



For Recording Stamp Only

Deschutes County Board of Commissioners
1300 NW Wall St., Bend, OR 97701-1960
(541) 388-6570 - Fax (541) 385-3202 - www.deschutes.org

MINUTES OF WORK SESSION

DESCHUTES COUNTY BOARD OF COMMISSIONERS

MONDAY, FEBRUARY 22, 2016

Present were Commissioners Alan Unger, Tammy Baney and Anthony DeBone. Also present were Tom Anderson, County Administrator; Dave Doyle, County Counsel; and, for a portion of the meeting, Wayne Lowry, Finance; Whitney Malkin, Communications; Nick Lelack, Community Development; and Alana Hughson, COVA. No representatives of the media or other citizens were present.

Chair Unger opened the meeting at 1:30 p.m.

1. Mid-Year Report from the Central Oregon Visitors' Association.

Alana Hughson of the Central Oregon Visitors' Association provided an overview of COVA's activities (some of which is attached). Tourism is up considerably around the region. There was a shift about 18 months ago at their board level to include messaging through their website to a wide variety of locations. They have also seen good growth of membership. This was launched about a year ago and saw immediate results, which have remained strong.

Page 3 shows tourism by the numbers, including revenue from room taxes. Central Oregon (the region) is doing better than most areas of the state. It is not possible to extract information just on Deschutes County without including the City of Bend.

The visitors' center in Sunriver has exceeded expectations, and is very different from what they saw when they were located in the Old Mill District. Similar organizations in other regional cities and counties have seen good results as well. The industry has become more unified and they meet regularly and help leverage from each other's activities. Some members are involved at the State level, which is very helpful.

Commissioner Baney asked if there are ways to have conversations now so they can work well together when the market is slow. Ms. Hughson replied that they are meeting more often now, and she feels this improved communication will go a long way when times are tougher. At this time, there is a very good regional collaboration.

Discussion occurred regarding a proposed regional sports complex at the Fair & Expo Center, which will benefit the entire region. This will improve numbers during the shoulder seasons as well. Many of the smaller towns, including Maupin, La Pine and others, are coordinating efforts to enhance rural tourism, some with the help of a State grant.

Ms. Hughson then discussed the messaging theme, content and strategy. COAST – Central Oregon Air Service Team – gets the message out regarding commercial air service to and from major markets. COVA emphasizes that everything on the website are activities that visitors can actually get involved with when visiting. There will be some print in various markets as well. Part of the agreement for the new Phoenix flights includes a revenue guarantee, which is common.

They are relying heavily on social media since most people are very involved with this now, especially younger people. They are able to change out information and photographs easily, and can get specific information to mature viewers, families and other demographic groups. Information can be tracked regarding which photos are being viewed, how long someone spends on the site and a lot of details that can now be captured. This helps to tailor information to specific audiences. Their site is mobilized for all devices.

They are doing some sweepstakes and contests to help build the database. Chair Unger asked if Visit Bend pays for any of this; Ms. Hughson said they do not, but the entire region is lifted when someone visits regardless of which group brings them in. Professional sports teams have huge fan bases and this is being leveraged as much as possible.

Ms. Hughson then briefly addressed the measurements and the results. For instance, California audience growth is up 334%. Other local entities can use the COVA content or link to COVA at no cost. The numbers exceed the averages that Oregon and the nation see.

They are working on the convention and group market, especially for the shoulder seasons. They attended a national event of convention planners that was very successful.

Commissioner DeBone asked if this area could handle greater capacity. Ms. Hughson stated that 600 is about the breaking point now, and outdoor displays are weather-dependent. Sunriver is looking at increasing space for this purpose. You also need the rooms to accommodate visitors. A hotel at the Fair & Expo site might be very positive. Commissioner DeBone said the lake resort facilities operators want to do more; but they do not own the land. Ms. Hughson said the rural community projects could help address this, and there is demand for this kind of lodging and amenities by people who want a more rustic type of visit.

Tom Anderson asked if the sports complex is an area of potential expansion of things to do here. Ms. Hughson stated that this adds diversification and they would add sports marketing as a component for potential users. They already pursue ski and golf group business. There may need to be staffing at the Expo Center to handle some of it, and COVA can provide the outreach. It will be important to figure out how the cities should help with infrastructure costs since they will benefit the most from lodging.

Commissioner Baney said that the County as a whole needs to be welcoming of visitors. However, at what point are they beyond what should be put into this rather than other County needs; and she wondered how much is needed for marketing to bring in more visitors. It is hard to find a balance when they have some huge public safety issues to address, and perhaps some of this funding should come from tourism. Large reserves need to be put to work.

Ms. Hughson said when it comes to how much is enough for marketing, this is driving the conversation at the State level. Those debates are laying the groundwork for broadening the definition of tourism, how funds can be used, and may help to identify each region's needs. She stated that COVA wants to be a part of this conversation before big changes are considered. Funding is set up to be very specific, but it should perhaps be viewed differently.

2. Finance/Tax Update.

Commissioner Baney wants to manage expectations regarding a sports complex. She is concerned about infrastructure costs, hotels and associated expenses, and who is going to pick up the costs if this idea moves forward.

Wayne Lowry noted that rates are still low. The portfolio is going down after the major tax collection late last year. The pool is increasing its rate again to 75 basis points. The pool is short-term and not part of the stock market so it is not as volatile. Chair Unger asked what the County's bond rating is. Mr. Lowry said it is AA2 or 3, and the earnings are always positive. Rates are increasing based on world activity.

There are 43.4 vacancies, the lowest number in a while. These are in 9-1-1, Health and the Sheriff's Office. The general fund shows an increase based on departments taking a fresh look at their numbers each month, and most of this is based on beginning fund balance. Commissioner Baney would like the COVA agreement reviewed to find out if part of the huge increase in dollars can be used in another way. Mr. Anderson said that COVA might be able to invest in something non-traditional such as infrastructure or a potential hotel.

Mr. Lowry said there are statements on Page 6 from the Sheriff regarding the room tax portion. \$3.151 million has been projected, but this is the cap for the next couple of years. The excess was apparently to go into reserves. It is more like \$3.4 million. Commissioner Baney stated that the district agreement was at \$2.65 million and she thought anything over this was to be discussed. Commissioner DeBone advocated for having this float, up or down.

Mr. Anderson stated that even though the current year shows \$3.151 million, and anything above that would have to be requested. Some of this is not a one-time expense. If this amount ever goes down, the Sheriff's Office would have to fill in. Commissioner Baney does not like to see them spending everything that is coming in rather than setting some of it aside. Mr. Anderson said that they are taking some of this for reserves or one-time expenses. Mr. Lowry noted that it is called a public safety reserve fund. Commissioner Baney would like to call it something different so that it is clear that it is not just for the Sheriff. Mr. Lowry stated that 2017 would have no designation for this fund. Chair Unger is comfortable with \$3.15 million being the floor. Commissioner Baney is concerned that this would mean that if funding goes down at some point, the Sheriff would expect this amount to be provided to them regardless.

Behavioral Health and Health revenues are a little higher than budgeted. Community Development is \$576,000 ahead of this time last year. Some of this will go into rebuilding reserves. The Road Department is not anticipating federal funding such as PILT and SRS just in case it does not come through. They are looking at setting up a separate road capital improvement fund as well.

Solid Waste is down a little from last month, due to analyzing how to project in a different way. The numbers are still up from this time last year. Justice Court's revenue is higher than budgeted. Capital projects include the breezeway connection at the Courthouse, and some additional work at the Wall Street Services Building. There is a list of smaller projects that are completed or underway. The Road Department crew locker room and conference room have not been bid out yet. This area was last worked on in the 1970's.

Commissioner Baney asked how they can show the value added and whether there is a return on investment. She asked whether it might be better to build new in some cases. Chair Unger indicated that it might cost a lot more to purchase property and build. Mr. Anderson said that departments pay for their space for the most part.

3. Other Items.

Whitney Malkin provided a draft response for the Commissioners to use to respond to e-mails from people who are encouraging the Board to opt out of the marijuana ruling. Commissioner Baney said she has responded to a few, as has Commissioner DeBone. The medical part is the main problem. Commissioners Baney said that a major point is the licensing of medical sites, and those are the ones that are expanding. People don't seem to understand that an opt out will not help with this, but the County can put in 'reasonable' parameters.

She noted that people get frustrated if they get a canned response, but it is hard to reply to each one when there are so many. There appears to be a campaign generating most of these messages. Chair Unger stated that perhaps they could divide them up and reply to all that way, so they do not duplicate efforts. Ms. Malkin will revise the response draft for consideration on Wednesday.

Nick Lelack joined the meeting.

Commissioner Baney asked if the Marijuana Advisory Committee is in consensus. Nick Lelack said that it appears they will not be in agreement on all points. Some want site visits done every year. At the request of the facilitator, each side will write why this is or is not important.

Commissioner Baney asked if there would be criticism regarding the balance on the committee. Chair Unger is not concerned about this. Mr. Lelack stated that the facilitator usually knows what it will take to get someone on board with moving forward on an idea. There are different ideas on what is 'reasonable'. Commissioner Baney noted that this could be different for different properties. Commissioner DeBone indicated that he might sit in on a meeting to just observe. Commissioner Baney does not want to prevent open dialogue if a Commissioner is present. Mr. Lelack will ask the facilitator about it.

Mr. Lelack said the OLCC was asked what happens if a grower is up for renewal but not all the criteria has been met. The OLCC representative said they have not even contemplated this yet. This will be considered with rulemaking later in the year. Colorado has 18 full time inspectors for this purpose. Everyone is waiting for the legislature to provide clarity.

Chair Unger said that Bob Terry, Washington County Commissioner, has asked if Deschutes County would line up with other counties regarding a minimum wage lawsuit based on legislative action. Chair Unger does not want to get involved in a lawsuit. The other Commissioners said they do not want to pursue this, either. Commissioner Baney will speak to Mr. Terry in this regard.

Mr. Anderson stated that he would like to increase his cell phone allotment. The Commissioners are entitled to this increase as well.

BANEY: Move approval of increased reimbursement of cell phone costs for the Commissioners, Tom Anderson and David Doyle.

DEBONE: Second.

VOTE: BANEY: Yes.

DEBONE: Yes.

UNGER: Chair votes yes.

Regarding increased campus and Court security, Erik Kropp said he spoke with the Sheriff who advocates adding this position now. The position would be funded .5 FTE from the Sheriff and the other .5 FTE through the general fund. Mr. Anderson asked for a plan on what this person would do. Mr. Kropp said the security committee is going to discuss this further.

John Laherty and Chris Bell joined the meeting. The group began the Annual Legal/Litigation Review in executive session. Afterwards, the following action was taken.

DEBONE: Move approval of the actions proposed in executive session.

BANEY: Second.

VOTE: DEBONE: Yes.


BANEY: Yes.

UNGER: Chair votes yes.

4. Adjourn.

Being no further discussions, the session adjourned at 4:35 p.m.

DATED this 2nd Day of March 2016 for the
Deschutes County Board of Commissioners.


Alan Unger, Chair


Tammy Baney, Vice Chair

ATTEST:


Recording Secretary


Anthony DeBone, Commissioner



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WORK SESSION AGENDA

DESCHUTES COUNTY BOARD OF COMMISSIONERS

1:30 P.M., MONDAY, FEBRUARY 22, 2016

Pursuant to ORS 192.640, this agenda includes a list of the principal subjects anticipated to be addressed at the meeting. This notice does not limit the ability of the Board to address additional subjects. Meetings are subject to cancellation without notice. This meeting is open to the public and interested citizens are invited to attend.

Work Sessions allow the Board to discuss items in a less formal setting. Citizen comment is not allowed, although it may be permitted at the Board's discretion. If allowed, citizen comments regarding matters that are or have been the subject of a public hearing process will NOT be included in the official record of that hearing. Work Sessions are not normally video or audio recorded, but written minutes are taken for the record.

1. Mid-Year Report from the Central Oregon Visitors' Association – *Alana Hughson, COVA*
2. Finance/Tax Update – *Wayne Lowry*
3. Other Items
 - Annual Legal/Litigation Review (executive session) – *Legal Staff*

Meeting dates, times and discussion items are subject to change. All meetings are conducted in the Board of Commissioners' meeting rooms at 1300 NW Wall St., Bend, unless otherwise indicated. If you have questions regarding a meeting, please call 388-6572.

Deschutes County encourages persons with disabilities to participate in all programs and activities. To request this information in an alternate format, please call (541) 617-4747, or email ken.harms@deschutes.org.

“Other items” can be any items not included on the agenda that the Commissioners wish to discuss as part of the meeting, pursuant to ORS 192.640.

At any time during the meeting, an executive session could be called to address issues relating to ORS 192.660(2)(e), real property negotiations; ORS 192.660(2)(h), litigation; ORS 192.660(2)(d), labor negotiations; ORS 192.660(2)(b), personnel issues; or other executive session categories. Executive sessions are closed to the public; however, with few exceptions and under specific guidelines, are open to the media.

4. Adjourn

Meeting dates, times and discussion items are subject to change. All meetings are conducted in the Board of Commissioners' meeting rooms at 1300 NW Wall St., Bend, unless otherwise indicated. If you have questions regarding a meeting, please call 388-6572.

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FY16 MID-YEAR MARKETING UPDATE

FY 2016 MARKETING MEDIA PLAN

COVA's comprehensive 2016 marketing media plan is complete (but subject to change). The plan in total is \$953,829.73 with a reach of 142,124,500 at a CPM of \$6.71 (see CPM comparisons below for Winter Awareness Campaign). The plan allows for change throughout the year, as we will continue to evaluate each component of the campaign results. See Media Calendar for detailed information.

MT. BACHELOR WINTER AWARENESS CO-OP (September – December)

Objective

COVA / Mt. Bachelor co-op campaign in the San Francisco Bay Area designed to create awareness and promote Central Oregon and Mt. Bachelor as the preferred winter ski vacation destination.

Strategy

Leverage the impact of COVA's Bay Area presence to create awareness and attract winter visitors from Northern California to book a multi-day ski vacation at Mt. Bachelor. Traffic is driven to a Winter Ski Vacation landing page (visitcentraloregon.com/ski-vacations). Quality leads are generated through an enter-to-win giveaway for continued direct consumer marketing.

Tactics

- Digital: Web banner ads, retargeting, PPC, online video, eNewsletters
- TV: a combination of :30 and :60 spots as well as a 30 min show.
- Social Media: Click to website campaign with mobile and desktop versions.
- Direct Consumer Engagement: through sports sponsorships
- Print – lifestyle magazines with digital elements

Goals

- Increase awareness of Mt. Bachelor and Central Oregon as a ski vacation destination.
- Register 20,000 sessions on the Ski Vacations Landing Page.
- Achieve an 18% conversion rate
- Collect 1,000 quality leads for the COVA consumer database

Budget: \$280,000

Total Impressions: 25,362,516
Digital Impressions: 18,967,516
TV Impressions: 6,021,000
Print Impressions: 338,000
Direct Engagement: 36,000
Consumer Database Leads: 1,459

Clicks: 57,653 Sessions: 32,437

CTR: 0.30% (industry avg is 0.12%) CTR to Landing Page: 56% (industry avg is 30%)

Engaged Visits increased from 671 to 3,906 (482%) from September to December

Landing Page Conversion Rate – 21.3% (industry avg is 15%)

CPM's	COVA	AVG
Video	\$17.13	\$24.60
Digital Display	\$4.58	\$8.86
Social Media	\$15.76	Performing better than over 90% of similar ads
Print	\$11.90	\$27.44

BOY DO I NEED A GETAWAY GIVEAWAY (November 25, 2015 – February 29, 2016)

Objective

Continue COVA's semiannual branded campaign and promote Central Oregon and Mt. Bachelor as the preferred winter ski vacation destination.

Strategy

Capitalize on the traction from the Winter Awareness campaign and this year's snowfall to continue attracting winter visitors from Northern California to plan a winter getaway to Central Oregon and Mt. Bachelor. Traffic is driven to a Winter Getaway landing page (visitcentraloregon.com/winter-getaway). Quality leads are generated through an enter-to-win giveaway for continued direct consumer marketing.

Tactics

- Digital: Web banner ads, retargeting, , eNewsletters
- Social Media: Click to website campaign with mobile and desktop versions.

Goals

- Increase awareness of Mt. Bachelor and Central Oregon as a winter ski vacation destination.
- Collect quality leads for the COVA consumer database

Budget: \$40,000

Campaign Data from November 25 – Jan 7

Digital Impressions: 2,284,842

Clicks: 9,652

Sessions: 3,455

CTR: 0.42% (industry avg is 0.12%)

CTR to Landing Page: 36% (industry avg is 30%)

Consumer Database Growth: 288

FY 2016 RESORT MARKETING CO-OP

COVA finalized the FY 2016 Resort Marketing Co-Op with 4 partners: Black Butte Ranch, Pronghorn, Sunriver Resort and Tetherow. The FY16 goes beyond golf-specific messaging and is designed to attract COVA's target market by showcasing Central Oregon's resort properties in each of our multi-platform campaigns throughout the year. Features of the Co-Op include:

- **Featured Resort Partner Listings**
- **Exclusive eNewsletter Offers**
- **Featured Social Media Posts** (Facebook, Twitter Instagram)
- **In-Market Activations**
- **Branded Giveaway with Portland Trail Blazers**

FY 2016 Golf Campaign

In spring 2016, COVA will launch a Golf campaign covering Northern California, Southern California, Washington, Oregon, Western Canada and the greater Phoenix* market through a combination of digital, print, social media, and direct consumer engagement. As part of the campaign we will refresh creative and functionality on the Golf Landing Pages to showcase our partners and improve usability.

