

== NOTICE OF MEETING ==

BUDGET AND FINANCE COMMITTEE

Committee Meeting – Friday, January 31, 2020 – 10:00 a.m.
Municipal Courtroom – Branson City Hall – 110 W. Maddux

AGENDA

- 1) Call to Order.
- 2) Roll Call.
- 3) Regular Reports:
 - a. Minutes of December 6, 2019.
 - b. Monthly Sales & Tourism Tax Reports.
 - c. Financials.
 - i. Monthly Unaudited Financials – November 2019.
 - ii. Cash Reconciliation & Balance Sheet.
- 4) Review of Disbursements & Approval of Disbursements \$50,000 and over (November/December 2019) and Outstanding Capital Disbursements as of 1/23/2019.
- 5) Review 2018 Branson Convention Center Incentive.
- 6) Discussion of City Investments.
- 7) Project Status Report.
- 8) Finance Director's Report.
- 9) Adjourn.

Where Values are the Difference

JANUARY: VISION

Planning for the future and encouraging growth

Posted: January 28, 2020

At: _____ By: _____

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For more information please visit www.bransonmo.gov or contact:

Lisa Westfall, City Clerk, 417-337-8522

MINUTES

MEETING OF
THE BUDGET & FINANCE COMMITTEE
CITY OF BRANSON, MISSOURI
December 6, 2019

1) CALL TO ORDER.

The Budget and Finance Committee of the City of Branson, Missouri met for a meeting in the Courtroom of the Branson City Hall on December 6, 2019, at 10:00 a.m.

2) ROLL CALL.

Members Present: Edd Akers, City Administrator Stan Dobbins, Alderman Larry Milton, Alderman Bob Simmons, and Pamela Yancey. Absent: Rod Romine.

Also present were: Finance Director Jamie Rouch, Assistant Finance Director Stacy McAllister, Financial Analyst Melissa Sill, Assistant City Administrator John Manning, Utilities Director Mike Ray, Public Works and Engineering Director Keith Francis, Communications Manager Melody Petit.

FINANCE COMMITTEE REGULAR REPORTS:

3A) MINUTES OF OCTOBER 31, 2019.

Mayor Edd Akers asked for a motion approving the minutes of October 31, 2019. Stan Dobbins moved to approve, seconded by Pamela Yancey. Ayes: 6. Noes: 0. Motion carried.

Rod Romine joined the meeting at 10:05 a.m.

3B) MONTHLY SALES & TOURISM TAX REPORTS.

Financial Analyst Melissa Sill presented the monthly sales and tourism tax reports to the Committee.

3C) FINANCIALS: MONTHLY UNAUDITED FINANCIALS FOR SEPTEMBER 2019.

Finance Director Jamie Rouch presented the unaudited financials for October 2019.

4) REVIEW OF DISBURSEMENTS & APPROVAL OF DISBURSEMENTS \$50,000 AND OVER (OCTOBER/NOVEMBER 2019) AND OUTSTANDING CAPITAL DISBURSEMENTS.

Discussion was held. Rod Romine moved to acknowledge receipt and review of the disbursements, seconded by Alderman Larry Milton. Ayes: 6, Noes: 0. Motion carried.

5) DISCUSSION OF S&S PUMPING REVENUE CONTRACT RENEWAL.

Utilities Director Mike Ray explained this is a continuation of a revenue contract with S&S Pumping that services residential homes with septic tanks. This allows S&S Pumping to utilize the city's sewer processing plants to eliminate septic waste. The contract must be recommended for Board approval. Ayes: 6. Noes: 0. Motion carried.

6) PROJECT STATUS REPORT.

Jamie Rouch presented the project status report.

7) FINANCE DIRECTOR'S REPORT.

Jamie Rouch updated the Board on roll-over dollars available to the Chamber of Commerce/CVB for marketing expenses.

Jamie Rouch and Stan Dobbins explained a double read will be necessary for the budget amendment to meet the terms of payment by the City under the Pay for Performance (PFP) agreement with the Branson Airport.

13) ADJOURN.

Mayor Edd Akers asked for a motion to adjourn. Alderman Larry Milton moved to adjourn, seconded by Administrator Stan Dobbins. Ayes: 6, Noes: 0.

CITY OF BRANSON
1% SALES TAX - 10 YEAR HISTORY
CALENDAR YEARS 2010-2019

| | *** 2011 *** | | *** 2012 *** | | *** 2013 *** | | *** 2014 *** | | *** 2015 *** | | *** 2016 *** | | *** 2017 *** | | *** 2018 *** | | *** 2019 *** | | *** 2020 *** | |
|-------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|
| | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr |
| Jan | 1,027,193 | -15.5% | 1,102,372 | 7.3% | 1,055,218 | -4.3% | 1,005,325 | -4.7% | 1,188,850 | 18.3% | 1,171,427 | -1.5% | 1,277,877 | 9.1% | 1,052,731 | -17.6% | 1,264,657 | 20.1% | 1,201,005 | -5.0% |
| Feb | 872,137 | 38.9% | 700,072 | -19.7% | 797,547 | 13.9% | 842,297 | 5.6% | 773,953 | -8.1% | 747,860 | -3.4% | 895,748 | 19.8% | 1,071,224 | 19.6% | 1,046,299 | -2.3% | | |
| Mar | 466,443 | -19.4% | 560,427 | 20.1% | 539,224 | -3.8% | 528,733 | -1.9% | 632,686 | 19.7% | 761,002 | 20.3% | 626,382 | -17.7% | 740,489 | 18.2% | 772,556 | 4.3% | | |
| Apr | 500,144 | -0.7% | 527,521 | 5.5% | 561,249 | 6.4% | 476,481 | -15.1% | 516,394 | 8.4% | 535,466 | 3.7% | 549,936 | 2.7% | 555,125 | 0.9% | 480,012 | -13.5% | | |
| May | 578,643 | 19.8% | 530,730 | -8.3% | 586,601 | 10.5% | 712,533 | 21.5% | 659,564 | -7.4% | 633,340 | -4.0% | 702,639 | 10.9% | 811,056 | 15.4% | 744,690 | -8.2% | | |
| Jun | 707,881 | -6.4% | 838,921 | 18.5% | 884,551 | 5.4% | 775,097 | -12.4% | 832,527 | 7.4% | 1,023,756 | 23.0% | 848,067 | -17.2% | 835,492 | -1.5% | 896,118 | 7.3% | | |
| Jul | 965,134 | 6.9% | 892,875 | -7.5% | 849,112 | -4.9% | 1,077,256 | 26.9% | 1,044,466 | -3.0% | 962,055 | -7.9% | 1,053,686 | 9.5% | 1,124,500 | 6.7% | 959,265 | -14.7% | | |
| Aug | 700,965 | -1.3% | 860,669 | 22.8% | 793,781 | -7.8% | 905,937 | 14.1% | 907,697 | 0.2% | 877,036 | -3.4% | 940,088 | 7.2% | 997,753 | 6.1% | 1,004,061 | 0.6% | | |
| Sep | 1,553,222 | 1.2% | 1,417,529 | -8.7% | 1,547,304 | 9.2% | 1,428,159 | -7.7% | 1,612,942 | 12.9% | 1,701,940 | 5.5% | 1,445,291 | -15.1% | 1,615,227 | 11.8% | 1,628,850 | 0.8% | | |
| Oct | 958,250 | -7.5% | 872,521 | -8.9% | 987,083 | 13.1% | 1,212,860 | 22.9% | 1,117,661 | -7.8% | 1,087,568 | -2.7% | 988,420 | -9.1% | 946,822 | -4.2% | 1,057,784 | 11.7% | | |
| Nov | 653,968 | 1.1% | 730,469 | 11.7% | 766,174 | 4.9% | 704,673 | -8.0% | 722,703 | 2.6% | 711,752 | -1.5% | 754,292 | 6.0% | 876,370 | 16.2% | 785,635 | -10.4% | | |
| Dec | 1,215,679 | 29.9% | 1,081,007 | -11.1% | 1,054,173 | -2.5% | 1,065,829 | 1.1% | 1,193,438 | 12.0% | 1,211,867 | 1.5% | 1,296,133 | 7.0% | 976,243 | -24.7% | 1,098,764 | 12.6% | | |
| TOTAL | \$10,199,658 | 2.7% | \$10,115,112 | -0.8% | \$10,422,018 | 3.0% | \$10,735,178 | 3.0% | \$11,202,880 | 4.4% | \$11,425,069 | 2.0% | \$11,378,560 | -0.4% | 11,603,032 | 2.0% | 11,738,689 | 1.2% | | |
| | *** 2011 *** | | *** 2012 *** | | *** 2013 *** | | *** 2014 *** | | *** 2015 *** | | *** 2016 *** | | *** 2017 *** | | *** 2018 *** | | *** 2019 *** | | *** 2020 *** | |
| | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr | | | | |
| Jan | 1,027,193 | -15.5% | 1,102,372 | 7.3% | 1,055,218 | -4.3% | 1,005,325 | -4.7% | 1,188,850 | 18.3% | 1,171,427 | -1.5% | 1,277,877 | 9.1% | 1,052,731 | -17.6% | 1,264,657 | 20.1% | 1,201,005 | -5.0% |
| Feb | 1,899,330 | 3.0% | 1,802,444 | -5.1% | 1,852,765 | 2.8% | 1,847,623 | -0.3% | 1,962,803 | 6.2% | 1,919,287 | -2.2% | 2,173,625 | 13.3% | 2,123,955 | -2.3% | 2,310,956 | 8.8% | | |
| Mar | 2,365,773 | -2.4% | 2,362,871 | -0.1% | 2,391,988 | 1.2% | 2,376,355 | -0.7% | 2,595,489 | 9.2% | 2,680,289 | 3.3% | 2,800,006 | 4.5% | 2,864,444 | 2.3% | 3,083,511 | 7.6% | | |
| Apr | 2,865,917 | -2.1% | 2,890,392 | 0.9% | 2,953,238 | 2.2% | 2,852,836 | -3.4% | 3,111,884 | 9.1% | 3,215,755 | 3.3% | 3,349,943 | 4.2% | 3,419,569 | 2.1% | 3,563,523 | 4.2% | | |
| May | 3,444,559 | 1.0% | 3,421,122 | -0.7% | 3,539,839 | 3.5% | 3,565,369 | 0.7% | 3,771,448 | 5.8% | 3,849,095 | 2.1% | 4,052,581 | 5.3% | 4,230,625 | 4.4% | 4,308,214 | 1.8% | | |
| Jun | 4,152,441 | -0.3% | 4,260,042 | 2.6% | 4,424,390 | 3.9% | 4,340,465 | -1.9% | 4,603,975 | 6.1% | 4,872,850 | 5.8% | 4,900,648 | 0.6% | 5,066,117 | 3.4% | 5,204,331 | 2.7% | | |
| Jul | 5,117,575 | 1.0% | 5,152,917 | 0.7% | 5,273,502 | 2.3% | 5,417,721 | 2.7% | 5,648,441 | 4.3% | 5,834,906 | 3.3% | 5,954,334 | 2.0% | 6,190,617 | 4.0% | 6,163,596 | -0.4% | | |
| Aug | 5,818,540 | 0.7% | 6,013,586 | 3.4% | 6,067,284 | 0.9% | 6,323,658 | 4.2% | 6,556,137 | 3.7% | 6,711,942 | 2.4% | 6,894,423 | 2.7% | 7,188,370 | 4.3% | 7,167,657 | -0.3% | | |
| Sep | 7,371,762 | 0.8% | 7,431,115 | 0.8% | 7,614,588 | 2.5% | 7,751,817 | 1.8% | 8,169,079 | 5.4% | 8,413,882 | 3.0% | 8,339,714 | -0.9% | 8,803,597 | 5.6% | 8,796,507 | -0.1% | | |
| Oct | 8,330,012 | -0.2% | 8,303,636 | -0.3% | 8,601,671 | 3.6% | 8,964,676 | 4.2% | 9,286,740 | 3.6% | 9,501,450 | 2.3% | 9,328,134 | -1.8% | 9,750,419 | 4.5% | 9,854,291 | 1.1% | | |
| Nov | 8,983,979 | -0.1% | 9,034,105 | 0.6% | 9,367,845 | 3.7% | 9,669,349 | 3.2% | 10,009,443 | 3.5% | 10,213,202 | 2.0% | 10,082,427 | -1.3% | 10,626,788 | 5.4% | 10,639,925 | 0.1% | | |
| Dec | \$10,199,658 | 2.7% | \$10,115,112 | -0.8% | \$10,422,018 | 3.0% | \$10,735,178 | 3.0% | 11,202,880 | 4.4% | 11,425,069 | 2.0% | 11,378,560 | -0.4% | 11,603,032 | 2.0% | 11,738,689 | 1.2% | | |

CONTENTS: This report is prepared from the 1% sales tax payments received by the City's Finance Department from the Missouri Department of Revenue on a monthly basis. Tax amounts on this report are reflected in the month that tax payments are received. For example, taxes received by the city in the month of January reflects primarily business tax returns filed with the Dept. of Revenue in December for business sales occurring mostly in November. There are no accruals made to this report as it reflects receipts on a cash basis for the month. If a business is paying back taxes, the numbers are reflected in the month that the business actually paid their taxes. This report is prepared between the 5th and 7th working day of the month.

CITY OF BRANSON
1/2% TRANSPORTATION SALES TAX HISTORY
CALENDAR YEARS 2010-2019

| | *** 2011 *** | | *** 2012 *** | | *** 2013 *** | | *** 2014 *** | | *** 2015 *** | | *** 2016 *** | | *** 2017 *** | | *** 2018 *** | | *** 2019 *** | | *** 2020 *** | |
|-------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|----------------|-------------------------|
| | MONTHLY AMOUNT | Incr/Decr over Prior Yr |
| Jan | 511,369 | -15.5% | 548,295 | 7.2% | 521,413 | -4.9% | 499,179 | -4.3% | 588,272 | 17.8% | 583,342 | -0.8% | 634,525 | 8.8% | 521,673 | -17.8% | 626,778 | 20.1% | 595,471 | -5.0% |
| Feb | 435,181 | 38.7% | 349,725 | -19.6% | 397,928 | 13.8% | 417,967 | 5.0% | 386,777 | -7.5% | 373,298 | -3.5% | 444,133 | 19.0% | 534,329 | 20.3% | 518,450 | -3.0% | | |
| Mar | 229,070 | -18.7% | 270,621 | 18.1% | 264,211 | -2.4% | 258,199 | -2.3% | 305,134 | 18.2% | 370,640 | 21.5% | 306,719 | -17.2% | 357,520 | 16.6% | 378,330 | 5.8% | | |
| Apr | 239,352 | -2.7% | 258,820 | 8.1% | 271,208 | 4.8% | 231,135 | -14.8% | 252,279 | 9.1% | 262,198 | 3.9% | 268,036 | 2.2% | 269,111 | 0.4% | 234,433 | -12.9% | | |
| May | 289,073 | 19.8% | 264,994 | -8.3% | 292,039 | 10.2% | 350,137 | 19.9% | 329,178 | -6.0% | 316,622 | -3.8% | 345,585 | 9.1% | 405,152 | 17.2% | 366,572 | -9.5% | | |
| Jun | 346,457 | -6.7% | 412,026 | 18.9% | 433,184 | 5.1% | 381,445 | -11.9% | 409,302 | 7.3% | 501,944 | 22.6% | 418,916 | -16.5% | 412,216 | -1.6% | 437,410 | 6.1% | | |
| Jul | 479,614 | 6.9% | 443,331 | -7.6% | 421,087 | -5.0% | 531,489 | 26.2% | 515,862 | -2.9% | 477,684 | -7.4% | 519,823 | 8.8% | 552,629 | 6.3% | 478,806 | -13.4% | | |
| Aug | 350,293 | -1.3% | 429,911 | 22.7% | 396,495 | -7.8% | 452,385 | 14.1% | 452,942 | 0.1% | 438,172 | -3.3% | 466,243 | 6.4% | 498,132 | 6.8% | 499,700 | 0.3% | | |
| Sep | 768,456 | 1.1% | 702,030 | -8.6% | 765,952 | 9.1% | 710,151 | -7.3% | 798,240 | 12.4% | 842,548 | 5.6% | 721,883 | -14.3% | 801,958 | 11.1% | 808,265 | 0.8% | | |
| Oct | 473,797 | -7.6% | 429,820 | -9.3% | 488,749 | 13.7% | 596,042 | 22.0% | 553,149 | -7.2% | 538,299 | -2.7% | 489,126 | -9.1% | 466,611 | -4.6% | 521,653 | 11.8% | | |
| Nov | 326,567 | 1.1% | 364,942 | 11.8% | 382,896 | 4.9% | 352,228 | -8.0% | 361,040 | 2.5% | 354,690 | -1.8% | 375,699 | 5.9% | 431,466 | 14.8% | 385,506 | -10.7% | | |
| Dec | 600,435 | 30.2% | 536,603 | -10.6% | 522,584 | -2.6% | 528,409 | 1.1% | 588,419 | 11.4% | 601,082 | 2.2% | 634,356 | 5.5% | 483,241 | -23.8% | 543,638 | 12.5% | | |
| TOTAL | \$5,049,665 | 0.3% | \$5,011,120 | -0.8% | \$5,157,744 | 2.9% | \$5,308,766 | 2.9% | \$5,540,594 | 9.0% | \$5,660,518 | 2.2% | \$5,625,044 | -0.6% | \$5,734,037 | 1.9% | \$5,799,540 | 1.1% | | |

| | *** 2011 *** | | *** 2012 *** | | *** 2013 *** | | *** 2014 *** | | *** 2015 *** | | *** 2016 *** | | *** 2017 *** | | *** 2018 *** | | *** 2019 *** | | *** 2020 *** | |
|-----|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|
| | 605,302 | Incr/Decr over Prior Yr | YTD AMOUNT | Incr/Decr over Prior Yr |
| Jan | 511,369 | -15.5% | 548,295 | 7.2% | 521,413 | -4.9% | 499,179 | -4.3% | 588,272 | 17.8% | 583,342 | -0.8% | 634,525 | 8.8% | 521,673 | -17.8% | 626,778 | 20.1% | 595,471 | -5.0% |
| Feb | 946,550 | 3.0% | 898,020 | -5.1% | 919,341 | 2.4% | 917,147 | -0.2% | 975,049 | 6.3% | 956,639 | -1.9% | 1,078,658 | 12.8% | 1,056,001 | -2.1% | 1,145,228 | 8.4% | | |
| Mar | 1,175,620 | -2.1% | 1,168,641 | -0.6% | 1,183,552 | 1.3% | 1,175,345 | -0.7% | 1,280,183 | 8.9% | 1,327,279 | 3.7% | 1,385,377 | 4.4% | 1,413,521 | 2.0% | 1,523,558 | 7.8% | | |
| Apr | 1,414,972 | -2.2% | 1,427,462 | 0.9% | 1,454,759 | 1.9% | 1,406,480 | -3.3% | 1,532,462 | 9.0% | 1,589,478 | 3.7% | 1,653,413 | 4.0% | 1,682,632 | 1.8% | 1,757,991 | 4.5% | | |
| May | 1,704,046 | 0.9% | 1,692,456 | -0.7% | 1,746,798 | 3.2% | 1,756,617 | 0.6% | 1,861,641 | 6.0% | 1,906,099 | 2.4% | 1,998,998 | 4.9% | 2,087,785 | 4.4% | 2,124,563 | 1.8% | | |
| Jun | 2,050,503 | -0.4% | 2,104,482 | 2.6% | 2,179,983 | 3.6% | 2,138,062 | -1.9% | 2,270,942 | 6.2% | 2,408,044 | 6.0% | 2,417,914 | 0.4% | 2,500,001 | 3.4% | 2,561,973 | 2.5% | | |
| Jul | 2,530,117 | 0.9% | 2,547,813 | 0.7% | 2,601,069 | 2.1% | 2,669,551 | 2.6% | 2,786,804 | 4.4% | 2,885,727 | 3.5% | 2,937,737 | 1.8% | 3,052,629 | 3.9% | 3,040,778 | -0.4% | | |
| Aug | 2,880,410 | 0.6% | 2,977,725 | 3.4% | 2,997,564 | 0.7% | 3,121,937 | 4.1% | 3,239,746 | 3.8% | 3,323,899 | 2.6% | 3,403,980 | 2.4% | 3,550,761 | 4.3% | 3,540,478 | -0.3% | | |
| Sep | 3,648,866 | 0.7% | 3,679,755 | 0.8% | 3,763,516 | 2.3% | 3,832,087 | 1.8% | 4,037,986 | 5.4% | 4,166,447 | 3.2% | 4,125,863 | -1.0% | 4,352,719 | 5.5% | 4,348,743 | -0.1% | | |
| Oct | 4,122,662 | -0.3% | 4,109,575 | -0.3% | 4,252,265 | 3.5% | 4,428,129 | 4.1% | 4,591,135 | 3.7% | 4,704,747 | 2.5% | 4,614,989 | -1.9% | 4,819,330 | 4.4% | 4,870,396 | 1.1% | | |
| Nov | 4,449,230 | -0.2% | 4,474,517 | 0.6% | 4,635,160 | 3.6% | 4,780,357 | 3.1% | 4,952,175 | 3.6% | 5,059,436 | 2.2% | 4,990,688 | -1.4% | 5,250,796 | 5.2% | 5,255,902 | 0.1% | | |
| Dec | 5,049,665 | 2.6% | 5,011,120 | -0.8% | 5,157,744 | 2.9% | 5,308,766 | 2.9% | 5,540,594 | 4.4% | 5,660,518 | 2.2% | 5,625,044 | -0.6% | 5,734,037 | 1.9% | 5,799,540 | 1.1% | | |

CONTENTS: This report is prepared from the 1/2% sales tax payments received by the City's Finance Department from the Missouri Department of Revenue on a monthly basis. Tax amounts on this report are reflected in the month that tax payments are received. For example, taxes received by the city in the month of January reflect primarily business tax returns filed with the Dept. of Revenue in December for business sales occurring mostly in November. There are no accruals made to this report as it reflects receipts on a cash basis for the month. If a business is paying back taxes, the numbers are reflected in the month that the business actually paid their taxes. This report is prepared between the 5th and 7th working day of the month.

CITY OF BRANSON
1/2% PUBLIC SAFETY SALES TAX HISTORY
CALENDAR YEARS 2018-2020

| | *** 2018 *** | | *** 2019 *** | | *** 2020 *** | |
|--------------|--------------------|-------------------------|---------------------|-------------------------|----------------|-------------------------|
| | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr | MONTHLY AMOUNT | Inc/ Decr over Prior Yr |
| Jan | \$ - | n/a | \$ 626,416 | n/a | \$ 593,866 | -5.2% |
| Feb | - | n/a | 521,253 | n/a | | |
| Mar | - | n/a | 370,405 | n/a | | |
| Apr | - | n/a | 231,764 | n/a | | |
| May | 9,020 | n/a | 366,294 | n/a | | |
| Jun | 257,175 | n/a | 434,865 | 69% | | |
| Jul | 529,780 | n/a | 473,456 | -11% | | |
| Aug | 483,588 | n/a | 492,511 | 2% | | |
| Sep | 793,439 | n/a | 807,536 | 2% | | |
| Oct | 457,869 | n/a | 520,724 | 14% | | |
| Nov | 426,069 | n/a | 383,353 | -10% | | |
| Dec | 478,505 | n/a | 542,498 | 13% | | |
| TOTAL | \$3,435,445 | n/a | \$ 5,771,075 | n/a | | |

| | *** 2018 *** | | *** 2019 *** | | *** 2020 *** | |
|-----|--------------|-------------------------|--------------|-------------------------|--------------|-------------------------|
| | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr | YTD AMOUNT | Inc/ Decr over Prior Yr |
| Jan | \$ - | n/a | \$ 626,416 | n/a | \$ 593,866 | -5.2% |
| Feb | - | n/a | 1,147,669 | n/a | | |
| Mar | - | n/a | 1,518,074 | n/a | | |
| Apr | - | n/a | 1,749,838 | n/a | | |
| May | 9,020 | n/a | 2,116,132 | n/a | | |
| Jun | 266,195 | n/a | 2,550,997 | n/a | | |
| Jul | 795,975 | n/a | 3,024,453 | n/a | | |
| Aug | 1,279,562 | n/a | 3,516,964 | n/a | | |
| Sep | 2,073,001 | n/a | 4,324,500 | n/a | | |
| Oct | 2,530,870 | n/a | 4,845,224 | n/a | | |
| Nov | 2,956,939 | n/a | 5,228,577 | n/a | | |
| Dec | \$ 3,435,445 | n/a | \$ 5,771,075 | n/a | | |

CONTENTS: This report is prepared from the 1/2% sales tax payments received by the City's Finance Department from the Missouri Department of Revenue on a monthly basis. Tax amounts on this report are reflected in the month that tax payments are received. For example, taxes received by the city in the month of January reflect primarily business tax returns filed with the Dept. of Revenue in December for business sales occurring mostly in November. There are no accruals made to this report as it reflects receipts on a cash basis for the month. If a business is paying back taxes, the numbers are reflected in the month that the business actually paid their taxes. This report is prepared between the 5th and 7th working day of the month.

