



**IMU Board of Trustees of the
Electric, Water and Communications Utilities
May 22, 2017
City Hall Council Chambers
5:30 p.m.**

Agenda

1. Call to Order
2. Roll Call
3. Public Comments
4. Consent Agenda
 - A. Claims list for May 15, 2017
 - B. Minutes from May 8, 2017
 - C. April 2017 Treasurer and Financial Reports
 - D. Salaries
5. Electric Utility Action Items
 - A. Consider member resolution for Municipal Energy Agency of Nebraska and Nebraska Municipal Energy Agency Appointments
6. Electric Utility Informational Items
7. Water Utility Informational Items
8. Communications Utility Action Items
 - A. Fiber Project Infrastructure
 1. Review of 2017 Fiber To The Home Network Project bids and approval of resolution making award of construction contract

2. Review of 2017 Fiber To The Home Network Project material bids and approval of resolution making award of contract
3. Not to Exceed \$7,500,000 Community Utility Revenue Capital Loan Notes, Series 2017A
 - a. Resolution fixing date, June 12, 2017, for a meeting on the proposition to authorize a Loan Agreement and the issuance of Notes to evidence the obligations of the City thereunder
4. Not to Exceed \$5,500,000 Taxable Communications Utility Revenue Capital Loan Notes, Series 2017B
 - a. Resolution fixing date, June 12, 2017, for a meeting on the proposition to authorize a Loan Agreement and the issuance of Notes to evidence the obligations of the City thereunder
5. Set June 12, 2017 as a public hearing for communications rates
6. Consider proposal and letter of engagement with Curtis Dean, dba SmartSource Consulting
9. Communications Utility Informational Items
10. Combined Electric, Water and Communications Utilities Action Items
 - A. Consider resolution approving an agreement with Denman & Company LLP to perform audit services for the Indianola Municipal Utilities and the City
11. Combined Electric, Water and Communications Utilities Informational Items
12. Other Business
13. Adjourn

IMU Regular Downstairs

4.A.