Below is a list of partners for the golf campaign:

- Alaska Airlines / Horizon Air
- Bay Area News Group
- Bay Area NBC / Next Stop Media
- American Airlines
- Executive Golfer
- Facebook
- Golf Digest
- Inside Golf (Canada)
- LINKS
- Merit Golf (Canada)
- NCGA
- Oregon Live
- PNGA
- Rogue Media
- SCGA
- San Francisco Giants
- Portland Trail Blazers
- Phoenix area media under negotiation*

FY 2016 Spring – Adventure Campaign

COVA is currently working with HMH on creative for the Spring-Adventure campaign. HMH is aware of our media plan and our campaign goals. We are excited about what has been presented, to date, and we will continue to share the creative messaging with you as the campaign develops.

As planned, COVA will design a Spring campaign landing page - where our messaging will be directed to the spring Boy Do I Need A Getaway Giveaway landing page. We will share a list of media partners when contracts are final.

PAID SEARCH

COVA is continuing an annual paid search campaign and has contracted a paid search expert to review and revise COVA's ad groups and keywords, review current and create new ad extensions and sitelinks and ad copy variations. COVA continually investigates new ways of conversion tracking and is in rolling evolution with new display and remarketing campaign technology through paid search.

RESEARCH & ANALYSIS.

COVA is in the negotiation process with a firm that conducts focus groups. We are currently evaluating both in-person and online options as well as bringing in partners from other DMO's to share the cost. In addition to focus groups, we are still evaluating the best options for Mobile Visitor Tracking other forms of Traveler Research.

GROUP & CONVENTION DEVELOPMENT

With the intention to increase visibility and awareness of Central Oregon within this market segment, COVA has recently become members of MPI - Oregon Chapter, and Oregon Tour & Travel Alliance (OTTA). Our efforts will focus on nurturing relationships within these organizations, garnering new leads and vetting opportunities that may be valuable to Central Oregon group sales.

Additionally, per collaborative insights and direction from surveys, COVA will focus on the below action items for implementation and/or completion within Q1 2017:

- Group database and lead generation
- Creation of meetings/events call-to-action display
- Creation and distribution of meetings/events focused eNewsletter.
- Research meeting/events tradeshow opportunities for increased Central Oregon awareness and lead generation.
- Content development for Meetings & Events page on VisitCentralOregon.com

As we approach the new year, COVA will be enhancing and updating our website Meetings and Events pages to more effectively meet the needs of Meeting Planners researching the area. These enhancements are designed to provide a more optimal experience for Meeting Planners and will be designed to facilitate group business inquiries and leads to Central Oregon. COVA has created a form for all of our partners to complete, detailing meeting space and capacity for group events. This information will populate COVA's Meetings and Events pages with the most up to date information.

Central Oregon Visitors Association
Statement of Activities
December 2015

	<u>Dec 15</u>	<u>Budget</u>	<u>Jul - Dec 15</u>	<u>YTD Budget</u>	<u>Annual Budget</u>	<u>Variance</u>
Ordinary Income/Expense						
Income						
Support & Revenue Unrestricted						
Deschutes County Room Taxes						
Deschutes County Fund 160	90,245.74	93,500.00	1,039,269.63	902,000.00	1,419,331.00	73.22%
Total Deschutes County Room Taxes	<u>90,245.74</u>	<u>93,500.00</u>	<u>1,039,269.63</u>	<u>902,000.00</u>	<u>1,419,331.00</u>	<u>73.22%</u>
REV Marketing Co-op Investments	400.00	4,000.00	51,916.40	24,000.00	50,000.00	103.83%
REV Membership Dues	475.00	300.00	115,502.50	109,300.00	110,000.00	105.00%
REV Pacific Amateur	1,071.00	2,000.00	283,536.48	265,000.00	275,000.00	103.10%
REV Trav OR Regional Investment	75,000.00	0.00	175,000.00	100,000.00	175,000.00	100.00%
REV Visitor Center, Trail Cards	432.37	500.00	2,652.37	2,400.00	80,500.00	3.30%
Credit Card residual	518.54	600.00	4,490.80	3,400.00	7,000.00	64.15%
Total Support & Revenue Unrestricted	<u>168,142.65</u>	<u>100,900.00</u>	<u>1,672,368.18</u>	<u>1,406,100.00</u>	<u>2,116,831.00</u>	<u>79.00%</u>
Total Income	<u>168,142.65</u>	<u>100,900.00</u>	<u>1,672,368.18</u>	<u>1,406,100.00</u>	<u>2,116,831.00</u>	<u>79.00%</u>
Gross Profit	<u>168,142.65</u>	<u>100,900.00</u>	<u>1,672,368.18</u>	<u>1,406,100.00</u>	<u>2,116,831.00</u>	<u>79.00%</u>
Expense						
Expenses Unrestricted						
Advertising & Marketing Expense						
Digital Development	835.36	5,000.00	13,800.54	20,000.00	50,000.00	27.60%
New Program Innovation	2,950.00	10,000.00	3,065.00	50,000.00	115,000.00	2.67%
Destination Marketing	55,546.62	91,000.00	374,198.55	462,306.00	993,306.00	37.67%
Telephone / Internet	747.17	800.00	2,621.52	4,300.00	9,000.00	29.13%
Travel OR Regional Investment	19,748.19	15,000.00	46,787.57	45,000.00	175,000.00	26.74%
Industry Representation & Dues	1,225.00	750.00	2,236.20	3,500.00	8,000.00	27.95%
Pacific Amateur Golf Classic	622.21	10,000.00	182,496.51	265,000.00	275,000.00	66.36%
Public Relations / Sales & FAMS	305.46	3,000.00	24,512.27	19,000.00	38,050.00	64.42%
Visitor Center - Trail Cards	-974.40	1,500.00	1,178.60	9,000.00	75,000.00	1.57%
Visitor Inquiry Fulfillment	13,515.14	7,500.00	26,786.33	18,500.00	40,000.00	66.97%
Total Advertising & Marketing Expense	<u>94,520.75</u>	<u>144,550.00</u>	<u>677,683.09</u>	<u>896,606.00</u>	<u>1,778,356.00</u>	<u>38.11%</u>

Central Oregon Visitors Association
Statement of Activities
December 2015

	COMMENTS
Ordinary Income/Expense	
Income	
Support & Revenue Unrestricted	
Deschutes County Room Taxes	
Deschutes County Fund 160	TRT Rev. 15.9% ahead of prior year 9.8% ahead of budget
Total Deschutes County Room Taxes	
REV Marketing Co-op Investments	Resort and Golf Trail co-ops in FQ3 - 4 will add \$95k
REV Membership Dues	Membership Drive takes place in FQ1
REV Pacific Amateur	
REV Trav OR Regional Investment	
REV Visitor Center, Trail Cards	Golf Trail card sales may move to Digital App - pending
Credit Card residual	
Total Support & Revenue Unrestricted	
Total Income	
Gross Profit	
Expense	
Expenses Unrestricted	
Advertising & Marketing Expense	
Digital Development	Site refresh & digital map Dev in FQ3 -Q4
New Program Innovation	Group Sales Dev and Phoenix air service in FQ3 - Q4
Destination Marketing	Media buy travel planning window Spring FQ3-Q4 billing lag
Telephone / Internet	Phone system upgrade budgeted for FQ3
Travel OR Regional Investment	Media buy in travel planning window Spring FQ3 - Q4
Industry Representation & Dues	Annual Dues renewals will fall primarily in January
Pacific Amateur Golf Classic	2015 PacAm payments to TaylorMade in FQ1 - pending
Public Relations / Sales & FAMS	Exceeding budget FYTD due to additional Media FAM's
Visitor Center - Trail Cards	Golf Trail card sales may move to Digital App - pending
Visitor Inquiry Fulfillment	New 2016 Visitor Guides shipped in December
Total Advertising & Marketing Expense	

Central Oregon Visitors Association
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December 2015

	<u>Dec 15</u>	<u>Budget</u>	<u>Jul - Dec 15</u>	<u>YTD Budget</u>	<u>Annual Budget</u>	<u>Variance</u>
Facilities and Equipment						
Computer Hardware / Software	0.00	83.33	0.00	499.98	1,000.00	0.00%
Computer Program & Support	0.00	83.33	0.00	499.98	1,000.00	0.00%
Depreciation	207.25	375.00	1,243.50	2,250.00	4,500.00	27.63%
Equipment Repair & Maintenance	0.00	83.34	0.00	499.99	1,000.00	0.00%
Office lease / CAM's/ utilities	3,788.81	4,583.33	23,729.19	27,499.98	55,000.00	43.14%
Total Facilities and Equipment	<u>3,996.06</u>	<u>5,208.33</u>	<u>24,972.69</u>	<u>31,249.93</u>	<u>62,500.00</u>	<u>39.96%</u>
Office Expense						
Accounting & Audit Fees	0.00	300.00	11,336.00	13,500.00	15,000.00	75.57%
Copier/Fax/Scanner	448.36	447.92	2,859.29	2,687.48	5,375.00	53.20%
Credit Card & Bank Fees	423.70	675.00	5,628.93	4,050.00	8,150.00	69.07%
Insurance	0.00	350.00	3,304.61	2,100.00	4,200.00	78.68%
Legal Fees	0.00	50.00	141.90	200.00	500.00	28.38%
Office Supplies	63.74	460.00	1,373.27	2,760.00	5,500.00	24.97%
Total Office Expense	<u>935.80</u>	<u>2,282.92</u>	<u>24,644.00</u>	<u>25,297.48</u>	<u>38,725.00</u>	<u>63.64%</u>
Personnel Expenses						
Wages & Salaries	14,862.52	35,833.33	206,493.41	214,999.98	430,000.00	48.02%
Payroll Taxes	3,481.80	2,916.67	20,481.27	17,499.98	35,000.00	58.52%
Simple IRA Plan (COVA)	1,574.07	1,200.00	6,500.97	7,200.00	14,400.00	45.15%
Employee Benefits	4,891.34	4,820.83	27,141.68	28,925.02	57,850.00	46.92%
Total Personnel Expenses	<u>24,809.73</u>	<u>44,770.83</u>	<u>260,617.33</u>	<u>268,624.98</u>	<u>537,250.00</u>	<u>48.51%</u>
Total Expenses Unrestricted	<u>124,262.34</u>	<u>196,812.08</u>	<u>987,917.11</u>	<u>1,221,778.39</u>	<u>2,416,831.00</u>	<u>40.88%</u>
Total Expense	<u>124,262.34</u>	<u>196,812.08</u>	<u>987,917.11</u>	<u>1,221,778.39</u>	<u>2,416,831.00</u>	<u>40.88%</u>
Net Ordinary Income	<u>43,880.31</u>	<u>-95,912.08</u>	<u>684,451.07</u>	<u>184,321.61</u>	<u>-300,000.00</u>	<u>-228.15%</u>
Other Income/Expense						
Other Income						
Interest Income	0.00	0.00	148.36	0.00	0.00	100.00%
Total Other Income	<u>0.00</u>	<u>0.00</u>	<u>148.36</u>	<u>0.00</u>	<u>0.00</u>	<u>100.00%</u>
Net Other Income	<u>0.00</u>	<u>0.00</u>	<u>148.36</u>	<u>0.00</u>	<u>0.00</u>	<u>100.00%</u>
Net Income	<u><u>43,880.31</u></u>	<u><u>-95,912.08</u></u>	<u><u>684,599.43</u></u>	<u><u>184,321.61</u></u>	<u><u>-300,000.00</u></u>	<u><u>-228.20%</u></u>

Central Oregon Visitors Association
Statement of Activities
December 2015

COMMENTS

Facilities and Equipment

Computer Hardware / Software

Computer Program & Support

Depreciation

Equipment Repair & Maintenance

Office lease / CAM's/ utilities

Total Facilities and Equipment

Office Expense

Accounting & Audit Fees

Annual Audit booked in FQ2

Copier/Fax/Scanner

Credit Card & Bank Fees

Increase in Bank Fee's w/ transition to Insured Sweep Accts.

Insurance

Insurance primarily renews in FQ1

Legal Fees

Office Supplies

Total Office Expense

Personnel Expenses

Wages & Salaries

Payroll Taxes

Simple IRA Plan (COVA)

Employee Benefits

Total Personnel Expenses

Total Expenses Unrestricted

Total Expense

Net Ordinary Income

Timing of Media Buy creates positive cash flow until FQ4

Other Income/Expense

Other Income

Interest Income

Total Other Income

Net Other Income

Net Income

VISITCENTRALOREGON.COM

FY16 Analytics Summary Website Metrics

FY16 GOALS:

- 15% increase in VisitCentralOregon.com web sessions
- 15% annual increase in outbound clicks
- 5% Increase in return visitation

FY16 YEAR TO DATE RESULTS:

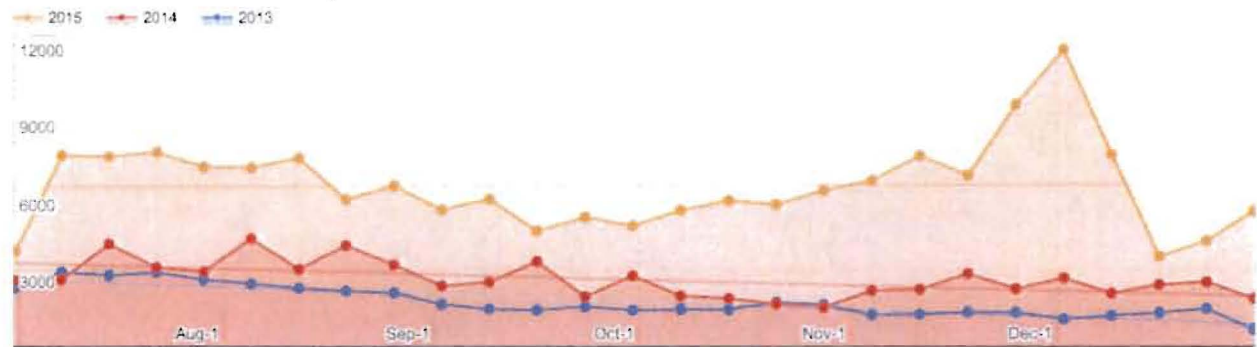
Website Sessions Mid-Year Comparison | JUL 1 – DEC 31

2013 – 46,683

2014 – 69,779 – 49% increase over 2013

2015 – 168,249 – 141% increase over 2014

Metrics Year Over Year | JUL 1 – DEC 31



Audience Location For Website Visitors | SEP 1 – DEC 31

	2014	2015	% CHG
CA – Bay Area	3,985	16,975	326%
OR – Portland	15,457	34,834	125%
OR – Eugene	2,876	4,959	72%
WA – Seattle/Tacoma	5,906	13,429	127%
CA – Los Angeles	1,776	15,248	759%

Website Referral To Members/Partners | JUL 1 – DEC 31

	2014	2015	% CHG
Outbound clicks to Members	21,446	36,785	72%

SOCIAL MEDIA ENGAGEMENT

Culturing Online Relationships

FY16 GOALS:

- 15% increase in Facebook Fans
- 15% increase in Facebook Reach
- 15% increase in Instagram followers
- 15% increase in Twitter followers
- 15% increase in clicks to website from Social Media

RESULTS – JUL 1 – DEC 31

- **Facebook Fans** 46,855 – 36% increase FYTD
- **Facebook Reach** 4,845 – per post (average) – 94% increase YOY
- **Facebook Impressions** 13,365 – people per day (average)
- **Instagram followers** 1,718 – Instagram account launched January 2015
- **Twitter followers** 4,271 – 7% increase YTD
- **Pinterest followers** 222 – launched 8/15/15
- Clicks from **Social Media**: 28,068 – 158% increase over 2014

FACEBOOK REACH AND IMPRESSIONS BY DAY FYTD



BLOG/STORIES

Inspirational stories and video including example itineraries, trip ideas and “favorite” lists:

- **224 Blog Posts**
- **22 individual, 3-minute video blogs produced** and posted on VisitCentralOregon.com

VISITOR INFORMATION CENTER

Direct Consumer Engagement

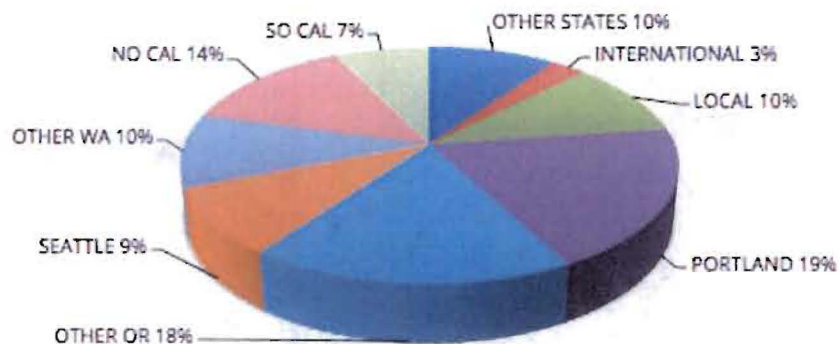
FY16 GOALS:

- Average 1,000 walk-in visitors monthly to Visitor Information Center
- 500 Visitor Survey's completed in Visitor Information Center
- 500 Central Oregon Golf Trail Players Cards sold through Visitor Information Center

RESULTS FOR JULY – DECEMBER: Walk-in Traffic to Visitor Information Center

MONTHLY AVERAGE: 2,326 (Annual Goal achieved in first 6 months)

WALK-IN TRAFFIC BY HOMETOWN – JUL – DEC 2015



SOURCE OF INQUIRIES FYTD July - December

VISITOR CENTER WALK-IN'S:	13,956
VISITOR CENTER CALLS:	2,144
DOMESTIC INQUIRIES FULFILLED:	14,760
INTERNAT'L INQUIRIES FULFILLED:	1,164
INTERNATIONAL WALK-IN'S:	351

LODGING BOOKING VALUES: **\$188,912**

GOLF BOOKING VALUES: **\$159,518**

NEW MEMBERS

- | | | |
|----------------------------------|------------------------|----------------------------|
| • Atlas Security | • Crescent Moon Ranch | • Village Threads |
| • Natural Edge Furniture | • Obsidian Hair Salon | • Central Oregon Bungee |
| • Roger Wayland- Sotheby's | • My Place Hotel | • Advanced Flight Dynamics |
| • MCD-McDonald Group | • Lost Season Supply | • DD Ranch |
| • MotoFantasy Motorcycle Rentals | • Sparrow Bakery | • El Caporal |
| • Danny Adams- Sotheby's | • Bonta Gelato | • Advanced Flight Dynamics |
| • Sotheby's – Sunriver | • Sunriver Toy House | • Atelier 6000 |
| • Sotheby's –Sisters | • Hidden Pines RV Park | • The Drake |
| • Bend Elks Baseball | • Crater Lake Zipline | |
| • Bend Town Cars | • Lara House | |
| | • Lazy Daisy | |

CONSUMER REMARKETING

E-Newsletter & Remarketing Audience

FY16 GOALS:

- 20% Open Rate for e-Newsletter (industry average is 17%)
- 10% Click through rate (industry average is 7.9%)
- 15% Increase in Consumer opt-in database

CONSUMER E-NEWSLETTER

Average eNewsletter open rate:	21.1%	4.1% above industry average
Monthly email Click Through Rate:	9.9%	2.9% above industry average
Consumer email database:	58,177	19% increase FYTD

CALIFORNIA DIGITAL AUDIENCE GROWTH

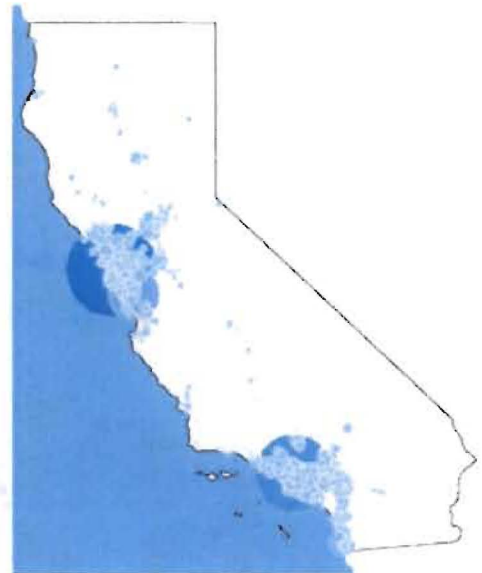
Overall increase in site visitation from California consumers is +334% with the largest growth happening in the following Cities:

San Francisco	320%	Los Angeles	710%
Palo Alto	502%	Fremont	521%
Berkeley	606%	San Diego	137%
Sacramento	318%	Santa Rosa	266%
San Jose	512%	Oakland	322%

2014



2015



*Circles in map represent the number of site visitors for a specific city.

PUBLIC RELATIONS

Cultivate Domestic & International Earned Media

FY16 GOALS:

- Secure 2:1 match in Earned Media over advertising spend (\$1.8 million EM goal)

RESULTS

- \$5.2 MILLION IN EARNED MEDIA FYTD – A NEARLY 3:1 MATCH TO PAID ADVERTISING**

Domestic Earned Media Fiscal Year to Date:

- Total Story Placements: 230+
- Earned Print Circulation: 1.1 million+
- Earned Online reach: 475 million

International Earned Media (cooperative effort with Travel Oregon)

- Reported Quarterly – No data for FY15/16 YET received

FAMILIARIZATION TOURS – JUL – DEC

Business	Tour Op.	Media	Int'l	Domestic
Jan Doets	1		1	
TexasOutside.com		1		1
Fairfax Media		1	1	
Trek & Mtn. Magazine, The Scotsman, Sportsister, Bike Magazine, Sidetracked Magazine, UK Climbing Mag		1	1	
World Tourism Day - Sparkloft Media		1		1
Travel Oregon PR Group		1		1
The Guardian UK	1		1	
Souther California Golf Association		1		1
Corning's Gorilla Glass & Samsung		1	1	
Azumano	1			1
ALTOUR	1			1
Falcon's Crest, Inc.	1			1
Fuldaer Zeitung / Spirit of the West Magazine		1	1	
Reisblogger-Kollektiv		1	1	
Scenic Tours/Australia		1	1	
Australian Traveller Magazine		1	1	
East Valley Tribune		1		1
Hung & Kit Travel Services	1		1	
American Vacations	1		1	
Total: 19	7	12	11	8

GROUP MARKETING

Supporting the Convention & Groups Market

OBJECTIVE

Increase visibility and awareness of Central Oregon within the meetings and events market segment, implementing collaborative regional efforts towards establishing Central Oregon as THE unique and inspiring, outdoor recreation destination for groups, meetings and events.

GOALS

- Creation of meetings/events focused eNewsletter and meetings/events display.
- Lead generation from online RFP and vetted tradeshow opportunities.
- Creation of database/distribution list of qualified market segment leads.

TACTICS

- COVA will become an active member of Meeting Professionals International (MPI) - Oregon Chapter, and Oregon Tour & Travel Alliance (OTTA).
- Produce and distribute monthly meetings/events focused eNewsletter.
- Meetings/events call-to-action display, leveraging regional presence at sporting events and trade shows.
- Content development for Meetings & Events page on VisitCentralOregon.com; including an online RFP Form for lead generation, and venue information with direct links to venue websites.
- Research meeting/events tradeshow opportunities for increased Central Oregon awareness and lead generation. FY 2015-16 commitments:
 - MPI – NorCal Chapter Annual Conference | February
 - GoWest | February
 - MPI – Cascadia Conference | March
 - IPW | June
 - IAGTO | June

METRICS

- Following launch: eNewsletter open & CTR
- Establish new metrics/benchmarks from Q3-Q4 efforts.

MID YEAR REPORT: RFP's | RDMO sponsorship

- MPI – Cascadia Conference | March
- Oregon Middle School State Basketball Championships
- NW Cup Roller Hockey
- NACo / WIR 2017 conference (partnership with Deschutes County)
- ITG Companies (Int'l – Netherlands) – 2017 Solar Eclipse



CENTRAL OREGON

Adventure Calls

BEND • SUNRIVER

Mid Year Report – Presented to Deschutes County – February 2016

INSPIRE. DEVELOP. DELIVER. REPEAT.

Our goal is to **INSPIRE** destination vacation travel to Central Oregon and continue to **DEVELOP** destination markets by promoting a world-class travel experience that will **DELIVER** lasting memories, encourage **REPEAT** visitation and convert Central Oregon visitors into lifelong evangelists.



OVERVIEW

History

The Central Oregon Visitors Association has been the Regional Destination Marketing Organization serving Central Oregon for more than four decades. With nearly 500 member businesses, COVA is established as the leader in regional tourism marketing. Partnering with community leaders and industry stakeholders both regionally and statewide, COVA creates award-winning marketing programs to position Central Oregon as a world-class tourism destination. COVA's team is a small, cohesive and talented group of individuals led by a visionary and dedicated board of directors, elected by the COVA membership.

Details

To insure the growth and success of our mission, it is critical that COVA is driven by a comprehensive marketing plan that includes cutting edge messaging strategies combined with traditional advertising, digital development, social media and outside-the-box, custom-tailored marketing and promotional opportunities. Within the plan, each strategy is designed to leverage the others to fully maximize our reach to potential visitors.

In creating an effective marketing plan, it is important to recognize that without research, analysis and program measurement there would be no basis upon which to build a strategy to effectively deliver our message and promote our brand. Research and analysis are tools we utilize to define strategies, targets and markets for development. Measurement sets the accountability for informed, effective decisions and programs.

In 2015 CO Tourism Revenue grew **13.8%**

Occupancy **+4.9%**
Average Daily Rate **+6.2%**
RevPar **+11.4%**

In 2015, tourism nationwide grew **7.4%**
and more than **13.2%** statewide in Oregon

The Official Central Oregon Visitors
Guide has a Readership of **275,000+**

COVA has a Consumer Database of
over **58,000** opt-in subscribers

Tourism by the NUMBERS

COVA has secured an earned media
value of **\$5.2 MILLION** to date in FY2016
through story placements, earned print
circulation, earned online reach and
hosted familiarization tours.

Central Oregon welcomed **3.8+ MILLION**
overnight visitors in 2015 with an
average daily spend of **\$141 per**
visitor, per day

COVA's new Visitor Information Center
in Sunriver serves an average of
2,326 Visitors each month

COVA's social media following has
increased by **36%** In the past 6 months

Fiscal year-to-date, COVA's website
has had **168,249** unique sessions.
An increase YOY of **141%**

VisitCentralOregon.com averages over
7,100 outbound clicks-to-members
per month

JUL 1 – DEC 30 SNAPSHOT

MID-YEAR BENCHMARKS:

- 5th Year of TRT growth
 - Up 15.9% and 9.8% ahead of budget
- Fiscal Accountability
 - Exemplary Outside Audit Report
 - 95% of Revenue resources to programs
- New COVA strategy shatters Goals
 - Agency services brought in-house
 - Image transitions to Tactical/Retail FYTD
 - 141% increase in User Sessions
 - 72% increase in Outbound Clicks
 - \$5.2 million in Earned Media
- FY16 Media Budget
 - Total spend FYTD: \$374,200 | 37%
 - Total Impressions: 52.5 million
 - Average CPM: \$6.64 across all platforms
 - Digital, video, television, print, social

MILESTONES:

- Uniting a Region
 - COVA coalesces DMO partners
 - Visit Bend
 - Sisters Country
 - River Canyon Country
 - Newberry Country
- Advocating for Travel Priorities
 - Central Oregon Air Service Team
 - Inbound marketing initiatives
 - new route development to PHX
 - increased capacity: PDX, SFO and SEA
- Connecting the Industry
 - Travel OR Regional Investment Fund
 - Tourism Matching Grants
 - Regional Group/Event collaboration
 - Rural Tourism Studio development

MESSAGING

We will **INSPIRE** you to believe that there is a vacation experience waiting in Central Oregon that cannot be found anywhere else.

While we realize that **ADVENTURE** is different for everyone; everyone can find their own adventure in Central Oregon.

Whether visiting to hike, bike, ski, golf, fish, or just relax, you will have a unique, **AUTHENTIC** and personal experience in Central Oregon.

The Central Oregon experience is available 365 Days a year, under **300 DAYS** of sun.



9 out of 10 companies will produce **more content** this year than last year, and most of those companies will continue to produce more content each year. With eye-grabbing titles and subjects, and more accessible friendly open designs, this trend is already making it harder for consumers to separate the good from the bad and find what they are looking for. This can result in diminishing returns. One solution to this is to **build a Great Content Brand**. That is – a brand that is famous for producing intelligent, useful and entertaining content that's always worth consuming.

With this in mind, our strategy can be summed up in one word. **Engagement.**

STRATEGY



COVA's marketing plan is a combination of traditional and non-traditional marketing and advertising opportunities. Each program is designed around engaging in a **two-way conversation** with our target market to inspire them to take action.

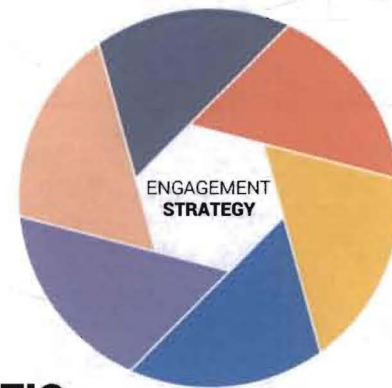
Whether that be stimulating the trial process, sharing their Central Oregon experience in real time, or **keeping them engaged** so they want to come back for their next visit; COVA's strategy is designed to keep our target market actively connected by constantly asking "**what do we want them to do next?**"...no matter what stage in vacation planning they are in.

STRATEGY

Building
RELATIONSHIPS
to create *consumer advocacy*

Telling the
TRUTH

Creating **AUTHENTIC**
and human
CONNECTIONS



STORYTELLING

Leave room for
MAGIC

Owning our image
and creating
ORIGINAL CONTENT

COAST – Central Oregon Air Service Team

COAST:

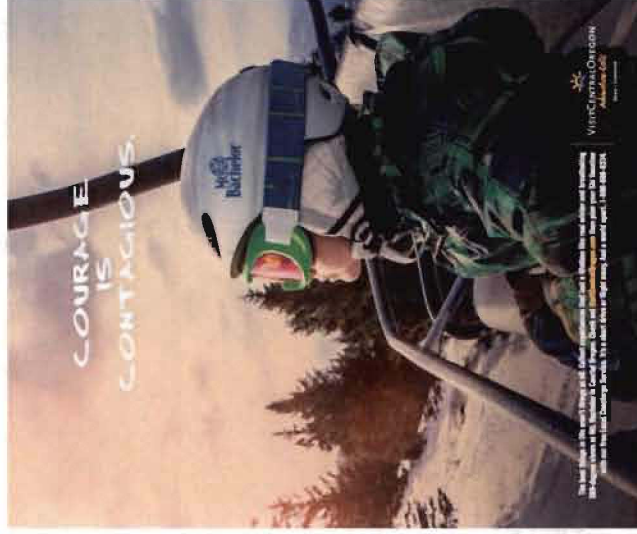
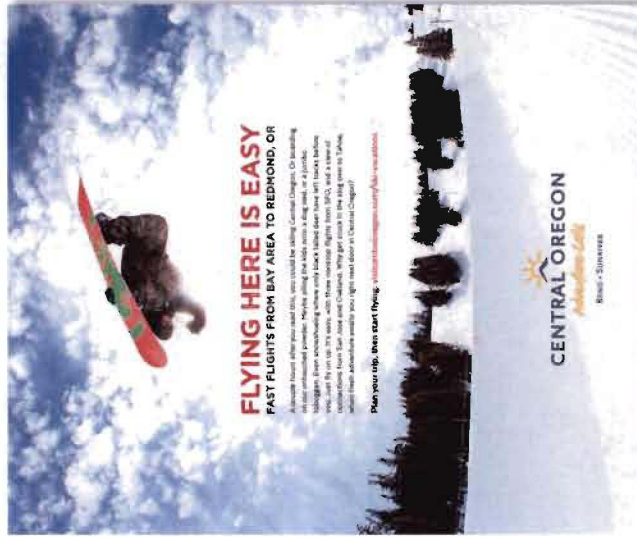
- Redmond Airport
- EDCO
- COVA
- REDI
- Redmond & Bend Chambers

The COAST team works directly with each commercial air service provider, meeting with carriers at least annually, to retain and grow air service for the Region. COVA is the marketing arm for COAST programs.

RDM is now served with more than a dozen daily flights with non-stop markets extended to Portland, Seattle, Denver, Salt Lake, San Francisco and Los Angeles. Pending: Phoenix and Las Vegas.



MARKETING TOOL KIT: PRINT



MARKETING TOOL KIT: VISITORS CENTER



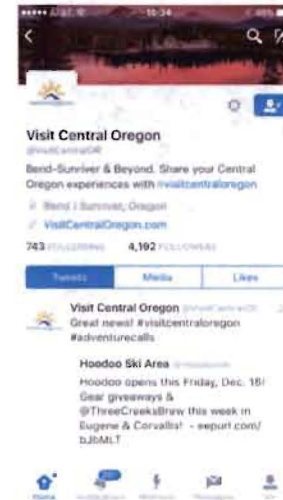
MARKETING TOOL KIT: DIGITAL



MARKETING TOOL KIT: CALL TO ACTION INCENTIVES



MARKETING TOOL KIT: SOCIAL MEDIA



MARKETING TOOL KIT: PUBLIC RELATIONS



MARKETING TOOL KIT: EVENT ACTIVATION



[View Photo Gallery](#)
[View Photos](#)
 The 2011-2012 season is now in full swing and we are excited to announce the start of our 2011-2012 season. The 2011-2012 season is now in full swing and we are excited to announce the start of our 2011-2012 season. The 2011-2012 season is now in full swing and we are excited to announce the start of our 2011-2012 season.



