

Beard, Chair
Stinnett, Vice Chair
Gorton
Ellinger
Kay
Ford
Akers
Lawless
Farmer
Scutchfield
Myers
Mossotti
Clarke
Henson
Lane

A G E N D A
COMMITTEE OF THE WHOLE QUARTERLY
ECONOMIC DEVELOPMENT COMMITTEE
May 13, 2014
1:00 P.M.

1. **Committee Summary March 6, 2014** (1-2)
2. **Economic Development Partner Agencies**
Visit Lex: Lexington Convention & Visitors Bureau
LexArts
3. **Quarterly Reports (informational Only)** (3-26)
4. **Items Referred to Committee** (27)

“Economic Development Committee, to which shall be referred matters relating to the Office of Economic Development and related partner agencies.”

-Council Rules & Procedures, Section 2.102(1)

2014 Committee Meeting Schedule

February 4, 2014
February 18, 2014
March 6, 2014
May 13, 2014
August 19, 2014
November 11, 2014

SPECIAL ECONOMIC DEVELOPMENT COMMITTEE OF THE WHOLE

March 6, 2014
Meeting Summary

Chair Beard called the meeting to order at 4:08 PM. All members were present except Stinnett and Myers.

1. February 18, 2014 Committee Summary

On a motion by Scutchfield second Ellinger the summary of the 2.18.14 Special Economic Development Committee of the Whole meeting was approved unanimously.

2. JOBS Proposal

Kevin Atkins, West Holbrook and David Barberie explained the JOBS guidelines.

Mossotti commented on the letter of credit/collateral requirements. She also stated that she agreed with the periodic review requirement. She discussed using other incentives in conjunction with the JOBS program.

Clarke stated that he was supportive and also commented on the periodic review requirements.

Lane stated that he was supportive and asked if procedurally the Administration would recommend that the Council disclose proposals in closed session. In response Barberie stated that could be addressed in the guidelines.

Lane asked that the Council be brought into the decision making process earlier. In response Atkins stated that that was the intent of having 2 members of the Council on the Board.

Ellinger commented on his role on the Board and as a Councilmember.

Akers commented on the definition of “shared services” sector which was an eligible activity. In response Atkins stated that a shared service is the consolidation of business operations that are used by multiple parts of the same organization.

Farmer commented on compliance requirements, application criteria and composition of the Board.

A motion was made by Farmer, second Ellinger to adopt the guidelines was followed by discussion.

A motion was made by Gorton, second Kay, to amend the guidelines, to review the policies and guidelines a year after adopted. The amendment was approved.

Ellinger commented on the FY 15 budget request for the program. In response Barberie stated that funds left over after FY 14 would be rolled into the new fiscal year.

Henson voiced here support for the JOBS program.

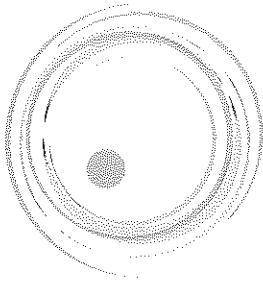
Beard and Henson commented on FY 14 carry over funds to FY 15.

The motion to approve the JOBS guidelines, as amended, was approve unanimously by the Committee.

3. Items Referred

A motion by Gorton, second Kay, to remove the JOBS program from the Committee referral list was approved unanimously.

The meeting adjourned at 4:45 AM.



LEXARTS

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DOWNTOWN ARTS CENTER ACTIVITY REPORT AND FINANCIAL ACCOUNTING QUARTER ENDING MARCH 31, 2014

Productions/Co-Presentations

One production Co-presented by LexArts generated \$1,449 in gross receipts. \$50 was paid to Co-presenters, \$192 covered direct Box Office expenses, and \$1,207 covered Technical services provided by DAC stage crew.

Four events presented by the Downtown Arts Center generated \$6,379 in gross receipts. \$5,409 was paid to Artists, \$1,256 covered direct Box Office expenses, and \$1,313 covered Technical services provided by DAC stage crew.

Rentals

One rental of the facility generated \$0 in gross receipts. \$0 was paid to the presenters, \$0 covered direct Box Office expenses, and \$0 covered Technical services provided by the DAC stage crew. \$0 was collected for rental fees.

Office Rent

There was no office rent collected for FY14 Q1.

LexArts DAC Payroll

During the quarter, total payroll for DAC Staff and Admin personnel was \$36,440; four salaried employees totaling \$28,250; five hourly employees totally \$3,148; Admin personnel totaling \$5,042.

