Stinnett, Chair
Moloney, Vice Chair
Kay
Lamb
Farmer
Scutchfield
Brown
Mossotti
Bledsoe
Hensley

A G E N D A
Budget, Finance & Economic Development Committee
September 22, 2015
1:00 P.M.

1.	**August 25, 2015 Committee Summary**	(1 - 2)
2.	**August Monthly Financials General Fund**	(3 - 15)
3.	**Monthly Budget Report Other Funds**	(16 - 29)
4.	**Economic Contingency Fund - Farmer**	(30 - 42)
5.	**Kentucky World Trade Center – Bledsoe**	(43 – 57)
6.	**Items Referred**	(58)

"The Budget, Finance and Economic Development Committee, to which shall be referred matters relating to the Department of Finance and Administration and the Office of Economic Development respectively, including but not limited to accounting; budgeting; purchasing; revenue; the urban county courts and constitutional officers; fiscal operations of the government; revenues and expenditures of the government and organization changes which affect the fiscal operations of the government (consideration limited to operational aspects only). Additionally, this committee shall review the final audit report and management letter of the accounting firm selected to conduct the annual financial audit of the Urban County Government and shall report its findings concerning the same to the Mayor and council for appropriate action."

Council Rules & Procedures, Section 2.102 (1) Effective January 1, 2015. Adopted by the Urban County Council September 25, 2014.

<u>2015 Meeting Schedule</u>

January 27	June 23
February 24	August 25
March 17	September 22
April 28	October 27
May 26	December 1

Budget, Finance, and Economic Development Committee
August 25, 2015
Summary and Motions

Chair Stinnett called the meeting to order at 1:02 p.m. All Committee Members were in attendance.

I. June 23, 2015 Committee Summary

A motion was made by Farmer to approve the June 23rd, 2015 Budget, Finance & Economic Development Committee Summary, seconded by Scutchfield. The motion passed without dissent.

II. July Monthly Financials - General Fund

Rusty Cook, Director of Revenue, presented the monthly financial update. Melissa Lueker, Director of Budgeting, presented the remaining revenue.

Mossotti inquired about franchise fees, noting she had expected to see gains from the recent increase in fees. Cook stated they had a higher budget going into the fiscal year, and noted that the rate increase for KU took place in July so they will start seeing those fees reflected in the next year.

Stinnett inquired when they expect to see the year end numbers finalized. Cook stated they are in progress and he expects them to be done in October.

III. Fayette County Workforce Review

Betsy Dexter, Executive Director of the Business and Education Network, gave a presentation of the Fayette County Workforce Review.

Lamb inquired about their relationship with the Bluegrass Workforce Investment Board. Dexter stated her hopes for a strong relationship with the Board. Lamb inquired if they have a seat on the Board, to which Dexter replied they do not.

Bledsoe inquired when they expect to have a plan. Dexter stated they hope to have this within 90 days. Bledsoe voiced her concern for students and young graduates who are not adequately informed about in-demand jobs in the area. Bledsoe stated they need to make greater efforts to connect students with direct pathways to local jobs. Dexter stated her agreement, noting they will be working towards that data and the appropriate marketing.

F. Brown inquired about their relationship with UK and the Fayette Co. Board of Education. Dexter stated she has met with Fayette Co Schools and has a past relationship with UK in her previous position and will be meeting with them also. Dexter agreed that education is a “huge piece of the puzzle". F. Brown inquired about minimum wage and if they will be analyzing this. Dexter stated their focus will be on in-demand careers at this time.

Mossotti stated her desire for quarterly updates to Council.

Kay inquired if she has a sense of any lessons learned from past efforts in the area, to which Dexter stated she would have a better sense of this after meeting with the Board.

Scutchfield inquired where technical careers fall within the snapshot provided. Dexter replied that IT positions fall under several categories.

Moloney inquired how to effectively communicate the need for technical careers to youth. Dexter stated data is important to illustrate different available career paths and wage information for those industries.

Stinnett noted he would like to see comparable data from other cities and inquired when she could return with an update to Council. Dexter stated she would like to report back at the end of the year or January.

IV. Monthly Budget Report June & July – Other Funds

F. Brown inquired about additional funds for the snow plan. Leuker stated it is a bit early but offered to bring funding options for snow removal back to Council.

Moloney noted there are limitations for certain taxes, such as waste removal taxes.

Kay inquired about the Waste Management Task Force and there was discussion about reassigning members to that Task Force.

F. Brown expressed desire to look into picking up the Activity Based Costing/Financial Efficiency item which had been referred by late Council Member Lane.

V. Items Referred

<u>A motion was made by Mossotti to adjourn, seconded by Scutchfield. The motion passed without dissent.</u>

The meeting was adjourned at 3:01 p.m.