CITY OF BRANSON
TOURISM TAX HISTORY
CALENDAR YEAR 2010-2019

| | *** 2010 *** | | *** 2011 *** | | *** 2012 *** | | *** 2013 *** | | *** 2014 *** | | *** 2015 *** | | *** 2016 *** | | *** 2017 *** | | *** 2018 *** | | *** 2019 *** | |
|--------------|---------------------|-------------|---------------------|--------------|---------------------|--------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|---------------------|--------------|---------------------|-------------|---------------------|--------------|
| | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change | MONTHLY AMOUNT | % Change |
| Jan | \$402,427 | -12.5% | \$665,210 | 65.3% | \$780,208 | 17.3% | \$771,490 | -1.1% | \$682,443 | -11.5% | \$814,630 | 19.4% | \$869,687 | 6.8% | \$959,717 | 10.4% | \$1,133,887 | 18.1% | \$1,031,748 | -9.0% |
| Feb | 487,241 | 8.4% | 250,915 | -48.5% | 191,090 | -23.8% | 186,120 | -2.6% | 179,791 | -3.4% | 229,404 | 27.6% | 235,315 | 2.6% | 209,515 | -11.0% | 200,196 | -4.4% | 272,371 | 36.1% |
| Mar | 302,698 | 21.9% | 186,401 | -38.4% | 240,017 | 28.8% | 232,217 | -3.2% | 261,358 | 12.5% | 256,598 | -1.8% | 291,110 | 13.5% | 278,834 | -4.2% | 275,839 | -1.1% | 250,194 | -9.3% |
| Apr | 475,319 | -5.6% | 654,383 | 37.7% | 622,856 | -4.8% | 689,536 | 10.7% | 783,034 | 13.6% | 789,841 | 0.9% | 927,865 | 17.5% | 1,029,097 | 10.9% | 1,080,019 | 4.9% | 989,349 | -8.4% |
| May | 856,892 | 2.4% | 636,558 | -25.7% | 619,625 | -2.7% | 724,353 | 16.9% | 663,858 | -8.4% | 736,997 | 11.0% | 864,860 | 17.3% | 798,613 | -7.7% | 852,226 | 6.7% | 749,765 | -12.0% |
| Jun | 937,717 | 2.6% | 896,445 | -4.4% | 873,964 | -2.5% | 910,835 | 4.2% | 1,001,085 | 9.9% | 962,676 | -3.8% | 1,073,058 | 11.5% | 1,010,141 | -5.9% | 1,103,933 | 9.3% | 1,072,875 | -2.8% |
| Jul | 1,294,641 | 17.3% | 1,290,434 | -0.3% | 1,301,736 | 0.9% | 1,338,397 | 2.8% | 1,445,844 | 8.0% | 1,504,418 | 4.1% | 1,487,776 | -1.1% | 1,592,425 | 7.0% | 1,721,745 | 8.1% | 1,524,016 | -11.5% |
| Aug | 1,813,450 | -2.3% | 1,729,647 | -4.6% | 1,578,247 | -8.8% | 1,685,966 | 6.8% | 1,825,376 | 8.3% | 1,891,692 | 3.6% | 2,119,209 | 12.0% | 1,985,621 | -6.3% | 2,088,969 | 5.2% | 2,068,808 | -1.0% |
| Sep | 1,335,643 | 12.9% | 1,191,556 | -10.8% | 1,095,304 | -8.1% | 1,257,531 | 14.8% | 1,349,367 | 7.3% | 1,293,380 | -4.1% | 1,284,153 | -0.7% | 1,258,678 | -2.0% | 1,301,166 | 3.4% | 1,343,425 | 3.2% |
| Oct | 1,084,011 | 54.1% | 1,091,906 | 0.7% | 1,023,075 | -6.3% | 980,761 | -4.1% | 935,094 | -4.7% | 1,131,607 | 21.0% | 1,140,746 | 0.8% | 1,147,325 | 0.6% | 1,127,948 | -1.7% | 1,020,323 | -9.5% |
| Nov | 1,273,301 | -20.0% | 1,261,632 | -0.9% | 1,159,007 | -8.1% | 1,105,857 | -4.6% | 1,200,091 | 8.5% | 1,138,315 | -5.1% | 1,377,608 | 21.0% | 1,198,775 | -13.0% | 1,232,146 | 2.8% | 1,173,511 | -4.8% |
| Dec | 1,515,762 | 1.4% | 1,370,475 | -9.6% | 1,399,140 | 2.1% | 1,318,035 | -5.8% | 1,399,292 | 6.2% | 1,340,369 | -4.2% | 1,523,514 | 13.7% | 1,472,320 | -3.4% | 1,460,618 | -0.8% | 1,478,763 | 1.2% |
| TOTAL | \$11,779,099 | 3.8% | \$11,225,562 | -4.7% | \$10,884,269 | -3.0% | \$11,201,099 | 2.9% | \$11,726,634 | 4.7% | \$12,089,928 | 3.1% | \$13,194,901 | 9.1% | \$12,941,062 | -1.9% | \$13,578,693 | 4.9% | \$12,975,150 | -4.4% |
| | YTD AMOUNT | % Change | YTD AMOUNT | % Change | YTD AMOUNT | % Change | YTD AMOUNT | % Change | YTD AMOUNT | % Change | YTD AMOUNT | % Change | YTD AMOUNT | % Change | YTD AMOUNT | % Change | YTD AMOUNT | % Change | YTD AMOUNT | % Change |
| Jan | 402,427 | -12.5% | 665,210 | 65.3% | 780,208 | 17.3% | 771,490 | -1.1% | 682,443 | -11.5% | 814,630 | 19.4% | 869,687 | 6.8% | 959,717 | 10.4% | \$1,133,887 | 18.1% | \$1,031,748 | -9.0% |
| Feb | 889,668 | -2.2% | 916,125 | 3.0% | 971,298 | 6.0% | 957,610 | -1.4% | 862,234 | -10.0% | 1,044,034 | 21.1% | 1,105,002 | 5.8% | 1,169,233 | 5.8% | \$1,334,083 | 14.1% | \$1,304,119 | -2.2% |
| Mar | 1,192,366 | 3.0% | 1,102,526 | -7.5% | 1,211,315 | 9.9% | 1,189,827 | -1.8% | 1,123,593 | -5.6% | 1,300,632 | 15.8% | 1,396,112 | 7.3% | 1,448,067 | 3.7% | \$1,609,922 | 11.2% | \$1,554,313 | -3.5% |
| Apr | 1,667,684 | 0.4% | 1,756,909 | 5.4% | 1,834,172 | 4.4% | 1,879,363 | 2.5% | 1,906,627 | 1.5% | 2,090,473 | 9.6% | 2,323,977 | 11.2% | 2,477,164 | 6.6% | \$2,689,941 | 8.6% | \$2,543,662 | -5.4% |
| May | 2,524,576 | 1.0% | 2,393,467 | -5.2% | 2,453,797 | 2.5% | 2,603,716 | 6.1% | 2,570,485 | -1.3% | 2,827,471 | 10.0% | 3,188,837 | 12.8% | 3,275,778 | 2.7% | \$3,542,167 | 8.1% | \$3,293,428 | -7.0% |
| Jun | 3,462,293 | 1.5% | 3,289,912 | -5.0% | 3,327,761 | 1.2% | 3,514,550 | 5.6% | 3,571,569 | 1.6% | 3,790,147 | 6.1% | 4,261,895 | 12.4% | 4,285,919 | 0.6% | \$4,646,100 | 8.4% | \$4,366,303 | -6.0% |
| Jul | 4,756,933 | 5.3% | 4,580,346 | -3.7% | 4,629,497 | 1.1% | 4,852,948 | 4.8% | 5,017,413 | 3.4% | 5,294,565 | 5.5% | 5,749,672 | 8.6% | 5,878,344 | 2.2% | \$6,367,846 | 8.3% | \$5,890,319 | -7.5% |
| Aug | 6,570,383 | 3.1% | 6,309,993 | -4.0% | 6,207,743 | -1.6% | 6,538,914 | 5.3% | 6,842,789 | 4.6% | 7,186,257 | 5.0% | 7,868,880 | 9.5% | 7,863,965 | -0.1% | \$8,456,815 | 7.5% | \$7,959,127 | -5.9% |
| Sep | 7,906,026 | 4.6% | 7,501,549 | -5.1% | 7,303,047 | -2.6% | 7,796,445 | 6.8% | 8,192,156 | 5.1% | 8,479,637 | 3.5% | 9,153,033 | 7.9% | 9,122,643 | -0.3% | \$9,757,981 | 7.0% | \$9,302,553 | -4.7% |
| Oct | 8,990,037 | 8.9% | 8,593,454 | -4.4% | 8,326,122 | -3.1% | 8,777,206 | 5.4% | 9,127,251 | 4.0% | 9,611,244 | 5.3% | 10,293,779 | 7.1% | 10,269,968 | -0.2% | \$10,885,929 | 6.0% | \$10,322,876 | -5.2% |
| Nov | 10,263,337 | 4.2% | 9,855,086 | -4.0% | 9,485,129 | -3.8% | 9,883,064 | 4.2% | 10,327,341 | 4.5% | 10,749,559 | 4.1% | 11,671,387 | 8.6% | 11,468,743 | -1.7% | \$12,118,076 | 5.7% | \$11,496,387 | -5.1% |
| Dec | 11,779,099 | 3.8% | \$11,225,562 | -4.7% | \$10,884,269 | -3.0% | \$11,201,099 | 2.9% | \$11,726,634 | 4.7% | \$12,089,928 | 3.1% | \$13,194,901 | 9.1% | 12,941,062 | -1.9% | \$13,578,693 | 4.9% | \$12,975,150 | -4.4% |

CONTENTS: This report is prepared from Branson business payments received by the City's Finance Department on monthly tourism tax forms. Tax totals on this report are reflected in the month that tax payments are received. For example, taxes received by the city in the month of December reflects primarily business sales made in November. There are no accruals made to this report as it reflects receipts on a cash basis for each month in the CALENDAR YEAR. If a business is paying back taxes, the numbers are reflected in the most recent reporting month. Interest and penalties are reflected in this report. This report is prepared on the 1st or 2nd working day of the month. Amounts include associated penalties and interest.

| CITY OF BRANSON | | | | | | | | |
|---|-----------------------|-----------------------|-----------------------|---------------------|-----------------------|---------------------------|------------------------|--|
| TOURISM TAX RECEIPTS - BREAKDOWN BY BUSINESS CLASSIFICATION | | | | | | | | |
| 2019 | Amusements | Theaters | Hotels & Motels | Campground | Nightly Rentals | Restaurants & Concessions | 2019 TOTALS | % Change as Compared to Same Month Last Year |
| January | 169,396.60 | 307,026.30 | 370,824.61 | 3,206.90 | 88,800.98 | 92,492.44 | 1,031,747.83 | -9.0% |
| February | 56,067.34 | 51,162.54 | 102,736.72 | 948.17 | 17,786.97 | 43,669.68 | 272,371.42 | 36.1% |
| March | 44,200.01 | 27,936.10 | 111,261.53 | 1,063.70 | 22,239.41 | 43,493.20 | 250,193.95 | -9.3% |
| April | 211,429.12 | 215,867.65 | 388,413.36 | 6,350.13 | 74,079.76 | 93,209.23 | 989,349.25 | -8.4% |
| May | 107,279.29 | 174,500.60 | 323,824.28 | 10,010.48 | 55,265.97 | 78,884.61 | 749,765.23 | -12.0% |
| June | 193,592.69 | 235,423.99 | 445,062.20 | 16,929.84 | 85,360.99 | 96,505.60 | 1,072,875.31 | -2.8% |
| July | 330,490.40 | 275,479.11 | 622,056.21 | 17,019.21 | 146,419.15 | 132,551.76 | 1,524,015.84 | -11.5% |
| August | 492,734.15 | 362,231.06 | 843,447.87 | 29,084.05 | 192,051.63 | 149,259.70 | 2,068,808.46 | -1.0% |
| September | 305,085.78 | 237,166.92 | 550,617.56 | 16,785.16 | 118,457.50 | 115,312.55 | 1,343,425.47 | 3.2% |
| October | 140,694.07 | 261,599.32 | 428,390.57 | 13,183.53 | 78,012.82 | 98,443.04 | 1,020,323.35 | -9.5% |
| November | 143,046.73 | 268,976.09 | 538,315.16 | 25,200.07 | 91,170.21 | 106,802.90 | 1,173,511.16 | -4.7% |
| December | 129,534.54 | 502,587.82 | 612,112.29 | 11,829.08 | 117,027.59 | 105,671.31 | 1,478,762.63 | 1.2% |
| TOTAL | \$2,323,550.72 | \$2,919,957.50 | \$5,337,062.36 | \$151,610.32 | \$1,086,672.98 | \$1,156,296.02 | \$12,975,149.90 | -4.4% |
| YEAR-TO-DATE COMPARISON | | | | | | | | |
| YTD 2018 | \$2,272,379.45 | \$3,542,248.93 | \$5,433,454.45 | \$142,215.43 | \$1,044,205.13 | \$1,143,623.22 | \$13,578,126.61 | |
| YTD 2019 | \$2,323,550.72 | \$2,919,957.50 | \$5,337,062.36 | \$151,610.32 | \$1,086,672.98 | \$1,156,296.02 | \$12,975,149.90 | |
| Net Incr(Decr) | 2.3% | -17.6% | -1.8% | 6.6% | 4.1% | 1.1% | -4.4% | |
| SAME MONTH COMPARISON | | | | | | | | |
| Dec-18 | 136,346.23 | 553,939.23 | 568,093.39 | 11,470.14 | 88,952.80 | 101,806.49 | 1,460,608.28 | |
| Dec-19 | 129,534.54 | 502,587.82 | 612,112.29 | 11,829.08 | 117,027.59 | 105,671.31 | 1,478,762.63 | |
| Net Incr(Decr) | -5.0% | -9.3% | 7.7% | 3.1% | 31.6% | 3.8% | 1.2% | |
| 2018 | Amusements | Theaters | Hotels & Motels | Campground | Nightly Rentals | Restaurants & Concessions | 2018 TOTALS | |
| January | \$161,895.16 | 392,097.66 | 398,156.36 | 5,534.03 | 81,890.48 | 94,313.36 | \$1,133,887.05 | |
| February | 33,304.27 | 33,967.97 | 74,495.13 | 525.30 | 18,482.27 | 39,421.09 | \$200,196.03 | |
| March | 38,941.34 | 36,143.68 | 136,390.49 | 1,057.43 | 20,004.63 | 43,301.83 | \$275,839.40 | |
| April | 214,340.47 | 262,097.83 | 416,115.13 | 7,361.56 | 82,132.39 | 97,971.52 | \$1,080,018.90 | |
| May | 128,210.59 | 224,734.16 | 356,201.34 | 9,756.27 | 51,465.44 | 81,857.77 | \$852,225.57 | |
| June | 179,372.60 | 298,304.52 | 434,331.81 | 15,323.43 | 81,533.26 | 95,067.80 | \$1,103,933.42 | |
| July | 363,128.31 | 370,869.92 | 677,362.65 | 19,435.50 | 156,518.57 | 134,430.46 | \$1,721,745.41 | |
| August | 497,740.10 | 411,874.53 | 827,290.05 | 21,846.00 | 179,518.58 | 150,700.12 | \$2,088,969.38 | |
| September | 275,329.27 | 272,735.60 | 528,289.87 | 13,053.32 | 106,514.42 | 105,243.61 | \$1,301,166.09 | |
| October | 127,236.93 | 310,780.49 | 485,837.41 | 18,778.76 | 88,290.16 | 97,024.38 | \$1,127,948.13 | |
| November | 116,534.18 | 374,703.34 | 530,890.82 | 18,073.69 | 88,902.13 | 102,484.79 | \$1,231,588.95 | |
| December | 136,346.23 | 553,939.23 | 568,093.39 | 11,470.14 | 88,952.80 | 101,806.49 | \$1,460,608.28 | |
| TOTAL | \$2,272,379.45 | \$3,542,248.93 | \$5,433,454.45 | \$142,215.43 | \$1,044,205.13 | \$1,143,623.22 | \$13,578,126.61 | |
| CONTENTS: This report is prepared from Branson business payments received by the City's Finance Department on monthly tourism tax forms. Tax receipts are reflected in various business classifications and reported in the month that payments are received. Amusements reflect non-theater type admissions (i.e. museums, go-carts, zip-lines, miniature golf, cover charges). Interest and penalties are included in the amounts. | | | | | | | | |

CITY OF BRANSON

1% CITY SALES TAX RECEIPTS REPORTED BY FILING PERIOD from MO. DEPT. of REVENUE

ROLLING 12 MONTHS - MAJOR DEVELOPMENT AREAS

(Data updated as of 1/6/2020)

| FILING MONTH | MONTHLY TAX RECEIPTS BY AREA OF CITY | | | | | | | | | | TOTAL BRANSON MONTHLY RETAIL SALES VALUE | % Chg. From Same MonthL ast Yr. |
|---------------------------|--------------------------------------|-------------------|--------------------|------------------|-------------------|-------------------------------------|-------------------|------------------|-------------------|---------------------|--|---------------------------------|
| | BRANSON HILLS | BRANSON LANDING | HISTORIC DOWN TOWN | BRANSON MEADOWS | HWY 76 | SHEPERD OF THE HILLS EXPY & HWY 248 | SHOPS AT TANGER | HWY 165 | REST OF BRANSON | TOTAL RECEIPTS @ 1% | | |
| Jan-17 | 119,463.84 | 36,425.54 | 13,548.42 | 8,847.24 | 64,764.20 | 43,746.47 | 34,088.89 | 4,790.55 | 100,711.80 | 426,386.95 | 42,638,695 | -1.1% |
| Feb-17 | 124,744.28 | 54,346.85 | 16,368.57 | 11,509.20 | 86,485.67 | 45,892.77 | 51,848.60 | 6,876.95 | 94,319.77 | 492,392.66 | 49,239,266 | -1.5% |
| Mar-17 | 153,585.17 | 105,358.91 | 34,539.18 | 22,117.22 | 251,079.30 | 93,764.59 | 116,333.50 | 25,030.00 | 149,180.70 | 950,988.57 | 95,098,857 | 1.9% |
| Apr-17 | 147,007.31 | 83,292.45 | 30,018.19 | 18,216.64 | 189,695.84 | 78,164.93 | 81,733.17 | 23,426.94 | 129,022.05 | 780,577.52 | 78,057,752 | -3.9% |
| May-17 | 152,509.54 | 87,723.82 | 34,299.61 | 21,106.73 | 240,580.32 | 91,861.33 | 95,084.70 | 25,224.93 | 137,969.50 | 886,360.48 | 88,636,048 | -1.5% |
| Jun-17 | 169,635.63 | 146,577.95 | 44,303.13 | 26,826.61 | 367,212.05 | 120,262.98 | 138,732.24 | 40,975.21 | 206,301.34 | 1,260,827.14 | 126,082,714 | 0.3% |
| Jul-17 | 172,395.48 | 145,123.90 | 47,551.40 | 27,133.18 | 453,432.46 | 126,587.31 | 162,463.02 | 42,708.53 | 227,036.70 | 1,404,431.98 | 140,443,198 | -2.0% |
| Aug-17 | 160,641.90 | 110,240.93 | 37,187.59 | 22,217.71 | 297,806.33 | 94,609.34 | 121,029.46 | 36,355.35 | 174,877.56 | 1,054,966.17 | 105,496,617 | -1.0% |
| Sep-17 | 150,899.09 | 106,312.92 | 44,878.96 | 24,734.14 | 265,838.51 | 98,486.08 | 105,568.29 | 40,469.34 | 191,520.01 | 1,028,707.34 | 102,870,734 | -0.8% |
| Oct-17 | 150,315.82 | 101,314.26 | 41,706.05 | 26,061.69 | 267,457.13 | 94,287.55 | 110,659.82 | 37,447.52 | 148,805.57 | 978,055.41 | 97,805,541 | -7.4% |
| Nov-17 | 180,819.01 | 121,684.02 | 48,194.18 | 30,775.15 | 315,278.08 | 114,137.54 | 163,777.98 | 43,903.30 | 159,965.45 | 1,178,534.71 | 117,853,471 | -0.8% |
| Dec-17 | 221,862.69 | 135,865.09 | 52,193.91 | 28,217.17 | 276,003.80 | 101,604.45 | 161,709.65 | 28,962.99 | 175,646.70 | 1,182,066.45 | 118,206,645 | 5.0% |
| Jan-18 | 128,272.14 | 37,397.32 | 14,102.09 | 8,575.67 | 68,308.25 | 33,500.96 | 36,020.51 | 5,417.65 | 107,104.13 | 438,698.72 | 43,869,872 | 2.9% |
| Feb-18 | 128,238.46 | 46,617.42 | 17,113.35 | 10,210.37 | 86,028.15 | 35,040.51 | 46,402.67 | 6,081.34 | 107,591.33 | 483,323.60 | 48,332,360 | -1.8% |
| Mar-18 | 164,356.09 | 105,177.23 | 36,458.92 | 22,580.91 | 262,468.78 | 95,450.22 | 127,077.96 | 28,982.49 | 160,813.38 | 1,003,365.98 | 100,336,598 | 5.5% |
| Apr-18 | 146,171.29 | 78,027.59 | 30,463.10 | 18,903.33 | 187,229.53 | 78,739.17 | 79,917.64 | 24,705.21 | 140,759.42 | 784,916.28 | 78,491,628 | 0.6% |
| May-18 | 163,594.72 | 97,341.55 | 35,769.45 | 22,050.10 | 245,173.91 | 100,051.47 | 107,344.64 | 27,914.25 | 162,937.24 | 962,177.33 | 96,217,733 | 8.6% |
| Jun-18 | 175,555.42 | 148,731.11 | 48,913.17 | 27,843.10 | 374,780.73 | 129,185.91 | 143,387.60 | 46,632.47 | 240,418.64 | 1,335,448.15 | 133,544,815 | 5.9% |
| Jul-18 | 179,554.36 | 148,106.92 | 48,009.48 | 25,716.44 | 434,743.24 | 136,918.80 | 160,492.54 | 50,065.61 | 254,367.17 | 1,437,974.56 | 143,797,456 | 2.4% |
| Aug-18 | 162,797.49 | 112,530.75 | 38,664.07 | 22,416.43 | 290,352.49 | 100,451.66 | 118,427.97 | 33,840.52 | 194,676.27 | 1,074,157.65 | 107,415,765 | 1.8% |
| Sep-18 | 155,791.05 | 107,295.34 | 43,628.65 | 24,022.20 | 244,116.71 | 106,874.66 | 110,564.93 | 34,555.50 | 171,315.83 | 998,164.87 | 99,816,487 | -3.0% |
| Oct-18 | 161,010.29 | 101,805.84 | 42,567.65 | 26,249.54 | 247,488.86 | 115,513.20 | 115,640.96 | 33,089.06 | 161,760.99 | 1,005,126.39 | 100,512,639 | 2.8% |
| Nov-18 | 192,936.11 | 123,730.39 | 47,953.00 | 27,357.60 | 292,471.91 | 122,998.57 | 165,867.46 | 44,167.45 | 181,264.94 | 1,198,747.43 | 119,874,743 | 1.7% |
| Dec-18 | 219,963.17 | 132,964.46 | 50,434.94 | 24,581.27 | 253,629.66 | 87,465.44 | 145,017.48 | 24,643.85 | 175,016.19 | 1,113,716.46 | 111,371,646 | -5.8% |
| Jan-19 | 133,672.03 | 37,114.38 | 17,148.63 | 8,490.45 | 74,878.92 | 38,259.64 | 34,254.13 | 5,548.28 | 83,499.42 | 432,865.88 | 43,286,588 | -1.3% |
| Feb-19 | 128,063.05 | 47,452.34 | 18,460.46 | 9,360.15 | 80,617.35 | 37,175.08 | 43,002.52 | 5,086.07 | 98,132.66 | 467,349.68 | 46,734,968 | -3.3% |
| Mar-19 | 165,054.22 | 107,702.55 | 37,500.86 | 21,202.83 | 245,828.97 | 85,509.94 | 114,641.08 | 26,093.18 | 159,933.65 | 963,467.28 | 96,346,728 | -4.0% |
| Apr-19 | 156,770.58 | 80,351.78 | 32,666.96 | 17,949.18 | 172,012.00 | 70,043.58 | 82,215.07 | 20,046.15 | 122,698.35 | 754,753.65 | 75,475,365 | -3.8% |
| May-19 | 163,804.75 | 97,657.54 | 39,112.54 | 25,217.46 | 241,504.94 | 92,254.25 | 100,183.24 | 26,689.17 | 146,176.61 | 932,600.50 | 93,260,050 | -3.1% |
| Jun-19 | 176,648.59 | 138,761.53 | 50,390.12 | 25,572.71 | 350,882.05 | 110,796.43 | 134,772.06 | 42,969.34 | 219,878.52 | 1,250,671.35 | 125,067,135 | -6.3% |
| Jul-19 | 181,176.09 | 143,462.81 | 49,794.07 | 27,762.07 | 432,651.32 | 128,548.58 | 158,484.88 | 51,526.85 | 232,045.45 | 1,405,452.12 | 140,545,212 | -2.3% |
| Aug-19 | 165,044.38 | 113,197.47 | 42,278.92 | 16,332.08 | 296,074.81 | 91,540.23 | 115,005.69 | 34,998.29 | 191,919.86 | 1,066,391.73 | 106,639,173 | -0.7% |
| Sep-19 | 156,408.04 | 107,197.85 | 41,859.23 | 25,452.82 | 214,612.22 | 92,421.74 | 98,105.08 | 32,779.56 | 169,483.73 | 938,320.27 | 93,832,027 | -6.0% |
| Oct-19 | 164,710.25 | 98,922.31 | 40,932.21 | 18,152.68 | 229,940.38 | 88,350.70 | 110,084.29 | 30,937.54 | 152,956.55 | 934,986.91 | 93,498,691 | -7.0% |
| % Change from 2018 | 2.3% | -2.8% | -3.8% | -30.8% | -7.1% | -23.5% | -4.8% | -6.5% | -5.4% | -7.0% | | |

