ECONOMIC DEVELOPMENT AND FINANCE
STANDING COMMITTEE MINUTES
Monday, November 29, 2021

The meeting of the Economic Development and Finance Standing Committee was held on Monday, November 29, 2021, at 5:00 p.m., remotely via Zoom and onsite. The following members were present: Commissioner Burroughs, Chairman; Commissioners McKiernan, Townsend, Johnson, Walters, and Bryant. The following officials were also in attendance: Alan Howze and Bridgette Cobbins, Assistant County Administrators; Kathleen VonAchen, Chief Financial Officer: Gunnar Hand, Director of Planning and Urban Design; Debbie Jonscher, Deputy Chief Financial Officer; Andrea Parra, Deputy County Treasurer; Wendy Green, Assistant Counsel; Patrick Waters, Deputy Chief Counsel; Jeffrey Conway, Assistant Counsel; Troy Shaw, County Engineer; Jud Knapp, Interim Land Bank Manager; Katherine Carttar, Director of Economic Development; Sarah Shafer, Project Engineer; and Carol Godsil, Deputy Unified Government Clerk.

Chairman Burroughs said before I call the meeting to order, I want to announce that due to COVID-19, some committee members, staff, and public are attending remotely via Zoom as well as onsite. All participants joining by phone should mute their phones when not speaking to avoid background noise. During the meeting, please make sure that you announce yourself by name and title every time you speak so the public that is observing knows who is speaking. This is critical given the number of remote participants and is current guidance from the Kansas Attorney General.

The public is allowed to participate by Zoom or submit comments by email prior to the meeting, and those comments will be included in the record of this meeting. The public also will have an opportunity to provide brief comments from the lobby from the Municipal Office Building.

Chairman Burroughs called the meeting to order. Roll call was taken, and all members were present as shown above, except Commissioner Townsend.

Commissioner McKiernan said, I have just received a notice that Commissioner Townsend is having difficulty logging in and hopes to be here shortly.

Chairman Burroughs said the first order of business this evening is a revision of the November 29, 2021, agenda. So, staff would you care to advise us what those revisions might be? **Ms. Godsil,** asked, Chairman, are you looking at the November 29th? I don't see any minutes on there.

Commissioner Burroughs said oh, I'm sorry. I misread that. I apologize. I've got my paper in the wrong place. My apologies. What we have is a revision to the November 29th agenda with approval of standing committee minutes, and there's no committee minutes available. So, I had that crossways, apologies. Thank you, staff.

COMMITTEE AGENDA

Item No. 1 – 211192…RESOLUTION: HUDSON APARTMENTS, LLC IRBS

Synopsis: A resolution of intent to issue industrial revenue bonds not to exceed $48M to finance the costs of acquiring, constructing, improving and equipping a commercial multifamily facility for the benefit of Hudson Apartments, LLC, located at 3600 Rainbow Blvd., submitted by Katherine Carttar, Director of Economic Development.

It is requested that this item be fast tracked to the 12/2/21 Full Commission meeting for a public hearing.

Katherine Carttar, Director of Economic Development, said I am actually going to start off and have the applicant provide a bit of a presentation about the project. I think that's the best way and then I'll come in and talk about more of the specifics of the deal.

This is a project we're really looking forward to. It's at 3600 Rainbow Blvd. It is a multifamily, as you'll hear more about it here in a second, and they are requesting industrial revenue bonds as we have done with many other multifamily. It's a good way to provide some benefits while you know, being somewhat expeditious about it.

So, with that, I am going to turn it over. Michael Berenbom from Lane4; Brenner Holland from Hunt Midwest; and Curt Peterson from Polsinelli are all here.

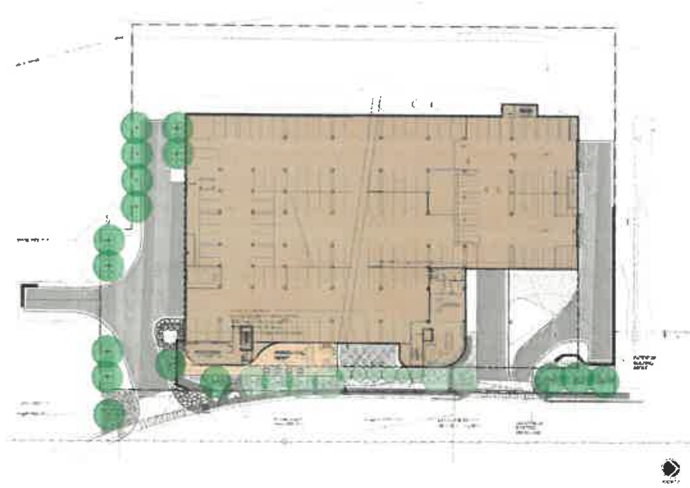
I will also just mention that this is a pretty unique project in that, as you can see, just from that list, KU Endowment is also involved. This is a project that has really brought together a lot of different folks which is, I think, pretty exciting and a way to make sure that we're getting the best expertise on a project.

Michael Berenbom, Managing Partner with Lane4 Property Group, said thank you for having us tonight. As Ms. Carrtar introduced, Lane4 is partnering on this proposed project with Hunt Midwest and the KU Endowment. Lane4 is a locally based full-service commercial real estate firm with extensive experience in the Rosedale neighborhood, most notably with the 39th Rainbow project just to the south of the proposed project here. Our partners at Hunt Midwest are owned by the Hunt family. The owners of our Kansas City Chiefs. They have a lengthy resume and are quite the experienced in reputable firm. Brenner Holland, who's on the call here today is their head of residential development for Hunt Midwest.

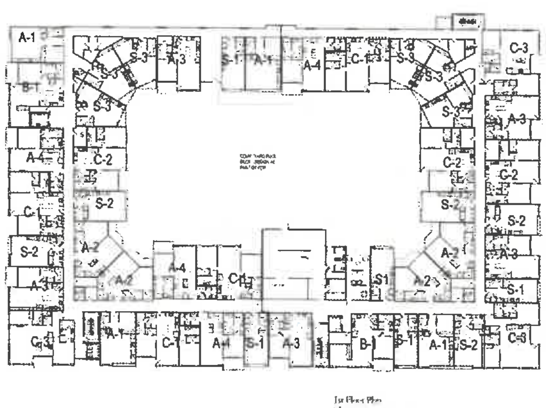
The project that we are proposing and looking forward to sharing with you here tonight is at 3600 Rainbow.

You can see the highlighted parcel on Katherine's screen there. It is currently apartments which are in the process of being vacated. Tenants received over a year notice that the project would be demolished as a proposed new development will be coming in. The proposed project is 228 market-rate apartments. There will be two stories of structured parking, which will provide all of the parking necessary for both residents and guests in this development. Above that two-story podium, will be five floors of multifamily units, a mix of studios, one bedrooms and two bedrooms.

There's a couple of pictures of the improvements as seen today.



Here's the site plan that shows the footprint of the garage. If you're familiar with this site, immediately to the west there's a big cliff that has a parking lot on top, so we're really constrained by the topography of this site and really doing our best. We've worked closely with the Planning staff to get as much density as reasonable onto this site.



I'm going to keep on flipping through. This is just an example floor plan. There is a central courtyard which will include a swimming pool, a grilling area, there's a fitness center, a yoga room, a business center/coworking space. We want to appeal both to students and professionals at the medical campus, but also to folks in the wider community. As more and more people are working from home, we intend to have some spaces within this project to accommodate. We can continue to flip through some of the pretty pictures here.

Studio A is our lead designer. They're being supported by BRR Architecture. The pictures really speak for themselves.

I'm not an architect, so I won't do it justice to try to articulate all the wonderful finishes and architectural styles, but we're really excited about how this is coming together and the look and feel of the project.

There'll be two entry points. Here's one of them. This is the main entry and it's really - we're trying to have a hotel - like feel to the entry here. This is at the northern end of the project. It is at the intersection of 36^{th} and Rainbow at the light. We are not proposing any changes to the intersection or to the light.

Then the other entrance will be at the south end of the project. It will be a pedestrian entrance you can see on Katherine's screen here, an outdoor patio area. We've worked hard to try to activate the pedestrian experience along Rainbow. You can see right at the very far left of that picture, the southern entrance, there will be bike storage, bike repair, and other amenities near that entrance which is just a stone throw over to the main medical campus on the east side of Rainbow.

There's our pool and courtyard, all those happy rendered people enjoying the sun. This is just an initial design. As we get further into development plans, we'll really dig into the details of how to activate and maximize the use of this space here.

This is the 5th floor amenity lounge. We'll have some areas inside where residents and guests can entertain well, residents can entertain their guests. Our architects actually flew a drone up to the height of this amenity and used the actual photography to illustrate the views that will be from up here, which are pretty special. If you can imagine how Rainbow goes down the hill there towards the interstate, it really allows for some dramatic perspectives. I believe that's it for our renderings. You know this project achieves a central goal of the Rosedale Master Plan, which is to bring high-density housing into the neighborhood and, specifically, to the high traffic areas, specifically

Rainbow Boulevard as the appropriate location for this type of development. Infill development is challenging.

There's extraordinary costs, specifically the structured parking as it compares to surface parking at other multifamily developments, especially in this current environment with what's going on with construction prices and steel prices and procurement of materials. It is a challenging project, but one that we are very excited about and that is why we've been working with Katherine and her staff on potential IRBs to help make this project a reality.

Ms. Carttar said so, thank you, Michael. I appreciate that overview of this project.

Project Description

- A joint development with Lane 4, Hunt Midwest, and KU Endowment to provide new market rate multi -family residential along Rainbow Blvd.
- The project will demolish the outdated 44 -unit Cambridge West Apartments and build a new, denser apartment complex with amenities on that land and the surrounding Endowment land.
- The plan is in line with the Rosedale Master Plan and the more specific University Town District Plan.
- Preliminary Plan being considered November 2021 by Planning Commission
- Request a Fast Track to be in line with the Planning approvals

A quick kind of synopsis of what Michael mentioned. I think this is a pretty important project because as we look at the Rosedale Master Plan and the University Town District Plan, a real main tenant of both of those plans was that we really focused on the density. Density is desired. Density is wanted in this area, but that we really focused that, up along Rainbow and then kind of stair step as we get down into the neighborhoods.

Looking at this today, 44 units on this large piece of land that is literally a stone's throw away from the KU campus and the hospital, which is, as you all know, 18,000 jobs that are literally across the street. Having this property only have 44 units that are fairly old and could use some investment, this really seemed like not the best use of this property. So, I think what this kind of unique joint development venture is proposing is really exciting to us. I think it will bring a lot of good energy to this area.

Additionally, one of the things that we are interested in is providing people with a diverse set of opportunities of places to live. We have, I think, the Commission certainly knows that this neighborhood, and Rosedale in general, is majority rental, the single-family homes. If this will kind of help provide people with some different options, maybe they would have, out of lack of possibilities, rented a single-family home. Now they can stay at this lovely new apartment, and then perhaps that single-family home can get sold and maybe some investment put into it. So, we're hoping there's some cyclical nature here that keeps providing additional improvements to the neighborhood.

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So, as Michael mentioned, the estimated budget is $48M for the 228 units, has quite an extensive list of amenities that is sorely lacking in this area. A lot of times what we have heard is that people are either a resident or a medical student. They will go live elsewhere, potentially on the Missouri side, rather than live in KCK so that they can get the amenities that they want and that are kind of expected at this point when it comes to a multifamily.

Timeline

- Construction Start – Fall 2022
- Construction Completion – Fall 2024
- Total Construction Duration – 24 Months
- Rental Stabilization – Spring 2025

Industrial Revenue Bond Financing

- 10 year, 100% PILOT based on a projected per unit value of $66,000 (an average of $1,012 annual PILOT per door)
- Starts at $210,672 annual PILOT with a 2% annual escalator
- UG will collect a total of $2.3 million in PILOT over 10 years
- LBE/MBE/WBE goals are in place with a 4% escalator as an annual penalty
- Additional tax payments (8 mills) for the statutorily required school district's capital outlay levy will be collected separately

Annual Benefits

- *Before*: Property currently pays $47, 675 in property taxes annually
- *During*: Property will pay an average of $230,680in PILOTs annually
- *After:* Property will pay over $1 million in property taxes annually
- Additional sales tax generation for area retail

So, what we are proposing is an industrial revenue bond. This is similar to what you have seen with a number of other projects. Most recently, a Mill House project went through as well as what we've done with many of the Legends Apartments.

But, again, just for those who are tuning in for the first time, potentially, what an industrial revenue bond does is, it provides 10 years, 100% abatement. Now all that means is that it is basically going through kind of the Unified Government's name to get the project financed so that they're receiving our tax exemption. However, we're not giving them a 100% abatement. That's just kind of the functional process.

Then we use what's called a PILOT, which is a payment in lieu of taxes. I want to be very clear that this is different for all of you Wyandotte County residents. You get your BPU bill and you see that PILOT on there, it's the same mechanism. It's the same. It's a payment, literally what it is called, a payment in lieu of taxes, but this has nothing to do with that. This project will pay their full PILOT for the BPU side of things, so, that will not be abated at all. What we use this payment in lieu of taxes is to provide a payment, literally a payment in lieu of taxes. So, since they are fully abated in terms of the property tax, but they are still—we're still requiring them to pay what would be kind of comparable taxes.

This is a little lower than maybe you've seen in the past for this type of product and really that is solely because of, as Michael mentioned, there's a lot of extraordinary costs when it comes to infill, demo, and structured parking in particular. So, this felt like a really good way to assist with a project while still being pretty well in line with a lot of the other projects that we have done pretty recently.

So, as I mentioned, this PILOT is calculated per door. So, it's on average about $1,000 annually per door. So, that starts at about $210,000 and goes up every year; goes up by 2%. So, over the course of that 10 years, this will be $2.3M that will come to the Unified Government.

The project is required to have LMW goals for their construction. If they do not meet those goals, there is a penalty, which is a 4% escalator. That being said, we fully anticipate that they would meet their goals and that will not be an issue. As I would like to always mention that taken ahead of this, there is actually eight mills that statutorily we are required by the State to go into the school districts capital outlay levy. So, that is collected separately and not touched. Just to now also put this into perspective in terms of what is the real benefit. I've kind of thrown a lot of numbers out at you today, this property, and I have mentioned multiple times, 44 units, really underutilizing kind of the space and the location. They are only paying $47,000 in property taxes annually. During these 10 years, even though there is somewhat of a discount to get this project going, they will be paying over $200,000, $230,000 in payments annually. Eventually, this project will likely be paying, depending on how it's appraised at the end of the 10 years, could be paying upwards of a million dollars in property taxes is a potential.