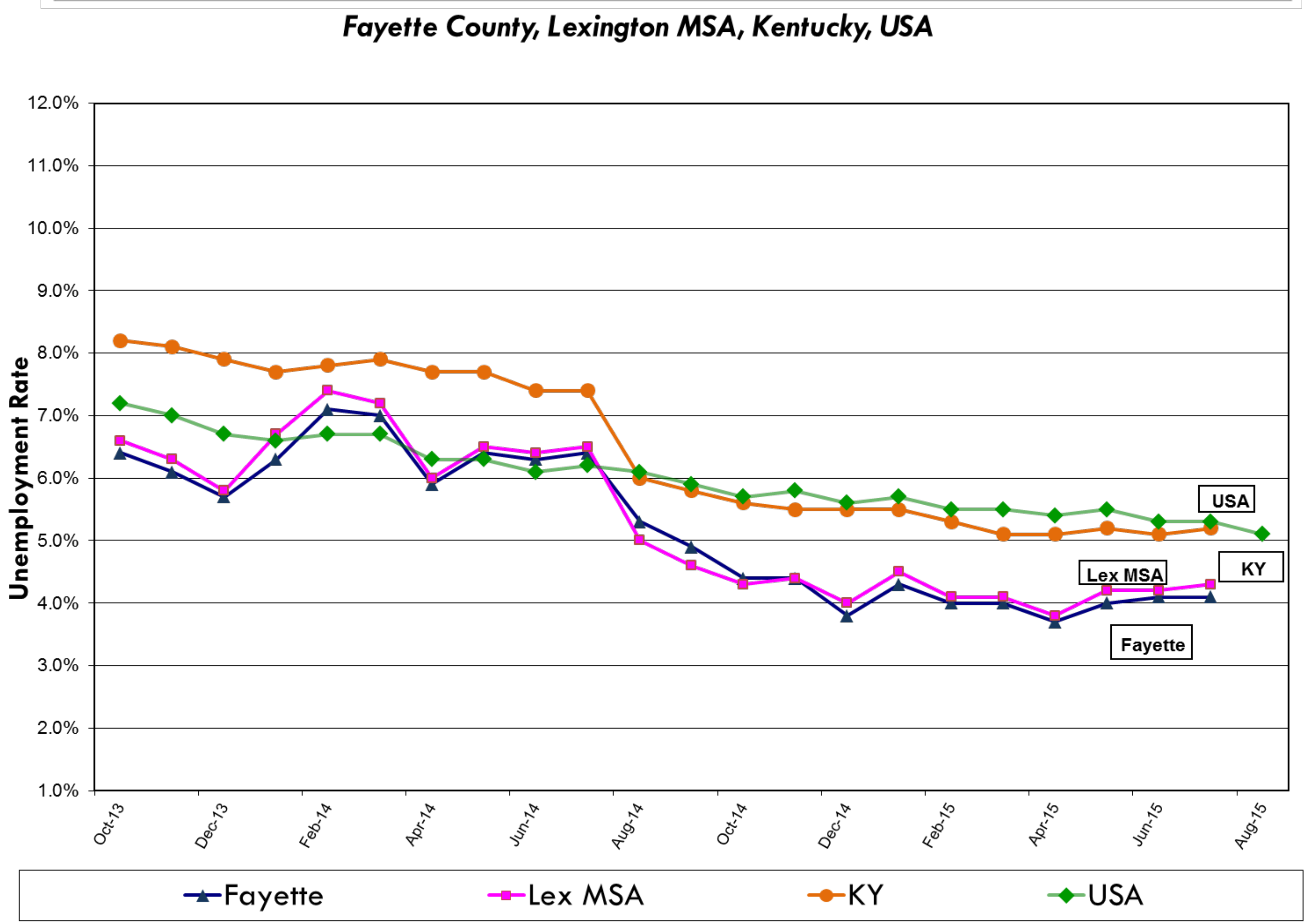
D.S. 8.26.2015

Budget, Finance & Economic Development Committee

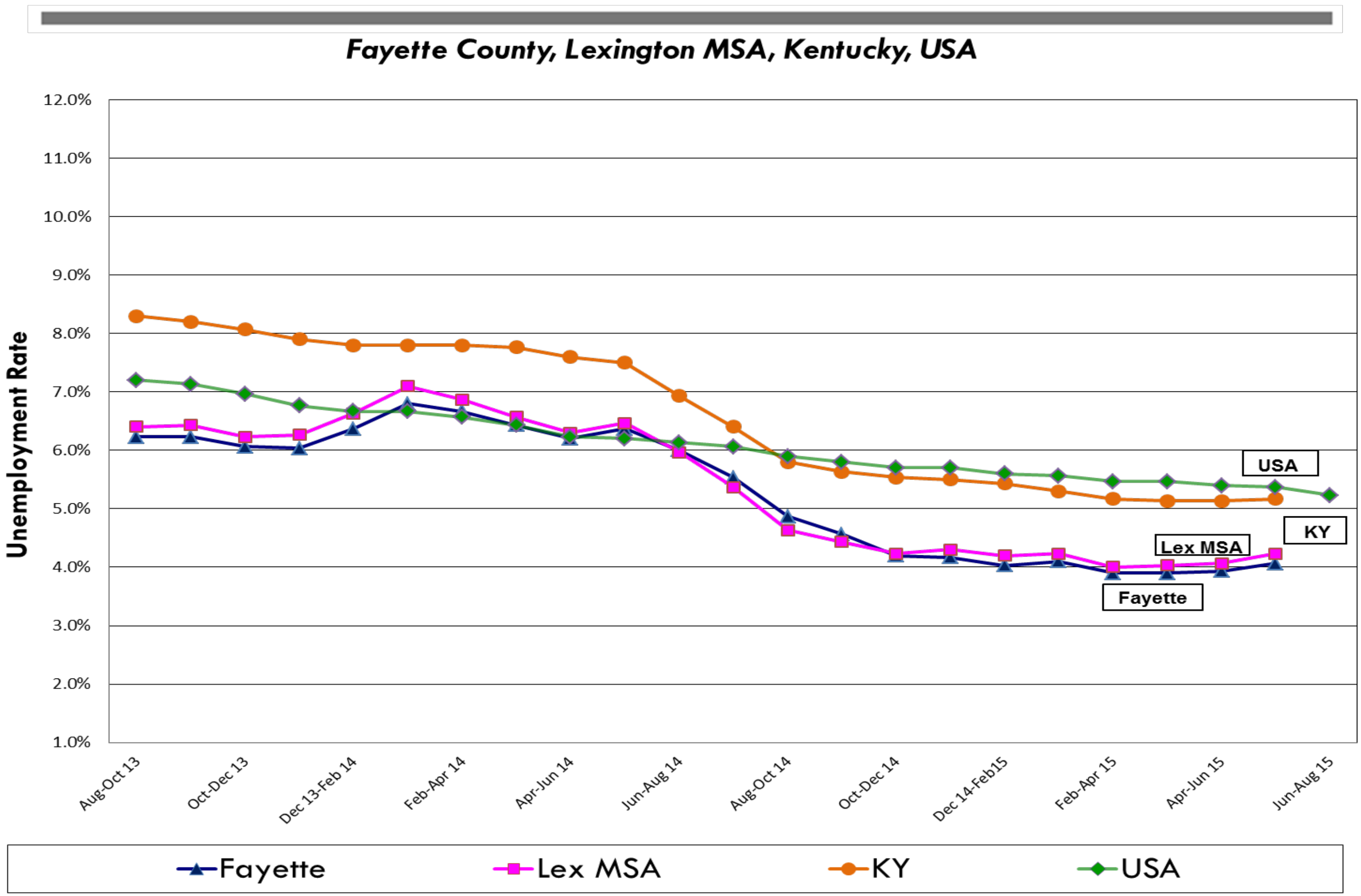
Financial Update

September 22, 2015

Comparative Unemployment Rates



Comparative Unemployment Rates
Three Month Moving Average



Comparison of Economic Indicators 2014 / 2015

Comparison of Economic Indicators

Economic Indicators		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Fayette County	2013	6.9%	7.0%	6.6%	5.9%	6.4%	7.1%	6.4%	6.1%	6.2%	6.4%	6.1%	5.7%
Unemployment Rate	2014	6.3%	7.1%	7.0%	5.9%	6.4%	6.3%	6.4%	5.3%	4.9%	4.4%	4.4%	3.8%
	2015	4.3%	4.0%	4.0%	3.7%	4.0%	4.1%	4.1%	N/A				
Quarterly Fayette County	2013	-	-	178,300	-	-	180,300	-	-	182,600	-	-	189,300
Employment	2014	-	-	180,000	-	-	184,700	-	-	184,800	-	-	191,300
	2015	-	-	N/A	-	-	N/A	-	-	N/A	-	-	N/A
Fayette County Permits Issued	2013	1,169	955	1,131	1,299	1,781	1,490	1,692	1,411	1,201	1,294	1,163	1,359
	2014	1,157	999	931	1,461	1,815	1,660	1,696	1,529	1,399	1,605	1,058	1,112
	2015	1,134	1,858	1,019	1,108	1,431	1,551	1,319	1,523	-	-	-	-
Fayette County New Business	2013	218	258	339	634	456	222	152	218	183	285	195	164
Business Licenses	2014	244	280	366	807	279	187	194	213	219	242	158	137
	2015	197	224	330	749	362	198	198	283	-	-	-	-
Home Sales (MSA)	2013	511	541	758	809	984	956	1,075	1,009	829	790	725	618
	2014	524	517	693	787	997	1,069	1,006	1,021	854	860	681	794
	2015	571	651	884	963	1,140	1,346	N/A	-	-	-	-	
Fayette County	2013	79	44	46	42	38	54	89	52	41	47	39	45
Foreclosures	2014	31	40	34	53	16	53	35	25	46	25	42	25
	2015	33	20	36	24	18	43	18	41	-	-	-	-

N/A indicates information not available.

BLS Releases Date for Fayette Co. Quarterly Employment - 6 months after quarter end

August 2015 MTD
Actual Compared to Adopted Budget

August 2015 Monthly Actual Compared to Adopted Budget

Revenue Category	Actual	Budget	Variance	% Var
OLT- Employee Withholding	21,818,881	19,271,695	2,547,186	13.2%
OLT - Net Profit	746,191	486,415	259,776	53.4%
Insurance	3,845,160	3,392,341	452,819	13.3%
Franchise Fees	2,288,440	2,505,311	(216,871)	-8.7%
TOTALS	28,698,671	25,655,762	3,042,909	11.9%

August 2015 YTD
Actual Compared to Adopted Budget

	August YTD Actual Compared to Adopted YTD Budget			
Revenue Category	**Actual**	**Budget**	**Variance**	**% Var**
OLT- Employee Withholding	31,279,446	28,599,419	2,680,027	9.4%
OLT - Net Profit	1,260,684	1,047,080	213,604	20.4%
Insurance	7,129,400	6,685,384	444,016	6.6%
Franchise Fees	3,902,684	4,395,792	(493,108)	-11.2%
TOTALS	43,572,215	40,727,675	2,844,540	7.0%

August 2015 YTD/August 2014 YTD
Current Year Compared to Prior Year

Actual YTD Compared to Actual Prior YTD

Revenue Category	Aug '15 YTD	Aug '14 YTD	Variance	% Var
OLT- Employee Withholding	31,279,446	27,434,808	3,844,638	14.0%
OLT - Net Profit	1,260,684	1,051,271	209,413	19.9%
Insurance	7,129,400	6,672,029	457,371	6.9%
Franchise Fees	3,902,684	3,753,774	148,910	4.0%
TOTALS	43,572,215	38,911,882	4,660,333	12.0%

FY 2016 Code Enforcement
Nuisance Abatement/Lien Collections

Code Enforcement Lien Collections

Month	Administrative Collection Fees		Miscellaneous		Penalty & Interest		Total Collections	
	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015	FY 2016	FY 2015
July	476	1,601	546	1,690	18,043	29,846	19,065	33,137
August	600	877	308	1,432	14,984	48,014	15,892	50,323
Totals	1,076	2,478	854	3,122	33,028	77,860	34,958	83,460

2016 Fiscal Year - Cash Flow Variance Revenue (Actual to Budget)

For the two months ended Aug 31, 2015	ACTUAL	BUDGET	Variance
Revenue			
Payroll Withholding	$31,279,446	$28,599,419	$2,680,027
Net Profit	1,260,684	1,047,080	213,604
Insurance	7,129,400	6,685,384	444,017
Franchise Fees	3,902,684	4,395,791	(493,108)
Other Licenses & Permits	640,243	478,342	161,901
Ad Valorem	403,820	194,584	209,235
Services	4,013,750	4,146,464	(132,713)
Fines and Forfeitures	10,960	33,846	(22,886)
Property Sale	39,033	10,000	29,033
Intergovernmental	21,788	30,640	(8,852)
Investment Income	132,705	87,327	45,378
Other Income	492,680	389,930	102,750
Total Revenue	**$49,327,193**	**$46,098,806**	**$3,228,387**

