CITY OF ST. JOSEPH



Third Quarter Financial Report - FY2012

For the Quarter Ending March 31, 2012

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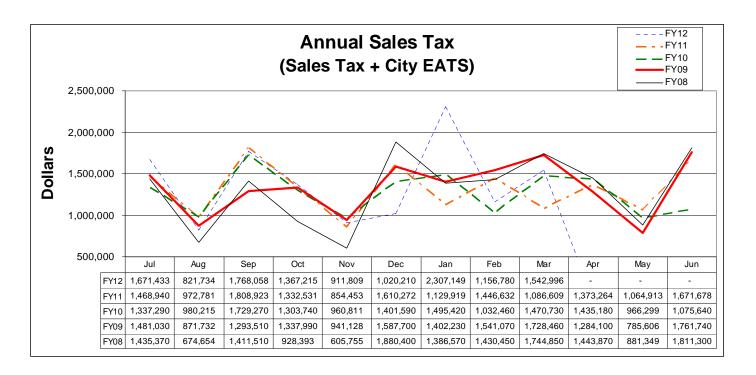
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By the end of the third quarter of the fiscal year, twenty (20) payroll periods had occurred, and total expenditures for salaries and benefits should be at seventy-seven percent (77%). Being nine months into the year, revenue and other expenditure items should be at seventy-five percent (75%) of the FY2012 budget as well.

I. Multi-Fund Revenues

A. Sales Tax Revenues

A healthy third quarter has general sales tax revenues above trend by 4.3%. This marked a turnaround from 1.6% under trend the previous quarter. Annual sales tax was also above budget by 4.3%, \$856K more than this time a year ago (a 7.3% increase). According to the graph below, January was well over the \$2 million mark (the highest monthly total in at least the last five years). Black Friday and the holiday shopping season contributed to the increase as well as the East Hills TIF reaching their base. The year to date total was especially impressive when you consider the conditions the city dealt with during the summer. Major flooding wiped out Heritage Park and all major tournaments that were scheduled there. Attendance for the Kansas City Chiefs training camp decreased this year due to travel issues caused by flooding, extreme heat, and the long lockout.



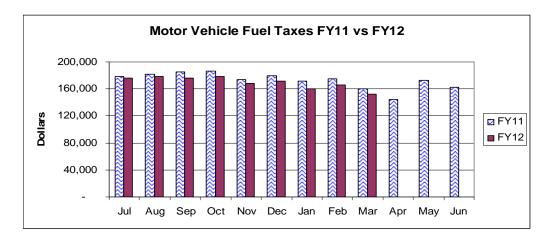
Cigarette tax revenue was a little short of trend at 71%. Those revenues have been trending downward with the slumping economy and the increased federal tax implemented two years ago. Vehicle sales have regained momentum resulting in **motor vehicle sales tax** revenues above budget by \$64K. This was an increase of 3.5% when compared to the same timeframe during the prior year.

Hotel/Motel taxes were over trend at 78%, a slight uptick of 2% when compared to FY11. Early on in the fiscal year revenues underperformed as summer floods closed down tourist spots, canceled major tournaments, and hindered travel from the north.

The revenue collected does not include the additional 3% increase that went into effect October 1st with a 20 year sunset clause. This additional revenue is projected to result in \$500K additional revenue annually and

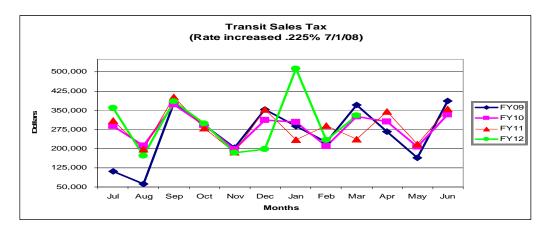
will be transferred monthly from the Hotel/Motel account to a separate CIP fund account monthly to be used as approved in the election.

The rise in gas prices has had a negative impact for **motor vehicle fuel taxes** in the **Streets Maintenance Fund**. As indicated by the following graph, July thru March were each lower than the same month in FY11 for a total decrease of \$64K (4%). As was the case two to three years ago, consumers will reduce or seek alternative methods of travel if fuel prices remain high.



CIP Sales Tax in the Capital Projects Fund also increased and was over original projections by \$162K. This was a increase of 6.7% when compared to the same period in FY11.

Mass Transit Sales Tax enjoyed a booming quarter and was well above trend by \$429K. The graph below shows that January was a very significant month for collections, similar to annual sales tax in the General Fund. During the third quarter over a \$1 million was received. This was two-thirds of the total that had been collected all of July thru December. The overall increase compared to this time in FY11 was 8.4%.



B. Real and Personal Tax Revenues

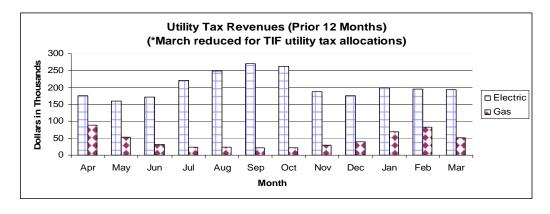
The majority of the total anticipated real and personal tax revenues have been collected for the year. Real estate for General Fund – Non-Departmental was 7.3% more than this time in FY11. Personal property for General Fund – Non-Departmental showed a bigger jump of 10.7% when compared to the prior year. Between the two, a total of \$552K more had been received than this time the previous year. A majority of the increase was due to tax year 2011 (FY12) being a reassessment year. Per Buchanan County Clerk reports from January 4, 2012, total current real property valuations were \$40.5 million more than tax year 2010 (FY11). However, total current personal property valuations decreased \$14 million from the same period for tax year 2010.

Due to the County Collector's release of prior year protested taxes from Albaugh, Inc., Sara Lee, Altec and Johnson Controls, prior year personal property revenues showed a significant rise in revenues compared to year to date March FY11 (\$96K). This was 93% above total projections for the entire year.

Parks and Health in the General Fund also showed similar improvement compared to FY11. In addition, there was a Hancock increase of 1.5% implemented. Where as, Non-Departmental, had no Hancock increase.

C. Utility Taxes for the General fund were at trend. The final settlement of the telecom companies was received in FY11 and revenues (for program 0011) should only be for month to month remittance going forward. Revenues were budgeted at \$1.8 million and were slightly under pace at 72%.

Most other utility taxes were close to or above budget. Gas franchise revenues were the only revenues significantly under trend. This was in direct relation to the mild fall and winter. With abnormally warm temperatures, revenues declined by 27% compared to this time last fiscal year. However, electric revenues balanced out the shortfall from gas at 83% of its budget. The record setting temperatures during the summer led to an increase of 10% compared to the same time in FY11. The combined total of gas and electric netted out to \$20K above trend. As shown in the graph below, the relationship between gas and electric is cyclical. In the warmer months, electric is high and gas is low. In colder months, electric decreases and gas increases. Water revenues were also above the mark by \$45K. A dry late summer and fall led to higher water usage. The rise in usage resulted in a 12% increase in water franchise revenues compared to this time the previous year. Telephone (net of settlements) and cable revenues were each short of the mark for the quarter at (-2.5%) and (-3.3%) respectively. Suddenlink bought out Cablevision during the summer, 2011, which has led to some subscribers dropping the service. Part of the telephone decrease (23% less than FY11) could be attributed to the increasing number of consumers opting to drop their land lines in favor of wireless as their primary source of telecommunication.



The Mass Transit fund utility tax revenues were ahead of budget at 81% and displayed similar trends as the General fund.

II. General Fund Revenues

A. Other Major Revenue Sources

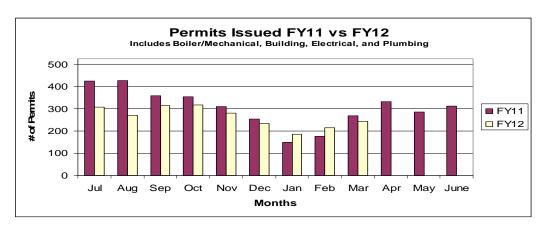
Municipal Court fine revenues still trended downward. Revenues were \$102K under budget (a 9% decrease compared to March year to date of FY11). On the upside, the number of violations filed went up compared to those filed in FY11 by 994 cases. This is a remarkable turnaround from March FY11 as the number of cases plummeted by more than 1,300 cases. The largest contributor was the Police Department. They had a positive variance swing of almost 1,600 tickets from second to third quarter. Code Enforcement and Parking Control also had good quarters to get back on the positive side. Animal Control citations filed

were only two shy of FY11. In total of all departments, 5,733 violations were filed between January and March. Hopefully with the increase of the filed violations, revenues will pick up significantly in the fourth quarter.

DWI enforcement revenues in the Patrol Operations program were nearly equal to FY11 totals at 98% with grant funding for DWI checks returning this year. **Server licenses**, a new fee for training servers of alcohol, were established in FY10 and collected 9% more than its total original budget. Total fees collected (shown in the **Support Services** program) were \$22K more than this time in FY11. All servers were given until July 1, 2011 to comply with the licensing. (Ordinance passed on November 2, 2009).

