric franchise revenues collected 81% of its budget. The combined total of gas and electric were above budget by \$144,000. 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/gas increases.

With still a quarter remaining, water revenues exceeded total year projections by \$9,800. On top of a dry summer and fall came a dry winter as well. Totals received equaled to an increase of \$97,000 when compared to the same timeframe of FY17. **Cable** utility taxes were short of the mark at 71%, and decreased by \$17,000 from this time last year. Market shares have trended downward since Cablevision was bought out by Suddenlink during 2011. In addition, online streaming is gaining more and more popularity with the average consumer. **Telephone** revenues had a down quarter and sat at 70% of budget, down 2% compared to this time in FY17. Revenues had been very close to projections for the first half of the year. Cell phone revenues were on track at 77%, but declined by \$98,300 in comparison to one year ago. Numbers for cell phone have been on a steady decline for a few years now due to continued exemptions by federal and state laws. After the FY17 budget was decreased by 33% (\$1,500,000 to \$1,000,000), the FY18 budget was decreased by an additional 10%.



II. Fund Specific Revenues

A. Other Major Revenue Sources

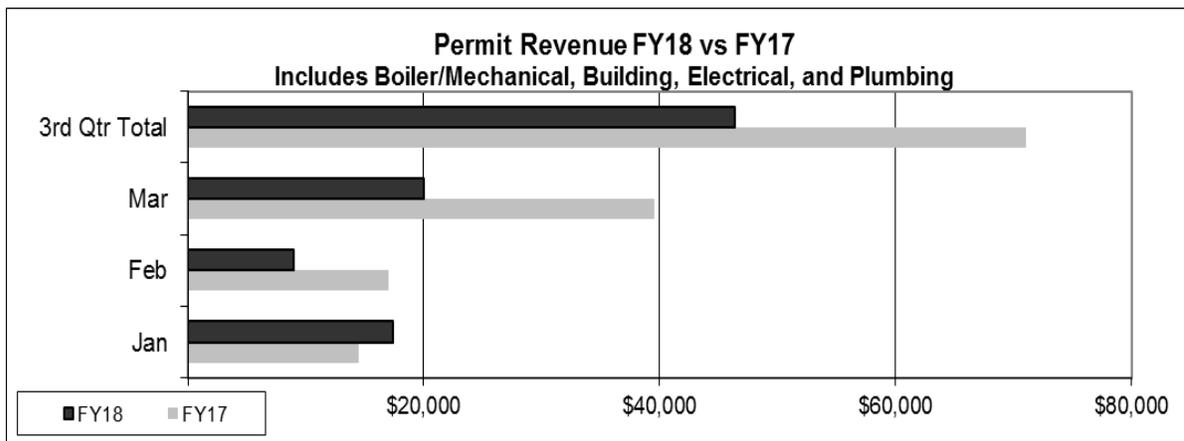
Municipal Court fine revenues were well under the pace at 48%, and showed a major decrease of \$137,000 when compared to the same period of FY17. Revenues have been in a significant downward trend for a few years now. The main reason for the struggle is lack of filed violations. Total violations filed by departments were down 24% from the year before. Most of the decline was attributed to Police which had 25% fewer violations filed (a decrease of 2,450). Code Enforcement also had a significant drop of 41%. Only Animal Control showed a positive swing with a slight increase of 4% from this time last year. A total of 2,656 fewer violations had been filed when

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compared to March year to date of the previous year. **DWI enforcement** in the Patrols Operations program was significantly under budget at 25% due to State legislation creating a max fine of \$250.00 during FY16. Revenues showed a decrease of \$1,700 when compared to this time in FY17. **State DWI enforcement** was under projections at 59%, but remained unchanged from the previous year. **Police processing fees** took a major hit as of August, 2015 when State legislation abolished all warrant processing fees in response to the incident in Ferguson, Missouri. A total of \$3,000 had been collected year to date. Prior to the legislation, the revenue generated by this source averaged \$110,000 annually.

Server licenses, in the Support Services program, were on track at 74%. This was a bump up of 11% compared to same time in FY17. The server license is a three-year license which means fluctuations will occur from year to year.

Construction and project development appears to be down in the city this year. **Building Development permits** are on the decline and well under budget. As indicated by the graph below, total revenues for the quarter struggled with \$24,600 less collected than the third quarter of the prior year. **Building permits** were under target at 52% of the budget collected, and decreased by \$33,700 when compared to one year ago. **Boiler permits** were also below projections (51%), and dropped \$9,200 from the same period as the previous year. **Electrical permits** were performing the best at 69%, and had only decreased by \$1,000 from a year ago. **Plumbing permits** were shy of the mark at 68%, and showed a decline of \$4,000 compared to the first three quarters of the prior year. Better weather and warmer temperatures during the final quarter are desperately needed.



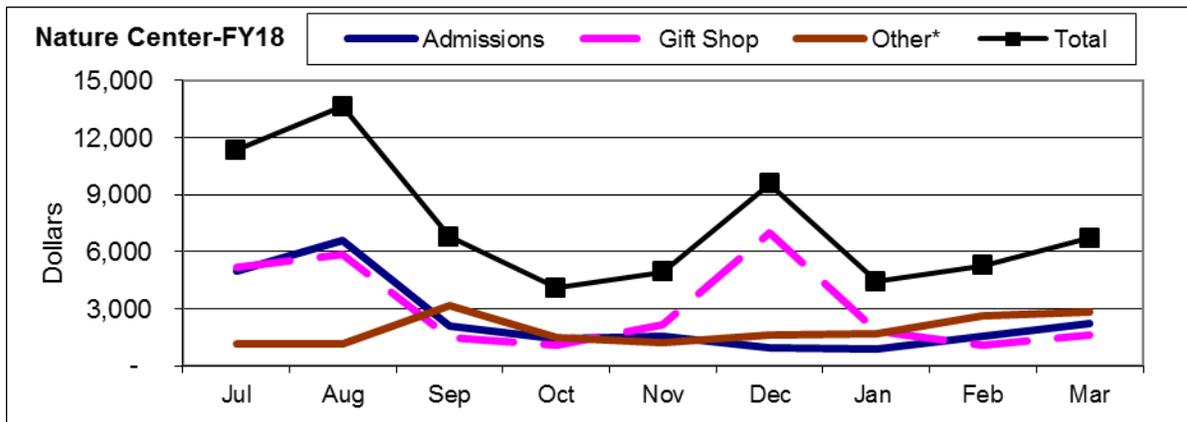
Garage sale permits, which typically do not garner much activity during the winter, only collected 40% by the end of March. This was a decrease of 8% from one year ago. For several consecutive years now, Council has approved a four-day free garage sale weekend in August where the permit fee was waived. **Business Licenses** and **Liquor Licenses** will be billed in May, 2018 and due June 30, 2018.

While revenues for the **Parks, Recreation & Civic Facilities** department were only at 59.6% of budgeted projections, the total was only \$20,900 (0.5%) down from this time in FY17. The outdoor programs should provide a significant jolt to the department during the fourth quarter.

- **Summer Softball** league fees started collections in March for the new season, and were off to a slow start. Revenues were only at 26%, down \$11,400 from the previous year. Softball leagues have been in decline for a number of years now.

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- Total revenues for the **Nature Center** steadily picked back up during the quarter and the program was in great shape at 90%. This was a small decrease of \$1,400 in comparison to this time in FY17. The total does not include a \$60,000 donation received in November from Friends of the Park. Admissions were under target at 64%, and had experienced a decrease of 6% from one year ago. As indicated by the graph below, Gift shop revenues flourished in December and more than doubled the average monthly collection of the first five months. The shop has been a popular source for holiday gifts the last two years. The shop had generated \$3,100 more than this time last year. Rental of the meeting room was close to expectations at 72%, and decreased by \$1,900 compared to the same time the previous year. Educational programs for the Nature Center were flat from the year before and met budget for the year with still three months remaining. The Center has held its own through the slow season of winter and now should be primed to have a strong finish to FY18.



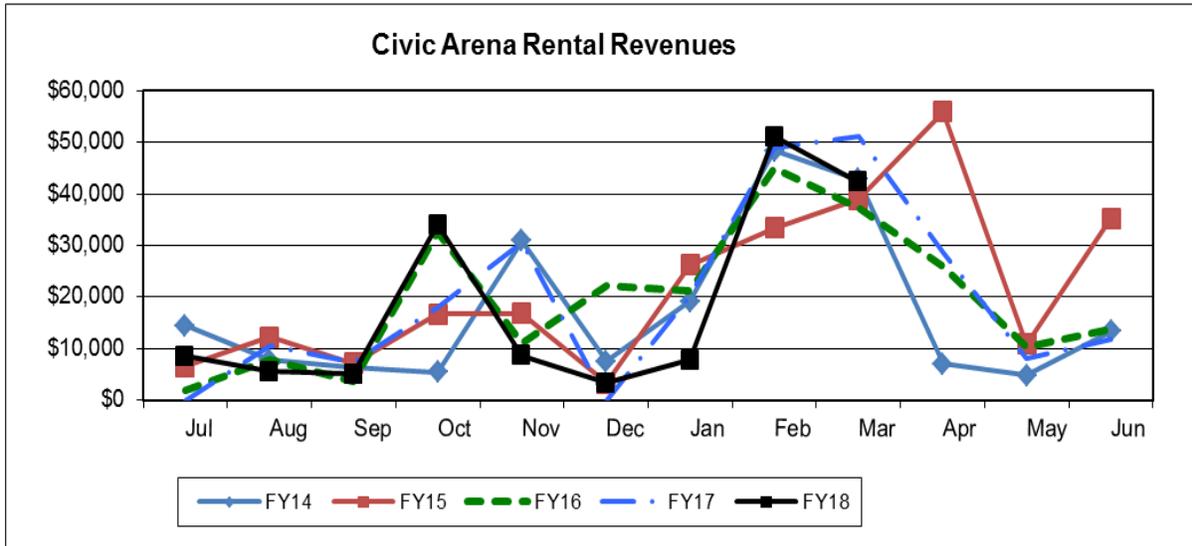
*Other includes Memberships, Program Income, and Meeting Room Rent

- Overall, the **Senior Center** was meeting projections, and showed an increase of 13% in comparison to the same time the previous year. Recreation fees were just under target at 67%, and had decreased by 6% from a year ago. Cafeteria fees were just below budget at 72%, and down 10% from this time last year. Construction of the new parking garage located at 8th & Felix may have created a deterrent for customers of the center. Work on the project has continued since the fall of 2016. The garage was completed in January so revenues should pick back up if this was indeed a factor. Donations that had been received improved by 53% when compared to the same timeframe of FY17. Memberships had been collected at 85% of the budget to date.
- Revenues for the **REC Center** were just above the mark at 76%. A majority of the program's success came from volleyball/youth basketball that had collected 77% of budget by the end of the quarter. This was an increase of \$35,000 when compared to the same timeframe as last year. New leagues have been added this year with the addition of the outdoor pickle ball courts. Memberships had made a turnaround and were up 14% (\$7,300) compared to the prior year. Individual day passes also saw a surge during the quarter and were at 82%, and totals collected were very close to the prior year. Fitness classes collected 94% of the budget by quarter's end. Concessions were close to projections at 74%, but showed a decline of \$5,000. This stream of revenue, normally a bright spot for the program, has been in decline for most of the year. With a positive swing this quarter, it remains to be seen if this is the beginning of a positive trend or only the by-product of New Year's resolutions and the Pound Plunge program. Overall, the program has improved by 22% compared to the prior year.
- All positive news continues at the **Bode Complex**. A busy third quarter had the facility surpassing total year budgeted projections by \$19,500. In fact, all main facets of the program had reached their budgeted targets for the year. Ice rink admissions were up 8% from this

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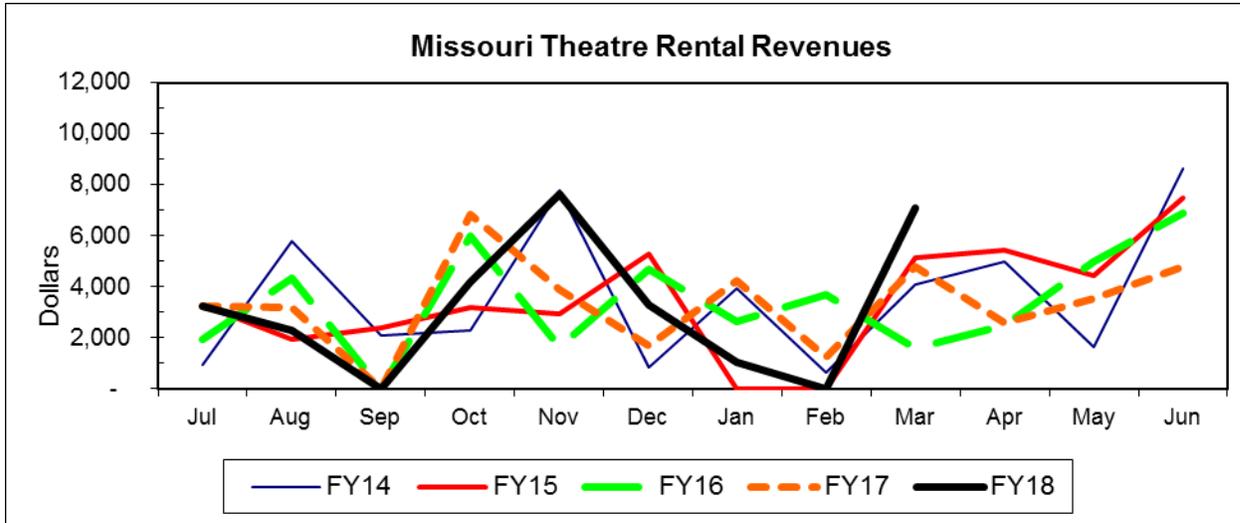
time in FY17. In the last few years the arena has become a popular spot for birthday parties and other events which have greatly helped admissions. Skating lessons showed a significant increase of 17% compared to the prior year. General ice rental was 24% above total budget, and revenues were up \$4,500 from one year ago. Ice rental for hockey had also met budget at the end of the quarter and had collected nearly equal to the same time frame of the previous year. The complex was \$17,500 ahead of pace compared to March year-to-date of FY17.