* City receives 99% of sales tax shown above as Mo. Dept. of Revenue keeps 1% as a collection fee.

| CITY OF BRANSON | | | | | | | | | | | | |
|--|--|-----------------|--------------------|-----------------|-------------|-------------------------------------|-----------------|------------|-----------------|--------------------------|---|-------------------------------|
| 1% CITY SALES TAX RECEIPTS REPORTED BY FILING PERIOD from MO. DEPT. of REVENUE | | | | | | | | | | | | |
| ROLLING 12 MONTHS - MAJOR DEVELOPMENT AREAS | | | | | | | | | | | | |
| (Data updated as of 1/6/2020) | | | | | | | | | | | | |
| FILING MONTH | LAST 12 MONTH RETAIL SALES BY AREA OF CITY | | | | | | | | | | GROWTH | |
| | BRANSON HILLS | BRANSON LANDING | HISTORIC DOWN TOWN | BRANSON MEADOWS | HWY 76 | SHEPERD OF THE HILLS EXPY & HWY 248 | SHOPS AT TANGER | HWY 165 | REST OF BRANSON | TOTAL RETAIL SALES VALUE | BRANSON'S ANNUAL GROWTH IN RETAIL SALES | ANNUAL GROWTH RATE IN ECONOMY |
| Jan-17 | 188,151,137 | 124,414,593 | 43,946,723 | 27,484,125 | 309,452,229 | 122,501,387 | 134,363,941 | 34,477,452 | 188,694,382 | 1,173,485,969 | 43,708,980 | 3.9% |
| Feb-17 | 187,405,279 | 124,376,542 | 43,778,534 | 27,621,755 | 309,186,303 | 122,878,199 | 134,283,323 | 34,527,238 | 188,680,326 | 1,172,737,499 | 37,670,011 | 3.3% |
| Mar-17 | 187,551,888 | 124,601,219 | 43,732,543 | 27,660,108 | 310,271,228 | 122,938,689 | 133,834,517 | 34,928,969 | 188,954,993 | 1,174,474,154 | 32,280,859 | 2.8% |
| Apr-17 | 187,877,942 | 124,054,070 | 43,595,223 | 27,481,876 | 309,431,157 | 121,801,279 | 133,474,396 | 35,211,893 | 188,386,315 | 1,171,314,151 | 21,888,526 | 1.9% |
| May-17 | 188,139,777 | 123,334,913 | 43,606,732 | 27,369,911 | 309,040,895 | 120,980,719 | 133,354,337 | 35,251,261 | 188,881,002 | 1,169,959,547 | 20,666,626 | 1.8% |
| Jun-17 | 188,524,468 | 123,983,993 | 43,373,079 | 27,278,827 | 308,517,390 | 119,658,860 | 133,960,301 | 35,440,877 | 189,658,105 | 1,170,395,900 | 18,945,950 | 1.6% |
| Jul-17 | 188,694,461 | 124,127,844 | 43,613,309 | 27,094,666 | 308,334,364 | 118,108,026 | 134,202,747 | 34,620,929 | 188,706,115 | 1,167,502,461 | 9,970,417 | 0.9% |
| Aug-17 | 188,862,519 | 124,452,187 | 43,700,436 | 26,876,908 | 307,905,935 | 116,930,811 | 133,796,624 | 34,966,688 | 188,946,825 | 1,166,438,933 | 10,186,135 | 0.9% |
| Sep-17 | 189,214,788 | 124,267,564 | 43,905,625 | 26,740,650 | 307,221,777 | 115,157,495 | 133,488,025 | 35,468,171 | 190,108,229 | 1,165,572,324 | 8,855,453 | 0.8% |
| Oct-17 | 189,288,796 | 123,361,530 | 43,747,564 | 26,538,494 | 305,874,946 | 112,423,298 | 132,752,648 | 35,448,832 | 188,304,622 | 1,157,740,730 | (4,109,205) | -0.4% |
| Nov-17 | 189,597,495 | 123,556,361 | 43,990,787 | 26,559,756 | 306,284,090 | 110,525,649 | 132,865,159 | 35,235,626 | 188,210,595 | 1,156,825,518 | (14,285,334) | -1.2% |
| Dec-17 | 190,387,976 | 123,426,664 | 44,478,919 | 26,776,268 | 307,563,369 | 110,340,534 | 134,302,932 | 35,617,161 | 189,535,715 | 1,162,429,538 | (11,549,144) | -1.0% |
| Jan-18 | 191,268,806 | 123,523,842 | 44,534,286 | 26,749,111 | 307,917,774 | 109,315,983 | 134,496,094 | 35,679,871 | 190,174,948 | 1,163,646,527 | (9,839,442) | -0.8% |
| Feb-18 | 191,618,224 | 122,750,899 | 44,608,764 | 26,619,228 | 307,872,022 | 108,230,757 | 133,951,501 | 35,600,310 | 191,502,104 | 1,162,753,809 | (9,983,690) | -0.9% |
| Mar-18 | 192,695,316 | 122,732,731 | 44,800,738 | 26,665,597 | 309,010,970 | 108,399,320 | 135,025,947 | 35,995,559 | 192,665,372 | 1,167,991,550 | (6,482,604) | -0.6% |
| Apr-18 | 192,611,714 | 122,206,245 | 44,845,229 | 26,734,266 | 308,764,339 | 108,456,744 | 134,844,394 | 36,123,386 | 193,839,109 | 1,168,425,426 | (2,888,725) | -0.2% |
| May-18 | 193,720,232 | 123,168,018 | 44,992,213 | 26,828,603 | 309,223,698 | 109,275,758 | 136,070,388 | 36,392,318 | 196,335,883 | 1,176,007,111 | 6,047,564 | 0.5% |
| Jun-18 | 194,312,211 | 123,383,334 | 45,453,217 | 26,930,252 | 309,980,566 | 110,168,051 | 136,535,924 | 36,958,044 | 199,747,613 | 1,183,469,212 | 13,073,312 | 1.1% |
| Jul-18 | 195,028,099 | 123,681,636 | 45,499,025 | 26,788,578 | 308,111,644 | 111,201,200 | 136,338,876 | 37,693,752 | 202,480,660 | 1,186,823,470 | 19,321,009 | 1.7% |
| Aug-18 | 195,243,658 | 123,910,618 | 45,646,673 | 26,808,450 | 307,366,260 | 111,785,432 | 136,078,727 | 37,442,269 | 204,460,531 | 1,188,742,618 | 22,303,685 | 1.9% |
| Sep-18 | 195,732,854 | 124,008,860 | 45,521,642 | 26,737,256 | 305,194,080 | 112,624,290 | 136,578,391 | 36,850,885 | 202,440,113 | 1,185,688,371 | 20,116,047 | 1.7% |
| Oct-18 | 196,802,301 | 124,058,018 | 45,607,802 | 26,756,041 | 303,197,253 | 114,746,855 | 137,076,505 | 36,415,039 | 203,735,655 | 1,188,395,469 | 30,654,739 | 2.6% |
| Nov-18 | 198,014,011 | 124,262,655 | 45,583,684 | 26,414,286 | 300,916,636 | 115,632,958 | 137,285,453 | 36,441,454 | 205,865,604 | 1,190,416,741 | 33,591,223 | 2.9% |
| Dec-18 | 197,824,059 | 123,972,592 | 45,407,787 | 26,050,696 | 298,679,222 | 114,219,057 | 135,616,236 | 36,009,540 | 205,802,553 | 1,183,581,742 | 21,152,204 | 1.8% |
| Jan-19 | 198,364,048 | 123,944,298 | 45,712,441 | 26,042,174 | 299,336,289 | 114,694,925 | 135,439,598 | 36,022,603 | 203,442,082 | 1,182,998,458 | 19,351,931 | 1.7% |
| Feb-19 | 198,346,507 | 124,027,790 | 45,847,152 | 25,957,152 | 298,795,209 | 114,908,382 | 135,099,583 | 35,923,076 | 202,496,215 | 1,181,401,066 | 18,647,257 | 1.6% |
| Mar-19 | 198,416,320 | 124,280,322 | 45,951,346 | 25,819,344 | 297,131,228 | 113,914,354 | 133,855,895 | 35,634,145 | 202,408,242 | 1,177,411,196 | 9,419,646 | 0.8% |
| Apr-19 | 199,476,249 | 124,512,741 | 46,171,732 | 25,723,929 | 295,609,475 | 113,044,795 | 134,085,638 | 35,168,239 | 200,602,135 | 1,174,394,933 | 5,969,507 | 0.5% |
| May-19 | 199,497,252 | 124,544,340 | 46,506,041 | 26,040,665 | 295,242,578 | 112,265,073 | 133,369,498 | 35,045,731 | 198,926,072 | 1,171,437,250 | (4,569,861) | -0.4% |
| Jun-19 | 199,606,569 | 123,547,382 | 46,653,736 | 25,813,626 | 292,852,710 | 110,426,125 | 132,507,944 | 34,679,418 | 196,872,060 | 1,162,959,570 | (20,509,642) | -1.7% |
| Jul-19 | 199,768,742 | 123,082,971 | 46,832,195 | 26,018,189 | 292,643,518 | 109,589,103 | 132,307,178 | 34,825,542 | 194,639,888 | 1,159,707,326 | (27,116,144) | -2.3% |
| Aug-19 | 199,993,431 | 123,149,643 | 47,193,680 | 25,409,754 | 293,215,750 | 108,697,960 | 131,964,950 | 34,941,319 | 194,364,247 | 1,158,930,734 | (29,811,884) | -2.5% |
| Sep-19 | 200,055,130 | 123,139,894 | 47,016,738 | 25,552,816 | 290,265,301 | 107,252,668 | 130,718,965 | 34,763,725 | 194,181,037 | 1,152,946,274 | (32,742,097) | -2.8% |
| Oct-19 | 200,425,126 | 122,851,541 | 46,853,194 | 24,743,130 | 288,510,453 | 104,536,418 | 130,163,298 | 34,548,573 | 193,300,593 | 1,145,932,326 | (42,463,143) | -3.6% |
| % Change from 2018 | 1.8% | -1.0% | 2.7% | -7.5% | -4.8% | -8.9% | -5.0% | -5.1% | -5.1% | -3.6% | | |

CITY OF BRANSON
CITY SALES TAX (1%) MONIES RECEIVED - NOT RESTRICTED TO TIF PAYMENTS

| ----- PREVIOUS YEARS ----- | | | | | | | | | | | | THIS YEAR - 2020 | | | | |
|----------------------------------|-----------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--|------------------------------------|--|--|--|---|
| Primary Filing Month of Business | Month City Received Payment | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 CITY SALES TAX RECEIPTS REMAINING AFTER TIF BOND PAYMENTS | TOTAL CITY SALES TAX (1%) RECEIPTS | LESS 100% BRANSON LANDING SALES TAX RECEIPTS | LESS 50% OF BRANSON HILLS SALES TAX RECEIPTS | 2020 CITY SALES TAX RECEIPTS REMAINING AFTER TIF BOND PAYMENTS | 2019 Increase or (Decrease) in Unrestricted City Sales Tax Receipts |
| | | Nov | Jan | 1,007,666 | 840,368 | 910,919 | 865,799 | 832,140 | 984,191 | 972,862 | 1,056,010 | 798,331 | 1,027,281.30 | \$ 1,201,005 | \$ 115,639 | \$ 97,110 |
| Dec | Feb | 466,455 | 667,696 | 522,282 | 599,118 | 646,317 | 604,571 | 578,175 | 687,401 | 871,109 | 813,890.44 | | | | | |
| Jan | Mar | 477,200 | 349,908 | 446,311 | 415,967 | 403,507 | 477,431 | 591,884 | 498,038 | 614,487 | 615,679.76 | | | | | |
| Feb | Apr | 388,849 | 377,932 | 397,420 | 441,457 | 376,429 | 399,714 | 407,794 | 423,678 | 431,022 | 375,134.44 | | | | | |
| Mar | May | 358,309 | 453,914 | 397,125 | 445,097 | 563,864 | 503,179 | 500,637 | 564,079 | 640,772 | 574,893.21 | | | | | |
| Apr | Jun | 628,836 | 573,160 | 684,258 | 702,626 | 618,912 | 685,974 | 833,056 | 683,872 | 693,373 | 718,288.95 | | | | | |
| May | Jul | 717,664 | 780,556 | 739,203 | 688,193 | 867,682 | 851,052 | 768,229 | 858,695 | 908,864 | 777,535.13 | | | | | |
| Jun | Aug | 572,001 | 574,012 | 691,530 | 652,392 | 724,480 | 731,717 | 698,711 | 747,251 | 806,913 | 795,634.34 | | | | | |
| Jul | Sep | 1,264,085 | 1,284,198 | 1,193,645 | 1,254,332 | 1,182,423 | 1,348,779 | 1,441,473 | 1,196,482 | 1,370,640 | 1,361,937.95 | | | | | |
| Aug | Oct | 841,766 | 779,832 | 703,339 | 799,811 | 993,787 | 911,032 | 902,227 | 822,142 | 771,616 | 857,262.59 | | | | | |
| Sep | Nov | 526,931 | 523,161 | 595,978 | 613,949 | 560,083 | 592,859 | 585,495 | 602,613 | 713,510 | 628,940.30 | | | | | |
| Oct | Dec | 770,463 | 1,025,674 | 885,891 | 868,480 | 875,233 | 946,303 | 999,312 | 1,100,114 | 823,507 | 878,808.96 | | | | | |
| TOTAL | | \$8,020,224 | \$8,230,412 | \$8,167,902 | \$8,347,220 | \$8,644,857 | \$9,036,802 | \$9,279,854 | \$9,240,374 | \$9,444,144 | \$9,425,287 | | | | | |
| YEAR TO DATE | Jan | 1,007,666 | 840,368 | 910,919 | 865,799 | 832,140 | 984,191 | 972,862 | 1,056,010 | 798,331 | 1,027,281 | \$ 1,201,005 | \$ 115,639 | \$ 97,110 | \$ 988,256 | \$ (39,025) |
| | Feb | 1,474,121 | 1,508,064 | 1,433,201 | 1,464,917 | 1,478,457 | 1,588,762 | 1,551,037 | 1,743,411 | 1,669,440 | 1,841,172 | | | | | |
| | Mar | 1,951,321 | 1,857,972 | 1,879,513 | 1,880,884 | 1,881,964 | 2,066,193 | 2,142,921 | 2,241,449 | 2,283,927 | 2,456,851 | | | | | |
| | Apr | 2,340,170 | 2,235,904 | 2,276,933 | 2,322,341 | 2,258,393 | 2,465,907 | 2,550,714 | 2,665,127 | 2,714,950 | 2,831,986 | | | | | |
| | May | 2,698,479 | 2,689,818 | 2,674,058 | 2,767,438 | 2,822,257 | 2,969,086 | 3,051,351 | 3,229,206 | 3,355,721 | 3,406,879 | | | | | |
| | Jun | 3,327,315 | 3,262,978 | 3,358,316 | 3,470,064 | 3,441,169 | 3,655,060 | 3,884,408 | 3,913,078 | 4,049,094 | 4,125,168 | | | | | |
| | Jul | 4,044,979 | 4,043,534 | 4,097,518 | 4,158,257 | 4,308,851 | 4,506,112 | 4,652,636 | 4,771,773 | 4,957,958 | 4,902,703 | | | | | |
| | Aug | 4,616,980 | 4,617,547 | 4,789,048 | 4,810,649 | 5,033,331 | 5,237,828 | 5,351,347 | 5,519,024 | 5,764,871 | 5,698,338 | | | | | |
| | Sep | 5,881,065 | 5,901,745 | 5,982,693 | 6,064,980 | 6,215,754 | 6,586,607 | 6,792,821 | 6,715,505 | 7,135,511 | 7,060,276 | | | | | |
| | Oct | 6,722,830 | 6,681,577 | 6,686,033 | 6,864,791 | 7,209,540 | 7,497,640 | 7,695,048 | 7,537,648 | 7,907,127 | 7,917,538 | | | | | |
| | Nov | 7,249,761 | 7,204,738 | 7,282,011 | 7,478,740 | 7,769,623 | 8,090,499 | 8,280,543 | 8,140,260 | 8,620,637 | 8,546,478 | | | | | |
| | Dec | 8,020,224 | 8,230,412 | 8,167,902 | 8,347,220 | 8,644,857 | 9,036,802 | 9,279,854 | 9,240,374 | 9,444,144 | 9,425,287 | | | | | |
| Yr. Change | | (\$561,253) | \$210,188 | (\$62,510) | \$179,318 | \$297,637 | \$391,946 | \$243,052 | (\$39,480) | \$203,770 | (\$18,856) | | | | | |

CONTENTS: This report shows the amount of the 1% Sales Tax received by the city that is NOT restricted to TIF bond payments. 100% of the Sales Tax received from businesses located in Branson Landing and 50% of the Sales Tax received from Branson Hills businesses are viewed as restricted receipts as they must be used to make TIF related bond payments. The last column shows the increase or decrease in the city's overall 1% Sales Tax receipts (as compared to the same month the previous year) that are NOT restricted to TIF bond payments.

**CITY OF BRANSON
CITY TOURISM TAX MONIES RECEIVED - NOT RESTRICTED TO TIF PAYMENTS**

| ----- PREVIOUS YEARS ----- | | | | | | | | | | | | THIS YEAR - 2019 | | | | |
|----------------------------------|-----------------------------|--------------------|------------------|--------------------|--------------------|------------------|------------------|------------------|--------------------|--------------------|---|---------------------------------|--|--|--|--|
| Primary Filing Month of Business | Month City Received Payment | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 TOURISM TAX RECEIPTS REMAINING AFTER TIF BOND PAYMENTS | TOTAL CITY TOURISM TAX RECEIPTS | LESS 100% BRANSON LANDING TOURISM TAX PAYMENTS | LESS 50% OF BRANSON HILLS TOURISM TAX PAYMENTS | TOURISM TAX RECEIPTS REMAINING AFTER TIF BOND PAYMENTS | 2019 INCREASE (DECREASE) IN UNRESTRICTED CITY TOURISM TAX RECEIPTS |
| | | | | | | | | | | | | | | | | |
| Dec | Jan | 415,484 | 390,768 | 618,458 | 726,835 | 719,327 | 628,182 | 753,339 | 800,866 | 881,371 | 1,045,100 | \$1,031,748 | \$84,947 | \$2,768 | \$944,032 | (\$101,068) |
| Jan | Feb | 418,797 | 434,860 | 224,534 | 170,546 | 165,202 | 173,100 | 200,070 | 207,034 | 181,634 | 169,010 | 272,371 | 30,567 | 2,292 | 239,512 | 70,502 |
| Feb | Mar | 218,160 | 271,130 | 160,358 | 208,226 | 198,767 | 207,913 | 221,050 | 245,069 | 232,264 | 228,831 | 250,194 | 45,019 | 2,069 | 203,106 | (25,724) |
| Mar | Apr | 454,298 | 423,959 | 596,903 | 598,252 | 631,714 | 721,061 | 721,302 | 853,701 | 942,255 | 982,751 | 989,349 | 101,249 | 2,646 | 885,454 | (97,297) |
| Apr | May | 785,377 | 795,208 | 590,476 | 593,041 | 671,800 | 612,729 | 676,925 | 789,648 | 725,480 | 780,708 | 749,765 | 78,616 | 2,598 | 668,551 | (112,157) |
| May | Jun | 854,061 | 888,830 | 841,611 | 835,362 | 856,032 | 921,252 | 896,377 | 1,002,984 | 934,908 | 1,024,283 | 1,072,875 | 82,365 | 2,647 | 987,864 | (36,420) |
| Jun | Jul | 1,016,468 | 1,195,703 | 1,198,933 | 1,245,447 | 1,249,592 | 1,332,840 | 1,390,936 | 1,379,797 | 1,466,437 | 1,581,160 | 1,524,016 | 134,595 | 2,886 | 1,386,535 | (194,625) |
| Jul | Aug | 1,748,617 | 1,695,036 | 1,621,236 | 1,516,758 | 1,580,327 | 1,697,311 | 1,757,827 | 1,985,703 | 1,852,860 | 1,940,206 | 2,068,808 | 153,281 | 3,333 | 1,912,194 | (28,012) |
| Aug | Sep | 1,112,868 | 1,244,154 | 1,106,878 | 1,044,871 | 1,173,037 | 1,246,380 | 1,179,580 | 1,190,400 | 1,166,955 | 1,195,536 | 1,343,425 | 122,724 | 2,730 | 1,217,972 | 22,436 |
| Sep | Oct | 686,632 | 1,010,170 | 1,016,827 | 967,903 | 904,475 | 861,689 | 1,039,110 | 1,044,581 | 1,057,185 | 1,026,651 | 1,020,323 | 100,603 | 2,461 | \$917,260 | (\$109,391) |
| Oct | Nov | 1,468,644 | 1,190,773 | 1,172,832 | 1,081,835 | 1,029,144 | 1,111,966 | 1,049,755 | 1,276,788 | 1,105,727 | 1,125,033 | 1,173,511 | 115,689 | 2,653 | 1,055,169 | (\$69,865) |
| Nov | Dec | 1,431,889 | 1,449,877 | 1,299,893 | 1,330,751 | 1,246,325 | 1,324,953 | 1,263,229 | 1,435,938 | 1,361,012 | 1,362,517 | 1,478,763 | 96,141 | 2,697 | 1,379,925 | \$17,407 |
| TOTAL | | 10,611,294 | 10,990,468 | 10,448,939 | 10,319,828 | 10,425,741 | 10,839,375 | 11,149,498 | 12,212,509 | 11,908,086 | 12,461,787 | | | | | |
| YEAR TO DATE | Jan | 415,484 | 390,768 | 618,458 | 726,835 | 719,327 | 628,182 | 753,339 | 800,866 | 881,371 | 1,045,100 | \$1,031,748 | \$84,947 | \$2,768 | \$944,032 | (\$101,068) |
| | Feb | 834,280 | 825,628 | 842,991 | 897,382 | 884,529 | 801,282 | 953,409 | 1,007,900 | 1,063,005 | 1,214,110 | 1,304,119 | 115,514 | 5,060 | 1,183,545 | (30,566) |
| | Mar | 1,052,440 | 1,096,758 | 1,003,350 | 1,105,608 | 1,083,295 | 1,009,195 | 1,174,458 | 1,252,969 | 1,295,269 | 1,442,941 | 1,554,313 | 160,533 | 7,129 | 1,386,651 | (56,290) |
| | Apr | 1,506,738 | 1,520,717 | 1,600,252 | 1,703,860 | 1,715,009 | 1,730,256 | 1,895,760 | 2,106,670 | 2,237,524 | 2,425,692 | 2,543,662 | 261,782 | 9,775 | 2,272,105 | (153,587) |
| | May | 2,292,116 | 2,315,924 | 2,190,728 | 2,296,901 | 2,386,809 | 2,342,985 | 2,572,685 | 2,896,318 | 2,963,003 | 3,206,400 | 3,293,428 | 340,398 | 12,373 | 2,940,656 | (265,744) |
| | Jun | 3,146,177 | 3,204,754 | 3,032,339 | 3,132,263 | 3,242,841 | 3,264,237 | 3,469,062 | 3,899,302 | 3,897,912 | 4,230,683 | 4,366,303 | 422,763 | 15,020 | 3,928,520 | (302,164) |
| | Jul | 4,162,644 | 4,400,457 | 4,231,272 | 4,377,710 | 4,492,433 | 4,597,077 | 4,859,998 | 5,279,099 | 5,364,348 | 5,811,843 | 5,890,319 | 557,358 | 17,906 | 5,315,055 | (496,788) |
| | Aug | 5,911,261 | 6,095,493 | 5,852,508 | 5,894,469 | 6,072,760 | 6,294,387 | 6,617,824 | 7,264,802 | 7,217,208 | 7,752,049 | 7,959,127 | 710,639 | 21,239 | 7,227,249 | (524,800) |
| | Sep | 7,024,130 | 7,339,648 | 6,959,387 | 6,939,340 | 7,245,797 | 7,540,767 | 7,797,404 | 8,455,202 | 8,384,163 | 8,947,585 | 9,302,553 | 833,363 | 23,969 | 8,445,221 | (502,364) |
| | Oct | 7,710,762 | 8,349,818 | 7,976,213 | 7,907,243 | 8,150,272 | 8,402,456 | 8,836,514 | 9,499,783 | 9,441,348 | 9,974,236 | 10,322,876 | 933,966 | 26,430 | 9,362,480 | (611,755) |
| | Nov | 9,179,406 | 9,540,591 | 9,149,046 | 8,989,077 | 9,179,416 | 9,514,422 | 9,886,269 | 10,776,571 | 10,547,075 | 11,099,269 | 11,496,387 | 1,049,655 | 29,083 | 10,417,649 | (681,620) |
| | Dec | 10,611,294 | 10,990,468 | 10,448,939 | 10,319,828 | 10,425,741 | 10,839,375 | 11,149,498 | 12,212,509 | 11,908,086 | 12,461,787 | 12,975,150 | 1,145,795 | 31,781 | 11,797,574 | (664,213) |
| Yr. Change | | (\$161,466) | \$379,174 | (\$541,529) | (\$129,110) | \$105,913 | \$413,634 | \$310,123 | \$1,063,011 | (\$304,422) | \$553,700 | | | | | |

CONTENTS: This report shows the amount of Tourism Tax received by the city for a particular month that is NOT restricted to TIF bond payments. 100% of the Tourism Tax received from businesses located in Branson Landing and 50% of the Tourism Tax received from Branson Hills businesses are shown as restricted receipts as they can only be used to make bond payments associated with the TIFs. The last column shows the increase or decrease in Tourism Tax receipts (as compared to the same month last year) that are NOT restricted to bond payments.