As indicated by the graph below, **Building Development permits** began to pick up with the early spring. The biggest issue, though, was the struggling revenues for **building permits**. They were 25% less than this time in FY11 and were behind trend by \$14K. **Boiler/Mechanical permits** were significantly above trend and were up 7% compared to revenues thru March of the prior fiscal year. A major contributor was the Boehringer Ingelheim Administration building. **Electrical permits** were \$3K under target. **Plumbing permits** were ahead of the budgeted pace by 6%.

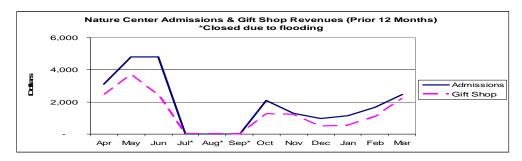
Garage sale permits also benefited from the mild winter. They were 22% more than this time in FY11. The weakened economy may also be a factor for the increased revenues. For the second consecutive year, Council approved a four-day garage sale weekend in August where the permit fees were waived. **Business** and **Liquor License** revenues are cyclical, billed annually in May.



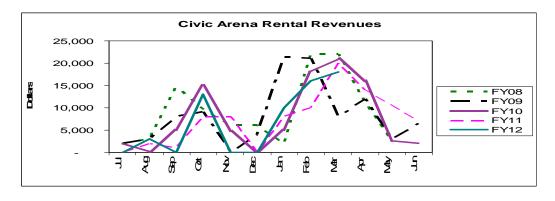
Although the summer floods will continue to have a lasting impact for several programs within the department, **Parks**, **Recreation & Civic Facilities** revenues were only down \$15K compared to this time in FY11. We maintain a positive outlook for revenues with the return of spring and summer (softball and pool) programs. Pools open on May 19th, compared to May 23rd in FY11.

- League fees for **Summer Softball** began to filter in during March. Through the end of the month, revenues were 53% less than this time in FY11. However, it should be noted that leagues are starting later this year and therefore the registration window for teams is later as well. Registration fees deadlines extended through April 30, 2012. League play is scheduled to begin May 20th. It will be the first time the park has seen any activity since June of 2011.
- The Nature Center was still trying to dig itself out of the hole they were put in during the first quarter of the fiscal year. They were unable to open their doors until September 29th. As was the case with Heritage Park, flooding caused the center to close in late June. The timing of the flood hit the program significantly as summer months are historically the strongest. Since reopening not much of the budget shortfall has been recouped. Between admissions and gift shop revenues, the center is

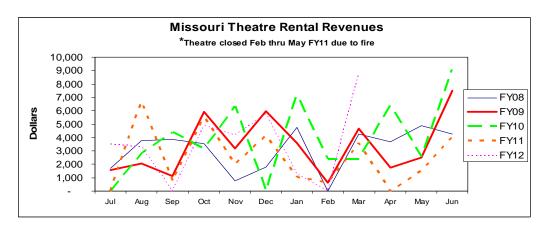
behind budget by \$30K. As the graph indicates below, business will likely pick up significantly for the final quarter when several school field trips are typically hosted.



- The Senior Center fell short of the target at 68%. Recreation fees struggled and only collected 40% of its projected budget. The cafeteria was at trend. Membership revenues had surpassed total budgeted projections by 19% by the end of the quarter. This line item was added in FY11 after the expansion was completed. Donations had decreased since the second quarter and were \$9K under trend.
- Volleyball revenues for Muchenberger were above projections at 78%, but down \$3K compared to a
 year ago. The new Recreation, Exercise and Community Center (REC Center) is nearly complete
 and scheduled to open soon.
- The **Bode Recreation Complex** was well above trend only 2.2% short of total year budget. The biggest contributor, General ice rental, showed a huge bump in revenues (\$36K above target) due to the closing of a Kansas City rink during FY11 that hockey teams used. The additional revenue equaled to a 57% rise when compared to the same timeframe of the prior year. Hockey ice rental was near total budgeted revenues for FY12 and increased by 8% when compared to the same time the previous year. Ice rink admissions had a good quarter and were above the mark at 82%. Skating lessons were at trend. Ice rental for figure skating continued to decline and had only collected 37% by the end of March. This was a 28% drop when compared to this time in FY11. The complex, in total, has received \$25K more than the same time a year ago.
- The third quarter for **Civic Arena** had some much needed activity. For the three months, \$44K was generated when only \$16K was collected the first two quarters of the fiscal year. Rental for the arena was still well below trend by \$26K. Historically, as noted by the graph below, the third quarter of the fiscal year is typically the strongest for the arena. Concessions for the arena increased as well, but still \$10K below trend. Even though concession revenues were under target, they were still 25% more than this time in FY11. Looking at the final quarter, a few events are scheduled in April, but not much the remainder of the fiscal year. It's a real possibility that the arena will finish significantly short on budgeted revenues once again.



• The **Missouri Theatre** had faired much better and was above trend at 79%. It was the highest third quarter year to date total since FY07. March was especially strong with a total collection of nearly \$9K. As for office rental, damage from the fire remained and renovations were near completion. Much of the office rental revenue will be lost for FY12. The following graph shows a comparison between the five most recent fiscal years for theatre rental.



Overall, **Public Health** revenues were 5% less than at this time the prior year. The largest gap was birth/death certificates under trend at 68%, a decrease of \$6K compared to this time in FY11. The combination of the economy and high fuel prices may be a factor for less travel abroad. Animal Control citations filed were up for the quarter and now even with year to date March of FY11. As a result, fine revenue was at trend. Shelter fees were close to target at 72%. Cremation services began to lessen with a 25% drop in revenues compared to this time the prior year. There is no longer a set renewal date for dog licenses, which makes it difficult to monitor until the end of the year. Food establishment permit renewals will be sent out in the final quarter.

B. Special Revenue & Enterprise Funds

In the Parks Maintenance Fund, Horace Mann rent was comfortably above budget at 85%.

The summer flood caused the St. Joseph Frontier Casino to close from the last week of June until September 29th. Therefore, gaming and admission revenues in the **Gaming** fund were impacted significantly. Since reopening revenues have been doing well, but only able to collect 49% of budget. It is highly unlikely that the deficit created by the three-month closure will be made up by the end of FY12. By the end of March, gaming/admission revenues were \$246K less than this time last year.

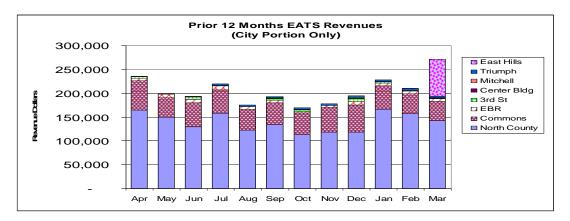
In the **Special Allocations** fund, PILOT tax revenue was billed by the Buchanan Collector in November, 2011. All funds have been received for the 2011 tax year.

EATs (sales tax) revenues were favorable for most of the TIF Plans. As indicated by graph below, there was a significant increase in January for City EATS as it included receipts collected from the holiday season. February was up over \$200K as well. March was strong as the East Hills TIF met its calendar 2011 base.

- City EATS for North Shoppes were slightly under trend by 2.4%. The development collected \$44K more than the prior year's first three quarters despite Borders (a significant tenant) closing in April of 2011. It was recently announced that the Best Buy location would not be included in the franchise's plan to close 50 stores nationwide.
- EBR TIF City EATS were at trend (above 0.1%). The three restaurants located at the site remain very popular with customers.

- The East Hills development continued to improve with addition of new tenants throughout the year. Businesses such as Gordman's, Hallmark, The Children's Place, Charming Charlie's, and Off Broadway Shoes has boosted revenues by 19% when compared to the same timeframe in FY11.
- The Third Street Hotel City EATS were under target by about \$6K. Previously, businesses within the development were behind remitting their sales tax to the State. Recently they had worked toward getting delinquent sales tax caught up and paid off. The Department of Revenue also collects the TDD sales taxes and distributes them to the City, creating a lag of 60 days in the collection cycle.
- The Commons had a steady quarter. Revenues were up 86% compared to the same time during the
 previous fiscal year. The increased revenue is directly related to the release of The Commons base
 EATS sales taxes per the Second Amended Redevelopment agreement passed December FY11.
 The Redevelopment agreement only disburses part of the CIP and General sales tax.
- City EATS for the Center Building have decreased by 30% when compared to one year ago. The restaurant located inside the development has reduced its hours of operation.

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



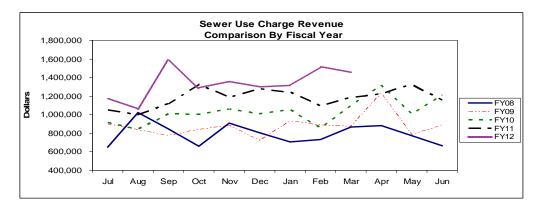
Aviation revenues were just under budget at 73%. Hangar rent, which had been behind most of the year due to vacancies from the flood, was at trend by quarter's end. Sale of gas and oil was also hindered by the flood (24% less collected than a year ago) and has been in a steady decline since winter 2008.

The **Public Parking** fund experienced a decrease of 9% when compared to March year to date of the previous year. Most revenues for parking garages remain flat. The garage at 5th and Felix collected 80% of the original revenue. A slight drop off of 5% from a year ago occurred at the 6th and Jules garage. The 8th & Felix lot was well under trend at 42%. The 9th and Felix lot exceeded its total year budget by 6%. Revenue for Other Parking Permits/Fees had increased with more Ticketmaster events held at the Civic Arena during the quarter.