Meeting Date: 05/22/2017

Information

Subject

Claims list for May 15, 2017

Information

Fiscal Impact

Attachments

Claims

Vendor Name	GL Account Number	Description	Invoice Date	Net Invoice Amount
WATER OPERATING FUND				
AUTOMATIC SYSTEMS CO.	600-8120-63410	TESTED WELL 12 & NORTH TOWER	04/18/2017	2,295.26
CHEMTREAT INC	600-8110-65010	CHEMICALS	04/13/2017	1,236.90
CITY OF INDIANOLA - UTILITY	600-8110-63710	UTILITIES	04/28/2017	12,771.45
DUST PROS JANITORIAL	600-8120-64090	FLOOR CLEANING	04/20/2017	180.00
GRAYMONT WESTERN LIME IN	600-8110-65010	QUICKLIME	04/14/2017	4,329.47
HD SUPPLY WATERWORKS	600-8150-65072	MATERIALS	04/25/2017	425.00
INTEGRIVault	600-8190-63730	OFFSITE BACKUP - APRIL	05/01/2017	47.50
IOWA ASSOC OF MUN UTILITIE	600-8192-64990	APRIL 2017, BBP, CHAINS, SLINGS, LIFTING, FIRE SAFETY, HA	04/30/2017	175.32
IOWA ONE CALL	600-8190-63730	WA-LOCATING NOTIFICATION/209 TICKETS	05/05/2017	188.10
JMK LAWNCARE	600-8110-64990	MOWING - APRIL	05/03/2017	645.00
NOLASOFT DEVELOPMENT	600-8190-64990	E-MAIL HOSTING	05/01/2017	148.64
RECORD-HERALD & INDIANOL	600-8190-64020	2017 SPRING HYDRANT FLUSHING	04/30/2017	19.72
RECORD-HERALD & INDIANOL	600-8190-64020	BT MIN-03	03/29/2017	30.26
RECORD-HERALD & INDIANOL	600-8190-64020	BT MIN-04	03/29/2017	17.77
RECORD-HERALD & INDIANOL	600-8190-64020	PH BUDGET AMENDMENT	03/29/2017	13.34
STATE HYGENIC LABORATORY	600-8110-64990	BACTEE SAMPLES	04/30/2017	187.50
UNUM LIFE INSURANCE CO OF	600-8180-61550	LIFE, AD&D AND LTD INSURANCE	05/01/2017	154.20
WARREN COUNTY ENGINEER	600-8160-65050	FUEL DISTRIBUTION	05/01/2017	460.04
WASTE MANAGEMENT OF IOW	600-8120-64090	TRASH - MAY	04/26/2017	64.47
WELLS FARGO CCER	600-8110-62300	IOWA DNR SALEStees for taking grade 2 distribution test	04/26/2017	20.00
WELLS FARGO CCER	600-8120-65070	WM SUPERCENTER #1491Plant supplies	04/03/2017	42.72
WELLS FARGO CCER	600-8120-65070	THEISENS #21replaced broken wrenches	04/17/2017	20.98
Total WATER OPERATING FUND:				23,473.64
IMU ADMINISTRATION FUND				
BRICK GENTRY P.C.	620-8091-64110	2017 UNION NEGOTIATIONS	04/25/2017	3,315.00
CAPITAL EXPRESS	620-8090-65080	DELIVERY OF 5-1-17 UTILITY BILLS	04/29/2017	41.15
LONGER, CHRIS	620-8090-63730	MOBILE DEVICE ALLOWANCE	05/01/2017	50.00
MOSHER, CASSANDRA	620-8090-62700	MILEAGE	05/09/2017	31.57
MOSHER, CASSANDRA	620-8090-61440	WELLNESS - MAY	05/10/2017	15.00
RECORD-HERALD AD CONTRA	620-8090-64020	PROJECT SHARE	04/04/2017	148.00
STANGEL, ROBERT	620-8091-63730	MOBILE DEVICE ALLOWANCE	05/01/2017	75.00
WELLS FARGO CCER	620-8090-65070	WAL-MART #1491Kleenex and Quick Sort	04/11/2017	18.29
WELLS FARGO CCER	620-8090-65080	THE UPS STORE #6682Return postage UPS for RMA ONTs	04/17/2017	34.19
WEST SAFETY SERVICES INC	620-8091-63730	911 MONTHLY ACCESS CHARGE	05/08/2017	26.05
Total IMU ADMINISTRATION FUND:				3,754.25
ELECTRIC OPERATING FUND				
CHAPMAN METERING	630-8250-64200	SINGLE & THREE PHASE ANNUAL METER TESTS	05/02/2017	5,222.94
CITY OF INDIANOLA - REBATE	630-8290-67306	A/C REBATE	04/17/2017	100.00
CITY OF INDIANOLA - REBATE	630-8290-67306	A/C REBATE	04/25/2017	200.00
CITY OF INDIANOLA - REBATE	630-8290-67306	A/C REBATE	04/24/2017	200.00
CITY OF INDIANOLA - REBATE	630-8290-67306	A/C REBATE	04/25/2017	200.00
CITY OF INDIANOLA - REBATE	630-8290-67306	HEAT PUMP	04/20/2017	1,500.00
CITY OF INDIANOLA - UTILITY	630-8210-63710	UTILITIES	04/28/2017	1,999.84
CR SERVICES	630-8250-65072	GLASS CLEANER	05/02/2017	42.16
DUST PROS JANITORIAL	630-8220-64090	MONTHLY CLEANING (APRIL) - ADMIN/ELECTRIC	04/20/2017	1,177.00
EDWARDS, NATHAN	630-8280-61440	WELLNESS - APRIL	04/26/2017	25.00
HOFFMAN COMMUNICATIONS	630-8250-65072	INSTALL 3" CONDUIT AT 104 NORTH G	05/04/2017	1,600.00
HOFFMAN COMMUNICATIONS	630-8250-65072	REPLACE SECONDARY AT 810 SOUTH JEFFERSON	05/04/2017	1,300.00
INTEGRIVault	630-8290-63730	OFFSITE BACKUP - APRIL	05/01/2017	180.00
IOWA ASSOC OF MUN UTILITIE	630-8292-64990	APRIL 2017, BBP, CHAINS, SLINGS, LIFTING, FIRE SAFETY, HA	04/30/2017	175.32
IOWA ONE CALL	630-8290-63730	EL-LOCATING NOTIFICATION/201 TICKETS	05/05/2017	180.90
JMK LAWNCARE	630-8250-64990	APRIL MOWING CONTRACT - ELECTRIC	04/29/2017	465.00
MC MASTER-CARR SUPPLY CO	630-8220-65072	MATERIAL FOR AIR COMPRESSOR #2	05/04/2017	297.98