CITY OF BRANSON
1% SALES TAX RECEIPTS - MONTHLY BUDGET

| | *** 2015 *** | | *** 2016 *** | | *** 2017 *** | | *** 2018 *** | | *** 2019 *** | | 5 Year Avg. % of Annual Receipts | ***2020*** | | | | | | |
|--------------|--------------------|-------------------------|--------------------|-------------------------|--------------------|-------------------------|--------------------|-------------------------|--------------------|-------------------------|---|----------------|--------------------|------------------------------|---|--|--------------------|---------------------------------|
| | ACTUAL RECEIPTS | % of Annual Total | | 2020 BUDGET | YTD 2020 BUDGET | YTD % of ANNUAL BUDGET | ACTUAL MONTHLY AMOUNT RECEIVED | (+/-) MONTHLY BUDGETED AMOUNT | YTD 2020 ACTUAL | (+/-) YTD BUDGETED AMOUNT |
| Jan | \$1,188,850 | 10.6% | \$ 1,171,427 | 10.3% | \$ 1,277,877 | 11.2% | \$ 1,052,731 | 9.1% | \$ 1,264,657 | 10.8% | 10.4% | \$ 1,234,124 | \$ 1,234,124 | 10.4% | \$ 1,201,005 | -2.7% | \$ 1,201,005 | -2.7% |
| Feb | 773,953 | 6.9% | 747,860 | 6.5% | 895,748 | 7.9% | 1,071,224 | 9.2% | 1,046,299 | 8.9% | 7.9% | 937,843 | 2,171,967 | 18.3% | | | | |
| Mar | 632,686 | 5.6% | 761,002 | 6.7% | 626,382 | 5.5% | 740,489 | 6.4% | 772,556 | 6.6% | 6.2% | 731,237 | 2,903,203 | 24.4% | | | | |
| Apr | 516,394 | 4.6% | 535,466 | 4.7% | 549,936 | 4.8% | 555,125 | 4.8% | 480,012 | 4.1% | 4.6% | 546,538 | 3,449,741 | 29.0% | | | | |
| May | 659,564 | 5.9% | 633,340 | 5.5% | 702,639 | 6.2% | 811,056 | 7.0% | 744,690 | 6.3% | 6.2% | 735,122 | 4,184,863 | 35.2% | | | | |
| Jun | 832,527 | 7.4% | 1,023,756 | 9.0% | 848,067 | 7.5% | 835,492 | 7.2% | 896,118 | 7.6% | 7.7% | 919,016 | 5,103,879 | 43.0% | | | | |
| Jul | 1,044,466 | 9.3% | 962,055 | 8.4% | 1,053,686 | 9.3% | 1,124,500 | 9.7% | 959,265 | 8.2% | 9.0% | 1,066,031 | 6,169,910 | 51.9% | | | | |
| Aug | 907,697 | 8.1% | 877,036 | 7.7% | 940,088 | 8.3% | 997,753 | 8.6% | 1,004,061 | 8.6% | 8.2% | 978,736 | 7,148,646 | 60.2% | | | | |
| Sep | 1,612,942 | 14.4% | 1,701,940 | 14.9% | 1,445,291 | 12.7% | 1,615,227 | 13.9% | 1,628,850 | 13.9% | 14.0% | 1,658,249 | 8,806,895 | 74.1% | | | | |
| Oct | 1,117,661 | 10.0% | 1,087,568 | 9.5% | 988,420 | 8.7% | 946,822 | 8.2% | 1,057,784 | 9.0% | 9.1% | 1,077,585 | 9,884,480 | 83.2% | | | | |
| Nov | 722,703 | 6.5% | 711,752 | 6.2% | 754,292 | 6.6% | 876,370 | 7.6% | 785,635 | 6.7% | 6.7% | 797,267 | 10,681,747 | 89.9% | | | | |
| Dec | 1,193,438 | 10.7% | 1,211,867 | 10.6% | 1,296,134 | 11.4% | 976,243 | 8.4% | 1,098,764 | 9.4% | 10.1% | 1,198,079 | 11,879,826 | 100.0% | | | | |
| TOTAL | \$11,202,880 | 100.0% | \$11,425,069 | 100.0% | \$11,378,562 | 100.0% | 11,603,032 | 100.0% | \$ 11,738,689 | 100.0% | 100.0% | \$11,879,826 | | | | | | |

**CITY OF BRANSON
TOURISM TAX RECEIPTS - MONTHLY BUDGET**

| | *** 2014 *** | | *** 2015 *** | | *** 2016 *** | | ***2017*** | | ***2018*** | | 5 Year Avg. % of Annual Receipts | 2019 BUDGET | YTD 2019 BUDGET | YTD % of ANNUAL BUDGET | ***2019*** | | | |
|--------------|----------------------|-------------------------|----------------------|-------------------------|----------------------|-------------------------|----------------------|-------------------------|----------------------|-------------------------|---|----------------------|----------------------|------------------------------|---|--|--------------------|---------------------------------|
| | ACTUAL RECEIPTS | % of Annual Total | | | | | ACTUAL MONTHLY AMOUNT RECEIVED | (+/-) MONTHLY BUDGETED AMOUNT | YTD 2019 ACTUAL | (+/-) YTD BUDGETED AMOUNT |
| Jan | \$ 682,443 | 5.8% | \$ 814,630 | 6.7% | \$ 869,687 | 6.6% | \$ 959,717 | 7.4% | \$ 1,133,887 | 8.4% | 7.0% | \$ 958,609 | \$ 958,609 | 7.0% | \$ 1,031,748 | 7.6% | \$ 1,031,748 | 7.6% |
| Feb | 179,791 | 1.5% | 229,404 | 1.9% | 235,315 | 1.8% | 209,515 | 1.6% | 200,196 | 1.5% | 1.7% | 228,081 | 1,186,689 | 8.6% | 272,371 | 19.4% | 1,304,119 | 9.9% |
| Mar | 261,358 | 2.2% | 256,598 | 2.1% | 291,110 | 2.2% | 278,834 | 2.2% | 275,839 | 2.0% | 2.1% | 294,964 | 1,481,653 | 10.8% | 250,194 | -15.2% | 1,554,313 | 4.9% |
| Apr | 783,034 | 6.7% | 789,841 | 6.5% | 927,865 | 7.0% | 1,029,097 | 8.0% | 1,080,019 | 8.0% | 7.2% | 992,463 | 2,474,116 | 18.0% | 989,349 | -0.3% | 2,543,662 | 2.8% |
| May | 663,858 | 5.7% | 736,997 | 6.1% | 864,860 | 6.6% | 798,613 | 6.2% | 852,226 | 6.3% | 6.2% | 844,493 | 3,318,609 | 24.2% | 749,765 | -11.2% | 3,293,428 | -0.8% |
| Jun | 1,001,085 | 8.5% | 962,676 | 8.0% | 1,073,058 | 8.1% | 1,010,141 | 7.8% | 1,103,933 | 8.1% | 8.1% | 1,113,787 | 4,432,396 | 32.3% | 1,072,875 | -3.7% | 4,366,303 | -1.5% |
| Jul | 1,445,844 | 12.3% | 1,504,418 | 12.4% | 1,487,776 | 11.3% | 1,592,425 | 12.3% | 1,721,745 | 12.7% | 12.2% | 1,675,687 | 6,108,084 | 44.5% | 1,524,016 | -9.1% | 5,890,319 | -3.6% |
| Aug | 1,825,376 | 15.6% | 1,891,692 | 15.6% | 2,119,209 | 16.1% | 1,985,621 | 15.3% | 2,088,969 | 15.4% | 15.6% | 2,141,546 | 8,249,629 | 60.1% | 2,068,808 | -3.4% | 7,959,127 | -3.5% |
| Sep | 1,349,367 | 11.5% | 1,293,380 | 10.7% | 1,284,153 | 9.7% | 1,258,678 | 9.7% | 1,301,166 | 9.6% | 10.2% | 1,406,960 | 9,656,589 | 70.3% | 1,343,425 | -4.5% | 9,302,553 | -3.7% |
| Oct | 935,094 | 8.0% | 1,131,607 | 9.4% | 1,140,746 | 8.6% | 1,147,325 | 8.9% | 1,127,948 | 8.3% | 8.6% | 1,184,744 | 10,841,333 | 79.0% | 1,020,323 | -13.9% | 10,322,876 | -4.8% |
| Nov | 1,200,091 | 10.2% | 1,138,315 | 9.4% | 1,377,608 | 10.4% | 1,198,775 | 9.3% | 1,231,589 | 9.1% | 9.7% | 1,329,465 | 12,170,798 | 88.7% | 1,173,511 | -11.7% | 11,496,387 | -5.5% |
| Dec | 1,399,292 | 11.9% | 1,340,369 | 11.1% | 1,523,514 | 11.5% | 1,472,320 | 11.4% | 1,460,608 | 10.8% | 11.3% | 1,556,688 | 13,727,486 | 100.0% | 1,478,763 | -5.0% | 12,975,150 | -5.5% |
| TOTAL | \$ 11,726,634 | 100.0% | \$ 12,089,928 | 100.0% | \$ 13,194,901 | 100.0% | \$ 12,941,062 | 100.0% | \$ 13,578,127 | 100.0% | 100.0% | \$ 13,727,486 | \$ 13,727,486 | | | | | |

Note: Amounts include late payment Penalties & Interest

CITY OF BRANSON
MONTHLY FINANCIAL REPORT
November 30, 2019

Prepared by the Finance Department
Jamie Rouch, Director of Finance

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
General Fund - 101
For Month Ending November 30, 2019

Expect 91%

| REVENUES | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actuals |
|--|----------------------------|----------------------------|-----------------------|-------------------------|--------------------------|--------------------------|
| Taxes & Franchise Fees | 15,865,569 | 14,600,340 | 92.0% | -1,265,229 | 14,108,756 | 14,073,461 |
| Licenses and Permits | 802,758 | 1,082,083 | 134.8% | 279,325 | 793,705 | 793,705 |
| Court Receipts | 210,000 | 173,201 | 82.5% | -36,799 | 195,609 | 195,609 |
| Lease and Rents | 1,543,390 | 1,448,074 | 93.8% | -95,316 | 1,265,488 | 1,265,488 |
| Charges for Services | 1,499,280 | 1,328,764 | 88.6% | -170,516 | 1,286,227 | 1,286,227 |
| Intergovernmental | 0 | 6,030 | 0.0% | 6,030 | 290,610 | 7,759 |
| Interest Income | 235,000 | 461,433 | 196.4% | 226,433 | 185,514 | 185,514 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Misc. Revenue | 70,959 | 118,233 | 166.6% | 47,274 | 114,042 | 113,519 |
| Total Revenues | <u>20,226,956</u> | <u>19,218,159</u> | <u>95.0%</u> | <u>-1,008,797</u> | <u>18,239,953</u> | <u>17,921,283</u> |
| EXPENDITURES | | | | | | |
| Mayor & Board | 147,715 | 106,623 | 72.2% | -41,092 | 110,870 | 99,013 |
| City Administration | 491,016 | 511,419 | 104.2% | 20,403 | 456,612 | 494,039 |
| City Clerk | 434,435 | 364,600 | 83.9% | -69,835 | 360,188 | 345,505 |
| Municipal Court | 399,072 | 317,121 | 79.5% | -81,951 | 312,304 | 303,224 |
| Information Technology | 643,939 | 603,925 | 93.8% | -40,014 | 623,470 | 588,637 |
| Legal | 511,610 | 289,177 | 56.5% | -222,433 | 354,551 | 295,090 |
| Finance | 1,041,201 | 938,074 | 90.1% | -103,127 | 878,050 | 874,914 |
| Human Resources | 603,394 | 515,742 | 85.5% | -87,652 | 458,721 | 441,651 |
| Police -- MOVED TO PUBLIC SAFETY FUND | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Fire -- MOVED TO PUBLIC SAFETY FUND | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Public Works | 797,525 | 638,040 | 80.0% | -159,485 | 651,048 | 643,870 |
| Planning & Development | 973,590 | 790,970 | 81.2% | -182,620 | 776,432 | 749,480 |
| Engineering | 778,645 | 667,315 | 85.7% | -111,330 | 689,840 | 708,539 |
| Debt Service--Principal | 211,752 | 67,299 | 31.8% | -144,453 | 236,420 | 233,659 |
| Debt Service--Interest & Fiscal Charges | 57,313 | 45,975 | 80.2% | -11,338 | 56,939 | 63,323 |
| Non-Departmental | 1,888,570 | 1,487,327 | 78.8% | -401,243 | 1,691,168 | 1,840,811 |
| Total Expenditures | <u>8,979,777</u> | <u>7,343,607</u> | <u>81.8%</u> | <u>-1,636,170</u> | <u>7,656,614</u> | <u>7,681,753</u> |
| NET CHANGE IN FUND BALANCE | <u>11,247,179</u> | <u>11,874,552</u> | <u>105.6%</u> | <u>627,373</u> | <u>10,583,339</u> | <u>10,239,531</u> |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in from Safety/Other | 0 | 1,767 | 0.0% | 1,767 | 0 | 0 |
| Operating transfer in from Tourism | 136,540 | 125,162 | 91.7% | -11,378 | 124,743 | 120,313 |
| Operating transfer in from Old School Fund/Red Roof Mall/Oth | 0 | 0 | 0.0% | 0 | 82,472 | 0 |
| Operating transfer in from Landscape Fund | 50,000 | 0 | 0.0% | -50,000 | 0 | 0 |
| Operating transfer to Convention Center | -444,000 | -260,000 | 58.6% | 184,000 | -260,000 | -250,000 |
| Operating transfer to Capital Projects Fund | -332,493 | -554,449 | 166.8% | -221,956 | -74,414 | -12,466 |
| Operating transfer out to Red Roof Mall Fund | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer out to Debt--Brns Mdws-Lease | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer out to Park Fund | -890,441 | -816,238 | 91.7% | 74,203 | -742,500 | -615,083 |
| Operating transfer out to Debt--Brns Mdws Sales Tx--TIF | -218,200 | -168,769 | 77.3% | 49,431 | -141,033 | -162,087 |
| Operating transfer out to Debt--Brns Landing--TIF | -1,282,141 | -1,167,997 | 91.1% | 114,144 | -1,136,815 | -1,091,648 |
| Operating transfer out to Debt--Brns Landing--Subsidy Reserve | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer out to IDA--Brns Hills--TIF | -944,974 | -925,450 | 97.9% | 19,524 | -869,336 | -850,519 |
| Operating transfer out to Public Safety Fund | -7,647,777 | -7,010,462 | 91.7% | 637,315 | 0 | 0 |
| Total Other Financing Sources (Uses) | <u>-11,573,486</u> | <u>-10,776,436</u> | <u>93.1%</u> | <u>797,050</u> | <u>-3,016,883</u> | <u>-2,861,490</u> |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | <u>-326,307</u> | <u>1,098,116</u> | <u>-336.5%</u> | <u>1,424,423</u> | <u>7,566,455</u> | <u>7,378,041</u> |
| FUND BALANCE, JANUARY 1, 2019 | <u>5,626,097</u> | <u>5,626,097</u> | | | | |
| UNRESERVED FUND BALANCE | <u>\$ 5,299,790</u> | <u>\$ 6,724,213</u> | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Public Safety Fund - 260
For Month Ending November 30, 2019

Expect 91%

| REVENUES | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actuals |
|--|----------------------------|----------------------------|-----------------------|-------------------------|--------------------------|---------------------|
| Taxes & Franchise Fees | 5,782,527 | 5,228,280 | 90.4% | -554,247 | 2,956,939 | 0 |
| Licenses and Permits | 34,371 | 23,992 | 69.8% | -10,379 | 18,270 | 0 |
| Court Receipts | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Lease and Rents | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Charges for Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Intergovernmental | 723,826 | 122,523 | 16.9% | -601,303 | 37,887 | 0 |
| Interest Income | 9,000 | 67,298 | 747.8% | 58,298 | 9,716 | 0 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Misc. Revenue | 512 | 17,649 | 3447.0% | 17,137 | 509 | 0 |
| Total Revenues | <u>6,550,236</u> | <u>5,459,743</u> | <u>83.4%</u> | <u>-1,090,493</u> | <u>3,023,321</u> | <u>0</u> |
| EXPENDITURES | | | | | | |
| Mayor & Board | 0 | 0 | 0.0% | 0 | 0 | 0 |
| City Administration | 0 | 0 | 0.0% | 0 | 0 | 0 |
| City Clerk | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Municipal Court | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Information Technology | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Legal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Finance | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Human Resources | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Police | 7,483,747 | 5,612,952 | 75.0% | -1,870,795 | 4,090,761 | 0 |
| Fire | 6,640,869 | 4,872,220 | 73.4% | -1,768,649 | 3,259,256 | 0 |
| Public Works | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Planning & Development | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Engineering | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service--Principal | 666,636 | 121,636 | 18.2% | -545,000 | 119,560 | 0 |
| Debt Service--Interest & Fiscal Charges | 803,204 | 4,260 | 0.5% | -798,944 | 6,336 | 0 |
| Non-Departmental | 0 | 775 | 0.0% | 775 | 0 | 0 |
| Total Expenditures | <u>15,594,456</u> | <u>10,611,844</u> | <u>68.0%</u> | <u>-4,982,612</u> | <u>7,475,913</u> | <u>0</u> |
| NET CHANGE IN FUND BALANCE | <u>-9,044,220</u> | <u>-5,152,101</u> | <u>57.0%</u> | <u>3,892,119</u> | <u>-4,452,592</u> | <u>0</u> |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer out to Capital Projects Fund | 0 | -38,249 | 0.0% | -38,249 | 0 | 0 |
| Operating transfer in from General Fund | 7,647,777 | 7,010,462 | 91.7% | -637,315 | 0 | 0 |
| Total Other Financing Sources (Uses) | <u>7,647,777</u> | <u>6,972,213</u> | <u>91.2%</u> | <u>-675,564</u> | <u>0</u> | <u>0</u> |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | <u>-1,396,443</u> | <u>1,820,113</u> | <u>-130.3%</u> | <u>3,216,556</u> | <u>-4,452,592</u> | <u>0</u> |
| FUND BALANCE, JANUARY 1, 2019 | <u>3,505,991</u> | <u>3,505,991</u> | | | | |
| UNRESERVED FUND BALANCE | <u>\$ 2,109,548</u> | <u>\$ 5,326,104</u> | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Convention Center Fund - 120
For Month Ending November 30, 2019

Expect 91%

| | 2019 | YTD | Percent | Over | 2018 YTD | 2017 YTD |
|---------------------------------------|---------------------|-------------------|----------------|-----------------------|------------------|------------------|
| | Budget | Actual | Used | (under) budget | Actual | Actual |
| REVENUES | | | | | | |
| Food and Beverage | 4,670,467 | 4,486,850 | 96.1% | -183,617 | 4,271,481 | 4,103,179 |
| Parking Revenue | 200,135 | 267,214 | 133.5% | 67,079 | 156,922 | 69,407 |
| Other Operating | 8,600 | 12,697 | 147.6% | 4,097 | 17,255 | 23,212 |
| Other Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | 4,879,202 | 4,766,762 | 97.7% | -112,440 | 4,445,657 | 4,195,798 |
| EXPENDITURES | | | | | | |
| Food and Beverage | 1,869,113 | 1,673,722 | 89.5% | -195,391 | 1,598,187 | 1,574,585 |
| Rooms | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Telephone | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Other Operating (Parking) | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Other Income Exp. | 0 | 0 | 0.0% | 0 | 0 | 5,218 |
| General and Administrative | 696,414 | 818,316 | 117.5% | 121,902 | 716,779 | 765,373 |
| Marketing | 464,024 | 402,072 | 86.6% | -61,952 | 451,675 | 504,027 |
| Property Operations | 1,223,184 | 1,269,841 | 103.8% | 46,657 | 1,229,762 | 982,523 |
| Energy | 620,674 | 527,933 | 85.1% | -92,741 | 559,546 | 488,452 |
| Property Taxes and Insurance | 132,200 | 100,042 | 75.7% | -32,158 | 119,247 | 102,251 |
| Management Fee | 138,567 | 129,612 | 93.5% | -8,955 | 128,052 | 123,750 |
| Total Expenditures | 5,144,176 | 4,921,538 | 95.7% | -222,638 | 4,803,249 | 4,546,179 |
| NET CHANGE IN FUND BALANCE | -264,974 | -154,776 | 58.4% | 110,198 | -357,591 | -350,381 |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in (GF) | 439,000 | 260,000 | 59.2% | -179,000 | 260,000 | 250,000 |
| Operating transfer in (Tourism) | 500,000 | 76,910 | 15.4% | -423,090 | 154,962 | 193,196 |
| Total Other Financing Sources (Uses) | 939,000 | 336,910 | 35.9% | -602,090 | 414,962 | 443,196 |
| REVENUES AND OTHER SOURCES | | | | | | |
| OVER (UNDER) EXPENDITURES AND | | | | | | |
| OTHER (USES) | 674,026 | 182,135 | 27.0% | -491,892 | 57,371 | 92,815 |
| FUND BALANCE, JANUARY 1, 2019 | 548,702 | 548,702 | | | | |
| UNRESERVED FUND BALANCE | \$ 1,222,728 | \$ 730,837 | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Tourism Sales Tax Fund - 240
For Month Ending November 30, 2019

| | <u>Expect 91%</u> | | | | | |
|--|----------------------|----------------------|----------------|-----------------------|-------------------|--------------------|
| | 2019 | YTD | Percent | Over | 2018 YTD | 2017 YTD |
| | Budget | Actual | Used | (under) budget | Actual | Actual |
| REVENUES | | | | | | |
| Taxes & Franchise Fees | 13,762,486 | 11,496,913 | 83.5% | -2,265,573 | 12,116,386 | 11,467,892 |
| Licenses and Permits | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Court Receipts | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Lease and Rents | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Charges for Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Intergovernmental | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Interest Income | 67,104 | 150,015 | 223.6% | 82,911 | 95,029 | 48,188 |
| Bond/Loan Proceeds | 0 | 0 | 0.0% | 0 | 0 | 8,531,297 |
| Misc. Revenue | 0 | 7,104 | 0.0% | 7,104 | 8,079 | 0 |
| Total Revenues | 13,829,590 | 11,654,031 | 84.3% | -2,175,559 | 12,219,494 | 20,047,377 |
| EXPENDITURES | | | | | | |
| Mayor & Board | 0 | 0 | 0.0% | 0 | 0 | 0 |
| City Administration | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Administrative Services | 259,541 | 237,913 | 91.7% | -21,628 | 234,396 | 0 |
| Legal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Finance | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Human Resources | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Police | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Fire | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Public Works | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Planning & Development | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Engineering | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Health | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Culture & Recreation | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Tourism | 3,425,000 | 2,831,720 | 82.7% | -593,280 | 2,291,123 | 2,767,131 |
| Capital Outlay | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service--Principal | 4,365,000 | 4,365,000 | 100.0% | 0 | 4,403,043 | 2,467,608 |
| Debt Service--Interest & Fiscal Charges | 692,011 | 682,760 | 98.7% | -9,251 | 824,842 | 547,964 |
| Non-Departmental | 45,716 | 45,716 | 100.0% | 0 | 27,950 | 25,766 |
| Total Expenditures | 8,787,268 | 8,163,108 | 92.9% | -624,160 | 7,781,354 | 5,808,469 |
| NET CHANGE IN FUND BALANCE | 5,042,322 | 3,490,923 | 69.2% | -1,551,399 | 4,438,139 | 14,238,908 |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer out to General Fund | -136,540 | -125,162 | 91.7% | 11,378 | -124,743 | -120,313 |
| Operating transfer to Convention Center/City Marketi | -500,000 | -76,910 | 15.4% | 423,090 | -154,962 | -193,196 |
| Operating transfer out to Streets | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer out to Capital | -300,000 | -19,597 | 6.5% | 280,403 | -488,952 | -13,080,103 |
| Operating transfer out to Debt--Brns Hills--TIF | -32,588 | -29,083 | 89.2% | 3,505 | -29,807 | -27,582 |
| Operating transfer out to Debt--Brns Mdw Subsidy | -553,037 | -506,951 | 91.7% | 46,086 | -499,459 | -494,513 |
| Operating transfer out to Debt--Brns Landing--TIF | -1,055,600 | -1,049,655 | 99.4% | 5,945 | -988,442 | -893,252 |
| Operating transfer out to Water & Sewer Capital | -812,000 | -656,335 | 80.8% | 155,665 | -12,933 | -141,372 |
| Operating transfer in from Hwy 76 CID | 180,000 | 165,000 | 91.7% | -15,000 | 75,000 | 0 |
| Total Other Financing Sources (Uses) | -3,209,765 | -2,298,693 | 71.6% | 911,072 | -2,224,298 | -14,950,331 |
| REVENUES AND OTHER SOURCES | | | | | | |
| OVER (UNDER) EXPENDITURES AND | 1,832,557 | 1,192,231 | 65.1% | -640,326 | 2,213,841 | -711,423 |
| OTHER (USES) | | | | | | |
| FUND BALANCE, JANUARY 1, 2019 | 12,374,986 | 12,374,986 | | | | |
| UNRESERVED FUND BALANCE | \$ 14,207,543 | \$ 13,567,217 | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Transportation Sales Tax Fund - 105
For Month Ending November 30, 2019