- The Civic Arena had a productive quarter and played catch up from a very slow first six months of the year. Rental for the arena was at 66% of the projected budget. Revenues were much improved collecting \$21,300 more than the first two quarters combined. Despite the good quarter, revenues were still 20% behind the pace of FY17. As noted by the next graph, the third quarter of the fiscal year is typically the strongest for the arena. Equipment rental was on track, but down \$17,700 compared to the same time in FY17. Special promotions were \$5,800 above total budget for the year. Concessions for the arena registered at 86% of its budget, but showed an improvement of \$14,400 compared to one year ago. Many events were held at the arena during the third quarter, and many more are needed for the fourth quarter. Unfortunately, history shows that the fourth quarter is not traditionally a strong one.



- A strong March had the **Missouri Theatre** on pace with projections at 73% with not much change from the previous year. Much like the Civic Arena, revenues are usually stronger after the first quarter. More shows and events are scheduled for the fourth quarter. The program has a decent chance to match budget. The following graph shows a comparison between the five most recent fiscal years. Office rental was in line with budget.

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Health department revenues in all programs were on track, and up 8% from the same period of the previous year. **Birth & Death certificates** were in good condition at 91% of budget, and increased by \$8,800 from a year ago. This revenue stream can be highly unpredictable from year to year. **Animal Control** collections were on target with budget, and were up \$12,200 when compared to the same time in FY17. A majority of the pet licenses are renewed in April and May.

B. Special Revenue & Enterprise Funds

The **Gaming Initiatives** fund fell short of projections at 66%. These totals equaled to a decrease of \$11,700 when compared to the same timeframe of FY17. State admissions were the culprit with the lower revenues, collecting 16% less than budget. State gaming met the target and actually showed a small increase of \$6,800 compared to this time last year.

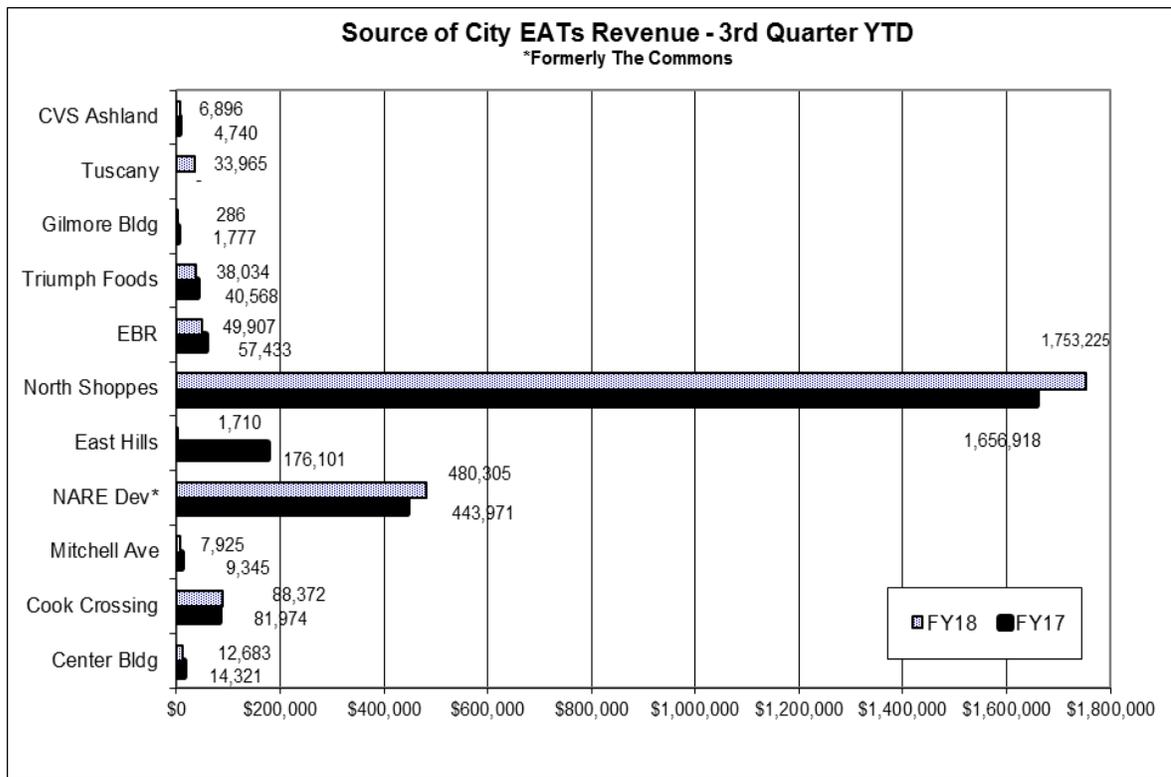
In the **Special Allocations** fund, **PILOTs (property tax)** revenues were billed by the Buchanan County Collector in November, 2017. All funds have been received for the year. In total, PILOTs for the fund finished 3% ahead of projections and showed a minimal increase of 0.7% when compared to the previous year. **EATs (sales tax)** revenues for most of the developments were close to their respective targets.

- City EATs for the **North Shoppes** were above budget by 4.7%, and showed an increase of 6% (\$96,000 more) when compared to last year at this time. A new spa (ISpa Nail Lounge) opened for business during the third quarter. Numbers are improving in spite of the fact that a few significant businesses have closed within the last few years (Bob Evan's, Famous Dave's, Pier One Imports, and Payless Shoe Stores). The developer is working to get these pads filled.
- **EBR TIF** City EATs were under budget at 59%, and were down \$7,500 when compared to totals of one year ago. The development has rarely been under projections since it began generating revenue. Plans were recently announced for an 18-hole miniature golf course to be constructed at the west end of the development. It is currently in the construction phase and the goal for completion is this summer.
- Revenues for the **North American R.E.** development (formerly known as the Commons) were just under projections at 72%, but showed a jump of 8% when compared to this time during the prior year. The Human Bean and El Maguey are the most recent additions to the development.

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- The **East Hills TIF** had yet to reach its base by the end of the third quarter. The CID sales tax received is down 11% from the same time last year. Vanity, Charlotte Russe, and Lids all closed during the quarter. The mall lost a significant tenant with Charming Charlie leaving in December. The developer is still in search of an anchor tenant to replace Sears which vacated spring of 2017. The mall recently started construction on a new area called “The River” which will feature several pop-up retail spaces along with a full-time coffee shop.
- City EATS for the **Center Building** were above budget, but down from a year ago. Revenues were collected at 91% of budget by the end of March. This was a decrease of \$1,600 when compared to one year ago. This could be contributed to the inconvenience of new construction taking place downtown. Once these projects are complete revenues for the TIF should improve even further.
- The **Cook Crossing** development is close to target at 74% of budget. This represented an increase of \$6,300 (8%) when compared to the same timeframe of FY17.
- The **Tuscany Village** development began generating revenues early in calendar 2017. This fiscal year \$26,000 in City EATs have been collected, 4% above total year projections. To date, the district consists of a Speedy’s gas station, Subway, Fairfield Inn hotel, and an urgent care center. More businesses are in the plans for the area.

The following graph illustrates the source of EATs for the third quarter in comparison with FY17.

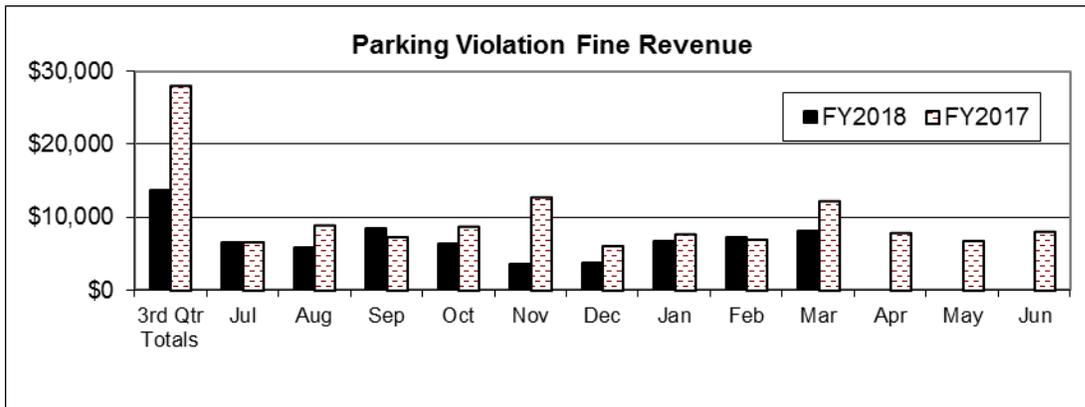


Aviation revenues were in good shape above budget. Hangar rent was well above the quarterly mark at 84%. The taxiway project was completed in the fall which eliminated inconveniences that the construction had presented to tenants the past year. Sales of gas and oil had decreased by 6% in comparison to the same time in FY17, but had topped total revenue projections by 4% with still one quarter to go. All other lease and rentals were up to par with budget. The program saw an additional one-time revenue of \$136,900 for rental spots for the eclipse earlier this year.

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The **Public Parking** fund was on track with budget. The influx of Mosaic employees and customers were making a definite impact. Collections of the garage at 5th & Felix were very strong \$5,500 above projections. This was an increase of \$10,500 when compared to this time last year. Revenues for 6th & Jules were positive with 80% collected for March year to date. As part of the German American Building TIF project, the garage at 8th & Felix was demolished during the fall of 2016. In its place, a multi-purpose garage was completed in January with the potential of a grocery store or other retail to be added later. This project among others in the downtown area should provide a significant boost to the revitalization of downtown and ultimately bring in more revenue for all other lots and garages as well.

Parking violation fine revenues were well under budget at 52%, down \$21,800 from a year ago. As illustrated by the following graph, third quarter totals were cut in half in comparison to collections from the third quarter of the previous year. The Parking Staff which had been down a parking control technician since the spring was able to finally fill the position by the end of the quarter. Tickets issued by the Parking Staff decreased by 43% when compared to the same period in FY17. Police-issued tickets show a drop as well (down 33% from one year ago). In total, over 2,100 fewer tickets had been written during to date for all departments. Hopefully the addition of the technician will increase enforcement of the garages and streets going forward.

