



A G E N D A

**Delta City Council
Work Session**

**October 6, 2015
5:30 p.m.**

- A. All Points Transit**
- B. Delta County Economic Development Financials**
- C. Delta Area Chamber of Commerce Financials**
- D. Broadband**
- E. Other Budget Items**

Item A:

All Points Transit



Delta County Economic Development, Inc.
Profit & Loss Budget vs. Actual
April through September 2015

	Apr - Sep 15	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Grants	5,000.00	5,000.00	0.00	100.0%
Health Careers Camp- Donations	7,700.00	18,500.00	-10,800.00	41.6%
Investment Income	511.77			
Investor Income	34,355.00	25,000.00	9,355.00	137.4%
Miscellaneous Income	948.10			
Soil Health Conference	0.00	0.00	0.00	0.0%
Total Income	<u>48,514.87</u>	<u>48,500.00</u>	<u>14.87</u>	<u>100.0%</u>
Gross Profit	48,514.87	48,500.00	14.87	100.0%
Expense				
Advertising	289.98	750.00	-460.02	38.7%
Bank Charges	129.35	200.02	-70.67	64.7%
Board Expenses	1,112.96	900.00	212.96	123.7%
Business Development	47.34	120.00	-72.66	39.5%
Dues & Subscriptions	1,214.08	510.00	704.08	238.1%
Education	250.00			
Employee Benefits	0.00	1.00	-1.00	0.0%
Health Careers Institute	3,927.88	15,000.00	-11,072.12	26.2%
Insurance	1,805.00	1,200.00	605.00	150.4%
Meetings-Membership	292.53	500.00	-207.47	58.5%
Miscellaneous	77.50			
Office Expense	554.46	600.00	-45.54	92.4%
Payroll Expenses	209.55	120.00	89.55	174.6%
Payroll Tax Expense	2,518.37	2,685.00	-166.63	93.8%
Postage	143.16	270.00	-126.84	53.0%
Professional Fees	417.61	250.00	167.61	167.0%
Rent	2,109.41	3,000.00	-890.59	70.3%
Repairs & Maintenance	24.00	200.00	-176.00	12.0%
Salaries & Wages	32,919.74	35,100.00	-2,180.26	93.8%
SBRC Program	6,000.00			
Soil Health Meetings	0.00	0.00	0.00	0.0%
Telephone and Internet	951.92	840.00	111.92	113.3%
Travel	1,352.16	1,200.00	152.16	112.7%
Utilities	647.50	840.00	-192.50	77.1%
Total Expense	<u>56,994.50</u>	<u>64,286.02</u>	<u>-7,291.52</u>	<u>88.7%</u>
Net Ordinary Income	<u>-8,479.63</u>	<u>-15,786.02</u>	<u>7,306.39</u>	<u>53.7%</u>
Net Income	<u><u>-8,479.63</u></u>	<u><u>-15,786.02</u></u>	<u><u>7,306.39</u></u>	<u><u>53.7%</u></u>

Delta County Economic Development, Inc.
Balance Sheet
As of September 30, 2015

	Sep 30, 15
ASSETS	
Current Assets	
Checking/Savings	
Bank of Colorado	9,183.45
Wells Fargo Checking 6107	13,727.32
Wells Fargo Savings Acct 9825	91,052.33
Total Checking/Savings	113,963.10
Accounts Receivable	
Accounts Receivable	1,062.50
Total Accounts Receivable	1,062.50
Total Current Assets	115,025.60
Fixed Assets	
Accumulated Depreciation	-23,455.00
Office Equipment	23,509.90
Total Fixed Assets	54.90
TOTAL ASSETS	115,080.50
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Wells Fargo Credit Card	116.07
Total Credit Cards	116.07
Other Current Liabilities	
Payroll Liabilities	179.68
Payroll Liabilities old	-27.72
Total Other Current Liabilities	151.96
Total Current Liabilities	268.03
Total Liabilities	268.03
Equity	
*Retained Earnings	11,049.14
Unrestricted Fund Balance	
Restricted	2,286.82
Unrestricted Fund Balance - Other	109,956.14
Total Unrestricted Fund Balance	112,242.96
Net Income	-8,479.63
Total Equity	114,812.47
TOTAL LIABILITIES & EQUITY	115,080.50