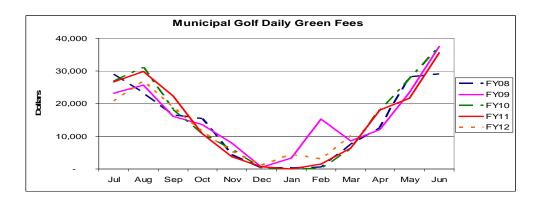
Parking violation fine revenues were still well below trend at 23%. Many factors were in play that led to \$30K less collected compared to the same time period in FY11. The current staffing shortage and maintenance problems with gate at the 6th and Jules parking lot led to fewer tickets written by the Parking Control staff. Staff are constantly filling in for the garage attendants and not able to write tickets. Recently, more tickets have been issued by the Public Parking staff. To date, 135 less tickets have been written by the Public Parking staff in comparison to this time in FY11. By the end of December this gap was triple the amount. Despite the mild winter, citations written by police officers had also increased tickets during the quarter. As indicated by the graph below, revenues have increased since January. Numerous summonses were issued in December and throughout out the third quarter.



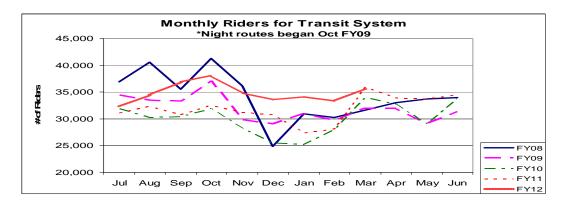
The **Water Protection fund** ran marginally below target at 74%. With the 12% rate increase at the beginning of July, Sewer service charges were below the mark by \$278K, but showed an increase of 15% when compared to year to date March FY11. Wholesale users, including South St. Joseph Sewer District also underwent a rate increase (13.6%) at the beginning of the fiscal year. SSJSD was above trend by \$44K, a 5% increase when compared to this same time during the previous year. Sewer service penalties had topped total original projections by 36% (\$108K above trend). This represented an increase of 41% compared to this time in FY11. The rough economy has led to customers being unable to pay their bills in a punctual manner. The fund, in total, had generated \$1.7 million more than this time one year ago.



The snowless winter brought about some unexpected revenue for **Municipal Golf**. Shown in the graph on the following page, daily fees for December thru February are usually next to nothing. With the warmer temperatures and no snow on the course, \$9K was received in during the three-month period. The warm fall months also made up for the reduced revenue from the extreme temperatures that occurred in the summer. Overall, the fund was in good shape and had collected \$29K more a year ago. Golf cart rentals were up 4% compared to the same timeframe of FY11, meeting FY12 projections. A portion of the renovations included the banquet/meeting room. This is now a widely used venue for events of all kinds and had already exceeded its total year budget by 47% and had collected \$11K more than this time last year. Concessions were at trend and were \$11K more than the same time a year ago. By the end of quarter, 72% of the expected annual fees had been received. As of mid-April they were still coming at a good pace. As long as the weather stays cooperative the remainder of the fiscal year, the fund's goal of making budget could be realistically attainable.



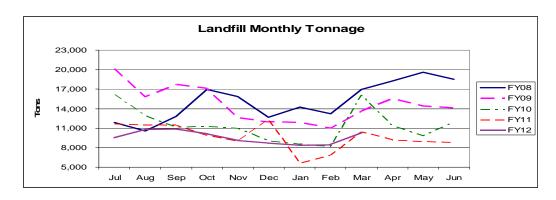
As fuel prices continued to elevate the **Transit** fund remained in good position at 84%. Daily fare box revenues collected \$30K more than projected. This represented an increase of 12% compared to this time in FY11. Adult ticket sales had been on the decline since FY11 and continued to do so at \$7K under trend (a 7% drop compared to March year to date of FY11). Senior/Handicap tickets were just above target by 4%. Youth tickets stayed on track. The revised contract with Houck Advertising reduced monthly advertising revenue by almost fifty (50%) beginning in November, 2011. Despite the reduction the line item was still well above budget at 82%. In the fall of FY11, Transit staff began selling Jefferson tickets for a 15% commission. This line item replaced the transit station lease that was vacated by Jefferson last year. The net effect of the two shows a decrease of \$4,276 from FY11. By March, 2012, the fund had collected 84% of its budget. More than likely, if fuel stays high, consumers will utilize the bus services more frequently. According to the graph below, a more consistent flow of ridership categories have occurred in FY12 than previous years.



The **Landfill** fund continued to fall farther behind at 59%. Daily fees were under budget by \$593K which was a 5% decrease when compared to this time in FY11. Revenues have been in an overall decline with the economic conditions and after Deffenbaugh withdrew from their dumping agreement in FY09. Monthly average charges for Deffenbaugh have dropped from \$50K during FY11 to \$34K for FY12.

Recycling revenue – landfill operations did well for the quarter at 77%. The main recycling site has surpassed total year budget by 20%. Revenues have been on the climb since with the opening of the more conveniently located recycling center on the South Belt Highway in late March of FY11. Revenues have increased by \$6K compared this time in FY11.

Methane gas to energy sales should begin in the 4th quarter as the testing of equipment has now been completed.



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

Police Operations had exceeded its total overtime budget by 1.7%. This was \$62K over trend (\$57K more than this time in FY11). Savings in salary & wages offset the deficit. The Police department, as a whole, was under budget at quarter's end.

Overtime and FLSA overtime for Fire Suppression were over trend by a total of \$41K. Under utilized budget in health insurance and safety equipment canceled out the overage. Fire Maintenance had topped its total budget for motor fuel by 14.5%. This equaled a variance of \$26K, the same amount difference more when compared to March year to date FY11. Although the program was \$19K over its budget, the remainder of the Fire department was well over trend.

Recreation was over projections by \$10K for temporary/part-time wages. The overage caused the entire program to be above budget by \$6K. At the same point in FY11, the program was \$11K over for the line item. Negative variances with MR of motor vehicle (\$4K) and judgement & claims (\$5K) had Bode Recreation Complex over trend by \$9K. The Parks department was comfortably under budget and could cover the extra expenses.

Health Administration was still over budget by \$16K mostly due to the water damage repair that was needed in November for the Social Welfare Board section of the Patee Market. The expense would have been recovered within the Health division if it wasn't for the payments (\$36K per month) made to the Social Welfare Board by Clinical Services. Payments for the entire year were booked at the beginning of the year.

Street Maintenance Admin was \$40K over its budget by more than the tripling of the MR of building and facilities. Expenses for purging fuel tanks, fracturing tanks, and reconnecting the sewer at the Floyd Building had added up to a deficit of \$26K. Fortunately, the Street Department has kept expenses down and can cover the overages. It should also be noted that a portion of these expenses were flood related and possibly reimbursable by FEMA.

Amount of GF operating budget expended at year-to-date: 72.9%

Street Maintenance Fund

Amount of Streets Maintenance operating budget expended at year-to-date: 55.3%

Parks Maintenance Fund

Amount of Parks Maintenance operating budget expended at year-to-date: 69.5%

CDBG Fund

Amount of CDBG operating budget expended at year-to-date: 51.1%

Aviation Fund

Amount of Aviation operating budget expended at year-to-date: 66.9%

Parking Fund

Amount of Public-Parking operating budget expended at year-to-date: 69.4%

Water Protection Fund

By the end of March, Water Protection's overtime was only 12% more than its total year budgeted limit (a negative variance of \$47K). They had also surpassed their motor fuel budget and were over the mark by \$21K. Several crane rentals led vehicle and equipment rental to land \$46K over budget, more than four times what was projected at the beginning of the year. Despite the various overages, the program and fund were still comfortably under trend.

Amount of Sewer operating budget expended at year-to-date: 67.7%

Golf Fund

Although the fund was \$28K over trend, expenses are \$7K less than this time last year. Materials/Supplies for resale had slowed considerably and were only \$6K above budget. By the end of December, the deficit was \$28K. Utilities were \$13K above projections and were \$4K more than this time in FY11. Motor fuel was only 6.1% of matching its total budget for the year.

Amount of Golf operating budget expended at year-to-date: 79.2%

Transit Fund

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

Landfill Fund

Salaries/Wages were \$15K above budget, but offset by equal savings with overtime. Motor fuel had topped budget by 4.9% (over trend by \$75K). This was a 22% increase when compared to the same timeframe in FY11. Existing savings in other areas within program covered the expenses.

Amount of Landfill operating budget expended at year-to-date: 64.5%

INVESTMENT REPORT COMMENTARY

The Investment Report is for the period ended March 31, 2012. The purpose of the report is to keep the reader informed of the diversification and status of the City's investment portfolio. The City's Investment Policy, adopted by the City Council on July 19, 1994 and revised on October 18, 2010, guides investment activities and ensures that City funds are invested in a manner which provides the highest investment return with maximum security while meeting the daily cash flow demands in accordance with all state and local laws.