Vendor Name	GL Account Number	Description	Invoice Date	Net Invoice Amount
METCALF, MIKE	630-8240-63730	MOBILE DEVICE ALLOWANCE	05/01/2017	75.00
METHODIST OCCUPATIONAL H	630-8250-64990	DOT TESTING	03/31/2017	54.00
MID AMERICAN ENERGY	630-8290-67306	IMU AUDIT PARTNERSHIP	04/25/2017	505.16
MID AMERICAN ENERGY CO.	630-8210-63710	80950-24015 PLANT GAS 3/22/17 - 4/20/17	04/21/2017	11.08
MID AMERICAN ENERGY CO.	630-8210-63710	52390-25019 BOILER GAS (1004 THERMS)	04/20/2017	611.91
MID AMERICAN ENERGY CO.	630-8210-63710	07991-36014 11634 R63 HWY	04/14/2017	10.00
MILLER ELECTRIC SERVICES	630-8250-65072	REPLACE BROKEN BREAKER	05/01/2017	79.40
NOLASOFT DEVELOPMENT	630-8290-64900	E-MAIL HOSTING	05/01/2017	274.65
RECORD-HERALD & INDIANOL	630-8190-64020	BT MIN-03	03/29/2017	114.73
RECORD-HERALD & INDIANOL	630-8190-64020	BT MIN-04	03/29/2017	67.36
RECORD-HERALD & INDIANOL	630-8190-64020	PH BUDGET AMENDMENT	03/29/2017	50.56
STUART C. IRBY CO	630-8250-65072	CABLE GRIPS	04/26/2017	331.70
UNUM LIFE INSURANCE CO OF	630-8280-61550	LIFE, AD&D AND LTD INSURANCE	05/01/2017	371.65
VERIZON WIRELESS	630-8240-63730	WIRELESS FOR SPARE LAPTOP	04/26/2017	20.00
VERIZON WIRELESS	630-8240-63730	WIRELESS FOR SERVICE CREW LAPTOPS	04/26/2017	240.06
WARREN COUNTY ENGINEER	630-8260-65050	FUEL DISTRIBUTION	05/01/2017	1,067.13
WELLS FARGO CCER	630-8240-62300	CHAMPPS AMERICANADinner - Metcalf IEUSTA Meeting in Dubuq	04/19/2017	11.77
WELLS FARGO CCER	630-8280-62300	THE KITCHENRob, Chris D - MEAN Power Supply workshop meal	04/19/2017	39.44
WELLS FARGO CCER	630-8240-62300	BEST WESTERN PLUS DUBUQUELodging - Metcalf IEUSTA Meeti	04/21/2017	89.59
WELLS FARGO CCER	630-8280-62300	HAMPTON INNS YORKChris D - MEAN Power Supply workshop lod	04/21/2017	120.95
WELLS FARGO CCER	630-8280-62300	HAMPTON INNS YORKRob - MEAN Power Supply workshop lodgin	04/21/2017	105.97
WELLS FARGO CCER	630-8250-65072	AMAZON MKTPLACE PMTSremote door openers	04/24/2017	100.00
WELLS FARGO CCER	630-8250-65072	MIDAM TECHnew charger for metro tech locator Tyler has turned in	04/26/2017	124.00
WELLS FARGO CCER	630-8250-65072	CNM OUTDOOR EQUIPMENTChainsaw chains sharpened for unit	04/27/2017	17.12
WELLS FARGO CCER	630-8240-62300	IAMU - 937457IAMU Overhead School - Rasko	04/28/2017	525.00
WELLS FARGO CCER	630-8240-62300	IAMU - 937457IAMU Overhead School - Boozell	04/28/2017	525.00
WELLS FARGO CCER	630-8250-65072	THE HOME DEPOT #2104Impact Drill for unit 29 and adaptors.	04/28/2017	112.83
WELLS FARGO CCER	630-8250-65072	THE HOME DEPOT #2104Wirestripper for unit 6	04/03/2017	12.02
WELLS FARGO CCER	630-8260-65072	OREILLY AUTO #0337Lift supports for skidloader	04/03/2017	38.71
WELLS FARGO CCER	630-8280-62300	MARINA INNRob - NMPP Annual Meeting lodging	04/03/2017	210.56
WELLS FARGO CCER	630-8250-65072	THEISENS #21Magnetic screw driver and crimping ends	04/03/2017	12.67
WELLS FARGO CCER	630-8260-65072	OREILLY AUTO #0337Unit 10 oil change	04/04/2017	51.14
WELLS FARGO CCER	630-8250-65072	MENARDS DES MOINES IAToe Kick Boards For Warehouse	04/05/2017	51.71
WELLS FARGO CCER	630-8260-65072	OREILLY AUTO #0337Unit 10 oil change	04/05/2017	8.23
WELLS FARGO CCER	630-8250-65072	AMAZON MKTPLACE PMTSDisputed charge. Did not received prod	04/05/2017	69.25
WELLS FARGO CCER	630-8250-65072	FLEX A CHART MFGMike M. Whiteboard	04/05/2017	173.42
WELLS FARGO CCER	630-8250-65072	THEISENS #21Small propane bottle for torch and double sided tape	04/06/2017	8.00
WELLS FARGO CCER	630-8250-65072	WM SUPERCENTER #1491Office Supplies for Mikes office	04/10/2017	13.14
WELLS FARGO CCER	630-8260-65072	THEISENS #21unit 6 rope and soap for the shop	04/17/2017	21.38
WESCO	630-8250-65072	7" POLE CHAIN SLINGS	04/21/2017	465.02
WIEGERT DISPOSAL CO.	630-8220-64090	WASTE PICK UP FOR 4-17	05/01/2017	110.00