Delta Area Chamber of Commerce
Balance Sheet
As of September 29, 2015

	Sep 29, 15
ASSETS	
Current Assets	
Checking/Savings	
101 · Petty Cash	400.00
105 · Edward Jones Bond	20,168.27
102 · Wells Fargo checking 1154	18,449.26
103 · Wells Fargo mm8598	9,717.84
Total Checking/Savings	48,735.37
Accounts Receivable	
1200 · Accounts Receivable	15,196.87
Total Accounts Receivable	15,196.87
Other Current Assets	
104 · Undeposited Funds	596.00
Total Other Current Assets	596.00
Total Current Assets	64,528.24
Fixed Assets	
208 · Equipment	
256 · Accumulated depreciation	-1,170.84
208 · Equipment - Other	1,424.83
Total 208 · Equipment	253.99
Total Fixed Assets	253.99
TOTAL ASSETS	64,782.23
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	-809.86
Total Accounts Payable	-809.86
Other Current Liabilities	
316 · Sales Tax Payable	0.74
310 · Payroll withholdings	-508.59
311 · Payroll Liabilities, QB Default	16.73
Total Other Current Liabilities	-491.12
Total Current Liabilities	-1,300.98
Total Liabilities	-1,300.98
Equity	
401 · Retained Earnings	49,994.98
Net Income	16,088.23
Total Equity	66,083.21
TOTAL LIABILITIES & EQUITY	64,782.23

Delta Area Chamber of Commerce
Balance Sheet Prev Year Comparison
As of September 29, 2015

	Sep 29, 15	Sep 29, 14	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
101 · Petty Cash	400.00	1,219.34	-819.34	-67.2%
105 · Edward Jones Bond	20,168.27	20,165.42	2.85	0.0%
102 · Wells Fargo checking 1154	18,449.26	17,430.15	1,019.11	5.9%
103 · Wells Fargo mm8598	9,717.84	9,714.27	3.57	0.0%
1052 · CD First Colorado National Bank	0.00	-25.00	25.00	100.0%
Total Checking/Savings	48,735.37	48,504.18	231.19	0.5%
Accounts Receivable				
1200 · Accounts Receivable	15,196.87	8,845.10	6,351.77	71.8%
Total Accounts Receivable	15,196.87	8,845.10	6,351.77	71.8%
Other Current Assets				
0001 · Current Receivable	0.00	1,320.00	-1,320.00	-100.0%
104 · Undeposited Funds	596.00	400.00	196.00	49.0%
Total Other Current Assets	596.00	1,720.00	-1,124.00	-65.4%
Total Current Assets	64,528.24	59,069.28	5,458.96	9.2%
Fixed Assets				
208 · Equipment				
256 · Accumulated depreciation	-1,170.84	-375.00	-795.84	-212.2%
208 · Equipment - Other	1,424.83	1,658.81	-233.98	-14.1%
Total 208 · Equipment	253.99	1,283.81	-1,029.82	-80.2%
Total Fixed Assets	253.99	1,283.81	-1,029.82	-80.2%
TOTAL ASSETS	64,782.23	60,353.09	4,429.14	7.3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	-809.86	305.00	-1,114.86	-365.5%
Total Accounts Payable	-809.86	305.00	-1,114.86	-365.5%
Other Current Liabilities				
316 · Sales Tax Payable	0.74	41.70	-40.96	-98.2%
310 · Payroll withholdings	-508.59	820.80	-1,329.39	-162.0%
311 · Payroll Liabilities, QB Default	16.73	568.38	-551.65	-97.1%
Total Other Current Liabilities	-491.12	1,430.88	-1,922.00	-134.3%
Total Current Liabilities	-1,300.98	1,735.88	-3,036.86	-175.0%
Total Liabilities	-1,300.98	1,735.88	-3,036.86	-175.0%
Equity				
401 · Retained Earnings	49,994.98	49,625.88	369.10	0.7%
Net Income	16,088.23	8,991.33	7,096.90	78.9%
Total Equity	66,083.21	58,617.21	7,466.00	12.7%
TOTAL LIABILITIES & EQUITY	64,782.23	60,353.09	4,429.14	7.3%