Downtown Arts Center Activity Report and Financial Accounting
Quarter Ending 3/31/2014

Event Date	Group Name	Production	Type	Gross Receipts	Box Office Cost	Technical Cost	Cleaning Fee	Net Paid to Group	pass thru rent payable to LFCUG
2/27-3/8/14	Message Theatre	I Dedicate This Ride: The Making of Isaac Murphy	Co-Presentation	1,449	192	1,207	0	50	0
1/9-1/19/14	Balagula	Terrorism	DAC Presents	6,022	1,171	1,313	0	2,409	0
1/25/2014	Kiran Ahluwalia		DAC Presents	357	85	0	0	3,000	0
2/21/2014	LexArts	Gallery Hop	DAC Presents	0	0	0	0	0	0
3/27/2014	LexArts	Creative Placemaking Symposium	DAC Presents	0	0	0	0	0	0
2/8/2014	Mayor's Office	Rupp Arena Model Presentation	Rental	0	0	0	0	0	0
				7,828	1,447	2,520	0	5,459	0

Mayor's Office of Economic Development

Quarterly Economic Development Agency Report

Agency:	Commerce Lexington Inc.
Fiscal Year:	2014
Quarter:	3
Total Agency Budget (Current FY):	\$3,800,000.00
LFUCG Funding (Current FY):	\$457,000.00

Activities Summary

Please provide a summary of your agency's activities for the preceding quarter. Please include economic development announcements, workshops held, RFPs issued, and any other activities.

In January, during Quarter 3, we announced the new location of Funai Lexington Technology Corp. The Japanese owned company will conduct R&D on ink jet printers (they purchased assets from Lexmark). The company will create 50 jobs with an average wage of \$100K. We also had several marketing trips in this quarter - we attended the Site Selectors Guild in Denver that attracts 34 of the best economic development consultants. We also attended marketing trips to Philadelphia, New York and Boston as part of KY United, a statewide econ. dev. marketing group. The Business Education Network just completed their strategic planning in early March. Our research director and project manager positions were both vacated in January and February and we have recently filled the positions with Travis Lane, Research Director, and Hannah Huggins, Project Manager for Existing Business. Both are graduates of UK.

Economic Development Metrics

Please provide your economic development metrics for the preceding quarter in Lexington Fayette County, where applicable. Please edit or add any additional metrics that your organization tracks to the table below.

	Q1	Q2	Q3	YTD
Clients Served	85	71	65	221
Client Meetings	127	102	51	280
Consultant Meetings	45	96	76	217
Direct Jobs Created	162	244	50	456
Businesses Started	1	0	0	1
Indirect Jobs Created	38	59	12	109
Induced Jobs Created	50	--	15	142
Funding Received	\$2,166,000.00	\$3,402,000.00	\$1,240,000.00	\$7,108,000.00
Capital Investment	\$5,367,505.00	\$60,295,936.00	\$4,291,430.00	\$69,954,871.00
Workshops/Training	8	6	5	19
Workshops/Training Attendance	545	419	399	1363
Total Economic Impact	250	380	--	707.00

Mayor's Office of Economic Development
Quarterly Economic Development Agency Report

Job Creation Metrics

Please provide your job creation metrics in Lexington-Fallent County in the preceding quarter, where applicable. Please add any additional metrics that your organization tracks to the table below.

	Q1	Q2	Q3	YTD
Direct Jobs - Average Wage	\$64,043.00	\$56,729.00	\$100,006.00	\$55,194.50
Direct Jobs - Median Wage	\$70,000.00	\$70,000.00	\$88,004.00	\$57,000.00
LEUCOG Payroll Revenue Generated	\$317,905.00	\$423,717.00	\$152,307.00	\$893,929.00
LCPS Payroll Revenue Generated	\$48,227.00	\$81,537.00	\$20,652.00	\$150,416.00

Mayor's Office of Economic Development

Quarterly Economic Development Agency Report

Incentives

Please provide information regarding any local incentives your organization worked on that were approved by the Lexington-Fayette Urban County Council in the preceding quarter.

	Q1	Q2	Q3	YTD
Number of Companies Receiving Local Incentives	0	2	0	2
Jobs Created	0	18	0	18
Total Projected New Revenue (Over 10 years)	\$0.00	\$2,163,885.86	\$0.00	\$2,163,885.86
Maximum Value of Incentive (Over 10 years)	\$0.00	\$961,725.05	\$0.00	\$961,725.05
Net Projected New Revenue (Over 10 Years)	\$0.00	\$1,202,158.81	\$0.00	\$1,202,158.81

If you had no companies rec'd local approval this quarter,

Expenses

Please provide your expenditure of LFCG funding for the preceding quarter. Please fill in any programs which have expenses that do not fall under the other categories.

	Q1	Q2	Q3	YTD
Personnel	\$101,759.12	\$118,019.72	\$101,787.02	\$351,565.86
Salaries	\$13,064.75	\$16,911.74	\$13,061.89	\$43,068.38
Taxes and Benefits	\$2,406.25	\$6,603.94	\$6,746.79	\$15,756.98
Professional Services	\$13,407.91	\$46,444.57	\$28,186.62	\$18,039.10
Advertising, Marketing & Promotion	\$601.96	\$1,801.26	\$822.73	\$3,225.95
Dues & Subscriptions	\$6,326.90	\$13,505.42	\$10,588.11	\$30,420.43
Travel & Entertainment	\$14,243.28	\$14,213.28	\$14,242.68	\$42,729.24
Rent - Office				\$0.00
Utilities				\$0.00
Telephone	\$1,834.01	\$1,874.29	\$1,512.06	\$5,220.36
Building Maintenance & Supplies				\$0.00
Rent - Equipment	\$403.86	\$352.76	\$465.71	\$1,222.33
Office Supplies, Equipment & Furnishings	\$925.30	\$2,105.19	\$767.73	\$3,798.22
Postage				\$0.00
Professional Development & Training	\$1,176.25	\$1,953.90	\$11,188.11	\$14,318.26
Taxes & Insurance	\$587.40	\$407.91	\$561.05	\$1,556.36
Interest & Fees	\$33.09	\$33.35	\$647.66	\$714.10
Miscellaneous				\$0.00
Manufacturing Network Events	\$670.45	\$872.85	\$0.00	\$1,543.30
Bluegrass Business Development Partnership	\$32,537.56	\$18,432.70	\$93,207.54	\$144,177.80
Minority Business	\$18,169.24	\$29,319.41	\$31,477.51	\$78,966.16
Lexington Venture Club	\$4,138.13	\$4,783.23	\$2,706.62	\$11,627.98
Land & Buildings				\$0.00