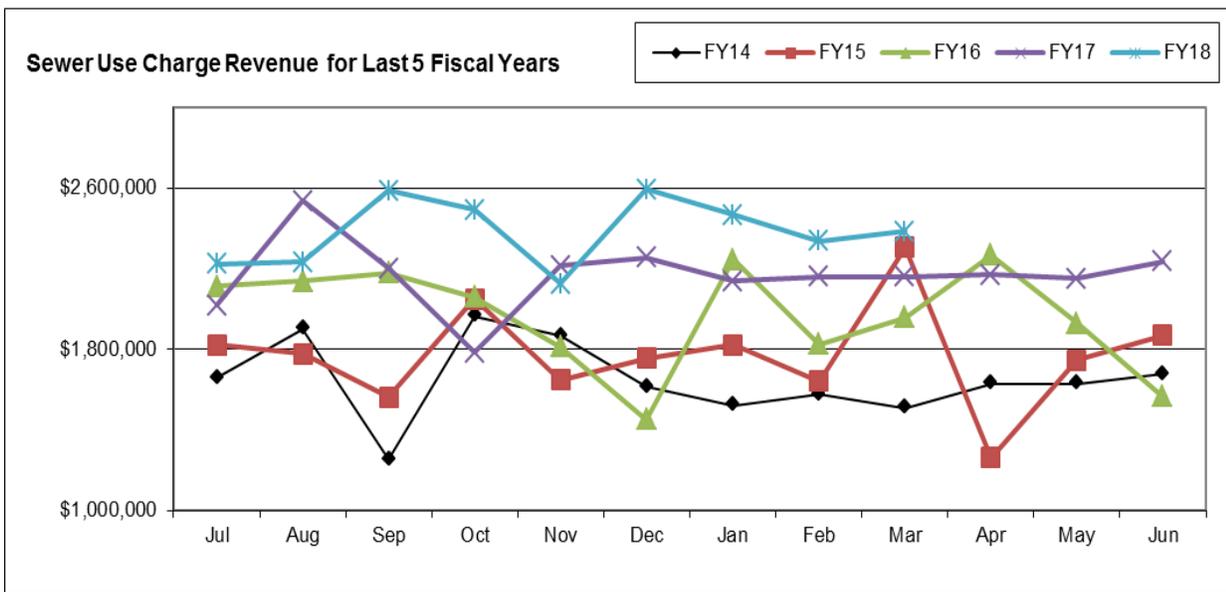


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The **Water Protection fund** was ahead of projections by 3.4%. A rate increase of 11% in July had sewer service charges up 10% from this time the previous year. According to the graph below, monthly sewer use charges have averaged just above \$2,382,000 this fiscal year. In comparison, the first nine months of FY17 received a monthly average of \$2,162,000. A more aggressive collection policy was implemented at the beginning of FY16. The collection policy includes that all customers that are 60 days or greater past due will receive a termination notice. Those customers are given the option to pay the past due amount within 30 days or enter into a payment plan. Failing to do so, they risk termination of water services. Staff also increased the volume of termination notices sent out to past due customers. On average, 1,270 notices have been sent out each month during FY18. Staff has worked diligently to collect on overdue accounts reducing bad debt to 3.7%. To date, over 1,700 customers were disconnected this fiscal year. In most of these instances, the customer made the proper payment/arrangement to have services restored. As of the end of March, 246 customers were actively on some form of payment plan.

The South St. Joseph Sewer District was below budget by \$137,700, and 2% below totals for this time the previous year. The district added a couple of new businesses to their collection system last year including Daily Premium Meats and Protein Inc. Sewer system development fees were on track, but down \$4,000 when compared to the same time in FY17. Sewer service penalties were comfortably above quarterly projections at 95%, up \$43,700 from a year ago. The fund, in total, had generated over \$1,649,000 more than this time last year.

The 11% rate increase that was passed by City Council largely covers the continuing costs of restructuring the sewer system in order to be in compliance with federal regulations. It was recently concluded that there would be no rate increase for FY19. This can be contributed to staff's hard work to eliminate the bad debt and also the small amount of projects planned for the upcoming year in relation to the combined sewer overflow system.

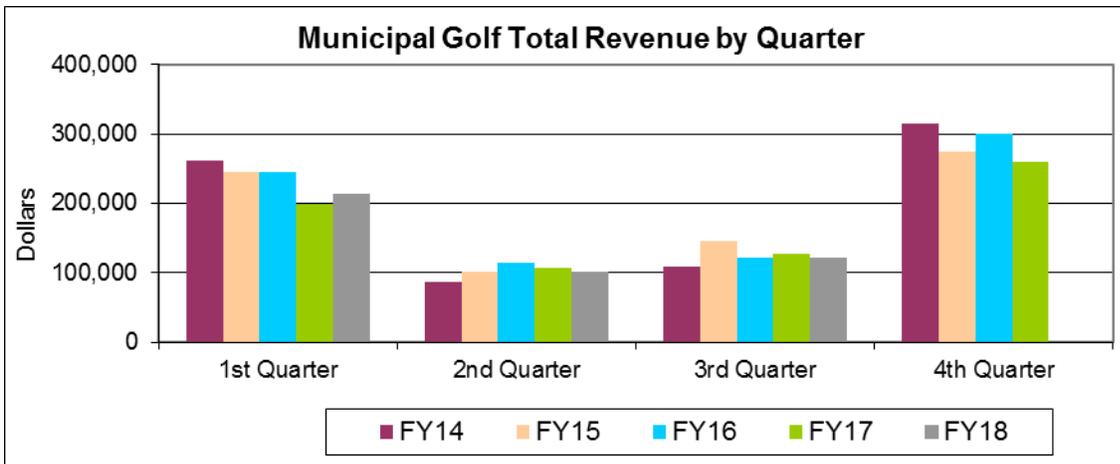


Revenues for the **Municipal Golf** fund continued its downward trend. In comparison to the previous year, revenues received had dropped by 7%. This equaled to a decline of \$32,200 from a year ago. The cold and odd snow events in March resulted in the lowest collection for third quarter green fees in the last nine years. One highlight of the fund was the meeting/banquet room rental that received 86% of budget. Green fees were at 60% by the end of the quarter and tournament fees were well behind at 37%. Indicated by the graph below, thanks to a strong start to the year, green fees were still \$3,400 above totals at this time last year. The pro shop was at 66% with an increase of \$5,900

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from a year ago. Concessions have been strong in past, but have tailed off a bit recently, showing a decline of 3% compared to FY17. Annual fees were also down (16%) from last year. The golf simulator, in its third year, has not fared any better. Simulator-related revenues combined to collect \$2,200 less than this time the previous year.

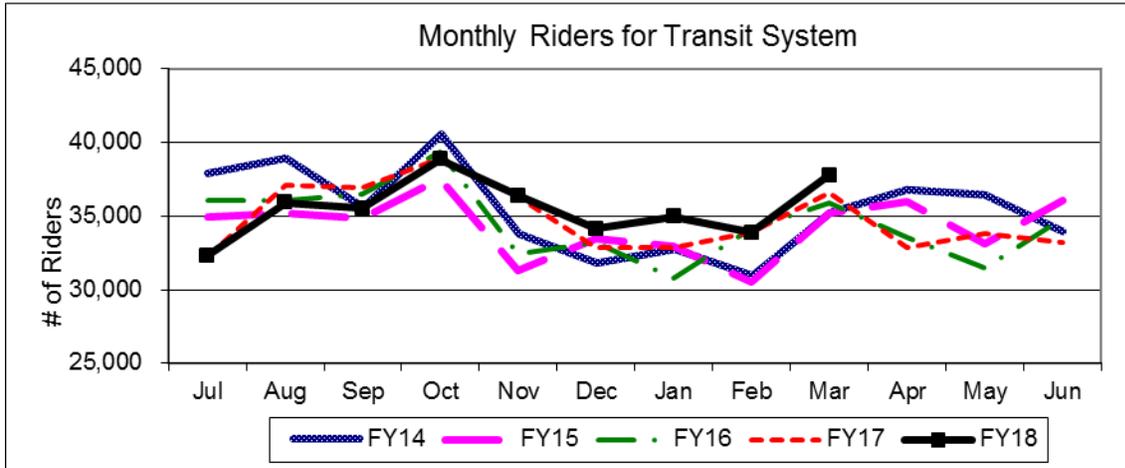
An underlying factor for the slumping revenues could be the game is fading in popularity. Certain sporting goods businesses have dramatically reduced their golf inventory or completely removed it altogether. Over 800 golf courses across the United States in the past decade have closed. In addition there are now more local options for golfers in St. Joseph. In the past year, change of management at two golf courses has resulted in conversions from private to public courses.



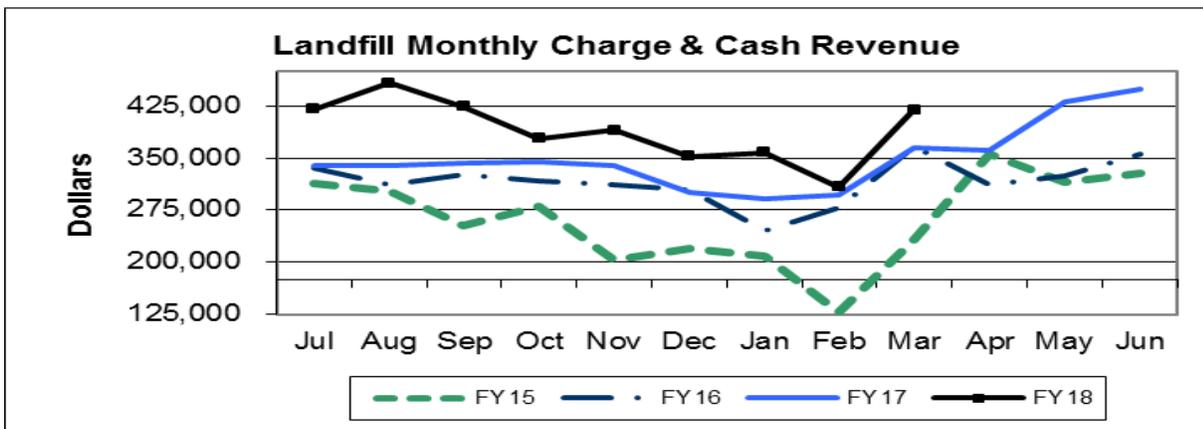
The **Transit** fund did well collecting 80% of projections. However, the total equaled a decrease of \$9,100 when compared to the same timeframe of the previous year. According to the following graph, ridership is up slightly by the smallest of margins at 0.6% from this time in FY17. Daily fare box revenues were just under budget at 73%, and dipped \$8,300 from this time last year. A contributing factor could be the price of fuel remaining low and affordable throughout the end of the quarter. Adult ticket sales were the main driver of the fund being above total year projections by \$9,000, an increase of \$6,400 from the same time during the previous year. Youth tickets sales had collected 85% of the projected budget. Senior/Handicap ticket sales were also above the mark at 80%, and increased by \$1,100 from this time in FY17. Advertising fell off pace at only 50% of budget

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collected. This represented a decrease of 50% as by this time last fiscal year 100% of projections had been collected. Commissions for tickets sales were behind at 58%.

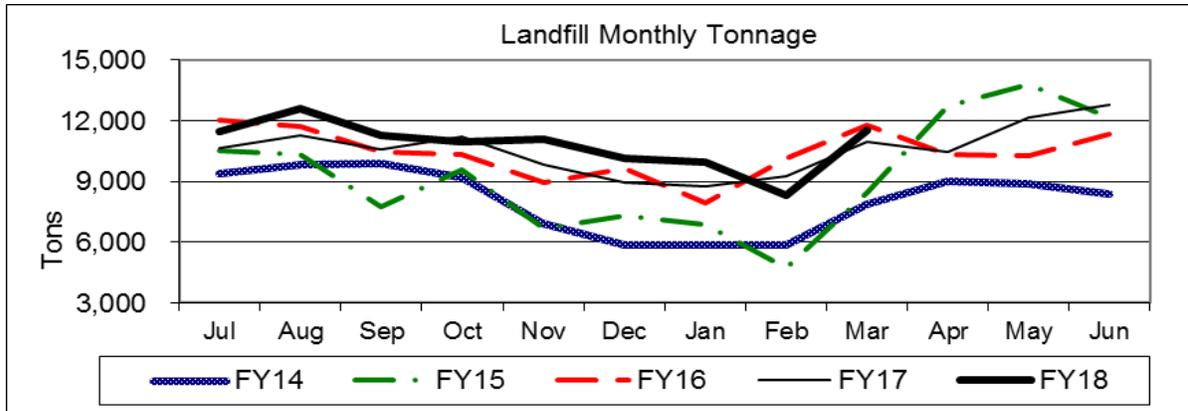


The **Landfill** fund continued to have positive numbers and topped total year projections by 3.6% (\$120,000) with a quarter remaining. **Daily revenue** had increased by 18% when compared to this time the prior year, and \$550,400 above projections. Revenues have trended upward since the \$4.00 per ton tipping fee increase was implemented in October, 2013 (FY14). In addition Deffenbaugh trash services have increased their frequency of use of the City landfill. Indicated by the graph below, revenues collected on a monthly basis this fiscal year have averaged \$60,900 more compared to the first nine months of the prior year.



Indicated by the graph below, tonnage was a little more than the pace of the previous year (up 6% from this time in FY17).

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Recycling revenues were in excellent shape as both sites have surpassed total year projections. Gas to energy sales slipped at 63% of budget and showed a decrease of \$19,200 compared to one year ago.