Additionally, the sales tax generation for this area would be great. You've got the 39th and Rainbow just a couple of blocks away bringing more people that can easily walk over there and patronize Bangkok Kitchen and all the good food over there is really helpful.

So, that's what we're anticipating and presenting to you today. The anticipated sort of construction would be fall of 2022 with about a 24-month build time and anticipate that everyone there would be a full building and stabilized rent by spring of 2025. I'm kind of betting that they get this done even faster than that.

PILOT SCHEDULE

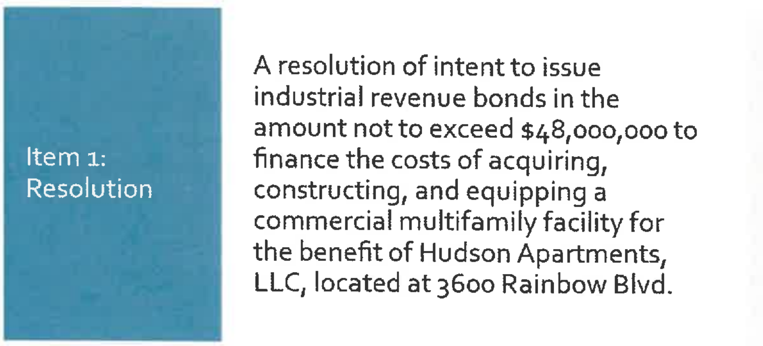
Year(1)	Annual PILOT(2)	PILOT per Door(2)	Annual PILOT if L/M/WBE Failure(2)	PILOT per Door(2)
1	$210,672	$924	$210,672	$924
2	214,885	942	219,099	961
3	219,183	961	227,863	999
4	223,567	981	236,977	1,039
5	228,038	1,000	246,456	1,081
6	232,599	1,020	256,315	1,124
7	237,251	1,041	266,567	1,169
8	241,996	1,061	277,230	1,216
9	246,836	1,083	288,319	1,265
10	251,773	1,104	299,852	1,315

Business Category	Participation Percentage Goal Percentage of Total Construction Cost for the Project
LBE	12%
MBE	6%
WBE	4%

(1) Year 1 refers to calendar year beginning January 1 after issuance of Bonds.
(2) Does not include school district capital outlay levy.

So, here is just, for kind of a snapshot of what that PILOT schedule looks like with both the - those first two columns are the annual PILOT assuming that goes according to plan. Then if they do not get the LMW, then that's the penalizing couple of columns on the right, and then your LMW goals there at the bottom. So, if there are any questions, I'm happy to discuss.

Also, we are requesting that this is fast tracked to Thursday, December 2nd, so that it can stay online with their planning approval. So, they have already been to Planning Commission. That will be going to Full Commission on Thursday. So, we'd like to try and keep those together if possible. All the public notices have already gone out. So, we're ready. We're ready for anything, but with that, any questions? I will stop talking.



Chairman Burroughs asked, committee, any questions? I see Commissioner Townsend has joined us. Good evening, commissioner.

Commissioner Townsend said I only have one question. I noticed that there was an escalator for failure to meet the LMW/BE goals, but I didn't notice that escalator that there was any added for the first year. So, I was wondering why not?

Ms. Carttar said that's a good question. I mean, I guess that's just kind of typically how I've calculated it that first year is you start at the same point and then it escalates from there. We can certainly look into that in the future. If you're thinking that because if they've already - we would have known at that point. Is that what you're thinking that we would have known at that point if they've made it or not?

Commissioner Townsend said yes, because either you make it or you don't each year.

Ms. Carttar said well, it's a one time. I mean it's - you make it - it's all construction based. So, it's not, oh, this year we do 4%, this year we do 2%. It's you either make it that first year with your construction and then that puts you on a path.

Commissioner Townsend said okay, well, I don't know if we're saying the same thing or not. If you make the goal for the year, there's no escalator. If you don't, it seems like there should be some recourse, or I hate to use the word penalty, but that's what it is. So, I just don't understand why there's not one for that first year on the chart.

Ms. Carttar said well, again, so it's a, it's not a year-by-year. So, either you hit your goals, or you do not. So, there is, the penalty is actually almost $50,000 for the 10 years.

Mr. Berenbom said, Katherine, if the Commissioner wants, I could always chime in too. **Ms. Carttar** said yeah, please. **Mr. Berenbom** said Commissioner, my recollection is in working with Ms. Carttar and her predecessor, because this is how, to the best of my recollection, I was just scrambling and looking, I think, "we've always done it just like this." I think the original reasoning had to do with this - by the way, this developer has every intention in the world and has put in hours and hours already with the compliance to make sure that these goals are met. So, this is more academic to answer your question here.

But, I think the reason the first year was the same in both scenarios, is that there's a lot that goes into setting that operating budget, including with the bank for that first year, right when you come out of the gate. So, I think having that number be fixed and known going into that first operating year, and that as Katherine said, if any given developer didn't meet the LMW goals, or at least have good faith efforts, right, pursuant to the agreement, then it gives them a year. Then, after that moment of finishing the project to figure out where to have cost cuts on the operating expenses or things like that. Now Katherine's recollection may be different, but that's my best recollection in going back, whatever it's been now a decade, eight years, ten years, something like that. So, if that helps.

Commissioner Townsend said well, thank you, Counselor. I must admit it doesn't help for me. It might be something I'm missing here. I just don't recollect on similar projects or past projects for development where we've had those that there was a grace period, so to speak. So, maybe I'm missing something.

Ms. Carttar said, yes. This is how we've done it for every project, at least that I'm aware of since I've been here for four years. This is how it's been calculated. **Commissioner Townsend** said hmm.

Chairman Burroughs said, Commissioner Townsend, if I may, we may want to have a meeting with Counsel and Katherine to determine moving forward if this gets to the crux of your question to determine if there's changes needed or necessary. I believe you have a very important point to bring forward here. Then we want to ensure that these numbers are one, attainable and two, maintained once they are negotiated. So, I might suggest that, Commissioner, that you reach out to Katherine and Counsel and have a discussion as to how we move forward on that issue.

Commissioner Townsend said thank you, Mr. Chair. I will take you up on that and shame on me if I haven't seen that before, because I'm usually very keen to look at these numbers. So, thank you. I'll follow up on that.

Commissioner Walters said I just wanted to mention that I am impressed with the project. I think it will be a great improvement to the Rainbow corridor. For those who might be concerned about density, actually look at 80th and Metcalf and the density of apartments that are being built there. You might surmise that that's evidently what the market is supporting and demanding. So, I'm glad that we have that opportunity to do it here in Wyandotte County.

Action: **Commissioner Walters made a motion, seconded by Commissioner Johnson, to approve the proposal and fast track it to Thursday night's meeting.**

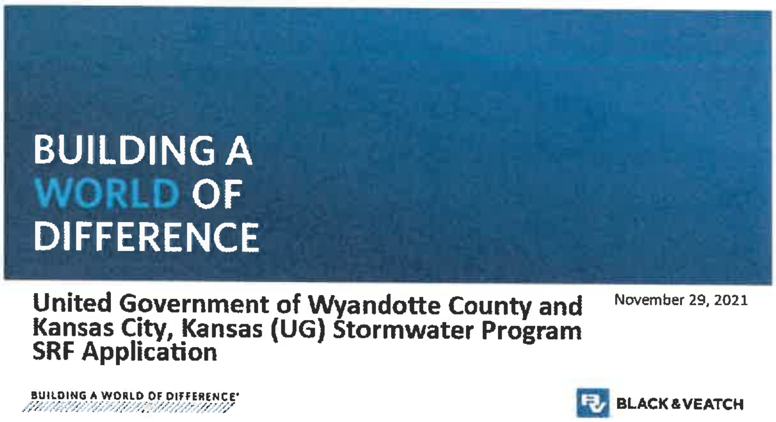
Chairman Burroughs said sorry, we have a motion and a second, but before I accept that, I need to ask the Clerk if there's any other questions from Commission and if not, do we have any comments from the public? **Ms. Godsil** said no public comments were received. **Chairman Burroughs** said committee, we do have a motion and a second. At this time, I'd ask the Clerk to please call roll.

Roll call was taken on the motion and there were six "Ayes," Bryant, Walters, Johnson, Townsend, McKiernan, Burroughs.

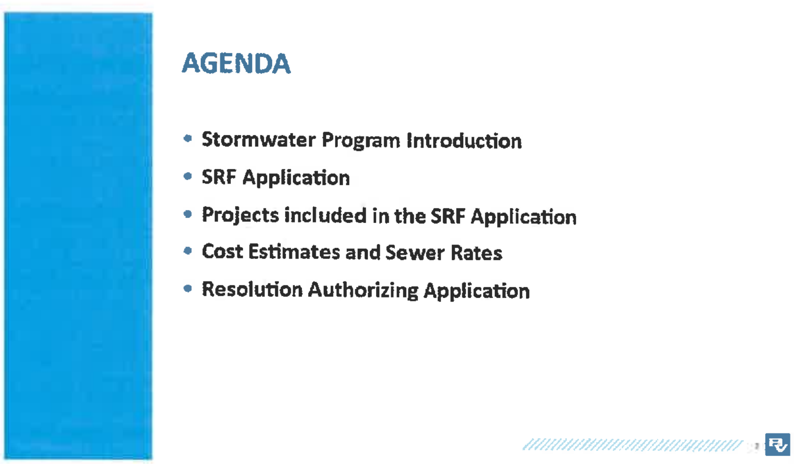
Item No. 2 – 211190…RESOLUTION: STATE REVOLVING LOAN APPROVAL

Synopsis: A resolution authorizing filing of an application with the Kansas Department of Health and Environment for a loan under the Kansas Water Pollution Control Revolving Fund Act, submitted by Jeff Fisher, Public Works Director; and Sarah Shafer, Project Engineer.

It is requested that this item be fast tracked to the full commission meeting on December 2, 2021.



Sarah Shafer, CMIP Program Manager, Public Works, said we'll be going over the resolution authorizing the application of State revolving funds for up to $70,740,790 for the community-based stormwater program, the WIFIA projects.



A little bit of our agenda: the stormwater program overall, our SRF application, the projects to be included in the SFR application, cost estimates, we'll be going over each one of those briefly and more in depth and then the resolution authorizing.

Community-Based Partnership Stormwater Program

- KCK Community-Based Partnership Stormwater Program (Program of projects) repairs, replaces, and rehabilitates critical infrastructure
- Includes Stormwater Sewers, Combined Sewers, Sanitary Sewers, Culverts, and Curb and Gutter repairs
- Consent decree with US Environmental Protection Agency (EPA) to address combined sewers overflows (CSOs) caused by insufficient stormwater capacity in the combined sewers within the Program area

So, the Community-Based Partnership Stormwater Program, our WIFIA projects. It's our Kansas City, Kansas Community-Based Partnership. So, it has the focus of repairs, replacements, rehabilitations of critical infrastructure related to wastewater and stormwater and includes our combined sewers our sanitary sewers, culverts, curbs and gutters. It also addresses projects that are within our consent decree with the EPA and our CSOs in the specific watershed areas that are highlighted on the screen.

Program Approach

- Green Infrastructure provides a solution that integrates pedestrian and park connectivity, enhances vehicular safety, improves water quality, builds stormwater capacity, addresses localized flooding, and engages and connects the community.
- Stormwater Management identifies deficiencies, addresses damaged and deteriorated infrastructure, plans for future needs, and addresses frequent flooding of structures and roadways.
- Complete Streets and Transportation Management includes installation of new curbs and gutters to direct stormwater flows, applies traffic-calming measures to capture runoff, and integrates pedestrian and park connectivity to enhance public safety. This approach captures stormwater runoff where road repair would not be adequate to collect drainage, thus helping relieve flooding of roads.
- Capital Maintenance catalogs assets and optimizes the programmatic approach to ongoing and continuous maintenance.

Our program approach includes unique and innovative approaches to stormwater and again, move our goals for combined sewers up in timeline. So, we have green infrastructure. We also have our stormwater management assets in order for us to understand and identify and address damages of infrastructures. Additionally, complete streets and transportation management is also included within the projects listed and our capital maintenance catalog. So, this is to optimize the programmatic approach and moving forward with our stormwater program. So, what we invest now will be continuing to work in place for years to come.

SRF Application

- Kansas State Revolving Fund (SRF) can provide funding assistance for municipalities that desire to make drinking water and wastewater infrastructure improvements
  - Kansas Water Pollution Control Revolving Fund
- Pre-Application filed January 2021

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The SRF application is a state revolving fund application, and it can provide the funding assistance that we need in order to meet our goals with the WIFIA Community-Based Partnership Program. We pre-applied in January of 2021 in order to understand our capabilities with our WIFIA Program as well, and so we're moving forward with the state revolving fund request application as part of those matching funds. So, the WIFIA Community-Based Partnership Program is $170M and $70-ish million of those dollars is what we, as the Unified Government have as our matching funds.

Projects included in the SRF Application

1. ARGE-1
2. JERS-1
3. MUNC-1
4. Tract 422 Green Infrastructure
5. CSO 16 Sewer Separation
6. CSO 19 Sewer Separation
7. CSO 55 Sewer Separation and Green Infrastructure
8. Bridge/Culvert Repairs
9. Curb Gutter Annual Repairs

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For the projects included in this particular application are as follows. We will go through each one of these individually in the following slides.

1. ARGE-1

- Construction of New stormwater infrastructure including 4,500 LF of storm sewer from 15-inch to 72-inch and 15 new inlets.
- Site is directly adjacent to the Kansas River and is bordered by S 7th Street Trafficway to the east and S 12th Street to the west
- Construction complete 2023
- $6,679,510

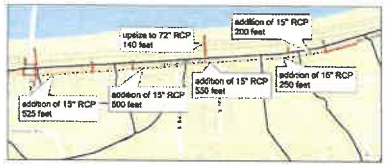

Figure E-4. ARGE-1 Proposed Stormwater Network Upsizing for 5-Year Event, West Section.

Figure E-5. ARGE-1 Proposed Stormwater Network Upsizing for 5-Year Event, East Section.

So, our Argentine-1 project is construction of new stormwater infrastructure. The site is directly adjacent to the Kansas River and is bordered by 7th Street. So, this is the downstream area. The construction complete is 2023 and it's approximately $6.7M.

2. JERS-1

- Construction of New stormwater infrastructure including 24 storm sewer inlets and 1,500 LF of new storm sewer.
- Site is located at the downstream portion of the Jersey Creek watershed, adjacent to the Missouri River
- Construction complete 2023
- $ 2,708,081

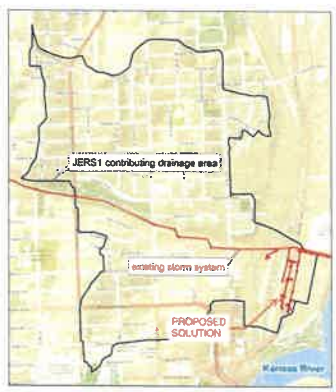

Figure E-19. JERS-1 Existing Stormwater Network

Our Jersey Creek-1 project is construction, new stormwater infrastructure. It is located within the Jersey Creek boundaries, and it is the outfall area adjacent to the Missouri River. Our construction complete is anticipated at 2023 and approximately $2.7M.