2016 Fiscal Year - Cash Flow Variance Expense (Actual to Budget)

For the two months ended Aug 31, 2015	ACTUAL	BUDGET	Variance
Expenses			
Personnel	($29,203,709)	($29,690,320)	$486,612
Operating	(6,112,177)	(5,713,459)	(398,717)
Debt Service	(3,986,037)	(3,986,037)	
Partner Agencies	(3,239,994)	(3,187,532)	(52,462)
Insurance - Expense	(940,540)	(940,540)	(0)
Operating Capital Expenditures	(266,302)	(43,038)	(223,263)
Total Expenses	**(43,748,758)**	**(43,560,927)**	**(187,831)**
Interfund Transfers			
Transfers	(151,194)	(177,945)	26,751
Change in Net Position	**5,427,241**	**2,359,935**	**3,067,307**

2016 Fiscal Year - Cash Flow Variance Revenue (CY to PY)

	Aug 2015	Aug 2014	Variance
Revenue			
Payroll Withholding	$31,279,446	$27,434,808	$3,844,638
Net Profit	1,260,684	1,051,271	209,413
Insurance	7,129,400	6,672,029	457,371
Franchise Fees	3,902,684	3,753,774	148,910
Other Licenses & Permits	640,243	486,692	153,551
Ad Valorem	403,820	218,481	185,338
Services	4,013,750	4,403,031	(389,280)
Fines and Forfeitures	10,960	36,825	(25,865)
Property Sale	39,033		39,033
Intergovernmental	21,788	23,526	(1,738)
Investment Income	132,705	232,066	(99,361)
Other Income	492,680	423,163	69,516
Total Revenue	**$49,327,193**	**$44,735,666**	**$4,591,527**

2016 Fiscal Year - Cash Flow Variance Expense (CY to PY)

	Aug 2015	Aug 2014	Variance
Expenses			
Personnel	($29,203,709)	($27,956,153)	($1,247,556)
Operating	(6,112,177)	(4,672,184)	(1,439,992)
Debt Service	(3,986,037)	(8,323,870)	4,337,833
Partner Agencies	(3,239,994)	(3,242,579)	2,586
Insurance - Expense	(940,540)	(957,642)	17,102
Operating Capital Expenditures	(266,302)	(34,713)	(231,589)
Total Expenses	**(43,748,758)**	**(45,187,142)**	**1,438,384**
Interfund Transfers			
Transfers	(151,194)	(486,249)	335,055
Change in Net Position	**5,427,241**	**(937,725)**	**$6,364,966**

- Questions ?

Fund 4002 Sanitary Sewers Operating Fund

Revenue & Expenditures Statement

Year to Date Through June 30, 2015

Title	Original Budget	Amended Budget	YTD Through 6/30/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Charges for Services	48,800,000	48,800,000	50,009,574	-1,209,574	102.5%
Fines and Forteitures	5,000	5,000	28,779	-23,779	575.6%
Intergovernmental Revenue	494,430	494,430		494,430	0.0%
Property Sales	36,000	36,000	51,699	-15,699	143.6%
Investment Income (non-op)	200,000	200,000	-613,736	813,736	-306.9%
Other Income	20,000	20,000	755,415	-735,415	3777.1%
Total Revenue	49,555,430	49,555,430	50,231,731	-676,301	101.4%
Expenses:					
Personnel	11,623,580	11,629,750	10,475,590	1,154,160	90.1%
Operating Expenses	23,381,640	23,426,151	17,969,196	5,456,955	76.7%
Transfers Out		6,230	6,230	0	100.0%
Capital	5,150,670	3,247,468	2,476,016	771,452	76.2%
Total Expenditures	40,155,890	38,309,599	30,927,032	7,382,567	80.7%
Net Difference	9,399,540	11,245,831	19,304,699		
FY Available Fund Balance	0	0			
	9,399,540	11,245,831			

FUNDS 4002-4004:

Unrestricted Fund Balance 6.30.15 **$0 M**

Capital Reserves **$46.9 M**

Fund 4003 Sanitary Sewers Construction Fund

Revenue & Expenditures Statement

Year to Date Through June 30, 2015

Title	Original Budget	Amended Budget	YTD Through 6/30/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Charges for Services			331,247		0.0%
Intergovernmental Revenue			9,306,403		0.0%
Other Financing Sources	37,272,940	76,675,850	39,158,207	37,517,643	51.1%
Other Income			244,703	244,703	0.0%
Total Revenue	37,272,940	76,675,850	49,040,560	37,762,346	64.0%
Expenses:					
Operating Expenses	1,100,000	47,304,428	47,137,488	166,940	99.6%
Transfers		-6,230	-6,230	0	0.0%
Capital	32,077,650	26,108,211	25,069,343	1,038,868	96.0%
Bond Refunding		137,260	137,260	0	100.0%
Total Expenditures	33,177,650	73,543,669	72,337,861	1,205,808	98.4%
Net Difference	4,095,290	3,132,181	-23,297,301		
FY Available Fund Balance	0	0			
	4,095,290	3,132,181			

FUNDS 4002-4004:

Capital Reserves **$46.9 M**

Fund 4051 Water Quality Operating Fund

Revenue & Expenditures Statement

Year to Date Through June 30, 2015

Title	Original Budget	Amended Budget	YTD Through 6/30/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Charges for Services	13,081,250	13,081,250	13,331,604	-250,354	101.9%
Fines and Forteitures	10,000	10,000	9,868	132	98.7%
Investment Income (non-op)	20,000	20,000	1,308	18,692	6.5%
Other Income			3,995	3,995	0.0%
Total Revenue	13,111,250	13,111,250	13,346,775	-227,535	101.8%
Expenses:					
Personnel	4,457,060	4,463,160	4,045,162	417,998	90.6%
Operating Expenses	4,779,760	4,964,614	3,081,230	1,883,384	62.1%
Capital	782,670	624,825	166,865	457,960	26.7%
Total Expenditures	10,019,490	10,052,599	7,293,257	2,759,342	72.6%
Net Difference	3,091,760	3,058,651	6,053,518		
FY Available Fund Balance	0	0			
	3,091,760	3,058,651			
Unrestricted Fund Balance 6.30.15	**8.8 M**				

Fund 4052 Water Quality Construction Fund

Revenue & Expenditures Statement

Year to Date Through June 30, 2015

Title	Original Budget	Amended Budget	YTD Through 6/30/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Intergovernmental Revenue			544,910		
Total Revenue	0	0	544,910	0	0.0%
Expenses:					
Operating Expenses	2,631,000	1,604,330	1,601,907	2,423	99.8%
Capital	1,700,000	790,416	963,791	-173,375	121.9%
Total Expenditures	4,331,000	2,394,746	2,565,698	-170,952	107.1%
Net Difference	-4,331,000	-2,394,746	-2,020,788		
FY Available Fund Balance	0	0			
	-4,331,000	-2,394,746			
Unrestricted Fund Balance 6.30.15	**8.8 M**				

Fund 4121 Landfill Operating Fund

Revenue & Expenditures Statement

Year to Date Through June 30, 2015

Title	Original Budget	Amended Budget	YTD Through 6/30/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Charges for Services	6,783,600	6,783,600	7,011,865	-228,265	103.4%
Investment Income (non-op)			3,872	3,872	0.0%
Other Income	200,000	200,000	200,000	0	100.0%
Total Revenue	6,983,600	6,983,600	7,215,737	-224,393	103.3%
Expenses:					
Personnel	700,560	700,560	637,513	63,047	91.0%
Operating Expenses	4,602,950	4,522,265	3,593,945	928,320	79.5%
Transfers	200,000	203,170	203,170	0	100.0%
Capital	390,000	494,240	107,025	387,215	21.7%
Total Expenditures	5,893,510	5,920,235	4,541,653	1,378,582	76.7%
Net Difference	1,090,090	1,063,365	2,674,084		
FY Available Fund Balance	0	0			
	1,090,090	1,063,365			
Unrestricted Fund Balance					
6.30.15	**18.8 M**				

Fund 4122 Landfill Construction Fund

Revenue & Expenditures Statement

Year to Date Through June 30, 2015

Title	Original Budget	Amended Budget	YTD Through 6/30/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Transfers In		3,170	3,170		100.0%
Total Revenue	0	3,170	3,170	0	100.0%
Net Difference	0	3,170	3,170		
FY Available Fund Balance	0	0			
	0	3,170			
Unrestricted Fund Balance					
6.30.15	**18.8 M**				