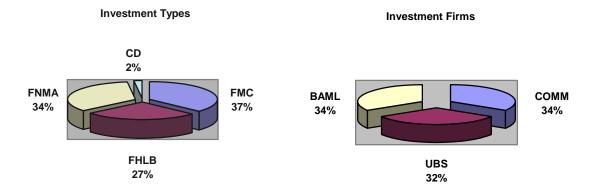
CASH INVESTMENTS

As of March 31, 2012, \$40,989,978 of the City's idle cash was invested in U.S. Treasury Bills, Agency Securities, Certificate of Deposits, and cash. The majority of the investments purchased were Agency Discount Notes with maturities of 180 days or less. Individual yields on the securities range from 0.02% to 0.12% with a maturity expected weekly. Most City investments are made in instruments of 180 days or less because: 1) the return on longer instruments is not significantly greater to offset the loss in liquidity; and 2) current low fund balances in most funds require that investments be very liquid.

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

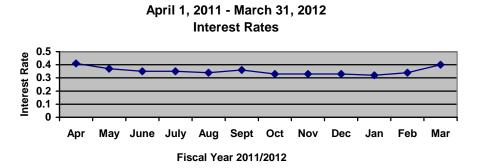
Some Agency Discount Notes are guaranteed by the full faith and credit of the U.S. Government, but most carry only a "moral obligation" of Congress to protect investors. These notes usually have higher yields than Treasury Obligations, and include federal agencies such as the Federal National Mortgage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

Safety of principal is the foremost objective of the City's investment program. To achieve this objective, diversification is a necessity for securities and vendors. Investments are competitively bid and purchased from Bank of America Merrill Lynch, UBS, and Commerce Bank of Kansas City, maturing weekly for cash flow purposes. As of March 31st, Merrill Lynch in Kansas City, Missouri is no longer servicing the governmental entities. The City's investments were moved to their parent company, Bank of America Merrill Lynch in Chicago, IL. The City's guidelines for diversification provide for a goal of no more than 50% of the City's total investment portfolio be invested in a single security type or with a single financial institution.



INTEREST INCOME

The City also receives interest income on cash balances in its checking account. Interest is distributed to each fund at the end of each month. The interest rate is equal to the average 91 day Treasury Bills plus .31 points on the City's average collected balance. The rate the City received for the month of March, 2012 was 0.40% compared to 0.44% in March, 2011. Since May, 2011, interest rates gradually fell below 0.40%, bumped in September, and in the last two months demonstrated an upward climb. Because of collateral agreements with the banking institution insuring cash balances, this is as safe as investments in U.S. Treasury Bills.



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

YTD 2012 Total	\$	38,599.44
March, 2012	<u>\$</u>	3,772.15
February, 2012	\$	3,091.17
January, 2012	\$	3,635.42
December, 2011	\$	2,869.55
November, 2011	\$	4,294.28
October, 2011	\$	5,512.45
September, 2011	\$	4,882.50
August, 2011	\$	5,127.97
July, 2011	\$	5,413.95

Unrestricted cash deposits and investments of the City are pooled and include cash held in commercial bank checking accounts and investments held in United States Government Treasury and Agency securities. All funds with a cash balance carry an "Equity in Pooled Cash" balance on the financial statements equal to their respective cash deposit and investment portion of the pool. The individual funds "Equity in Pooled Cash" equals the \$46,887,033 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 \$15,548,143 held at various locations as instructed by the bond transcripts.

The charts beginning on the next page show the March 31, 2012 status of city cash by type of investment, type of restriction and unrestricted cash balances.

CASH By Type of Investment March 31, 2012

Checking Account Balance:		\$5,897,054.66
Certificate of Deposits		1,000,000.00
U.S. Government and Agency Securities: Federal Natl Mortgage Association Federal Farm Credit Bank Federal Home Loan Bank Cash and Investments	\$13,996,743.85 14,995,999.22 10,997,235.41	39,989,978.48 46,887,033.14
Bond Reserves (held at various institutions	<u> </u>	15,548,142.70 \$62,435,175.84
	CASH By Type of Restriction March 31, 2012	
Unrestricted Cash Balance: Cash Investments	\$5,897,054.66 40,989,978.48	\$46,887,033.14
Restricted Cash Balances: Bond Reserves (various institutions)	15,548,142.70	15,548,142.70
	=	\$62,435,175.84

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 <u>is</u> restricted in the sense of what fund it belongs to and what that fund can use it for.

The chart on the following page breaks down the \$46.9 million "unrestricted" cash figure above by fund and designated uses (if any).

CASH

UNRESTRICTED CASHBYFUND

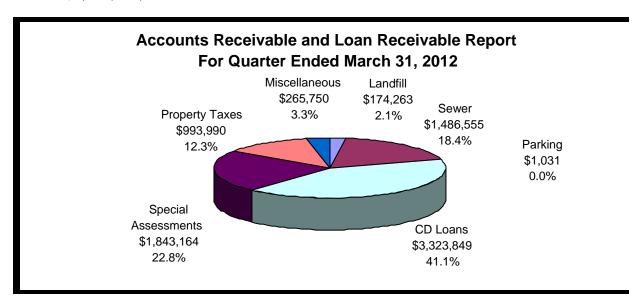
March 31, 2012

Ceneral - Cash	\$3,927,575.29	
Emergency	1,125,000.00	
Escrows/Grants	140,292.64	
Public Nursing/Richardson Trust	90,209.42	
Senior Center Foundation/W/Vorgan Trust	7,060.72	
Cell Phone	848,854.71	
Computer Reserve	163,017.47	\$6,302,010.25
Street Maintenance - Cash		708,524.57
Parks, Recreation & Civic Facilities-Cash		343,803.12
ODBG- Cash		(802,392.21)
Special Allocation - Cash		1,280,533.20
Rverboat - Cash		317,142.25
Museum		356,635.34
Downtown Business Distict - Cash		5,500.82
Capital Projects - Cash		10,233,936.87
Aviation-Cash	(1,083,289.63)	
Escrows/Grants	7,442.00	(1,075,847.63)
Parking - Cash	187,792.44	
Escrows	6,200.00	193,992.44
Water Protection - Cash	5,158,446.70	
In House Bond Reserve	4,181,578.26	9,340,024.96
Gdf - Cash		(79,803.14)
Mass Transit - Cash		7,889,842.81
Landfill - Cash	4,782,629.72	
PostClosure	4,331,714.92	9,114,344.64
Worker Compensation - Cash		1,159,165.88
Payroll - Cash		442,483.85
Library-Cash		276
St Joseph Gateway TDD- Cash		66,905.34
Cooks Crossing CID - Cash		1,355.13
East Hills CID-Cash		2,201.29
CDBGLoan Funds - Cash	<u>-</u>	1,086,670.60
	-	\$46,887,033.14

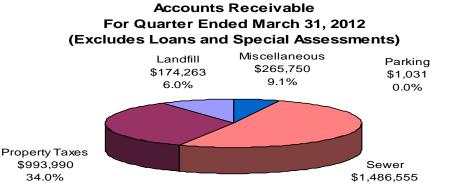
Accounts and Loans Receivable Report

COMMENTARY

This Accounts and Loan Receivable Report covers the third quarter ended March 31, 2012. 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, 2012 are \$8,088,602, broken out as follows:



Accounts Receivables (below) are generated from routine services provided to City residents and from taxes, licenses and fees. As of March 31, 2012, the amount total due is \$2,921,589. Loans and Lien Receivables (\$5,167,013) have been extracted due to 1) uncertain collectability for special assessments; and 2) Community Development Block Grant (CDBG) loans are payable over 30-40 years, leaving most of the receivable due into the future - not past due. Details of each type will now be discussed in detail by type.

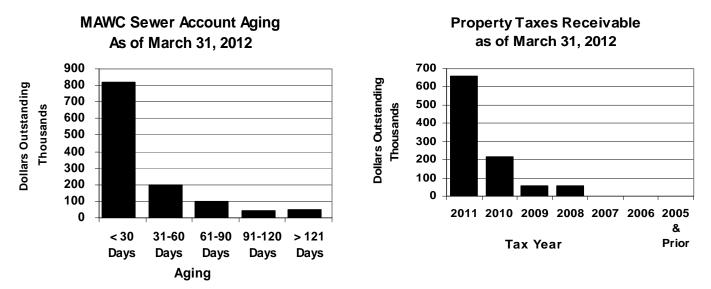


Water Protection Fund receivables (50.9%), include City billings to South St. Joseph Industrial District, septic load processing charges, and MAWC sewer use charges (as shown below). It also includes all sewer user charges billed and collected by Missouri American Water Company per Billing and Collection Agreement. The Missouri American Aging is shown below. Accounts over 90 days are turned over to their third party collection agency. Any collections are remitted to the City, less collection fees of 18-25%.

50.9%

These receivables are reported monthly to the Financial Services Department for recording of revenues, allowance for uncollectible accounts, and collection fees.

As of March 31, 2012, total sewer receivables are \$1,486,555. MAWC receivables make up a majority of the receivable with \$1,213,732, eighty-one and seven-tenths (81.7%). The remaining City billings total \$272,823 or 18.3%, most of which is from the South St. Joseph Sewer District (\$177,512). Per contract, SSJSD has 45 days in which to remit payment of amounts due to the City, remaining on the receivable listing longer than most accounts. The balance is current. The remaining receivable balance due includes the Oak Mill settlement. The United States Department of Justice has been notified of Oak Mill's failure to comply with the settlement schedule.