II. Fund Expenditures

Unless there is anything of significance to note at this point in the fiscal year, 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

By the end of December, **Legal** had exhausted its budget for professional services. Expenses totaled \$25,000 for outside legal counsel. This equaled the total expense at this point last year. Even with no expenses booked during the third quarter, **Building Development** doubled its total periodical/book budget for the year (an excess of \$1,100). Compared to this time during FY17 the expense had increased by \$1,500. The program also utilized 16% more than of its allowed \$3,500 maintenance & repair of motor vehicle due to issues earlier in the year with power steering and the ignition system. Maintenance & repair of motor vehicles was a costly one for **Property Maintenance** as well. The program sat at 88% of its budget after a \$3,300 transmission repair in March. This was an increase of \$2,000 when compared to this time last year. The budget for professional services in **Customer Assistance** was above total year projections by 12%. Fees for collections and credit card merchants were up \$13,100 from the previous year. Salaries for **Administration & Budget** were above budget at 80% in part to the new position of the revenue accountant that started in October. The program also experienced a significant overage with professional services, \$8,700 over total budget, with expenses related to the transition of the Administration Services Director in November and the Open Gov software program. This was an increase of \$11,200 when compared to the same time in FY17. The two line items had the program at a deficit of \$18,400 over the total budget. Although costs have slowed down during the most recent quarter, this program must be watched closely during the final months of the fiscal year or it may be in need of coverage from within the Administrative Services Department. **Accounting** saw a spike in professional services (92%) with fees associated with the annual audit. No other expenses are anticipated for the remainder of the year. **GIS Development** ended the quarter at 81% of total budgeted expenses. This was caused by annual maintenance and software fees and should level out during the fourth quarter. Minor equipment for **Human Resources** was well over its total budget (by \$5,500) with the new desks, but there was plenty of savings within salaries to cover the expense. The purchase of a used genie lift for Building Maintenance exceeded its minor equipment budget by \$1,700. Despite the overage the program was \$25,400 under projections.

Overtime expenses for **Patrol Operations** was at 87% of budget, and had increased by \$30,800 when compared to this time last year. There were savings in salaries/wages to cancel out the

FY2018 THIRD QUARTER FINANCIAL REPORT

average. The **Detective Division** had used 88% of its overtime expense budget. The cost was \$3,400 more than what was booked at this time in FY17. The program also experienced a slight quarter overage of 2% in salaries, which equaled to a variance of \$34,500. Part-time & temporary wages were at 96% for **Support Services**, only \$1,000 short of total projections. This was a 39% increase when compared to one year ago. **Police Training** had an increase of \$4,600 with its conference/training/travel expenses and had used the total year budget for FY18. Fuel savings within the department could alleviate the deficits.

Fire Suppression was above projections in both overtime and FLSA overtime by a combined total of \$98,000. This represented a rise in costs of 17% when compared to the same timeframe as FY17. The increase is mostly due to the short staffing caused by several retirements this year. The gap in salaries can cover these extra expenses. Fire EMT Allowance was just a couple thousand short of reaching total year budget. The amount of this expense was nearly identical to this time last year. Safety equipment/clothing had exceeded total budget by \$4,400. Overtime for **Fire Prevention** saw a climb of 61% compared to one year ago. **Fire Maintenance** used 82% of its budget for maintenance & repair of motor vehicle. **Fire Administration** was \$2,000 over total budget on water services. Despite the deficits, all programs within the department were in range of budget.

Overtime for Traffic Personnel had surpassed yearly projections by nearly \$2,000. This was a 35% increase when compared to the same time the previous year. Salaries for **Public Works Administration** were at 79%, \$16,500 above budget. Changes in director and assistant director resulted in an 11% increase from the same time in FY17. The abundance of projects led **Engineering** to \$30,600 more costs for professional services (93% of budget). Most of these expenses were attributed to the energy efficiency study being conducted by an outside firm. Expenses for M&R of motor vehicle jumped \$4,600 due to several repairs to the GMC Sonoma. **Street Maintenance Administration** showed a significant overage of \$19,000 in professional services. Fees from MOPERM totaling \$20,000 were booked with only a budget of \$1,000. At this time last year only a total of \$2,000 had been expensed. A further look may be required for these expenditures. Other materials & supplies had exceeded total budget by 6%. A majority of the funds were used for employee appreciation week in October so not much else is expected going forward. Also over projections was M&R of building and facility due to thermostat and electrical work at the Floyd Building. The department was well within budget and could cancel any existing overages.

In the **Health** department, **Clinic Services** utilized 76% of their total budget for the year. This was due to a \$531,000 contribution made to the Social Welfare Board. These payments were made up front in the first quarter of the fiscal year. It will take most of the year for the program's expense budget to level out. Professional services showed an increase of 33% when compared to one year ago and had maxed out its budget by \$1,600. M&R of machinery and equipment for **Animal Control** topped projections by 7% with an HVAC replacement cost of \$4,300.

As **Swimming** will resume in the fourth quarter, it should be noted that overtime for the program was 29% beyond total year projections and was up \$5,200 from last year. Thankfully, part-time wages were well under budget and could cover the deficit. The **Nature Center** showed a \$1,900 overage in professional services mainly due to internet and credit card fees. M&R of building & facilities was at 94% of projections for \$56,000 in renovations and painting. With the improvements the program, in total, was above budget at 80%, which should level off during the final quarter. The **Senior Center** had more than tripled its budget for M&R of building & facilities due repair work on the building's heating/cooling system. Even with the extra work required, this was \$5,200 less than what was expensed at this time last year. The **Bode Complex** showed an increase of 30% in part-time/temporary wages when compared to the prior year. Electric services sat at 91%, nearly equal to this time last year. The program was over budget at 80% due to new carpeting and upgrades to the chiller system. These were planned projects and expenses should come down going forward. Overtime for **Parks Maintenance Personnel** had increased by \$10,200 when compared to one year

FY2018 THIRD QUARTER FINANCIAL REPORT

ago. Although little expense was booked during the third quarter, the line item remained over total budget by 14%. The **Civic Arena** was just shy of total year projections (98%) on major replacement and repair due to work on the cooling system. Gas services were well above total budget by \$7,900. This was an increase of 78% compared to third quarter year to date of FY17. Total expenditures for the Parks department in the General fund were well within their budget.

Amount of General Fund operating budget expended at year-to-date: 64.9%

Street Maintenance Fund

M&R of building and facility for **Street Maintenance** was above its total year budget by \$5,000 due to excavating and public repairs. The object had experienced a significant increase of \$94,800 when compared to this time during the previous year. Traffic had more than doubled its minor equipment budget with a variety of purchases. Funds spent on the line item equaled to an increase of \$7,400 from one year ago. Employment services were above projections at 84%. The fund, in total, was comfortably below budget and could cancel out all overages.

Amount of Streets Maintenance operating budget expended at year-to-date: 52.1%

Parks Maintenance Fund

Minor equipment was at 85% of the budget due to a purchase of a mower in August. Expenses were close to equal when compared to this time in FY17. Traffic & lighting supplies were above projections at 96% with a majority dedicated to the lighting of the holiday parks. However this was a drop in costs of \$1,800 from a year ago. M&R of building and facility were also above third quarter projections at 87%. There were a wide variety of charges with some of the larger ones being concrete and lumber. The low price of motor fuel and utilities resulted in significant savings for the program that can be used to cover the deficits.

Amount of Parks Maintenance operating budget expended at year-to-date: 58.3%

CDBG Fund

There are no significant issues for the fund to date. Without the encumbrances, the total percent of expenses used is 46.9%.

Amount of CDBG operating budget expended at year-to-date: 52.8% (with \$308,100 encumbered for special contributions and other services)

Aviation Fund

The fund endured a couple overages, but still in good shape. Street maintenance supplies were at 92% with \$4,000 in charges related to de-icing. Major repairs and replacement was \$2,500 over total budget due to an inspection and bucket repair by Altec.

Amount of Aviation operating budget expended at year-to-date: 60.9%

Parking Fund

Due to a staffing shortage, overtime had topped total budget by 6%, but ample savings reside within the fund with utilities and maintenance and repair.

Amount of Public-Parking operating budget expended at year-to-date: 61.8%

Water Protection Fund

The budget for **Water Protection Utility Support Service** ended the quarter at 77%, but a bulk of the expenses was fees for annual maintenance and lease agreements. Professional services for the program were over total budget by \$10,100 for bank, credit card, merchant, collection fees, etc.

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Despite being over budget, this was a 26% decrease when compared to a year ago. Overtime for **Water Protection** was \$34,100 above total budget for the year, an increase of 52% when compared to the same timeframe of the previous year. Safety equipment/clothing more than doubled its budget and costs rose by \$19,200 when compared to the prior fiscal year. Minor equipment exceeded its budget by 60%, and significantly increased by \$91,700 when compared to this time in FY17. The program also dealt with overages in employment services which showed an increase of \$27,700 from the prior year. Water services also were above projections by \$11,300. The budget for vehicle and equipment rental was doubled and exceeded projections by \$31,900. The main contributor to the overages was rentals for cranes and pumps. Missouri DNR fees were also maxed out and above budget by \$37,700. Overtime for **Laboratory** exceeded total year projections for FY18 by \$10,500. This was increase of \$10,600 when compared to the same period in FY17. Minor equipment experienced a deficit with expenses over budget totaling \$9,800. Overtime was also an issue for **Sewer Maintenance** (83%), up \$11,800 from last year. Judgment and claims were being utilized at a high rate at 90% of the budget. The fund had unused budget in the outside services category that could be used to cancel out the current deficits.

Amount of Sewer operating budget expended at year-to-date: 58.2% (with \$1,390,000 encumbered)

Golf Fund

Recreation supplies ended the quarter only \$1,200 short of total budget with expenses for fungicides and fertilizers. Other materials and supplies were \$6,000 over total budget which is used to purchase the pro shop merchandise. Utilities and minor equipment had both reached their yearly projections before the third quarter ended. M&R of building and facilities had all but reached total utilization at 97%. The gap between expenses and revenues continues to widen as the fund was at a deficit of \$147,000 by the end of the quarter. Without the encumbrances, expenses are at 73.5%.

Amount of Golf operating budget expended at year-to-date: 79.0% (with \$43,800 encumbered)

Transit Fund

No significant issues currently exist within the fund. Without the encumbrances, the program sits at 63.9% of budget expended.

Amount of Transit operating budget expended at year-to-date: 77.7% (with \$1,043,000 encumbered for outside services)

Landfill Fund

Landfill Operations was at 93% for minor equipment with the purchase of a \$4,800 brush cutter. Professional services were at 88% of budget saw many expenses related to the tipping fee study. This was an increase of \$35,000 when compared to one year ago. Maintenance and repair for machinery and equipment exceeded total budget by \$33,000 with numerous charges for Caterpillar parts and tires. The fund is comfortably under budget with savings in motor fuel.

Amount of Landfill operating budget expended at year-to-date: 61.9%

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INVESTMENT REPORT

COMMENTARY

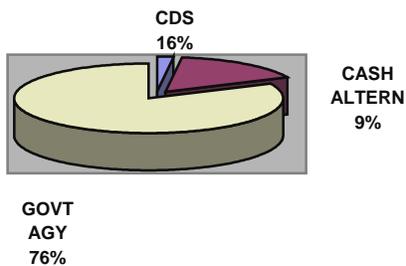
The Investment Report is for the twelve month period ended March 31, 2018. The purpose of the report is to keep the reader informed of the diversification and status of the City's investment portfolio within a rolling twelve month period. The City's Investment Policy, adopted by the City Council on July 19, 1994 and revised October 18, 2010 and January 17, 2017, 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

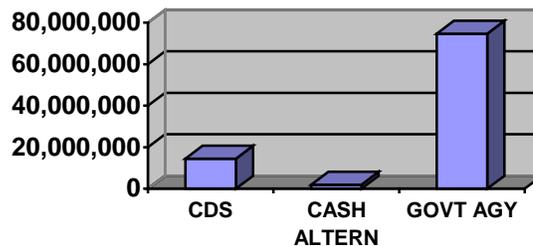
As of March 31, 2018, \$91,120,734 of the City's idle cash was invested in Cash Alternatives or Money Market Instruments and Fixed Income Securities including Certificates of Deposits, and Government Securities. As of the latest 2017 investment policy revision, the City may invest in Time Deposits, Linked Deposits, U.S. Treasury and Federal Agency Securities, Commercial Paper, Bankers' Acceptances, Repurchase Agreements, and Reverse Repurchase Agreements.