Fund 1115 Urban Svc Operating Fund

Revenue & Expenditures Statement

Year to Date Through June 30, 2015

Title	Original Budget	Amended Budget	YTD Through 6/30/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Licences and Permits	1,400,000	1,400,000	1,425,690	-25,690	101.8%
Taxes	33,418,000	33,332,000	33,415,373	-83,373	100.3%
Charges for Services	1,915,900	1,915,900	2,363,975	-448,075	123.4%
Fines and Forteitures	3,000	3,000	1,011	1,989	33.7%
Intergovernmental Revenue	70,620	70,620	57,929	12,691	82.0%
Property Sales	165,000	165,000	188,163	-23,163	114.0%
Investment Income (non-op)	40,000	40,000	314,828	-274,828	787.1%
Other Income	107,000	107,000	86,635	20,365	81.0%
Total Revenue	37,119,520	37,033,520	37,853,604	-820,084	102.2%
Expenses:					
Personnel	15,045,220	14,976,056	13,630,319	1,345,737	91.0%
Operating Expenses	22,658,560	22,603,625	20,987,843	1,615,782	92.9%
Transfers Out	-2,329,120	-2,326,190	-2,326,190	0	0.0%
Capital	7,724,540	5,327,377	4,031,551	1,295,826	75.7%
Total Expenditures	43,099,200	40,580,868	36,323,523	4,257,346	89.5%
Net Difference	-5,979,680	-3,547,348	1,530,081		
FY Available Fund Balance	22,500,000	22,500,000			
	16,520,320	18,952,652			

FUND 1115:

Restricted for Urb Svc 6.30.15 **$31.4M**

Fund 4002 Sanitary Sewers Operating Fund

Revenue & Expenditures Statement

Year to Date Through August 31, 2015

Title	Original Budget	Amended Budget	YTD Through 8/31/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Charges for Services	54,283,000	54,283,000	9,636,390	44,646,610	17.8%
Fines and Forteitures	5,000	5,000	900	4,100	18.0%
Investment Income (non-op)	256,000	256,000	72,838	183,162	28.5%
Other Income	20,000	20,000	15,190	4,810	76.0%
Total Revenue	54,564,000	54,564,000	9,725,318	44,838,682	17.8%
Expenses:					
Personnel	10,417,830	10,417,830	1,527,115	8,890,715	14.7%
Operating Expenses	23,938,820	24,114,067	2,042,628	22,071,439	8.5%
Capital	5,727,000	9,195,426	510,845	8,684,581	5.6%
Total Expenditures	40,083,650	43,727,323	4,080,588	39,646,735	9.3%
Net Difference	14,480,350	10,836,677	5,644,730		
	14,480,350	10,836,677			

FUNDS 4002-4004:

Unrestricted Fund Balance 6.30.15 **$0 M**

Capital Reserves **$46.9 M**

Fund 4003 Sanitary Sewers Construction Fund

Revenue & Expenditures Statement

Year to Date Through August 31, 2015

Title	Original Budget	Amended Budget	YTD Through 8/31/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Charges for Services			4,262		0.0%
Intergovernmental Revenue			4,689,276		0.0%
Other Financing Sources	63,901,520	63,901,520		63,901,520	0.0%
Total Revenue	63,901,520	63,901,520	4,693,538	63,901,520	7.3%
Expenses:					
Operating Expenses	1,490,000	7,457,501	103,363	7,354,138	1.4%
Transfers		950		950	0.0%
Capital	43,730,400	105,556,808	3,325,306	102,231,502	3.2%
Total Expenditures	45,220,400	113,015,259	3,428,669	109,586,590	3.0%
Net Difference	18,681,120	-49,113,739	1,264,869		
	18,681,120	-49,113,739			

FUNDS 4002-4004:

Capital Reserves **$46.9 M**

Fund 4051 Water Quality Operating Fund

Revenue & Expenditures Statement

Year to Date Through August 31, 2015

Title	Original Budget	Amended Budget	YTD Through 8/31/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Charges for Services	13,758,800	13,758,800	2,253,018	11,505,782	16.4%
Fines and Forteitures	10,000	10,000	11,322	-1,322	113.2%
Investment Income (non-op)	25,000	25,000	5,705	19,295	22.8%
Other Income	1,500	1,500	0	0	0.0%
Total Revenue	13,795,300	13,795,300	2,270,045	11,523,755	16.5%
Expenses:					
Personnel	5,197,840	5,197,840	806,374	4,391,466	15.5%
Operating Expenses	3,437,400	4,084,681	361,115	3,723,566	8.8%
Capital	1,550,200	1,608,060	4,302	1,603,758	0.3%
Total Expenditures	10,185,440	10,890,581	1,171,791	9,718,790	10.8%
Net Difference	3,609,860	2,904,719	1,098,254		
FY Available Fund Balance	0	0			
	3,609,860	2,904,719			
Unrestricted Fund Balance					
6.30.15	**8.8 M**				

Fund 4052 Water Quality Construction Fund

Revenue & Expenditures Statement

Year to Date Through August 31, 2015

Title	Original Budget	Amended Budget	YTD Through 8/31/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Intergovernmental Revenue			219,317		
Total Revenue	0	0	219,317	0	0.0%
Expenses:					
Operating Expenses	4,052,000	9,348,070	107,683	9,240,387	1.2%
Capital	2,715,000	5,873,676	154,750	5,718,926	2.6%
Total Expenditures	6,767,000	15,221,746	262,433	14,959,313	1.7%
Net Difference	-6,767,000	-15,221,746	-43,116		
FY Available Fund Balance	8,700,000	8,700,000			
	1,933,000	-6,521,746			
Unrestricted Fund Balance					
6.30.15	**8.8 M**				

Fund 4121 Landfill Operating Fund

Revenue & Expenditures Statement

Year to Date Through August 31, 2015

Title	Original Budget	Amended Budget	YTD Through 8/31/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Charges for Services	7,095,830	7,095,830	1,107,918	5,987,912	15.6%
Investment Income (non-op)				0	0.0%
Other Income			458	458	0.0%
Total Revenue	7,095,830	7,095,830	1,108,376	5,988,370	15.6%
Expenses:					
Personnel	836,460	836,460	125,047	711,413	14.9%
Operating Expenses	4,442,420	4,545,584	171,951	4,373,633	3.8%
Capital	2,529,660	2,548,038	8,900	2,539,138	0.3%
Total Expenditures	7,808,540	7,930,082	305,898	7,624,184	3.9%
Net Difference	-712,710	-834,252	802,478		
FY Available Fund Balance	16,000,000	16,000,000			
	15,287,290	15,165,748			
Unrestricted Fund Balance					
6.30.15	**18.8**				

Fund 4122 Landfill Construction Fund

Revenue & Expenditures Statement

Year to Date Through August 31, 2015

Title	Original Budget	Amended Budget	YTD Through 8/31/2015	Remaining Budget	Percent Collected/Used
Expenses:					
Operating Expenses		12,566		12,566	0.0%
Total Expenditures	0	12,566	0	12,566	0.0%
Net Difference	0	12,566	0		
	0	12,566			

Fund 1115 Urban Svc Operating Fund

Revenue & Expenditures Statement

Year to Date Through August 31, 2015

Title	Original Budget	Amended Budget	YTD Through 8/31/2015	Remaining Budget	Percent Collected/Used
Revenues:					
Licences and Permits	1,450,000	1,450,000		1,450,000	0.0%
Taxes	33,897,670	33,897,670	216,710	33,680,960	0.6%
Charges for Services	2,143,500	2,143,500	16,332	2,127,168	0.8%
Fines and Forteitures	800	800	200	600	25.0%
Intergovernmental Revenue	64,920	64,920		64,920	0.0%
Property Sales			-88	-88	0.0%
Investment Income (non-op)	260,000	260,000	77,301	182,699	29.7%
Other Income	100,000	100,000	960	99,040	1.0%
Total Revenue	37,916,890	37,916,890	311,415	37,605,299	0.8%
Expenses:					
Personnel	14,245,230	14,235,692	2,021,670	12,214,022	14.2%
Operating Expenses	22,656,710	23,186,703	2,876,343	20,310,360	12.4%
Transfers Out	-2,200,000	-2,200,000		-2,200,000	0.0%
Capital	5,918,480	9,539,037	1,140,741	8,398,296	12.0%
Total Expenditures	40,620,420	44,761,432	6,038,754	38,722,678	13.5%
Net Difference	-2,703,530	-6,844,542	-5,727,339		
FY Available Fund Balance	33,380,200	33,380,200			
	30,676,670	26,535,658			