Total ELECTRIC OPERATING FUND:

21,767.45

FIBER/COMMUNICATIONS FUND

CITY OF INDIANOLA - UTILITY	640-8550-63464	UTILITIES	04/28/2017	659.91
INTEGRIVault	640-8590-63730	OFFSITE BACKUP - APRIL	05/01/2017	22.50
IOWA ASSOC OF MUN UTILITIE	640-8550-62100	2017 IAMU BROADBAND MEMBERSHIP DUES	02/24/2017	309.00
IOWA ONE CALL	640-8590-63730	FIBER-LOCATING NOTIFICATION/139 TICKETS	05/05/2017	125.10
NOLASOFT DEVELOPMENT	640-8590-64900	E-MAIL HOSTING	05/01/2017	27.16
RECORD-HERALD & INDIANOL	640-8590-64020	BT MIN-03	03/29/2017	14.35
RECORD-HERALD & INDIANOL	640-8590-64020	PH FIBER PROJECT (MATERIAL)	03/29/2017	30.17
RECORD-HERALD & INDIANOL	640-8590-64020	PH FIBER PROJECT (COST)	03/29/2017	32.57
RECORD-HERALD & INDIANOL	640-8590-64020	BT MIN-04	03/29/2017	8.42
RECORD-HERALD & INDIANOL	640-8590-64020	PH BUDGET AMENDMENT	03/29/2017	6.32
UNUM LIFE INSURANCE CO OF	640-8590-61550	LIFE, AD&D AND LTD INSURANCE	05/01/2017	8.18
WELLS FARGO CCER	640-8550-63464	THEISENS #21Material to repair broken pipe.	04/13/2017	49.17