Property Tax (32.4%) delinquent reports were provided by the County Collector as of February 29, 2012 as required in the Billing and Collection contract. A comparison of the fiscal year 2012 delinquent lists shows \$993,990 remaining due compared to \$1,199,715 in fiscal year 2011. According to Buchanan County Clerk January, 2012 reports, total Current Year property valuations were \$975,343,375, (tax year 2011) increased 3.5% from tax year 2010 (FY11) at \$942,423,028 due to new construction. As of March 31, 2012, total current year City tax receipts were \$10,538,060, compared to FY2011 receipts of \$9,932,998, an increase of \$605,062 (6%). Real property collections increased \$488,114 over fiscal year 2011 (6.7%). Personal Property tax collections increased \$116,938 over tax year 2010 collections (4.4%).

Prior Property Tax receivables include the receivables for tax years 2010 & prior. As of March 31, 2012, prior property taxes remaining due total \$335,944 compared to \$326,930 for all funds in fiscal year 2011. The economic picture, while showing some promise may remain a factor for these tax receivables. Total prior year collections are up with \$446,548 (net of protested taxes) compared to \$392,261 for FY2011, a fourteen percent (14%) increase. (The 2010 protested taxes were settled in fiscal year 2012 and recorded as prior year - \$141,338).

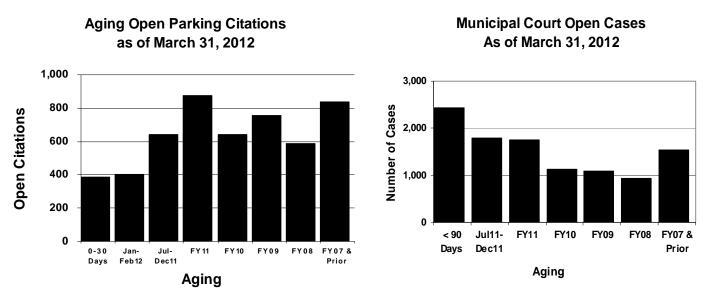
Landfill Fund receivables (6.0%) include hauler accounts set up for monthly billing and land leases approved by contract. These are billed by the Financial Services Department based upon reports provided uploaded from WasteWorks (Landfill software). Total billings to date are \$1,676,811, an increase of \$46,739 - (2.9%) percent over the same period in fiscal year 2011. This is a major shift from the double-digit decreases over the past couple of years. Total tipping fee revenues of \$2,332,196 represent a decrease of \$121,736, (5%) from fiscal year 2011. Outstanding receivables, as of March 31, 2012, total \$187,516. The trash hauler that was experiencing difficulties in the prior quarter has now closed. Dump fees of \$10,146 (included in the receivable balance) remain due. Financial Services, Public Works and Legal staff are

reviewing the case to see if there are any legal remedies for collection of these fees. We did, however, collect over \$4,000 of the total amount due prior to closure of the business by placing them on cash only basis during a reorganization.

Public Parking receivables (<1%) include parking permits billed for City garages. Other receivables include parking citations outstanding recorded in the Parking Access database, but amounts due remain uncertain due to requests for dismissal, those protested in Municipal Court, etc. A total of 6,209 parking citations have been written this fiscal year – 3,987 by public parking staff, 2,216 by police officers and 6 by fire inspectors.

Most revenues collected in the Parking Fund are not included as a receivable due to the possibility of parking tickets being protested, requesting a trial in court, etc. Revenue is recognized when received. To date, total parking fine revenues are \$105,070, of which \$ (87.9%) are fines remitted directly to the City and from collection letters generated by Financial Services. Municipal Court summons have resulted in the remaining \$12,770 (12.1%). The revenues are received from a series of collection letters. A total of 6,489 letters have been mailed out this fiscal year, with 5,081 citations remaining outstanding as of March 31, 2012. The aging of citations is shown in the table below.

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



Municipal Court receivables are recorded in the INCODE Court software. As of March 31, 2012, 10,681 remain open citations - a decrease of 217 citations (2%) from the previous quarter.

The table above shows the aging of open cases. As of March 31, 2012, court fines and fees collected total \$898,404, compared to \$911,471 for the same period in fiscal year 2011, a one and four-tenths (1.4%) percent decrease. City retained Court revenues are \$744,609 compared to \$725,133 in fiscal year 2011, a two and six-tenths (2.6%) decrease. The citations filed for FY2012 total 13,812, compared to 12,818 for FY2011, an increase of 994 citations from all Departments - reversing the trend from the past two years. The largest increase (825) comes from the number of police officer citations filed.

Miscellaneous Receivables (9.1%) of the Receivables above are billed by Financial Services. Miscellaneous billings include:

General Fund - LEC charges, fire district contracts, and Administrative fees for Chapter 100 bonds, Heartland Health and Buchanan County shared expenses for maintenance of the communication system; franchise taxes and PILOT taxes due per Chapter 100 agreements;

SIM & R Fund – Street/utility cuts, culvert pipe cost share, street light annual assessments;

PRCF - Horace Mann monthly leases, Hockey Club and Figure Skating Club ice rentals:

Public Health Department – 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. Most of these billings are unknown at the time of billing as many are based upon gross receipts unknown at the time of renewal.

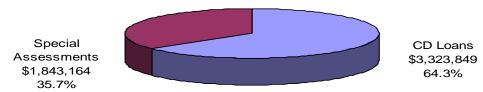
Annual licenses, permits and inspections for business activity are billed and collected by the Customer Assistance Department and recorded in Permits Plus Software when received. A total of 2,956 new and temporary business licenses and permits have been issued since May 1, 2011 the FY11 renewal cycle. The distribution of all new business permits and licenses issued are broken down by type as follows:

Business Licenses and Permits By Type Fiscal Year 2012

	FY2012		YTD Reve	enue
Туре	New	Temporary	FY12	FY11
Liquor licenses	31	83	\$7,389	\$13,584
Alcohol server licenses	892	404	\$21,835	\$19,675
Health permits/inspections	61	126	\$15,299	\$19,807
Alarm permits	300	28	\$12,658	\$10,159
Fire inspection permits	49	17	\$4,765	\$7,813
Trade licenses	193	1	\$73,047	\$68,419
Contractor licenses	7	0	\$4,775	\$4,375
Business licenses	736	28	\$123,009	\$90,685
Totals	2,269	687	\$262,777	\$234,516

To date, collection efforts for licenses due June 30, 2011 included the original renewal application, delinquent letters and a summons to Municipal Court. Owners of thirty-six (36) businesses have been issued a summons to Municipal Court during FY2012, compared to fifty-three (53) for FY2011. Renewal letters will be sent out in the fourth quarter to begin the FY12 renewal cycle, due by June 30, 2012.

Loan & Special Assessment Accounts Receivable As of March 31, 2012



Lien & Special Assessment receivables (35.7%) total \$1,843,164 include demolition liens (\$942,668), general code violations for weed and trash liens (\$825,262), and street and sewer improvement/use liens (\$75,234). Demolition and weed and trash liens are billed and collected by the Customer Assistance Department, with payment arrangements available on demolition liens up to a ten (10) year period in which to pay back the City. Sewer Improvements and Street Special Assessments are billed and collected by the Financial Services Department.

Accounts deemed to be collectable may be pursued through additional collection letters and, if necessary, lawsuits filed in Buchanan County Circuit Court as a personal debt of property owners. Inspectors continue to be issue summons to Municipal Court for violations. The City requests restitution for any costs incurred in cleanup of the property. Amounts paid by the defendant include fines for non-compliance and any City restitution for that particular violation.

Fiscal Year 2012 year-to-date collections for all liens total \$96,580, compared to \$104,457 or an decrease of \$7,877 (7.5%) for the same period in fiscal year 2011.

Aging of Special Assessments - Amount Due						
Period	Dollars	Dollars (%)	#			
Current	65,552	3.6%	105			
Jul- Aug10	171,337	9.3%	750			
Jan-Jun10	271,329	14.7%	891			
Jul- Dec09	449,887	24.4%	760			
FY09	123,163	6.7%	423			
FY08	92,022	5.0%	383			
FY07	669,874	36.3%	1,591			
Total Outstanding	1,843,164	100.0%	4,903			

Community Development (C.D.) Loan receivables (64.3%) are low-interest loans made to low and moderate income residents under regulations promulgated by the Federal Department of Housing and Urban Development (HUD). These loans vary in length from 15 to 40 years. Although total loans outstanding are \$3,323,849, less than one percent (0.3%) or \$10,764 are principal and interest past due.

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

CD Loans Outstanding As of March 31, 2012



CD Loans As of March 31, 2012

Loan Description	Outstanding	Count	Percent
Rehabilitation	\$1,102,978	43	33.18%
Rental Rehab	\$146,771	5	4.42%
Historic Preservation	\$64,338	8	1.94%
Fascade			
Improvements	\$48,437	1	1.46%
Home Program	\$1,961,325	23	59.01%
Loans Reported	\$3,323,849	80	100.00%

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 2012 between those limits.