Mayor's Office of Economic Development
Quarterly Economic Development Agency Report

Cap	Vehicles & Equipment	\$117,230.12	\$171,565.40	\$121,595.70	\$0.00
Totals	Personnel				\$410,391.22
	Operating	\$69,539.96	\$82,921.93	\$68,982.46	\$221,444.35
	Programs	\$55,515.38	\$53,408.19	\$127,391.67	\$236,315.24
	Capital	\$0.00	\$0.00	\$0.00	\$0.00
	Total Quarterly Expenses	\$242,285.46	\$307,895.52	\$317,969.83	\$868,150.81

Mayor's Office of Economic Development
Quarterly Economic Development Agency Report

Expenses

Please provide a description below of any expense categories with large variances quarter to quarter and any categories with quarterly expenses greater than 5% of your annual L.F.C. allocation for this fiscal year.

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Please attach any additional documents that support or expand upon the information reported above.

Mayor's Office of Economic Development

Quarterly Economic Development Agency Report

Agency:	Lexington Downtown Development Authority
Fiscal Year:	FY2014
Quarter:	Q3
Total Agency Budget (Current FY):	\$743,252.00
LFUCG Funding (Current FY):	\$378,200.00

Activities Summary

Please provide a summary of your agency's activities for the preceding quarter. Please include economic development announcements, workshops held, RFPs issued, and any other activities.

See attached

Economic Development Metrics

Please provide your economic development metrics for the preceding quarter in Lexington-Fayette County, where applicable. Please edit or add any additional metrics that your organization tracks to the table below.

	Q1	Q2	Q3	Q4	YTD
Clients Served	N/A	N/A	N/A		0
Client Meetings	N/A	N/A	N/A		0
Consultant Meetings	N/A	N/A	N/A		0
Direct Jobs Created	N/A	N/A	N/A		0
Businesses Started	N/A	N/A	N/A		0
Indirect Jobs Created	N/A	N/A	N/A		0
Induced Jobs Created	N/A	N/A	N/A		0
Funding Received	N/A	N/A	N/A		\$0.00
Capital Investment	N/A	N/A	N/A		\$0.00
Workshops/Training	N/A	N/A	N/A		0
Workshops/Training Attendance	N/A	N/A	N/A		0
Total Economic Impact	N/A	N/A	N/A		\$0.00

Job Creation Metrics

Please provide your job creation metrics in Lexington-Fayette County in the preceding quarter, where applicable. Please add any additional metrics that your organization tracks to the table below.

	Q1	Q2	Q3	Q4	YTD
Direct Jobs - Average Wage	N/A	N/A	N/A		#DIV/0!
Direct Jobs - Median Wage	N/A	N/A	N/A		#DIV/0!
LFUCG Payroll Revenue Generated	N/A	N/A	N/A		\$0.00
FCPS Payroll Revenue Generated	N/A	N/A	N/A		\$0.00

Mayor's Office of Economic Development

Quarterly Economic Development Agency Report

Incentives

Please provide information regarding any local incentives your organization worked on that were approved by the Lexington-Fayette Urban County Council in the preceding quarter.

	Q1	Q2	Q3	Q4	YTD
Number of Companies Receiving Local Incentives	N/A	N/A	N/A		0
Jobs Created	N/A	N/A	N/A		0
Total Projected New Revenue (Over 10 years)	N/A	N/A	N/A		\$0.00
Maximum Value of Incentive (Over 10 years)	N/A	N/A	N/A		\$0.00
Net Projected New Revenue (Over 10 Years)	N/A	N/A	N/A		\$0.00

Expenses

Please provide your expenditure of LFUCG funding for the preceding quarter. Please fill in any programs which have expenses that do not fall under the other categories.