Legality and safety are the foremost objectives of the City's investment program. The City will invest the city's excess funds only within the legal guidelines set forth by the Constitution and Laws of the State of Missouri, and the City's Code of Ordinances, Chapter 2 – Administrative Code. Any investment alternative outside these guidelines is not permissible. Safety of principal is the primary objective of the investment program. Investments shall be undertaken in a manner that seeks to ensure the preservation of capital in the overall portfolio. The object will be to mitigate credit risk and interest rate risk. As of August, 2017, the Administrative Services Department began utilizing UBS Financial Services to enhance total portfolio return by means of active portfolio management.

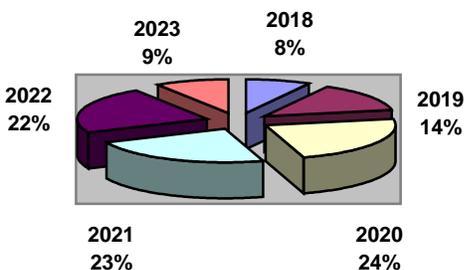
Investment Types by Percentage



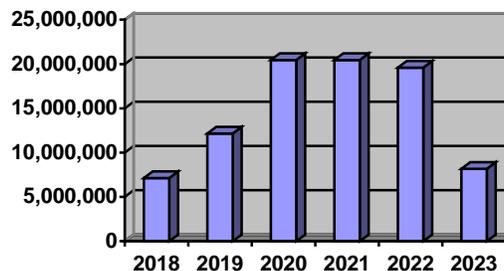
Investment Type by Amounts



Investment Maturities by Percentage



Investment Maturities by Amount



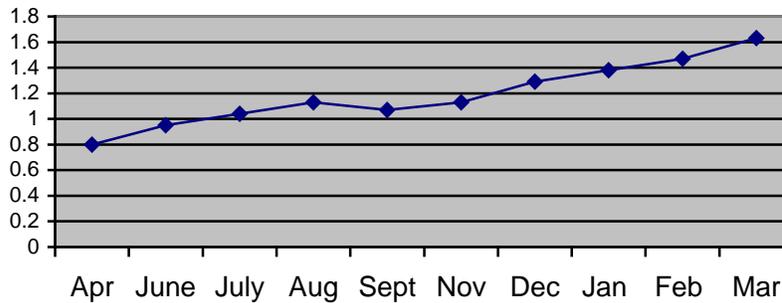
FY2018 THIRD QUARTER FINANCIAL REPORT

UBS Financial has managed the investment portfolio to produce the expected coupon cash flow of \$1,620,873 for March, 2018 to March, 2019 and \$1,570,305 for March, 2019 to March, 2020 with a yield to maturity of 2.525% and average maturity of 3.05 years.

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 .06 points on the City's average collected balance. The rate the City received for the month of March, 2018 was 1.63% compared to 0.58% in March, 2017. The fiscal year averaged around 1.15% a month. Because of collateral agreements with the banking institution insuring cash balances, this is as safe as investments in U.S. Treasury Bills.

**April, 2017 - March 31, 2018
Interest Rates**



Fiscal Year 2017/2018

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 \$98,162,337 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 \$30,233,479 held at various locations as instructed by the bond transcripts.

The charts beginning on the next page show the March 31, 2018 status of city cash by type of investment, type of restriction and unrestricted cash balances.

FY2018 THIRD QUARTER FINANCIAL REPORT

CASH By Type of Investment March 31, 2018

Checking Account Balance:		\$7,041,603.58
UBS Investment Account:		
Cash Alternatives	\$1,902,215.00	
Certificate of Deposits	14,490,000.00	
Government Agencies	74,728,518.71	91,120,733.71
Cash and Investments		98,162,337.29
Bond Reserves (held at various institutions)		<u>30,233,478.84</u>
		<u><u>\$128,395,816.13</u></u>

CASH By Type of Investment March 31, 2018

Unrestricted Cash Balance:		
Cash	\$7,041,603.58	
Investments	91,120,733.71	\$98,162,337.29
Restricted Cash Balance:		
Bond Reserves (various institutions)		<u>30,233,478.84</u>
		<u><u>\$128,395,816.13</u></u>

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 \$98 million “unrestricted” cash figure above by fund and designated uses (if any).

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CASH

UNRESTRICTED CASH BY FUND

March 31, 2018

General - Cash	\$7,630,868.93	
Emergency	1,125,000.00	
Escrows/Grants	321,735.20	
Public Nursing/Richardson Trust/CHIP/Med Res	94,506.64	
Senior Center Foundation/W Morgan Trust	12,126.92	
Cell Phone/Downtown Economic Development	3,508,684.65	
Computer Reserve/Street Enhancement	5,508,823.57	\$18,201,745.91
Street Maintenance - Cash		1,810,974.68
Parks, Recreation & Civic Facilities-Cash		834,001.62
Public Safety - Cash		1,931,702.16
CDBG - Cash		(112,955.05)
Special Allocation - Cash		4,228,421.87
Riverboat - Cash		423,471.38
Museum		518,994.29
Capital Projects - Cash		8,070,645.42
Aviation - Cash	332,714.54	
Escrows/Grants	8,861.90	341,576.44
Parking - Cash	87,151.30	
Escrows	7,604.00	94,755.30
Water Protection - Cash	11,893,655.73	
In House Bond Reserve / Escrow / Project	13,965,468.10	25,859,123.83
Golf - Cash		(128,654.90)
Mass Transit - Cash		22,309,345.82
Landfill - Cash	5,202,944.09	
PostClosure	4,805,115.00	10,008,059.09
Worker Compensation - Cash		1,625,205.56
Payroll - Cash		309,910.88
Fund 713 Tuscany - Cash		0.00
Fund 714 2317 Belt CID - Cash		90.15
Fund 715 St Joseph Gateway TDD - Cash		52,703.53
Fund 716 Cooks Crossing CID - Cash		21,725.56
Fund 717 East Hills CID - Cash		0.25
Fund 719 Beck Road CID - Cash		2,399.68
Fund 780 Library - Cash		0.00
CDBG Loan Funds - Cash		1,759,093.82
		\$98,162,337.29

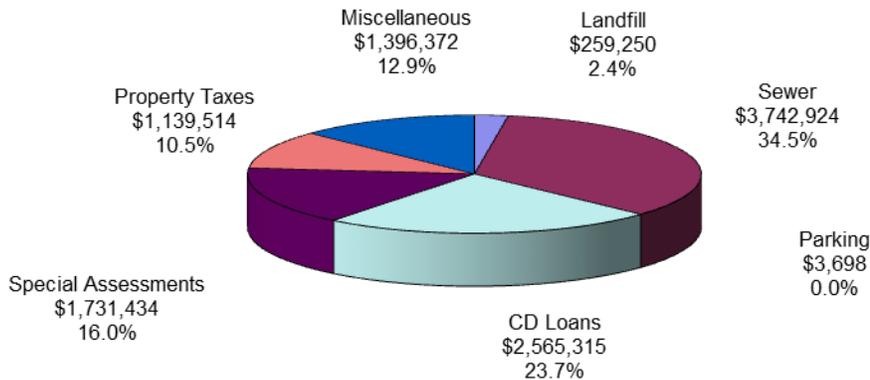
FY2018 THIRD QUARTER FINANCIAL REPORT

Accounts and Loans Receivable Report For Quarter Ended March 31, 2018

COMMENTARY

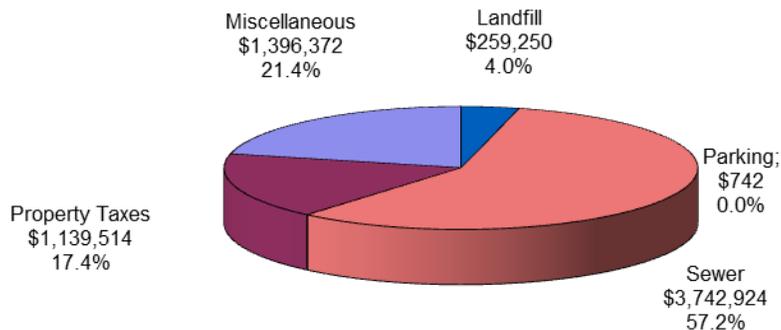
This Accounts and Loan Receivable Report covers the third quarter ended March 31, 2018. The purpose of this report is to identify the various types and amounts of receivables, discuss the City's various collection efforts and provide an estimate of receivable collectability. Total Accounts and Loans Receivable at March 31, 2018 are \$10,838,507, broken out as follows:

Accounts Receivable and Loan Receivable Report For Quarter Ended March 31, 2018



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 March 31, 2018 (Excludes Loans and Special Assessments)



The Accounts Receivable graph 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.

FY2018 THIRD QUARTER FINANCIAL REPORT

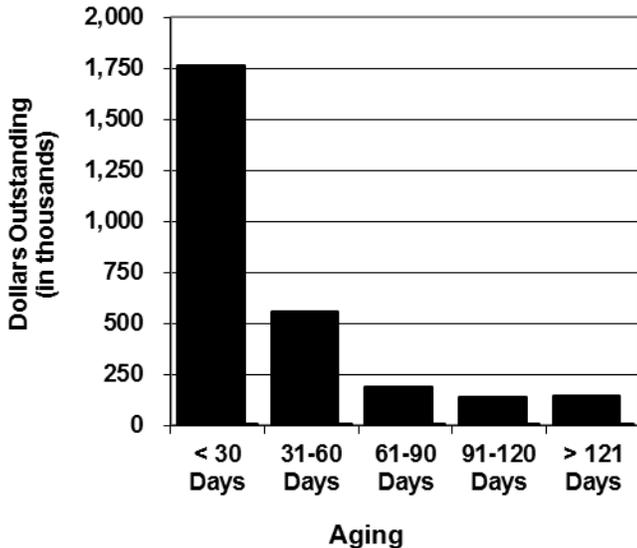
City Sewer Fund receivables (57.2%), shown below include only City sewer billings. The total sewer receivable includes monthly sewer billings (\$2,797,581), South St. Joseph Industrial District (\$292,426), sewer industrial surcharge customers (\$634,769), and septic load processing charges (\$18,148). Total sewer amounts due are \$3,742,924 as of March 31, 2018.

Country Club Village (CCV) contracted with the City to bill and collect user fees beginning April, 2013. The CCV receivable balance of \$351,986 is also included in the total receivable balance on general ledger, but not in the graph below.

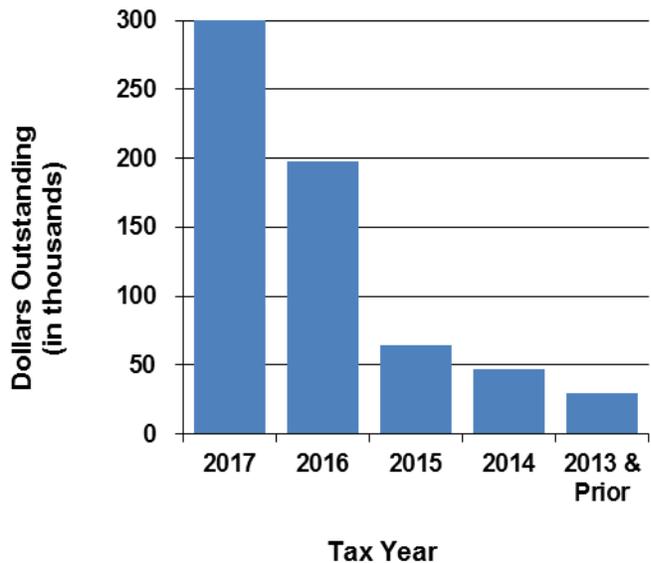
There were 5,361 termination notices sent out during the third quarter of FY2018 with 719 service addresses being disconnected and 579 accounts were reinstated. Collections continue to focus on consist notice processes - termination notices and collection agency turnover with the purpose of obtaining prompt payment of monthly user fees. As a result of these efforts, cumulative bad debt percentage of revenue as of March 31, 2018 is three and seven-tenths (3.7%) for all sewer billings. City collections group, which includes Legal, City Manager, Administrative Services Director and Utility Billing staff meet regularly to discuss activity and possible changes to procedures.

Two types of payment plans are utilized: 1) six-month payment plan; and 2) twelve-month payment plan for those who meet income guidelines approved by City social services agencies. There are currently 170 six-month and 61 twelve-month active payment plans. Both have proven popular, but many not successful. Those active accounts failing the payment plan are placed back within the delinquent accounts and mailed another termination letter. Those with special circumstances are reviewed by managers before another payment plan is granted.