3. MUNC-1

- Replacement of the outfall structure and upsizing of sewer to address drainage issues to convey the 5-year, 24-hour event
- Located South of Kaw Valley Scenic Highway and West of the Kansas River
- Construction complete 2027
- $ 4,314,736

Figure E-54 MUNC-1 Proposed Stormwater Network Upsizing for 5-Year Storm

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Our MUNC-1 is a replacement of our outfall structure and upsizing of sewers to address drainage issues. It's located south of Kaw Valley and west of the Kansas River. We anticipate that construction to be completed in 2027 with an estimated current cost of $4.3M.

4. Tract 422 Green Infrastructure

- Green stormwater infrastructure improvement to roadway and Clifton Park
- Located Park Drive and Clifton Park
- Construction complete 2026
- $ 1,170,326


Figure 5 Example of a Bioretention Facility Integrated into a Low Area of a Park (Arleta Park, Kansas City, MO)

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Our Tract 422 Green Infrastructure, it's our green stormwater infrastructure improvement in the Clifton Park area. It's located on Park Drive and Clifton Park. Construction completion is anticipated to be 2026 with a $1.1M investment.

5. CSO 16 Sewer Separation

- Install approximately 5,000 LF 12" through 36" storm sewer and 1,800 LF 15" sanitary sewer
- Located on Quindaro Blvd on the North, Parallel Parkway on the South, N 12th Street on the West, N 10th Street on the East
- Construction complete 2027
- $ 4,679,116

Our CSO 16 Sewer Separation. So, this is one of our projects that is to separate sewer that is currently combined sewers, so it's installing storm sewer and sanitary sewer. It's located within the Quindaro Blvd. area, north of Parallel Pkwy. and 12th Street. Our construction complete is anticipated to be 2027 with construction estimate of $4.7-ish million.

6. CSO 19 Sewer Separation

- Install approximately 2,700 LF 12" through 42" storm sewer and 13,500 LF 8" through 21" sanitary sewer
- Located on Walker Ave on the North, Minnesota/ Grandview Blvd on the South, N 7th St on the East, N 13th St on the West
- Construction complete 2026
- $12,864,247

CSO 19 Sewer Separation, another one of our combined sewer areas too. We will be installing storm sewer and sanitary sewer that's located on Walker Avenue to the north Minnesota & Grandview. On the south 7th Street to the east, and 13th Street to the west. Construction complete would be approximately 2026 with $12.8M as the estimate.

7. CSO 55 Sewer Separation and Green Infrastructure

- Sewer separation (install approximately 9,300 LF 12" through 21" storm sewer and 29,000 LF 8" through 24" sanitary sewer) and green infrastructure to provide wet weather storage for 1.4" rainfall event
- Garfield Ave on the North, Grandview Blvd on the South, Westview Dr on the West, N 11th St on the East
- Construction complete 2027
- $ 20,819,497

CSO 55 Sewer Separation and Green Infrastructure. So, the sewer separation is to install sewer, storm, and green infrastructure to address the sewer separation and capacity issues in the area. It's Garfield Ave. on the north, Grandview Blvd. to the south, Westview Dr. to the west, and North 11th St. to the east. Construction is 2027 anticipated completion with approximately $21M of investment.

8. Bridge/Culvert Repairs

- Includes Rehabilitation and replacement of aging culverts within the watersheds.
- Over 6 miles of culverts located within these watersheds
- Inspected on a four year rotation
- Each year culverts will be identified for replacement or repair
- Approximate Cost $10,802,618

Bridge/Culvert Repairs. So, this is our rehabilitation replacement of our aging culverts within the watersheds. Over six miles of culverts have been located within these particular watersheds of interest within our application package. They're inspected on a four-year rotation. Each culvert will be identified for replacement or repair. The approximate cost is $10.8M.

9. Curb Gutter Annual Repairs

- Project includes repair of curb and gutter as part of the overall mill and overlay/pavement preservation program.
- Maps for areas of curb and gutter 2020 and 2021- pavement locations for 2022.
- Construction complete 2027
- $ 6,722,659

Curb and Gutter Annual Repairs. This project includes repair of curb and gutter as part of the overall mill and overlay pavement preservation program. The maps for these areas are part of our 2020 and 2021, but we will be using payment locations for the 2022 year. Construction complete will be anticipated to be 2027 over these particular years at $6.7M.

Those are our nine projects overview.

Project Cost Estimates and Sewer Rates

- Total of the 9 listed projects: $ 70,740,790

Total Project Cost Allocation	Value
Construction Cost	$ 48,457,600
Engineering Planning & Design	$ 10,611,200
Construction Engineering & Inspection	$ 3,537,200
Contingencies	$ 4,598,300
Administrative & Legal Costs	$ 2,122,300
Other	$ 1,415,000
Total Project Cost	$ 70,740,790

- Total of the Stormwater Program (including funding from other sources): $130,100,928

So, the project cost estimates and the rate for the total of nine projects is that $70,740,790 and that is part of the overall Stormwater Program which includes funding from other sources of that $130M. So those other sources would be what we have for our budget as well as other debts, authorizations that we have for our projects within the sewer rates which would include both storm and wastewater as well as our pavement preservation, our road and bridge.

Resolution to Apply

- Resolution authorizing filing of application with the Kansas Department of Health and Environment for a Loan under the Kansas Water Pollution Control Revolving Fund Act (/K.S.A.U 1988 Supp. 653321 through 65-3329).
- WHEREAS under the terms of the Kansas Water Pollution Control Revolving Fund Act (K.S.A. 1988 Supp. 65-3321 through 653329), the State of Kansas has authorized the making of the loans to authorize applicants to aid in the construction of specific public projects,
- NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF UNITED GOVERNMENT OF WYANDOTTE COUNTY AND KANSAS CITY, KANSAS AS FOLLOWS:
  - Section 1. Loan Application. The Mayor and City Clerk of the City are hereby authorized to cause to be prepared and to execute a Loan Application, including all attachments thereto (jointly, the "Application"); in substantially the form presented to the Governing Body this date, in order to provide financing for the Project. The Application shall be forwarded to KDHE as soon as possible.
  - Section 2. Further Proceedings. The Mayor, City Clerk and the other officers and representatives of the City are hereby authorized and directed to take such other action as may be necessary to complete the Application and to coordinate processing of a loan agreement for the Loan (the "Loan Agreement"); provided that the authorization to execute the Loan Agreement shall be subject to further resolution of the Governing Body.
  - Section 3. Further Authority. This Resolution shall be in full force and effect from and after its adoption.

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So, at this time, again, thank you for allowing me to present on the State revolving funds, that Community-Based Partnership for Stormwater, our WIFIA Program. So, this resolution will be authorizing the application for State revolving funds for up to that $70,740,790 to support our cost share of that WIFIA Program.

That's the end of my presentation. So, if there's any questions or comments, I do have Josh Tedder with Black & Veatch available as well as Troy Shaw available.

Chairman Burroughs said I appreciate the presentation. It's quite a large number to take in, in one setting, the cost of the infrastructure for our community. These projects were set forth by the Engineering Department.

Ms. Shafer said, the projects as identified for the WIFIA, the Community-Based Stormwater Program, they were set forth based upon the—we had a handful of reports and we had executive committees. We also had committees within each department that would be affected such as Finance, Planning & Zoning, Public Works, Water Pollution Control to identify which projects would move forward to make the most well-rounded package for our app or for our WIFIA application. That WIFIA letter of intent application went out and then we were awarded the opportunity for the WIFIA Program and then we applied. We did our pre-application for our State revolving funds.

Chairman Burroughs said if we take any action tonight just to advance this resolution, we're not by any chance - we're not approving, but just advancing the resolution this evening, right, to apply?

Ms. Shafer said correct. The request is to advance the resolution to apply for the State Revolving Funds of up to that maximum amount. The entire WIFIA Program, as well as the value of our State Revolving Funds Application, would be dependent upon the stormwater rate, which is also up on Thursday.

Chairman Burroughs said right. The stormwater rate hasn't been approved or accepted at this time by the Commission. It's been proposed, but we've also had an alternative proposal submitted for the Commission's discussion. I just wanted to ensure that those listening this evening understood that we were taking the only action we're taking is advancing the resolution, the opportunity for the resolution to go before the full commission. Now, if that's incorrect, please correct me.

Ms. Shafer said no. We're requesting to move forward the resolution authorizing the application for up to that $70M value.

Chairman Burroughs asked, Commission, any questions?

Patrick Waters, Deputy Chief Counsel, said I just wanted to let the committee know that should you advance the item, there are a few clerical corrections that we will make to the resolution prior to Thursday, but the substance will remain the same. **Chairman Burroughs** asked do any of those clerical changes happen to do with the value or the cost or long-term. **Mr. Waters** said no, just some grammatical issues and formatting issues.

Chairman Burroughs said great. Thank you, Patrick. Will we need to do that in the motion? We can combine that in with the motion, I guess all clerical updates can be completed at that time. **Mr. Waters** said sure.

Commissioner Walters said a couple questions. So, we have a proposal that we apply for this loan and if it is approved, what is the next step? Will the Commission have to take action to actually follow through with the loan or will that be a staff matter or just what is the process beyond this week?

Mr. Waters said, Commissioner Walters, I believe I can answer. If we were - if the loan were approved, then the Commission would have to vote to actually accept the loan. This is just to make the application.

Commissioner Walters said okay, great. A second question, when—in your presentation, you talked about other sources of funding, and those sources are all internal as I understood your presentation. So, for example, the CMIP funds that you said would be used for this matching expenditure, is that something that is in the CMIP five-year plan now or is that something that would be redirected or is that new money that's going to be added to the CMIP. Or just where is that money coming from?

Ms. Shafer said the projects are currently within the CMIP. We've placed them in there. There is the caveat that it is dependent upon the stormwater rate approval. So, this list is built assuming that the full value would be funded in the stormwater rate. If it is not funded, then this list would be reduced in size and the program would be shifted in order to meet our budgetary criteria.

Chairman Burroughs said, Commissioner Walters, both of those were really pointed questions. It led me to one more question, if I may. Sarah, what is the length of the loan on these applications? When you talk about not raising enough revenue to possibly cover the projected projects, but what is the length of time for this loan? **Ms. Shafer** said I am getting some dates or lengths mixed up so, I could ask Josh to join or someone from Finance to speak specifically to that, that'd be great.

Kathleen VonAchen, Chief Financial Officer, said so, at the moment, SRF loans are limited to 20 years in length for wastewater and stormwater projects. Next year, when the legislative session starts, we are hoping that you'll support a legislation that would extend the term to 30 years; but at the moment, it's only 20 years.

Chairman Burroughs said, thank you, Kathleen, for that. I just wanted to ensure that we have of length of time for the payback on that amount of money. So, basically, we're talking a 20 year. What would be the annual yearly payment? I'm sure that would be discussed later on at the full commission meeting. I would ask that figure be given to us as to what our monthly payments would be or yearly payment would be to pay back that loan, at the requested amount over the requested period of time. **Ms. VonAchen** said you bet.

Ms. Shafer said so, we could, I believe we can put together those annual payments; but again, we'd be assuming full funding on that and also something to consider with the State revolving funds. We do have a portion of it being eligible for loan forgiveness at this time. So, we are excited for that particular piece as well. That comes with just our timeline and our partnerships that we have on this project.

Chairman Burroughs asked any other questions committee. This is an action item, committee. Excuse me, I'm sorry. Commissioner McKiernan, I apologize.

Commissioner McKiernan said I would move that we approve this item and fast track to the December 2nd commission meeting with the understanding that I am confident that the Commission will, at that time, also approve a mechanism that would adequately fund our part in order to support these loans.

Action: **Commissioner McKiernan made a motion, seconded by Commissioner Johnson, to approve, and fast track it to Thursday night's meeting.**

Chairman Burroughs said we have a motion and a second. Before I do that, any other commissioners have comments or questions? Seeing none, I'd ask staff, do we have any comments from the public? **Ms. Godsil** said no public comments were received.

Chairman Burroughs said we have a motion and the second. I would ask the Clerk to please call roll.

Roll call was taken and there were six "Ayes," Bryant, Walters, Johnson, Townsend, McKiernan, Burroughs.

Chairman Burroughs said committee, I know it was stated, we have full confidence that we'll be passing something Thursday night. I don't know if that will be the case, but I know there will be discussion. I supported the motion because it just advances the resolution, not because we'll come into an agreement on Thursday night. I believe that that is a discussion that will be had by the Full Commission. I do believe this will go on the consent calendar because we didn't separate—I wanted to have that discussion, but I know we'll be discussing the other portion of that Thursday evening. So, I just appreciate the committee's work and comments.

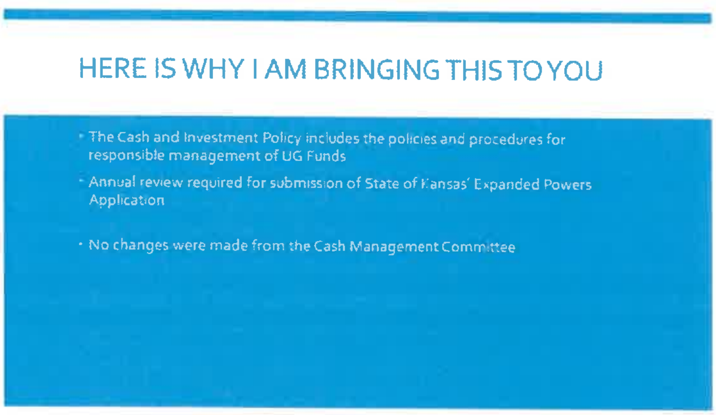
Ms. Godsil said, Chairman Burroughs, before we move to Item No. 3, just as a clarification, because we're fast tracking this item to this Thursday, it will be placed on the Standing Committee Agenda, whereby discussion will take place.

Chairman Burroughs said great. Thank you for that clarification. I appreciate that. I feared it would go straight on to the consent calendar.

Item No. 3 – 211173…PRESENTATION/RESOLUTION: CASH AND INVESTMENT POLICY

Synopsis: Presentation of the Unified Government's Cash and Investment Policy with no changes and consideration of a resolution adopting said policy, submitted by Andrea Parra, Interim County Treasurer.