[View Photo Gallery](#)
[View Photos](#)
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MEASUREMENT

TOTAL REACH ADVERTISING

- Media Plan Deliverables
- Public Relations - Earned Media
- Event Activation
- Cooperative | Leveraged Marketing programs

VISITOR INFORMATION CENTER

- Walk-in Traffic to Regional Visitor Information Center
- Official Visitor Guide distribution
- Visitor Profile Survey collection
- Referrals to Member partners

TOURISM RESEARCH

- Transient Room Tax Receipts (Deschutes County)
- Occupancy, Average Daily Rate, RevPar (Smith Travel Reports)
- Consumer Database Study (Annual COVA Visitor Profile Research)
- Visitor Profile Surveys (Online and VIC Research)
- Dean Runyan Economic Impact Report (Travel Oregon)
- Longwood's Regional Visitor Reports (Travel Oregon)

INDUSTRY LEADERSHIP

- Regional Destination Marketing Industry Coordination
- Travel Oregon Regional Investment – Lead Organization
- Oregon Tourism Commission - Chair
- Central Oregon Air Service Team - Board
- Economic Development for Central Oregon - Board

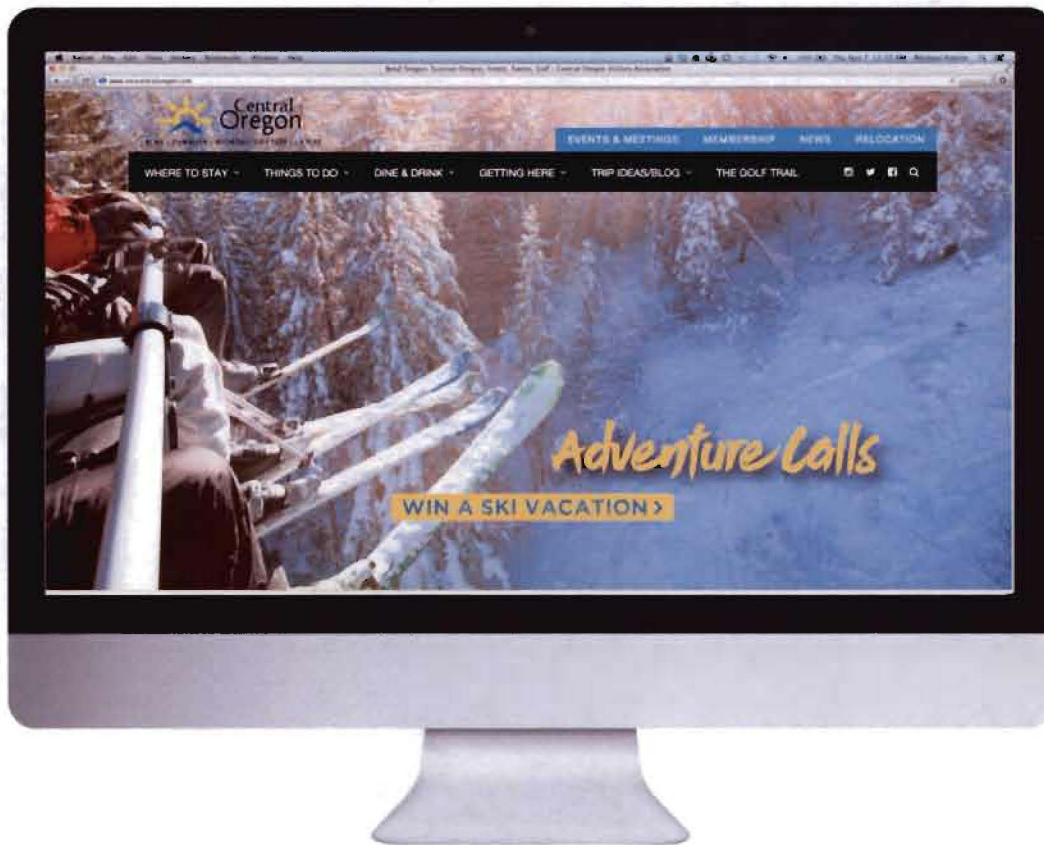
WEBSITE ANALYTICS

- Unique Visitors
- Referral Traffic - Click Through to COVA Members
- Social Media Engagement
- Total Impressions | Reach
- Lead Development

FISCAL ACCOUNTABILITY

- Financial management of public and private resources
- Reporting and transparency to Stakeholders
- Overhead & Administrative management
 - *Staff salaries are less than 20% of total revenue*

RESULTS



Web Sessions: +141%

168,249 vs 69,779

California Growth: +334%

38,800 vs 8,937

Outbound Clicks: +72%

36,785 vs 21,446

ROI / Conversion:

TRT Revenue **+13.8%**

Occupancy **+4.9%**

Average Daily Rate **+6.2%**

RevPar **+11.4%**

RESULTS



Social Media Followers: 52,000+
36% increase FYTD

Daily FB Impressions: 13,365

Web visits from Social: 6,775

MID-YEAR RESULTS



Visitor Guide: 110,000 Copies

Walk-Ins: 13,955

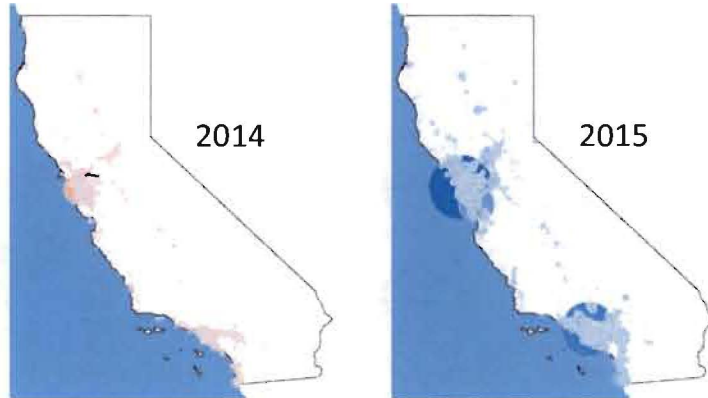
**Lodging Bookings Value:
\$188,912**

Golf Bookings Value: \$159,518

RESULTS

FY16 GOALS:

- Open Rate for e-Newsletter 20%
- 10% Click through rate
- 15% Increase in Consumer opt-in database



CONSUMER E-NEWSLETTER

- Average eNewsletter open rate: **21.1%**
(4.1% above industry average of 17%)
- Monthly email Click Through Rate: **9.9%**
(2% above industry average of 7.9%)
- Consumer email database: **58,177**
(19% increase FYTD)

TARGET: CALIFORNIA AUDIENCE GROWTH

Site visitation from California is up +334% with the largest growth from the following Cities:

San Francisco	320%	Fremont	521%
Palo Alto	502%	Oakland	322%
Berkeley	606%	Santa Rosa	266%
Sacramento	318%	<i>San Diego*</i>	<i>137%</i>
San Jose	512%	<i>Los Angeles*</i>	<i>710%</i>

**outside target market*

LOOKING AHEAD

- FY 17 Strategic Planning | Build on Momentum of FY16
 - **Expand Regional Investment Partnerships & Industry Collaboration**
 - DMO community grant program
 - COAST revenue guarantee development fund & Air Service markets/routes
 - Expo Center Sports Complex
 - Group / Event shoulder season initiatives
 - Central Oregon Film Office
 - **Implement innovative, developing strategies to optimize and complement COVA's capabilities in:**
 - Strategic Planning & Media buying
 - Print & Digital ad Creative
 - Digital development / web site coding / Social Media:
 - Responsive Design
 - Search Engine Optimization
 - Page Speed Enhancements
 - Interactive Regional Map
 - Calls to Action: outbound clicks, newsletter sign-ups, visitor guide requests

COVA FY 2015-2016 MEDIA PLAN CALENDAR

		2015												2016																																										
		JUL				AUG				SEP				OCT				NOV				DEC				JAN				FEB				MAR				APR				MAY				JUN				Total Spend	Estimated Imp/Views	CPM*				
		06	12	20	27	03	10	17	24	07	14	21	28	05	12	19	26	02	09	16	23	07	14	21	28	04	11	18	25	01	08	15	22	29	07	14	21	28	04	11	18	25	02	09	16	23	30	06	13				20	27		
MEDIA PARTNER																																																								
1859 Magazine	Print																																																	\$	10,000.00	240,000	\$	41.67		
Alaska Air/Horizon Air In-Flight	Print,																																																	\$	8,457.00	15,000,000	\$	0.56		
Bay Area News Group	Digital, Social																																																	\$	206,900.00	19,000,000	\$	10.89		
Boy Do I Need a Getaway Giveaway	Digital, Social																																																	\$	80,000.00	9,000,000	\$	8.89		
Brand USA Inspiration Guide	Print, Digital																																																	\$	6,156.25	30,575,000	\$	0.20		
Consumer eNewsletter	Digital																																																	\$	3,500.00	1,000,000	\$	3.50		
Executive Golfer	Print																																																	\$	7,500.00	7,200,000	\$	1.04		
Facebook Clicks to Site	Social																																																	\$	9,000.00	1,750,000	\$	5.14		
Facebook Page Likes	Social																																																	\$	9,000.00	1,750,000	\$	5.14		
Golf Digest	Print, Digital																																																	\$	63,000.00	3,000,000	\$	21.00		
Golf Today Northwest	Digital																																																	\$	1,500.00	250,000	\$	6.00		
Inside Golf (Canada)	Digital																																																	\$	5,600.00	800,000	\$	7.00		
LINKS	Digital																																																	\$	10,000.00	1,420,000	\$	7.04		
Merit Golf	Print, Digital																																																	\$	2,500.00					
NBC Bay Area	TV, Digital																																																	\$	88,000.00	9,000,000	\$	9.78		
NCGA	Print, Digital																																																	\$	10,000.00	1,200,000	\$	8.33		
Next Stop TV	TV, Digital																																																	\$	10,000.00	6,000,000	\$	1.67		
Oregon Live	Print, Digital																																																	\$	120,000.00	6,000,000	\$	20.00		
Pacific Crest Sponsorship	Digital																																																	\$	-	750,000				
PNGA	Print, Digital																																																	\$	21,740.00	1,174,000	\$	18.52		
Portland Trail Blazers - Giveaways	OOH, Social																																																	\$	29,200.00	3,450,000	\$	8.46		
Portland Trail Blazers - TV	TV																																																	\$	37,800.00	4,370,000	\$	8.65		
Portland Trail Blazers - Web	Digital																																																	\$	5,000.00	700,000	\$	7.14		
PPC	Digital																																																	\$	12,000.00	2,400,000	\$	5.00		
Retargeting (outside of campaigns)	Digital																																																	\$	3,500.00	750,000	\$	4.67		
Rogue Media: Shriners Cup Program, Golfing Oregon, Las Vegas Golf, Golfing Southern California, Golfing Palm Springs, Southern Oregon Magazine	Print, Digital																																																	\$	19,600.00	978,000	\$	20.04		
SCGA	Print, Digital																																																	\$	20,000.00	1,200,000	\$	16.67		
SEO	Digital																																																	\$	6,000.00	NA				
SF Giants	OOH, Digital Social, TV																																																	\$	85,000.00	12,000,000	\$	7.08		
Ski Magazine	Print																																																	\$	3,000.00	460,000	\$	6.52		
Sunset Magazine	Print																																																	\$	4,500.00	300,000	\$	15.00		
Travel Oregon Co-Op	TBD																																																	\$	3,500.00					
Travel Oregon e-Blast	Digital																																																	\$	1,500.00	175,000	\$	8.57		
Travel Oregon e-Newsletter	Digital																																																	\$	5,600.00	175,000	\$	32.00		
Travel Oregon Visitor Guide	Print																																																	\$	11,000.00	350,000	\$	31.43		
Traveloregon.com	Digital																																																	\$	5,000.00	80,000	\$	62.50		
Arizona Golf Association																																																		\$	10,000.00					
Inside Golf (WA)	Print																																																	\$	1,500.00					
Arizona Lifestyle	Print/Digital																																																	\$	10,000.00					
CAMPAIGN COLOR CODE																																																		\$ 946,553.25	142,497,000	\$	6.64			
Winter - Mt. Bachelor Golf																																																		*Media plan and spend subject to change at COVA's discretion.						
Spring - Adventure																																																								

Monthly Meeting with Board of Commissioners
Finance Director/Treasurer

AGENDA

February 22, 2016

- (1) Monthly Investment Reports – January 2016
- (2) January 2016 Financials

Deschutes County

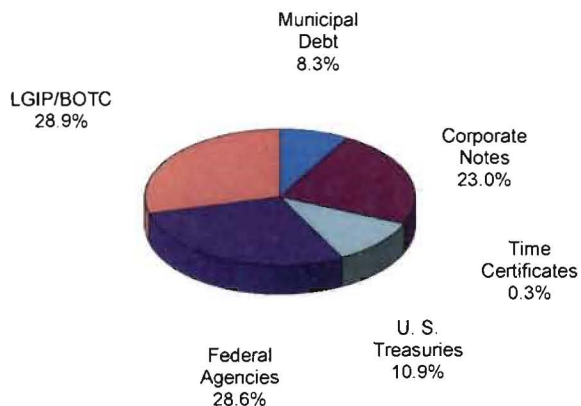
Total Investment Portfolio As Of 1/31/2016

Portfolio Breakdown: Par Value by Investment Type

Municipal Debt	\$ 13,720,000	8.29%
Corporate Notes	38,115,000	23.02%
Time Certificates	440,000	0.27%
U. S. Treasuries	18,000,000	10.87%
Federal Agencies	47,374,000	28.61%
LGIP/BOTC	47,919,100	28.94%
Total Investments	\$ 165,568,100	100.00%

Investments By County Function		Investment Income	
		Fiscal Year 2015-16	
		Jan-16	Y-T-D
General	\$ 165,568,100	\$ 125,213	\$ 754,404
		-	-
Total Investments	\$ 165,568,100		
Total Investment Income		125,213	754,404
Less Fee: 5% of Invest. Income		(6,261)	(37,720)
Investment Income - Net		\$ 118,952	\$ 716,684

Total Portfolio: By Investment Types



Category Maximums:

U.S. Treasuries	100%
LGIP	100%
Federal Agencies	75%
Banker's Acceptances	25%
Time Certificates	50%
Municipal Debt	25%
Corporate Debt	25%

Term Minimums

0 - 30 days	10%
Under 1 Year	25%
Under 5 Years	100%

Yield Percentages

	Current Month	Prior Month
BOTC / LGIP	0.67%	0.60%
Investments	0.99%	0.97%
Average	0.90%	0.87%