Expect 91%

| | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actual |
|--|---------------------|---------------------|-----------------|------------------------|--------------------|--------------------|
| REVENUES | | | | | | |
| Taxes & Franchise Fees | 6,266,142 | 5,647,459 | 90.1% | -618,683 | 5,640,409 | 5,381,670 |
| Licenses and Permits | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Court Receipts | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Lease and Rents | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Charges for Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Intergovernmental | 0 | 1,703 | 0.0% | 1,703 | 0 | 0 |
| Interest Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Misc. Revenue | 0 | 12,809 | 0.0% | 12,809 | 99,538 | 40,397 |
| Total Revenues | 6,266,142 | 5,661,971 | 90.4% | -604,171 | 5,739,947 | 5,422,067 |
| EXPENDITURES | | | | | | |
| Mayor & Board | 0 | 0 | 0.0% | 0 | 0 | 0 |
| City Administration | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Administrative Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Legal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Finance | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Human Resources | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Police | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Fire | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Public Works - Garage | 819,072 | 619,721 | 75.7% | -199,351 | 687,738 | 617,948 |
| Public Works - Streets | 3,574,795 | 2,476,627 | 69.3% | -1,098,168 | 3,063,010 | 3,345,916 |
| Public Works - MS4 | 123,868 | 105,602 | 85.3% | -18,266 | 96,521 | 91,907 |
| Planning & Development | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Engineering | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Health | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Culture & Recreation | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Tourism | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Capital Outlay | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service--Principal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service--Interest & Fiscal Charges | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Expenditures | 4,517,735 | 3,201,951 | 70.9% | -1,315,784 | 3,847,270 | 4,055,771 |
| NET CHANGE IN FUND BALANCE | 1,748,407 | 2,460,021 | 140.7% | 711,614 | 1,892,677 | 1,366,296 |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Transfer in from Water/Sewer | 50,000 | 45,833 | 91.7% | 0 | 45,833 | 45,833 |
| Transfer in from Tourism | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer out to Capital | -30,000 | -163,477 | 544.9% | 0 | -17,423 | -28,010 |
| Operating transfer out to TIF Debt- BH | -483,442 | -462,517 | 95.7% | -483,442 | -434,668 | -425,260 |
| Operating transfer out to TIF Debt-BL | -638,419 | -583,998 | 91.5% | -638,419 | -568,393 | -545,824 |
| Operating transfer out to Debt (2003a) -BM | -1,221,000 | -1,119,250 | 91.7% | -1,221,000 | -1,119,250 | -1,119,250 |
| Total Other Financing Sources (Uses) | -2,322,861 | -2,283,408 | 98.3% | -2,342,861 | -2,093,901 | -2,072,510 |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | -574,454 | 176,612 | -30.7% | -1,631,247 | -201,224 | -706,214 |
| FUND BALANCE, JANUARY 1, 2019 | 2,104,453 | 2,104,453 | | | | |
| UNRESERVED FUND BALANCE | \$ 1,529,999 | \$ 2,281,065 | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
TIF Debt Service Fund - 165, 170, 171
For Month Ending November 30, 2019

Expect 91%

(Funds: 161,165,170,171)

| | 2019 | YTD | Percent | Over | 2018 YTD | 2017 YTD |
|--|----------------------|----------------------|----------------|-----------------------|-------------------|-------------------|
| | <u>Budget</u> | <u>Actual</u> | <u>Used</u> | <u>(under) budget</u> | <u>Actual</u> | <u>Actual</u> |
| REVENUES | | | | | | |
| Taxes & Franchise Fees | 3,597,116 | 3,579,120 | 99.5% | 3,597,116 | 3,484,054 | 3,643,622 |
| Licenses and Permits | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Court Receipts | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Lease and Rents | 455,000 | 455,000 | 100.0% | 455,000 | 455,000 | 455,000 |
| Charges for Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Intergovernmental | 6,789,813 | 6,559,386 | 96.6% | 6,789,813 | 6,202,864 | 5,820,277 |
| Interest Income | 450,000 | 554,178 | 123.2% | 450,000 | 544,557 | 423,274 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Misc. Revenue | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | <u>11,291,929</u> | <u>11,147,684</u> | <u>98.7%</u> | <u>11,291,929</u> | <u>10,686,475</u> | <u>10,342,174</u> |
| EXPENDITURES | | | | | | |
| Mayor & Board | 0 | - | 0.0% | 0 | - | - |
| City Administration | 0 | - | 0.0% | 0 | - | - |
| Administrative Services | 0 | - | 0.0% | 0 | - | - |
| Legal | 0 | - | 0.0% | 0 | - | - |
| Finance | 114,342 | 108,701 | 95.1% | -5,641 | 97,147 | 96,785 |
| Human Resources | 0 | - | 0.0% | 0 | - | - |
| Police | 0 | - | 0.0% | 0 | - | - |
| Fire | 0 | - | 0.0% | 0 | - | - |
| Public Works | 0 | - | 0.0% | 0 | - | - |
| Planning & Development | 0 | - | 0.0% | 0 | - | - |
| Engineering | 0 | - | 0.0% | 0 | - | - |
| Health | 0 | - | 0.0% | 0 | - | - |
| Culture & Recreation | 0 | - | 0.0% | 0 | - | - |
| Tourism | 0 | - | 0.0% | 0 | - | - |
| Capital Outlay | 0 | - | 0.0% | 0 | - | - |
| Debt Service--Principal | 6,900,000 | 6,205,000 | 89.9% | -695,000 | 5,623,613 | 3,230,000 |
| Debt Service--Interest & Fiscal Charges | 6,623,288 | 4,750,767 | 71.7% | -1,872,521 | 4,596,845 | 4,718,387 |
| Non-Departmental | 0 | - | 0.0% | 0 | - | - |
| Total Expenditures | <u>13,637,630</u> | <u>11,064,468</u> | <u>81.1%</u> | <u>-2,573,162</u> | <u>10,317,605</u> | <u>8,045,172</u> |
| NET CHANGE IN FUND BALANCE | <u>-2,345,701</u> | <u>83,216</u> | <u>-3.5%</u> | <u>13,865,091</u> | <u>368,870</u> | <u>2,297,002</u> |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in from GF--Brns Hills | 966,883 | 925,450 | 95.7% | -41,433 | 869,336 | 850,519 |
| Operating transfer in from GF--Brns Land | 1,276,865 | 1,167,997 | 91.5% | -108,868 | 1,136,815 | 1,091,648 |
| Operating transfer in to Debt--Brns Landing--Subsidy R | 0 | 0 | 0.0% | 0 | 0 | - |
| Operating transfer in from Tourism Tax- BL | 1,084,695 | 1,049,655 | 96.8% | -35,040 | 988,442 | 893,252 |
| Operating transfer in from Tourism-BH | 32,588 | 29,083 | 89.2% | -3,505 | 29,807 | 27,582 |
| Operating transfer in from Transportation Tax-BH | 483,442 | 462,517 | 95.7% | -20,925 | 434,668 | 425,260 |
| Operating transfer in from Transportation Tax-BL | 638,419 | 583,998 | 91.5% | -54,421 | 568,393 | 545,824 |
| Operating transfer out to Brns Mead | 0 | -646,302 | 0.0% | -646,302 | -679,453 | -979,031 |
| Total Other Financing Sources (Uses) | <u>4,482,892</u> | <u>3,572,398</u> | <u>79.7%</u> | <u>-264,192</u> | <u>3,348,009</u> | <u>2,855,053</u> |
| REVENUES AND OTHER SOURCES | | | | | | |
| OVER (UNDER) EXPENDITURES AND | <u>2,137,191</u> | <u>3,655,614</u> | <u>171.0%</u> | <u>13,600,899</u> | <u>3,716,879</u> | <u>5,152,055</u> |
| OTHER (USES) | | | | | | |
| FUND BALANCE, JANUARY 1, 2019 | <u>22,791,085</u> | <u>22,791,085</u> | | | | |
| UNRESERVED FUND BALANCE | <u>\$ 24,928,276</u> | <u>\$ 26,446,699</u> | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Debt Service Fund - 160
For Month Ending November 30, 2019

Expect 91%

(Fund: 160-2003a)

| | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actual |
|--|---------------------|---------------------|-----------------|------------------------|--------------------|--------------------|
| REVENUES | | | | | | |
| Taxes & Franchise Fees | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Licenses and Permits | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Court Receipts | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Lease and Rents | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Charges for Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Intergovernmental | 0 | 0 | 0.0% | 0 | 141,033 | 162,087 |
| Interest Income | 500 | 1,238 | 247.7% | 738 | 1,224 | 686 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Misc. Revenue | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | <u>500</u> | <u>1,238</u> | <u>247.7%</u> | <u>738</u> | <u>142,257</u> | <u>162,773</u> |
| EXPENDITURES | | | | | | |
| Mayor & Board | 0 | 0 | 0.0% | 0 | 0 | 0 |
| City Administration | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Administrative Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Legal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Finance | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Human Resources | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Police | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Fire | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Public Works | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Planning & Development | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Engineering | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Health | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Community Development | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Culture & Recreation | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Tourism | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Capital Outlay | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service--Principal | 1,630,000 | 0 | 0.0% | -1,630,000 | 0 | 0 |
| Debt Service--Interest & Fiscal Charges | 1,303,131 | 652,816 | 50.1% | -650,315 | 676,516 | 699,541 |
| Non-Departmental | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Expenditures | <u>2,933,131</u> | <u>652,816</u> | <u>22.3%</u> | <u>-2,280,315</u> | <u>676,516</u> | <u>699,541</u> |
| NET CHANGE IN FUND BALANCE | <u>-2,932,631</u> | <u>-651,577</u> | <u>22.2%</u> | <u>2,281,054</u> | <u>-534,258</u> | <u>-536,768</u> |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in from GF--Building Lease(Brsn Mdw) | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer in from Tourism--Brsn Mdws Subsidy | 534,128 | 506,951 | 94.9% | -27,177 | 499,459 | 494,513 |
| Operating transfer in from GF--Brsn Mdws Sales Tx/Match | 175,412 | 168,769 | 96.2% | -6,643 | 141,033 | 162,087 |
| Operating transfer in from DS--Brsn Lnd | 0 | 646,302 | 0.0% | 646,302 | 679,453 | 979,031 |
| Operating transfer out to DS--Brsn Mead-TIF | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer in from Transportation Tax | 1,221,000 | 1,119,250 | 91.7% | -101,750 | 1,119,250 | 1,119,250 |
| Operating transfer out | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Other Financing Sources (Uses) | <u>1,930,540</u> | <u>2,441,272</u> | <u>126.5%</u> | <u>510,732</u> | <u>2,439,195</u> | <u>2,754,881</u> |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | <u>-1,002,091</u> | <u>1,789,694</u> | <u>-178.6%</u> | <u>2,791,785</u> | <u>1,904,937</u> | <u>2,218,113</u> |
| FUND BALANCE, JANUARY 1, 2019 | <u>2,620,838</u> | <u>2,620,838</u> | | | | |
| UNRESERVED FUND BALANCE | <u>\$ 1,618,747</u> | <u>\$ 4,410,532</u> | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Capital Projects Fund - 140
For Month Ending November 30, 2019

Expect 91%

| REVENUES | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actual |
|--|-------------------|-------------------|-----------------|------------------------|--------------------|--------------------|
| Taxes & Franchise Fees | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Licenses and Permits | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Court Receipts | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Lease and Rents | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Charges for Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Intergovernmental | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Interest Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Misc. Revenue | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | <u>0</u> | <u>0</u> | <u>0.0%</u> | <u>0</u> | <u>0</u> | <u>0</u> |
| EXPENDITURES | | | | | | |
| Mayor & Board | 0 | 0 | 0.0% | 0 | 0 | 0 |
| City Administration | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Administrative Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Legal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Finance | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Human Resources | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Police | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Fire | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Public Works | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Planning & Development | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Engineering | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Health | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Culture & Recreation | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Tourism | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Capital Outlay | 1,027,238 | 738,511 | 71.9% | -288,727 | 299,767 | 14,995,673 |
| Debt Service--Principal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service--Interest & Fiscal Charges | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Non-Depart. (includes Convention Center) | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Expenditures | <u>1,027,238</u> | <u>738,511</u> | <u>71.9%</u> | <u>-288,727</u> | <u>299,767</u> | <u>14,995,673</u> |
| NET CHANGE IN FUND BALANCE | <u>-1,027,238</u> | <u>-738,511</u> | <u>71.9%</u> | <u>288,727</u> | <u>-299,767</u> | <u>-14,995,673</u> |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in Transportation | 30,000 | 163,477 | 544.9% | 133,477 | 17,423 | 28,010 |
| Operating transfer in Tourism | 300,000 | 19,597 | 6.5% | -280,403 | 488,952 | 13,080,103 |
| Operating transfer in Capital Projects and Planning | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer in Old Branson High School | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer in GF | 332,493 | 554,449 | 166.8% | 221,956 | 74,414 | 12,466 |
| Operating transfer in Public Safety Fund | 0 | 38,249 | 0.0% | 38,249 | 0 | 0 |
| Total Other Financing Sources (Uses) | <u>662,493</u> | <u>775,772</u> | <u>117.1%</u> | <u>113,279</u> | <u>580,789</u> | <u>13,120,579</u> |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | <u>-364,745</u> | <u>37,261</u> | <u>-10.2%</u> | <u>402,006</u> | <u>281,023</u> | <u>-1,875,094</u> |
| FUND BALANCE, JANUARY 1, 2019 | <u>921,823</u> | <u>921,823</u> | | | | |
| UNRESERVED FUND BALANCE | <u>\$ 557,078</u> | <u>\$ 959,084</u> | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Perpetual Fund - 537
For Month Ending November 30, 2019

Expect 91%

| | 2019 | YTD | Percent | Over | 2018 YTD | 2017 YTD |
|--|-----------------|-----------------|----------------|-----------------------|-----------------|-----------------|
| | Budget | Actual | Used | (under) budget | Actual | Actual |
| REVENUES | | | | | | |
| Taxes & Franchise Fees | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Licenses and Permits | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Court Receipts | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Lease and Rents | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Charges for Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Intergovernmental | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Interest Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Misc. Revenue | 0 | 0 | 0.0% | 0 | 100 | 0 |
| Total Revenues | <u>0</u> | <u>0</u> | <u>0.0%</u> | <u>0</u> | <u>100</u> | <u>0</u> |
| EXPENDITURES | | | | | | |
| Mayor & Board | 0 | 0 | 0.0% | 0 | 0 | 0 |
| City Administration | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Administrative Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Legal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Finance | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Human Resources | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Police | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Fire | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Public Works | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Planning & Development | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Engineering | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Health | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Culture & Recreation | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Tourism | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Capital Outlay | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service--Principal | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service--Interest & Fiscal Charges | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Non-Depart. (includes Convention Center) | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Expenditures | <u>0</u> | <u>0</u> | <u>0.0%</u> | <u>0</u> | <u>0</u> | <u>0</u> |
| NET CHANGE IN FUND BALANCE | <u>0</u> | <u>0</u> | <u>0.0%</u> | <u>0</u> | <u>100</u> | <u>0</u> |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer out | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Other Financing Sources (Uses) | <u>0</u> | <u>0</u> | <u>0.0%</u> | <u>0</u> | <u>0</u> | <u>0</u> |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | <u>0</u> | <u>0</u> | <u>0.0%</u> | <u>0</u> | <u>100</u> | <u>0</u> |
| FUND BALANCE, JANUARY 1, 2019 | <u>5,210</u> | <u>5,210</u> | | | | |
| UNRESERVED FUND BALANCE | <u>\$ 5,210</u> | <u>\$ 5,210</u> | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Parks & Recreation Fund - 230
For Month Ending November 30, 2019

Expect 91%

| REVENUES | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actual |
|--|-------------------|-------------------|-----------------|------------------------|--------------------|--------------------|
| Cigarette Tax | 70,000 | 70,690 | 101.0% | 690 | 66,031 | 67,385 |
| Intergovernmental--Grants/Misc. Revenue | 0 | 20,612 | 0.0% | 20,612 | 69,723 | 12,837 |
| Campground | 794,900 | 863,526 | 108.6% | 68,626 | 775,930 | 625,143 |
| Rents & Leases | 136,646 | 127,641 | 93.4% | -9,005 | 126,655 | 123,095 |
| Contributions | 65,000 | 71,798 | 110.5% | 6,798 | 64,688 | 60,345 |
| Pool Admissions | 118,600 | 116,756 | 98.4% | -1,844 | 118,667 | 125,508 |
| Swim Team | 18,800 | 10,786 | 57.4% | -8,014 | 18,668 | 21,723 |
| Ball Programs | 135,300 | 129,503 | 95.7% | -5,798 | 138,291 | 129,483 |
| Golf | 0 | 0 | 0.0% | 0 | 15,108 | 30,984 |
| Tennis Revenue | 1,500 | 4,808 | 320.5% | 3,308 | 2,135 | 6,713 |
| Recreation Center/Tournaments | 127,500 | 145,895 | 114.4% | 18,395 | 107,132 | 114,077 |
| Concessions | 195,000 | 186,097 | 95.4% | -9,003 | 188,709 | 193,194 |
| Day Camp | 69,000 | 63,335 | 91.8% | -5,665 | 60,878 | 69,915 |
| Dog Park | 5,500 | 6,860 | 124.7% | 1,360 | 5,749 | 5,539 |
| Community Center | 26,000 | 27,941 | 107.5% | 1,941 | 28,287 | 29,684 |
| Special Events/Programs | 14,500 | 12,385 | 85.4% | -2,115 | 12,028 | 10,823 |
| Cheerleading | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | 1,778,246 | 1,858,632 | 104.5% | 80,386 | 1,798,677 | 1,626,448 |
| EXPENDITURES | | | | | | |
| Parks & Recreation Administration | 445,384 | 377,154 | 84.7% | -68,230 | 359,604 | 339,445 |
| Recreation Center/Tournaments/Concessions | 793,197 | 650,318 | 82.0% | -142,879 | 665,136 | 681,404 |
| Day Camp | 78,710 | 65,224 | 82.9% | -13,486 | 66,340 | 64,728 |
| Ball Program | 164,541 | 137,106 | 83.3% | -27,435 | 140,528 | 137,209 |
| Campground | 371,012 | 306,899 | 82.7% | -64,113 | 311,653 | 306,585 |
| Park Program/Parks | 533,711 | 508,251 | 95.2% | -25,460 | 512,123 | 690,044 |
| Liberty Plaza | 4,700 | 10,188 | 216.8% | 5,488 | 0 | 0 |
| Community Center | 79,485 | 76,765 | 96.6% | -2,720 | 68,195 | 59,032 |
| Swimming Pool | 140,912 | 144,864 | 102.8% | 3,952 | 130,790 | 136,015 |
| Golf Course | 8,253 | 444 | 5.4% | -7,809 | 36,377 | 40,863 |
| Swim Team | 31,805 | 16,681 | 52.4% | -15,124 | 23,291 | 26,338 |
| Dog Park | 5,160 | 3,042 | 59.0% | -2,118 | 4,527 | 4,036 |
| Special Events/Programs | 16,277 | 9,276 | 57.0% | -7,001 | 13,004 | 14,207 |
| Cheerleading | 0 | 0 | 0.0% | 0 | 11 | 456 |
| Total Expenditures | 2,673,147 | 2,306,211 | 86.3% | -366,936 | 2,331,579 | 2,500,363 |
| NET CHANGE IN FUND BALANCE | -894,901 | -447,580 | 50.0% | 447,321 | -532,902 | -873,915 |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in from GF | 890,441 | 816,238 | 91.7% | -74,203 | 742,500 | 615,083 |
| Operating transfer in from Landscape Fund | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating transfer out | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Other Financing Sources (Uses) | 890,441 | 816,238 | 91.7% | -74,203 | 742,500 | 615,083 |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | -4,460 | 368,658 | -8265.9% | 373,118 | 209,598 | -258,832 |
| FUND BALANCE, JANUARY 1, 2019 | 507,835 | 507,835 | | | | |
| UNRESERVED FUND BALANCE | \$ 503,375 | \$ 876,493 | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
All Governmental Fund Types and Similar Expendable Trust Fund
For Month Ending November 30, 2019