Andrea Parra, Interim County Treasurer, said I have a very, very brief presentation.



All I have to do today, like the description said, we do go through the annual review of the Cash Investment Policy. What it includes is policy and procedures for responsible management of our funds. Additionally, we use this policy to have a review to submit with our application to the state of Kansas for expanded powers, which allows us to go out for investments up to four years.

Again, I just want to make note that we had no changes for this policy as presented through our Cash Management Committee prior to this meeting, and just request approval and moving forward.

Chairman Burroughs asked committee, comments/questions?

Commissioner Townsend said some years ago, I may have asked this question because this submission or request comes up periodically, but who is on the Cash Management Committee? **Ms. Parra** said sure. So, we have Kathleen VonAchen, CFO; then the County Treasurer. Then you have the Accounting Director, which would be another position, Cash Manager would be a position. Then we also have the Clerk and someone from Legal and also someone from the Legislative Auditor's Office.

Commissioner Townsend said okay, and the policy, it says here, was reviewed by that committee. Was that done within the last, what period of time? **Ms. Parra** said within the last 30 days if not sooner. We review this prior to bringing it forth to make sure that we don't have any things that we want to correct before bringing the final document to you all.

Commissioner Townsend said okay. And so from this, it was the recommendation of that group that no changes to the policy be made. **Ms. Parra** said correct

Chairman Burroughs asked any other questions or comments? Committee, this was for information only. If there's no other questions or comments. Andrea, thank you so very much for your presentation. This was not an action item, as I stated.

Ms. Godsil said, Chairman Burroughs, this is an actionable item. It's a resolution.

Chairman Burroughs said I did not—it was not listed here. My apologies. Thank you, Carol. That's what I love about staff staying on top of things. This being an action item, I would ask, is there any comments from the public? **Ms. Godsil** said no public comments were received.

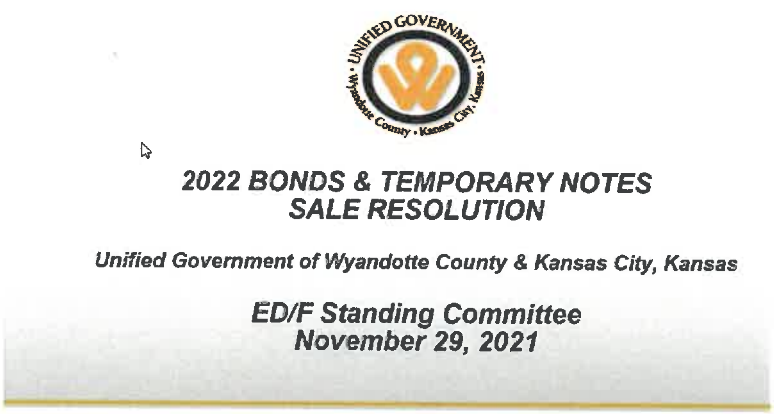
Chairman Burroughs said, committee, I stand corrected. This is an actionable item. I would entertain a motion for approval.

Action: **Commissioner Townsend made a motion, seconded by Commissioner McKiernan, to approve.** Roll call was taken and there were six "Ayes," Bryant, Walters, Johnson, Townsend, McKiernan, Burroughs.

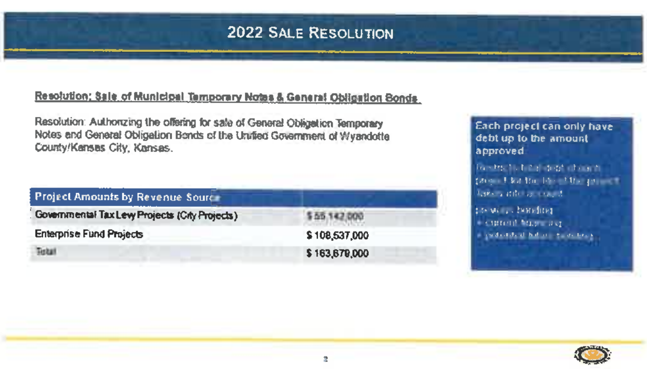
Chairman Burroughs said again, thank you, Ms. Parra, appreciate the review this evening; and, committee, thank you for your support of advancing the issue, the resolution.

Item No. 4 – 211184… SALE RESOLUTION: 2022-A BONDS AND 2022-I TEMPORARY NOTES

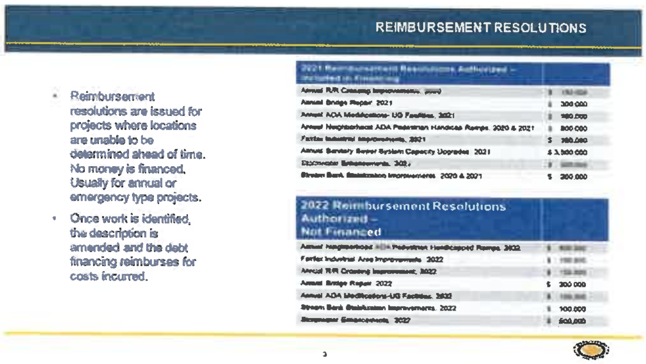
Synopsis: A resolution authorizing the offering for sale of municipal temporary notes and general obligation bonds of the Unified Government of Wyandotte County/Kansas City, Kansas, submitted by Debbie Jonscher, Deputy Chief Financial Officer.



Debbie Jonscher, Deputy Chief Financial Officer, said I do have a short presentation. This is a resolution authorizing the sale of municipal temporary notes and general obligation bonds for the Unified Government.



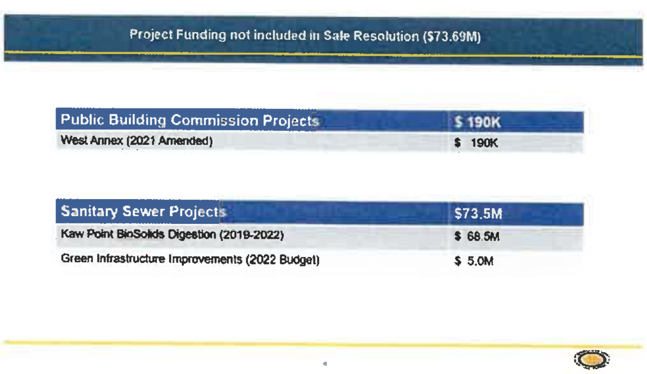
Did just want to note that included in your sale resolution is a list of all of the projects that could potentially be included in the financing. We have Tax Levy projects totaling $55,142,000 and Enterprise Fund projects totaling $108,537,000. The Enterprise Funds would be sanitary sewer and stormwater projects for a total of $163,679,000. I did just want to note that each project can only have debt issued up to the amount approved, and that takes into account any previous bondings or temp notes, the current financing, and any potential future bondings.



I did want to talk a little bit about reimbursement resolutions. Reimbursement resolutions are resolutions where projects are—when we issue debt projects, we have to identify the location and the work to be done. Some projects, when we go to financing, we're not able to identify all of that information. A lot of this is on the annual projects, so we issue a reimbursement resolution. Once the project is identified, then we would issue the funding during the next issuance.

So, I did just want to note the top table here are the 2021 reimbursement resolutions. These were not included in the 2021 financing; however, the projects were approved by the Commission. So, all of these projects in the top table are being included in the current sale resolution for 2022.

The bottom table is the 2022 reimbursement resolutions that are not being financed. So, they are not currently included in the project list that you have in your resolution. Once the work - the projects were authorized when we approved the budget, as were all the CMIP projects. So, the department can proceed with issuing contracts and identifying the work, and then these projects would be funded during the next financing.



A couple of projects I did want to note that are not included in your sale resolution. The first one is the Public Building Commission project for the West Annex. This was - you'll see it identified in the 2021 amended. It was included in the 2021 original budget; however, it was not financed for $190,000, and it is currently not included in the 2022 bond issue.

Also, we have a couple of sanitary sewer projects totaling $73.5M. We have the Kaw Point BioSolids Digestion and the Green Infrastructure Improvements.

I just noted for Kaw Point, the budget is from 2019 to 2022. This was a multi-year budgeted project, and we do have money in the current financing issue for the Kaw Point. I think it's about $8M, but this is budget that has been previously approved by the Commission, but we're not issuing. We currently look at the projects and try to determine how much is going to be spent within the next 12 months. This is budget that has been approved, but we're not ready to spend it yet. So, the Green Infrastructure is in the 2022 budget at $5M.

2022 SALE RESOLUTION RECONCILIATION

Sale Resolution Reconciliation	Governmental Funds	Enterprise Funds	Total
2021 Sale Resolution	57,608,500	100,550,000	158,158,500
2021 - GO Temporary Notes	17,075,000	32,830,000	49,905,000
2021 - GO Bonds	26,775,000	17,470,000	44,245,000
Total	43,850,000	50,300,000	94,150,000
Projects Authorized but not Issued	13,758,500	50,250,000	64,008,500
2021 - Temporary Notes	17,075,000	32,830,000	49,905,000
Add: 2021 Reimb Resolutions funded	1,450,000	4,200,000	5,650,000
Add: 2021 Amended CMIP Increase	1,470,000	1,000,000	2,470,000
Add: 2022 Approved CMIP	18,300,000	33,100,000	51,400,000
Add: Projects authorized but not issued	18,297,000	111,507,000	129,804,000
Subtract: 2022 Reimb Resolutions	(1,450,000)	(600,000)	(2,050,000)
Subtract: Funds not included in sale resolution	-	(71,500,000)	(71,500,000)
Total 2022 Sale Resolution (GO Bonds/Temp Notes)	55,142,000	108,537,000	163,679,000

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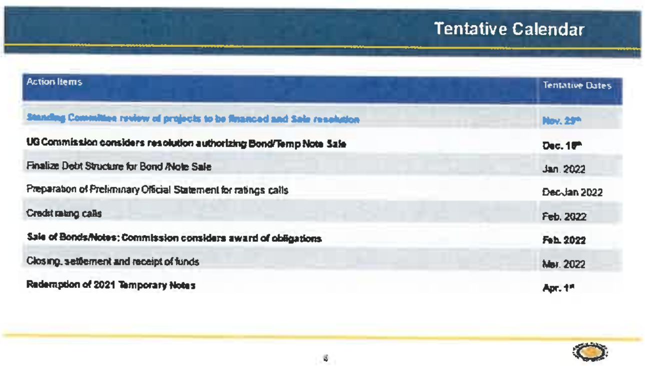
This next slide is just a reconciliation for the sale resolution. It starts out where we were last year at this time when we approved the 2021 sale resolution. You can see you approved sale resolution of $158M in potential projects. When we issued temporary notes and bonds in 2021, we actually only issued about $94.1M, so there was $64M in projects that were authorized. We did not issue the funding because we didn't think we could spend it within the next 12 months.

So, the reconciliation, going down the temporary notes that were issued in 2021 are rolled over and they will either be financed with another one-year temporary note or go to permanent financing. We've also added in those reimbursement resolutions from 2021 that I talked about.

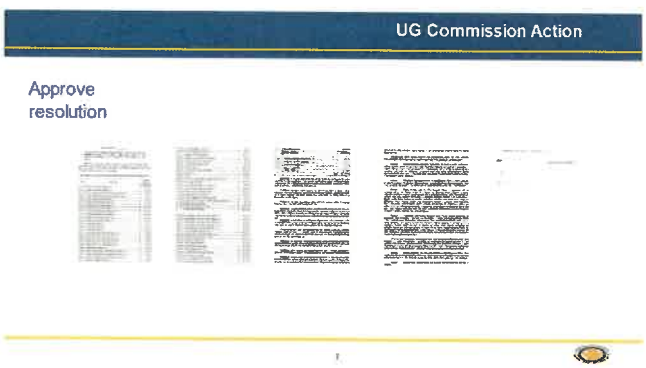
We had a little bit of an increase in 2021 amended for, I think, a couple of CMIP projects. I've included the 2022 CMIP projects for debt, as well as projects authorized but not issued includes budgets that were approved where we did not issue financing. Then, what I've done, is subtracted out the 2022 reimbursement resolutions that we're not financing as well as the projects I just showed that were not included in the sale resolution. So, that brings us down to our total. The Tax Levy projects at $55.1M, Enterprise at $108.5M, for a total of $163,679M.



Tentative Calendar

Action Items	Tentative Dates
Standing Committee review of projects to be financed and Sale resolution	Nov. 29th
UG Commission considers resolution authorizing Bond/Temp Note Sale	Dec. 16th
Finalize Debt Structure for Bond /Note Sale	Jan. 2022
Preparation of Preliminary Official Statement for ratings calls	Dec-Jan 2022
Credit rating calls	Feb. 2022
Sale of Bonds/Notes: Commission considers award of obligations	Feb. 2022
Closing, settlement and receipt of funds	Mar. 2022
Redemption of 2021 Temporary Notes	Apr. 1st

This is just our tentative calendar for our 2022 Bond and Temporary Note Sale. We're at the standing committee on November 29th. If approved, it would move on to the December 16th commission meeting. We will be working over the next couple of months to prepare for the sale. We'll hold ratings calls in February and then we will hold the sale tentatively scheduled for February of 2022, with a closing in March, and then we will redeem the 2021 temporary notes on April 1st.



That concludes the presentation. We are asking for approval of a resolution to move forward with the sale of temporary notes and bonds. I can answer any questions.

Chairman Burroughs said thank you. Ms. Jonscher. Committee, any the questions of Ms. Jonscher? Any questions of Legal in reference to the resolution? I don't see any. Ms. Godsil, do you see any hands? **Ms. Godsil** said there are no hands from the commissioners nor from the public, and we have not received any public comments.

Chairman Burroughs said great. Thank you. It's our little Radar O'Reilly there. That's awesome. Let's move forward with a motion.

Action: **Commissioner Johnson made a motion, seconded by Commissioner Townsend, to approve as submitted.**

Chairman Burroughs said we do have a motion and a second for approval of Item No. 4, and that's the sale resolution of bonds and temporary notes. At this time, I'd ask the Clerk to please call roll.

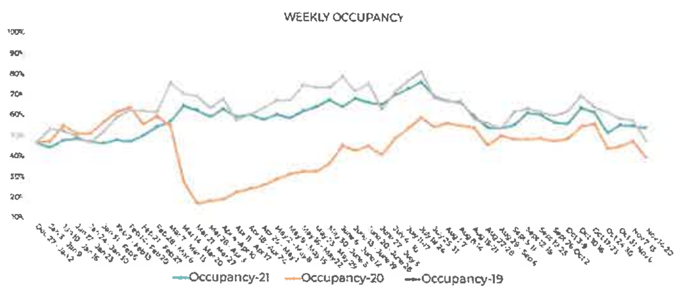
Roll call was taken on the motion and there were six "Ayes," Bryant, Walters, Johnson, Townsend, McKiernan, Burroughs.