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09/29/15

Accrual Basis

Delta Area Chamber of Commerce
Profit & Loss Budget vs. Actual
 January through September 2015

	Jan - Sep 15	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
541 · Parade of lights	750.00	0.00	750.00	100.0%
546 · Annual meeting income				
546.2 · Silent auction/ fundrais...	1,107.00			
546.3 · Damage deposit	250.00			
546 · Annual meeting income -...	860.00	3,700.00	-2,840.00	23.2%
Total 546 · Annual meeting income	2,217.00	3,700.00	-1,483.00	59.9%
549 · 2nd saturday street fairs.				
549.2 · Vendor income	1,983.50			
549 · 2nd saturday street fairs....	412.50	3,000.00	-2,587.50	13.8%
Total 549 · 2nd saturday street fai...	2,396.00	3,000.00	-604.00	79.9%
547 · Home Show				
547.1 · Vendors	13,610.00			
547.3 · Door	1,185.00			
547.4 · Banners	150.00			
547 · Home Show - Other	-50.00	13,600.00	-13,650.00	-0.4%
Total 547 · Home Show	14,895.00	13,600.00	1,295.00	109.5%
543 · Reimbursement income	410.00			
545 · DeltaRado Days income				
545.13 · Rodeo	9,631.00			
545.2 · Horseshoe	420.00			
545.3 · Bump and jump	547.00			
545.4 · Sponsorships	25,850.00			
545.5 · 5K race	1,305.00			
545.6 · Beer garden	12,317.75			
545.7 · Cash box	139.58			
545.12 · Vendor	2,423.50			
545 · DeltaRado Days income -...	1,710.00	15,000.00	-13,290.00	11.4%
Total 545 · DeltaRado Days income	54,343.83	15,000.00	39,343.83	362.3%
504 · Event deposits	725.00			
506 · Training and education	728.82			
502 · Partnership activity income	2,811.15			
500 · Partnership dues income	41,630.82	56,250.00	-14,619.18	74.0%
517 · Newsletter advertising	0.00	405.00	-405.00	0.0%
518 · Business after hours	1,224.00	810.00	414.00	151.1%
519 · BAH Invite reimbursement	177.55	562.50	-384.95	31.6%
520 · Business before hours	55.00	540.00	-485.00	10.2%
521 · Ambassador t-shirts	108.33	85.00	23.33	127.4%
522 · Website advertising	1,285.00	1,080.00	205.00	119.0%
525 · Rental income	1,220.00	187.51	1,032.49	650.6%
528 · Labels	15.00			
529 · Visitor center income	25.12	93.77	-68.65	26.8%
530 · Chamber for good supporte...	0.00	600.02	-600.02	0.0%
531 · Copies	20.75	150.02	-129.27	13.8%
533 · Stage rental	200.00			
534 · Facility damage deposit ref...	275.00			
535 · Small business resource ex...	1,000.00			
536 · Uncategorized income	43.07			
538 · Non dues revenue	219.00			
Total Income	126,775.44	96,063.82	30,711.62	132.0%

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Accrual Basis

Delta Area Chamber of Commerce
Profit & Loss Budget vs. Actual
January through September 2015