Expect 91%

| REVENUES | 2019 Budget | YTD Actual | Percent Used | 2018 YTD Actual | 2017 YTD Actual |
|--|------------------------|-----------------------|-------------------------|----------------------------|----------------------------|
| Taxes & Franchise Fees | 45,343,840 | 40,622,803 | 89.6% | 38,372,575 | 34,634,031 |
| Licenses and Permits | 837,129 | 1,106,075 | 132.1% | 811,975 | 793,705 |
| Court Receipts | 210,000 | 173,201 | 82.5% | 195,609 | 195,609 |
| Lease and Rents | 2,135,036 | 2,030,716 | 95.1% | 1,847,143 | 1,843,584 |
| Charges for Services | 1,499,280 | 1,328,764 | 88.6% | 1,286,227 | 1,286,227 |
| Intergovernmental | 7,513,639 | 6,710,255 | 89.3% | 6,742,117 | 6,002,960 |
| Interest Income | 761,604 | 1,234,161 | 162.0% | 836,040 | 657,662 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 8,531,297 |
| Convention Center | 4,879,202 | 4,766,762 | 0.0% | 4,445,657 | 4,195,798 |
| Misc. Revenue | 71,471 | 155,795 | 218.0% | 222,268 | 153,917 |
| Park Revenue | 1,571,600 | 1,639,689 | 104.3% | 1,536,269 | 1,423,130 |
| Total Revenues | 64,822,801 | 59,768,221 | 92.2% | 56,295,881 | 59,717,920 |
| | | | | | |
| EXPENDITURES | | | | | |
| Mayor & Board | 147,715 | 106,623 | 72.2% | 110,870 | 99,013 |
| City Administration | 491,016 | 511,419 | 104.2% | 456,612 | 494,039 |
| City Clerk | 434,435 | 364,600 | 83.9% | 360,188 | 345,505 |
| Municipal Court | 399,072 | 317,121 | 79.5% | 312,304 | 303,224 |
| Information Technology | 643,939 | 603,925 | 93.8% | 623,470 | 588,637 |
| Legal | 511,610 | 289,177 | 56.5% | 354,551 | 295,090 |
| Finance | 1,155,543 | 1,046,776 | 90.6% | 975,197 | 971,698 |
| Human Resources | 603,394 | 515,742 | 85.5% | 458,721 | 441,651 |
| Police | 7,483,747 | 5,612,952 | 75.0% | 4,090,761 | 0 |
| Fire | 6,640,869 | 4,872,220 | 73.4% | 3,259,256 | 0 |
| Public Works | 5,315,260 | 3,839,991 | 72.2% | 4,498,318 | 4,699,641 |
| Planning & Development | 973,590 | 790,970 | 81.2% | 776,432 | 749,480 |
| Engineering | 778,645 | 667,315 | 85.7% | 689,840 | 708,539 |
| Culture & Recreation | 2,673,147 | 2,306,211 | 86.3% | 2,331,579 | 2,500,363 |
| Convention Center | 5,144,176 | 4,921,538 | 95.7% | 4,803,249 | 4,546,179 |
| Tourism | 8,787,268 | 8,163,108 | 92.9% | 7,781,354 | 5,808,469 |
| Capital Outlay | 1,027,238 | 738,511 | 71.9% | 299,767 | 14,995,673 |
| Debt Service--Principal | 9,408,388 | 6,393,935 | 68.0% | 5,979,593 | 3,463,659 |
| Debt Service--Interest & Fiscal Charges | 8,786,936 | 5,453,818 | 62.1% | 5,336,636 | 5,481,250 |
| Non-Depart. | 1,888,570 | 1,488,102 | 78.8% | 1,691,168 | 1,840,811 |
| Total Expenditures | 63,294,558 | 49,004,053 | 77.4% | 45,189,866 | 48,332,920 |
| | | | | | |
| NET CHANGE IN FUND BALANCE | 1,528,243 | 10,764,168 | 704.3% | 11,106,015 | 11,385,000 |
| | | | | | |
| OTHER FINANCING SOURCES (USES) | | | | | |
| Operating transfer in | 16,637,190 | 15,382,667 | 0.0% | 8,375,485 | 20,933,969 |
| Operating transfer out | -17,522,652 | -16,342,601 | 0.0% | -8,208,818 | -20,842,302 |
| Total Other Financing Sources (Uses) | -885,462 | -959,934 | 108.4% | 166,667 | 91,667 |
| | | | | | |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | 642,781 | 9,804,234 | 1525.3% | 11,272,681 | 11,476,666 |
| | | | | | |
| FUND BALANCE, JANUARY 1, 2019 | 51,007,021 | 51,007,021 | | | |
| ENDING FUND BALANCE | \$51,649,802 | \$60,811,254 | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Water & Sewer Fund - 620
For Month Ending November 30, 2019

| | <u>Expect 91%</u> | | | | | |
|--|------------------------|-----------------------|-------------------------|--------------------------------|----------------------------|----------------------------|
| | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actual |
| REVENUES | | | | | | |
| Operation Revenues: | | | | | | |
| Charges for Services: | | | | | | |
| Water | 3,983,952 | 3,732,348 | 93.7% | -251,604 | 3,785,347 | 3,498,163 |
| Sewer | 4,678,772 | 4,690,018 | 100.2% | 11,246 | 4,640,844 | 4,277,997 |
| Rental Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Miscellaneous | 38,500 | 94,683 | 245.9% | 56,183 | 139,209 | 45,450 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Nonoperating Revenues (Expenditures) | | | | | | |
| Sewer Capacity Fees | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Interest Income | 11,000 | 90,761 | 825.1% | 79,761 | 4,107 | 16,133 |
| Intergovernmental | 33,131 | 33,150 | 0.0% | 19 | 28,421 | 40,107 |
| Contributed Capital | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Gain on Disposal of Capital Assets | 0 | 0 | 0.0% | 0 | -18,809 | 0 |
| Interest Expense | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Income (loss) before transfers | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | 8,745,355 | 8,640,960 | 98.8% | -104,395 | 8,579,119 | 7,877,850 |
| EXPENDITURES | | | | | | |
| Operation Expenditures: | | | | | | |
| Water Expenditures- | | | | | | |
| Personal Services | 1,220,089 | 1,172,706 | 96.1% | -47,383 | 1,120,686 | 1,148,529 |
| Contractual Services | 1,349,484 | 844,009 | 62.5% | -505,475 | 918,494 | 872,627 |
| Commodities | 302,809 | 240,914 | 79.6% | -61,895 | 220,303 | 236,043 |
| Depreciation | 1,633,199 | 1,404,533 | 86.0% | -228,666 | 1,383,101 | 1,378,442 |
| Sewer Expenditures- | | | | | | |
| Personal Services | 1,571,493 | 1,444,450 | 91.9% | -127,043 | 1,325,105 | 1,383,717 |
| Contractual Services | 1,931,111 | 1,542,498 | 79.9% | -388,613 | 1,631,514 | 1,522,359 |
| Commodities | 414,193 | 337,799 | 81.6% | -76,394 | 346,192 | 546,698 |
| Depreciation | 3,559,291 | 2,960,804 | 83.2% | -598,487 | 3,019,753 | 2,847,743 |
| Administrative Expenditures - | | | | | | |
| Personal Services | 788,491 | 669,438 | 84.9% | -119,053 | 663,678 | 589,026 |
| Contractual Services | 203,865 | 171,863 | 84.3% | -32,002 | 178,695 | 161,189 |
| Commodities | 36,200 | 34,071 | 94.1% | -2,129 | 11,217 | 13,141 |
| Depreciation | 318,084 | 268,747 | 84.5% | -49,337 | 270,976 | 223,971 |
| Capital | 511,625 | 178,854 | 35.0% | -332,771 | 155,239 | 236,721 |
| Contra Expense | 0 | -211,918 | 0.0% | -211,918 | -228,452 | -516,499 |
| Debt Service | 0 | 0 | 0.0% | 0 | 17 | 17 |
| Operating Income (loss) | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Expenditures | 13,839,934 | 11,058,766 | 79.9% | -2,781,168 | 11,016,518 | 10,643,723 |
| NET CHANGE IN FUND BALANCE | -5,094,579 | -2,417,806 | 47.5% | 2,676,773 | -2,437,399 | -2,765,873 |
| Operating transfer in | | | | | | |
| Operating transfer in | 0 | 0 | 0.0% | 0 | 75,625 | 0 |
| Operating transfer out - W/S Capital | | | | | | |
| Operating transfer out - W/S Capital | -1,036,000 | -412,806 | 39.8% | 623,194 | -874,811 | -144,840 |
| Transfer out to Transportation Fund | | | | | | |
| Transfer out to Transportation Fund | -50,000 | -45,833 | 91.7% | 4,167 | -45,833 | -45,833 |
| Transfer out to Internal Service Fund | | | | | | |
| Transfer out to Internal Service Fund | -700,000 | -641,667 | 91.7% | 58,333 | 0 | 0 |
| Total Other Financing Sources (Uses) | -1,786,000 | -1,100,306 | 61.6% | 685,694 | -845,020 | -190,674 |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | | | | | | |
| | -6,880,579 | -3,518,112 | 51.1% | 3,362,467 | -3,282,418 | -2,956,547 |
| FUND BALANCE, JANUARY 1, 2019 | 68,221,790 | 68,221,790 | | | | |
| UNRESERVED FUND BALANCE | \$ 61,341,211 | \$ 64,703,677 | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Water & Sewer Capital Fund - 145
For Month Ending November 30, 2019

(Fund 145-Water Sewer Projects)

Expect 91%

| | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actual |
|--|---------------------|---------------------|-----------------|------------------------|--------------------|--------------------|
| REVENUES | | | | | | |
| Operation Revenues: | | | | | | |
| Charges for Services: | | | | | | |
| Water | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Sewer | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Rental Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Miscellaneous | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Nonoperating Revenues (Expenditures) | | | | | | |
| Sewer Capacity Fees | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Sewer System Connection Charges | 259,766 | 286,410 | 110.3% | 26,644 | 286,679 | 218,306 |
| Intergovernmental | 641,575 | 0 | 0.0% | -641,575 | 103,088 | 0 |
| Interest Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Water System Connection Charges | 40,659 | 63,077 | 155.1% | 22,418 | 59,482 | 57,857 |
| Gain on Disposal of Capital Assets | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Interest Expense | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Income (loss) before transfers | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | <u>942,000</u> | <u>349,487</u> | <u>37.1%</u> | <u>-592,513</u> | <u>449,249</u> | <u>276,163</u> |
| EXPENDITURES | | | | | | |
| Operation Expenditures: | | | | | | |
| Personal Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Contractual Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Commodities | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Capital | 1,522,597 | 532,013 | 34.9% | -990,584 | 165,278 | 1,512,657 |
| Contra Expense | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Debt Service | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating Income (loss) | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Expenditures | <u>1,522,597</u> | <u>532,013</u> | <u>34.9%</u> | <u>-990,584</u> | <u>165,278</u> | <u>1,512,657</u> |
| NET CHANGE IN FUND BALANCE | <u>-580,597</u> | <u>-182,526</u> | <u>31.4%</u> | <u>398,071</u> | <u>283,971</u> | <u>-1,236,494</u> |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in from Tourism | 0 | 656,335 | 0.0% | 656,335 | 12,933 | 141,372 |
| Operating transfer out | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Other Financing Sources (Uses) | <u>0</u> | <u>656,335</u> | <u>0.0%</u> | <u>656,335</u> | <u>12,933</u> | <u>141,372</u> |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | <u>-580,597</u> | <u>473,808</u> | <u>-81.6%</u> | <u>1,054,405</u> | <u>296,904</u> | <u>-1,095,122</u> |
| FUND BALANCE, JANUARY 1, 2019 | <u>7,035,430</u> | <u>7,035,430</u> | | | | |
| UNRESERVED FUND BALANCE | <u>\$ 6,454,833</u> | <u>\$ 7,509,238</u> | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
Water & Sewer Capital Fund - 146
For Month Ending November 30, 2019

Expect 91%

(Fund 146-Water Sewer Projects - operational capital)

(Water & Sewer Capital from Operations)

| | 2019 Budget | YTD Actual | Percent Used | Over (under) budget | 2018 YTD Actual | 2017 YTD Actual |
|--|-------------------|---------------------|-----------------|------------------------|--------------------|--------------------|
| REVENUES | | | | | | |
| Operation Revenues: | | | | | | |
| Charges for Services: | | | | | | |
| Water | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Sewer | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Rental Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Miscellaneous | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Nonoperating Revenues (Expenditures) | | | | | | |
| Sewer Capacity Fees | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Interest Income | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Intergovernmental | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Gain on Disposal of Capital Assets | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Interest Expense | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Income (loss) before transfers | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | <u>0</u> | <u>0</u> | <u>0.0%</u> | <u>0</u> | <u>0</u> | <u>0</u> |
| EXPENDITURES | | | | | | |
| Operation Expenditures: | | | | | | |
| Personal Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Contractual Services | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Commodities | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Capital | 1,379,245 | 515,247 | 37.4% | -863,998 | 1,065,686 | 437,885 |
| Contra Expense | 0 | 0 | 0.0% | 0 | -75,625 | 0 |
| Debt Service | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Operating Income (loss) | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Expenditures | <u>1,379,245</u> | <u>515,247</u> | <u>37.4%</u> | <u>-863,998</u> | <u>990,061</u> | <u>437,885</u> |
| NET CHANGE IN FUND BALANCE | <u>-1,379,245</u> | <u>-515,247</u> | <u>37.4%</u> | <u>863,998</u> | <u>-990,061</u> | <u>-437,885</u> |
| Operating transfer in | 1,036,000 | 412,806 | 39.8% | -623,194 | 874,811 | 144,840 |
| Operating transfer out | 0 | 0 | 0.0% | 0 | -75,625 | 0 |
| Total Other Financing Sources (Uses) | <u>1,036,000</u> | <u>412,806</u> | <u>39.8%</u> | <u>-623,194</u> | <u>799,186</u> | <u>144,840</u> |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | <u>-343,245</u> | <u>-102,441</u> | <u>29.8%</u> | <u>240,804</u> | <u>-190,875</u> | <u>-293,045</u> |
| FUND BALANCE, JANUARY 1, 2019 | <u>1,294,754</u> | <u>1,294,754</u> | | | | |
| UNRESERVED FUND BALANCE | <u>\$ 951,509</u> | <u>\$ 1,192,313</u> | | | | |

CITY OF BRANSON, MISSOURI
Combined Statement of Revenues, Expenditures and Changes in Fund Balance
All Proprietary Fund Types and Similar Expendable Trust Fund
For Month Ending November 30, 2019

| | <u>Expect 91%</u> | | | | | |
|--|----------------------|----------------------|----------------|-----------------------|-------------------|-------------------|
| | <u>2019</u> | <u>YTD</u> | <u>Percent</u> | <u>Over</u> | <u>2018 YTD</u> | <u>2017 YTD</u> |
| | <u>Budget</u> | <u>Actual</u> | <u>Used</u> | <u>(under) budget</u> | <u>Actual</u> | <u>Actual</u> |
| REVENUES | | | | | | |
| Operation Revenues: | | | | | | |
| Charges for Services: | | | | | | |
| Water | 3,983,952 | 3,732,348 | 93.7% | -251,604 | 3,785,347 | 3,498,163 |
| Sewer | 4,678,772 | 4,690,018 | 100.2% | 11,246 | 4,640,844 | 4,277,997 |
| Rental Income | 0 | 94,683 | 0.0% | 94,683 | 0 | 0 |
| Miscellaneous | 38,500 | 0 | 0.0% | -38,500 | 139,209 | 45,450 |
| Bond Proceeds | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Nonoperating Revenues (Expenditures) | | | | | | |
| Sewer Capacity Fees | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Sewer System Connection Charges | 259,766 | 286,410 | 110.3% | 259,766 | 286,679 | 218,306 |
| Intergovernmental | 641,575 | 33,150 | 5.2% | 641,575 | 103,088 | 0 |
| Contributed Capital | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Interest Income | 11,000 | 90,761 | 825.1% | 11,000 | 4,107 | 16,133 |
| Water System Connection Charges | 73,790 | 63,077 | 85.5% | 73,790 | 87,903 | 97,964 |
| Gain on Disposal of Capital Assets | 0 | 0 | 0.0% | 0 | -18,809 | 0 |
| Interest Expense | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Income (loss) before transfers | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Revenues | <u>9,687,355</u> | <u>8,990,447</u> | <u>92.8%</u> | <u>801,957</u> | <u>9,028,368</u> | <u>8,154,013</u> |
| EXPENDITURES | | | | | | |
| Operation Expenditures: | | | | | | |
| Personal Services | 3,580,073 | 3,286,594 | 91.8% | -293,479 | 3,109,469 | 3,121,272 |
| Contractual Services | 3,484,460 | 2,558,370 | 73.4% | -926,090 | 2,728,703 | 2,556,174 |
| Capital | 3,413,467 | 1,226,114 | 35.9% | -2,187,353 | 1,386,203 | 2,187,263 |
| Debt Service | 0 | 0 | 0.0% | 0 | 17 | 17 |
| Commodities | 753,202 | 612,783 | 81.4% | -140,419 | 577,712 | 795,882 |
| Contra Expense | 0 | -211,918 | 0.0% | -211,918 | -304,077 | -516,499 |
| Depreciation | 5,510,574 | 4,634,084 | 84.1% | -876,490 | 4,673,830 | 4,450,156 |
| Operating Income (loss) | 0 | 0 | 0.0% | 0 | 0 | 0 |
| Total Expenditures | <u>16,741,776</u> | <u>12,106,027</u> | <u>72.3%</u> | <u>-4,635,749</u> | <u>12,171,857</u> | <u>12,594,266</u> |
| NET CHANGE IN FUND BALANCE | <u>-7,054,421</u> | <u>-3,115,580</u> | <u>44.2%</u> | <u>5,437,706</u> | <u>-3,143,489</u> | <u>-4,440,253</u> |
| OTHER FINANCING SOURCES (USES) | | | | | | |
| Operating transfer in | 1,036,000 | 1,069,141 | 103.2% | 33,141 | 963,370 | 286,212 |
| Operating transfer out | -1,736,000 | -1,054,473 | 60.7% | 681,527 | -950,436 | -144,840 |
| Transfer out to Transportation Fund | -50,000 | -45,833 | 91.7% | 4,167 | -45,833 | -45,833 |
| Total Other Financing Sources (Uses) | <u>-750,000</u> | <u>-31,165</u> | <u>4.2%</u> | <u>718,835</u> | <u>-32,900</u> | <u>95,539</u> |
| REVENUES AND OTHER SOURCES OVER (UNDER) EXPENDITURES AND OTHER (USES) | <u>-7,804,421</u> | <u>-3,146,745</u> | <u>40.3%</u> | <u>6,156,540</u> | <u>-3,176,389</u> | <u>-4,344,714</u> |
| FUND BALANCE, JANUARY 1, 2019 | <u>76,551,974</u> | <u>76,551,974</u> | | | | |
| ENDING FUND BALANCE | <u>\$ 68,747,553</u> | <u>\$ 73,405,229</u> | | | | |

**Operating Fund Balance
November 30, 2019**

| Fund | Fund | Balance Current Mo |
|------|---------------------------------------|------------------------|
| 101 | GENERAL FUND | \$5,507,432.04 |
| 103 | INSURANCE CLAIM | \$0.00 |
| 104 | SAFETY PROGRAM | \$42,264.12 |
| 105 | TRANSPORTATION ST FUND | \$1,456,200.21 |
| 120 | CONVENTION CENTER* | \$204,261.83 |
| 140 | CAPITAL PROJECTS FUND | \$972,987.29 |
| 141 | OLD SCHOOL FUND | \$0.00 |
| 142 | RED ROOF MALL | \$0.00 |
| 145 | PROP CAPITAL PROJECTS | \$3,316,488.90 |
| 146 | WATER/SEWER SMALL CAPITAL | \$693,150.13 |
| 160 | BRANSON MEADOWS | \$4,376,626.86 |
| 165 | BRANSON LANDING | \$769,268.31 |
| 170 | BRANSON HILLS | \$370,306.84 |
| 171 | BRANSON LANDING IDA | \$0.00 |
| 230 | RECREATION FUND | \$935,036.14 |
| 501 | PAYROLL CLEARING ACCT | (\$145,371.45) |
| 533 | LANDSCAPE TRUST FUND | \$887,542.16 |
| 534 | INMATE SECURITY FUND | \$69,226.30 |
| 535 | POLICE TRAINING FUND | \$56,599.00 |
| 536 | SHOP WITH A COP TRUST | \$18,463.39 |
| 537 | PERPETUAL CARE FUND | \$5,210.00 |
| 539 | K-9 | \$9,688.15 |
| 601 | W/S EQUIPMENT & VEHICLE REPL | \$838,585.00 |
| 602 | PUBLIC SAFETY ISF | \$29,462.23 |
| 603 | PARKS ISF | (\$27,401.36) |
| 604 | TRANSPORTATION/ PW ISF | \$78,452.63 |
| 605 | GENERAL FUND ISF | (\$13,370.05) |
| 620 | WATER & SEWER FUND | \$5,553,846.51 |
| | OPERATING FUND TOTAL | \$26,004,955.18 |
| | <i>RECONCILED CB OPERATING ACCT</i> | \$916,021.75 |
| | <i>TRANSFERS PENDING FROM TOURISM</i> | \$186,977.37 |
| | <i>TRANSFER FROM PUBLIC SAFETY</i> | (\$41,502.59) |
| | <i>POOLED CASH OPER. ACCT. BAL.</i> | \$1,061,496.53 |
| | <i>CB CHECKING ACCOUNT</i> | \$290.03 |
| | <i>CB PAYROLL ACCOUNT</i> | \$10,121.70 |
| | <i>CB PAYROLL TRUST ACCOUNT</i> | \$9,616.13 |
| | <i>CB POLICE EVIDENCE</i> | \$53,000.05 |
| | <i>BANK CODE ENTRY PENDING</i> | \$2,162.96 |
| | <i>BOK INVESTMENT ACCOUNT</i> | \$22,587,951.18 |
| | <i>COMMERCE 2011 A & B</i> | \$2,280,316.60 |
| | OPERATING ACCOUNT TOTAL | \$26,004,955.18 |
| | Difference | \$0.00 |

*120 Fund is showing the Capital Reserve Funds held by the city only

**Tourism Fund Balance
November 30, 2019**

| Fund | Fund | Balance Current Mo |
|------|--|-------------------------------|
| 240 | <i>TOURISM TAX TRUST FUND</i> | \$12,823,065.77 |
| 143 | <i>CONSTRUCTION FUND(2010B)</i> | \$0.00 |
| | <i>TOURISM FUND ACCOUNT</i> | <i>\$12,823,065.77</i> |
| | | |
| | <i>RECONCILED CB TOURISM ACCT</i> | \$2,304,989.58 |
| | <i>TRANSFERS PENDING</i> | (\$186,977.37) |
| | <i>POOLED CASH TOURISM ACCT BAL</i> | <i>\$2,118,012.21</i> |
| | <i>PENDING TRANSACTION FOR CHECKING</i> | \$0.00 |
| | <i>2017 COP BOK ACCOUNT</i> | \$253,154.31 |
| | <i>BOK INVESTMENT ACCOUNT</i> | \$6,506,834.85 |
| | <i>BNY TOURISM TRUST</i> | \$3,945,064.40 |
| | <i>TOURISM ACCOUNT TOTAL</i> | <i>\$12,823,065.77</i> |
| | | |
| | <i>Difference</i> | <i>\$0.00</i> |

**Public Safety Fund Balance
November 30, 2019**

| Fund | Fund | Balance Current Mo |
|------|--|------------------------------|
| 260 | <i>PUBLIC SAFETY FUND</i> | \$4,253,042.02 |
| | | \$0.00 |
| | <i>TOURISM FUND ACCOUNT</i> | <i>\$4,253,042.02</i> |
| | | |
| | <i>RECONCILED CB PUBLIC SAFETY ACCT</i> | \$687,570.42 |
| | <i>TRANSFERS PENDING</i> | \$41,502.59 |
| | <i>POOLED CASH PUBLIC SAFETY ACCT BAL</i> | <i>\$729,073.01</i> |
| | <i>TRANSFER ENTRY</i> | \$0.00 |
| | <i>BOK INVESTMENT ACCOUNT</i> | \$3,523,969.01 |
| | <i>TOURISM ACCOUNT TOTAL</i> | <i>\$4,253,042.02</i> |
| | | |
| | <i>Difference</i> | <i>\$0.00</i> |

CITY OF BRANSON, MISSOURI
Balance Sheet - 101 General Fund
November 30, 2019

| | | <u>General</u> |
|--------------------------|--|--------------------------------|
| Assets | | |
| | Cash and investments in Bank Account -GF | \$ 5,507,432 |
| | Petty Cash-GF | 12,780 |
| | Receivables, net: | |
| | Taxes | 2,407,670 |
| | Leases | 139,617 |
| | Intergovernmental | - |
| | Other Receivables | 105,401 |
| | Other(allowance for Bad Debt) | |
| | Employee Reimbursement | 6,353 |
| | Due from other funds | 120,459 |
| | Restricted cash and investments | - |
| | Prepays and inventories | 143,764 |
| | Total assets | <u><u>\$ 8,443,476</u></u> |
| Liabilities | | |
| | Accounts payable | \$ 126,553 |
| | Accrued expenditures | 301,891 |
| | Deferred revenue | 248,645 |
| | Deposits | 113,872 |
| | Due to other funds | 1,115,136 |
| | Total Liabilities | <u><u>1,906,096.86</u></u> |
| | Fund Balances | \$ 6,537,379 |
| Reserved for: | | |
| | Nonspendable: | |
| | Prepays and Inventory | 143,764 |
| | Assets held for redevelopment | - |
| | Assigned for: | |
| | Contractual and other | 576,039 |
| | Unassigned: | 5,817,576 |
| | Total Fund Balances | <u><u>6,537,379</u></u> |
| | Total liabilities and fund balances | <u><u>\$ 8,443,476</u></u> |

NOTE: The **Fund Balance** will vary from the Combined Statement of Revenues, Expenditures and Changes in Fund Balance because the amount includes the minor funds such as the court fund, the K-9 fund and the cop fund.