Item No. 5 – 211191… RESOLUTION: VISIT KANSAS CITY, KANSAS DOCUMENTS
Synopsis: A resolution approving the 2022 Budget, Marketing Plan, and new Five-Year Agreement between the Unified Government and Visit Kansas City, Kansas, submitted by Kathleen VonAchen, Chief Financial Officer.

Kathleen VonAchen, Chief Financial Officer, said I've been working with Alan Carr on this presentation, and I believe he will be joining us here.

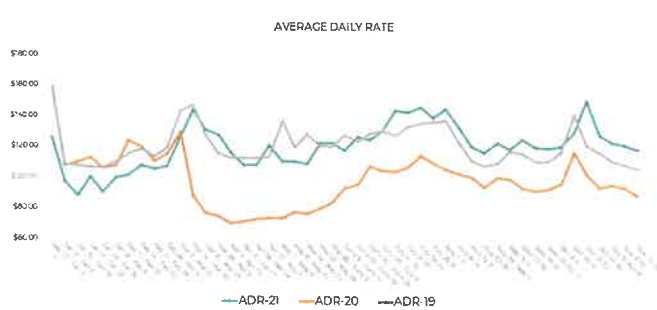
Alan Carr, Executive Director, visit Kansas City, KS, said I have a couple of quick slides to share with you to talk a little bit about what we've been doing here at Visit Kansas City, Kansas.

Wyandotte County Hotel Performance



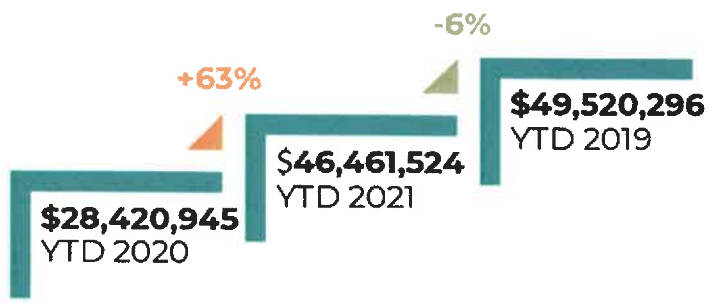
To start off with, I think it's always helpful to see where things stand in terms of tourism here in Kansas City, Kansas, and one of the best ways we can do that is look at how our hotels are performing. As everyone's aware, we're coming out of a dark time for tourism here in Kansas City, Kansas, and everyone really with COVID, but we've seen some really positive signs in the last couple of months. This shows you the hotel occupancy, the number of hotel rooms that are filled. The gray line is 2019. The blue line is the current year, and the orange line was last year in 2020. I think the really positive sign is as you look into the summer months, we really started to approach 2019 levels, and that's been really positive. Now we have seen since kids have gone back to school, we've seen a little bit more separation, and I think as there's been some additional spikes in COVID. I think there's been a little more caution, but hotel occupancy has been trending well.

Wyandotte County Hotel Performance



On the rates side, the amount of money that the hotels are charging, that's been a totally different story. Since summer, we've actually exceeded 2019 rates. So, there's been a lot of demand out there and hotels have been taking advantage of that to make up for those huge losses in revenue they experienced in 2020, but really since June, our hotel rates have been above 2019 levels.

Wyandotte County Hotel Revenue As of Oct. 31



That has been a great story for our hotel revenue here in Wyandotte County. You can see in 2020, hotels had about $28M in hotel revenue. This year, we are at about $46M in hotel revenue. This is through October 31st. So, we're up 63% over last year, and I think what's really positive is we're only down about 6% from 2019 levels, and really every month since July, we've actually been above 2019 levels. So, we're really seeing a great rebound.

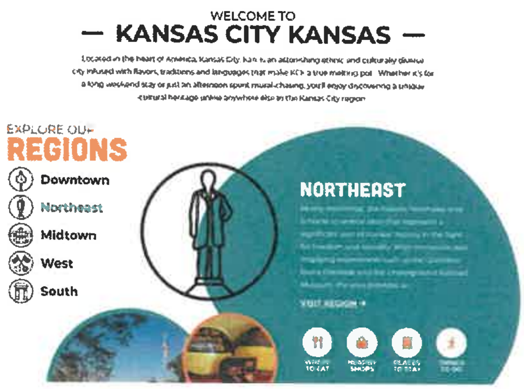
VISIT KANSAS CITY KANSAS

KCK

We have been working to take that demand and convert more of those visitors here into Kansas City, Kansas, over the last couple of years. As I'm sure you're aware since I started in 2020, we changed our name to Visit Kansas, City Kansas.

VisitKansascityks.com

We also launched a new brand. Earlier this year, we launched a new website, which was quite a big undertaking.

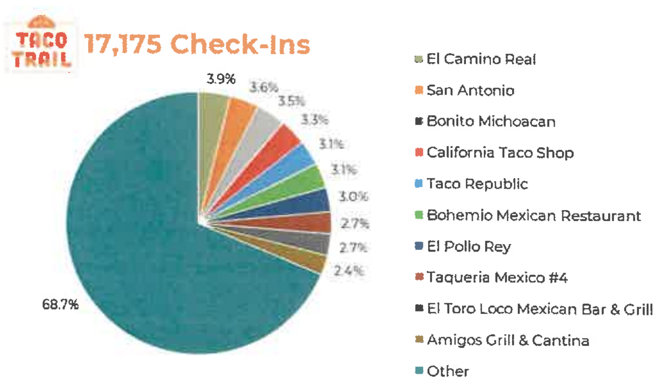


We're really working as part of our story that we're telling about Kansas City, Kansas, to really talk about all of the neighborhoods and all of the experiences that you can have through Kansas City, Kansas. One of the ways we've been doing that is through some product development.

TACO TRAIL
KCKTacoTrail.com

Part of this will be—hopefully, you are familiar with is the Taco Trail that we launched last year. This is the initiative to get visitors to go and experience the great taquerias all throughout the community. This has been a much bigger success than we ever anticipated.

To date, we've had over 11,000 people sign up for the Taco Trail through the online pass. To give you some perspective, the platform we use to host this, their average for a trail is about 2,000 people. So, we have quite blown away what they normally see.



That's translated into more than 17,000 people checking in to about the 50 restaurants that are on our trail, getting out and exploring all of the neighborhoods throughout Kansas City, Kansas, to checkout those businesses. We've had people visit every restaurant. In fact, we've had about a dozen people that have visited all 50 restaurants and completed the trail over the last year.

KCK
LEGACY TRAIL

Indigenous Peoples Journey | Black Journey | Eastern European Journey | Latino Journey | Modern Immigrant Journey

Coming up, we're working on our second trail that we are in final stages of development, and we hope to launch in early 2022, and this is the KCK Legacy Trail. This is to be more of a heritage-based trail that's going to allow visitors to follow the journeys of the main groups that settled Kansas City, Kansas. So, we'll be taking people through the various neighborhoods of Kansas City, Kansas, and sharing history, stories, historic places, and historic people of Kansas City, Kansas.

Sports advisory committee

We're also working on the sports side. We know sports is very important, especially youth tournaments, sports tournaments, and professional sports. We've worked on a sports study this year and are forming a new sports advisory committee that will launch early next year.

Wyandotte County Hospitality Job Board

We also know that tourism jobs, like many industries, have been hard hit and tourism jobs especially have been hard hit; and so we've actually launched a hospitality job board that we're working with tourism partners, hotels, and restaurants throughout Wyandotte County to help promote and advertise for those jobs that are available here in Wyandotte County so we can help fill more of those positions.

Strategic priorities

This all goes into what our long-term strategic priorities are. You have our marketing plan in your packet, but just to summarize briefly what that is, there's really three big picture things that we try to focus on in promoting tourism here in the county. The first is to increase visitors into Kansas City, Kansas, through marketing those things that I was showing you, as well as attracting sporting events, meetings, and conventions.

We also want to make sure that when people are here enjoying their time, that they have a good experience, and so we have as a part of our team that works on welcoming visitors, providing them information while they're here, providing amenities to groups, and then we're working on those product development things like the trails, the Taco Trail and those things so that there's some great opportunities for people to enjoy while they're here.

Finally, we also know it's really important to have a strong tourism industry, and that we have an industry that's aligned with the community and vision that the community has. So, we've been really stepping up our outreach to neighborhood groups and to stakeholders throughout the community to make sure that the vision of what we're promoting, the story we're telling really aligns with the rest of the community.

New initiatives

Current		Proposed				
2020	2021	2022	2023	2024	2025	2026
Agency Services (ad, PR) Research & tracking New Brand KCK Taco Trail Opportunity Fund	Sports Strategy +1 FTE Community Engagement Manager New Website KCK Legacy Trail Development	Increase Advertising Sponsor regional initiatives (Restaurant Week, Parade of Hearts) KCK Legacy Trail Launch Opportunity Fund	New visitor center/Office relocation KCK Tourism Master Plan Increase Advertising KCK Trail TBD +1 FTE Visitor Information Staff Opportunity Fund	Increase Advertising Community Wayfinding KCK Trail TBD KS 435 Sports Alliance Host Midwest Travel Network Conference Opportunity Fund	Increase Advertising KCK Trail TBD +1 FTE Marketing Staff KS 435 Sports Alliance Opportunity Fund	World Cup initiatives Increase Advertising Website Upgrades KCK Trail TBD KS 435 Sports Alliance Opportunity Fund

As part of our five-year plan in preparation for this new contract, we've looked at kind of big initiatives going forward. I won't go through all of these, but we've really made a transition over the last couple of years from being this kind of small tourism organization into operating like a larger tourism organization. So, we've professionalized some of the services, increased our ability to track and get data about what we're doing; as I shared, launched a new brand. We've added a Community Engagement Manager this last year to help get out there and interact with the community and work on those initiatives that we have in common.

Coming forward next year, we're working on better telling our story in the region in the Kansas City Metro Area. We're doing that, we're partnering with Kansas Restaurant Week to try to get more attention to restaurants here in Kansas City, Kansas. We are a sponsor and are working with the Parade of Hearts that in the spring, we'll be putting hearts all over the metro area, including many, we hope, and they will be here in Kansas City, Kansas. So, it's a great way for us to get involved in those initiatives.

We're also working in the future on looking at our location and our visitor center to make sure we're in the right place to interact with the most visitors into our community. We're going to be advocating for developing a tourism master plan for Kansas City, Kansas, to make sure there's alignment about how we develop as a destination going forward. We know on the sports side we want to work with our surrounding communities along the I-435 corridor, and that there's a great opportunity to attract a lot of big events within the region going forward. And then, of course, as we get to the end of this new contract period in 2026, we hope that we'll be very busy working on initiatives around the World Cup if the Kansas City Metro Area is successful in attracting that event here.

2022 Proposed Budget

	2021	2022	Change
UG CONTRACT	$1,399,099	$1,406,875	0.6%
OPP FUND	*$100,000	$100,000	0.0%
OTHER INCOME	$33,500	$34,200	2%
TOTAL INCOME	$1,542,595	$1,551,075	0.5%
MARKETING/SALES	$924,372	$909,397	-1.6%
OPERATIONS	$89,399	$104,253	17%
PERSONNEL	$528,828	$547,425	3.5%
TOTAL EXPENSES	$1,542,595	$1,561,075	
TOTAL REVENUE	$1,542,595	1,551,075	0.5%
TOTAL EXPENSES	$1,542,595	1,561,075	1.2%
PROFIT/LOSS	0	[illegible]	

In terms of 2022, you have the budget that we've submitted in front of you that's been approved by our Board of Directors. We, really in working with the UG, we have a level budget this year based on where things have been with tourism. So, we really had to kind of with what we're seeing in inflation and some of our insurance costs kind of sharpen our pencils and look at kind of some key projects to work on, but I think we've come up with what we believe will be a really good budget for us to continue some of these initiatives to help move us forward, continuing to spend the majority of our money in marketing and sales of Kansas City, Kansas.

We have—you'll see an increase in our operations budget. This is related to some exploration of potentially a new office location in as soon as 2023, as well as just some increased technology costs and then some of those types of expenses that we've had as our employees have converted into remote work.

2022 Proposed Budget

	Operating Income	2021	2022	Change
1190	KCK Travelers Guest Tax / UC Contract	1,300,000	1,406,873	8%
1220	Event Opportunity Fund	100,000	100,000	0%
1330	Tourism Celebration Event Income	10,000	10,000	0%
1107	Other Income	30,000	30,000	0%
1410	Money Market Interest	3,500	4,200	20%
	TOTAL INCOME	[illegible]	[illegible]	[illegible]

	Marketing / Sales Expenses	2021	2022	Change
2010	Advertising	275,850	285,200	3%
2020	Community Event Sponsorships	13,000	27,000	108%
2025	Marketing Grant Program	7,500	10,000	33%
2030	Partnership Marketing	3,700	4,700	27%
2040	Ad Development	49,500	47,000	[illegible]
2060	Digital Marketing	76,705	77,322	[illegible]
2100	Mileage and Meals	9,000	10,500	[illegible]
2210	Printing - Office	1,500	0	-100%
2230	Printing & Publications	59,650	50,150	[illegible]
2310	Dues, Sponsorships	21,086	15,186	-43%
2410	Research and Tracking	35,918	20,375	-31%
2420	Giveaways	9,000	9,000	0%
2425	Sports Sales & Marketing	62,450	58,130	[illegible]
2430	Convention/Meetings	21,795	13,725	-38%
2435	Event Opportunity Fund Grants	100,000	100,000	0%
2440	Group Sales & Marketing	13,435	12,350	-8%
2445	Neighborhoods & Trails	29,500	25,000	[illegible]
2450	Visitor Information/Welcome Station	3,700	2,450	[illegible]
2460	Public Relations	33,150	37,150	6%
2510	Postage	14,300	14,300	0%
2615	Tourism Celebration Expenses	18,000	14,800	-3%
2630	Community Awareness	8,900	9,000	0%
2632	Education	17,900	18,000	[illegible]
2640	Legislative	1,430	1,430	0%
2680	CRM Database	19,300	17,000	-13%
TOTAL	MARKETING EXPENSES	[illegible]	[illegible]	[illegible]

	Operational Expenses	2021	2022	Change
4110	Office Supplies	5,000	3,500	-30%
4130	Rent/Utilities	35,750	45,550	27%
4140	Telecommunications	8,004	9,000	12%
4145	Equipment Leases	3,700	3,670	-1%
4150	Audit	7,200	6,000	[illegible]
4160	Corporate Insurance	5,491	5,565	1%
4170	Software and Training	1,000	1,000	0%
4180	Technology	10,004	11,000	10%
4215	Professional Fees	1,000	1,000	0%
4305	Accounting and Payroll Services	10,750	11,000	2%
TOTAL	OPERATING EXPENSES	[illegible]	[illegible]	[illegible]

	Personnel Expenses	2021	2020	Change
4310	Salaries	407,301	418,222	2.6%
4320	Payroll Taxes	31,715	34,081	8.9%
4340	Fringe Benefits	89,813	93,340	4.2%
TOTAL	PERSONNEL EXPENSES	528,829	547,432	3.5%

	TOTAL EXPENSES	[illegible]	[illegible]	12%

Then, as I said, you have in the packet kind of an outline of where our money goes in each of these categories focusing on sales and marketing.