FUND 1115:

Restricted for Urb Svc **$31.4M**

LFUCG Economic Contingency Fund Update

Budget and Finance Committee

September 22, 2015

Office of the Finance Commissioner

Agenda

- Intent of the Fund
- Contribution Mechanisms
- Accessibility
- Fund Background
- Fund Growth
- Projection Illustration
- Investment Policy
- Long Term Planning

Intent of the Contingency Fund

- Serves two main purposes:
  - Revenue Stabilization
    - Operates as a safety cushion against sharp downturns in the three major revenues that produce 75% of the General Fund
      - Insurance fees, employee withholdings or business returns
  - Emergency Reserve Account
    - Available in response to the declaration of a county-wide emergency to insure the health and safety of Fayette County residents

Contribution Mechanisms

- 1996 - Ordinance required initial $4m contribution, interest earned remained in fund
  - Council to consider an additional yearly contribution from fund balance (only reoccurring contribution)
  - Contingency Fund goal was 5% of prior year's General Fund revenue

Contribution Mechanisms - Now

- 2006 Revised Ordinance
  - Increased funding levels
    - Requires $50,000 monthly contribution from the General Fund ($600k total per year)
    - 25% of unassigned yearly fund balance general fund contribution
    - All interest accrued remains in fund

Accessibility

Revenue Shortage Formula

- Governed by the average change in revenue over the past three years
- Utilizes a complex formula
- Limits the use in the annual budget process

Funding Historical Activity

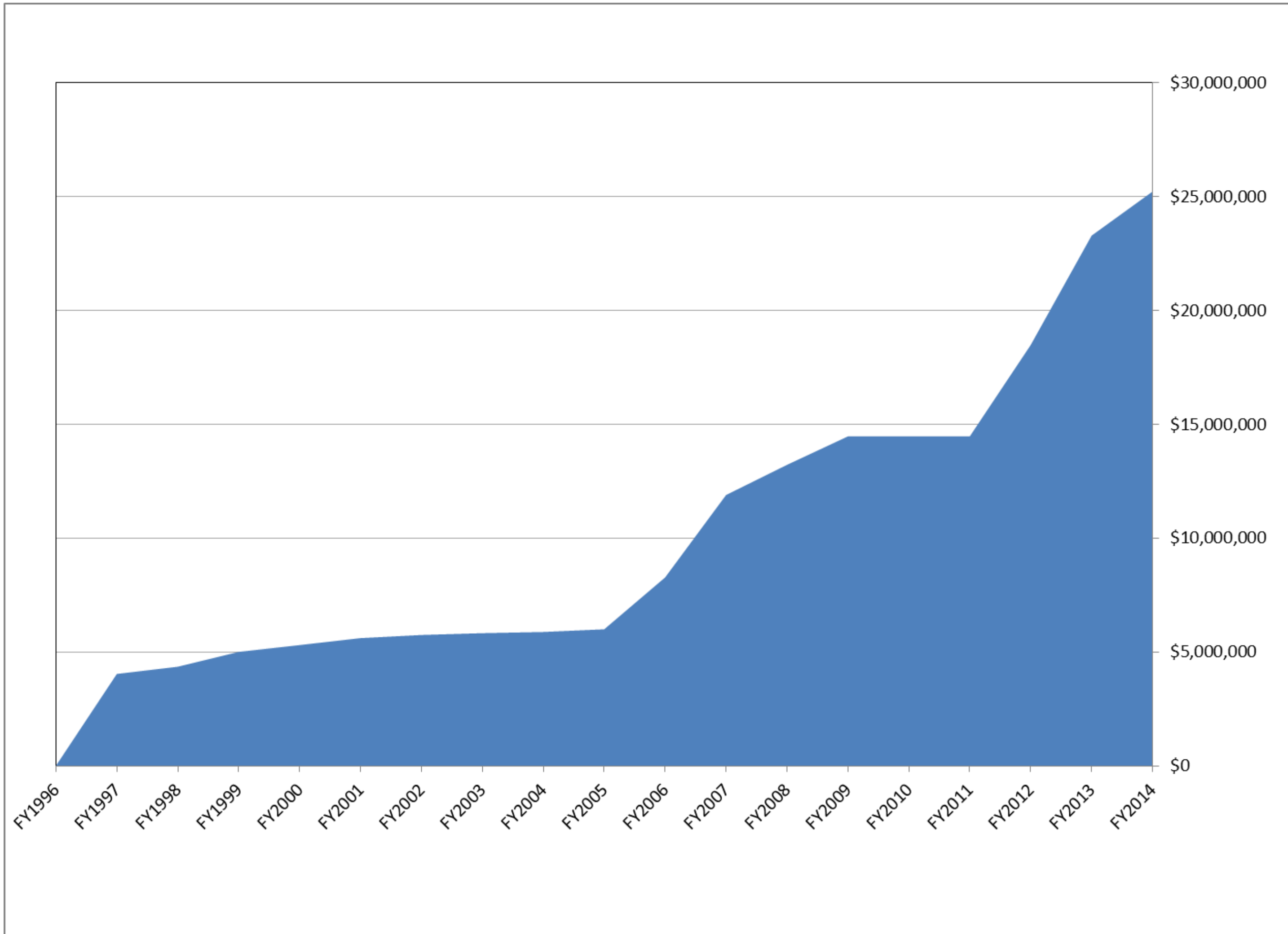
- 1996 - Established by ordinance with $4m deposit
- FY 2009 - Monthly contributions were suspended
  - Interest income and deposits brought balance to $13,360,055
- FY's 2010 & 2011- No contribution activity
- FY 2012 to present - $50k monthly and required fund balance contribution restarted

Fund Growth Over Time

Fiscal Year	Balance	Net Change	Rev	Revenues	
FY1996	0				
FY1997	4,034,671	4,034,671	2.7%	149,000,117	(1)
FY1998	4,352,261	317,590	2.8%	157,824,997	
FY1999	5,002,728	650,467	2.9%	171,999,413	
FY2000	5,303,539	300,811	2.9%	183,393,773	
FY2001	5,607,306	303,767	2.9%	190,385,575	
FY2002	5,745,936	138,630	2.9%	195,499,537	
FY2003	5,825,468	79,532	2.9%	203,402,517	
FY2004	5,878,356	52,888	2.7%	220,470,247	
FY2005	5,996,710	118,354	2.6%	233,536,456	
FY2006	8,272,087	2,275,377	3.4%	241,846,979	(2)
FY2007	11,894,147	3,622,060	4.5%	264,748,305	
FY2008	13,219,620	1,325,473	4.8%	273,326,473	
FY2009	14,470,569	1,250,949	5.3%	271,485,516	
FY2010	14,470,569	0	5.4%	267,153,789	(3)
FY2011	14,470,569	0	5.1%	281,363,200	(3)
FY2012	18,482,971	4,012,402	6.5%	283,526,860	
FY2013	23,290,466	4,807,495	8.0%	292,132,708	
FY2014	25,224,221	1,933,755	8.3%	303,716,831	
FY2015	*26,332,920*	*1,108,699*	*?*	*313,254,230*	*(4)*
FY2016	***26,506,361***				*(4)*

(1) Ordinance 243-96
(2) Amended ordinance 78-2006
(3) Suspended
(4) No Fund Balance Contribution Yet

Fund Growth Over Time



Projection Illustration

Assumptions	
Growth Rate	3%
Annual Amount Added to Fund	$1,400,000
Interest Rate	2%

Year	General Fund Revenues	Amount in Fund	Percent of General Fund
2014	$ 303,716,831	$25,200,000	8.30%
2015	$ 312,828,336	$27,104,000	8.66%
2016	$ 322,213,186	$29,046,080	9.01%
2017	$ 331,879,582	$31,027,002	9.35%
2018	$ 341,835,969	$33,047,542	9.67%
2019	$ 352,091,048	$35,108,492	9.97%
2020	$ 362,653,780	$37,210,662	10.26%
2021	$ 373,533,393	$39,354,876	10.54%
2022	$ 384,739,395	$41,541,973	10.80%
2023	$ 396,281,577	$43,772,813	11.05%
2024	$ 408,170,024	$46,048,269	11.28%
2025	$ 420,415,125	$48,369,234	11.51%
2026	$ 433,027,578	$50,736,619	11.72%
2027	$ 446,018,406	$53,151,351	11.92%
2028	$ 459,398,958	$55,614,378	12.11%
2029	$ 473,180,927	$58,126,666	12.28%
2030	$ 487,376,354	$60,689,199	12.45%
2031	$ 501,997,645	$63,302,983	12.61%
2032	$ 517,057,574	$65,969,043	12.76%

Investment Policy

- Bound by KRS statutes for public investments which establishes policies pertaining to:
  - Investment objectives
  - Eligible investments
  - Diversification limits

	Investment Mix	
Money Market	$13,599,231	51%
Bonds (Multi-year)	12,907,130	49%
	$26,506,361	

Long-Term Planning

- Benchmark Comparisons to
  - University Cities
  - Regional Cities
  - Distressed Cities
- Benchmark Analysis
  - Fund size, funding, triggers, uses
  - Impact on financial health
  - Similarities and best practices

Questions?