	Jan - Sep 15	Budget	\$ Over Budget	% of Budget
Cost of Goods Sold				
565 · Home Show Expenses				
565.1 · Lunches	0.00	600.00	-600.00	0.0%
565.2 · Advertising.	1,181.75	600.00	581.75	197.0%
565.4 · Facilities rental	2,016.25	2,200.00	-183.75	91.6%
565.3 · Cash box	200.00			
565.5 · Liquor license	60.00	60.00	0.00	100.0%
565.7 · Security	150.00	150.00	0.00	100.0%
565.6 · Supplies	4.19	100.00	-95.81	4.2%
Total 565 · Home Show Expenses	3,612.19	3,710.00	-97.81	97.4%
560 · Annual meeting expense				
560.1 · Decorations	0.00	250.00	-250.00	0.0%
560.2 · Misc	167.14	100.00	67.14	167.1%
560.3 · Facilities rental	831.00	1,200.00	-369.00	69.3%
560.4 · Entertainment	950.00	300.00	650.00	316.7%
560.6 · Awards	0.00	360.00	-360.00	0.0%
560.5 · Food	941.97	2,100.00	-1,158.03	44.9%
Total 560 · Annual meeting expen...	2,890.11	4,310.00	-1,419.89	67.1%
555 · Downtown Delta fest				
555.3 · Street closure permits	25.00	525.00	-500.00	4.8%
555.1 · Advertising.	159.51	320.00	-160.49	49.8%
555.4 · Live music	640.00	600.00	40.00	106.7%
555.05 · Equipment rentals	200.00			
Total 555 · Downtown Delta fest	1,024.51	1,445.00	-420.49	70.9%
550 · Detarado Days				
550.5 · Advertising	3,788.84			
550.4 · Rodeo	5,140.52			
550.9 · Vendor damage deposi...	-75.00			
550.10 · Liquor permits	180.00	150.00	30.00	120.0%
550.14 · Street closure permits	50.00	1,050.00	-1,000.00	4.8%
550.8 · Scholarship	1,000.00	1,000.00	0.00	100.0%
550.19 · Facilities rental	885.00	280.00	605.00	316.1%
550.13 · Miscellaneous supplies	698.46	250.00	448.46	279.4%
550.1 · Donation	2,750.00	950.00	1,800.00	289.5%
550.3 · Horseshoe	90.00	500.00	-410.00	18.0%
550.6 · T Shirts	3,470.26	800.00	2,670.26	433.8%
550.7 · Equipment rental.	3,693.00	1,700.00	1,993.00	217.2%
550.22 · Beer garden	1,755.00	2,100.00	-345.00	83.6%
550.23 · Parade trophies	99.98			
550.26 · Concert	0.00	2,500.00	-2,500.00	0.0%
550.27 · Farmer/rancher lunch...	834.33	750.00	84.33	111.2%
550.28 · Music coordination	4,769.44	500.00	4,269.44	953.9%
Total 550 · Detarado Days	29,129.83	12,530.00	16,599.83	232.5%
Total COGS	36,656.64	21,995.00	14,661.64	166.7%
Gross Profit	90,118.80	74,068.82	16,049.98	121.7%
Expense				
726 · Custodial	50.00			
564 · Volunteer Appreciation Pic...	16.43			
718 · Reconciliation adjustments	1,591.36			
604 · Accounting and legal	949.11			
632 · Computer expense	1,751.14			
724 · Repairs and maintenance	458.87			
697 · Parade of lights expense	114.82			
728 · Salary and wages - director	23,780.70	22,500.00	1,280.70	105.7%
730 · Salaries and wages - comm...	7,733.98	6,000.02	1,733.96	128.9%

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Accrual Basis

Delta Area Chamber of Commerce
Profit & Loss Budget vs. Actual
 January through September 2015