**Sewer Account Aging
As of March 31, 2018**



**Property Taxes Receivable
as of March 31, 2018**



Property Tax receivables (18.3%), include the current receivables for tax year 2017 & prior (aging shown above). Fiscal year 2018 tax collections total \$16,392,965. This is a one percent (1%) **decrease** from fiscal year 2017. There are an additional twelve real estate and personal property accounts paid under protest, but the City will not receive any portion of the collected City fees

FY2018 THIRD QUARTER FINANCIAL REPORT

(\$123,764) until the State hears their case and makes a judgment on 2017 assessed valuations. These amounts are likely to be reduced and cannot be counted as revenue at this time.

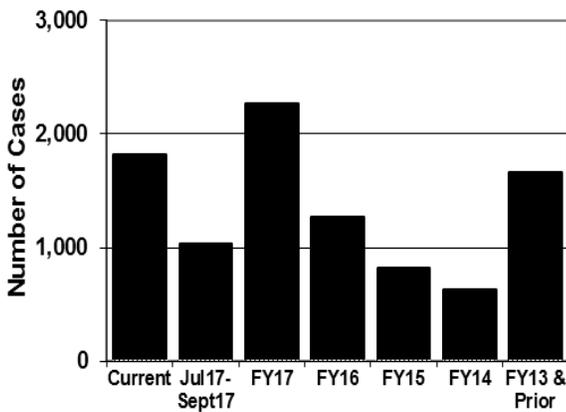
The City 2017 tax levies (FY18) were set by Special Ordinance No. 9291 on August 28, 2017 at \$1.1398 per \$100 valuation, slightly above tax year 2016. The Hancock allowance (2.1%) increase was allowed, but valuations increased more than Hancock allowance - forcing the levy in the General, Park and Museum levies, (which are at their tax ceilings) to remain the same. The Health levy has not hit the ceiling of \$0.2500 per \$100 valuation and allowed to increase \$0.0003 per \$100 valuation to \$0.2198.

Landfill Fund receivables (4.0%) include hauler accounts set up for monthly billing and land leases approved by contract. These are billed by the Administrative Services Department based upon reports and invoices generated out of WasteWorks software - provided by Landfill staff. Total billings to date are \$2,446,736, an **increase** of \$627,149 or thirty-four and five-tenths (34.5%) percent over the same period in fiscal year 2017. A portion of the increase is due to adding Redgate Disposal, a long-time customer, to billed customer group. Total FY2018 tipping fee revenues of \$3,508,648 represents an **increase** of seventeen and nine-tenths (17.9%) percent from fiscal year 2017 (\$533,656). Outstanding receivables, as of March 31, 2018, total \$259,250.

Municipal Court receivables are recorded in the INCODE Court software. Open citations as of March 31, 2018 total 8,790 citations. Although State legislation forced a decline in revenue beginning in FY2016, another major reason why revenues have declined is the number of citations filed - Police 8,280 cases, compared to 9,762 cases in FY17 (or **decrease** of 15.2% percent), and Property Maintenance 398 cases, compared to 672 cases in FY17 (or **decrease** of 40.8% percent). Animal Control citations filed 787 cases, represent a slight increase of 30 cases (3.4%) compared to FY17.

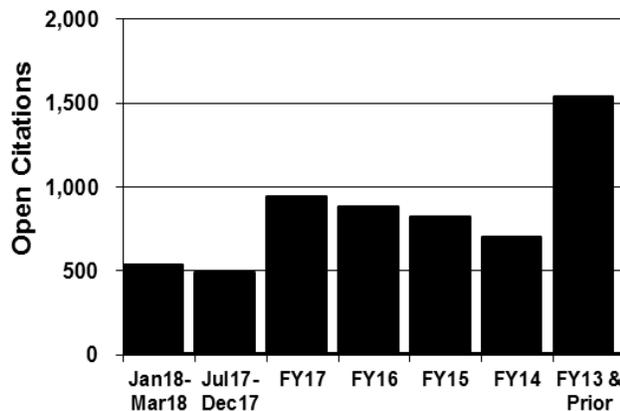
The table below shows the aging of open cases. As of March 31, 2018, court fines and fees collected total \$556,297, compared to \$748,035 for the same period in fiscal year 2017, a **decrease** of \$191,738 or twenty-five and six-tenths (25.6%) percent. City retained Court revenues are \$430,282, compared to \$599,221 for the same period in fiscal year 2017, a **decrease** of \$168,939 or twenty-eight and two-tenths (28.2%). The citations filed for FY2018 total 8,582, compared to 11,238 for FY2017, a **decrease** of 2,656 citations (23.6%) from all Departments.

**Municipal Court Open Cases
As of March 31, 2018**



Aging

**Aging Open Parking Citations
as of March 31, 2018**



Aging

FY2018 THIRD QUARTER FINANCIAL REPORT

Public Parking receivables (<1%) include parking permits billed to businesses for parking at City garages. Other receivables include parking citations outstanding as recorded in the Parking database, but amounts due remain uncertain due to requests for dismissal and cases filed and/or protested in Municipal Court, etc. A total of 3,483 parking citations have been written this fiscal year – 2,605 by public parking staff and 878 by police officers and firemen.

Total parking fine revenues to date are \$56,569, of which \$52,887 (93.5%) are fines remitted directly to the City and from collection letters generated by Administrative Services. Municipal Court summons have resulted in the remaining \$3,682 (6.5%). A total of 4,258 collection letters have been sent this fiscal year and 6,029 citations remain open as of March 31, 2018. The aging of citations is shown in the table above.

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.

Miscellaneous Receivables (21.4%) of the Receivables above are billed by Administrative Services. Miscellaneous billings include:

- General - 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;
- SIM & R – Street/utility cuts, Annual Road & Bridge Tax, culvert pipe purchased for installation;
- PRCF – Horace Mann monthly leases, Hockey Club and Figure Skating Club ice rentals;
- Public Health – Birth/Death certificate monthly billings, monthly pound fees for area cities, and Buchanan County Health Contract;
- 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.

Business Licenses/Permits are also miscellaneous receivables, but not included in the total. Revenue is unknown at the time of billing as many are based upon gross receipts. The year to date revenues are broken down by type as follows:

Business Licenses and Permits By Type Fiscal Year 2018

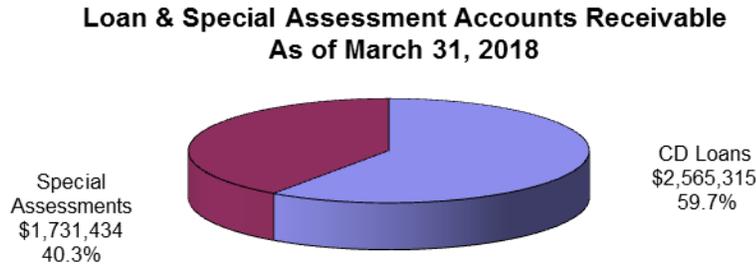
Type	YTD Revenue	
	FY18	FY17
Business licenses	\$80,131	\$147,093
Liquor licenses	\$5,256	\$12,919
Health permits/inspections	\$14,711	\$19,431
Alcohol server licenses	\$20,610	\$18,630
Fire inspection permits	\$5,325	\$7,800
Alarm permits (police/fire)	\$7,339	\$8,365
Trade licenses	\$74,495	\$76,030
Totals	\$207,866	\$290,268

Annual licenses, permits and inspections for business activity are billed and collected by the Licensing and Building Development Division with assistance from Customer Assistance Division annually. These receivables are recorded in the Accela software database when received. A total of 6,923 business license and permit renewals were sent out on May 8, 2017 and due on June 30, 2017.

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To date, collection efforts made include the original renewal application, a delinquent letter, and courtesy phone calls. The remaining list of 19 expired businesses will be filed as summons to Municipal Court in the fourth quarter.

Loan and Special Assessment Receivables account for \$4,296,749 or 16.0% of all receivables and broken out individually below.



Special Assessment Liens receivable (40.3%) total \$1,731,434, include demolition liens (\$969,463), general code violations for weed and trash liens (\$644,198), and street and sewer improvement/use liens (\$117,773). Demolition and weed and trash liens are billed and collected by the Customer Assistance Division, 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 Administrative 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 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 City cleanup.

Fiscal Year 2018 year-to-date collections for all liens total \$80,286, compared to \$99,438 or a **decrease** of \$19,152 (19.3%) for the same period in fiscal year 2017.

Aging of Special Assessments - Amount Due			
Period	Dollars	Dollars (%)	#
Current (Jan-Mar18)	22,483	1.3%	158
91-270 Days	119,495	6.9%	597
FY17	81,422	4.7%	380
FY16	158,987	9.2%	528
FY15	82,659	4.8%	365
FY14	77,322	4.5%	168
FY13 & Prior	1,189,068	68.7%	1,838
Total Outstanding	1,731,434	100.0%	4,034

Community Development (C.D.) Loan receivables (59.7%) 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

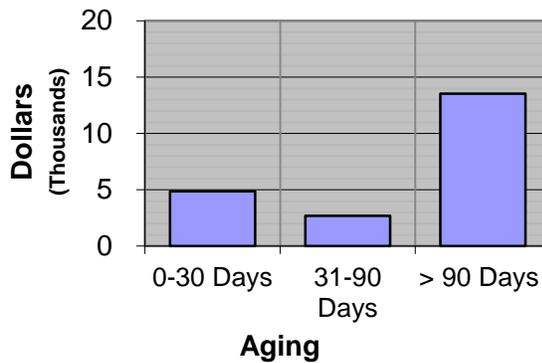
FY2018 THIRD QUARTER FINANCIAL REPORT

outstanding are \$2,565,315, less than one percent (0.8%) or \$21,112 are principal and interest past due.

The Accounting Division, in the Administrative Services Department, monitors these accounts, with initial payments being mailed out by Community Development staff. The C.D. Loan Committee, comprised of Administrative Services, Community Development and Legal staff, meet regularly 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. The number outstanding accounts and loan amounts due vary by type and are listed below.

CDBG Loan Aging		Dollars
Aging		
0-30 Days		4,870
31-90 Days		2,701
> 90 Days		13,541
	Future	2,546,904
Total Due		\$2,565,315

**CDBG Loan Aging
As of March 31, 2018**



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**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 third quarter of Fiscal Year 2018 between those limits.

2018-01-26	M18109	POMP'S TIRE SERVICE INC	33.25x29 Scraper Tire	Landfill	5,700.00
	P18151	CDW COMPUTER CENTER	HP ProDesk 600 G3 - SFF - Core	Network Equipment	12,300.00
	P18152	I AND M MACHINE AND FABRICATIO	Custom foul poles, ground	Parks- Softball/Baseball	13,289.60
	P18153	GLOBAL TEST SUPPLY LLC	MGC-S Multi Gas Clip 2 Year Ga	Water Protection Line Maintenance	5,462.16
2018-02-23	40128-26	BLACKSTONE ENVIRONMENTAL	Annual Environmental Monitoring	Landfill	11,035.00
2018-02-27	40128-27	BLACKSTONE ENVIRONMENTAL	Pump Installation & Background	Landfill	16,537.00
	P18175	MYERS BROTHERS	Lube System Update	CIP - Transit	10,180.00
	P18176	COMMENCO	VESTA 9-1-1 SMS Texting	Public Safety - Police	7,697.92
			VESTA 9-1-1 Analytics subtotal	Public Safety - Police	5,188.16
	SO9368B	MIDWEST MOBILE RADIO SERVICE I	Adjustment	Water Protection Line Maintenance	5,410.00
			Installation & Programming	Water Protection Line Maintenance	10,820.00
2018-02-01	40843KC2	KELLER CONSTRUCTION COMPANY IN	WO# 40843KC2 Lake & Illinois	Streets	10,000.00
	P18160	APPLIED CONCEPTS INC	Pole Mount Display, 2-Digit w/	Police - Patrol	7,979.00
2018-01-11	P18140	A TO Z THEATRICAL SUPPLY AND S	Red Front Set Curtain Cleaning	Civic Arena	8,104.00
			Black Rear Set Curtain Cleaning	Civic Arena	7,574.00
2018-03-12	P18198	GARNEY COMPANIES INC	Install Whitehead #1 replacement	Water Protection	7,636.00
	R43012	ELECTRONIC CONTRACTING CO	Change Order #1-Mo Theater Sound	CIP - Parks	6,419.00