PURCHASE OF SERVICE AGREEMENT

THIS PURCHASE OF SERVICE AGREEMENT, made and entered into on the ________ day of July, 2015, by and between the **LEXINGTON-FAYETTE URBAN COUNTY GOVERNMENT**, an urban county government of the COMMONWEALTH OF KENTUCKY created pursuant to KRS chapter 67A ("Government"), 200 East Main Street, Lexington, Kentucky 40507, on behalf of the Chief Development Officer ("CDO") and **KENTUCKY WORLD TRADE CENTER, INC. d/b/a WORLD TRADE CENTER KENTUCKY**, a Kentucky non-stock, non-profit organization ("Organization"), with offices located at 301 East Main Street, Suite 110, Lexington, Kentucky 40507.

WITNESSETH

That for and in consideration of the mutual promises and covenants herein expressed, the Government and the Organization agree as follows:

1. Government hereby retains Organization for the period beginning on July 1, 2015, and continuing for a period of twelve (12) months from that date unless within that period Government gives the Organization thirty (30) days written notice of termination of this Agreement in which case this Agreement shall terminate thirty (30) days from the date notice is given to the Organization.

2. Government shall pay the Organization the sum of One Hundred Thousand Dollars ($100,000.00) for services required by this Agreement, one fourth ($1/4^{th}$) of which shall be payable each quarter, within ten (10) days after receipt of the report required in Paragraph 7 herein, July to June, inclusive.

3. The Organization agrees to provide the following general services as well as those listed in Exhibit A, which is attached hereto:

A. Manage and operate the World Trade Center franchise in Lexington, Kentucky;

B. Provide other such services to include, but not be limited to, trade promotion, trade counseling, trade assistance, seminars, library services to assist Kentucky businesses interested in exporting to foreign countries or otherwise doing business overseas and to assist foreign companies seeking business opportunities in Kentucky;

C. Submit an annual report each year to the Mayor and the Urban County Council, which report shall contain a summary of its activities for the preceding year.

D. File all federal, state and local tax returns which are required by the respective governmental unit and to submit copies of same to the CDO.

4. In the event of termination of this Agreement by Government as provided for in Paragraph 1 above, Organization shall be entitled to that portion of total compensation due under this Agreement, or renewals thereof, as the service rendered bears to the service required hereunder.

5. Organization shall perform all duties and services described in item 3 above faithfully and satisfactorily at the time, place and for the duration prescribed herein. Organization shall keep itself fully informed of all national and state laws and all municipal ordinances and regulations in any manner affecting the work or performances of this Agreement, and shall at all times observe and comply with such laws, ordinances and regulations, whether or not such laws, ordinances or regulations are mentioned herein and shall indemnify Government, its officers, agents and employees against any

claim or liability arising from and based on Organization's violation of any such laws, ordinances or regulations.

6. Organization represents that it has filed any federal, state or local income tax returns required by law in the legally prescribed time and manner for the preceding fiscal year. This Agreement shall not become effective unless and until copies of all of the executed originals of the aforementioned tax returns filed for the Organization have been registered by the Organization with the CDO, and the Organization shall not be compensated unless and until such registration has taken place.

7. The Organization shall, at the end of each quarter and by no later than the 10^{th} working day of the succeeding quarter, on such forms as the CDO shall provide, submit to the MOED: a report containing, for each of the services enumerated in Exhibit A which were provided in the preceding quarter (a) a description of the service provided, including the costs of providing services and the quantity and quality of the service provided, and (b) the additional information requested in and submitted on the form attached hereto as Exhibit B and incorporated herein by reference (or a similar form created and provided to Organization by the Government); and (c) an invoice requesting compensation for the services provided during the preceding quarter. Any and all provisions of this Agreement to the contrary notwithstanding, the compensation of Organization for each quarter of the Agreement shall not be paid unless and until Organization submits the satisfactorily completed quarterly report and invoice required hereunder. In addition, Organization shall be required to present a progress report as to

its activities annually before the Urban County Council's Budget, Finance & Economic Development Committee, or as otherwise instructed by the Government.

8. Books of accounts shall be kept by the Organization and entries shall be made therein of all money, goods, effects, debts, sales, purchases, receipts, payments and any other transactions of the Organization. The books of accounts, together with all bonds, notes, bills, letters and other writings belonging to the Organization, shall be maintained at the principal place of business of the Organization as set forth in this Agreement. Government shall have free and complete access to the books papers and affairs of the Organization at all reasonable times, and if it desires, it may have the books and papers of the Organization audited and examined by auditors, accountants or attorneys. Any examination shall be at the expense of the Government.

9. Government may designate such persons as may be necessary to monitor and evaluate the services rendered by the Organization. The Government, its agents and employees, shall, at all times, have unrestricted access to all places where or in which the services required hereunder are being carried on and conducted. Inspection and monitoring of the work by these authorities shall in no manner be presumed to relieve in any degree the responsibility or obligations of Organization, or to constitute Organization an agent of the Government.

10. Organization shall provide equal opportunity in employment for all qualified persons, shall prohibit discrimination in employment because of race, color, creed, national origin, sex, age, sexual orientation or gender identity, or handicap, shall promote equal employment through a positive, continuing program of equal employment, and shall cause

each of its subcontracting agencies to do so. This program of equal employment opportunity shall apply to every aspect of its employment policies and practices.

11. Organization shall adopt a written sexual harassment policy, which shall, at a minimum, contain a statement of current law; a list of prohibited behaviors; a complaint process; and a procedure which provides for a confidential investigation of all complaints. The policy shall be given to all employees and clients and shall be posted at all locations where Organization conducts business. The policy shall be submitted to the Department of Law for review within thirty (30) days of the execution of this Agreement.

12. The Organization agrees that all revenue and expenditures shall be audited at least annually by independent certified public accountants who shall express an opinion as to whether or not revenue and expenditures during the year audited have conformed with state and local law and regulation. A copy of this audit shall be submitted to the Government within ten (10) days of completion.

13. Organization agrees that it shall apply all funds received by it from the Urban County Government in accordance with the following investment policy guidelines:

A. Objectives--Capital preservation with surety of income. Reasonable competitive income consistent with high investment quality and purpose of funds. All investments shall conform with state and local law and regulations and these Policies.

B. Investment Funds Management--The governing board may elect to either:

(1) manage its investments through its executive director where the size or complexity of funds to be managed is deemed by the board to be within the training, expertise and/or available time capacity of the executive director and the operating staff;

-or-

(2) utilize the professional investment management facilities of a local bank trust department acting in a fiduciary capacity within the same approved investment policies and federal, state, local and trust laws and regulations. The trust department may utilize its regular short-term 100% U.S. Treasury Fund for daily funds investment. The election of option 1 or 2 should be made consistent with the relative cost incurred and in the case of option 2 the cost shall be competitive among local trust departments.

C. Investment Policies--Safety and Prudence.

(1) Short-term liquidity funds shall be invested in "riskless" investments, i.e., deposits in Kentucky commercial banks or savings and loan associations that are fully federally insured or deposits collateralized by U.S. Treasury securities with a current market value of at least 100%, or in direct obligations of U.S. Treasury securities.

Investments shall be diversified according to maturity in order to meet projected cash flow needs.

Collateral pledged to secure uninsured deposits shall be held at a federal reserve bank with the receipt providing absolute control by the agency.

(2) Retirement funds, endowment funds, long-term capital reserve funds and any other special funds may be held and invested by a local bank trust department under investment objectives and diversification in accordance with the individual nature of the funds and pursuant to the "prudent man" investment rule as well as general trust law.

(3) All investments shall be reviewed monthly by a finance or investment committee of the agency.

(4) Local brokerage firms may hold and invest funds provided that investments are located within Kentucky and are fully insured.

D. Audit--All investments shall be audited at least annually by independent certified public accountants who shall express an opinion as to whether or not investments during the year audited have conformed with state and local law and regulation and with the approved investment policies.

14. This instrument contains the entire agreement between the parties, and no statement, promises or inducements made by either party or agent of either party that is not contained in this written Agreement shall be valid and binding; and this Agreement may not be enlarged, modified or altered except in writing signed by the parties and endorsed hereon.

IN WITNESS WHEREOF, the parties have executed this Agreement at Lexington, Kentucky, the day and year first above written.