	Jan - Sep 15	Budget	\$ Over Budget	% of Budget
7300 · Payroll Overhead				
7395 · Payroll Expenses- BE T...	75.61			
Total 7300 · Payroll Overhead	75.61			
700 · Payroll tax expense	2,861.23	5,100.02	-2,238.79	56.1%
729 · Salary and wages - secretary	11,667.97	14,250.01	-2,582.04	81.9%
660 · Equipment rental	2,893.98	1,875.01	1,018.97	154.3%
640 · Credit card merchant fees	583.06	562.50	20.56	103.7%
620 · Bank s/c	814.63	93.77	720.86	868.8%
668 · Insurance	8,373.24			
719 · Recycling expense	219.00			
688 · Member education and trai...	30.00			
740 · Taxes and licenses	3.22	81.00	-77.78	4.0%
756 · Utilities expense	1,837.09	1,875.01	-37.92	98.0%
699 · Partnership plaques	457.17	450.00	7.17	101.6%
696 · Office supplies expense	551.23			
652 · Education and training	486.60	800.00	-313.40	60.8%
665 · Gift expense	60.93			
744 · Telephone	2,090.49			
708 · Postage and freight	1,416.67			
736 · Supplies	791.55			
616 · Bad Debt	968.79			
605 · Ambassador program	856.41			
5200 · VISITOR CENTER EXP	-410.00			
600 · Advertising	597.07			
709 · Printing and reproduction	62.05	300.01	-237.96	20.7%
7500 · FACILITIES EXPENSES				
7510 · Custodial	0.00	1,170.00	-1,170.00	0.0%
7511 · Repairs and maintenance	0.00	1,050.02	-1,050.02	0.0%
Total 7500 · FACILITIES EXPENS...	0.00	2,220.02	-2,220.02	0.0%
8000 · A / C EXPENSES				
5003 · Accounting Services Fee	0.00	1,087.51	-1,087.51	0.0%
8001 · Computer expenses-0				
8120 · Computer Supplies	0.00	300.01	-300.01	0.0%
8140 · Software	0.00	187.51	-187.51	0.0%
8001 · Computer expenses-...	0.00	75.01	-75.01	0.0%
Total 8001 · Computer expens...	0.00	562.53	-562.53	0.0%
Total 8000 · A / C EXPENSES	0.00	1,650.04	-1,650.04	0.0%
684 · Meals	228.64	375.02	-146.38	61.0%
702 · Petty cash reimbursement	0.00	375.02	-375.02	0.0%
Total Expense	73,963.04	58,507.45	15,455.59	126.4%
Net Ordinary Income	16,155.76	15,561.37	594.39	103.8%
Other Income/Expense				
Other Income				
812 · Interest income	1.22			
Total Other Income	1.22			
Other Expense				
9899 · Ask my accountant	68.75			
Total Other Expense	68.75			
Net Other Income	-67.53			
Net Income	16,088.23	15,561.37	526.86	103.4%

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Delta Area Chamber of Commerce
Profit & Loss
September 2015

09/29/15

Accrual Basis

	Sep 15	Aug 15
Ordinary Income/Expense		
Income		
541 · Parade of lights	750.00	0.00
549 · 2nd saturday street fairs.		
549.2 · Vendor income	105.00	386.00
Total 549 · 2nd saturday street fairs.	105.00	386.00
543 · Reimbursement Income	0.00	205.00
545 · DeltaRado Days income		
545.7 · Cash box	0.00	139.58
545.10 · Facility rental deposit	0.00	0.00
Total 545 · DeltaRado Days income	0.00	139.58
506 · Training and education	15.00	55.00
502 · Partnership activity income	10.00	20.00
500 · Partnership dues income	2,973.45	4,758.75
518 · Business after hours	90.00	175.00
522 · Website advertising	0.00	105.00
525 · Rental income	15.00	0.00
528 · Labels	10.00	5.00
529 · Visitor center income	0.00	10.00
531 · Copies	1.00	0.00
Total Income	3,969.45	5,859.33
Cost of Goods Sold		
555 · Downtown Delta fest		
555.1 · Advertising.	43.31	0.00
555.4 · Live music	340.00	150.00
Total 555 · Downtown Delta fest	383.31	150.00
550 · Detarado Days		
550.5 · Advertising	0.00	2,601.64
550.9 · Vendor damage deposit refund	0.00	150.00
550.19 · Facilities rental	0.00	-400.00
550.13 · Miscellaneous supplies	0.00	95.14
550.1 · Donation	0.00	950.00
550.7 · Equipment rental.	0.00	1,588.00
550.23 · Parade trophies	19.98	0.00
550.28 · Music coordination	329.44	0.00
Total 550 · Detarado Days	349.42	4,984.78
Total COGS	732.73	5,134.78
Gross Profit	3,236.72	724.55
Expense		
726 · Custodial	50.00	0.00
564 · Volunteer Appreciation Picnic	16.43	0.00
718 · Reconciliation adjustments	0.00	-0.90
632 · Computer expense	818.99	264.33
724 · Repairs and maintenance	0.00	102.97
728 · Salary and wages - director	2,307.70	2,775.99
730 · Salaries and wages - commission	757.75	3,808.34
7300 · Payroll Overhead		
7395 · Payroll Expenses- BE Temps	0.00	75.61
Total 7300 · Payroll Overhead	0.00	75.61