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2018-01-22	P18145	ADVANCED PUBLIC SAFETY	Zebra ZQ520 BT Printer, USB	Public Safety - Police	8,195.00
2018-01-09	P18138	AMERICAN EQUIPMENT CO	Dump body for new Tandem Cab &	Streets	13,820.22
			Dump body for new cab & chassis	Water Protection Line Maintenance	11,101.36
2018-01-31	P18157	WEAVER OVERHEAD DOOR	Garage Door Replacement	Water Protection	19,880.00
2018-02-07	P18161	SNAP ON INDUSTRIAL	Vehicle Diagnostic Tool	Streets	6,600.21
2018-02-08	P18163	A TO Z THEATRICAL SUPPLY AND S	Midget HP #1209 Follow Spot	Parks - Mo Theater	11,465.00
2018-02-14	P18165	THUNDERBIRD TACTICAL INC	Sig Sauer P226, 40 S&W, 4.4in,	Public Safety - Police	6,555.00
	P18167	HAUSMANS HARDSCAPE AND FENCE	Install 130' of Aluminum chain	Water Protection	7,200.00
	P18168	OREILLY AUTO PARTS	Tire Machine & Point of Lift	Water Protection Line Maintenance	11,435.00
	P18169	B & B HYDRAULICS INC.	Installation labor, travel of equipment	Streets - Equipment Support	7,200.00
2018-02-20	P18171	911 CUSTOM	Installation of equipment	Public Safety - Police	8,000.00
	P18172	ROUTEMATCH SOFTWARE INC	RouteMatch Software	CIP - Transit	12,295.00
2018-02-21	P18173	ANDERSON, VINCENT A	Labor & material-fence installation	Water Protection	13,063.00
	R43030	PHILLIPS, GREGORY	CO#1-MO Theater dressing rooms	CIP - Parks	17,081.16
2018-03-01	P18192	INDUSTRIAL PROCESS SYSTEM	Efcon Sampler, Peristaltic	Water Protection	5,200.00
2018-03-05	P18194	HACH COMPANY	DB UVA's SC Probe, 50mm (UV	Water Protection	17,441.05
	P18195	CDW COMPUTER CENTER	HP ProDesk 600 G3 - Core i3 71	Network Equipment	12,300.00
	SO9368A1	MOTOROLA	Purchase Upgrade for Radios	Water Protection	10,045.10
2018-03-14	P18202	LAYNE CHRISTENSEN COMPANY	Pump Pull & Inspection, Well	Riverboat Gaming	21,294.00

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	R43260	ANDERSON AUTO GROUP OF ST. JOS	Purchase of One (1) Full Size	Public Safety - Police	20,796.00
2018-03-22	P18208	VIBRALIGN INC	Fixture laser EVO Shaft Alignment	Water Protection	35,910.00
	P18209	GARNEY COMPANIES INC	Install new DAF Sludge Pump an	Water Protection	9,820.00
2018-03-23	P18210	NEENAH FOUNDRY CO	Neenah R-3335-1T01 Curb Box	Water Protection Line Maintenance	11,880.00
			Neenah R-3335-0008 Curb Inlet	Water Protection Line Maintenance	5,460.00
			Neenah R-1726-A 7-1/2 High	Water Protection Line Maintenance	23,800.00
	P18211	BOBCAT COMPANY	3 - 650 T4 Skid-Steer Loader	Streets	18,000.00
2018-03-27	P18216	EARLY FORD TRACTOR INC	Complete Overhaul of Engine	Water Protection	24,500.00
2018-01-02	R40880	REILLY, JORDAN K & REBECCA M	SOHG to rehabilitate structure	Riverboat Gaming	8,000.00
2018-02-12	SO9241A	ICE, JOHN M	CO# 3 Accela Automation Upgrade	Network Equipment	12,800.00
				GRAND TOTAL	\$542,468.94

FY2018 THIRD QUARTER 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.

You Cannot Use This Form To:

1. Transfer funds to create full or regular part-time positions unless approved by Council.
2. Transfer (or use budgeted funds) to purchase a capital item/project (more than \$5,000) that has not been approved by the Council in the budget. EXCEPT – Once all budget approved capital items have been purchased, savings can be transferred.

FOR EITHER OF THE ABOVE – PREPARE AN ORDINANCE FOR COUNCIL APPROVAL.

The following report reflects routine budget transfers for the third quarter FY2018, 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.

<u>Transfer</u>		<u>Expenditures</u>		<u>Expenditures</u>	
<u>Number</u>	<u>Object</u>	<u>Decrease</u>	<u>Object</u>	<u>Increase</u>	<u>Comments</u>
001- GENERAL FUND					
<u>03 - City Clerk</u>					
BT038	1518	(1,400.00)	1440	1,400.00	NEW TRADE CODE BOOKS FOR LIBRARY
<u>14 - Legal</u>					
BT049	1305	(1,600.00)	1365	1,600.00	PURCHASE OF OFFICE EQUIPMENT
<u>30 - Police</u>					
BT045			5030	4,142.00	DAMAGE TO POLICE VEHICLES
			1480	4,142.00	
BT046			1120	1,000.00	ST PATRICK DAY DWI GRANT &
			1120	600.00	YOUTH SEAT BELT ENFORCEMENT
			5698	1,000.00	GRANT
			5698	600.00	

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BT048	1498	(1,300.00)	1265	1,300.00	LEADERSHIP ST JOE TRAINING FOR SERGEANT
			1480	210.00	& INSURANCE PROCEEDS
			5030	210.00	
<u>50 - Parks, Recreation and Civic Facilities</u>					
BT044			1450	328.00	PURCHASE PENNY PRESS MACHINE WITH
			1453	3,450.00	FUNDS DONATED BY FRIENDS OF THE PARK
			5060	3,778.00	
125 - PUBLIC SAFETY FUND					
<u>30 - Police</u>					
BT048	1340	(1,455.00)	1265	1,455.00	LEADERSHIP ST JOE TRAINING FOR SERGEANT
140 - COMMUNITY DEVELOPMENT FUND					
<u>19 - Community Services</u>					
BT042			1498	15,000.00	FAÇADE IMPROVEMENTS ON FAMILY
			5892	15,000.00	GUIDANCE BUILDING
		\$ (2,755.00)		\$ 52,215.00	

FY2018 THIRD QUARTER 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 Contract Periods	Orig Ext Periods	# of Ext. Left	CY Contract Ext Expires	Final Ext Expires	Advertise Date Approx.	Date RFP Due Approx.	Dept
OPEB GASB 45 Actuarial Services	Jefferson Solutions	1	4	4	Jun-2022	Jun-2022	Mar-2022	Apr-2022	AD SVS
Financial Advisor	Piper Jaffray & Co	1	4	4	Jun-2022	Jun-2022	Mar-2022	Apr-2022	AD SVS
Collection of Past Due Obligations for Municipal Court	Capital Recovery Systems, Inc. Columbus, OH	1	4	0	Nov-2017	Nov-2017	Aug-2017	Sep-2017	AD SVS
Collection of Past Due Obligations for Sewer and Other Billings	Berlin Wheeler Receivables Management Jefferson City, MO	1	4	0	Nov-2017	Nov-2017	Aug-2017	Sep-2017	AD SVS
City-wide Trash Service	Waste Management	1	2	0	Jan-2019	Jan-2021	Dec-2020	Dec-220	AD SVS
Uniforms, Mat, Mop Rental & Laundry Svcs	Walker Unifroms	2	1	0	Mar-2018	Mar-2018	Jan-2018	Jan-2018	AD SVS
Banking	Citizen's Bank and Trust	1	4	0	Jun-2018	Jun-2018	Feb-2018	Mar-2018	AD SVS
Procurement Cards	U. S. Bank	1	4	0	Jun-2018	Jun-2018	Feb-2018	Mar-2018	AD SVS
Merchant Card Services	U. S. Bank	1	4	0	Jun-2018	Jun-2018	Feb-2018	Mar-2018	AD SVS
Lockbox Processing Services	Citizens Bank & Trust	1	4	0	Jun-2018	Jun-2018	Mar-2018	Apr-2018	AD SVS
Copier Rental	All Copy Products	3	0	0	Jul-2018	Jul-2018	May-2018	May-2018	AD SVS
Towing Services	R&W Tow and Recovery, Inc.	1	2	2	Mar-2018	Mar-2020	Jan-2020	Feb-2020	AD SVS
Auditing	CliftonLarsonAllen LLP	5	0	0	Jun-2018	Jun-2020	Feb-2020	Mar-2020	AD SVS
Postage Machine & Folder/inserter Lease	Lineage, Inc.	1	3	2	Oct-2018	Oct-2020	Sep-2020	Sep-2020	AD SVS
Bond Counsel	Gilmore and Bell Kansas City, MO	1	4	3	Sep-2018	Sep-2021	Jul-2021	Aug-2021	AD SVS

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Aviation Planning and On-Call Design Services	Jviation, Inc. Jefferson City, MO	5	0	0	Jan-2022	Jan-2022	Sep-2021	Oct-2021	AV
Land Lease Agreement Rosecrans Airport	Life Net Air Medical Service	1	4	1	Jul-2018	Jul-2019	Feb-2019	Mar-2019	AV
Farmland Lease	Bryan Paden Wathena, KS	5	0	0	Jan-2020	Jan-2020	Dec-2019	Dec-2019	AV
Lease for Restaurant Space at Rosecrans Memorial Airport	Cheryl Green dba the Diner at Rosecrans	1	9	5	Oct-2018	Oct-2023	Jul-2023	Jul-2023	AV
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
Realty Services	Reese & Nichols Ide Capital Realty	1	4	4	Apr-2019	Apr-2023	Dec-2022	Jan-2023	CW
Property Insurance Policy	MOPERM; CBIZ BCKW	1	Subject to Annual Renewal	None	None	HR			
Liability Insurance	MOPERM; CBIZ BCKW	1	Subject to Annual Renewal	None	None	HR			
Workers' Compensation Third Party Administrator	Thomas McGee, L.C. Kansas City, MO	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2018	Jun-2018	None	None	HR
Workers' Compensation Bond	Safety National Casualty Co. Brokered by Thomas McGee	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2018	Jun-2018	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-2018	Jun-2018	None	None	HR
Employee Health	Blue Cross Blue Shield of KC	1	2	0	Jun-2018	Jun-2019	Jan-2019	Feb-2019	HR
Legal Services Planng and Zoning Issues	Williams & Campo, P.C. Lee's Summit, MO	5	0	0	Jun-2018	Jun-2018	Feb-2018	Mar-2018	L
Legal Services Planng and Zoning Issues	Cunningham, Vogel l& Rost, P.C. St. Louis, MO	5	0	0	Jun-2018	Jun-2018	Feb-2018	Mar-2018	L

FY2018 THIRD QUARTER FINANCIAL REPORT

Legal Services Environmental Issues	Aqualaw, PLC	5	0	0	Jun-2019	Jun-2019	Feb-2019	Mar-2019	L
Construction and Design Related Issued	Seigfreid, Bingham, P.C. Kansas City, MO/ Cunningham, Vogel & Rost	5	0	0	Jun-2018	Jun-2020	Feb-2020	Mar-2020	L
Legal Services Regulatory Issues	William D. Steinmeier, P.C. Jefferson City, MO	6	0	0	Jun-2020	Jul-2020	Feb-2020	Mar-2020	L
Lease of Landfill Property for Farming	Bill Bywaters	5	0	0	Apr-2022	Apr-2022	Feb-2022	Mar-2022	LF
Automated Vending Services St. Joseph Transit Properties	Acme Music & Vending	3	0	0	Apr-2020	Apr-2020	1/	Feb-2017	MT
Transit vehicle and General Liability Ins.	Crane Agency, Broker for Travelers Chesterfield, MO	1	0	0	Sep-2018	Sep-2018	Jul-2018	Aug-2018	MT
Transit Life & AD&D Insurance	OCHS, Inc. Broker for Minnesota Life St. Paul, MN	3	0	0	Sep-2018	Sep-2018	Jul-2018	Aug-2018	MT
Lawn and Lot Care Services for Transit	K&D Lawncare	3	0	0	Oct-2020	Oct-2020	Aug-2020	Sep-2020	MT
Transit Dental Insurance	CBIZ/BCK&W Agent for Delta Dental Insurance	2	0	0	Dec-2018	Dec-2018	Oct-2018	Nov-2018	MT
Transit Management Services	First Transit Cincinnati, OH	5	0	0	Jun-2018	Jun-2018	Jan-2018	Mar-2018	MT
Transit Drug Screen	OHS - COMPCARE	3	0	0	Dec-2018	Dec-2018	Oct-2018	Oct-2018	MT
Transit Pension Actuarial Services	CBIZ Benefits & Insurance Cumberland, MD	3	0	0	Dec-2019	Dec-2019	Oct-2019	Nov-2019	MT
Transit Advertising Signs	Houck Transit Advertising St. Paul, MN	5	0	0	Sep-2021	Sep-2021	Jul-2021	Aug-2021	MT
City Cemetery Mowing	Young's Lawn Service	1	3	0	May-2019	May-2022	Feb-2022	Feb-2022	PH
Interpreting/Translation Services	Saundra Dibella	1	2	2	Jan-2019	Jan-2020	Nov-2019	Nov-2019	PH
Lease of Approx 25 Acres to Plant & Harvest-former Mi-Ho Property	Lau Farming, LLC	1	3	3	Feb-2019	Feb-2020	Dec, 2019	Jan, 2020	PL
Provide Service on the Infrastructure of the Public Safety Radio System at All Sites	Motorola, Inc.	6	0	0	Dec-2019	Dec-2019	None	None	Police