Comparators

24 Month Treas.	0.79%
LGIP Rate	0.67%
36 Month Treasu	0.98%

Months to Maturity


0 to 30 Days	29.05%
Under 1 Year	53.06%
Under 5 Years	100.00%

Deschutes County Investments													
Portfolio Management													
Portfolio Details - Investments													
January 31, 2016													
CUSIP	Security	Broker	Purchase Date	Maturity Date	Days To Maturity	Ratings S&P	Moody's	Coupon Rate	YTM 365	Par Value	Market Value	Book Value	Call Date
17275RAC6	Cisco Systems Inc	CASTLE	2/27/2014	2/22/2016	21	AA-	A1	5.500	0.550	174,000	174,534	174,499	-
3133734F6	Federal Home Loan Bank	CASTLE	5/2/2014	4/15/2016	74	AA+	Aaa	0.772	0.600	650,000	650,000	650,229	-
912828WM8	U.S. Treasury	CASTLE	12/9/2015	5/31/2016	120		Aaa	0.375	0.556	3,000,000	2,999,160	2,998,222	-
120022332	Lewis & Clark Bank		12/8/2014	6/8/2016	128			1.000	1.014	240,000	240,000	240,000	-
686053CF4	Oregon School Boards Assoc	CASTLE	3/7/2014	6/30/2016	150	A+	Aa2	0.000	0.999	3,000,000	2,991,900	2,987,862	-
686053CF4	Oregon School Boards Assoc	CASTLE	6/23/2015	6/30/2016	150	AA-	Aa2	0.605	0.609	1,400,000	1,396,220	1,396,521	-
31359YBY2	Federal National Mtg Assn	CASTLE	10/16/2014	7/15/2016	165			0.354	0.365	1,693,000	1,688,717	1,690,257	-
88059EMP6	Tennessee Valley Authority	CASTLE	10/29/2014	7/15/2016	165			0.490	0.507	2,000,000	1,994,920	1,995,507	-
78008TLB8	Royal Bank of Canada	CASTLE	11/26/2014	7/20/2016	170	AA-	Aa3	2.300	0.800	1,630,000	1,641,019	1,641,376	-
949748FL9	Wells Fargo Corporate Note	DA DAV	12/9/2014	7/20/2016	170	A+	A2	1.250	0.834	1,000,000	1,002,250	1,001,937	-
912828QX1	U.S. Treasury	MBS	6/19/2014	7/31/2016	181	AA-	Aaa	1.500	0.548	1,000,000	1,004,890	1,004,683	-
46640PJ12	JP Morgan Securities LLC	CASTLE	12/8/2015	9/1/2016	213	A-1	P-1	0.910	0.943	3,000,000	2,983,500	2,983,848	-
313370TW8	Federal Home Loan Bank	CASTLE	12/11/2015	9/9/2016	221	AA+	Aaa	2.000	0.743	2,000,000	2,016,240	2,015,146	-
31359YLS4	Federal National Mtg Assn	PJ	3/5/2014	9/15/2016	227	AA+	Aaa	0.778	0.812	672,000	670,602	668,702	-
90521APH5	MUFG Union Bank	MBS	3/11/2015	9/26/2016	238	A+	A2	1.500	1.113	1,800,000	1,803,150	1,804,147	8/26/2016
90521APH5	MUFG Union Bank	CASTLE	3/17/2015	9/26/2016	238	A+	A2	1.500	1.085	775,000	776,356	777,077	8/26/2016
072031AC1	Bay Area Water Supply	CASTLE	6/22/2015	10/1/2016	243	AA	Aa2	0.854	0.800	1,000,000	1,001,460	1,000,356	-
3133XHK68	Federal Home Loan Bank	VINISP	12/18/2015	10/19/2016	261	AA+	Aaa	5.125	0.800	1,000,000	1,031,690	1,030,821	-
89114QAE8	Toronto Dominion Bank	CASTLE	5/8/2015	10/19/2016	261	AA-	Aa1	2.375	0.820	1,800,000	1,817,964	1,819,895	-
3133EEBU3	Federal Farm Credit Bank	PJ	12/10/2014	11/14/2016	287	AA+	Aaa	0.600	0.648	2,000,000	1,997,620	1,999,250	-
91159HHB9	US Bancorp	CASTLE	12/15/2015	11/15/2016	288	A+	A1	2.200	1.125	1,000,000	1,008,350	1,008,408	10/14/2016
494751DG2	King County Washington FPD	PJ	12/15/2015	12/1/2016	304	AA+		0.860	0.860	200,000	200,066	200,000	-
3133ECWW2	Federal Farm Credit Bank	CASTLE	12/17/2013	12/7/2016	310	AA+	Aaa	0.875	0.722	2,100,000	2,101,470	2,102,817	-
064159DA1	Bank of Nova Scotia	CASTLE	6/9/2014	12/13/2016	316	A+	Aa2	1.100	0.910	1,800,000	1,799,010	1,802,920	-
912828RX0	U.S. Treasury	CASTLE	12/3/2015	12/31/2016	334		Aaa	0.875	0.746	3,000,000	3,006,570	3,003,510	-
06406HCA5	Bank of New York Mellon Corp	CASTLE	4/23/2014	1/17/2017	351	A+	A1	2.400	1.067	2,000,000	2,023,720	2,025,176	12/18/2016
912828SC5	U.S. Treasury	CASTLE	1/16/2014	1/31/2017	365	AA+	Aaa	0.875	0.844	2,000,000	2,004,300	2,000,616	-
06050TL17	Bank of America - Banker's Acc	CASTLE	12/1/2015	2/14/2017	379	A+	A1	1.250	1.161	1,000,000	998,800	1,000,913	-
742651DN9	Private Expt Fdg	PJ	11/20/2014	2/15/2017	380	A-		1.375	0.799	3,000,000	3,012,360	3,017,757	-
742651DN9	Private Expt Fdg	CASTLE	6/12/2015	2/15/2017	380	A-	Aaa	1.375	0.941	1,100,000	1,104,532	1,104,912	-
064159DZ6	Bank of Nova Scotia	CASTLE	5/1/2014	3/17/2017	410	A+	Aa2	0.800	0.906	1,000,000	989,540	998,824	3/17/2016
3130A4QV7	Federal Home Loan Bank	CASTLE	8/27/2015	3/24/2017	417	AA+	Aaa	0.840	0.808	750,000	750,143	750,096	3/24/2016
984135AB9	Berkshire Hathaway Inc	CASTLE	4/10/2015	4/1/2017	425	AA	Aa2	5.150	1.060	370,000	385,714	387,424	-
984135AB9	Berkshire Hathaway Inc	CASTLE	6/26/2015	4/1/2017	425	AA	Aa2	5.150	1.201	1,000,000	1,042,470	1,045,439	-
984135AB9	Berkshire Hathaway Inc	CASTLE	8/7/2015	4/1/2017	425	AA	Aa2	5.150	1.100	1,875,000	1,954,631	1,962,527	-
912828S0	U.S. Treasury	WF	1/17/2014	4/30/2017	454	AAA	Aaa	0.875	0.950	2,000,000	2,004,460	1,998,166	-
91159HHD5	US Bancorp	CASTLE	4/23/2015	5/15/2017	469	A+	A1	1.650	0.882	1,000,000	1,006,320	1,009,539	4/15/2017
961214CH4	Westpac	CASTLE	4/7/2015	5/19/2017	473	AA-	Aa2	1.200	1.061	2,000,000	1,999,320	2,003,562	-
WASH FED CD	Washington Federal CD		5/20/2015	5/22/2017	476			0.900	0.913	200,000	200,000	200,000	-
3136FPYB7	Federal National Mtg Assn	VINISP	2/7/2014	5/23/2017	477	AA+	Aaa	2.050	0.885	1,460,000	1,484,397	1,481,923	-
3134G6ZV60	Federal Home Loan Mtg Corp	CASTLE	10/13/2015	5/26/2017	480			0.720	0.700	6,000,000	5,995,680	6,001,564	5/26/2016
3133ECQT4	Federal Farm Credit Bank	CASTLE	10/26/2015	5/30/2017	484	AA+	Aaa	0.750	0.750	2,662,000	2,662,000	2,662,000	-
31359MEL3	Federal National Mtg Assn	CASTLE	12/23/2013	6/1/2017	486	AA+	Aaa	1.061	1.115	1,000,000	989,480	985,672	-
31359MEL37	Federal National Mtg Assn	CASTLE	1/24/2014	6/1/2017	486	AA-	Aaa	1.081	1.136	1,050,000	1,038,954	1,034,674	-
31771CS97	FICO Strip	CASTLE	12/9/2014	6/6/2017	491		Aaa	1.019	1.065	1,028,000	1,014,492	1,013,712	-
929903DT6	Wells Fargo Corporate Note	CASTLE	11/23/2015	6/15/2017	500	A+	A2	5.750	1.320	2,000,000	2,114,460	2,119,914	-
29270CYZ2	Bonneville Power Administratio	CASTLE	4/24/2014	7/1/2017	516	AA-	Aa1	1.197	1.171	670,000	671,353	670,247	-
84247PHS3	Southern CA Public Power Autho	CASTLE	6/17/2014	7/1/2017	516	AA-		1.145	1.180	1,000,000	1,000,180	999,511	-
3137EADV8	Federal Home Loan Mtg Corp	MBS	5/29/2015	7/14/2017	529		Aaa	0.750	0.787	1,000,000	999,750	999,467	-
3135GOZF3	Federal National Mtg Assn	VINISP	4/6/2015	7/28/2017	543	AA+	Aaa	1.070	0.865	2,000,000	2,001,560	2,003,510	7/28/2016
3135GOZF3	Federal National Mtg Assn	CASTLE	12/21/2015	7/28/2017	543	AA+	Aaa	1.070	1.070	2,000,000	2,001,560	2,000,000	7/28/2016
98385XAL0	XTO Energy Inc	CASTLE	6/17/2015	8/1/2017	547	AAA	Aaa	6.250	1.180	2,000,000	2,148,880	2,149,744	-
005158VE7	Ada County SD	PJ	6/1/2015	8/15/2017	561	AA+	Aa1	3.000	0.930	1,000,000	1,032,690	1,031,447	-
3130A62S5	Federal Home Loan Bank	CASTLE	7/24/2015	8/28/2017	574		Aaa	0.750	0.858	1,000,000	999,330	998,316	-
3134G7SP7	Federal Home Loan Mtg Corp	CASTLE	8/31/2015	8/29/2017	575	AA+	Aaa	0.850	0.864	1,750,000	1,750,560	1,749,932	2/29/2016
912828TM2	U.S. Treasury	CASTLE	9/10/2014	8/31/2017	577	AAA	Aaa	0.625	1.061	1,000,000	997,850	993,234	-
912828TM2	U.S. Treasury	CASTLE	2/19/2015	8/31/2017	577	AAA	Aaa	0.625	0.920	1,000,000	997,850	995,414	-
313383JB8	Federal Home Loan Bank	VINISP	12/26/2013	9/27/2017	604	AA+	Aaa	1.000	1.250	1,000,000	1,002,930	995,968	-
912828PA2	U.S. Treasury	CASTLE	9/10/2015	9/30/2017	607		Aaa	1.875	0.803	2,000,000	2,036,320	2,035,235	-
31771JMR8	FICO Strip	CASTLE	10/22/2015	10/6/2017	613			0.751	0.781	2,000,000	1,964,040	1,974,417	-
31771KAD90	FICO Strip	DA DAV	12/10/2014	11/30/2017	668		Aaa	1.205	1.267	2,000,000	1,962,700	1,955,270	-
494751DH0	King County Washington FPD	PJ	12/15/2015	12/1/2017	669	AA+		1.220	1.218	230,000	230,706	230,000	-
88059FAZ4	Tennessee Valley Authority	CASTLE	11/21/2014	12/15/2017	683	AA+		1.205	1.268	1,059,000	1,037,142	1,034,782	-
961214BZ5	Westpac	CASTLE	3/5/2015	1/12/2018	711	AA-	Aa2	1.600	1.490	2,000,000	2,001,640	2,004,169	-
94988J5A1	Wells Fargo Corporate Note	CASTLE	1/29/2016	1/22/2018	721		Aa2	1.650	1.580	1,000,000	1,002,460	1,001,356	-
31771EAL5	FICO Strip	CASTLE	2/24/2015	2/8/2018	738			1.252	1.318	1,260,000	1,235,644	1,227,649	-
31771EAL5	FICO Strip	CASTLE	2/25/2015	2/8/2018	738								

Memorandum

Date: February 16, 2016

To: Board of County Commissioners
Tom Anderson, County Administrator

From: Wayne Lowry, Finance Director 

RE: Monthly Financial Reports

Attached please find January 2016 financial reports for the following funds: **General** (001), **Community Justice – Juvenile** (230), **Sheriff's** (255, 701, 702), **Early Learning Hub** (273), **Public Health** (274), **Behavioral Health** (275), **Community Development** (295), **Road** (325), **Community Justice – Adult** (355), **Solid Waste** (610), **Insurance Fund** (670), **9-1-1** (705), **Health Benefits Trust** (675), **Fair & Expo Center** (618), and **Justice Court** (123).

The projected information has been reviewed and updated, where appropriate, by the respective departments.

Cc: All Department Heads

GENERAL FUND
Statement of Financial Operating Data

	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)		FY 2016		
	FY 2015 Actual	Actual % of Budget	Budget	Projected	Variance
Revenues					
Property Taxes - Current	23,196,345	22,517,420 93% a)	24,090,700	24,402,534	311,834
Property Taxes - Prior	647,334	343,790 69%	500,000	500,000	-
Other General Revenues	2,324,928	1,652,084 65% b)	2,552,960	2,354,600	(198,360)
Assessor	819,454	695,724 87% c)	795,202	795,202	-
County Clerk	1,650,844	950,392 62% c)	1,534,420	1,686,000	151,580
BOPTA	13,342	10,135 91% c)	11,154	11,154	-
District Attorney	299,095	91,306 50%	182,612	182,612	-
Tax Office	219,175	157,261 82%	192,379	192,379	-
Veterans	104,568	49,081 69% d)	70,900	98,161	27,261
Property Management	90,113	8,750 12%	75,000	75,000	-
Total Revenues	29,365,198	26,475,943 88%	30,005,327	30,297,642	292,315
Expenditures					
Assessor	3,697,588	2,243,589 54% e)	4,125,299	3,950,299	175,000
County Clerk	1,372,852	747,862 46%	1,624,716	1,490,716	134,000
BOPTA	60,320	36,903 56%	65,634	63,034	2,600
District Attorney	5,375,308	3,271,968 53% e)	6,146,851	5,946,851	200,000
Tax Office	778,075	454,068 52%	865,513	865,513	-
Veterans	330,582	184,108 47% e)	388,779	363,779	25,000
Property Management	264,768	170,165 58%	293,574	293,574	-
Non-Departmental	1,130,753	644,316 55%	1,163,643	1,163,643	-
Total Expenditures	13,010,247	7,752,981 53%	14,674,009	14,137,409	536,600
Transfers Out	14,947,204	9,169,754 59%	15,537,408	15,537,408	-
Total Exp & Transfers	27,957,452	16,922,736 56%	30,211,417	29,674,817	536,600
Change in Fund Balance	1,407,746	9,553,207 113%	(206,090)	622,825	828,915
Beginning Fund Balance	8,381,199	9,788,945	8,630,800	9,788,945	1,158,145
Ending Fund Balance	\$ 9,788,945	\$ 19,342,152	\$ 8,424,710	\$ 10,411,770	\$ 1,987,060

a) Projection based on collecting 94.5% of property tax levy

b) Budget includes \$198,360 Transfer In from TRT (Fund 170). Transferred to Econ Development Fund instead

c) Three quarters of A&T Grant received through January 31, 2016

d) Received quarterly. Grant in excess of amount budgeted

e) Personnel expenditures less than budgeted due to unfilled positions through January

COMM JUSTICE-JUVENILE
Statement of Financial Operating Data

	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	FY 2015 Actual	Actual	% of Budget	Budget	Projected	Variance
Revenues						
OYA Basic & Diversion	364,153	238,150	62% a)	382,817	382,817	-
State Grant	109,588	20,104	22% a)	91,379	91,379	-
Inmate/Prisoner Housing	89,850	38,250	70% b)	55,000	65,000	10,000
Jail Funding HB #2712	36,226	17,793	49%	36,568	36,568	-
Food Subsidy	18,394	10,787	45% c)	24,000	20,000	(4,000)
Interfund Grant - Gen Fund	20,000	10,000	50% a)	20,000	20,000	-
Interest on Investments	9,751	6,862	98% d)	7,000	11,500	4,500
Leases	7,694	14,224	198% e)	7,200	25,595	18,395
SB #1065-Court Assess.	24,768	13,096	77% d)	17,000	20,000	3,000
Contract Payments	9,032	4,900	82% f)	6,000	8,000	2,000
Case Supervision Fee	8,192	3,820	64%	6,000	6,000	-
Federal Grants	1,205	-	N/A	-	-	-
Miscellaneous	1,434	757	80%	950	950	-
Total Revenues	700,288	378,742	58%	653,914	687,809	33,895
Expenditures						
Personnel Services	4,994,826	2,868,257	54% g)	5,319,157	5,050,000	269,157
Materials and Services	1,007,504	658,264	57%	1,153,324	1,153,324	-
Capital Outlay	-	-	0%	100	-	100
Transfers Out-Veh Reserve	3,660	1,830	50%	3,660	3,660	-
Total Expenditures	6,005,990	3,528,351	54%	6,476,241	6,206,984	269,257
Revenues less Expenditures	(5,305,702)	(3,149,609)		(5,822,327)	(5,519,175)	303,152
Transfers In-General Fund	5,368,346	3,187,681	58%	5,464,591	5,464,591	-
Change in Fund Balance	62,644	38,072		(357,736)	(54,584)	303,152
Beginning Fund Balance	1,244,605	1,307,249	103%	1,271,324	1,307,249	35,925
Ending Fund Balance	\$ 1,307,249	\$ 1,345,321		\$ 913,588	\$ 1,252,665	\$ 339,077

a) Payments received quarterly, reimbursing for actual expenditures

b) Projection increased due to YTD revenue and changes in other regional detention capacity

c) Projection decreased due to YTD detention population trends

d) Projection increased due to YTD revenue

e) Additional office space rented to Rimrock Trails ATS and detention facility space to J Bar J. Not included in FY 16 budget

f) More than anticipated number of contract payment community service projects

g) Based on YTD actuals and projected vacancies

**SHERIFF - Consolidated
Statement of Financial Operating Data**

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)		FY 2016		
		Actual	% of Budget	Budget	Projected	Variance
Revenues (Funds 701 & 702)						
Law Enf Dist Countywide	21,412,103	20,680,335	89%	23,138,385	23,533,673	395,288
Law Enf Dist Rural	13,071,716	11,532,470	86%	13,467,486	13,618,190	150,704
Total Revenues	34,483,818	32,212,805	88%	36,605,871	37,151,863	545,992
Expenditures (Fund 255)						
Personnel	27,982,132	16,446,479	58% a)	29,213,507	28,871,782	341,725
Materials & Services	6,331,777	3,603,818	59% b)	6,705,637	6,702,375	3,262
Capital Outlay	613,587	802,184	51% c)	868,231	1,014,712	(146,481)
Transfers Out	455,031	79,500	62%	271,616	271,616	-
Total Expenditures	35,382,528	20,931,981	56%	37,058,991	36,860,485	198,506
Revenues less Expenditures	(898,709)	11,280,824		(453,120)	291,378	744,498
DC Comm Systems Reserve	200,000	200,000	100%	200,000	200,000	-
Transfer to Reserve Funds	200,000	-	0%	200,000	200,000	-
Change in Fund Balance	(1,298,709)	11,080,824		(853,120)	(108,622)	744,498
Beginning Fund Balance	9,208,207	7,909,497	111%	7,153,040	7,909,497	756,457
	\$ 7,909,497	\$ 18,990,321		6,299,920	7,800,875	1,500,955

a) Expenditures projected to be less than amount budgeted due to unfilled positions

b) Projected expenditures less than budget due primarily to savings in fuel costs

c) Additional Capital Outlay of \$55,000 for Alive Lock Risk Watches and \$86,000 for roof remodel. Purchase of snowmobiles exceeds amount budgeted. Appropriation will be increased as necessary