Vendor Name	GL Account Number	Description	Invoice Date	Net Invoice Amount
Total FIBER/COMMUNICATIONS FUND:				1,292.85
WATER CAPITAL PROJECTS FUND				
HD SUPPLY WATERWORKS	700-8100-67906	CLAMPS	04/25/2017	265.00
Total WATER CAPITAL PROJECTS FUND:				265.00
ELECTRIC CAPITAL PROJECTS FUND				
CHAPMAN METERING	730-8200-67245	NEW ELECTRIC METER FOR TURBINE #7	05/03/2017	2,407.50
FLETCHER-REINHARDT CO.	730-8200-67906	3KV LIGHTNING ARRESTER	04/21/2017	270.29
KRIZ-DAVIS COMPANY	730-8200-67906	69KV POST INSULATORS	04/28/2017	1,288.28
MAGELLAN ADVISORS LLC	730-8200-67605	BUSINESS PLAN AND FINANCIAL MODEL	04/30/2017	12,900.00
MAGELLAN ADVISORS LLC	730-8200-67605	2016 FEASIBILITY STUDY	07/02/2016	2,730.00
MAGELLAN ADVISORS LLC	730-8200-67605	2016 FEASIBILITY STUDY	07/21/2016	1,659.15
METERING & TECHNOLOGY SO	730-8200-67906	FORM 16S ELECTRIC METERS	05/01/2017	1,110.43
OPN ARCHITECTS INC	730-8200-67605	PROFESSIONAL SERVICES FROM 3/1/17 TO 3/31/17	03/31/2017	1,200.00
OSI INC	730-8200-67901	SCADA SYSTEM UPGRADE - MILESTONE #2	05/09/2017	25,771.49
POWER & TEL	730-8200-67906	400' FIBER DROP CABLES	05/27/2012	1,157.92
STEW HANSEN DODGE	730-8200-67100	RAM 5500 CHASSIS - BOARD APPROVED ON 2/27/17	04/29/2017	33,810.00
WELLS FARGO CCER	730-8200-67603	CROSS BORDER TRANS FEEUnauthorized charge	04/21/2017	1.32
WELLS FARGO CCER	730-8200-67603	CROSS BORDER TRANS FEEUnauthorized charge	04/21/2017	1.08
WELLS FARGO CCER	730-8200-67603	SHELL CULLOMPTONUnauthorized charge	04/21/2017	108.31
WELLS FARGO CCER	730-8200-67603	GORDANO M 30137600Card info stolen. Unauthorized charge	04/21/2017	132.34
WELLS FARGO CCER	730-8200-67603	FRAUD-CURRENCY CONVERSIONCredit for unauthorized charge.	04/26/2017	1.08-
WELLS FARGO CCER	730-8200-67603	FRAUD-CURRENCY CONVERSIONCredit for unauthorized charge	04/26/2017	1.32-
WELLS FARGO CCER	730-8200-67603	FRAUD-SHELL CULLOMPTONCredit for unauthorized charge	04/26/2017	108.31-
WELLS FARGO CCER	730-8200-67603	FRAUD-GORDANO M 30137600Credit for unauthorized charge	04/26/2017	132.34-
WELLS FARGO CCER	730-8200-67603	THEISENS #21Cable ties	04/07/2017	16.57
WELLS FARGO CCER	730-8200-67603	FIBERTRONICS INC.Fiber wall mount termination box for ICN	04/10/2017	94.51
WESCO	730-8200-67906	DEAD-END SHOES	04/20/2017	181.63
WESCO	730-8200-67906	69KV TRUNNION CLAMPS	04/21/2017	325.82
WESCO	730-8200-67906	ELECTRIC CLEANER	04/21/2017	105.67
WESCO	730-8200-67906	INSULATORS - LINE MACHINE BOLTS	04/28/2017	393.62
Total ELECTRIC CAPITAL PROJECTS FUND:				85,422.88
CASH ALLOCATION FUND				
HANSEN, JOHN A.	999-0000-11005	REFUND CREDIT ON ACCT	05/05/2017	103.00
IMPACT COMMUNITY ACTION P	999-0000-11005	REFUND EA - CHARLES TIANO	05/01/2017	183.90
IMPACT COMMUNITY ACTION P	999-0000-11005	REFUND EA - TIFFANY NEAL	05/01/2017	32.83
KLINE, DIANE	999-0000-11005	REFUND DOUBLE PAYMENT	05/08/2017	82.08
LINK, THERESA	999-0000-11005	REFUND CREDIT ON ACCT	05/05/2017	165.00
VEST, ANGELA	999-0000-11005	REFUND CREDIT ON ACCT	05/01/2017	52.84
Total CASH ALLOCATION FUND:				619.65
Grand Totals:				136,595.72

Vendor Name	GL Account Number	Description	Invoice Date	Net Invoice Amount
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Board of Trustees: _____

IMU Regular Downstairs
Meeting Date: 05/22/2017

4.B.

Information

Subject

Minutes from May 8, 2017

Information

Fiscal Impact

Attachments

Minutes

BOARD OF TRUSTEE MINUTES
REGULAR SESSION – MAY 8, 2017

The Board of Trustees met in regular session at 5:30 p.m. on May 8, 2017 in the City Hall Council Chambers. Chairperson Adam Voigts called the meeting to order and on roll call the following members were present: Jim McClymond (via phone), Mike Rozga, Adam Voigts and Deb White. Absent: Lesley Forbush.

The consent agenda consisting of the following was approved on a motion by Rozga and seconded by White. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

Claims list for May 1, 2017

Minutes from April 24, 2017

Board Member Lesley Forbush arrived at the meeting.