I'm happy to turn it back over to Kathleen to answer any questions or continue

Ms. VonAchen said no, I don't have any questions. Thank you, Alan, for making that presentation. We're happy to answer any questions from the Committee.

Chairman Burroughs asked, committee, any questions?

Commissioner Johnson said I'm just wondering, Mr. Carr, do you—you've given us the 2021 budget and the 2022 budget. Have you been able to provide it or are you able to provide any sense of how you have done in terms of actuals year-to-date? Whether that be through three quarters or through 10 months or however you would analyze that? I'm just curious.

Mr. Carr said yes, it's been an interesting time period. You know, on the convention sales side, for example, conventions and meetings just aren't happening right now, so, it's been quite interesting for our sales team. They continue to develop those relationships, but we're nowhere near where we want to be in terms of attracting meetings and events, new meetings and events into the community.

I know as part of our - we will be providing you with year-end figures once we once close out 2021, and I think we come back and do that formal presentation to you. I think it's usually in the spring to share kind of how all the numbers turned out, but, as I said, I think we're seeing strong interest. Our website, for example, we saw record numbers, believe it or not, during 2020. This had a little bit to do with us relaunching the site and being a little more aggressive in some of our advertising than some of our partners. That's been paying some dividends for us, I think, in what we've seen in our hotel visitation compared to other communities in the region.

BPU Board Member Bryant said thank you very much for the presentation, Alan. It was very positive to see that we've rebounded so well. I know tourism took a massive hit the first year of the pandemic. It's also nice that while a lot of us over the years have always wondered why KCK doesn't pull in more conventions, why we didn't build a convention center and things, when you look at the way tourism destinations in KCK are more family oriented, so, therefore we stay busy even when large gatherings are kind of prohibitive. So, I look forward to seeing 2022 bounce back even beyond what 2019 was.

Mr. Carr said thank you. Yes, we certainly—our product is all about the leisure traveler, and that especially is a lot of families. We do really well with youth sports, whether it's events that are actually hosted here in Wyandotte County or we also get a lot of families that stay with us that attend events at Hy-Vee Arena that are there for tournaments there, events that are down in in Shawnee at Mid-America Ballpark. We see a lot of those families staying at our hotels as well.

Commissioner Townsend said I had just two questions about the breakout of a couple of the marketing and program expenses that have been itemized on the budget list. The first is the event opportunity fund grants, and that's budgeted at $100,000. What is that exactly?

Mr. Carr said yeah, so this was a new addition that preceded me joining the organization that we worked out with the UG to provide incentives for meetings and events to come into Kansas

City, Kansas. So, as we're working with sports tournaments, events, meetings or conventions, a lot of communities have a fund available where they can provide financial cash incentives to those events to come into Kansas City, Kansas. So, our contract was amended, I believe in 2020 or 2019, and we received that first payment in 2020. Its funds that we can use and award to attract meetings and events into Wyandotte County.

In 2020, we have awarded so far four of those grants, totaling approximately $30,000. Two of those were for Catfish tournaments, like actual fishing tournaments that took place at Kaw Point, and I believe one of them still has some events coming up in 2022. With all of these awards that we do, there are metrics and goals that those events must achieve related to hotel room nights. So, in order to get the full payment from us, there's kind of a sliding scale and they have to meet those goals of getting room nights in Kansas City, Kansas, before they'll get those full payments.

Commissioner Townsend said okay. So, will the payments be the same for each event predicated on what you just said about meeting the number of hotel night goals?

Mr. Carr said so, it's going to be individual to each group. The way we have worked with the UG to award these grants is they have to be approved by our Board of Directors. So, we'll submit a proposal to our Board of Directors for that event and then, as I said, we'll award those funds based on them achieving their goals.

So, for example, I think the ones that we've awarded have been anywhere from I think there was—and I don't have this right in front of me, but I think there was a basketball tournament that was bringing in significant out-of-town visitors that I think was up to $10,000, depending on the number of actual room nights. I think that may be closer to $5,000 in what they actually achieved of what they'll be getting.

The Catfish Tournament was a series of four tournaments that took place throughout 2020 and 2021, and I think they were eligible for up to, I believe, $20,000 based on that event and their room nights generated.

Commissioner Townsend said one last question about these. How is the event organizer made aware of these fund grants, and are they eligible for any type of event that comes in.

Mr. Carr said yeah, so our criteria is simply it's based on bringing economic impact into Kansas City, Kansas, and into Wyandotte County. We primarily look at that through hotel utilization and bringing an event that will bring visitors that use hotels. And so, we are promoting that as we're working with these, especially, sports events, planners. That's where we've seen the most opportunity. That's where we attract the most groups, but as long as it's going to bring room nights in, we would be happy to—for people to reach out to our sales team and we can kind of walk them through that process and the metrics that we would need to get the application to present it to the Board.

Commissioner Townsend said okay. So, anybody might be eligible, it just depends on how many room nights may be associated with their event.

Mr. Carr said correct?

Commissioner Townsend said okay, all right. The one last item in the expense group, I see you have a separate line item for advertising, and then when you come down to neighborhoods and trails. What is that about and how is that expenditure different than what you're doing in the advertising line?

Mr. Carr said yes, so our neighborhoods and trails line item, that's a somewhat new line item we've added over the last couple of years. This is related to those virtual trails development that I mentioned, the Taco Trail, so our expenses around that. What we've tried to do is break out advertising so anytime we do advertising, we put that into our advertising line item. Any kind of program and development costs or ongoing costs, would go into that neighborhoods and trails item.

We also have, in addition to those virtual trails that currently there's a Taco Trail and then we've been working this year on the development of the Legacy Trail. We also have a program called Guide by Self. So, you may see it at our major attractions throughout the county. I believe there's about 12 actual physical signs at those locations with a phone number and a person can call that phone number and get about a one-minute tour of that location. So, those expenses also go into that line item.

Commissioner Townsend said okay. So, it's more about programs above and beyond just advertising. **Mr. Carr** said correct, yes, programs that would bring visitors into our neighborhoods is what we focus on there. **Commissioner Townsend** said thank you very much.

Chairman Burroughs asked any other questions? I don't see any other hands. Ms. Godsil, do you see any hands raised? **Ms. Godsil** said no hands raised and we've received no comments from the public.

Chairman Burroughs said thank you. I appreciate that very much. Okay, committee, this is an action item. This is our last action item of the evening. I would entertain a motion.

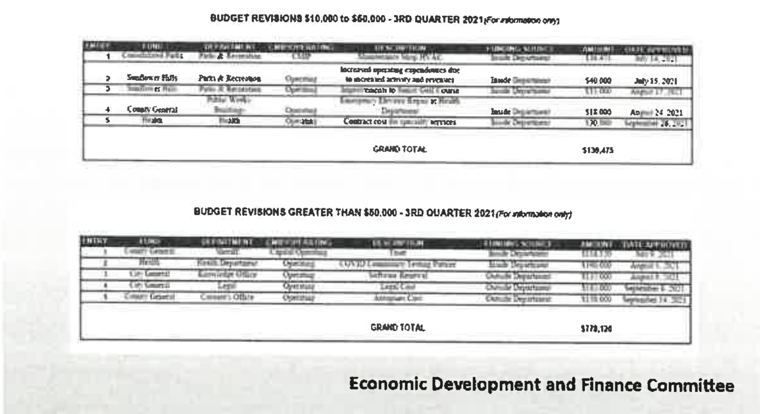
Action: **Commissioner McKiernan made a motion, seconded by Commissioner Townsend, to approve as submitted.** Roll call was taken and there were six "Ayes," Bryant, Walters, Johnson, Townsend, McKiernan, Burroughs.

Chairman Burroughs said thank you, committee, for that, and Alan, congratulations. I look forward to continued marketing within Wyandotte County, Kansas City, Kansas. It's important that we compete with others within the metropolitan area and across the nation to ensure that we get our fair share of the economic opportunities that come with travel. So, thank you.

Item No. 6– 211185… REPORT: 3RD QTR 10K BUDGET REVISIONS

Synopsis: Report on the 3rd Quarter 10K budget revisions, submitted by Reginald Lindsey, Budget Manager.

Debbie Jonscher, Deputy Chief Financial Officer, said tonight, this item is the 3rd Quarter Budget Revisions. I'll just remind you of the budget policy that any revisions over $10,000 are approved by the County Administrator's Office and are presented to the Economic Development and Finance Committee on a quarterly basis. If the revision is over $50,000 and is needed to sustain ongoing operations, then it is also sent to the Mayor and then brought to the next quarterly ED&F meeting. If it's over $50,000 and it's not needed to sustain operations, then it's required to be reviewed by the Commission.



BUDGET REVISIONS \$10,000 to \$50,000 - 3RD QUARTER 2021 *(For information only)*

ENTRY	FUND	DEPARTMENT	CIP/OPERATING	DESCRIPTION	FUNDING SOURCE	AMOUNT	DATE APPROVED
1	Consolidated Parks	Parks & Recreation	[illegible]	Maintenance Shop HVAC	Inside Department	[illegible]	July 14, 2021
2	Sunflower Hills	Parks & Recreation	Operating	Increased operating expenditures due to increased activity and revenues	Inside Department	\$40,000	July 15, 2021
3	Sunflower Hills	Parks & Recreation	Operating	Improvements to [illegible] Golf Course	Inside Department	[illegible]	August 17, 2021
4	County General	Public Works: Buildings	Operating	Emergency [illegible] Repair at Health Department	Inside Department	\$18,000	August 24, 2021
5	Health	Health	Operating	Contract cost for specialty services	Inside Department	[illegible]	September 28, 2021
				GRAND TOTAL		\$139,475	

BUDGET REVISIONS GREATER THAN \$50,000 - 3RD QUARTER 2021 *(For information only)*

ENTRY	FUND	DEPARTMENT	CIP/OPERATING	DESCRIPTION	FUNDING SOURCE	AMOUNT	DATE APPROVED
1	County General	Sheriff	Capital Operating	[illegible]	Inside Department	[illegible]	[illegible]
2	Health	Health Department	Operating	COVID Community Testing [illegible]	Inside Department	[illegible]	[illegible]
3	City General	[illegible] Office	Operating	Software Renewal	Outside Department	[illegible]	[illegible]
4	City General	Legal	Operating	Legal Cost	Outside Department	[illegible]	[illegible]
5	County General	Coroner's Office	Operating	[illegible] Cost	Outside Department	[illegible]	[illegible]
				GRAND TOTAL		\$778,120	

Economic Development and Finance Committee

So, up on the screen here, I've got the revisions. I've got two screenshots here. The top one is budget revisions ranging from \$10,000 - \$50,000. You can see there are five revisions totaling just under \$140,000, showing when those revisions were approved. All of these revisions were done within the department's budgets and shows what the description of what the revision was for.

The second table is revisions greater than \$50,000. As you can see, there are also five revisions there. The total of all five revisions is \$778,000. The first two revisions were moved within the department budget, and it looks like items three, four and five were all done outside. So, I believe that requires budget being pulled from contingency to cover those revisions.

That's all I have on the 3rd Quarter revisions, if there are any questions.

Chairman Burroughs said thank you, Debbie. If I may, would you share with those listening and joining us this evening, who has the authority to expend those dollars? **Ms. Jonscher** asked, do you mean the department or are you talking about the approval of the revision?

Chairman Burroughs said the approval of the revisions. **Ms. Jonscher** said when a revision is requested over $10,000, it is sent to the County Administrator's Office for approval. If the revision is over $50,000, it goes to the Mayor's Office for approval, as well as it may be required to be reviewed by the Commission prior to approval.

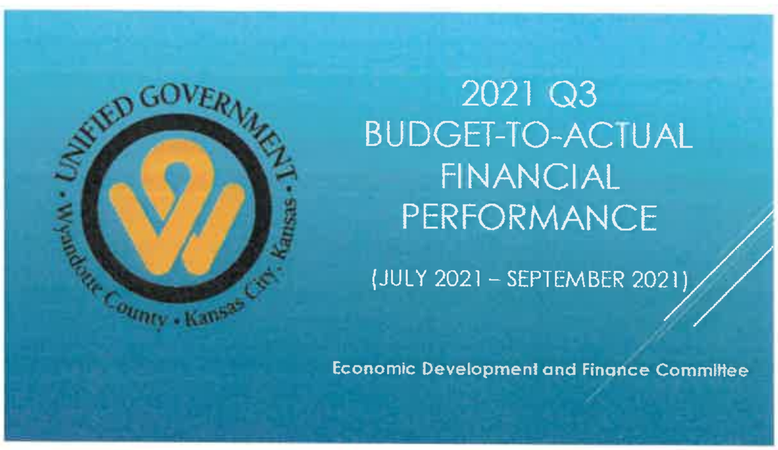
Chairman Burroughs said thank you, Debbie. I think it was important that the public understand that these expenses just don't happen, and these dollars are reviewed by a number of individuals within the Commission as well as staff, Budget Director, so thank you for that. Okay, this was for information only.

Any questions from the committee? I see no hands raised at this time. So, as I stated this for information only. This was not an action item.

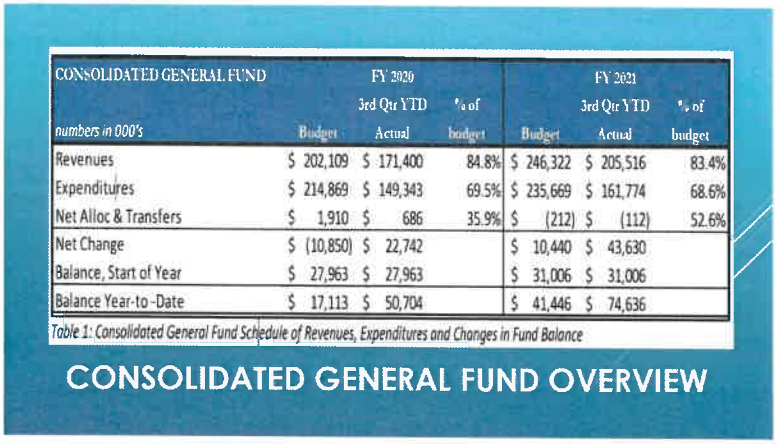
Action: For information only.