SHERIFF - Fund 255
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)		FY 2016		
		Actual	% of Budget	Budget	Projected	Variance
Revenues (Fund 255)						
Law Enf Dist Countywide	22,630,194	13,358,585	48%	27,574,824	23,897,890	3,676,934
Law Enf Dist Rural	12,752,334	7,573,396	48%	15,784,087	12,962,595	2,821,492
Total Revenues	35,382,528	20,931,981	48%	43,358,911	36,860,485	6,498,426
Expenditures (Fund 255)						
Sheriff's Services	2,528,782	1,697,188	58% a)	2,942,625	2,966,828	(24,203)
Civil/Special Units	1,216,848	695,520	59% b)	1,178,116	1,159,304	18,812
Automotive/Communications	1,857,297	992,320	51% c)	1,934,375	1,843,551	90,824
Investigations/Evidence	1,604,049	1,078,945	62% d)	1,751,548	1,783,605	(32,057)
Patrol	8,409,091	5,094,483	58% b)	8,814,658	8,549,333	265,325
Records	770,148	362,815	47% b)	775,751	710,904	64,847
Adult Jail	15,338,956	8,823,651	55% e)	16,062,970	16,056,412	6,558
Court Security	356,041	157,657	51% f)	311,175	300,086	11,089
Emergency Services	373,205	132,575	60% g)	220,485	207,261	13,224
Special Services	1,587,532	925,937	58% h)	1,590,250	1,592,436	(2,186)
Training	501,561	277,255	48% i)	576,528	597,196	(20,668)
Other Law Enforcement Svcs	766,206	639,202	79% j)	807,198	1,000,257	(193,059)
Non-Departmental	72,813	54,432	58%	93,312	93,312	-
Total Expenditures	35,382,528	20,931,981	56%	37,058,991	36,860,485	198,506
Revenues less Expenditures	\$ -	-		\$ 6,299,920	\$ -	\$ 6,299,920

a) Unanticipated Personnel expenses in Extra Help

b) Less than budgeted Personnel expenditures due to unfilled positions

c) Fuel costs are anticipated to be lower than budgeted

d) Time management payouts are expected to exceed anticipated budget

e) Savings in Materials & Services for roof repair and Professional Services. Part of these savings will be used to offset additional Capital expenses

f) Personnel expenditures projected to be less than budgeted due to filling a position at a lower step

g) Budgeted capital expenditure was not made

h) Purchase of snowmobiles exceeds amount budgeted

i) Unanticipated overtime for SOT

j) Positions filled at higher step than budgeted

**SHERIFF -Expenditure Detail
Statement of Financial Operating Data**

FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)		FY 2016		
	Actual	% of Budget	Budget	Projected	Variance
Expenditures					
<u>Sheriff's Services</u>					
Personnel	1,444,896	880,608 60%	1,473,213	1,524,020	(50,807)
Materials & Services	1,083,885	808,155 58%	1,390,412	1,377,808	12,604
Capital Outlay	-	8,425 11%	79,000	65,000	14,000
Total Sheriff's Services	2,528,782	1,697,188 58%	2,942,625	2,966,828	(24,203)
<u>Civil/Special Units</u>					
Personnel	1,086,462	619,370 58%	1,062,099	1,056,051	6,048
Materials & Services	130,386	69,602 64%	109,469	96,705	12,764
Capital Outlay	-	6,548 100%	6,548	6,548	-
Total Civil/Special Units	1,216,848	695,520 59%	1,178,116	1,159,304	18,812
<u>Automotive/Communications</u>					
Personnel	404,038	248,959 58%	429,293	432,364	(3,071)
Materials & Services	1,445,359	715,086 48%	1,476,782	1,382,912	93,870
Capital Outlay	7,900	28,275 100%	28,300	28,275	25
Total Automotive/Communications	1,857,297	992,320 51%	1,934,375	1,843,551	90,824
<u>Investigations/Evidence</u>					
Personnel	1,441,261	917,741 60%	1,528,335	1,558,761	(30,426)
Materials & Services	162,788	99,535 62%	160,613	163,174	(2,561)
Capital Outlay	-	61,670 99%	62,600	61,670	930
Total Investigations/Evidence	1,604,049	1,078,945 62%	1,751,548	1,783,605	(32,057)
<u>Patrol</u>					
Personnel	7,476,400	4,347,146 56%	7,824,291	7,553,329	270,962
Materials & Services	587,630	378,393 61%	625,432	627,060	(1,628)
Capital Outlay	345,060	368,944 101%	364,935	368,944	(4,009)
Total Patrol	8,409,091	5,094,483 58%	8,814,658	8,549,333	265,325
<u>Records</u>					
Personnel	666,056	340,281 51%	663,829	601,387	62,442
Materials & Services	104,092	22,534 20%	111,922	109,517	2,405
Total Records	770,148	362,815 47%	775,751	710,904	64,847
<u>Adult Jail</u>					
Personnel	12,681,941	7,478,818 56%	13,391,264	13,291,804	99,460
Materials & Services	2,138,807	1,092,027 49%	2,227,142	2,187,244	39,898
Capital Outlay	63,177	173,306 100%	172,948	305,748	(132,800)
Transfer Out - Jail (D/S & Cap Proj)	455,031	79,500 29%	271,616	271,616	-
Total Adult Jail	15,338,956	8,823,651 55%	16,062,970	16,056,412	6,558
<u>Court Security</u>					
Personnel	318,888	150,321 50%	301,472	283,953	17,519
Materials & Services	8,989	7,336 76%	9,703	16,133	(6,430)
Capital Outlay	28,165	- N/A	-	-	-
Total Court Security	356,041	157,657 51%	311,175	300,086	11,089
<u>Emergency Services</u>					
Personnel	144,725	88,747 55%	160,660	156,167	4,493
Materials & Services	228,481	12,441 60%	20,625	19,707	918
Capital Outlay	-	31,387 80%	39,200	31,387	7,813
Total Emergency Services	373,205	132,575 60%	220,485	207,261	13,224
<u>Special Services</u>					
Personnel	1,223,523	711,838 58%	1,235,676	1,237,250	(1,574)
Materials & Services	207,027	96,109 39%	246,074	214,246	31,828
Capital Outlay	156,982	117,990 109%	108,500	140,940	(32,440)
Total Special Services	1,587,532	925,937 58%	1,590,250	1,592,436	(2,186)
<u>Training</u>					
Personnel	418,013	238,646 55%	430,076	452,758	(22,682)
Materials & Services	83,548	38,609 26%	146,452	144,438	2,014
Total Training	501,561	277,255 48%	576,528	597,196	(20,668)
<u>Other Law Enforcement Services</u>					
Personnel	675,931	424,005 59%	713,299	723,938	(10,639)
Materials & Services	77,972	209,559 239%	87,699	270,119	(182,420)
Capital Outlay	12,303	5,638 91%	6,200	6,200	-
Total Other Law Enforcement Svcs	766,206	639,202 79%	807,198	1,000,257	(193,059)
<u>Non-Departmental</u>					
Materials & Services	72,813	54,432 58%	93,312	93,312	-
Total Non-Departmental	72,813	54,432 58%	93,312	93,312	-
Total Expenditures	\$ 35,382,528	\$ 20,931,981 56%	\$ 37,058,991	\$ 36,860,485	\$ 198,506

LED #1 - Countywide
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	Actual	Actual	% of Budget		Budget	Projected	Variance
Revenues							
Tax Revenues - Current	17,663,115	18,431,003	94%	a)	19,688,313	19,937,058	248,745
Tax Revenues - Prior	482,620	253,920	56%		451,000	451,000	-
SB 1145	1,629,017	1,474,123	85%	b)	1,733,117	1,965,474	232,357
Sheriff Fees	324,105	107,638	43%	c)	250,000	200,000	(50,000)
Concealed Handgun License	160,721	92,935	62%		150,000	150,000	-
Jail Funding HB 3194	107,805	-	0%	d)	107,806	-	(107,806)
Jail Funding HB 2712	36,226	17,793	49%		36,224	36,224	-
State Grant	308,843	-	0%	b)	85,370	110,023	24,653
Prisoner Housing	292,157	32,196	15%		220,000	220,000	-
Inmate Telephone Fee	45,803	19,657	56%		35,000	35,000	-
Federal Grants	10,072	-	N/A		-	-	-
Work Center Work Crews	42,049	22,617	45%		50,000	50,000	-
Contracts with Des County	98,466	94,910	80%	e)	118,225	172,775	54,550
Inmate Commissary Fees	40,159	21,645	72%		30,000	30,000	-
Interest	60,388	32,527	81%		40,000	40,000	-
Donations-"Shop with a Cop"	43,417	36,429	55%		66,058	66,058	-
Miscellaneous	67,140	42,942	56%	f)	77,272	70,061	(7,211)
Total Operating Revenues	21,412,103	20,680,335	89%		23,138,385	23,533,673	395,288
EXPENDITURES & TRANSFERS							
DC Sheriff's Office	22,630,194	13,358,585	48%		27,574,824	23,897,890	3,676,934
DC Comm Systems Reserve	80,000	80,000	100%		80,000	80,000	-
Transfer to Reserve Fund	100,000	-	0%		100,000	100,000	-
Total Expenditures	22,810,194	13,438,585	48%		27,754,824	24,077,890	3,676,934
Change in Fund Balance	(1,398,091)	7,241,750			(4,616,439)	(544,217)	4,072,222
Beginning Fund Balance	6,133,909	4,735,818	103%		4,616,439	4,735,818	119,379
Ending Fund Balance	\$ 4,735,818	\$ 11,977,568			\$ -	\$ 4,191,601	\$ 4,191,601

- a) Projection based on collecting 94.5% of property tax levy
- b) Grant award amount exceeds budgeted amount
- c) Revenue for civil processing is lower than anticipated
- d) State eliminated funding
- e) Increase in funding from State for Court Security
- f) Decreased due to Social Security revenue based on YTD actual

LED #2 - Rural 702
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	Actual	Actual	% of Budget		Budget	Projected	Variance
Revenues							
Tax Revenues - Current	8,420,326	8,173,004	93%	a)	8,783,959	8,842,486	58,527
Tax Revenues - Prior	235,019	122,053	57%		216,000	216,000	-
Des Cty Transient Room Tax	3,071,719	2,445,781	78%		3,151,787	3,151,787	-
City of Sisters	523,010	317,293	58%		543,930	543,930	-
Marine Board License Fee	112,383	64,122	49%	b)	130,000	146,189	16,189
State Grant	113,239	92,964	86%	b)	108,000	129,156	21,156
Court Fines & Fees	140,939	61,854	48%		130,000	130,000	-
Contracts with Des County	121,772	72,520	58%		125,810	125,810	-
US Forest Service	78,910	38,660	51%		76,500	76,500	-
School Districts	70,028	40,038	73%	c)	55,000	80,000	25,000
Federal Grants	54,497	10,628	53%	b)	20,000	38,695	18,695
Bureau of Reclamation	10,365	13,833	51%	d)	27,000	-	(27,000)
Interest	31,697	24,660	117%	e)	21,000	41,400	20,400
SB #1065 Court Assessment	24,768	13,096	55%		24,000	24,000	-
Federal Grants-BLM	770	1,679	N/A		-	-	-
Donations & Grants - Private	17,030	10,880	N/A	f)	-	10,000	10,000
Miscellaneous	45,242	29,405	54%	g)	54,500	62,237	7,737
Total Revenues	13,071,716	11,532,470	86%		13,467,486	13,618,190	150,704
EXPENDITURES & TRANSFERS							
DC Sheriff's Office	12,752,334	7,573,396	48%		15,784,087	12,962,595	2,821,492
DC Comm Systems Reserve	120,000	120,000	100%		120,000	120,000	-
Transfer to Reserve Fund	100,000	-	0%		100,000	100,000	-
Total Expenditures	12,972,334	7,693,396	48%		16,004,087	13,182,595	2,821,492
Change in Fund Balance	99,381	3,839,074			(2,536,601)	435,595	2,972,196
Beginning Fund Balance	3,074,297	3,173,679	125%		2,536,601	3,173,679	637,078
Ending Fund Balance	\$ 3,173,679	\$ 7,012,753			\$ -	\$ 3,609,274	\$ 3,609,274

- a) Projection based on collecting 94.5% of property tax levy
b) Grant awards exceed budgeted amount
c) School district contracted for additional hours for School Resource Deputy
d) Patrols for this grant are not expected to continue
e) Revised estimate based on actuals
f) Unanticipated donation from snowmobile association
g) Sale of snowmobile

EARLY LEARNING HUB
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	Actual	Actual	% of Budget		Budget	Projected	Variance
Revenues							
Federal Grants	224,752	50,297	24%		213,382	233,525	20,143
HealthyStart Medicaid	66,759	27,863	N/A	a)	-	42,862	42,862
State Grant	105,326	-	0%		105,326	140,334	35,008
HealthyStart /R-S-G	296,573	65,569	N/A	a)	-	128,912	128,912
Miscellaneous	5,291	811	41%		2,000	1,000	(1,000)
Court Fines & Fees	77,086	79,014	103%		77,086	79,014	1,928
Interest on Investments	2,487	1,845	77%		2,400	3,200	800
Private Grant	715	3,285	N/A		-	3,285	3,285
Interfund Grants	7,260	-	N/A		-	-	-
Total Revenues	786,249	228,683	57%		400,194	632,132	231,938
Expenditures							
Personnel Services	263,621	156,755	51%		304,598	269,146	35,452
Materials and Services	849,478	267,435	54%	a)	494,118	682,740	(188,622)
Total Expenditures	1,113,099	424,190	53%		798,716	951,886	(153,170)
Revenues less Expenditures	(326,850)	(195,506)			(398,522)	(319,754)	78,768
Transfers In							
General Fund	252,288	102,081	58%		175,000	175,000	-
General Fund - Other	89,350	44,675	50%		89,350	89,350	-
Total Transfers In	341,638	146,756	56%		264,350	264,350	-
Change in Fund Balance	14,788	(48,750)			(134,172)	(55,404)	78,768
Beginning Fund Balance	334,861	349,649	127%		274,299	349,649	75,350
Ending Fund Balance	\$ 349,649	\$ 300,899			\$ 140,127	\$ 294,245	\$154,118

a) Grant awarded subsequent to adoption of FY 2016 Budget. Additional resources will be appropriated with a supplemental budget

PUBLIC HEALTH
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	Actual	Actual	% of Budget		Budget	Projected	Variance
Revenues							
State Grant	3,373,900	1,629,594	57%		2,865,932	2,666,370	(199,562)
Environmental Health-Lic Fac	818,627	684,393	85%	a)	802,450	802,450	-
OMAP	945,490	451,055	44%		1,023,650	803,318	(220,332)
Family Planning Exp Proj	236,714	81,926	33%		250,000	200,000	(50,000)
Interfund Grants & Contract	64,233	266,627	417%	b)	64,000	266,627	202,627
Grants (Intergvt, Pvt, & Local)	264,205	5,800	N/A		-	5,800	5,800
Patient Insurance Fees	138,130	93,926	52%		181,200	159,804	(21,396)
State Miscellaneous	163,008	43,839	29%	c)	150,000	123,160	(26,840)
Federal Payments	141,606	69,924	24%	c)	292,085	191,836	(100,249)
Vital Records-Death	132,975	61,835	62%		100,000	98,150	(1,850)
Health Dept/Patient Fees	46,588	22,778	54%		41,800	37,218	(4,582)
Contract Payments	16,629	3,246	N/A		-	3,246	3,246
Vital Records-Birth	37,520	27,315	68%		40,000	47,150	7,150
Child Dev & Rehab Center	31,720	10,253	33%	c)	30,759	30,759	-
Interest on Investments	15,422	9,598	69%		13,900	16,124	2,224
Grants & Donations	36,035	19,829	215%		9,229	19,829	10,600
Miscellaneous	32,519	766	128%		600	800	200
Total Revenues	6,495,321	3,482,705	59%		5,865,605	5,472,641	(392,964)
Expenditures							
Personnel Services	6,541,186	3,761,254	54%		6,994,211	6,413,332	580,879
Materials and Services	2,279,520	1,005,503	44%	d)	2,279,054	2,071,392	207,662
Capital Outlay	49,701	3,469	107%	e)	3,240	3,469	(229)
Transfers Out	164,640	58,820	50%		117,640	117,640	-
Total Expenditures	9,035,047	4,829,045	51%		9,394,145	8,605,833	788,312
Revenues less Expenditures	(2,539,726)	(1,346,340)			(3,528,540)	(3,133,192)	395,348
Transfers In-General Fund	2,701,475	1,575,861	58%		2,701,475	2,701,475	-
Transfers In-PH Res Fund	-	29,362	50%		58,723	58,723	-
Transfers In-Gen. Fund Other	65,100	32,550	50%		65,100	65,100	-
Total Transfers In	2,766,575	1,637,773	58%		2,825,298	2,825,298	-
Change in Fund Balance	226,849	291,432			(703,242)	(307,894)	395,348
Beginning Fund Balance	1,552,578	1,779,427	99%		1,789,387	1,779,427	(9,960)
Ending Fund Balance	\$ 1,779,427	\$ 2,070,860			\$ 1,086,145	\$ 1,471,533	\$ 385,388

a) Majority of fees are due annually and collected in December & January

b) Revenue carried over from FY 2015

c) Received quarterly, in arrears

d) Materials & Services increased to reflect amended grants and contracts. Appropriation will be increased as necessary