Communications Utility Action Items

Courtney Violette, Magellan Advisors, presented the Business Plan for the Fiber To The Home Project. A motion was made by White and seconded by McClymond to approve the Business Plan. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

This being the time and place fixed for a public hearing on the matter of the adoption of plans, specifications, form of contract and estimate of cost relative to the 2017 Fiber To The Home Network (Construction) for Indianola Municipal Utilities, Indianola, Iowa. The Chair called for any oral objections to the adoption of the plans, specifications, form of contract and estimate of cost. No oral objections were offered and the City Clerk reported that no written objections had been filed.

Board Member White introduced the following Resolution entitled "RESOLUTION ADOPTING PLANS, SPECIFICATIONS, FORM OF CONTRACT AND ESTIMATE OF COST", and moved that it be adopted. Board Member Rozga seconded the motion to adopt. The roll was called and the vote was, AYES: Voigts, Rozga, McClymond, Forbush and White. NAYS: None. Whereupon the Chair declared the following resolution duly adopted:

RESOLUTION ADOPTING PLANS, SPECIFICATIONS,
FORM OF CONTRACT AND ESTIMATE OF COST

(The complete resolution may be viewed at the City Clerk's Office)

It was moved by Forbush and seconded by White to set May 22, 2017 for hearing, review and acceptance of bids for the Fiber to the Home Network Project (construction bids). Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

This being the time and place fixed for a public hearing on the matter of the adoption of plans, specifications, form of contract and estimate of cost relative to the 2017 Fiber To The Home Project – Material Procurement for Indianola Municipal Utilities, Indianola, Iowa. The Chair called for any oral objections to the adoption of the plans, specifications, form of contract and estimate of cost. No oral objections were offered and the City Clerk reported that no written objections had been filed.

Board Member White introduced the following Resolution entitled "RESOLUTION ADOPTING PLANS, SPECIFICATIONS, FORM OF CONTRACT AND ESTIMATE OF COST", and moved that it be adopted. Board Member Rozga seconded the motion to adopt. The roll was called and the vote was, AYES: Voigts, Rozga, McClymond, Forbush and White. NAYS: None. Whereupon the Chair declared the following resolution duly adopted:

RESOLUTION ADOPTING PLANS, SPECIFICATIONS,
FORM OF CONTRACT AND ESTIMATE OF COST

(The complete resolution may be viewed at the City Clerk's Office)

A motion was made by Rozga and seconded by Forbush to set May 22, 2017 for a hearing, review and acceptance of bids for the Fiber to the Home Network Project (materials). Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

Communications Utility Informational Items – General Manager Rob Stangel introduced Curtis Dean of Smart Source Consulting. Mr. Dean will prepare a FTTP Project Planning and Implementation Proposed Scope of Services to be presented at a future Board of Trustee meeting.

Electric Utility Action Items

Board member Rozga moved to approve the proposal from Watts Electric in an amount of \$68,761.80 for the 2017 Hwy 92 Martensdale Transmission Line Relocation Project. Board member White seconded the motion. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

Electric Utility Information Items

Electric Superintendent Mike Metcalf presented information regarding the Electric Utility.

Water Utility Information Items – Lou Elbert, Water Superintendent presented information regarding the Water Utility Information Items.

Combined Electric, Water and Communications Utilities Information Items

A public hearing was held regarding the FY 2017 budget amendment. There were no objections either oral or written. The following resolution entitled "RESOLUTION APPROVING THE FY 2017 BUDGET AMENDMENT" was approved on a motion by White and seconded by Forbush. On roll call the vote was, AYES: Voigts, Rozga, McClymond, Forbush and White. NAYS: None. Whereupon the Chairperson declared the motion carried unanimously.

RESOLUTION APPROVING THE FY 2017 BUDGET AMENDMENT

(The complete resolution may be viewed at the City Clerk's Office)

White moved and Rozga seconded to receive and file the resignation of General Manager Rob Stangel. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

Combined Electric, Water and Communications Utilities Information Items – no items were presented.

A motion was made by White and seconded by Rozga to enter into closed Session in accordance with Iowa Code Section 21.5(1)(i) to evaluate the professional competency of an individual whose

appointment, hiring, performance, or discharge is being considered when necessary to prevent needless and irreparable injury to that individual's reputation and that individual requests a closed session. On roll call the vote was, AYES: Voigts, Rozga, McClymond, Forbush and White. NAYS: None. Whereupon the Chairperson declared the motion carried unanimously.

It was moved by White and seconded by Rozga to return to regular session. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

Meeting adjourned at 8:05 p.m. on a motion by Rozga and seconded by White .