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Softball Officiating Services	St. Joseph Umpires and Scorekeepers Association	1	4	4	Feb-2019	Feb-2022	Nov-2022	Dec-2022	PR
Lease Space at Horace Mann Community Center	Community Action Partnership	6	0	0	Aug-2018	Aug-2018	None	None	PR
Exclusive Beverage Sponsorship - Bode Ice Arena/Sports Complex	7UP/Snapple Group	5	0	5	Mar-2020	Mar-2020	Jan-2020	Jan-2020	PR
Exclusive, Non-Alcoholic Beverage Sponsorship for Fairview Golf Course	Pepsi Beverages Co	5	0	0	Jul-2019	Jul-2020	Feb-2020	Feb-2020	PR
Summer Jam Basketball	Interfaith Comm Service	5	0	4	Jan-2019	Jan-2021	None	None	PR
Ticketing Services	Ticketmaster	6	3	3	Jan-2023	Jan-2026	None	None	PR
Sanitary Sewer Rehabilitaiton Services using Cured-In-Place Pipe	SAK Construction, LLC O'Fallon, MO	1	Subject to Annual Renewal	Subject to Annual Renewal	Dec-2018	Dec-2022	Oct-2022	Nov-2022	PW
Transportation Planning Services	AECOM	1	4	0	Feb-2019	Feb-2022	Oct-2021	Nov-2021	PW
Geographic Information Services (GIS)	Midland GIS Solutions	1	4	0	Nov-2017	Nov-2017	Aug-2017	Sep-2017	PW
Surveying Services	Midland Surveying, Inc.	1	4	0	Nov-2017	Nov-2017	Aug-2017	Sep-2017	PW
Emergency Sewer Repairs	Lewis Backhoe	1	5	0	Jul-2018	Jul-2018	Apr-2018	May-2018	PW
Emergency Sewer Repairs	Sprague Excavating Co	1	5	0	Jul-2018	Jul-2018	Apr-2018	May-2018	PW
On Call Design Services for Wastewater Facility	Burns & McDonnell Engineering Co Kansas City, MO	1	4	1	Jan-2019	Jan-2019	Oct-2018	Oct-2018	PW
On Call Design Services for Wastewater Facility	HDR Engineering	1	4	1	Jan-2019	Jan-2019	Oct-2018	Oct-2018	PW
On Call Design Services for Wastewater Facility	Snyder & Associates, Inc.	1	4	1	Jan-2019	Jan-2019	Oct-2018	Oct-2018	PW
On Call Design Services for Wastewater Facility	Black and Veatch Corp	1	4	1	Jan-2019	Jan-2019	Oct-2018	Oct-2018	PW
On Call Design Services for Wastewater Facility	George Butler & Associates	1	4	1	Jan-2019	Jan-2019	Oct-2018	Oct-2018	PW

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Design, Testing and Planning for the Landfill	Burns & McDonnell Engineering	1	4	1	Mar-2019	Mar-2019	Oct-2018	Nov-2018	PW
Major Concrete Pavement Repairs	Auxier Construction	1	5	2	Aug-2019	Aug-2019	Mar-2019	Mar-2019	PW
Major Concrete Pavement Repairs	JD Bishop Construction	1	5	2	Aug-2019	Aug-2019	Mar-2019	Mar-2019	PW
Sewer Line Chemical Root Control	Elite Root Control LLC	1	5	2	Sep-2019	Sep-2019	May-2019	May-2019	PW
Backfill and Repair of Street Cuts	JD Bishop Construction	1	3	1	Oct-2019	Oct-2019	Sep-2019	Sep-2019	PW
Recycling Services	RSP, Inc.	2	3	2	Jun-2018	Jun-2020	Mar-2020	Mar-2020	PW
Landfill Engineering Services	SCS Engineers /Aquaterra Overland Park, KS	1	4	4	Sep-2019	Sep-2020	Jun-2020	Jul-2020	PW
On Call- Architectural	Ellison Auxier Architects	1	4	3	Dec-2018	Dec-2021	Oct-2021	Nov-2021	PW
On Call- Architectural	Goldberg Architects	1	4	3	Dec-2018	Dec-2021	Oct-2021	Nov-2021	PW
Design, Testing and Planning for the Landfill	Blackstone Environmental	1	4	4	Feb-2018	Feb-2019	Oct-2018	Nov-2018	PW
Professional Title Services	First American Title	0	0	0	None	None	None	None	PW
Exclusive Non-Alcoholic Beverage Sponsorship for Products sold at the St Joseph Civic Arena	Pepsi Beverages, Inc.	5	0	0	Nov-2018	Nov-2018	Sep-2018	Sep-2018	PR

TIF PROJECT UPDATES
for Quarter Ended
March 31, 2018

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	\$942,300	\$1,045,642	\$3,374,000	\$2,520,975	(\$749,683)
				Added a portion of Phase 2 into Phase 1 for Theater		Cover additional County costs in Phases 1 & 2.	RED reimbursed \$28,194,202 County reimbursed \$6,380,207 and has \$65,424 to be disbursed on a Pay as You Go when all bond payments have been made. City reimbursed \$996,008 for our share of Northridge sewer.		Includes Penalty/Interest assessed for late payment of taxes	Includes City and County local sales tax, County Use tax and Franchise Tax incremental EATS	County Use tax added in FY14.	FY16 - new tenant - Five Below. FY18 - Dental office to move into Bob Evans vacant
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	\$630,150	\$631,317	\$138,200	\$56,604	(\$80,430)
							Developer completely reimbursed the approved \$5,600,000 for property acquisition, demolition, and site improvements. City reimbursed \$1,166,097 for improvements to Stockyards Expressway.			Includes City, County and Franchise Tax incremental EATS.	Also includes cafeteria tenant sales taxes, not previously budgeted.	Triumph donated \$100,000 to SJSD for first 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	105145	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	\$0	\$0	\$0	\$0	\$0
	Developer created TDD to help generate revenues.		\$2,500,000 certified. \$200,000 withheld for façade.				Paid in Full		Includes Penalty/Interest assessed for late payment of taxes		TIF formally closed FY16. Includes add'l Hotel/Motel taxes, 1% TDD tax, and 1/2 of (.5%) Downtown CID Sales Tax. Also contributing to the increase is increased H/M tax rate.	
Tuscany Towers - Phases 1, 2, & 3 TIF/CID Plan Approved August, 2015. Developer: St. Joe 47	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	Amended Plan Approved August 2015 (SO8971) Phase 1 - \$13,755,015 Phase 2 - \$10,077,380 Phase 3 - \$5,939,971			\$0	\$35,000	\$229,169	\$25,000	\$33,613	y/s; Subway and Fairfield Inn
				\$14,217,837 eligible for CID			Certified Costs to Date: TIF - \$3,128,854.43 CID - \$2,208,259.38		PILOTS New FY17; include 2016 and 2017 PILOTS	CID Revenue \$5,208	EATS began FY2017; TIF to receive 50% of CID per Agreement	Activated FY16 - Revenue began late FY17

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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	
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			\$1,957,511	\$149,948	\$143,691	\$163,600	\$77,322	(\$92,534)
				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 (70%) per Agreement, 30% to City Public Infrastructure	
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
							Tif Costs Certified to Date: \$241,500 in demolition costs		No PILOTS anticipated			No reimbursement request has been submitted. Approved by TIF Commission for activation, awaiting Council vote in November.
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			Pay As You Go Completed - \$162,673.	\$377,350	\$0	\$17,490	\$11,892	(\$382,948)
				Approved by SO 7224 on 12/3/07/bond issuance per SO7361 on 5/19/08.			See Bond Schedule		Real property taxes paid in March, April Distribution		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	\$1,558	\$1,453	\$0	\$0	(\$105)
							In addition to the \$1m grant reimbursed during the demolition of the hospital, a request was submitted and approved in FY14 totalling \$241,500			No activity.	Franchise taxes only on utility usage by upstairs tenants.	Freiderick's Market opened FY2018

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			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 CID sold bonds in April, 2015. CID Proceeds now remain with CID to pay bonds and not going back to TIF.	Currently Pay As You Go Proposed Bond Issuance. BONDS ISSUED - NO SHARE OF CID REVENUES.	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 - \$3,768,164.42 CID Disbursed to date: \$ 1,856,950.63 TIF Costs Certified to Date: \$30,897,042 CID Costs Certified to Date: \$15,642,374 Interest Certified: TIF - \$687,173.29 CID - \$4,941,227.72	\$548,616	\$549,626	\$511,550	\$10,438	(\$500,102) New construction - Five Guys, Great Clips, and Pancheros. Notable new tenants - Victoria's Secret and Rally House. FY2012 first fiscal year in which base surpassed.	
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 - \$80,500 \$2,463,930.29- Certified to Date	\$184,000	\$350,681	\$0	\$0	Real property taxes being received/distributed to Developer. 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 opened.	\$1,355,097				\$251,369 \$1,197,597.00- Certified to Date	\$12,044	\$10,895	\$30,740	\$20,246	(\$11,644) Now includes 50% Downtown CID Sales . Ground Round opened June, 2012. Also includes 50% of Downtown CID Sales taxes received within this TIF.	
Gilmore Building Redevelopment Project Approved November 25, 2013 Developer: R & M Machines, LLC		Project includes rehabilitate and restore the Gilmore Building located at 107 S. 6th St for apartments and retail space.	\$236,245				\$8,635 \$236,245.00 - Certified to Date	\$4,500	\$13,063	\$3,940	\$368	Paradox Coffee began in fall, 2015.	

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			ORIGINAL	1ST AMENDED	2ND AMENDED	3RD AMENDED		BUDGET	ACTUAL	BUDGET	ACTUAL	
Developer Agreement - The Commons North American RE Development new developer ***Prior Agreement approved July, 2007 Developer: Earthworks	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.	\$6,503,977	\$4,500,000			\$1,486,861	\$4,775	\$11,828	\$670,000	\$480,305	(\$182,642)
		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	City reimbursable \$5,754,977.36 CID tax to pay \$749,000.00 per SO7255 (1/14/08).	Per SO8918, passed 3/16/15, going forward payoff to NA Re Holdings - No Interest			All approved reimbursable costs have been submitted and approved. As of this date, CID Bonds have not been issued. CID remains inactive. Interest reimbursed up to 8 1/2%.		Land assessed as Commercial again in 2016.		City Sales Tax EATS Only.	
Developer Agreement - Fountain Creek Approved July, 2008 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	\$2,021	\$2,019	\$0	\$0	To date residential homes only constructed. No sales tax anticipated yet. No reimbursement requests have been submitted.
Developer Agreement - Cook Crossings Approved April, 2011 Developer: St. Joseph Partners, LLC CID Fund 716 -	Pay As You Go	Approximately 12.15 acres of commercial use development with a capital investment of \$13.65 million at the intersection of Cook Road and North Belt Highway. Phase I completion date tentatively set as September 30, 2012. Phase 2 completion date tentatively set as October 31, 2012. CID sales tax also to be initiated - 1% sales tax and .a special assessment of \$.40 per square foot upon the tenants annually. Distribution 50% of City General Sales taxes only.	City reimbursable \$900,000, plus interest - SO8195, passed 4/18/11. SO8196, passed 4/18/11				Certified to Date: CID - STRA - \$6,054,791.57 \$644,964.22	\$0	\$0	\$120,000	\$88,372	Dick's Sporting Goods, Aldi's, Pet Smart, Verizon, Starbucks, and Dental Clinic included. Must meet Aldi's prior base.
								Not budgeted line item.	\$0	Not budgeted line item.	\$150,822	CID own entity, with none of the proceeds going to development itself.
Developer Agreement - Pharmacy Developer: Orange Development, Inc.	Pay As You Go	Constructing 13,225 sq ft of new retail space at N Belt & Karnes Road for CVC Pharmacy. Improvements to be reimbursed are public improvements for right hand turn lands from Belt to Karnes. Not to exceed six (6) years. Reimbursement portion of General 1% and CIP taxes. **Note - Percentage changes calendar 2018 and 2020.	City reimbursable \$77,543, plus interest - SO8935, passed 5/11/15. SO8196, passed 4/18/11				\$0 \$62,318.01 - Certified to Date	\$0	\$0	\$7,000	\$6,896	Payments began FY2017