e) Appropriation will be increased before year end

BEHAVIORAL HEALTH
Statement of Financial Operating Data

	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	FY 2015		% of			
	Actual	Actual	Budget	Budget	Projected	Variance
Revenues						
Administrative Fee	11,294,979	920,156	46%	2,005,307	1,910,000	(95,307)
State Grants	7,730,968	4,765,607	57%	8,313,630	8,511,281	197,651
OHP Capitation	488,538	5,175,688	44% a)	11,807,181	10,061,660	(1,745,521)
Federal Grants	195,048	53,647	27% b)	201,879	201,697	(182)
Patient Fees	211,392	98,156	57%	171,268	169,520	(1,748)
Title 19	333,886	129,514	54%	241,768	257,432	15,664
Liquor Revenue	145,536	64,755	43%	151,000	127,867	(23,133)
Divorce Filing Fees	128,477	131,689	94% c)	140,600	131,689	(8,911)
Interfund Contract-Gen Fund	127,000	76,987	61% b)	127,000	127,000	-
Interest on Investments	37,054	21,091	70%	30,000	36,116	6,116
Rentals	11,612	4,375	23%	18,800	18,800	-
Marriage Licenses	6,385	4,340	67%	6,500	8,120	1,620
Local Grants	504,926	233,476	147%	158,967	316,859	157,892
State Miscellaneous	32,200	8,828	40%	22,000	16,020	(5,980)
Miscellaneous	60,534	8,682	8682%	100	8,682	8,582
Total Revenues	21,308,536	11,696,990	50%	23,396,000	21,902,743	(1,493,257)
Expenditures						
Personnel Services	14,366,806	9,093,176	53% d)	17,254,720	15,494,234	1,760,486
Materials and Services	7,007,968	3,248,028	39% e)	8,291,472	7,541,577	749,895
Capital Outlay	181,976	202,519	98%	207,500	210,000	(2,500)
Transfers Out	204,900	164,050	50%	328,100	328,100	-
Total Expenditures	21,761,651	12,707,773	49%	26,081,792	23,573,911	2,507,881
Revenues less Expenditures	(453,115)	(1,010,783)		(2,685,792)	(1,671,168)	1,014,624
Transfers In-General Fund	1,377,302	803,425	58%	1,377,302	1,377,302	-
Transfers In-Acute Care Svcs	187,594	98,504	58%	168,864	168,864	-
Total Transfers In	1,564,896	901,929	58%	1,546,166	1,546,166	-
Change in Fund Balance	1,111,781	(108,854)		(1,139,626)	(125,002)	1,014,624
Beginning Fund Balance	2,924,742	4,036,523	104%	3,893,237	4,036,523	143,286
Ending Fund Balance	\$ 4,036,523	\$ 3,927,669		\$ 2,753,611	\$ 3,911,521	\$1,157,910

a) OHP capitated revenues are lower than anticipated

b) Received quarterly, in arrears

c) Annual payment received in August

d) Year end projection reflects anticipated underspending related to unfilled positions

e) Year end projection reflects anticipated underspending on therapist, contracts and program expense

COMMUNITY DEVELOPMENT
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)		FY 2016		
		Actual	% of Budget	Budget	Projected	Variance
Revenues						
Admin-Operations	59,024	44,588	83%	53,494	80,604	27,110
Admin-GIS	2,110	220	9%	2,500	1,000	(1,500)
Admin-Code Enforcement	306,480	190,051	59%	322,913	342,700	19,787
Building Safety	2,122,894	1,327,912	62%	2,152,073	2,278,764	126,691
Electrical	447,721	318,570	68%	467,770	571,000	103,230
Contract Services	358,815	230,535	83%	276,500	326,912	50,412
Env Health-On Site Prog	497,039	302,846	64%	475,170	534,142	58,972
Planning-Current	1,230,486	724,543	68%	1,069,975	1,200,100	130,125
Planning-Long Range	604,808	393,521	57%	694,249	728,458	34,209
Total Revenues	5,629,377	3,532,786	64%	5,514,644	6,063,680	549,036
Expenditures						
Admin-Operations	1,461,189	938,085	57%	1,638,933	1,661,000	(22,067)
Admin-GIS	125,463	77,127	58%	132,305	131,987	318
Admin-Code Enforcement	286,288	171,271	54%	319,679	313,906	5,773
Building Safety	777,738	467,771	51%	915,194	958,917	(43,723)
Electrical	225,462	169,813	59%	286,145	294,280	(8,135)
Contract Services	270,206	184,787	57%	326,249	333,519	(7,270)
Env Health-On Site Pgm	233,477	183,507	54%	338,956	342,003	(3,047)
Planning-Current	792,256	578,477	58%	997,851	1,049,251	(51,400)
Planning-Long Range	557,991	303,362	51%	596,343	463,130	133,213
Transfers Out (D/S Fund)	173,673	163,940	100%	164,225	163,940	285
Total Expenditures	4,903,745	3,238,139	57%	5,715,880	5,711,933	3,947
Revenues less Expenditures	725,633	294,646		(201,236)	351,747	552,983
Transfers In/Out						
In: General Fund - L/R Planning	166,770	57,771	58%	99,039	99,039	-
Out: A & T Reserve	(90,360)	-	N/A	-	-	-
Out: CDD Reserve Funds	(687,470)	(1,037,652)	100%	(1,037,652)	(1,037,652)	-
Net Transfers In/Out	(611,060)	(979,881)	104%	(938,613)	(938,613)	-
Change in Fund Balance	114,573	(685,235)		(1,139,849)	(586,866)	552,983
Beginning Fund Balance	2,037,201	2,151,773	134%	1,600,000	2,151,773	551,773
Ending Fund Balance	\$ 2,151,773	\$ 1,466,539		\$ 460,151	\$ 1,564,907	\$ 1,104,756

ROAD
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	Actual	Actual	% of Budget		Budget	Projected	Variance
Revenues							
Motor Vehicle Revenue	11,526,928	7,283,521	64% a)		11,440,000	12,347,228	907,228
Forest Receipts	1,215,021	-	0% b)		1,250,000		(1,250,000)
Federal - PILT Payment	1,250,809	1,203,216	96% c)		1,250,000	1,203,216	(46,784)
Other Inter-fund Services	911,160	182,162	19%		947,925	947,925	-
Cities-Bend/Red/Sis/La Pine	664,062	114,658	13% d)		902,000	902,000	-
State Miscellaneous	602,237	603,572	100%		603,572	603,572	-
Sale of Equip & Material	312,452	189,316	68%		278,500	278,500	-
Assessment Payments (P&I)	159,692	44,761	28%		160,000	160,000	-
Mineral Lease Royalties	174,922	123,924	62%		200,000	200,000	-
Federal Reimbursement	-	290,000	N/A e)		-	290,000	290,000
Interest on Investments	77,547	63,173	158% f)		40,000	100,000	60,000
Miscellaneous	55,109	31,844	87%		36,500	36,500	-
Total Revenues	16,949,938	10,130,147	59%		17,108,497	17,068,941	(39,556)
Expenditures							
Personnel Services	5,539,866	3,286,834	57%		5,764,308	5,756,294	8,014
Materials and Services	8,565,242	4,328,051	40% g)		10,846,101	9,346,101	1,500,000
Debt Service	106,554	-	N/A		-	-	-
Capital Outlay	1,764,850	513,665	6% h)		8,503,257	2,600,000	5,903,257
Transfers Out	600,000	600,000	100%		600,000	600,000	-
Total Expenditures	16,576,513	8,728,550	34%		25,713,666	18,302,395	7,411,271
Revenues less Expenditures	373,426	1,401,597			(8,605,169)	(1,233,454)	7,371,715
Trans In - Solid Waste	298,156	163,270	50%		326,539	326,539	-
Trans In - Transp SDC	1,000,000	-	0%		1,000,000	1,000,000	
Trans In-Road Imp Res	12,388	-	N/A		-		
Total Transfers In	1,310,544	163,270	12%		1,326,539	1,326,539	-
Change in Fund Balance	1,683,970	1,564,866			(7,278,630)	93,085	7,371,715
Beginning Fund Balance	10,022,703	11,706,673	126%		9,298,470	11,706,673	2,408,203
Ending Fund Balance	\$ 11,706,673	\$ 13,271,539			\$ 2,019,840	\$ 11,799,757	\$ 9,779,917

a) Revenue projection per ODOT (increased fuel sales/economy related)

b) Do not anticipate Secure Rural Schools funding this fiscal year

c) Annual payment received in July

d) Billed-will include Spring 2016 chip seal

e) FLAP funds for Cascade Lakes Highway not anticipated during budget preparation

f) Projection based on annualized YTD

g) Overlay reserve, \$1.5 million, not projected to be expended in FY 2016

h) Budget includes \$5.9 million of CIP reserves. Will not be expended in FY 2016

ADULT PAROLE & PROBATION
Statement of Financial Operating Data

		July 1, 2015 through January 31, 2016 (58% of Fiscal Year)					
	FY 2015				FY 2016		
	Actual	Actual	% of Budget		Revised Budget	Projected	Variance
Revenues							
SB 1145	3,025,316	2,737,658	75%		3,650,168	3,650,168	-
DOC Measure 57	217,845	234,316	100%	a)	234,316	234,316	-
Electronic Monitoring Fee	212,894	90,499	40%	b)	225,000	170,000	(55,000)
Probation Superv. Fees	220,081	112,137	53%		210,000	210,000	-
Family Sentencing Alt	-	110,797	100%	c)	110,796	110,796	-
Interfund - Sheriff	50,000	29,169	58%		50,000	50,000	-
Crime Prevention Grant	50,000	25,000	50%	d)	50,000	50,000	-
CFC-Domestic Violence	52,612	11,684	25%	d)	46,736	46,736	-
State Subsidy	14,960	12,225	78%		15,610	15,610	-
Alternate Incarceration	31,775	4,569	23%	e)	20,035	20,035	-
Interest on Investments	9,550	5,327	76%	f)	7,000	8,500	1,500
Probation Work Crew Fees	10,191	4,949	82%		6,000	6,000	-
State Miscellaneous	4,142	11,623	270%	e)	4,300	4,300	-
Leases	1,600	-	0%	g)	1,500	-	(1,500)
Justice Reinvest HB3194	-	845,836	100%	c)	845,807	845,807	-
Miscellaneous	8,931	342	68%		500	500	-
Total Revenues	3,909,897	4,236,132	77%		5,477,768	5,422,768	(55,000)
Expenditures							
Personnel Services	3,581,700	2,119,064	53%	h)	4,013,941	3,900,000	113,941
Materials and Services	1,047,720	730,503	47%	h)	1,551,315	1,465,000	86,315
Transfer to Veh Maint	-	20,736	50%		41,472	41,472	-
Capital Outlay	-	-	0%	i)	68,100	68,100	-
Total Expenditures	4,629,420	2,870,303	51%		5,674,828	5,474,572	200,256
Revenues less Expenditures	(719,522)	1,365,828			(197,060)	(51,804)	145,256
Transfers In-General Fund	451,189	263,193	58%		451,189	451,189	-
Change in Fund Balance	(268,333)	1,629,021			254,129	399,385	145,256
Beginning Fund Balance	1,131,982	863,649	130%		662,516	863,649	201,133
Ending Fund Balance	\$ 863,649	\$ 2,492,671			\$ 916,645	\$ 1,263,034	\$ 346,389

a) Annual payment received in October

b) Fees trending under budget due to overestimating offenders ability to pay

c) Expect full annual payment upon State approval of IGA in January

d) Payments received quarterly

e) Reimbursement for special population/services

f) Projections increased due to YTD revenue

g) Per-use lease agreement with Portland State University. Space is no longer available due to dept expansion

h) Based on YTD actual and projected expenses

i) All expenses to be incurred second half of fiscal year

SOLID WASTE
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	Actual	Actual	% of Budget		Budget	Projected	Variance
Operating Revenues							
Franchise Disposal Fees	4,575,673	2,886,555	60%		4,830,000	4,948,380	118,380
Private Disposal Fees	1,680,543	1,021,511	62%		1,648,500	1,716,067	67,567
Commercial Disp. Fees	1,336,173	839,178	67%		1,260,000	1,415,767	155,767
Franchise 3% Fees	223,323	94,531	43%	a)	220,000	230,000	10,000
Yard Debris	126,468	86,802	83%	b)	104,000	145,000	41,000
Recyclables	28,066	12,354	43%		29,000	21,000	(8,000)
Equip & Material	720	16,490	N/A		-	16,490	16,490
Special Waste	16,382	20,647	83%	c)	25,000	35,000	10,000
Interest	17,164	10,195	102%		10,000	18,000	8,000
Leases	10,801	6,301	58%		10,801	10,801	-
Miscellaneous	58,001	18,092	72%		25,000	32,500	7,500
Total Operating Revenues	8,073,313	5,012,657	61%		8,162,301	8,589,005	426,704
Operating Expenditures							
Personnel Services	1,856,302	1,147,000	55%		2,084,433	1,950,359	134,074
Materials and Services	3,112,683	1,799,469	51%		3,501,756	3,563,301	(61,545)
Debt Service	929,793	377,985	41%	d)	932,916	932,916	-
Capital Outlay	166,655	48,443	42%		116,450	93,158	23,292
Total Operating Expenditures	6,065,434	3,372,897	51%		6,635,555	6,539,734	95,821
Operating Rev less Exp	2,007,879	1,639,760			1,526,746	2,049,271	522,525
Transfers Out							
Road	298,156	163,270	50%	e)	326,539	326,539	-
SW Capital & Equipment Reserve	2,225,000	800,000	57%	f)	1,400,000	2,300,000	(900,000)
Total Transfers Out	2,523,156	963,270	56%		1,726,539	2,626,539	(900,000)
Change in Fund Balance	(515,277)	676,490			(199,793)	(577,268)	(377,475)
Beginning Fund Balance	1,679,169	1,163,893	180%		646,922	1,163,893	516,971
Ending Fund Balance	\$ 1,163,893	\$ 1,840,383			\$ 447,129	\$ 586,625	\$ 139,496

a) Payments due April 15th

b) Revenues fluctuate with the weather/seasons

c) Unpredictable revenue source; usually involves DEQ clean-ups

d) Payments made November and May

e) Transfer made quarterly

f) Additional resources generated by operations are required in the reserve funds

RISK MANAGEMENT
Statement of Financial Operating Data

	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	FY 2015					
	Actual	Actual	% of Budget	Budget	Projected	Variance
Revenues						
Inter-fund Charges:						
General Liability	379,793	501,200	58%	859,198	859,198	-
Property Damage	392,304	233,466	59%	394,092	394,092	-
Vehicle	177,550	104,916	58%	179,850	179,850	-
Workers' Compensation	1,563,836	661,115	58%	1,137,484	1,137,484	-
Unemployment	324,829	192,283	60%	320,000	320,000	-
Claims Reimb-Gen Liab/Property	43,921	4,091	20%	20,000	10,000	(10,000)
Process Fee-Events/Parades	1,835	405	29%	1,400	1,400	-
Miscellaneous	0	-	0%	80	80	-
Skid Car Training	34,020	20,160	75%	27,000	27,000	-
Transfer In-Fund 340	-	95,000	100%	95,000	95,000	-
Interest on Investments	24,331	19,812	79%	25,000	25,000	-
TOTAL REVENUES	2,942,419	1,832,448	60%	3,059,104	3,049,104	(10,000)
Direct Insurance Costs:						
GENERAL LIABILITY						
Settlement / Benefit	166,363	146,859				
Defense	19,031	25,789				
Professional Service	24,849	6,304				
Insurance	176,537	191,884				
Loss Prevention	19,465	5,049				
Miscellaneous	126	-				
Repair / Replacement	6,346	14,037				
Total General Liability	412,716	389,921	50%	780,429	780,000	429
PROPERTY DAMAGE						
Insurance	178,556	166,978				
Repair / Replacement	35,583	6,353				
Total Property Damage	214,139	173,331	40%	429,719	395,000	34,719
VEHICLE						
Professional Service	236	-				
Insurance	21,300	-				
Loss Prevention	19,307	16,684				
Repair / Replacement	51,823	60,706				
Total Vehicle	92,666	77,390	87%	89,213	105,000	(15,787)
WORKERS' COMPENSATION						
Settlement / Benefit	687,001	205,136				
Professional Service	5,000	6,250				
Insurance	124,195	120,277				
Loss Prevention	45,934	24,982				
Miscellaneous	54,299	27,578				
Total Workers' Compensation	916,429	384,223	39%	984,626	840,000	144,626
UNEMPLOYMENT - Settlement/Benefits	104,383	37,727	25%	151,486	130,000	21,486
Total Direct Insurance Costs	1,740,333	1,062,592	44%	2,435,473	2,250,000	185,473
Insurance Administration:						
Personnel Services	309,175	175,009	52%	339,585	339,585	-
Materials & Svc, Capital Out. & Transf.	133,868	88,217	39%	225,363	225,363	-
Total Expenditures	2,183,376	1,325,818	44%	3,000,421	2,814,948	185,473
Change in Fund Balance	759,043	506,630		58,683	234,156	175,473
Beginning Fund Balance	3,110,676	3,869,719	121%	3,200,000	3,869,719	669,719
Ending Fund Balance	\$ 3,869,719	\$ 4,376,349	*	\$ 3,258,683	\$ 4,103,875	\$ 845,192

* Ending Fund Balance includes \$2,900,000 restricted for Workers' Comp Loss Reserve