1/4/2012	Shawnee Mission Ford	\$ 21,703.00	2012 Ford Transit Connect	WPF
1/4/2012	Simmons Gun Specialities	\$5,077.50	(10) Remington 870P 12 Guage Shotugns	Police
1/18/2012	Allield Oil and Tire Co	\$6,720.00	(6) 17.5R 25 Triangle Tires	Landfill
1/26/2012	IHP Industrial Inc.	\$6,544.00	New Return Tank ofr City Hall Boiler	Bldg Mtnce
2/2/2012	Seiler Insurment and Mfg Co	\$19,485.00	R666NSS Receiver/TSC3 with Access	Landfill
2/5/2012	World Wide Technology	\$12,309.20	(20) HP Compaq 6200 Pro MT Computers	IT
2/21/2012	Key Equipment and Supply Inc	\$18,873.80	Steller Hook Hoise with 54" Hook	Streets
2/22/2012	Motorola Solutions	\$18,409.08	(4) Portable KTX500 Mobile Radios and (50) Batteries	Fire
2/23/2012	Bearing Headquarters	\$5,935.58	(12) Timber Tapered Roller Bearings Incode License Fees & Annual	WPF
2/24/2012	Tyler Technologies	\$8,750.00	Maintenance	Muni Court
2/27/2012	Holliday Sand and Gravel Co	\$ 14,291.45	151 Tons Pea Gravel & 2223 Tons Dakota Reed-Sedge	Goft
3/1/2012	FFF Enterprises	\$ 6,876.00	600 Vials Fluzone Flu Vaccine	Health
3/6/2012	V. L. Phillips Co	\$ 15,014.81	Replace Worm Components of Undercarriage	Landfill
3/7/2012	Todds Tire Service	\$ 12,474.20	(4) G296 Goodyear 425 65R Tires (24) G177 EDC11 12R22.5 M&S	WPF
3/7/2012	Luby Equipment Services	\$ 7,250.00	500 HR Service for Oshkosh 4-Series Blower Room Unit Install Impressed Current Cathodic	Aviation
3/7/2012	DuPree Testing Services Inc.	\$ 9,250.00	Protection System on (3) UST's at 2316 S Third	Streets
3/6/2012	Central Power Systems	\$ 9,700.00	Transmission Replacement for Unit 538 (9) M80 Battery Powered in Sewer	Transit
3/13/2012	JCI Industries Inc.	\$ 15,077.00	Monitors with 2 floated buried and 1 year warranty	WPF
3/15/2012	Granicus Inc.	\$ 15,180.00	(10) Months Managed Service and Median Manage View Page Maintenance	City Mgr
3/16/2012	B and H Photo	\$ 10,873.97	(2) MAC Pro Computers and 2 MAC Pro Laptop	Police

^{**} Does not include purchase orders issued for the following:

Community Development Rehab Loan Projects

Gasoline Purchases

Price Agreements

Work Orders for Professional Services approved by a Master Agreement

ROUTINE BUDGET TRANSFERS COMMENTARY

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

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

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

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

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

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

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

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

The following report reflects routine budget transfers for the third quarter FY2012, sorted by Fund and Department. Most transfer forms contain several transactions. This is why there can be several lines of adjustments for each Transfer Number. The transfer number is an ID entered by staff when transfers are processed.

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

Non-Ordinance Budget Amendments

Fiscal Year 2012

For the Quarter Ending: March 31, 2011

Transfer Number (GENERA		Expenditures Decrease	<u>Object</u>	Expenditures Increase	Comments	
Police BT034	1630	(3,362.00)	1365	3,362.00	Cameras & Tasers	
Public He BT059	<u>ealth</u> 5680	(50,000.00)	4680	50,000.00	Tobacco Control Grant	
WATER PROTECTION <u>Capital Projects</u> BT047 1720 (1,774,000.00)						

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. <u>List is in order of current year expiration date.</u>

Service	Service Provider	Orig Contrct Periods	Orig Ext	# of Ext.	CY Contrct Ext	Final Ext	Advertise Date Approx.	Date RFP Due	Dont
Copier Rental	ProServ	1	Periods 3	Left 3	Expires Apr-2012	Expires Apr- 2015	Nov-2014	Approx. Dec- 2014	Dept FS
Lawn Mowing for WPC	Mark's Lawn Mowing	1	2	2	Apr-2012	Apr- 2014	Jan-2014	Feb- 2014	PW
City Cemetery Mowing	J & P Services	1	2	2	Apr-2012	Apr- 2014	Feb-2014	Feb- 2014	PH
On Call- Architectural	Riverbluff Architects	1	4	4	Apr-2012	Apr- 2016	Dec-2015	Jan-2016	PW
On Call- Architectural	Ellison Auxier Architects	1	4	4	Apr-2012	Apr- 2016	Dec-2015	Jan-2016	PW
On Call- Architectural	Goldberg Architects	1	4	4	Apr-2012	Apr- 2016	Dec-2015	Jan-2016	PW
On Call- Architectural	Creal Clark & Siefert	1	4	4	Apr-2012	Apr- 2016	Dec-2015	Jan-2016	PW
Backfill & Repair of Street Cuts	JD Bishop Construction	1	1	0	Jun-2012	Jun- 2012	Feb-2012	Mar- 2012	PW
Transit Pension Trustee Service	US Bank Institutional Trust Roeland Park, KS	1	2	2	May-2012	May- 2014	Mar-2014	Apr-2014	MT
Vending Machine Service	Smith Vending/Acme	1	2	2	Apr-2012	Apr- 2014	Feb-2014	Mar- 2014	MT
Professional Asbestos Verification & Analysis	Asbestos Consulting & Testing Lenexa, KS	1	2	0	May-2012	May- 2012	Mar-2012	Apr-2012	PM
On Call - Professional	Burns & McDonnell Engineering Co Kansas City, MO	1	4	1	May-2012	May- 2013	Feb-2013	Mar- 2013	PW
Employee Health	Blue Cross Blue Shield of KC	1	1	0	Jun-2012	Jun- 2012	Jan-2010	Jan-2012	HR
Land Lease Agreement Rosecrans Airport	Life Net Air Medical Service	1	4	2	Jun-2012	Jun- 2014	Feb-2014	Mar- 2014	AV
Police Pension Investment Custodian	Citizens Bank and Trust Maryville, MO	1	4	1	Jun-2012	Jun- 2012	Mar-2012	Apr-2012	FS
Banking	Citizen's Bank and Trust	1	4	1	Jun-2012	Jun- 2013	Feb-2013	Mar- 2013	FS
Procurement Cards	Commerce Bank Kansas City, MO	1	4	1	Jun-2012	Jun- 2013	Feb-2013	Mar- 2013	FS
City-wide Trash Service	K.I.C., Inc. dba Keep It Clean, Inc.	1	2	2	Sep-2011	Sep- 2014	Mar-2014	Apr-2014	FS

Auditing	Cochran, Head & Co.	5	0	0	Jun-2015	Jun- 2015	Dec-2014	Jan-2015	FS
Bond Counsel	Gilmore and Bell Kansas City, MO	5	0	0	Jul-2015	Jun- 2015	Feb-2015	Mar- 2015	FS
Long Term Disability	CIGNA Overland Park, KS	3	0	0	Jul-2013	Jun- 2013	Mar-2013	Mar- 2013	HR
Financial Advisor	Piper Jaffray Leawood, KS	1	4	0	Jun-2012	Jun- 2012	Mar-2012	Mar- 2012	FS
Police Pension Administrative Svcs	Citizens Bank and Trust Maryville, MO	1	4	0	Jun-2012	Jun- 2012	Mar-2012	Apr-2012	FS
Workers' Compensation Third Party Administrator	Thomas McGee, L.C. Kansas City, MO	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2012	Jun- 2012	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-2012	Jun- 2012	None	None	HR
Workers' Compensation Bond	Safety National Casualty Co. Brokered by Thomas McGee	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2012	Jun- 2012	None	None	HR
Landfill Enginering Services	SCS Engineers Overland Park, KS	1	4	3	Aug-2012	Aug- 2015	Feb-2015	Mar- 2015	PW
Landfill Enginering Services	Aquaterra Environmental, Inc.	1	4	3	Aug-2012	Aug- 2015	Feb-2015	Mar- 2015	PW
Bridge Design and Structural Analysis Assistance	HDR, Inc. Kansas City, MO	1	4	3	Aug-2012	Aug- 2015	Feb-2015	Mar- 2015	PW
Property Insurance	Great American Insurance CBIZ BCK&W	1	Subject to Annual Renewal	Subject to Annual Renewal	Dec-2012	Dec- 2012	None	None	HR
Boiler & Machinery Insurance	Chubb CBIZ BCK&W	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2012	Jun- 2012	None	None	HR
Airport Liability Insurance	ACE Property & Casualty CBIZ BCK&W	1	Subject to Annual Renewal	Subject to Annual Renewal	Jun-2012	Jun- 2012	None	None	HR