CITY OF BRANSON, MISSOURI
Balance Sheet - 260 Public Safety Fund
November 30, 2019

| | General |
|--------------------------------------|---------------------|
| Assets | |
| Cash and investments in Bank Account | \$ 4,253,042 |
| Receivables, net: | - |
| Taxes | 1,147,519 |
| Other Receivables | 5,864 |
| Total assets | \$ 5,406,425 |
| Liabilities | |
| Accounts payable | \$ 43,697 |
| Accrued expenditures | 35,524 |
| Deferred revenue | 1,100 |
| Retainage | - |
| Due to other funds | - |
| Total Liabilities | 80,321 |
| Fund Balances | \$ 5,326,104 |
| Reserved for: | |
| Encumbrances | 2,223,275 |
| Fund Balance Reserve | 3,102,829 |
| Total Fund Balances | 5,326,104 |
| Total liabilities and fund balances | \$ 5,406,425 |

CITY OF BRANSON, MISSOURI
Balance Sheet - 120 Convention Center Fund
November 30, 2019

| | General |
|--|-----------------------|
| Assets | |
| Cash-Reserved Funds -City Held | \$ 204,262 |
| Cash and investments in Bank Account | \$ 618,716 |
| Petty Cash | 13,500 |
| Accounts Receivable | 180,638 |
| Inventory | 94,759 |
| Prepaid | 15,082 |
| Total assets | \$ 1,126,958 |
| Liabilities | |
| Accounts payable | \$ 396,122 |
| Accrued expenditures | - |
| Deferred revenue | - |
| Retainage | - |
| Total Liabilities | 396,122 |
| Fund Balances | \$ 730,836 |
| Reserved for: | |
| Encumbrances | - |
| Unreserved Fund Balance | 730,836 |
| Total Fund Balances | 730,836 |
| Total liabilities and fund balances | \$ 1,126,958 |

CITY OF BRANSON, MISSOURI
Balance Sheet - 240 Tourism Fund
November 30, 2019

| | General |
|-------------------------------------|----------------------|
| Assets | |
| Operating Account | \$2,118,012.21 |
| Investment Account | \$6,506,834.85 |
| Bond Accounts | \$4,198,218.71 |
| Receivables, net: | 1,031,724 |
| Taxes | 611,898 |
| Total assets | \$ 14,466,688 |
| Liabilities | |
| Accounts Payable | \$ 449,602 |
| Tourism Tax Bond Deposits | 298,547 |
| Accrued expenditures | 45,716 |
| Due to other funds | 105,607 |
| Total Liabilities | 899,471 |
| Fund Balances | \$ 13,567,217 |
| Reserved for: | |
| Unreserved Fund Balance | 7,664,772 |
| Encumbrances | 506,678 |
| Debt Service Reserve | 5,395,767 |
| Total Fund Balances | 13,567,217 |
| Total liabilities and fund balances | \$ 14,466,688 |

CITY OF BRANSON, MISSOURI
Balance Sheet - 105 Transportation Fund
November 30, 2019

| | General |
|--|---------------------|
| Assets | |
| Cash and investments in Bank Account | \$ 1,456,200 |
| Receivables, net: | - |
| Taxes | 1,145,030 |
| Total assets | \$ 2,601,230 |
| Liabilities | |
| Accounts payable | \$ 33,713 |
| Accrued expenditures | 30,723 |
| Deferred revenue | |
| Retainage | 21,045 |
| Due to other funds | 234,684 |
| Total Liabilities | 320,165 |
| Fund Balances | \$ 2,281,065 |
| Reserved for: | |
| Encumbrances | 1,095,581 |
| Fund Balance Reserve | 1,185,484 |
| Total Fund Balances | 2,281,065 |
| Total liabilities and fund balances | \$ 2,601,230 |

CITY OF BRANSON, MISSOURI
Balance Sheet - TIF Debt Funds 165, 170 & 171
November 30, 2019

| | General |
|-------------------------------------|----------------------|
| Assets | |
| Cash | \$ 1,139,575 |
| Cash-Reserve Funds | \$ 22,404,170 |
| Receivables, net: | \$ 2,114,893 |
| Due from Other Funds | 1,140,276 |
| Total assets | \$ 26,798,914 |
| Liabilities | |
| Accounts Payable | \$ - |
| Accrued expenditures | - |
| Due to other funds | 350,939 |
| Deferred Revenues | 1,276 |
| Total Liabilities | 352,215 |
| Fund Balances | \$ 26,446,699 |
| Reserved for: | |
| Unreserved Fund Balance | 8,897,639 |
| Reserve/Debt Service | 17,549,060 |
| Encumbrance Reserve | - |
| Total Fund Balances | 26,446,699 |
| Total liabilities and fund balances | \$ 26,798,914 |

CITY OF BRANSON, MISSOURI
Balance Sheet - Debt 160
November 30, 2019

| | General |
|--------------------------------------|---------------------|
| Assets | |
| Cash and investments in Bank Account | \$ 4,376,627 |
| Receivables, net: | \$ 452 |
| Due from Other Funds | 33,454 |
| Total assets | \$ 4,410,533 |
| Liabilities | |
| Accounts Payable | \$ - |
| Accrued expenditures | - |
| Due to other funds | - |
| Retainage Payable | - |
| Total Liabilities | - |
| Fund Balances | \$ 4,410,533 |
| Reserved for: | |
| Unreserved Fund Balance | 4,410,533 |
| Reserve | - |
| Total Fund Balances | 4,410,533 |
| Total liabilities and fund balances | \$ 4,410,533 |

CITY OF BRANSON, MISSOURI
Balance Sheet - Capital Fund 140
November 30, 2019

| | General |
|--------------------------------------|-------------------|
| Assets | |
| Cash and investments in Bank Account | \$ 972,987 |
| Receivables, net: | |
| Total assets | \$ 972,987 |
| Liabilities | |
| Accounts Payable | \$ 8,152 |
| Accrued expenditures | \$ - |
| Due to other funds | \$ - |
| Retainage Payable | \$ 5,750 |
| Total Liabilities | \$ 13,902 |
| Fund Balances | \$ 959,085 |
| Reserved for: | |
| Unreserved Fund Balance | \$ 1,967,697 |
| Encumbrance Reserve | \$ (1,008,611) |
| Total Fund Balances | \$ 959,085 |
| Total liabilities and fund balances | \$ 972,987 |

CITY OF BRANSON, MISSOURI
Balance Sheet - 537 Perpetual Fund
November 30, 2019

| | General |
|--------------------------------------|-----------------|
| Assets | |
| Cash and investments in Bank Account | \$ 5,210 |
| Accounts Receivable | - |
| Total assets | \$ 5,210 |
| Liabilities | |
| Accounts payable | \$ - |
| Accrued expenditures | - |
| Deferred revenue | - |
| Retainage | - |
| Total Liabilities | - |
| Fund Balances | \$ 5,210 |
| Reserved for: | |
| Encumbrances | - |
| Reserve | 2,260 |
| Unreserved Fund Balance | 2,950 |
| Total Fund Balances | 5,210 |
| Total liabilities and fund balances | \$ 5,210 |

CITY OF BRANSON, MISSOURI
Balance Sheet - 230 Parks & Recreation Fund
November 30, 2019

| | General |
|--|-------------------|
| Assets | |
| Cash and investments in Bank Account | \$ 935,036 |
| Petty Cash | 3,240 |
| Accounts Receivable | 400 |
| Total assets | \$ 938,676 |
| Liabilities | |
| Accounts payable | \$ 28,766 |
| Accrued expenditures | 26,795 |
| Deferred revenue | 6,622 |
| Retainage | - |
| Total Liabilities | 62,183 |
| Fund Balances | \$ 876,493 |
| Reserved for: | |
| Encumbrances | 144,453 |
| Unreserved Fund Balance | 732,040 |
| Total Fund Balances | 876,493 |
| Total liabilities and fund balances | \$ 938,676 |

CITY OF BRANSON, MISSOURI
Balance Sheet - 620 Water & Sewer Fund
November 30, 2019

| | General |
|--|--------------------------|
| Assets | |
| Cash and investments in Bank Account | \$ 5,553,847 |
| Receivables, net: | |
| Water/Sewer | 3,491,058 |
| Allowance for Doubtful Accounts | (1,672,936) |
| Deferred Revenue | 449,424 |
| Capital Assets | 148,742,605 |
| Accumulated Depreciation | (89,317,232) |
| WIP | - |
| Total assets | \$ 67,246,766 |
| Liabilities | |
| Accounts payable | \$ 153,816 |
| Accrued expenditures | 777,592 |
| Deferred revenue | 468,278 |
| Retainage | - |
| Utility Deposits | 1,136,649 |
| Debt Service Liabilities | - |
| Primacy Fees | 6,739 |
| Due to Other Funds | 13 |
| Total Liabilities | 2,543,089 |
| Fund Balances | \$ 64,703,677 |
| Reserved for: | |
| Contributed Capital | 18,171,565 |
| Sinking Fund | - |
| Water/Wastewater Improvements | 2,540,529 |
| Encumbrances | 579,972 |
| Unreserved Fund Balance | 43,411,611 |
| Total Fund Balances | 64,703,677 |
| Total liabilities and fund balances | \$ 67,246,766 |

CITY OF BRANSON, MISSOURI
Balance Sheet - W&S Capital Fund 145
November 30, 2019

| | | <u>General</u> |
|------------------------|--|-------------------------|
| Assets | | |
| | Cash and investments in Bank Account | \$ 3,316,489 |
| | Receivables, net: | 13,000 |
| | Work in Progress | 4,179,749 |
| | Total assets | <u>\$ 7,509,238.43</u> |
| Liabilities | | |
| | Accounts Payable | \$ - |
| | Accrued expenditures | - |
| | Retainage | - |
| | Due to other funds | - |
| | Total Liabilities | <u>-</u> |
| | Fund Balances | \$ 7,509,238 |
| Reserved for: | | |
| | Unreserved Fund Balance | 7,541,765 |
| | Encumbrances | (121,245) |
| | PY Encumbrance Reserve | 88,719 |
| Total Fund Balances | | <u>7,509,238</u> |
| | Total liabilities and fund balances | <u>\$ 7,509,238</u> |

CITY OF BRANSON, MISSOURI
Balance Sheet - W&S Capital Fund 146
November 30, 2019

| | | <u>General</u> |
|------------------------|--|-------------------------|
| Assets | | |
| | Cash and investments in Bank Account | \$ 693,150 |
| | Accounts Receivable | - |
| | Work in Progress | 523,583 |
| | Total assets | <u>\$ 1,216,733</u> |
| Liabilities | | |
| | Accounts Payable | \$ 22,093 |
| | Accrued expenditures | |
| | Retainage | 2,327 |
| | Due to other funds | - |
| | Total Liabilities | <u>24,420</u> |
| | Fund Balances | \$ 1,192,313 |
| Reserved for: | | |
| | Unreserved Fund Balance | 978,549 |
| | Encumbrances | 158,514 |
| | PY Encumbrance Reserve | 55,250 |
| Total Fund Balances | | <u>1,192,313</u> |
| | Total liabilities and fund balances | <u>\$ 1,216,733</u> |

CITY OF BRANSON - A/P CHECKS
MINIMUM AMOUNT: \$ 50,000.00
Nov-19

| CHECK DATE | CHECK NUMBER | VENDOR NAME | DESCRIPTION | CHECK AMOUNT |
|-------------------|---------------------|-----------------------------|---|------------------------------|
| 11/15/19 | 138776 | ARCHITECTS DESIGN GROUP | PS1901 - POLICE & FIRE FACILITY DESIGN | \$3,377.59 |
| 11/15/19 | 138776 | ARCHITECTS DESIGN GROUP | PS1901 - POLICE & FIRE FACILITY DESIGN | \$68,514.91 |
| 11/15/19 | 138785 | EMPIRE DISTRICT ELECTRIC | NOVEMBER 2019 MAIN ELECTRIC BILLING | \$170,140.97 |
| 11/22/19 | 138924 | ANTHEM BCBS MO GROUP | DECEMBER 2019 HEALTH PREMIUMS | \$306,844.81 |
| 12/05/19 | 139011 | BRANSON CHAMBER OF COMMERCE | NOVEMBER 2019 PARTIAL TOURISM BILLING | \$449,601.55 |
| 12/10/19 | 8888888 | SECURITY BANKCARD | DECEMBER 2019 PCARD PAYMENT FOR NOVEMBER EXPENDITURES | \$196,448.18 |
| TOTAL | | | | <u>\$1,194,928.01</u> |

CITY OF BRANSON ■ BRANSON, MISSOURI 65616

CHECK NUMBER 138776
VENDOR 6278

DATE 11/15/2019

| VOUCHER NO. | VOUCHER DATE | INVOICE NO. | DESCRIPTION | AMOUNT |
|-------------------------|--------------|-------------|---------------------------|------------------------|
| | 11/01/2019 | 4 | PS1901-PD/FD FACIL DESIGN | \$\$\$3,377.59 |
| | 10/10/2019 | 3 | PS1901-PD/FD FACIL DESIGN | \$\$\$68,514.91 |
| TOTAL THIS CHECK | | | | \$\$\$71,892.50 |

↓ Please Detach Here and Retain Top Portion For Your Records ↓

CITY OF BRANSON
110 W. MADDUX
BRANSON, MISSOURI 65616

OZARK MOUNTAIN BANK
BRANSON, MISSOURI

80-1837
815

138776

DATE
11/15/2019

AMOUNT
\$\$\$71,892.50

SEVENTY ONE THOUSAND EIGHT HUNDRED NINETY TWO AND 50/100 DOLLARS *****

PAY
TO THE
ORDER
OF

ARCHITECTS DESIGN GROUP / ADG, INC.
333 N. KNOWLES AVE
WINTER PARK FL 32789

COPY-000
****VOID****

C2019-0162
P.O. # 34169

~~OK TO PAY~~
INIT. / /
DATE

~~OK TO PAY~~
INIT. / /
DATE

~~OK TO PAY~~
K 11/05/2019
INIT. DATE

RECEIVED
10/22/19 cdh
CITY OF BRANSON

PS1901
140-5010-510.90-11

| Architects Design Group, Inc. | | Branson Public Safety Facility and Fire Station with Fire Administration | | | | | |
|--|---------------------|--|-------------|-------------------------|------------|------------------------|------------|
| P.O. Box 1210 Winter Park, FL 32790 59-1543158 | | | | | | Branson, MO | |
| 10/10/2019 | Invoice # 3 | | | | | Job # 1035-19 | |
| Phase I | Total Fee | Paid or Credited to Date | | Amount Due This Invoice | | Total Invoiced to Date | |
| | | Amount | % | Amount | % | Amount | % |
| Phase I-A: Detailed Spatial Needs Assessment | \$42,000.00 | \$25,200.00 | 60% | \$12,600.00 | 30% | \$37,800.00 | 90% |
| Phase I-B: Site Analysis & Master Planning | \$24,000.00 | \$7,200.00 | 0% | \$14,400.00 | 60% | \$21,600.00 | 90% |
| Phase I-C: Conceptual Design | \$18,000.00 | | 0% | \$13,500.00 | 75% | \$13,500.00 | 75% |
| Phase I-D: Surveying/Geotech/Civil | \$26,500.00 | | 0% | \$26,500.00 | 100% | \$26,500.00 | 100% |
| Phase I Reimbursable Expenses | \$11,000.00 | \$5,849.09 | 53% | \$1,514.91 | 14% | \$7,364.00 | 67% |
| Phase I Total: | \$121,500.00 | \$38,249.09 | 100% | \$68,514.91 | 66% | \$108,764.00 | 88% |
| Amount Due for this Invoice | | | | \$68,514.91 | | | |
| Past Due Amounts - | | | | \$0.00 | | | |

ENTERED

C2019-0162
P.O. #34169

~~OK TO PAY~~
INIT. / /
DATE

~~OK TO PAY~~
INIT. / /
DATE

OK TO PAY
KE / /
INIT. DATE 10/25/2019

RECEIVED
11/4/19 cdh
CITY OF BRANSON

PS1901
140-5010-510.90-11

| Architects Design Group, Inc. | | Branson Public Safety Facility and Fire Station with Fire Administration | | | | | | |
|--|---------------------|--|-------------|----------------------|-------------------------|-----------|------------------------|------------|
| P.O. Box 1210 Winter Park, FL 32790 69-1543158 | | Branson, MO | | | | | | |
| 11/1/2019 Invoice # 4 | | Job # 1035-19 | | | | | | |
| Phase I | Total Fee | Paid or Credited to Date | | Past Due Invoice # 3 | Amount Due This Invoice | | Total Invoiced to Date | |
| | | Amount | % | | Amount | % | Amount | % |
| Phase I-A: Detailed Spatial Needs Assessment | \$42,000.00 | \$25,200.00 | 60% | \$12,600.00 | \$2,100.00 | 5% | \$39,800.00 | 95% |
| Phase I-B: Site Analysis & Master Planning | \$24,000.00 | \$7,200.00 | 30% | \$14,400.00 | \$1,200.00 | 5% | \$22,800.00 | 95% |
| Phase I-C: Conceptual Design | \$18,000.00 | | 0% | \$13,500.00 | | 0% | \$13,500.00 | 75% |
| Phase I-D: Surveying/Geotech/Civil | \$26,500.00 | | 0% | \$26,500.00 | | 0% | \$26,500.00 | 100% |
| Phase I Reimbursable Expenses | \$11,000.00 | \$5,849.09 | 53% | \$1,514.91 | \$77.59 | 1% | \$7,441.59 | 68% |
| Phase I Total: | \$121,500.00 | \$38,249.09 | 100% | \$68,514.91 | \$3,377.59 | 3% | \$110,141.59 | 91% |
| Amount Due for this Invoice | | | | | \$3,377.59 | | | |
| Past Due Amounts - Invoice # 3 | | | | | \$68,514.91 | | | |

ENTERED

Vendor Payment Tracking for Capital Projects - Cashflow

| Vendor | Project # | Invoice Amount | Service Dates or Invoice Date | Date Received in Finance | Scheduled Payment Date | Payment Date |
|----------------|--|-------------------------|--------------------------------------|---------------------------------|-------------------------------|------------------------|
| Black & Veatch | WS1701 - Cooper Creek WWTP Interim Improvements | 15,084.18 | 03/01/19 - 07/19/19 | 07/26/19 | 08/26/19 | Waiting on 'ok to pay' |
| Black & Veatch | WS1612 - Compton WWTP Flood Protection Conceptual Design | <u>4,860.00</u> | 03/01/19 - 07/19/19 | 07/26/19 | 08/26/19 | Waiting on 'ok to pay' |
| | | <u>19,944.18</u> | | | | |
| | Total Outstanding Capital Invoices | <u><u>19,944.18</u></u> | | | | |



BLACK & VEATCH

INVOICE

PLEASE REMIT TO:

**BLACK & VEATCH CORPORATION
P.O. BOX 803823
KANSAS CITY MO 64180-3823
FED ID: 431833073
SERVICE TAX NO :
COMPANY REG NO:
BILL TO:
TRACI HENDERSON
BRANSON MO CITY OF
110 W MADDUX STREET
SUITE 310
BRANSON MO 65616**

ELECTRONIC FUNDS TRANSFER TO:

**BLACK & VEATCH CORPORATION
ACCOUNT NUMBER: 5336422
COMMERCE BANK, KC, MO. USA
ABA NUMBER: 101000019
S.W.I.F.T. NO. CBKCUS44
PLEASE INCLUDE INVOICE NUMBER
ORG ID 1204**

CLIENT REF

**172402.100
CUSTOMER PO NUMBER 30179
B&V PROJECT NO 172402
PROJECT NAME BRANSON CCWWTP ANTIDGRDTN STDY
B&V CONTACT KELLER, JOHN A
TELEPHONE 19134583474
INVOICE NO 1300394
INVOICE DATE 23-Jul-2019

BILLED THRU 19-Jul-2019
PAYMENT DUE 22-Aug-2019
PAYMENT TERMS 30 NET
INVOICE CURRENCY USD
INVOICE AMOUNT 15,084.18**

| DESCRIPTION | TOTAL |
|--|-------------------|
| LUMP SUM = \$671,258.62 @ 100.00% COMPLETE LESS PREVIOUSLY BILLED \$656,174.44 | 15,084.18 |
| SUBTOTAL | 15,084.18 |
| TOTAL | 15,084.18 |
| TOTAL DUE (USD) | 15,084.18 |
| CONTRACT MAXIMUM | 671,258.62 |
| TOTAL BILLED TO DATE | 671,258.62 |
| BALANCE REMAINING | 0.00 |



INVOICE

PLEASE REMIT TO:
BLACK & VEATCH CORPORATION
P.O. BOX 803823
KANSAS CITY MO 64180-3823
FED ID: 431833073
SERVICE TAX NO :
COMPANY REG NO:
BILL TO:
TRACI HENDERSON
BRANSON MO CITY OF
110 W MADDUX STREET
SUITE 310
BRANSON MO 65616

ELECTRONIC FUNDS TRANSFER TO:
BLACK & VEATCH CORPORATION
ACCOUNT NUMBER: 5336422
COMMERCE BANK, KC, MO, USA
ABA NUMBER: 101000019
S.W.I.F.T. NO. CBKCUS44
PLEASE INCLUDE INVOICE NUMBER
ORG ID 1204

CLIENT REF 192653
CUSTOMER PO NUMBER 31797
B&V PROJECT NO 192653
PROJECT NAME BRANSON COMPTON WWTP FP
B&V CONTACT KELLER, JOHN A
TELEPHONE +19134583474
1300395
INVOICE NO
INVOICE DATE 23-Jul-2019

BILLED THRU 19-Jul-2019
PAYMENT DUE 22-Aug-2019
PAYMENT TERMS 30 NET
INVOICE CURRENCY USD
INVOICE AMOUNT 4,860.00

| DESCRIPTION: | TOTAL |
|--|-----------------|
| LUMP SUM = \$96,860 @ 100.00% COMPLETE LESS PREVIOUSLY BILLED \$92,000 | 4,860.00 |
| TOTAL | 4,860.00 |
| TOTAL DUE (USD) | 4,860.00 |
| CONTRACT MAXIMUM | 96,860.00 |
| TOTAL BILLED TO DATE | 96,860.00 |
| BALANCE REMAINING | 0.00 |

MEMORANDUM

TO: **Finance Committee**

FROM: **Jamie Rouch**

DATE: **01/22/2020**

SUBJECTS: **Convention Center Incentive Review-FY2018**

Thank you all for taking the time to review the performance measures of SMG as the Management Company for our Convention Center for FY2018. This review is typically completed around September following the close of the previous fiscal year audit. However, this past year was unique given the proposal and the discussion for the management company. We would like for the Finance Committee to go through each of the 5 criteria and give a score that you all feel is appropriate for the performance measures of the Center. I have attached the 2018 year-end review as well as their Financial Statements for FY2018.

Below is a brief history and the breakdown of 5 criteria that the Incentive fee is based upon.

In March 2014, the City entered into a Management Services Contract with SMG for the operation of the Branson Convention Center (BCC). SMG has been operating the facility since April 1, 2014. The agreement between the parties stipulated a fixed management fee (\$135,000/yr.), and also provides for an additional annual incentive fee, which may be provided to SMG upon the attainment of certain performance criteria, up to the maximum of the fixed management fee. Each of the 5 criteria had a weighting, which would be used to determine the maximum fee per category.

1. Customer & Client Satisfaction (20%)
2. Completion of Goals & Objectives (20%)
3. Improved Operating Financial Condition (40%)
4. Responsiveness (10%)
5. Ingenuity & Creativity (10%)

The following summarizes a past recommended incentive fee based on the materials and discussions provided for your review as an example:

Customer & Client Satisfaction – SMG utilizes E-Auto feedback survey tool that is sent to all customers. They had a relatively high (100%) return rate, and their overall scores exceeded the 90% satisfaction goal for this category. The committee recommended 100% for this section.

Completion of Goals & Objectives - SMG and City Administration established goals for the year, such as waste and electricity reduction, sales and SMG worked on them throughout the year, with varying success. The committee recommended 85% for this section.

Improved Operating Financial Condition – The SMG agreement provides 4 tiers of percentage of the category incentive based on a reduced net subsidy. Because 2015 was an exceptional year financially SMG did not show improvement in finance. The committee recommended 0% for this section.

Responsiveness – This category reflects adherence to terms and policies in the agreement, and responsiveness to the City. SMG has a high level of responsiveness through contact with the City Administrator and other staff. The committee recommended 100% for this section.

Ingenuity & Creativity – SMG continues to show ingenuity and creativity to increase revenues and reduce expenses through their reduced electricity use, recycling efforts, new events and menu items. The committee recommended 100% for this section.

The maximum incentive fee is \$ 137,700. The committee’s recommendation will be calculated on the chart below to determine the total recommended fee for FY2018:

| CRITERIA | FEE | WT. | SCORE | AMT. |
|---|-----------------|---------|-------|-----------------|
| <u>Customer & Client Satisfaction</u> | \$137,700 x 20% | x _____ | = | \$ _____ |
| <u>Completion of Goals & Objectives</u> | \$137,700 x 20% | x _____ | = | \$ _____ |
| <u>Improved Operating Financial Condition</u> | \$137,700 x 40% | x _____ | = | \$ _____ |
| <u>Responsiveness</u> | \$137,700 x 10% | x _____ | = | \$ _____ |
| <u>Ingenuity & Creativity</u> | \$137,700 x 10% | x _____ | = | \$ _____ |
| TOTAL INCENTIVE FEE AWARDED: | | | | \$ _____ |

We will be providing a date in September once the FY2019 audit is complete to come together for another meeting to review the FY2019 year.

Thank you all for your service.

CITY may request and in such form as the CITY shall stipulate. These reports must include information on the activities associated with the operation, management, supervision and maintenance of the BCC as well as financial analysis of how the center is operating, a list of upcoming events, a discussion of operating and maintenance issues/concerns, anticipated changes in management, operations or maintenance activities and other information as appropriate or as requested by the CITY. All reports shall be due to the City by the 7th day of the succeeding month.

2. Upon the conclusion of the Operating Year, and within the first three (3) months of the following Operating Year, SMG shall, as an Operating Expense, cause a certified public accounting firm to develop audited financial reports and to certify compliance with generally accepted accounting principles. The CITY reserves the right to conduct its own audit of the BCC by a certified public accounting firm.