LEXINGTON-FAYETTE URBAN
COUNTY GOVERNMENT

BY: ________________________
Jim Gray, Mayor

ATTEST:

____
Meredith Nelson
Clerk of the Urban County Council

KENTUCKY WORLD TRADE CENTER, INC. d/b/a WORLD TRADE CENTER KENTUCKY

BY: ________________________
Glenn Krebs, Chairman

ATTEST:

____
WITNESS/DATE:____________

EXHIBIT "A"

Lexington/Fayette Urban County Government

Addendum for Services

World Trade Center Kentucky

Scope of Work

Local Contribution

During Fiscal Year 2016 (July 1, 2015 through June 30, 2016) World Trade Center Kentucky (WTC-KY) will use funds from Lexington-Fayette Urban County Government to:

- Provide regular trade programming to all businesses served by the Lexington-Fayette Urban County Government. This includes the University of Kentucky International MBA Program with the Gatton College of Business and Economics.
- Center will have a full time trade specials/practitioner who will work daily with Lexington businesses to trouble shoot and resolve logistics, compliance, customs along with a host of other trade matters that are impacting the successful exporting of a client's product or service.
- In partnership with the Kentucky Cabinet for Economic Development and the Governor's office, the WTC-KY designs and conducts Trade Missions to Kentucky's top or growing Export markets.
- Partner with the Bluegrass Economic Advancement Movement (BEAM) initiative to support its efforts in Lexington/BEAM partner communities. Especially as related to the export initiative of BEAM.
- Enhance knowledge and awareness of international trade throughout the Lexington community.
- Increase the number of companies that benefit from WTC-KY international trade research and counseling services.
- Increase the partnership with other organizations in the Bluegrass Region to host trade education programs and trade missions.
- Provide companies export, import and establish overseas contacts and operations.
- Provide trade consultation and research, trade missions, trade education and certification along with new business referrals and networking from across the globe.
- Provide trade advisory services provide by full-time Trade Advisory Services Consultant

EXHIBIT "B"

Lexington/Fayette Urban County Government

Addendum for Services

World Trade Center Kentucky

LEXINGTON-FAYETTE URBAN COUNTY GOVERNMENT
ECONOMIC DEVELOPMENT PARTNER AGENCY QUARTERLY REPORT
FISCAL YEAR 2016

Economic Development Partner Agency:
World Trade Center Kentucky (WTCKY)

Date:
Put Submission Date Here

Outcome Evaluation
Using this Addendum "B" to the World Trade Center Kentucky (WTCKY)Purchase of Service Agreement, please demonstrate progress towards stated goals and initiatives

NOTE: If there have been changes to your Lexington-Fayette Urban County Government funded program(s) necessitating amendment of your approved outcomes, please contact Kevin Atkins, Chief Development Officer, 859.258.3110 (or email at katkins@lexingtonky.gov) to discuss the proposed amendments.

Regular Trade Programming to all Businesses Served by the Lexington-Fayette Urban County Government

1. Describe the programs offered to Lexington businesses during the previous quarter. Please also provide the number of individuals and businesses from Lexington who participated in those programs.

ANSWER (1) HERE

2. Did the programs offered duirng the recent quarter result in any new export activity/opportunites for Lexington companies?
ANSWER (2) HERE

3. How does participation in your programs compare to the same period in the previous fiscal year?
ANSWER (3) HERE

Full Time Trade Specialist/Practioner Working Daily with Lexington Businesses to Trouble Shoot and Resolve Logistics, Compliance, Customs and Other Trade Issues Impacting the Successful Exporting of a Product or Service.

1. How many Lexington businesses/individuals worked with the Trade Specialist/Practioner during the most recent quarter? What time of issues or services were provided to those individuals/businesses?
ANSWER (1) HERE

2. As a result of meeting with the Trade Specialist/Practioner what level of new export activity was created by Lexington businesses during the most recent quarter.
ANSWER (2) HERE

3. Of those Lexington buisnesses/individuals meeting with the Trade Specialist/Practioner how many were not previously involved in export activity?
ANSWER (3) HERE

Trade Promotion Partnerships With The Office of the Governor and the Kentucky Cabinet for Economic Development

1. What trade missions were taken during the previous quarter? How many Lexington businesses/individuals participated in those trade missions?
ANSWER (1) HERE

2. What percent of exports from Kentucky are with the countries visited on trade missions in the previous quarter?
ANSWER (2) HERE

3. How do the trade missions undertaken in the previous quarter assist with the efforts of the Bluegrass Economic Advancement Movement (BEAM) to increase exports during the next several years? List specific companies that have benefitted from these trade missions.
ANSWER (3) HERE

Staff & Volunteer Levels

1. Please provide the current number of paid WTCKY staff (full & part-time) actively engaged during the most recent quarter?
ANSWER (1) HERE

2. How do the staffing and volunteer levels compare to the same quarter in the previous fiscal year?
ANSWER (2) HERE

Partnerships with the University of Kentucky

1. Please provide details on partnership efforts between the World Trade Center Kentucky and the University of Kentucky?

ANSWER (1) HERE

2. What have been the benefits of those partnerhsip efforts been for the Lexington community during the most recent quarter?

ANSWER (2) HERE

Mission Statement: KWTC is a trade organization that works to help Kentucky companies export, import and establish overseas contracts and operations. KWTC provides trade consultants and research, trade missions, trade education and certification along with new business referals and networking from across the globe

Please provide the measures of success during the most recent quarter based on the World Trade Center Kentucky Mission Statement. How have these measures improved when compared with the previous quarter?

ANSWER HERE

Describe efforts to diversify dependence on yearly funding from the Lexington-Fayette Urban County Government. What percentage of your funding is from Lexington-Fayette Urban County Government dollars?

ANSWER HERE

CERTIFICATION

As the Chair or Chief Executive Officer (or equivalent) of this agency, I certify that the information provided in this Quarterly Report is true and complete to the best of my knowledge and belief.

I further agree that funds received from Lexington-Fayette Urban County Government will be used for the purposes for which they were requested and approved, and that the agency will comply with the requirements set forth in the application and the approved Purchase of Service Agreement and Addendum(s).

Name:
INSERT NAME HERE

Title:
INSERT TITLE HERE

Date:
INSERT DATE HERE

THIS REPORT AND ANY REQUIRED ATTACHMENT(S) ARE DUE IN THE OFFICE OF THE CHIEF DEVELOPMENT OFFICER NO LATER THAN:

1ST QUARTER: OCTOBER 14, 2015
2ND QUARTER: JANUARY 14, 2015
3RD QUARTER: APRIL 14, 2015
4TH QUARTER: JULY 14, 2015

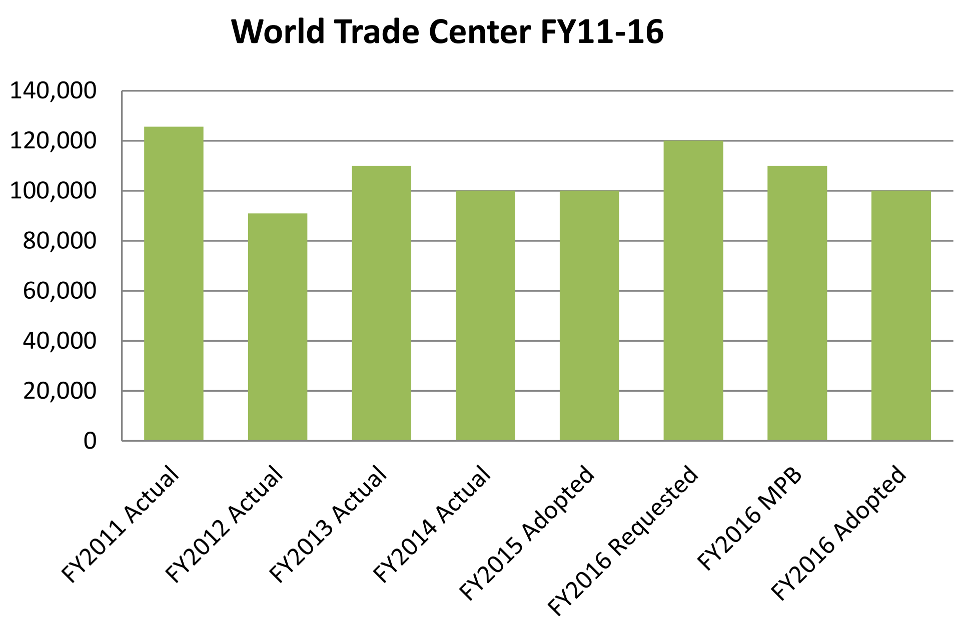
THIS REPORT SHOULD BE COMPLETED AND SUBMITTED *VIA EMAIL* TO THE OFFICE OF THE CHIEF DEVELOPMENT OFFICER ALONG WITH QUARTERLY FUNIDNG REQUEST INVOICE TO:

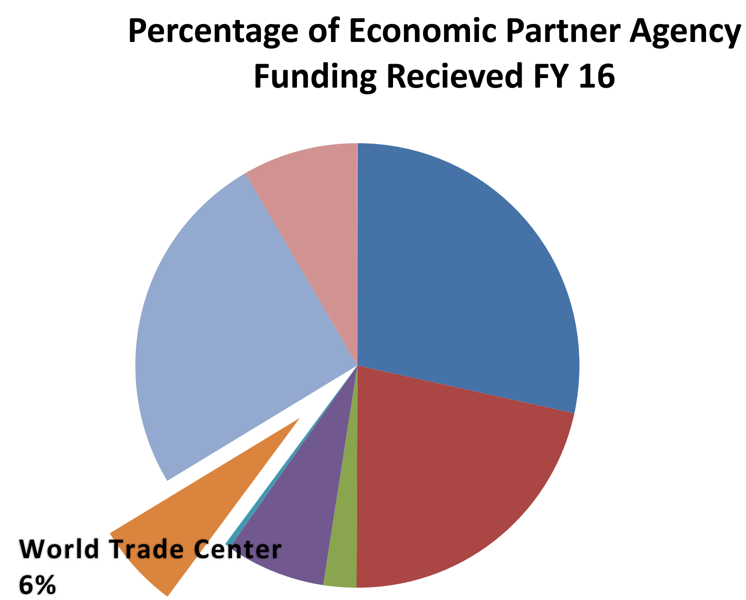
Kevin Atkins
Chief Development Officer
Lexington-Fayette Urban County Government
katkins@lexingtonky.gov

Economic Development Agencies FY2011-FY2016

Division	FY2011 Actual	FY2012 Actual	FY2013 Actual	FY2014 Actual	FY2015 Adopted	FY2016 Requested	FY2016 MPB	FY2016 Adopted	Difference FY16-FY15	Percent Change
Commerce Lexington	483,010	457,210	457,000	457,000	457,000	457,000	507,000	507,000	50,000	10%
Downtown Development Auth	234,700	657,777	261,230	348,000	348,000	652,890	384,890	384,890	36,890	10%
Downtown Lexington Corp	47,450	42,710	42,710	42,710	42,710	42,710	42,710	42,710	0	0%
Lyric Theatre	150,000	135,000	150,000	160,000	160,000	160,000	130,000	130,000	-30,000	-23%
SCORE	6,150	5,540	5,540	5,540	7,000	8,500	7,000	7,000	0	0%
World Trade Center Kentucky	125,613	90,950	110,000	100,000	100,000	120,000	110,000	100,000	0	0%
LexArts**	450,000	450,000	450,000	450,000	450,000	450,000	450,000	450,000	0	0%
NoLi						150,000	150,000	150,000	150,000	100%
Total						**2,041,100**	**1,781,600**		**206,890**	

*Moved to Parks & Facilities Budget





World Trade Center Kentucky
Income Statement
For the Eight Months Ending February 28, 2015

	Current Month Actual	Current Month Budget	Variance	YTD Actual	YTD Budget	Variance	Annual Budget
Revenue							
Grants - LFUCG	50,000	0	50,000	75,000	50,000	25,000	100,000
Service Income - Louisville	18,000	0	18,000	72,000	54,000	18,000	72,000
Membership	10,125	11,600	-1,475	79,650	79,200	450	137,800
Consulting Services	0	6,000	-6,000	8,500	35,000	-26,500	65,000
Trade Education Program/Sponsors	1,125	1,000	125	20,751	33,500	-12,749	48,000
Trade Certification & Sponsors	23,200	9,000	14,200	47,700	37,000	10,700	50,000
Trade Missions	0	20,000	-20,000	1,000	20,000	-19,000	180,000
World Trade Day	0	0	0	11,000	11,000	0	11,000
In Kind Contributions	0	0	0	964	0	964	1,500
Rent Income	0	0	0	2,500	2,500	0	5,000
Interest Income	12	33	-21	159	267	-107	400
Miscellaneous Income	0	0	0	0	0	0	100
Total Revenue	102,462	47,633	54,829	319,225	322,467	-3,242	670,800
Salaries and Benefits							
Personnel Salaries	18,057	17,625	432	161,865	141,000	20,865	211,500
Sales Incentive	0	417	-417	0	3,333	-3,333	5,000
Employee Benefits	-178	2,333	-2,511	10,343	18,667	-8,324	28,000
Payroll Tax Expense	1,381	1,917	-535	13,010	15,333	-2,324	23,000
Consulting Service Expenses	71	833	-763	1,883	6,667	-4,784	10,000
Consulting Commissions	638	5,100	-4,463	7,863	29,600	-21,738	55,000
Total Salaries and Benefits	19,968	28,225	-8,257	194,963	214,600	-19,637	332,500
Operating Expenses							
Management Fee	0	2,167	-2,167	8,667	17,333	-8,667	26,000
Acct, Legal & Prof Services	834	785	49	11,170	12,860	-1,690	16,000
Rent - Facilities	1,565	2,292	-727	14,925	18,333	-3,408	27,500
Parking	456	583	-127	2,695	4,667	-1,972	7,000
Telephone/Internet	760	583	176	3,220	4,667	-1,447	7,000
IT Applications & Solutions	861	1,800	-939	2,598	4,975	-2,377	6,000
Office Supplies/Computer/Fax	254	333	-79	2,886	2,667	219	4,000
Postage & Shipping	4	125	-121	45	1,000	-955	1,500
Printing & Reproduction	0	167	-167	0	1,333	-1,333	2,000
Repair & Maint - Facility	0	83	-83	975	667	308	1,000
Repair & Maint - Equip	0	167	-167	2,227	1,333	893	2,000
Travel - Domestic	842	1,000	-158	8,561	8,000	561	12,000
Trade Mission/Foreign Travel	0	20,000	-20,000	1,259	20,000	-18,741	136,000
WTC Franchise Fee	0	0	0	0	0	0	10,000
Dues & Subscriptions	68	333	-265	4,978	2,667	2,311	4,000
Research Materials	0	167	-167	0	1,333	-1,333	2,000

World Trade Center Kentucky
Income Statement
For the Eight Months Ending February 28, 2015

	Current Month Actual	Current Month Budget	Variance	YTD Actual	YTD Budget	Variance	Annual Budget
Insurance	0	0	0	3,011	5,000	-1,990	5,000
Advertising & Promo	0	157	-157	0	1,253	-1,253	1,880
Cr Card/Bank Fees	168	346	-177	1,496	2,767	-1,271	4,150
Executive Expenses	63	83	-21	1,290	667	623	1,000
Trade Education & Programming	0	800	-800	7,747	14,400	-6,653	26,000
Trade Certification	375	2,250	-1,875	10,175	15,750	-5,575	22,000
World Trade Day	0	0	0	3,015	2,000	1,015	2,000
Training, Development & Research	100	167	-67	2,145	1,333	812	2,000
In Kind Expense	0	0	0	964	0	964	2,000
Depreciation	0	792	-792	4,750	6,333	-1,583	9,500
Total Operating Expenses	6,350	35,179	-28,829	98,798	151,338	-52,541	337,530
Net Income	76,143	-15,771	91,914	25,464	-43,472	68,936	770

Note: The Lexington Facility Payment includes $1,707 for Rent Expense and $568 for Build-Out. The Build-Out Repayment is an Accrued Expense on the Balance Sheet.

Budget, Finance & Economic Development Committee

Items	Referred By	Date Referred	Status
Solid Waste User Fee Structure	Stinnett	2.1.11	Waste Management Task Force
Activity Based Costing/Financial Efficiency	Lane	1.16.12	1.31.12
Quarterly Development Reports	Stinnett	2.28.11	January 2015
Right to Work Discussion	Bledsoe	2.10.15	
Economic Contingency Fund	**Farmer**	**3.17.15**	**September 2015**
Street Light Funding Mechanism	Stinnett	4.21.15	
World Trade Center: Data on Businesses Assisted/Others	**Bledsoe**	**9.1.15**	**September 2015**
SCORE: Potential of Partnering with Commerce Lexington and/or Kentucky Small Business Development Center	Bledsoe	9.1.15	
Lyric Theater: Maintenance Costs and Increased Revenue	Scutchfield	9.1.15	
Lex Arts: External Funding	Scutchfield	9.1.15	
Downtown Development Authority & its Projects	Akers	9.1.15	
Combining all Economic Development partners	Bledsoe	9.1.15	

PAS 9.8.15