		Q1	Q2	Q3	Q4	YTD
Personnel	Salaries	\$41,521.33	\$35,811.33	\$35,729.71		\$113,062.37
	Taxes and Benefits	\$3,713.78	\$4,302.16	\$3,702.57		\$11,718.51
	Professional Services	\$19,757.80	\$191,923.83	\$78,904.37		290,586.00
Operating	Advertising, Marketing & Promotion	\$0.00				\$0.00
	Dues & Subscriptions	\$631.00	\$461.83	(\$25.00)		\$1,067.83
	Travel & Entertainment	\$0.00	\$0.00	\$3,266.80		\$3,266.80
	Rent – Office	\$7,262.24	\$220.00	\$247.50		\$7,729.74
	Utilities					\$0.00
	Telephone					\$0.00
	Building Maintenance & Supplies					\$0.00
	Rent – Equipment					\$0.00
	Office Supplies, Equipment & Furnishings	\$298.76	\$699.04	\$260.49		\$1,258.29
	Postage	\$4.77	\$4.47	\$13.06		\$22.30
	Professional Development & Training	\$0.00	\$0.00	\$0.00		\$0.00
	Taxes & Insurance	\$2,829.88	\$5,623.28	\$2,063.77		\$10,516.93
	Interest & Fees					\$0.00
	Miscellaneous					\$0.00
Programs						\$0.00
						\$0.00
						\$0.00
						\$0.00
Capital	Land & Buildings					\$0.00
	Vehicles & Equipment					\$0.00
Totals	Personnel	\$64,992.91	\$232,037.32	\$118,336.65	\$0.00	\$415,366.88
	Operating	\$11,026.65	\$7,008.62	\$5,826.62	\$0.00	\$23,861.89
	Programs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Capital	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Total Quarterly Expenses	\$76,019.56	\$239,045.94	\$124,163.27	\$0.00	\$439,228.77

Mayor's Office of Economic Development

Quarterly Economic Development Agency Report

Expenses

Please provide a description below of any expense categories with large variances quarter-to-quarter and any categories with quarterly expenses greater than 5% of your annual LFUCG allocation for this fiscal year.

Please attach any additional documents that support or expand upon the information reported above.

Lexington Downtown Development Authority

FY14, Q3 Report Addendum

April 9, 2014

ACTIVITIES SUMMARY

Key Project Activities:

Old Courthouse Restoration – The LDDA has coordinated with the LFUCG to coordinate a workplan with multiple divisions of LFUCG, including Facilities and Environmental Quality. LDDA is currently working with Facilities to issue a joint-RFP for design services, which will conduct an architectural and structural condition assessment, prioritizing the immediate needs for stabilizing the building, while documenting the historic elements that will be required for future preservation funding. Concurrently, the LDDA is the interface with the citizen steering group, Courthouse Square Foundation, and continues to pursue potential development partners. Total project investment expected \$10-15M.

Government Center / Main Street Redevelopment Project – The LDDA supported the LFUCG in selection of a short list of developers for response to an RFQ crafted the LDDA. Selection of and negotiation with a developer is expected in Q4. LDDA will provide lead staffing in on the project through the development agreement. Total project investment projected to be \$50-100M.

21c – The LDDA continues to support the 21c team in finalizing their financing, closing the loan with HUD and the LFUCG, dealing with regulatory hurdles and interfacing with the LFUCG public works division. Total project investment projected to be \$41M.

Rupp District – LDDA is providing advice on the urban design of the project as well as how to approach the redevelopment of the High Street Lot for maximum economic impact.

Town Branch Commons – the LDDA has reengaged the design team to undertake a feasibility study and set of guidelines to preserve the option for the park along the path of the creek. LDDA will begin preparing a business plan for the project in the coming months.

Policy/Research/Information Activities:

Affordable Housing – the LDDA provided feedback on early drafts of the Affordable Housing report and has provided background data and know-how to the LFUCG as they undertake developing an affordable housing program.

Commercial Corridors – Supported the drafting of an RFP for a commercial corridor development study for the areas support small businesses near UK. Oversight and completion of the study will occur in the coming months.

Design Excellence Task Force – The LDDA supported the Task Force in finalizing the Design Guidelines document for consideration by the LFUCG. Additionally, in conjunction with Councilman Kay’s office, the LDDA has coordinated research that will lead to recommendations regarding incentivizing development as part of the DETF recommendations.



April 14, 2014

Vicki McAllister
LFUCG
200 East Main Street
Lexington, KY 40507

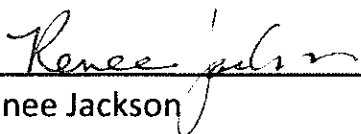
INVOICE

RE: 4th Quarter Payment FY14

Amount requested: \$10,677.50

Dates covered by request:	<u>4-1-14 to 6-30-2014</u>
Amount received to date:	<u>\$32032.50</u>
Total amount of PO:	<u>\$42,710.00</u>

Amount remaining after 3rd Quarter payment is received: \$0.00

	<u>4/14/14</u>
Renee Jackson	Date

Thank you!

For LFUCG Use Only:

Approved By: _____

Date: _____

Mayor's Office of Economic Development

Quarterly Economic Development Agency Report

Agency: Downtown Lexington Corporation (DLC)

Fiscal Year: 2014

Quarter: 3rd

Total Agency Budget (Current FY): \$827,065

LFUCG Funding (Current FY): \$42,710

Activities Summary

Please provide a summary of your agency's activities for the preceding quarter. Please include economic development announcements, workshops held, RFPs issued, and any other activities.

During this quarter DLC is in preparation mode to get ready for all the year's events. We do all the behind the scenes work to make sure that when event season begins in April we are ready. We began the process of creating strategic plan for DLC. We worked with the Parking Authority and Development Authority to undertake a community-wide survey. DLC is also conducting a survey of our members.

Economic Development Metrics

Please provide your economic development metrics for the preceding quarter in Lexington-Fayette County. Please add any additional metrics that your organization tracks to the table below.