GASB 45 Actuarial Services	Hause Actuarial Solutions Overland Park,	1	4	1	Jun-2012	Jun- 2013	Feb-2013	Mar- 2013	FS
Merchant Card	KS U. S. Bank	1	4	1	Jun-2012	Jun-	Feb-2013	Mar-	FS
Services Surveying Services	Midland Surveying	1	4	0	Jul-2012	2013 Jul-2012	Mar-2012	2013 Apr-2012	PW
Flood Insurance	Travelers Cretcher- Lynch & Co. Kansas City, KS	1	Subject to Annual Renewal	Subject to Annual Renewal	Jul-2012	Jul-2012	None	None	HR
Soft Drink Concession - Heritage Softball Complex	Cadbury Schweppes Bottling	1	4	0	Jul-2012	Jul-2012	May-2012	May- 2012	PR
Mapping -GIS	Midland GIS Maryville, MO	5	4	0	Jul-2012	Jul-2012	May-2012	May- 2012	PW
Temporary Labor	The Staffing Center	1	2	1	Aug-2012	Aug- 2013	May-2013	Jun-2013	PR
Transit Long Term Disability	Todd M. Joe, Broker for Met- Life Stewartsville, MO	2	0	0	Sept. 30, 2012	Sept. 30, 2012	Jul-2012	Jul-2012	MT
Transit Life & AD&D Insurance	OCHS, Inc. Broker for Minnesota Life St. Paul, MN	3	0	0	Sep-2014	Sep- 2014	Jul-2014	Aug- 2014	MT
Airport Café	Michelle McMillian	5	5 (1 Year)	5 (1 Year)	Sep-2016	Sep- 2021	May-2021	May- 2021	AV
Transit Advertising Signs	Houck Transit Advertising St. Paul, MN	5	0	0	Oct-2016	Oct- 2016	Jun-2016	Jul-2016	MT
Transit vehicle and General Liability Ins.	Crane Agency, Broker for Travelers Chesterfield, MO	1	0	0	Sep-2012	Sep- 2012	Jul-2012	Aug- 2012	MT
Lawn and Lot Care Services for Transit	Mark's Law Mowing	1	1	1	Apr-2012	Apr- 2013	Feb-2013	2/222013	MT
Asphalt Milling & Overlay	Keller Construction	1	5	4	Oct-2012	Oct- 2016	Jul-2016	Aug- 2016	PW
Removal of Roots in Sewer Lines	Duke's Root Control, Inc. Syracuse, NY	1	2	0	Nov-2011	Nov- 2011	Aug-2011	Sep- 2011	PW
Elevator Maintenance and Repair Services	Express Elevator Agency, Missouri	1	2	1	Nov-2011	Nov- 2012	Aug-2012	Sep- 2012	PW
Professional Engineering Services - WPC	Black & Veatch Corporation Kansas City, MO	1	4	2	Dec-2011	Dec- 2013	Aug-2013	Aug- 2013	PW
Realty Services	Reece & Nichols Ide Capital Realty	1	3	1	Dec-2011	Dec- 2012	Aug-2012	Sep- 2012	CW

Liability Insurance	MOPERM; CBIZ BCKW	1	Subject to Annual Renewal	Subject to Annual Renewal	Dec-2012	0	None	None	HR
Legal Services Environmental Issues	B W Law Group	5	0	0	Jun-2016	Jun- 2016	Mar-2016	Mar- 2016	L
Employee Dental	Ameritas Group	2	1	0	Jun-2012	Jun- 2012	Jan-2010	Feb- 2010	HR
Transit Drug Screen	Lincoln, NE OHS - COMPCARE	3	0	0	Dec-2012	Dec- 2012	Oct-2012	Nov- 2012	MT
Primary Care for Workers Comp Injuries	OHS - COMPCARE	3	0	0	Dec-2012	Dec- 2012	Oct-2012	Nov- 2012	MT
Transit Dental Insurance	CBIZ/BCK&W Agent for Delta Dental Insurance	2	0	0	Dec-2012	Dec- 2012	Oct-2012	Nov- 2012	MT
Uniforms	Walker Towel & Uniform Kansas City, MO	1	3	3	Jan-2012	Jan- 2015	Jul-2014	Aug- 2014	FS
Softball Officiating Services	St. Joseph Umpires and Scorekeepers Association	1	4	1	Jan-2012	Jan 1, 2013	Nov-2012	Dec- 2012	PR
Legal Services Labor and Employment Law	The Lowenbaum Partnership, LLC St.	5	0	0	Jun-2012	Jun- 2012	Feb-2012	Mar- 2012	L
Golf Professional	Louis, MO Mike Habermehl	3	2	2	Jan-2013	Jan- 2015	Sep-2015	Oct-2015	PR
Soft Drink Concessions - Civic Arena	Cadbury Schweppes Bottling	5	0	0	Jan-2013	Jan- 2013	Sep-2012	Oct-2012	PR
FAA	ATC & Airway Facilities Sector Office FAA Logistics Branch KCMO	5	0	0	Jan-2013	Sep- 2013	Jun-2013	Jul-2013	AV
Employee Assistance Program	Catholic Charities	3	1 (3 year period)	0	Feb-2013	Feb- 2013	Oct-2012	Nov- 2012	HR
TIF Advisory & Bond Counsel (Ec Dvlpmnt)	Williams & Campo, P.C. Lee's Summit, MO King Hershey, P.C. Kansas City, MO	5	0	0	Jun-2013	Jun- 2013	Feb-13	Mar-13	L
Transit Management Services	First Transit Cincinnati, OH	5	0	0	Jun-2013	Jun- 2013	Jan-2013	Mar- 2013	MT
Legal Services Plannng and Zoning Issues	Williams & Campo, P.C. Lee's Summit, MO	6	0	0	Jun-2013	Jun- 2013	Feb-2013	Mar- 2013	L

Legal Services Plannng and Zoning Issues	Cunningham, Vogel I& Rost, P.C.	6	0	0	Jun-2013	Jun- 2013	Feb-2013	Mar- 2013	L
Employee Life	St. Louis, MO EMC National Life Des Moines,	3	0	0	Jun-2013	Jun- 2013	Feb-2013	Mar- 2013	HR
Patee Market Snow Removal	IA A C Lawn Services	3	0	0	Oct-2013	Oct- 2013	Aug-2013	Aug- 2013	PH
Transit Pension Actuarial Services	CBIZ Benefits & Insurance Cumberland, MD	3	0	0	Dec-2013	Dec- 2013	Oct-2013	Nov- 2013	MT
Fixed Base Operator	Express Flight, Inc. Gary Patterson Sr	10	0	0	Jan-2014	Jan- 2014	None	None	AV
MO. ANG	Drop Zone Land Lease	5	1 (5 Years)	0	Jan-2014	Jan- 2014	None	None	AV
Consultant	CBIZ/BCK&W	3	Optional Annual Renewal	Optional Annual Renewal	Jan-2014	Jan- 2014	Oct-2013	Nov- 2013	HR
Legal Services Regulatory Issues	William D. Steinmeier, P.C. Jefferson City,	7	0	0	Jun-2014	Jun- 2014	Feb-2014	Mar- 2014	L
Utility Related Issued	MO Cunningham, Vogel & Rost St. Louis, MO	5	0	0	Jun-2014	Jun- 2014	Feb-2014	Mar- 2014	L
Farmland Lease	Bryan Paden Wathena, KS	5	0	0	Oct-2014	Oct- 2014	Jul-2014	Aug- 2014	AV
Self-Service Fueling Station at Rosecran	Express Flight, Inc	5	0	0	Jan-2015	Jan- 2015	Oct-2014	Oct-2014	AV
Exclusive, Non- Alcoholic Beverage Sponsorship for Fairview Golf Course	Pepsi Beverages Co	5	0	0	May-2015	May- 2015	Feb-2015	Feb- 2015	PR
Construction and Design Related Issued	Seigfreid, Bingham, Levy, Selzer & Gee, P.C. Kansas City, MO	5	0	0	Jun-2015	Jun- 2015	Feb-2015	Mar- 2015	L
Exclusive Beverage Sponsorship - Bode Ice Arena/Sports Complex	7UP/Snapple Group	5	0	0	Aug-2015	Aug- 2015	Apr-2015	Apr-2015	PR
Herzog Contracting Company Land Lease	Flight Department	50	0	0	Jul-2043	Jul-2043	None	None	AV
BMS Land Lease	Dan Bayer 100 N. Airport Rd	99	0	0	Oct-2067	Oct- 2067	None	None	AV
C-1 Aircraft Hangar	Bill Brown	Month to Month	0	0	Month to Month Lease	Month to Month Lease	None	None	AV
MiHo Property Lease	Reddick Farms, Inc. DeKalb, MO	Lease 1	3	3	Apr-2010	Apr- 2013	Dec-2012	Dec- 2012	PL

Recycling Services	RSP, Inc.	1	On- going 30 days notice	0	None	None	Not bidding until Recycling Center is relocated.	None	PW
Drug & Alcohol Testing	Heartland Occupational Medicine St. Joseph, MO	1	Subject to Annual Renewal	Annual Renewal		0	None	None	HR
Work Comp Initial Treatment Services	Heartland Occupational Medicine St. Joseph, MO	1	Subject to Annual Renewal	Annual Renewal		0	None	None	HR
Workers' Compensation Actuary	Towers Perrin - Tillinghast Minneapolis MN	1	Subject to Annual Renewal	Annual Renewal		0	None	None	HR