Item No. 7– 211187… REPORT: 3RD QTR BUDGET TO ACTUALS

Synopsis: Report on 3rd Quarter Budget to Actuals, submitted by Debbie Jonscher, Deputy Chief Financial Officer; and Reginald Lindsey, Budget Director.



Debbie Jonscher, Deputy Chief Financial Officer, said this is the 3rd Quarter Budget to Actual Financial Performance. We'll start with the Consolidated General Fund information.

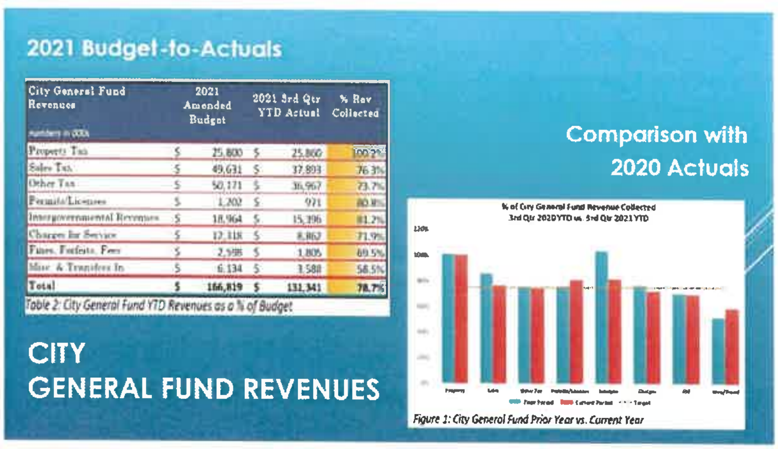


CONSOLIDATED GENERAL FUND	FY 2020			FY 2021		
		3rd Qtr YTD	% of		3rd Qtr YTD	% of
numbers in 000's	Budget	Actual	budget	Budget	Actual	budget
Revenues	$ 202,109	$ 171,400	84.8%	$ 246,322	$ 205,516	83.4%
Expenditures	$ 214,869	$ 149,343	69.5%	$ 235,669	$ 161,774	68.6%
Net Alloc & Transfers	$ 1,910	$ 686	35.9%	$ (212)	$ (112)	52.6%
Net Change	$ (10,850)	$ 22,742		$ 10,440	$ 43,630	
Balance, Start of Year	$ 27,963	$ 27,963		$ 31,006	$ 31,006	
Balance Year-to-Date	$ 17,113	$ 50,704		$ 41,446	$ 74,636	

Table 1: Consolidated General Fund Schedule of Revenues, Expenditures and Changes in Fund Balance

This consists of the City General Fund, County General Fund and the Parks General Fund. So, we've got the revenues and expenditures here along with the net change. This is the comparison of fiscal year 2021 with fiscal year 2020. So, as you can see for revenues, currently we are at 83.4%. We received 83.4% of the budgeted amount. On expenditures, we've received 68.6%. The next couple of slides will go into the detail on what is under each of these categories.

So, we'll start with—were there questions? **Chairman Burroughs** said no, that's fine. Any questions? Let me look, Debbie. I'm sorry, I'll pull up my screen here. I see no hands raised.



City General Fund Revenues numbers in 000's	2021 Amended Budget		2021 3rd Qtr YTD Actual		% Rev Collected
Property Tax	$	25,800	$	25,860	100.2%
Sales Tax	$	49,631	$	37,893	76.3%
Other Tax	$	50,171	$	36,967	73.7%
Permits/Licenses	$	1,202	$	971	80.8%
Intergovernmental Revenues	$	18,964	$	15,396	81.2%
Charges for Service	$	12,318	$	8,862	71.9%
Fines, Forfeits, Fees	$	2,598	$	1,805	69.5%
Misc & Transfers In	$	6,134	$	3,588	58.5%
Total	$	166,819	$	131,341	78.7%

Table 2: City General Fund YTD Revenues as a % of Budget

Figure 1: City General Fund Prior Year vs. Current Year

Ms. Jonscher said okay. We'll start with the City General Fund Revenues. This details out all the different revenues in the City General Fund. As you can see, property tax, we collected just slightly over 100% of budget. The property tax collections, there are five distributions each year with the two main distributions being January and June. So, typically by the 2nd Quarter, we have received about 90% - 95% of the property tax collections. I believe there was one small distribution that's done in the 4th Quarter, so you might see just a slight change with the next quarter's reports. Sales tax is at 76.3%. Other taxes are at 73.7%, and I believe this is—the other tax is where you will find the BPU revenues. Permits and licenses are at 80%. Intergovernmental revenues are at 81.2%. We'll just note in intergovernmental revenues, this does include some of the ARPA funds for the lost revenue replacement funds. There's $25M in 2021. $15M of that is in the City General Funds. $6M is in the County and then there's a little split out within all of the other funds. So, that's what you're seeing here is that loss revenue calculation, and then it looks like most of the others are charged for service at 71.9%, fines and fees at 69.5%, and miscellaneous at 58.5%. So, we're at a total of 78.7% for total revenues ending the 3rd Quarter.

This next table just shows a comparison from the prior year. The blue is the prior period, and the red is the current period, and the dotted line would represent 75% which would be three quarters of the current year.

Chairman Burroughs said, Debbie, if I may. Can we go back to that slide, again, one more time? Where is the one, the intergovernment revenues. Which item - it's kind of hard to see.

Ms. Jonscher said it's right here. It's the fifth line down on the table on the left. The budget is $18.9M and the actuals are $15.3M, revenue collected 81.2%.

Chairman Burroughs asked and how does that compare with 2020? That's what I was looking for here on this sheet, the 3rd Quarter of 2020 with your bar graph. Which one of those is it? **Ms. Jonscher** said it's in the middle here.

Kathleen VonAchen, Chief Financial Officer, said, Commissioner, so the amount of intergovernmental revenues collected in 2020 was only around $5.0M. So, you can see a lot more.

Chairman Burroughs said well, if I understood, and please help me if I'm not correct. The $15M for that's—$15M of that is ARPA.

Ms. VonAchen said yes, that's right. **Ms. Jonscher** said almost $15M, right.

Chairman Burroughs said almost $15M is ARPA and for lost revenue and I was trying to see how that lost revenue played into the bar graph here where it showed, it looks like the—I'm trying to understand the bar graph by the bar graph 2020 is so, it's 2020. **Ms. VonAchen** said so the bar graph isn't showing the dollar amount. It's showing the percentage of budget that's been collected through that 3rd Quarter.

Chairman Burroughs said okay. And that included last year additional federal funding, right? **Ms. VonAchen** said no, the General Fund did not no, see CARES Act dollars were reflected in a Grant Fund, not in the City General Fund. The only CARES Act dollars received were actually reimbursement for public safety expenditures, which were recorded in an expense account.

Chairman Burroughs said thank you, Kathleen. I was just trying to understand the bar graph. It has the largest growth in 2020, and when we talk about lost revenue, I think it's important that we understand where we've lost, where our potential of lost revenue stood. I just wanted some clarification. I'll look into that deeper myself later. Thank you, Debbie. Please continue.

Comparison with 2020 Actuals

City General Fund Revenues numbers in 000s	2020 3rd Qtr YTD Actual		2021 3rd Qtr YTD Actual		Increase/ Decrease	
Property Tax	$	24,207	$	25,860	$	1,653
Sales Tax	$	33,225	$	37,893	$	4,668
Other Tax	$	37,677	$	36,967	$	(710)
Permits/Licenses	$	979	$	971	$	(8)
Intergovernmental Revenues	$	758	$	15,396	$	14,638
Charges for Service	$	7,670	$	8,862	$	1,191
Fines, Forfeits, Fees	$	1,475	$	1,805	$	329
Misc. & Transfers In	$	6,555	$	3,588	$	(2,967)
Total	$	112,547	$	131,341	$	18,794

Table 3: City General Fund Revenues Year to Year Comparison

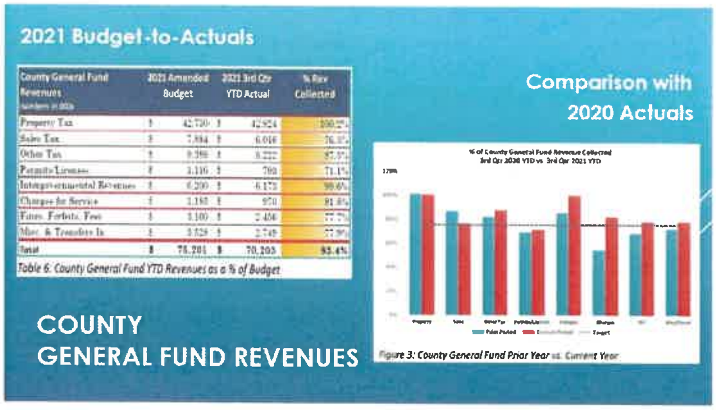
CITY
GENERAL FUND REVENUES

Ms. Jonscher said I think this next table will maybe give you the information you might have been looking for. So, this is a comparison with 2020 actuals. So, you will see in the intergovernmental 3rd Quarter actuals, we had collected about $758,000, but, as you can see on the bar graph, it showed we had collected 100% of budget by the 3rd Quarter. So, within 3rd Quarter actuals for 2021, we're at $15.3M.

Chairman Burroughs said okay.

Ms. Jonscher said so, this is just a comparison of each of these four through the 3rd Quarter of 2020 compared with 3rd Quarter of 2021, and these would be actual collections.

Chairman Burroughs said great, thank you. That does raise more questions, but I will deal with that at a later time when we have discussions on the budget. I know this is just a comparison, so please continue.

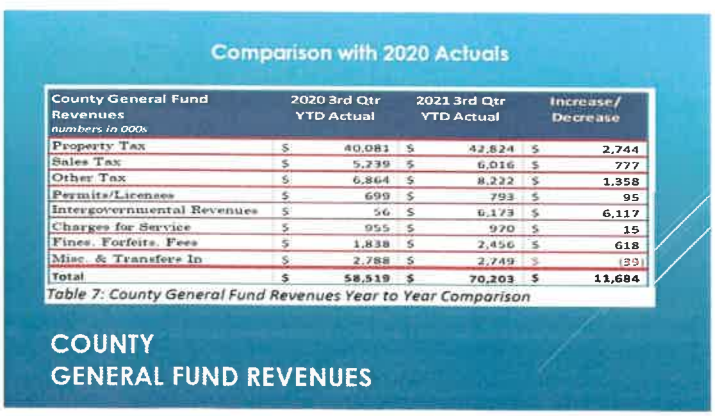


Ms. Jonscher said the next slide we're going to talk about the County General Fund revenues. The same detail here. We've got, as you can see, property tax on the county side also. It's collected at 100.2%. I think these are the percentages are relatively similar to well, no they're not. Sales tax is at 76.3%. Other taxes are 87.5% and we have intergovernmental revenues here, as I said, about $6.1M was the ARPA lost revenue that's been collected, so intergovernmental revenues are at 99.6% of budget. Charges for service, 81.8%, fines 77.7%, miscellaneous.

So, on the county side, we are at 93.4% of revenue collected. Part of that is probably because the majority of the revenue on the County General Fund side comes from property tax revenues which have been collected at 100% for the year.

So, then the graph on the right-hand side just shows the comparison of the percentage collected from 3rd Quarter 2020 to 3rd Quarter 2021.

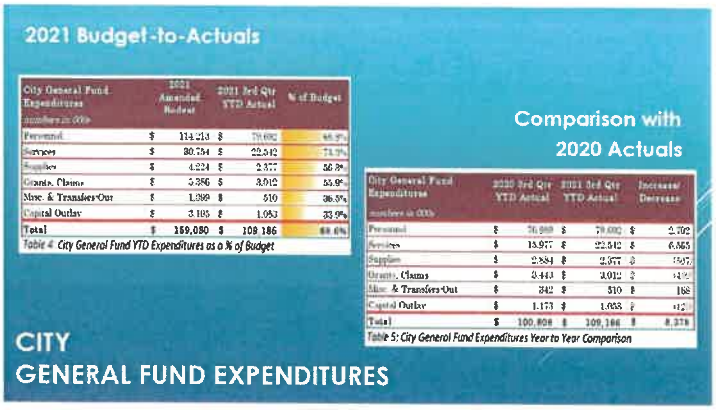
Chairman Burroughs said great, thank you. Questions, committee? Seeing none, we'll continue on, Ms. Jonscher.



County General Fund Revenues *numbers in 000s*	2020 3rd Qtr YTD Actual	2021 3rd Qtr YTD Actual	Increase/ Decrease
Property Tax	$ 40,081	$ 42,824	$ 2,744
Sales Tax	$ 5,239	$ 6,016	$ 777
Other Tax	$ 6,864	$ 8,222	$ 1,358
Permits/Licenses	$ 699	$ 793	$ 95
Intergovernmental Revenues	$ 56	$ 6,173	$ 6,117
Charges for Service	$ 955	$ 970	$ 15
Fines, Forfeits, Fees	$ 1,838	$ 2,456	$ 618
Misc. & Transfers In	$ 2,788	$ 2,749	$ (39)
Total	$ 58,519	$ 70,203	$ 11,684

Table 7: County General Fund Revenues Year to Year Comparison

Ms. Jonscher said this is just the County General Fund revenue with a comparison to 2020. These are the actuals collected through the 3rd Quarter. You can see that in 3rd Quarter 2020, we had collected about $58.5M and now we're at $70.2M, which a portion of that is related to the ARPA revenues.



With that, then I'll go into the expenditures. So, we'll talk about the City General Fund expenditures. We've got all the different categories here. Personnel is at 69.8%, services are at 73.3%. I will just note that services on the City General Fund side include both the trash contract as well as the ATA contract. Supplies are at 56.3% and that would include some of the larger categories, might be fuel, natural gas, parts, expenses. Grants and claims 55.9%. Miscellaneous and transfers out are only at 36.5%, and capital outlay is at 33.9%. So total City General Fund expenditures, we spent about 68.6% of the total budget for the year.

The graph on the right is a comparison of 3rd Quarter actuals for 2020 with 3rd Quarter actuals in 2021. In 2020, we had spent just a little over $100M by the 3rd Quarter and now we're at $109.1M.

Chairman Burroughs said, Debbie, if I may, just for those looking, if I can go back to the prior slide. That $109M, the 2021 total—the personnel issue is the—does that reflect the increases as well as the additional employee expense for health services that were provided for the community? **Ms. Jonscher** said as far as the personnel, if there were any increases, if they were approved prior to the end of the 3rd Quarter, they would be included. If they were not approved till the 4th Quarter, which say October then they would not be reflected here.