	Q1	Q2	Q3	Q4	YTD
Clients Served	83200	67540			
Client Meetings	33	41	65		
Consultant Meetings	4	3	2		
Direct Jobs Created	?	?	?		
Businesses Started	?	?	?		
Indirect Jobs Created	?	?	?		
Induced Jobs Created	?	?	?		
Funding Recieved	?	?	?		
Capital Investment	?	?	?		
Workshops/Training	0	0	0		
Workshops/Training Attendance	0	0	0		
Total Economic Impact	?	?	?		

Job Creation Metrics

Please provide your job creation metrics in Lexington-Fayette County in the preceding quarter. Please add any additional metrics that your organization tracks to the table below.

	Q1	Q2	Q3	Q4	YTD
Direct Jobs - Average Wage	?	?	?		
Direct Jobs - Median Wage	?	?	?		
LFUCG Payroll Revenue Generated	?	?	?		
FCPS Payroll Revenue Generated	?	?	?		

Incentives

Please provide information regarding any local incentives your organization worked on that were approved by the Lexington-Fayette Urban County Council in the preceding quarter.

	Q1	Q2	Q3	Q4	YTD
Number of Companies Receiving Local Incentives	?	?	?		
Jobs Created	?	?	?		

Total Projected New Revenue (Over 10 years)	?	?	?		
Maximum Value of Incentive (Over 10 years)	?	?	?		
Net Projected New Revenue (Over 10 Years)	?	?	?		

Expenses

Please provide your expenditure of LFUCG funding for the preceding quarter. Please fill in any programs which have expenses that do not fall under the other categories.

		Q1	Q2	Q3	Q4	YTD
Personnel	Salaries	64139.98	62504.27	70266.17		
	Taxes and Benefits	11772.24	11323.30	13571.41		
	Professional Services	19287.24	10111.95	16120.30		
Operating	Advertising, Marketing & Promotion	11446.54	7816.13	1510.00		
	Dues & Subscriptions	892.92	0	586.92		
	Travel & Entertainment	2802.13	1612.10	242.72		
	Rent – Office	2371.53	2371.53	2371.53		
	Utilities	0	0	0		
	Telephone	364.81	367.81	341.34		
	Building Maintenance & Supplies	0	0	0		
	Rent – Equipment	1188.44	1014.65	2632.59		
	Office Supplies, Equipment & Furnishings	2794.42	1412.22	1466.83		
	Postage	1664.52	932.48	1076.84		
	Professional Development & Training	1196.12	71.40	620.60		
	Taxes & Insurance	0	0	3853.00		
	Interest & Fees	0	0	0		
	Miscellaneous	0	0	0		
Programs	Special Events	195897.40	58856.35			
	Universal Parking Validations	287.10	395.00	119.50		
Capital	Land & Buildings					
	Vehicles & Equipment					
Total	Personnel	95199.46	83939.52	99957.88		
	Operating	24721.43	15598.32	14702.37		
	Programs	196184.50	59251.35	45428.00		
	Capital	0	0	0		
	Total Quarterly Expenses	316105.39	158789.19	160088.25		

Please provide a description below of any categories with large variances quarter-to-quarter and any categories with quarterly expenses greater than 5% of your annual LFUCG allocation for this fiscal year.

Because a large portion of our budget is driven by special events there are times of the year when we are going to see significant variances.

Please attach any additional documents that support or expand upon the information reported above.



MINUTES

EXECUTIVE & FINANCE COMMITTEE MEETING

March 24, 2014 5:00pm

ArtsPlace

Attended:

John Long
 Stephen Grossman
 Becky Reinhold
 David Smith
 Dr. Ron Saykaly

Absent:

Jim Clark
 John Cioci
 Virginia Underwood

1. **Welcome:** J. Long welcomed the Executive and Finance Committee members.
2. **Approval of the Minutes:** B. Reinhold made a motion to approve the minutes from February 2014 meeting S. Grossman seconded. The motion passed unanimously.
3. **Financial Report:** A. Kajtazovic reported on the January 2014 YTD statements. The cash balance in the Money Market includes ArtPlace grant. LexArts currently owes \$31,000 to designated funds account and is scheduled to be paid back in February. He reported decreased in Designated Assets and Permanent Endowments. Accounts payable and Grants payable are current and Line of Credit has available balance of \$37,072. For the income statement, J. Cioci reported a YTD loss of \$38,564. Contributions are trending over budget due to early Pacesetters commitments. Earned revenue is below budget due to the slow activity at the Downtown Arts Center, Box Office and Technical Fees. Overall expenses are staying on budget with the exception of Community Arts; over budget due to the Peter Williams artist fees which was not budgeted. On the Cash Flow Statement, J. Cioci stated the statement represents actual thru January 31st with ending balance of \$8,854. Projected ending balance for July 2014 is (\$75,231).

5. **Development Report:** B. Reinhold reported the Campaign Cabinet is meeting on Wednesday 02/19/14. As of February 14, 2014 the campaign raised \$222,927.
6. **Facilities Report:** S. Grossman reported the Facilities Committee is in process of setting up a meeting with LFUCG, Geoff Reed regarding ArtsPlace and Downtown Arts Center.
7. **Grants Report:** D. Smith reported the dates have been set for the April/May Grant Committee meetings. Meeting dates will be distributed to the Full Board. D. Smith briefly described the GOS and CAD grant review process.
9. **Adjournment:** 5:56pm

Executive Committee went into a closed session.