III. GENERAL TERMS AND CONDITIONS

Exhibit A, incorporated herein by reference, contains the General Terms and Conditions governing work to be performed under this Contract, the nature of the working relationship between the CITY and SMG, and specific obligations of both parties.

IV. PERIOD OF PERFORMANCE/TERMINATION

Subject to other contract provisions herein, the period of performance under this Contract will be from April 1, 2014 through March 31, 2017. The term shall be extended on the same terms and conditions for an additional two-year period commencing April 1, 2017 and ending March 31, 2019, unless the City, in its sole discretion, provides notice of non-extension not less than one hundred eighty (180) days prior to April 1, 2017.

V. COMPENSATION AND PAYMENT

A. Fixed Management Fees

The CITY shall, in each Operating Year of the Management Term, pay SMG a fee each month equal to 1/12 of the annual fixed fee listed below for each such Operating Year (the "Fixed Management Fee"). The Fixed Management Fee shall be pro-rated for any partial Operating Year at the end of the Term of the Contract. The annual Fixed Fee shall be \$135,000 per year or \$11,250 per month through April 1, 2015. Thereafter the fixed fee shall be subject to annual CPI adjustment of no more than 2%. The City shall select the CPI index to be used for the purpose of this adjustment.

B. Incentive Fee

In addition to the Fixed Management Fees described above, SMG shall be eligible, in each Operating Year of the Management Term, for an annual incentive fee ("Incentive Fee") of up to a maximum of the Fixed Management Fee payable for such year. The Incentive Fee shall be composed as follows:

1. Twenty percent (20%) of the Incentive fee will be based on Customer and Client satisfaction. The level of Customer and Client satisfaction shall be determined by survey conducted by an independent third party selected by the CITY. In order to achieve this portion of the incentive fee the survey results must show that SMG has achieved an average Customer/Client satisfaction rating of at least 90% or greater over the course of the Operating year. SMG shall report quarterly to the CITY on progress to attain goals and objectives. The questions and rating system of the survey instrument will be developed in collaboration with SMG, however the CITY reserves the right to make final determination as to the content and rating system of the survey instrument.

2. Twenty percent (20%) of the Incentive fee will be based on completion of specific operating goals and objectives which shall be assigned annually to SMG by the CITY. In order to achieve this portion of the Incentive payment SMG must have completely and successfully completed those goals and objectives which are assigned by the CITY. SMG shall report quarterly to the CITY on progress to attain goals and objectives. Determination of successful completion shall be at the sole discretion of the CITY.

3. Forty percent (40%) of the Incentive fee shall be based on SMG either increasing Gross Revenues or Reducing Gross Expenses so that the operating loss of the BCC is lower than the operating loss from the last complete operating year (2013) which shall be adjusted as a result of the separation of the hotel operations and the convention center operations. (As an example any immediate new revenues or expenses, such as additional laundry revenues or expenses, or other revenues or expenses that come to the City as a result of the separation will not be included in the incentive calculation.) SMG shall earn 25% of this component for reductions between 5% and 10%, 50% of this component for reductions over 10% up to 20%, 75% of this component if the reduction is between 20% and 30%, and SMG may earn 100% of this component for reductions of over 30%. All such reductions must take place without degradation in service or a reduction in maintenance expenditures unless SMG can demonstrate that such cost reductions will not adversely impact the condition of the BCC, the determination of which will be in the sole discretion of the CITY.

4. Ten percent (10%) of the Incentive payment shall be based on the responsiveness of SMG to the CITY. In order to achieve this portion of the Incentive payment, SMG shall demonstrate adherence to the terms and policies contained in or referenced in this agreement. The determination of SMG's success shall be made at the sole discretion of the CITY.

5. Ten percent (10%) shall be based on the ingenuity and creativity of SMG in presenting ideas and concepts that either increase revenue, reduce expense, or improve customer service. The determination of SMG's success shall be made in the sole discretion of the CITY.

For the year 2014 both the fixed fee and the incentive fees will be based on a pro-rated period of

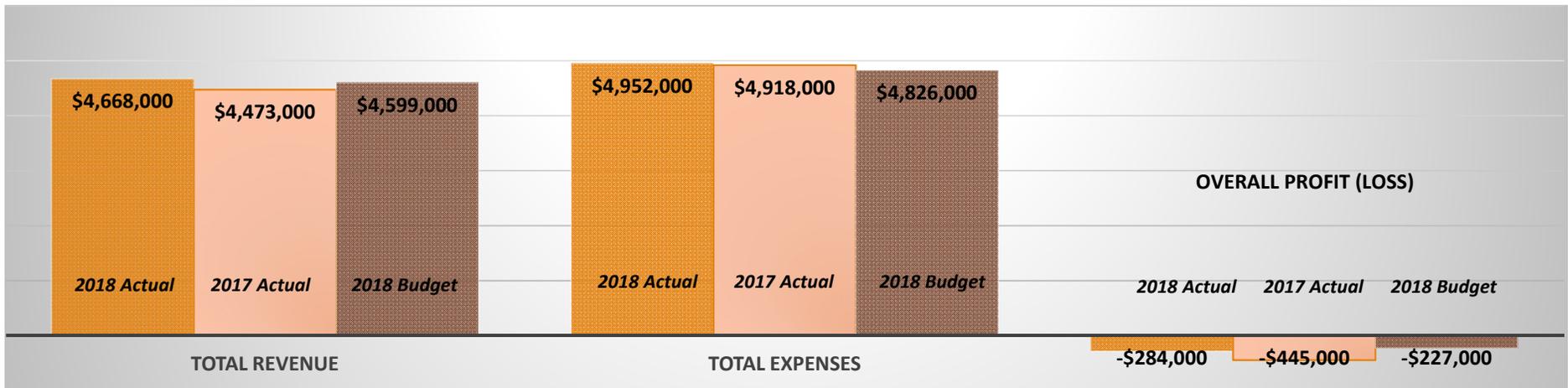


Branson Convention Center 2018 Year End Review

SAVOR...Branson

at Branson Convention Center
90 BRANSON CONVENTION CENTER

2018 Comparison of Actuals and Budget



TOTAL REVENUE:

2018= \$4.67M / 2017=\$4.47M / 2018 Budget \$4.60M

TOTAL EXPENSES:

2018= \$4.95M / 2017 = \$4.92M / 2018 Budget = \$4.83M

OVERALL (LOSS)

2018= \$(284)K / 2017 = \$(445)K/ 2018 Budget = \$(227)K

2018 Overall Financial Performance



BCC General Building Operating Results (Loss)
2018= (\$120K) / 2017 = (\$191K) / 2018 Budget = (\$108K)

BCC Marketing Results (Expense)
2018= \$164K / 2017 = \$254K / 2018 Budget = \$119K

BCC Overall (Operating & Marketing) Results (Loss)
2018= (\$284K) / 2017 = (\$445K) / 2018 Budget = (\$227K)

2018 Results

CATERING: Tremendous year with our top tier returning groups that included Conklin Companies, Associated Electric Cooperative, DL Rogers, MO Healthcare Association, Association of MO Electric Cooperatives, MO Municipal League and MO Community College Association. Surpassed budget by \$173K and previous year by \$125K!

CONCESSIONS: 2018 Sales were down to budget and down to last year. Even though new groups like Branson Market Days, LFA/MMA Friday Night Fights and Futsal has grown our primary concessions groups that include Cheer & Dance groups have had their numbers drop due to a saturation of the market. Families have to decide on which event and in what city.

2018 Results

EVENT SPACE RENTAL: Once again a strong source of income. Rental came in over \$496K for 2018. These fees are typically associated with our Cheer & Dance Groups, Sport Groups, Concert Events like Xtreme and Religious Assemblies. These groups also bring large numbers of attendees to the city and can range from 2,500 all the way up to 10,000 (MO NASP). Rental surpassed budget by \$30K and previous year by \$26K!

PARKING REVENUE: Generated over \$165K in both self parking and event parking. This number surpassed last year by \$95K! With the newly installed parking gates in both the parking garage and south lot we had a very successful year in parking revenues. This will only improve since the system was only in place for six out of the 12 months in 2018.

2018 Results

CUSTOMER SERVICE SCORES: The BCC Continues to strive in the “Customer Excellence” area.

- Sales & Events Job Knowledge: 95%
- Professionalism 94%
- Courtesy of building staff 94%
- Cleanliness of Facility: 95.7%
- Quality of F&B Services: 90%
- Overall Satisfaction with the BCC: 94.2
- Prior to coming to the BCC 88.2% and after experiencing the BCC 94.2%

We also received (20) letters from planners and clients sharing their wonderful experience here at the BCC!

2018 Results

- Winner of the “Outstanding Achievement Award in Recycling & Sustainability” presented by the MO Recycling Association.
- Received a resolution in recognition for our Award from the MO Recycling Association from Senator David Sater.
- Finally, another strong year from a Sustainability perspective. Once again we were able to achieve a 45% diversion rate. Our internal green team continually focuses on recycling glass, composting food items as well as recycling cardboard, metal, cooking oil and pallets.
- Estimated Group Attendance: 2016 (92K) / 2017 (98K) / 2018 (111K)
- Groups: 2016(193) / 2017 (173) / 2018 (170)
- Group Room Nights at Hilton Properties: 2016 (38,907) 2017 (43,161) 2018 (44,261)

The Branson Convention Center
2018 EBITDA Summary

| | January Actuals | February Actuals | March Actuals | April Actuals | May Actuals | June Actuals | July Actuals | August Actuals | September Actuals | October Actuals | November Budget | November Actuals | December Budget | December Actuals | Total |
|---------------------------------------|---------------------|---------------------|--------------------|--------------------|---------------------|-------------------|--------------------|-------------------|----------------------|--------------------|--------------------|---------------------|---------------------|---------------------|--------------|
| Revenues: | | | | | | | | | | | | | | | |
| Concessions Revenue | 8,436.86 | 21,054.34 | 29,487.94 | 20,082.11 | 1,285.29 | 47,869.74 | 3,940.21 | 1,288.01 | 0.00 | 10,617.52 | 17,000.00 | 12,533.08 | 20,000.00 | 18,742.32 | 175,337.42 |
| Banquet/AV Revenue | 134,456.38 | 342,788.85 | 335,576.56 | 399,496.69 | 181,921.97 | 560,688.40 | 392,773.83 | 380,844.48 | 446,374.00 | 661,567.61 | 289,475.33 | 278,397.01 | 177,601.00 | 190,887.21 | 4,305,772.99 |
| Total Food and Beverage | 142,893.24 | 363,843.19 | 365,064.50 | 419,578.80 | 183,207.26 | 608,558.14 | 396,714.04 | 382,132.49 | 446,374.00 | 672,185.13 | 306,475.33 | 290,930.09 | 197,601.00 | 209,629.53 | 4,481,110.41 |
| Parking Revenue | 0.00 | 6,818.17 | 16,382.30 | 9,953.17 | 3,293.80 | 20,250.98 | 19,786.92 | 19,475.90 | 22,337.00 | 19,701.62 | 14,340.00 | 18,921.87 | 11,270.00 | 12,808.96 | 169,730.69 |
| Other Operating Revenue | 266.32 | 898.13 | 65.26 | 1,855.89 | 672.39 | 355.62 | 1,735.90 | 2,176.80 | 2,441.00 | 2,394.40 | 1,600.00 | 4,392.79 | 1,600.00 | 362.55 | 17,617.05 |
| Total Revenue | 143,159.56 | 371,559.49 | 381,512.06 | 431,387.86 | 187,173.45 | 629,164.74 | 418,236.86 | 403,785.19 | 471,152.00 | 694,281.15 | 322,415.33 | 314,244.75 | 210,471.00 | 222,801.04 | 4,668,458.15 |
| Department Expenses | | | | | | | | | | | | | | | |
| Concessions Expense | 2,356.92 | 6,968.12 | 8,944.17 | 8,382.43 | 1,084.73 | 16,843.70 | 1,107.98 | 549.60 | 0.00 | 4,854.78 | 6,341.00 | 4,792.14 | 7,460.00 | 6,830.10 | 62,714.67 |
| Banquet/AV Expense | 87,543.37 | 146,174.88 | 127,990.08 | 133,522.02 | 103,653.92 | 182,963.96 | 161,953.66 | 131,890.82 | 155,886.00 | 187,941.84 | 121,322.53 | 122,781.48 | 90,876.50 | 98,527.28 | 1,640,829.31 |
| Total Food and Beverage | 89,900.29 | 153,143.00 | 136,934.25 | 141,904.45 | 104,738.65 | 199,807.66 | 163,061.64 | 132,440.42 | 155,886.00 | 192,796.62 | 127,663.53 | 127,573.62 | 98,336.50 | 105,357.38 | 1,703,543.98 |
| Total Departmental Expenses | 89,900.29 | 153,143.00 | 136,934.25 | 141,904.45 | 104,738.65 | 199,807.66 | 163,061.64 | 132,440.42 | 155,886.00 | 192,796.62 | 127,663.53 | 127,573.62 | 98,336.50 | 105,357.38 | 1,703,543.98 |
| Department Profits: | | | | | | | | | | | | | | | |
| Concessions Profit | 6,079.94 | 14,086.22 | 20,543.77 | 11,699.68 | 200.56 | 31,026.04 | 2,832.23 | 738.41 | 0.00 | 5,762.74 | 10,659.00 | 7,740.94 | 12,540.00 | 11,912.22 | 112,622.75 |
| Banquet/AV Profit | 46,913.01 | 196,613.97 | 207,586.48 | 265,974.67 | 78,268.05 | 377,724.44 | 230,820.17 | 248,953.66 | 290,488.00 | 473,625.77 | 168,152.80 | 155,615.53 | 86,724.50 | 92,359.93 | 2,664,943.68 |
| Total Food and Beverage Profit | 52,992.95 | 210,700.19 | 228,130.25 | 277,674.35 | 78,468.61 | 408,750.48 | 233,652.40 | 249,692.07 | 290,488.00 | 479,388.51 | 178,811.80 | 163,356.47 | 99,264.50 | 104,272.15 | 2,777,566.43 |
| Parking Profit | 0.00 | 6,818.17 | 16,382.30 | 9,953.17 | 3,293.80 | 20,250.98 | 19,786.92 | 19,475.90 | 22,337.00 | 19,701.62 | 14,340.00 | 18,921.87 | 11,270.00 | 12,808.96 | 169,730.69 |
| Other Operating Departments Profit | 266.32 | 898.13 | 65.26 | 1,855.89 | 672.39 | 355.62 | 1,735.90 | 2,176.80 | 2,441.00 | 2,394.40 | 1,600.00 | 4,392.79 | 1,600.00 | 362.55 | 17,617.05 |
| Total Department Profit | 53,259.27 | 218,416.49 | 244,577.81 | 289,483.41 | 82,434.80 | 429,357.08 | 255,175.22 | 271,344.77 | 315,266.00 | 501,484.53 | 194,751.80 | 186,671.13 | 112,134.50 | 117,443.66 | 2,964,914.17 |
| General & Administrative | 73,794.48 | 66,698.23 | 63,292.29 | 66,760.38 | 68,602.44 | 66,763.26 | 64,794.82 | 57,426.67 | 56,111.17 | 74,930.76 | 58,734.00 | 57,604.52 | 58,705.00 | 54,904.34 | 771,683.36 |
| Marketing | 31,917.72 | 38,788.07 | 34,854.90 | 45,565.26 | 41,839.19 | 48,815.88 | 36,188.00 | 40,337.91 | 47,306.00 | 36,360.41 | 34,076.00 | 49,701.84 | 34,043.00 | 35,973.90 | 487,649.08 |
| Property Operations | 90,946.67 | 90,821.13 | 98,884.27 | 174,021.62 | 85,468.18 | 119,155.62 | 169,332.48 | 92,212.82 | 92,138.00 | 131,569.31 | 92,748.00 | 85,212.03 | 91,585.00 | 82,287.51 | 1,312,049.64 |
| Energy | 67,147.51 | 48,388.56 | 43,466.35 | 37,741.94 | 38,188.53 | 56,488.96 | 51,216.27 | 50,924.97 | 57,374.00 | 62,310.92 | 43,008.00 | 46,297.74 | 47,000.00 | 58,778.80 | 618,324.55 |
| Total Deductions | 263,806.38 | 244,695.99 | 240,497.81 | 324,089.20 | 234,098.34 | 291,223.72 | 321,531.57 | 240,902.37 | 252,929.17 | 305,171.40 | 228,566.00 | 238,816.13 | 231,333.00 | 231,944.55 | 3,189,706.63 |
| Income Before Fixed Charges | (210,547.11) | (26,279.50) | 4,080.00 | (34,605.79) | (151,663.54) | 138,133.36 | (66,356.35) | 30,442.40 | 62,336.83 | 196,313.13 | (33,814.20) | (52,145.00) | (119,198.50) | (114,500.89) | (224,792.46) |
| Fixed Costs: | | | | | | | | | | | | | | | |
| Property Taxes & Insurance | 9,049.10 | 11,092.87 | 11,092.87 | 11,092.87 | 2,043.77 | 2,043.77 | 2,960.00 | 11,028.65 | 11,029.00 | 29,772.48 | 11,017.00 | 18,042.07 | 11,013.00 | 11,949.19 | 131,196.64 |
| Total Fixed Costs | 9,049.10 | 11,092.87 | 11,092.87 | 11,092.87 | 2,043.77 | 2,043.77 | 2,960.00 | 11,028.65 | 11,029.00 | 29,772.48 | 11,017.00 | 18,042.07 | 11,013.00 | 11,949.19 | 131,196.64 |
| EBITDA | (219,596.21) | (37,372.37) | (7,012.87) | (45,698.66) | (153,707.31) | 136,089.59 | (69,316.35) | 19,413.75 | 51,307.83 | 166,540.65 | (44,831.20) | (70,187.07) | (130,211.50) | (126,450.08) | (355,989.10) |
| EBIT | (219,596.21) | (37,372.37) | (7,012.87) | (45,698.66) | (153,707.31) | 136,089.59 | (69,316.35) | 19,413.75 | 51,307.83 | 166,540.65 | (44,831.20) | (70,187.07) | (130,211.50) | (126,450.08) | (355,989.10) |
| Management Fees: | | | | | | | | | | | | | | | |
| Base Management Fees | 11,604.11 | 11,604.11 | 11,547.25 | 11,604.11 | 11,604.11 | 11,604.11 | 11,604.11 | 11,604.11 | 11,604.00 | 11,836.19 | 11,547.25 | 11,836.19 | 11,547.25 | 13,814.86 | 141,867.26 |
| Total Management Fees | 11,604.11 | 11,604.11 | 11,547.25 | 11,604.11 | 11,604.11 | 11,604.11 | 11,604.11 | 11,604.11 | 11,604.00 | 11,836.19 | 11,547.25 | 11,836.19 | 11,547.25 | 13,814.86 | 141,867.26 |
| Profit (Loss) Before Taxes | (231,200.32) | (48,976.48) | (18,560.12) | (57,302.77) | (165,311.42) | 124,485.48 | (80,920.46) | 7,809.64 | 39,703.83 | 154,704.46 | (56,378.45) | (82,023.26) | (141,758.75) | (140,264.94) | (497,856.36) |

Total Expenses 374,359.88 420,535.97 400,072.18 488,690.63 352,484.87 504,679.26 499,157.32 395,975.55 431,448.17 539,576.69 378,793.78 396,268.01

**CONSTRUCTION IN PROGRESS
HWY 76 AND DOWNTOWN PROJECTS
as of 11/30/19**

| PROJECT NAME | ORIGINAL BUDGET | MASTER PLAN BUDGET | ESTIMATED CONSTRUCTION ESTIMATES | AMOUNT THROUGH 2017 | 2018 ADDITIONS | 2019 ADDITIONS | TOTAL PROJECT TO DATE | % COMPLETE OF PROJECT (Provided by Engineering Dept) | ESTIMATED PROJECT COST AT THIS RATE |
|--|--------------------------|-------------------------------------|----------------------------------|-------------------------|---------------------|---------------------|-------------------------|--|-------------------------------------|
| | | | | | | | | | |
| TOURISM CAPITAL FUNDS | | | | | | | | | |
| EN1201--DOWNTOWN RECONSTRUCTION/LANDSCAPING | | | | | | | | | |
| Phase 1 Design & Construction | \$ 425,000.00 | \$ 2,200,000.00 | \$ 1,320,000.00 | \$ 4,227,387.03 | \$ - | \$ 19,610.66 | \$ 4,246,997.69 | 100% | |
| Phase 2 Design | \$ 435,000.00 | \$ 155,000.00 | \$ - | \$ 768,820.21 | \$ - | \$ - | \$ 768,820.21 | 100% | |
| Phase 2 Construction | \$ 880,000.00 | \$ 1,945,000.00 | \$ 4,446,000.00 | \$ 4,591,710.42 | \$ 44,660.00 | \$ - | \$ 4,636,370.42 | 100% | |
| Phase 3 Design | \$ 445,000.00 | \$ 100,000.00 | \$ - | \$ 337,889.20 | \$ - | \$ - | \$ 337,889.20 | 100% | |
| Phase 3 Construction | \$ 880,000.00 | \$ 1,400,000.00 | \$ 2,763,000.00 | \$ 2,866,519.00 | \$ 10,057.68 | \$ 14,290.56 | \$ 2,890,867.24 | 100% | |
| Phase 4 | \$ 880,000.00 | \$ 1,600,000.00 | \$ 2,608,000.00 | \$ - | \$ - | \$ - | \$ - | 0% | |
| Phase 5 | \$ 880,000.00 | \$ 2,300,000.00 | \$ 1,562,000.00 | \$ - | \$ - | \$ - | \$ - | 0% | |
| Total Project Complete | \$ 4,825,000.00 | \$ 9,700,000.00 | \$ 12,699,000.00 | \$ 12,792,325.86 | \$ 54,717.68 | \$ 33,901.22 | \$ 12,880,944.76 | 71% | 18,142,175.72 |
| | | *CFS Estimated Budget 7/2016 | Revised Budget 4/2017 | | | | | | |
| EN1301 - HWY 76 REVITALIZATION | | | | | | | | | |
| CFS Contract Totals | \$ 7,562,088.00 | | | \$ 7,681,297.08 | \$ (119,208.56) | \$ - | \$ 7,562,088.52 | 100% | |
| Construction Management All Phases | | \$ 12,000,000.00 | | \$ 2,671,997.74 | \$ - | \$ - | \$ 2,671,997.74 | 20% | |
| Segment 1 | | \$ 5,770,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 2 | | \$ 9,430,000.00 | | \$ - | \$ - | \$ 111.96 | \$ 111.96 | 0% | |
| Segment 3 (Phase 1A) | | \$ 1,321,833.00 | | \$ 1,776,102.66 | \$ 11,967.16 | \$ 881.00 | \$ 1,788,950.82 | 100% | |
| Duct Bank | | \$ 3,428,167.00 | | \$ 3,737,112.21 | \$ 54,499.51 | \$ - | \$ 3,791,611.72 | 100% | |
| Pedestrian Improvements | | \$ 5,800,000.00 | | \$ 4,836,897.53 | \$ 135,807.91 | \$ - | \$ 4,972,705.44 | 100% | |
| Utility Undergrounding | | | | | | \$ 434.17 | \$ 434.17 | | |
| Segment 4 | | \$ 11,470,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 5 | | \$ 9,100,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 6 | | \$ 10,885,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 7 | | \$ 7,505,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 8 | | \$ 7,320,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Total Project Complete | \$ 169,000,000.00 | \$ 84,030,000.00 | | \$ 20,703,407.22 | \$ 83,066.02 | \$ 1,427.13 | \$ 20,787,900.37 | 35% | 60,254,783.68 |
| | | | | 33,495,733.08 | 137,783.70 | 35,328.35 | 33,668,845.13 | | |
| | | | | | | | | TOTAL TOURISM SPEND HWY 76 & DOWNTOWN | |
| | | *CFS Estimated Budget 7/2016 | Revised Budget per Bids | | | | | | |
| WATER/SEWER FUNDS | | | | | | | | | |
| EN1301 - HWY 76 REVITALIZATION -Water Mains | | | | | | | | | |
| Segment 1 | | \$ 2,000,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 2 | | \$ 2,000,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 3 (Phase 1A) | | \$ 2,000,000.00 | | \$ 2,112,538.73 | \$ - | \$ - | \$ 2,112,538.73 | 100% | |
| Segment 4 | | \$ 2,000,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 5 | | \$ 2,000,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 6 | | \$ 2,000,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 7 | | \$ 2,000,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Segment 8 | | \$ 2,000,000.00 | | \$ - | \$ - | \$ - | \$ - | 0% | |
| Total Project Complete | \$ 5,000,000.00 | \$ 16,000,000.00 | | \$ 2,112,538.73 | \$ - | \$ - | \$ 2,112,538.73 | 12% | 17,604,489.42 |
| EN1301 HWY 76 TOTAL PROJECT COST TO DATE | | | | | | | \$ 22,900,439.10 | | |