DESCHUTES COUNTY 9-1-1
Statement of Financial Operating Data

	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)			FY 2016		
	FY 2015		% of			
	Actual	Actual	Budget	Budget	Projected	Variance
Revenues						
Property Taxes - Current	6,683,234	6,511,432	94% a)	6,940,000	7,043,318	103,318
Property Taxes - Prior	174,000	94,540	95%	100,000	100,000	-
State Reimbursement	54,389	22,618	63%	36,000	36,000	-
Telephone User Tax	760,914	204,640	27% b)	750,000	750,000	-
Data Network Reimb.	41,803	-	0%	30,000	30,000	-
Jefferson County	30,686	29,075	97% c)	30,000	30,000	-
User Fee	54,536	2,156	5%	45,000	45,000	-
Police RMS User Fees	287,880	34,775	12% d)	295,788	295,788	-
Contract Payments	-	-	0%	11,000	11,000	-
Miscellaneous	38,466	10,310	103% e)	10,000	10,000	-
Interest	36,785	27,919	70%	40,000	40,000	-
Total Revenues	8,162,693	6,937,466	84%	8,287,788	8,391,106	103,318
Expenditures						
Personnel Services	4,885,484	2,785,870	46% f)	6,008,790	5,289,533	719,257
Materials and Services	1,987,159	1,366,517	60%	2,264,097	2,264,097	-
Capital Outlay	234,798	-	0%	200,000	200,000	-
Total Expenditures	7,107,441	4,152,387	49%	8,472,887	7,753,630	719,257
Revenues less Expenditures	1,055,252	2,785,079		(185,099)	637,477	822,576
Beginning Fund Balance	3,939,854	4,995,106	107%	4,650,000	4,995,106	345,106
Ending Fund Balance	\$ 4,995,106	\$ 7,780,185		\$ 4,464,901	\$ 5,632,583	\$ 1,167,682

a) Projection based on collecting 94.5% of property tax levy

b) Tax received quarterly. 2nd Quarter to be received in February

c) Property tax payment received for portion of the Sisters-Camp Sherman Fire District that is in Jefferson County

d) Recently billed after the RMS Ops Board negotiated a new maintenance contract with New World Systems

e) YTD includes a reimbursement from Bend Police Department for software licenses (\$4,253)

f) Variance July through January

Health Benefits Trust
Statement of Financial Operating Data

		FY 2015		FY 2016				
		Actual	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)	% of Budget		Approved Budget	FY 2016 Projection	\$ Variance
Revenues:								
Internal Premium Charges	\$ 16,001,138	\$ 9,063,645	56%	a)	\$ 16,153,000	\$ 15,537,677	\$ (615,323)	
Part-Time Employee Premium	15,680	5,384	N/A	a)	-	9,230	9,230	
Employee Monthly Co-Pay	866,646	504,225	58%	a)	865,000	864,386	(614)	
COIC	1,870,995	1,195,736	63%	a)	1,900,000	2,049,833	149,833	
Retiree / COBRA Co-Pay	1,089,975	686,123	51%	a)	1,336,000	1,176,211	(159,789)	
Prescription Rebates	145,422	17,337	13%		130,000	130,000	-	
Claims Reimbursements & Misc	242,601	175,800	N/A		-	175,800	175,800	
Interest	92,213	64,267	57%		112,000	110,000	(2,000)	
Total Revenues	20,324,668	11,712,517	57%		20,496,000	20,053,136	(442,864)	
Expenditures:								
Personnel Services (all depts)	121,638	61,628	52%		117,753	117,753	-	
Materials & Services								
Admin & Wellness								
Claims Paid-Medical	11,366,449	8,183,503	66%	b)	12,335,775	12,562,330	(226,555)	
Claims Paid-Prescription	1,245,249	596,030	43%	b)	1,392,307	1,160,550	231,757	
Claims Paid-Dental/Vision	1,832,508	1,048,052	51%	b)	2,048,918	1,800,236	248,682	
Stop Loss Insurance Premium	326,435	206,801	57%		360,000	360,000	-	
State Assessments	227,597	119,231	50%		240,000	240,000	-	
Administration Fee (EMBS)	419,304	282,991	67%		420,000	420,000	-	
Preferred Provider Fee	38,804	85,525	186%		46,000	157,202	(111,202)	
Other - Administration	45,335	55,515	53%		104,417	104,417	-	
Other - Wellness	162,582	94,591	63%		149,000	149,000	-	
Admin & Wellness	15,664,262	10,672,238	62%		17,096,417	16,953,735	142,682	
Deschutes On-site Clinic								
Contracted Services	818,418	481,205	59%		810,000	810,000	-	
Medical Supplies	79,616	34,164	54%		63,000	63,000	-	
Other	23,726	20,398	74%		27,470	27,470	-	
Total DOC	921,761	535,767	59%		900,470	900,470	-	
Deschutes On-site Pharmacy								
Contracted Services	304,556	179,216	62%		287,700	287,700	-	
Prescriptions	1,552,760	825,862	52%	c)	1,600,000	1,651,724	(51,724)	
Other	13,250	12,052	55%		22,007	22,007	-	
Total Pharmacy	1,870,566	1,017,130	53%		1,909,707	1,961,431	(51,724)	
Total Expenditures	18,578,227	12,286,763	61%		20,024,347	19,933,389	90,958	
Change in Fund Balance	1,746,441	(574,246)			471,653	119,746	(351,907)	
Beginning Fund Balance	12,461,082	14,207,523	108%		13,190,000	14,207,523	1,017,523	
Ending Fund Balance	\$ 14,207,523	\$ 13,633,276			\$ 13,661,653	\$ 14,327,269	\$ 665,616	
% of Exp covered by Revenues		109.4%	95.3%		102.4%	100.6%		

a) Projection - Seven months annualized

b) Fifty-two week rolling average

c) YTD Actual is July through December. Projection - six months actual annualized

FAIR AND EXPO CENTER
Statement of Financial Operating Data
Through January 31, 2016

	FY 2015	Year to Date (58.3% of the year)		FY 2016		
	Actual	Actual	% of Budget	Budget	Projection	\$ Variance
Operating Revenues						
Events Revenues	\$ 528,377	\$ 227,217	49.1%	\$ 463,000	\$ 532,624	\$ 69,624
Storage	45,794	24,333	48.7%	50,000	55,333	5,333
Camping at F & E	14,505	1,265	6.3%	20,000	21,265	1,265
Horse Stall Rental	37,698	3,505	7.0%	50,000	52,680	2,680
Food & Beverage Activities, net	89,575	7,637	10.7% a)	71,303	89,152	17,849
Concession % - Food	11,411	-	N/A	-	-	-
Annual County Fair (net)	244,000	200,000	67.8% b)	294,835	268,000	(26,835)
Interfund Contract	85,111	21,105	25.0% c)	84,422	43,605	(40,817)
TRT - 1% for Marketing	116,670	150,564	39.3%	382,641	225,977	(156,664)
Miscellaneous	11,092	4,215	38.7%	10,900	5,215	(5,685)
Total Operating Revenues	1,184,232	639,841	44.8%	1,427,101	1,293,851	(133,250)
Operating Expenditures:						
General F & E Activities						
Personnel Services	909,177	544,313	57.2%	951,266	885,113	66,153
Materials and Services	655,566	393,536	47.5%	828,351	711,671	116,680
Total Operating Expenditures	1,564,743	937,849	52.7%	1,779,617	1,596,784	182,833
Other:						
Park Acq/Dev (Fund 130)	29,000	15,000	50.0%	30,000	30,000	-
Grants	280	-	N/A	-	-	-
Rights & Signage	98,538	75,830	65.9%	115,000	103,130	(11,870)
Interest	678	526	175.2%	300	651	351
Total Other	128,496	91,356	63%	145,300	133,781	(11,519)
Results of Operations	(252,016)	(206,652)		(207,216)	(169,153)	38,063
Transfers In / Out						
Transfer In-General Fund	365,000	175,000	58.3%	300,000	300,000	-
Transfer In-Room Tax - (Fund 160)	110,770	15,015	58.3%	25,744	25,744	-
Trans In(Out)-Fair & Expo Reserve	-	-	0.0%	(62,740)	(62,740)	-
Total Transfers In	475,770	190,015	72.2%	263,004	263,004	-
Non-Operating Expenditures						
Debt Service	112,213	68,868	59.0%	116,709	113,296	3,413
Debt Refunding, net	-	-	-	-	-	-
Capital Outlay	52,473	-	N/A	-	-	-
Total Non-Operating Expenditures	164,686	68,868	59.0%	116,709	113,296	3,413
Change in Fund Balance	59,068	(85,506)		(60,921)	(19,445)	41,476
Beginning Fund Balance	(345)	58,723	58.7%	100,000	58,723	(41,277)
Ending Fund Balance	\$ 58,723	\$ (26,783)		\$ 39,079	\$ 39,277	\$ 198

a) See "Food & Beverage Activities Schedule"

b) Revenues and Expenses for the annual County Fair are recorded in a separate fund and the available net income is transferred to the Fair & Expo Center Fund

c) Reimbursement from RV Park for personnel expenditures recorded in F&E

Deschutes County
Food and Beverage Activities
July 1, 2015 through January 31, 2016

Year to Date - Through January 31, 2016									
July & August									
F & E Center (Fund 618)	Annual Fair (Fund 619)	July and August Total 618 & 619	September	October	November	December	January	Year to Date	
These Columns Memo Only									
Revenues	\$ 29,838	\$ 199,890	\$ 229,729	\$ 24,483	\$ 25,538	\$ 37,407	\$ 2,860	\$ 28,999	\$ 349,016
Direct Costs									
Beginning Inventory	24,040	-	24,040	36,704	36,084	34,187	30,721	30,094	24,040
Purchases (Food/Bev/Paper/Chemicals)	11,402	64,628	76,031	8,409	5,037	6,638	668	8,447	105,230
Less: Ending Inventory	(36,704)	-	(36,704)	(36,084)	(34,187)	(30,721)	(30,094)	(28,544)	(28,544)
Cost of Food & Beverage	(1,262)	64,628	63,367	9,029	6,935	10,104	1,295	9,997	100,726
Event Expenses	975	596	1,571	780	1,636	466	2,465	1,102	8,021
Labor	3,126	37,545	40,670	5,228	5,914	6,926	384	3,968	63,090
Total Direct Costs	2,840	102,768	105,608	15,037	14,484	17,497	4,144	15,067	171,837
Gross Profit	26,999	97,122	124,121	9,447	11,054	19,910	(1,284)	13,931	177,179
Other Revenues									
Catering / 3rd Party	-	-	-	966	-	-	-	-	966
Concessions / 3rd Party	-	5,453	5,453	-	-	1,984	953	2,536	10,926
Rentals (Kitchen & Flatware)	-	-	-	-	-	-	-	-	-
Total Other Revenues	-	5,453	5,453	966	-	1,984	953	2,536	11,893
Expenses/Expenditures									
Personnel	18,267	-	18,267	9,515	9,515	9,515	9,515	9,516	65,843
Other Materials & Services	8,316	-	8,316	1,541	1,100	212	-	1,846	13,016
Total Expenses/Expenditures	26,583	-	26,583	11,057	10,615	9,728	9,515	11,361	78,859
Income - Food & Beverages Activities	\$ 416	\$ 102,575	\$ 102,991	\$ (644)	\$ 439	\$ 12,167	\$ (9,846)	\$ 5,106	\$ 110,212
									F & E
									7,637
									Annual Fair
									102,575

JUSTICE COURT
Statement of Financial Operating Data

	FY 2015	July 1, 2015 through January 31, 2016 (58% of Fiscal Year)		FY 2016		
	Actual	Actual	% of Budget	Budget	Projected	Variance
Revenues						
Court Fines & Fees	459,548	265,364	59%	450,000	517,865	67,865
Interest on Investments	456	356	68%	527	527	-
Total Revenues	460,004	265,721	59%	450,527	518,392	67,865
Expenditures						
Personnel Services	423,791	253,485	58%	436,236	436,236	-
Materials and Services	162,205	103,742	60%	173,942	161,018	12,924
Total Expenditures	585,996	357,227	59%	610,178	597,254	12,924
Revenues less Expenditures	(125,992)	(91,506)		(159,651)	(78,862)	80,789
Transfers In-General Fund	74,398	85,022	58%	145,747	145,747	-
Change in Fund Balance	(51,594)	(6,484)		(13,904)	66,885	80,789
Beginning Fund Balance	130,317	78,723	131%	60,000	78,723	18,723
End Fund Bal (Contingency)	\$ 78,723	\$ 72,239		\$ 46,096	\$ 145,608	\$ 99,512

a) Monthly revenue recorded in arrears. \$36,722 received in January for December activity

b) One time software maintenance fee of \$24,421 paid in September. Remaining 50% of year projected at \$69,000

CAPITAL PROJECTS

- Campus Improvement
- North County Campus

Deschutes County
Campus Improvement (Fund 463)
Inception through January 31, 2016

RESOURCES:

Transfer in (Note A)
Transfer in - General Fund
Transfer in - General County Projects (142)
Energy Trust of Oregon
Oregon Judicial Dept Payment
Interest Revenue
Total Resources

Received and Expended	Committed or Projected	Total
\$ 796,617	\$ -	\$ 796,617
150,000	-	150,000
820,000	-	820,000
1,641	-	1,641
30,526	-	30,526
11,463	-	11,463
1,810,247	-	1,810,247

EXPENDITURES:

Basement Jail/Boiler Demolition
Basement Public File View
1st Floor Public File View
1st Floor Restrooms/Haslinger Court
1st Floor DeHoog/Bagley Court/Jury Room
Accounting Area Open Workspace
Courthouse DA Offices
Hearing Room Justice Bldg 2/Basement Phases 1/2
Justice Bldg-Breezeway Connection
"Stone Building"
Internal Service Fund Charges
Total Materials & Services

JB1	168,109	-	168,109
JB2	141,862	-	141,862
JB3	117,980	-	117,980
JB4	401,231	-	401,231
JB5	81,702	-	81,702
JB6	40,257	-	40,257
JB7	34,348	-	34,348
JB8	672,327	-	672,327
JB9	79,556	64,035	143,591
	720	-	720
	8,119	-	8,119
	1,746,212	64,035	1,810,247

Revenues less Expenditures

\$ 64,035 \$ (64,035) -

Notes:

A. Remaining proceeds of the OSP portion of the FF&C borrowing for the OSP/911 Building.

Completed Projects

Deschutes County
General County Projects (Fund 142)
Through January 31, 2016

	FY 2016 - Year to Date (58% of Year)		FY 2016		
	Actual	% of Budget	Budget	Projection	Variance
Revenues					
Property Taxes, Current	\$ 706,638	94%	\$ 750,000	\$ 754,718	\$ 4,718
Property Taxes, Prior	10,620	53%	20,000	20,000	-
Miscellaneous	2,942	n/a	-	2,942	2,942
Inter-fund Charges					
OHP-Alcohol/Drug (280)	-	0% a)	525,000	525,000	-
OHP-Mental Health (270)	-	0% a)	525,000	525,000	-
Road Department (325)	-	0% a)	150,000	150,000	-
Interest	5,544	50%	11,000	11,000	-
Total Revenues	725,744	37%	1,981,000	1,988,659	7,659.24
Expenditures					
General					
ADA Projects	10,649				
General	138,698				
Health Services File Room	154				
Total General Projects	149,501		488,590	488,590	-
Remodel Projects					
Courthouse - District Attorney	55,459		100,000	100,000	-
Courthouse-sidewalk	14,644		50,000	50,000	-
P&P Stairs	36,440		36,440	36,440	-
P&P Programs Building	2,330		10,000	10,000	-
Road Dept Meeting Room	26,352		250,000	250,000	-
South County	207,348		207,348	207,348	-
Wall Street Services Building	159,603		842,652	842,652	-
Total Remodel Projects	502,174		1,496,440	1,496,440	-
Total Projects	651,675	33%	1,985,030	1,985,030	-
Internal Charges-ISF & Insurance	35,546	58%	60,906	60,906	-
Tech Improvements	120,471	134%	90,000	120,471	(30,471)
Total Expenditures	807,692		2,135,936	2,166,407	(30,471)
Revenues less Expenditures	(81,949)		(154,936)	(177,748)	(22,812)
Transfers In/(Out)					
Campus Improvement (463)	(120,000)	100%	(120,000)	(120,000)	-
Change in Fund Balance	(201,949)		(274,936)	(297,748)	(22,812)
Beginning Fund Balance	1,373,675	94%	1,460,000	1,373,675	(86,325)
Ending Fund Balance	\$ 1,171,727		\$ 1,185,064	\$ 1,075,928	\$ (109,136)

a) Contribution for remodels of Wall Street Services Building, South County and Road Department

Thank you for your e-mail. We appreciate you taking the time to share your concerns. Livability and compatibility of uses in rural Deschutes County are priorities for the Board. It is our hope that through the ongoing work of the Marijuana Advisory Committee (MAC), we'll be able to review thoughtful, measured regulations that are shaped by local input.

Even if this issue should be put to a vote in November, the MAC's input will give us a great head start, should voters decide to reverse the county's temporary opt-out.

Uncertainty and limitations of State law have presented challenges for the County to confidently address these complex issues. We are currently working with the legislature to provide clarity and more opportunities for local regulation.