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09/29/15

Accrual Basis

Delta Area Chamber of Commerce
Profit & Loss
September 2015

	Sep 15	Aug 15
700 · Payroll tax expense	0.00	0.00
729 · Salary and wages - secretary	1,464.38	1,464.38
660 · Equipment rental	222.90	402.49
640 · Credit card merchant fees	61.32	66.54
620 · Bank s/c	76.10	0.00
668 · Insurance	440.36	440.36
719 · Recycling expense	11.00	11.00
696 · Office supplies expense	16.00	24.00
665 · Gift expense	0.00	20.93
744 · Telephone	178.64	244.00
708 · Postage and freight	170.92	127.75
736 · Supplies	20.98	207.18
709 · Printing and reproduction	0.00	62.05
684 · Meals	34.00	112.97
Total Expense	6,647.47	10,209.99
Net Ordinary Income	-3,410.75	-9,485.44
Other Income/Expense		
Other Expense		
9899 · Ask my accountant	70.00	0.00
Total Other Expense	70.00	0.00
Net Other Income	-70.00	0.00
Net Income	-3,480.75	-9,485.44

MEMO

To: City Council
From: Glen L. Black
Date: October 6, 2015
Subject: Broadband

GLB



City Manager

Staff has the following update on the Broadband project. Region 10 in partnership with a number of stakeholders applied for and received a DOLA grant for \$5.2 million to begin addressing Broadband needs on the Western Slope. The \$5.2 million represents approximately half of the \$9.5 million estimated budget for the Phase 1 buildout of the project which covers the communities of Delta and east Montrose Counties.

The costs assigned to City of Delta are as follows:

- New Build Routes \$596,276
- Community Anchor Builds \$786,156
- Community Anchor Equip \$148,500
- Design and Construction \$107,165
- Management \$207,365
- Total \$1,845,462
- DOLA 50% Match \$922,731
- City Contribution \$922,731

The Delta County Commissioners have made a commitment to help each of the Communities through funding the building of new routes. In review of the City, the discussion was potentially 50% of \$596,276. Staff in reviewing the proposed project is hoping that the actual costs will be significantly less than the projected cost. The 2016 budget currently has \$500,000 in ML&P for implementation of the grant.

MEMO

To: City Council
From: Glen L. Black *GLB*
Date: October 6, 2015
Subject: Other Budget Items



City Manager

Staff has several other items in the budget for your review.

City Hall Grant: We received a DOLA grant for the complete architectural design to remodel City Hall. The plan will include maintaining the historic qualities of the building, while updating HVAC, ADA accessibility (including elevator), and looking at energy efficiency. The project will also look into security for municipal court/council chambers and the potential consolidation of the police department into the building. We currently have the RFP out for architects and have money budgeted for 2016 for the project from CWCI.

Animal Shelter Expansion: We have \$21,000 budgeted this year which was planned for design and construction of an addition to the animal shelter. CAWS is our partner on the project and has applied for a grant. Staff is going to move these funds to 2016 when the project will be completed.

Pictometry Project: We are working with the County on a project for new Aerials of the City. Confluence Drive is completed and we need aerials showing the new route. We will enter into an MOU with the County for approximately \$24,000. CWCI will fund the project.

EDA Feasibility Study: This year we partnered with Region 10 and several others to leverage funds to acquire \$345,000 in grants from EDA and DOLA to have an economic development study completed for our area. I would propose showing \$30,000 to pursue other opportunities in 2016. We will potentially begin implementation of projects from the feasibility studies.

Tennis Courts at Cleland Park: The tennis courts at Cleland Park are currently closed. Staff is proposing to bid the replacement of 4 courts in 2016. The estimated cost of \$350,000 will be shown in the budget. Conservation Trust will match \$103,000 and parks will show \$247,000 funded through grants.