Chairman Burroughs said, okay because what I see is an amended budget of $159,000 then we're looking down here at $100M and then the $109,186 both line up. I'm trying, I'm sorry, I'm trying to get to my point here in reference to the personnel. I do know that there were salary increases approved for staff and there were bonuses paid due to ARPA because of the COVID. None of those are reflected in the personnel numbers?

Ms. Jonscher said I'm not sure. That may be something I might have to check on. I'm not sure if they were recorded, if they're shown here or in the grants. They may be shown in the Grant Fund.

Ms. VonAchen said yes, there aren't any ARPA bonuses being paid out of here.

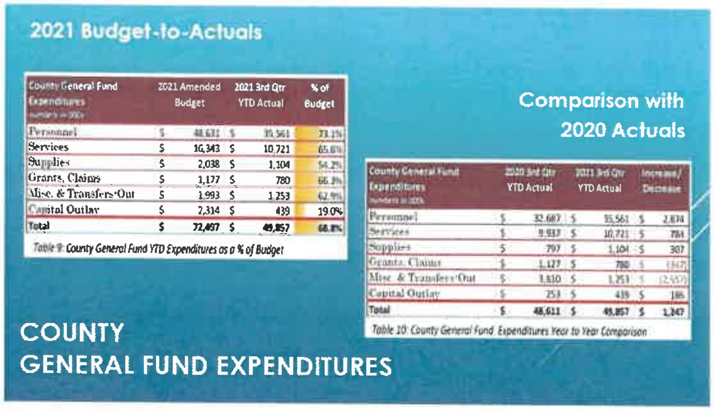
Chairman Burroughs said thank you, Kathleen. I just wanted to ensure when we're looking at the numbers, because when we see a $59M or $59,000 jump on the total, it raises questions as to why we would have $59M, $159,000 versus $108,000.

Ms. VonAchen said, so this is abbreviated. It's $159M and that's how much the budget was. The second column is how much we've spent so far. **Chairman Burroughs** said correct. It's the same as what we spent, just a little more than what we spent last year, but we are budgeted for $159M. So, I guess the question I would have is, the fact that we budgeted for $100,808 let me make sure I'm looking at this correctly, we're looking at $109M already that has been spent. **Ms. VonAchen** said yeah. **Chairman Burroughs** said we had $50M left in the last quarter. Is that's what I'm to understand for the last month?

Ms. VonAchen said that is correct. Yes, so, there's basically $59M left in the budget to spend this year. Yes, and we have been looking at that. Part of it, I believe, is because we budgeted. We anticipated that the Fire union contract would be finalized and so we budgeted for that full effect and that has not happened yet. There are some expenditures that have not happened yet, and we're studying it very closely. But you're correct. It looks like we're going to be underspending our budget this year by quite a bit.

Chairman Burroughs said well, that's wonderful. In light of the fact that we're over 100% collected for our property tax tells me that our mill levies, in our initial discussion of the budget, there were a few of us that talked about mill reductions. It's quite clear in this budget presentation that we met that goal early on, and that we are ahead of ourselves in that and under what we spent in expenses. **Ms. VonAchen** said exactly.

Chairman Burroughs said thank you for that. Please continue.



County General Fund Expenditures (numbers in 000s)	2021 Amended Budget	2021 3rd Qtr YTD Actual	% of Budget
Personnel	$ 48,631	$ 35,561	73.1%
Services	$ 16,343	$ 10,721	65.6%
Supplies	$ 2,038	$ 1,104	54.2%
Grants, Claims	$ 1,177	$ 780	66.3%
Misc. & Transfers Out	$ 1,993	$ 1,253	62.9%
Capital Outlay	$ 2,314	$ 439	19.0%
Total	$ 72,497	$ 49,857	68.8%

Table 9: County General Fund YTD Expenditures as a % of Budget

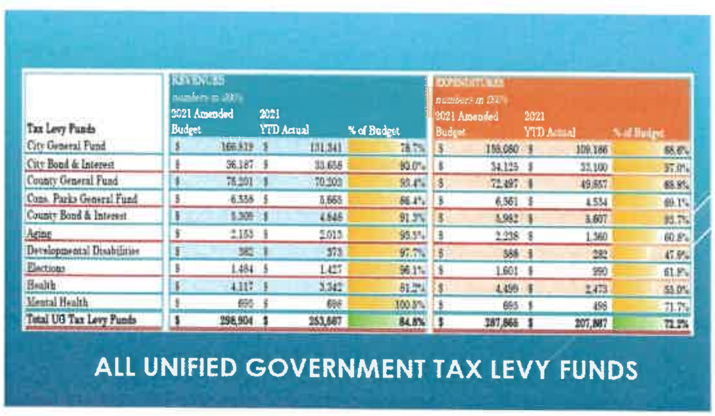
County General Fund Expenditures (numbers in 000s)	2020 3rd Qtr YTD Actual	2021 3rd Qtr YTD Actual	Increase/ Decrease
Personnel	$ 32,687	$ 35,561	$ 2,874
Services	$ 9,937	$ 10,721	$ 784
Supplies	$ 797	$ 1,104	$ 307
Grants, Claims	$ 1,127	$ 780	$ (347)
Misc. & Transfers Out	$ 3,810	$ 1,253	$ (2,557)
Capital Outlay	$ 253	$ 439	$ 186
Total	$ 48,611	$ 49,857	$ 1,247

Table 10: County General Fund Expenditures Year to Year Comparison

Ms. Jonscher said I'll go on to the County General Fund expenditures. The table over on the left-hand side shows the 2021 amended budget with 3rd Quarter year-to-date actuals. So, as you can see, budget was $72.4M and year-to-date for the 3rd Quarter, it's $49.8M. So, we have spent 68.8% of budget. I'll just point out personnel on the county side, we're at 73.1% and on services we are at 65.6%. I will note that on the services, this does include the inmate medical contracts as well as the prisoner housing contracts, so those are included in that total.

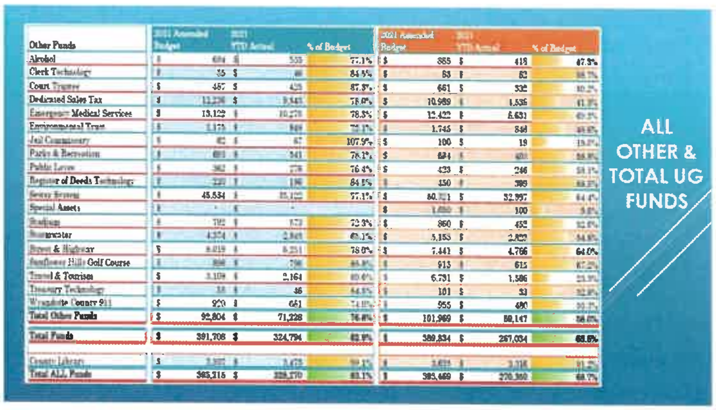
The table on the right shows a comparison of year-to-date actuals collected for 3rd Quarter 2020 with 3rd Quarter 2021. So, in 2020, we had collected $48.6M, I mean we had spent $48.6M as of the end of the 3rd Quarter and for 2021, we're at $49.8M, so we are slightly above the 3rd Quarter 2020 totals.

Chairman Burroughs said the 3rd Quarter was at only 68.8% which it should have been, if numbers matched up, it would have been 75% of the budget or it should have been 75%. Thank you.



	REVENUES (numbers in 000's)			EXPENDITURES (numbers in 000's)		
Tax Levy Funds	2021 Amended Budget	2021 YTD Actual	% of Budget	2021 Amended Budget	2021 YTD Actual	% of Budget
City General Fund	$ 166,819	$ 131,341	78.7%	$ 159,080	$ 109,186	68.6%
City Bond & Interest	$ 36,187	$ 33,658	93.0%	$ 34,125	$ 33,100	97.0%
County General Fund	$ 75,201	$ 70,203	93.4%	$ 72,497	$ 49,857	68.8%
Cons. Parks General Fund	$ 6,358	$ 5,668	86.4%	$ 6,561	$ 4,534	69.1%
County Bond & Interest	$ 5,309	$ 4,846	91.3%	$ 3,982	$ 3,607	93.7%
Aging	$ 2,153	$ 2,013	93.5%	$ 2,238	$ 1,360	60.8%
Developmental Disabilities	$ 382	$ 373	97.7%	$ 588	$ 282	47.9%
Elections	$ 1,484	$ 1,427	96.1%	$ 1,601	$ 990	61.8%
Health	$ 4,117	$ 3,342	81.2%	$ 4,499	$ 2,473	55.0%
Mental Health	$ 695	$ 696	100.0%	$ 695	$ 498	71.7%
Total UG Tax Levy Funds	$ 298,904	$ 253,687	84.8%	$ 287,866	$ 207,887	72.2%

Ms. Jonscher said the next two slides show the revenues and expenditures for all of the other funds. This first table shows the Tax Levy Funds. The revenues are in blue here and the expenditures are in orange. So, we've already covered the City and County General Funds. As you can see, a lot of the property since the property tax revenues have almost all been collected at 100%, you can see most of these funds are well above the 75% of budget. Total Tax Levy Funds are at 84.8% collected. On the expenditure side, I'll just note on the City Bond and Interest and the County Bond and Interest, both of those are, we've got 97% for the city and 93.7% for the county. That is due to the fact that all of the principal and interest, almost all of the principal and interest payments on our debt are usually made by the 3rd Quarter. I think we've got a couple of smaller debt payments that occur in the 4th Quarter, but the majority of them have occurred in the 3rd Quarter. So, on the expense side, we're at 72.2% for the Tax Levy Funds.



Other Funds	2021 Amended Budget	2021 YTD Actual	% of Budget	2021 Amended Budget	2021 YTD Actual	% of Budget
Alcohol	$ 694	$ 535	77.1%	$ 885	$ 418	47.3%
Clerk Technology	$ 55	$ [illegible]	84.5%	$ 63	$ 82	[illegible]
Court Trustee	$ 487	$ 425	87.3%	$ 661	$ 532	[illegible]
Dedicated Sales Tax	$ 12,236	$ 9,545	78.0%	$ 10,989	$ 1,535	[illegible]
Emergency Medical Services	$ 13,122	$ 10,278	78.3%	$ 12,422	$ 6,631	[illegible]
Environmental Trust	$ 1,175	$ 849	[illegible]	$ 1,745	$ 848	[illegible]
Jail Commissary	$ 62	$ 67	107.9%	$ 100	$ 19	[illegible]
Parks & Recreation	$ [illegible]	$ 341	78.1%	$ 624	$ [illegible]	[illegible]
Public Levee	$ 362	$ 276	76.4%	$ 423	$ 246	58.1%
Register of Deeds Technology	$ 220	$ 186	84.5%	$ 450	$ 399	[illegible]
Sewer System	$ 45,534	$ 35,122	77.1%	$ 80,[illegible]	$ 32,997	[illegible]
Special Assets	$ -	$ -		$ [illegible]	$ 100	[illegible]
Stadium	$ 782	$ 573	73.3%	$ 860	$ 452	[illegible]
Stormwater	$ 4,274	$ 2,845	[illegible]	$ 5,155	$ 2,822	[illegible]
Street & Highway	$ 8,019	$ 6,251	78.0%	$ 7,441	$ 4,766	64.0%
Sunflower Hills Golf Course	$ [illegible]	$ 798	[illegible]	$ 913	$ 615	[illegible]
Travel & Tourism	$ 3,109	$ 2,164	[illegible]	$ 6,731	$ 1,586	[illegible]
Treasury Technology	$ [illegible]	$ 46	[illegible]	$ 101	$ 33	[illegible]
Wyandotte County 911	$ 920	$ 681	[illegible]	$ 955	$ 480	[illegible]
Total Other Funds	$ 92,804	$ 71,228	[illegible]	$ 101,989	$ [illegible]	[illegible]
Total Funds	$ 391,708	$ 324,794	[illegible]	$ 389,834	$ 267,034	68.5%
County Library	$ [illegible]	$ [illegible]	[illegible]	$ [illegible]	$ [illegible]	[illegible]
Total ALL Funds	$ 395,215	$ 328,270	[illegible]	$ 393,469	$ 270,350	[illegible]

This next one shows all of the other funds. So, we've got the revenues in blue here and the expenditures in orange. I'll just maybe make note of a couple of funds. The Special Assets Fund, as you can see, it only has 9.5%. There are some 4th Quarter entries that are made so there's nothing reflected here, but we'll probably see that with the 4th Quarter report. Treasury Technology Fund is only showing 32.8%, but I do know that they have some expenses coming in the 4th Quarter related to some new equipment, some security equipment, things like that are coming. So, while it's not reflected here, that should go up in the 4th Quarter.

Chairman Burroughs said Debbie, if I may. **Ms. Jonscher** said and that shows all the other funds.

Chairman Burroughs said I do have a question. I'm looking at the Sewer Fund and I see that the amended budget is 77.1% on the sewer system, I guess I should say. Then if we go back over and look at 2021, it is a 64%. So, we're just a little ahead of ourselves in the amended.

Ms. Jonscher said no. On this table, actually the three columns in the middle here that are highlighted in blue, these are the revenues and the three columns on the right-hand side are the expenses. So, for the sewer system, we collected in revenue 77% of the budget and then on the expense side, we spent 64.4% of the budget. So, this one's a little bit different presentation. This is revenues and expenditures for each of the different funds.

Chairman Burroughs said great. Thank you for that clarification. I'm trying to read through this as you make your presentation. I appreciate the clarification. Committee, any questions before we move on? I see no hands.

Ms. Jonscher said I was going to say, that's the end of my presentation. So yeah, if there are any questions. **Chairman Burroughs** said thank you, Ms. Jonscher.

Chairman Burroughs asked, committee, any questions, any comments? My only comment is it looks like our numbers are looking well for this year under the most challenging of times. So, I appreciate the presentation. It's nice to see that property taxes are at a little over 100%. So, we have the revenue in reference to sales tax, and I must have missed that when I was looking at sales tax and assumption taxes, but we can look at that later on when we have full discussion, Ms. Jonscher. **Ms. Jonscher** said we were at about 76% for sales tax on both the city and the county.

Chairman Burroughs said great. I believe that those were presented last year. I know the year before, they were a little conservative and we beat those. I believe those numbers were bumped up a little bit for this year. It sounds like we're pretty close with that.

Ms. Jonscher said right. We're tracking pretty close to budget right now.

Chairman Burroughs said great thank you for that. Committee, it's good news. Any other questions or comments? Seeing none, this was for information only. There's no action required. I want to thank staff for joining us this evening. I believe that's the last issue we have before us on the Economic Development & Finance Standing Committee.

Action: For information only.

Adjourn:

Chairman Burroughs adjourned the meeting at 6:51 p.m.

Tpl/am