			ΤΟΤΔΙ	APPROVED R	EIMBURSABLE	COSTS			RTY TAX .OTS	SALES EA		
TIF PROJECT NAME	TYPE	PROJECT STATUS	ORIGINAL	1ST	2ND	3RD	AMOUNT REIMBURSED TO	BUDGET	ACTUAL	BUDGET	ACTUAL	MORE THAN/ (LESS THAN) TREND
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.	\$24,285,415	AMENDED \$25,522,391	\$35,884,772	\$38,217,335	\$34,086,629	\$1,114,981	\$1,148,021	\$2,532,000	\$1,725,621	(\$773,339)
		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.		Added a portion of Phase 2 into Phase 1 for Theater		Cover additional County costs in Phases 1 & 2.	RED has been reimbursed \$28,194,202 County has been 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.		Except for the Taxes Paid Under Protest by Kohl's, Remaining tenants paid Dec11.	Includes City, County and Franchise Tax incremental EATS		Sales tax to date 3.7% over FY2011. Borders closed Apr, 2011.
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 employement - 2,722.	\$7,000,000				\$6,766,097	\$660,763	\$671,089	\$45,840	\$90,791	\$55,277
							Developer has been completely reimbursed the approved \$5,600,000 for property acquisition, demolition, and site improvements. City has been reimbursed \$1,166,097 for improvements to Stockyards Expressway.			Includes City, County and Franchise Tax incremental EATS. Greatest percentage from franchise taxes in March, 2011.	cafeteria tenant	Triumph donates \$100,000 to SJSD for five years; \$25,000 to SJPD for three years; \$50,000 annually to United Way. Keep their headquarters in SJ or pay City \$1 million.
3rd Street Hotel Development (Holiday Inn) Approved January 2004. Developer: HISJ Holdings LLC		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				\$1,642,340	\$130,394	\$130,654	\$149,190	\$128,830	(\$20,099)
	Developer created TDD to help generate revenues.	exterior rayade improvements.	\$2,500,000 certified. \$200,000 withheld for façade.								Includes City share of add'l Hotel/Motel taxes and 1 cent TDD tax.	
Tuscany Towers - Phase 1 TIF Plan only Approved September, 2005. Project yet to be approved. Developer: JSC Development	Pay-as-you-go 23 years after revenue generation begins	Phase 1 - development of 175,000 sq feet of restaurant, hotel, bank/office, and lifestyle retail use. Reimbursement for new lift station and extension of force mains along east side of 1-29 to Cook, extended to Corinth subdivision; extending water service and other utilities; stormwater system; and US169 road/intersection improvements. Much of the infrastructure work complete. No buildings constructed or tenants announced as yet.	\$5,549,042				\$0	\$0	\$0	\$0	\$0	N/A
									No PILOTS anticipated			

			TOTAL	L APPROVED R	EIMBURSABLE	costs		PROPE PIL		S TAX ATS		
TIF PROJECT NAME	TYPE	PROJECT STATUS	ORIGINAL	1ST AMENDED	2ND AMENDED	3RD AMENDED	AMOUNT REIMBURSED TO DATE	BUDGET	ACTUAL	BUDGET	ACTUAL	MORE THAN/ (LESS THAN) TREND
EBR/HHS Development Approved October 2005 Developers: EBR Enterprises & HHS Properties	Pay-as-you-go	Belt Highway. A mixture of retail and office space. Reimbursable expenses for retaining walls, storm water detension, street lighting, sidewalks, Cronkite Road improvements, landscaping, etc. Three restaurants and office/medical bldg now open. HHS	\$3,297,232	\$5,529,620			\$770,808	\$109,450	\$120,172	\$106,780	\$84,488	(\$11,570)
		Properties now leasing.		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		Taxes Paid Dec11, Distributed to City and Developer in Jan12.		Total EATS \$120,697 - EBR (70%) - \$84,488; City infrastructure (30%) - \$36,209	
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.	See cell under project status description				\$0	\$0	\$0	\$0	\$0	\$0
		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.							No PILOTS anticipated			No construction on project as yet
Mitchell Avenue Corridor Approved June 2006 Developer: American Family Insurance Company	Pay-as-you-go 23 years	In order to serve an expanded AFI building and to improve access to the entire TIF district, a new gravity flow sewer was installed and improvements to Mitchell Avenue are being completed. Improvements benefit AFI, Mo Western University, and any future development along Mitchell Avenue Corridor.	\$3,974,270	\$5,272,673			Pay As You Go - \$162,673.	\$383,140	\$388,140	\$13,870	\$7,748	(\$1,121)
				Approved by SO 7224 on 12/3/07/bond issuance per SO7361 on 5/19/08.			Bonds - \$4,103,755.39				Franchise Tax and EATS Sales tax from cafeteria within American Family facility.	
Uptown Redevelopment - Ryan Block Project Approved December 2006 Developer: Olin Cox	Pay-as-you-go 23 years	The first project within the Frederick Avenue TIF District established under the Uptown Redevelopment umbrella. The developer intends to rehab two buildings, 1137-1141 Frederick into 3300 sq ft of commercial space below and 6,600 sq ft of apartments on top two floors. The bldg at 1125 Frederick will be demolished to provide a parking lot. Reimbursable costs include lot paving, upgrades to renovations, & facade improv.	\$317,767				\$0	\$0	\$249	\$0	\$7	\$256
							No reimbursement requests have been submitted.	No anticipated PILOTS for FY2012.		No activity.	Franchise taxes only on utility usage by upstairs tenants.	No reimbursement request has been submitted.

				. APPROVED RI				PROPERTY TAX PILOTS		SALES TAX EATS		MORE THAN/ (LESS	
TIF PROJECT NAME	TYPE	PROJECT STATUS	ORIGINAL	1ST AMENDED	2ND AMENDED	3RD AMENDED	AMOUNT REIMBURSED TO DATE	BUDGET	ACTUAL	BUDGET	ACTUAL	THAN) TREND	
East Hills Redevelopment Project - TIF Approved Dec, 2007 - Redevelopment Agreement Approved 1/3/08	Proposed	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 traffice signals at Belt & Frederick, Frederick & Sherman. crosswalk	Total Reimbursable Costs - \$45,113,678	Total Reimbursable Costs - \$46,539,416 TIF - \$30,897,042 CID -			Total CID Revenue - \$2,114,394 Disbursed to date: \$3,736,465 East Hills TIF - \$2,679,268 East Hills CID - \$1,057,197	\$534,895	\$564,506	\$279,000	\$388,312	\$138,923	
		underground storm water concerns.	passed 1/3/08.	\$15,642,374 Per SO7279 passed 2/11/08.			TIF Costs Certified to Date: \$22,118,296 CID Costs Certified to Date: \$14,796,999			CID sales tax (1%) approved effective 10/1/08	CID projected to generate \$15,642,374 for project costs.	Gordmans & Charming Charlies new tenants. Seasonal tenants out as of Dec 31, 2011. 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 Cood Road resulting in three-lane section, concrete curb and gutter, stormwater drainage and raised grass medians; (3) construction of sanitary sewer system improvements	\$4,781,786				Sewer Improvements - \$2,378,839.65 Pay As You Go - \$80,500	\$35,700	\$49,357	\$0	\$424	\$14,081	
		sewer lines, a new pump station and gravity sewer main and (4) construction of 12 inch water line from Cook Road to Woodbine Road.					\$2,463,930.29- Certified to Date		Real proprty taxes being received/distribut ed to Developer.		completed and	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	\$1,355,097				\$14,576	\$0	\$11,343	\$11,750	\$6,680	\$6,274	
		be divided into one 15,250 sq. ft unit for restaurant/banquet facilities with three planned retail/office units at 609, 611 and 613 Edmond St. for a total of 3,810 sq. ft, office/retail space. The Brazilian Steakhouse is currently under construction. To date - Aqua Vital Salon and 2 Trendy LLC have					\$1,197,597.00- Certified to Date					Em Chamas only open evenings, so minimal sales taxes coming in. Other tenant quarterly files sales tax.	

TIE DDO ISOT NAME TYPE DDO ISOT OTATIO			TOTAL APPROVED REIMBURSABLE COSTS								S TAX ATS MORE THANK # 500	
TIF PROJECT NAME	TYPE	PROJECT STATUS	ORIGINAL	1ST AMENDED	2ND AMENDED	3RD AMENDED	AMOUNT REIMBURSED TO DATE	BUDGET	ACTUAL	BUDGET	ACTUAL	MORE THAN/ (LESS THAN) TREND
Developer Agreement - The Commons Approved July, 2007 Developer: Earthworks Excavation Company	CID Bonds	Project to include development of 612,780 square feet of retail and office space upon 73 acres of land at intersection of Interstate 29 and South 169 Highway. Under construction.	\$6,503,977				\$1,558,135	\$6,112	\$8,091	\$380,500	\$423,136	\$44,616
			City reimburseable \$5,754,977.36 CID tax to pay \$749,000.00 per SO7255 (1/14/08).				All approved reimbursable costs have been submitted and approved. As of this date, CID Bonds have not been issued. CID remains inactive.				City Sales Tax EATS Only.	Mr. Goodcents open spring 2010. Sonic opened Aug, 2008. Waffle House opene Nov, 2007. FY12 - Base \$250K eliminated per Secor Amended Agreement startin July11.
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	City reimbursable				\$0	\$751	\$1,553	\$0	\$0	To date residential home only constructed. No sale tax anticipated yet.
Developer Agreement - Cook Crossings Approved April, 2011 Developer: St. Joseph Partners, LLC	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.	City reimbursable \$900,000, plus interest -				Certified to Date: CID - 320,751.00, STRA - \$259,785.23	\$0	\$0	\$0	\$0	Under construction - Anticipated opening date f Dick's Sporting Goods Fe 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	SO8196, passed 4/18/11				CID - \$3,600,048 CID Special Assessments - \$1,906,890; STR (.75%) - \$1,290,521.23					