Submitted by Alma Kajtazovic, Operations Manager

CashFlow	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Total	Budget	Variance
Beginning Cash Balance	6,569	33,285	(27,573)	(6,289)	25,656	8,854	7,341	89,690	19,380	(43,387)	(106,456)	(72,608)			
															over/(under
Individuals/Family Trusts	2,345	3,086	6,620	6,200	10,500	16,687	22,417	40,496	17,260	9,653	8,472	1,705	145,441	165,000	(19,559)
Workplace Giving	622	4,094	6,243	7,841	6,648	4,664	6,087	13,093	11,897	4,855	5,087	2,780	73,911	110,000	(36,089)
Corporations/Foundations	7,000	3,750	-	30,000	26,500	7,600	98,400	30,000	18,600	21,110	9,150	8,750	260,860	205,000	55,860
Total Contributions	9,967	10,930	12,863	44,041	43,648	28,951	126,904	83,589	47,757	35,618	22,709	13,235	480,212	480,000	212
Investments Draws														n/a	
Transfers from Money Market		50,000	73,500	47,000	50,000	10,000	20,000						250,500	n/a	
													-		over/(under
Local Grants		112,500		112,500	14,474		155,263			37,763	112,500		545,000	450,000	95,000
Federal Grants													-	-	-
State Grants					19,463							16,000	35,463	28,500	6,963
Total Grants	-	112,500	-	112,500	33,937	-	155,263	-	-	37,763	112,500	16,000	580,463	478,500	101,963
Total Earned Income	81,424	92,115	93,225	66,262	16,393	26,728	59,973	17,037	11,814	15,239	37,121	8,839	526,169	731,869	(205,700)
Total Income	91,391	265,545	179,588	269,803	143,978	65,679	362,139	100,626	59,571	88,620	172,330	38,074	1,586,844	1,690,369	(103,525)
Total Admin Expenses	40,862	75,640	49,359	48,151	51,584	52,847	52,974	64,194	48,502	65,172	48,944	48,503	646,732	643,283	3,450
Total Designated/Other	6,535	57,183	49,065	94,435	31,651	4,125	91,466	34,930	1,810	1,810	2,510	1,810	371,200		
Total Funds Distribution	-	98,166	42,208	59,833	40,583	-	85,916	40,000	40,000	52,875	40,000	49,500	549,081	550,000	(919)
Total Facilities	4,726	13,868	5,480	8,840	6,733	2,607	14,717	6,765	9,009	6,765	6,765	6,765	93,040	92,245	795
Total Operations/FR	6,442	24,471	8,157	17,413	14,298	7,199	26,781	10,150	14,400	5,900	4,400	3,250	142,860	182,850	(39,990)
Total Cmty Arts Svcs	6,110	57,075	4,035	9,186	15,931	415	7,936	14,897	8,617	19,167	35,863	-	179,232	151,750	27,482
Total Expenses	64,675	326,402	158,304	237,858	160,780	67,192	279,791	170,936	122,338	151,689	138,482	109,828	1,881,552	1,620,128	(9,182)
Net Cash In-Flow (Out-Flow)	26,716	(60,858)	21,284	31,945	(16,802)	(1,513)	82,349	(70,310)	(62,767)	(63,069)	33,848	(71,754)	(294,708)	70,241	(94,343)
Ending Cash Balance	33,285	(27,573)	(6,289)	25,656	8,854	7,341	89,690	19,380	(43,387)	(106,456)	(72,608)	(144,362)			
Available Line of Credit	37,072	37,072	37,072	37,072	37,072	37,072	37,072								
Central Bank Account	2,519	2,519	2,519	2,520	2,520	2,520	2,520								20

LexArts, Inc.
Balance Sheet
As of March 31, 2014

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DRAFT - FOR MANAGEMENT REVIEW

ASSETS

Current Assets

Chase - General Checking	\$89,690
Chase-Market Index	165,172
Inventory	19,098
Accounts Receivable	18,667
Pledges Receivable	130,684
Sponsorship Receivable	22,638
Grants Receivable-Artplace	0
LFUCG Pledge/Grant Receivable	0
Employee Insurance/Parking Receivable	896
A/R Audit Adj. Suspense	0
Allowance for Uncollectibles	(4,516)

Total Current Assets 442,328

Designated Assets

Cash Plant Fund-Central Bank	2,520
Public Art Fund-Hilliard Lyons	220,508

Total Designated Assets 223,028

Permanent Endowments

Bank of BG 03/31/2014 balance	124,896
BGCF - Board-Designated (12/31/13 balance)	95,442
Endowment - Fifth Third	505,732

Total Permanent Endowments 726,070

Property and Equipment

Computers & Equipment	21,169
Furniture & Fixtures	206,408
Public Art	100,502
Software	30,116
Accumulated Depreciation	(223,899)

Total Property and Equipment 134,296

Other Assets

Prepaid Expenses	3,155
Prepaid Expenses - Horse Mania	1,044
Utility Deposits	300
Prepaid Rent - Net Plant Fund	123,067

Total Other Assets

127,566

Total Assets \$1,653,286

Unaudited - For Management Purposes Only

4/16/2014

LexArts, Inc.
Balance Sheet
As of March 31, 2014

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DRAFT - FOR MANAGEMENT REVIEW

LIABILITIES AND RETAINED EARNINGS

Current Liabilities

Accounts Payable & Accrued Expenses	21,699
Grants Payable	121,378
Interest Payable	0
Pass Thru Rent Payable	32,260
Pass Thru Ticket Payable	2,755
Pass Thru Kobra Murals Payable	73
N. Limestone/Printmakers Cash Liability	2,598
Designated Gifts Payable	206,153
Payroll Taxes Payable	8,349
Other Payroll Withholding Payable	617
Sales Tax Payable	0
Line of Credit	62,928
Deferred Revenue & Deposits	14,092

Total Current Liabilities 472,903

Long-Term Liabilities 0

Total Long-Term Liabilities 0

Total Liabilities 472,903

Equity

Retained Earnings	(149,164)
Net Assets-Unrest-Undesignated	426,785
Net Assets-Unrest- Board Designated	240,287
Net Assets-Temp Restricted	0
Net Assets-Perm Restricted	605,000
Current Earnings	57,428

Total Retained Earnings 1,180,336

Total Liabilities & Retained Earnings 1,653,238

LexArts									
FY14 Statement of Income and Expense									
July 1 - March 31, 2014									
	Year-to- Date Actual	Year-to- Date Budget	Year-to- Date Variance	Annual Budget	Annual Variance	YTD % of Annual Budget			
INCOME									
Contributions									
Individuals/Family Trusts	71,064	94,500	(23,436)	165,000	(93,936)	43%			
Workplace Giving	10,666	30,000	(19,334)	110,000	(99,334)	10%			
Corporations/Businesses	134,850	90,000	44,850	175,000	(40,150)	77%			
Sponsorships	205,950	209,500	(3,550)	234,500	(28,550)	88%			
Foundations	2,650	20,000	(17,350)	30,000	(27,350)	9%			
In-Kind Products & Services	92,669	88,250	4,419	98,750	(6,081)	94%			
Total Contributions	517,849	532,250	(14,401)	813,250	(295,401)	64%			
Grants									
Local Grants	0	0	0	450,000	(450,000)	0%			
Federal Grants	0	0	0	0	0				
State Grants	38,926	28,500	10,426	28,500	10,426	137%			
Total Grants	38,926	28,500	10,426	478,500	(439,574)	8%			
Earned Income									
Membership Fees	3,925	3,700	225	5,200	(1,275)	75%			
Advertising Income	3,000	0	0	0	3,000				
LexArts Ticket/Benefits Sales	16,566	17,500	(934)	17,500	(934)	95%			
Gallery Hop Fees	9,705	9,500	205	9,500	205	102%			
Auction and Gallery Sales	102,130	134,000	(31,870)	137,000	(34,870)	75%			
Book and Merchandise Sales	3,833	3,750	83	5,000	(1,167)	77%			
Box Office	13,469	33,750	(20,281)	45,000	(31,531)	30%			
Misc/Vending	440	1,200	(760)	1,600	(1,160)	28%			
Technical Fees	4,145	18,750	(14,605)	25,000	(20,855)	17%			
Management Fees	166,487	81,750	84,737	114,000	52,487	146%			
Cleaning/Deposit Forfeit	200	0	200	0	200	0%			
Rent - Tenants	49,778	49,927	(149)	66,569	(16,791)	75%			
Rent - Per Use	43,798	58,875	(15,077)	78,500	(34,702)	56%			
Total Earned Income	417,477	412,702	1,775	504,869	(87,392)	83%			
Interest Income									
Interest Earned	1,560	5,250	(3,690)	7,000	(5,440)	22%			
Dividend Income (net of fees)	12,121	5,250	6,871	7,000	5,121	173%			
Total Interest Income	13,681	10,500	3,181	14,000	(319)	98%			

		Year-to- Date Actual	Year-to- Date Budget	Year-to- Date Variance	Annual Budget	Annual Variance	YTD % of Annual Budget	
	TOTAL OPERATING INCOME	987,933	983,952	3,981	1,810,619	(822,686)	55%	
	Realized Gains (Losses) on Investments	20,852					n/a	
	Unrealized Gains (Losses) on Investments	50,981					n/a	
	Capital Gains (Losses) on Investments	16,180						
	TOTAL INCOME	1,075,946						

		Year-to- Date Actual	Year-to- Date Budget	Year-to- Date Variance	Annual Budget	Annual Variance	YTD % of Annual Budget	
EXPENSES								
	Administration							
	Salaries	304,565	329,999	(25,434)	440,000	(135,435)	69%	
	Wages - Hourly	29,286	25,500	3,786	34,000	(4,714)	86%	
	FICA/MED/Other Personnel Expense	27,308	27,196	112	36,261	(8,953)	75%	
	Benefits	10,209	21,531	(11,322)	28,708	(18,499)	36%	
	Unemployment Charges	1,692	3,576	(1,884)	7,152	(5,460)	24%	
	Professional Development	2,205	4,100	(1,895)	4,900	(2,695)	45%	
	Professional Affiliations/Memberships	2,483	2,960	(477)	3,200	(717)	78%	
	Professional Services	42,181	20,250	21,931	21,000	21,181	201%	
	Payroll Services	1,419	0	1,419	0	1,419		
	Audit	10,750	13,000	(2,250)	13,000	(2,250)	83%	
	Insurance - D & O	1,252	1,200	52	1,600	(348)	78%	
	Bank & Finance Fees	3,351	4,125	(774)	5,500	(2,149)	61%	
	Interest Expense	3,369	3,750	(381)	5,000	(1,631)	67%	
	Credit Card Fees	5,464	10,313	(4,849)	13,750	(8,286)	40%	
	Telephone/Internet	17,592	19,134	(1,542)	25,512	(7,920)	69%	
	Equipment & Software	10,432	9,750	682	13,000	(2,568)	80%	
	Total Administration	473,556	496,384	(22,828)	652,582	(179,027)	73%	
	Funds Distribution							
	General Operating Support	0	0	0	480,000	480,000	0%	
	Project and Program Grants	50,000	45,425	4,575	70,000	(20,000)	71%	
	Total Funds Distribution	50,000	45,425	4,575	550,000	460,000	9%	
	Facilities							
	Utilities	31,460	30,146	1,314	40,195	(8,735)	78%	
	Janitorial Services	14,500	19,800	(5,300)	26,400	(11,900)	55%	
	Supplies/Maintenance	4,498	4,538	(40)	6,050	(1,552)	74%	
	Service Contracts/Repairs	22,957	11,250	11,707	15,000	7,957	153%	
	Liability Insurance	4,372	2,500	1,872	4,600	(228)	95%	
	Total Facilities	77,787	68,234	9,553	92,245	(14,458)	84%	
	Operations/Fundraising							
	Postage/Distribution	7,311	3,700	3,611	5,200	2,111	141%	
	Publications/Subscriptions	750	800	(50)	1,000	(250)	75%	
	Office Supplies	3,590	4,875	(1,285)	6,500	(2,910)	55%	
	Equipment Rental	832	250	582	500	332	166%	
	Hospitality	3,525	6,038	(2,513)	8,050	(4,525)	44%	

		Year-to- Date Actual	Year-to- Date Budget	Year-to- Date Variance	Annual Budget	Annual Variance	YTD % of Annual Budget	
	Receptions/Catering	30,985	19,500	11,485	23,000	7,985	135%	
	Special Event & Perf Tix	0	750	(750)	1,000	(1,000)	0%	
	Supplies & Materials	2,255	4,572	(2,317)	6,100	(3,845)	37%	
	Advertising	36,457	48,000	(11,543)	57,000	(20,543)	64%	
	Graphics	72,634	36,500	36,134	39,500	33,134	184%	
	Printing/Copying	33,713	28,350	5,363	31,000	2,713	109%	
	Premiums	1,500	4,000	(2,500)	4,000	(2,500)	38%	
	COGS	688	700	(12)	1,500	(812)		X-Ref with Book and Merch. Sales
	Pledge Loss/Bad Debt	1,253	9,000	(7,747)	12,000	(10,747)	10%	
	Total Operations/Fundraising	195,493	167,035	28,458	196,350	(857)	100%	
	Community Arts Services							
	Artists Fees	144,100	82,000	62,100	84,000	60,100	172%	X-Ref with Sponsorships & Gallery Sal
	Outside Consultant/Non-Artist	145	6,000	(5,855)	6,000	(5,855)	2%	
	Honorariums	200	0	200	1,500	(1,300)	13%	
	Travel-Lodging	4,434	4,250	184	7,500	(3,066)	59%	
	Project Development, R&D	0	3,750	(3,750)	7,000	(7,000)	0%	
	ASCAP/BMI	1,217	1,125	92	1,500	(284)	81%	
	Exhibit Installation	33,493	43,000	(9,507)	44,250	(10,757)	76%	
	Miscellaneous	259	0	259	0	259		
	Total Community Arts Services	183,848	140,125	43,723	151,750	32,098	121%	
	TOTAL EXPENSES	980,684	917,203	63,481	1,642,927	(662,243)	60%	
	SURPLUS (DEFICIT)	95,262	66,749	28,513	167,692			
	Non-Cash Expense							
	Depreciation	(17,323)						
	Rent Amortization	(20,511)						
	Total Non-Cash Expense	(37,834)						
	SURPLUS (DEFICIT)	57,429						

Committee Referrals

Economic Development Committee of the Whole

<u>Item</u>	<u>CM Referred</u>	<u>Date Referred</u>
Quarterly Development Report	Stinnett	2-28-11
Insurance Tax to Support Affordable Housing Trust Fund	Henson	3-17-12
Agricultural Impact Committee	Gorton	4-9-13
Collaboration Strategy Among Economic Development Agencies	General Services Links	6-17-13
Economic Development Agencies Reporting System	General Services Links	6-17-13
Food Truck Review	Henson	12-5-13
Local Government Economic Development Incentive Programs	Myers	12-5-13
Jobs Program Review	Mossotti	1-14-14

PAS 02.12.2014