Adam Voigts, Chair

Diana Bowlin, City Clerk

IMU Regular Downstairs

4.C.

Meeting Date: 05/22/2017

Information

Subject

April 2017 Treasurer and Financial Reports

Information

Fiscal Impact

Attachments

April 2017 Treasurer Report

Variance Report Operating Funds

Variance Report Capital Funds

FINANCIAL REPORT
MONTH OF APRIL, 2017

Page 1

FUND	Beginning Balance	Monies Received	Monies Disbursed	Transfer In	Transfer Out	Clerk's Balance	% of Total
001 General Government	1,681,437.19	53,212.36	118,683.64	123,318.85	2,369.33	1,736,915.43	
011 Police	482,372.24	631,445.34	168,697.26	37,794.25	63.00	982,851.57	
015 Fire	500,176.28	175,349.10	25,292.41	3,283.13	4.80	653,511.30	
016 Ambulance	207,334.92	246,165.02	69,818.07	1,733.44	19,388.84	366,026.47	
041 Library	-23,365.47	160,570.53	35,941.48	3,457.69	12.00	104,709.27	
042 Park & Recreation	404,084.69	361,640.31	91,070.88	3,917.09	24.00	678,547.21	
045 Memorial Pool	-135,154.94	67,882.05	-8,805.38	0.00	0.00	-58,467.51	
071 General Fund Debt Service	97,994.65	33,040.76	0.00	0.00	0.00	131,035.41	
099 Franchise Fees-MEC	542,641.18	54,414.91	0.00	0.00	0.00	597,056.09	
GENERAL FUND SUB-TOTAL	3,757,520.74	1,783,720.38	500,698.36	173,504.45	21,861.97	5,192,185.24	
110 Road Use Tax (Streets)	1,651,733.11	106,091.81	74,703.12	0.00	16,362.67	1,666,759.13	
112 Trust & Agency	0.00	587,012.97	0.00	0.00	30,626.17	556,386.80	
115 YMCA Maintenance Obligations	279,991.46	0.00	1,135.00	0.00	0.00	278,856.46	
121 Local Option Sales Tax	1,148,925.00	143,759.13	0.00	0.00	0.00	1,292,684.13	
125 TIF--Downtown	1,290,247.63	678,014.06	0.00	0.00	0.00	1,968,261.69	
141 Library Special Revenue	39,188.43	1,638.15	4,798.34	0.00	0.00	36,028.24	
142 Park & Rec Special Revenue	143,965.81	594.17	0.00	0.00	0.00	144,559.98	
160 Downtown Revolving Loan	163,547.57	0.00	0.00	0.00	0.00	163,547.57	
161 Downtown Business Inc Program	13,583.69	0.00	0.00	0.00	0.00	13,583.69	
177 Police Forfeiture	19,830.07	0.00	0.00	0.00	0.00	19,830.07	
190 Vehicle Reserve	1,171,653.86	0.00	42,791.20	12,333.33	0.00	1,141,195.99	
199 Police Retirement	81,322.69	63.86	0.00	0.00	1,041.67	80,344.88	
SPECIAL REVENUES SUB-TOTAL	6,003,989.32	1,517,174.15	123,427.66	12,333.33	48,030.51	7,362,038.63	
200 DEBT SERVICE (SUB-TOTAL)	2,147,751.85	364,471.00	0.00	39,074.97	0.00	2,551,297.82	
301 Capital Projects (General)	639,267.23	194,053.94	21,483.76	0.00	0.00	811,837.41	
321 Capital Projects (Streets)	100,353.62	325.00	8,435.58	0.00	0.00	92,243.04	
344 Community Athletic Facility	210.28	0.21	48.00	0.00	0.00	162.49	
353 Community ReDevelopment (D&D)	-57,470.89	0.00	0.00	0.00	0.00	-57,470.89	
CAPITAL PROJECTS SUB-TOTAL	682,360.24	194,379.15	29,967.34	0.00	0.00	846,772.05	
610 Sewer	777,421.07	0.00	101,658.68	137,800.00	37,040.01	776,522.38	
650 Stormwater Utility	593,318.08	16,995.32	390.00	0.00	5,050.00	604,873.40	
670 Recycling	97,389.18	19,251.07	16,059.41	0.00	1,541.67	99,039.17	
710 Sewer Capital Projects	882,057.01	248,261.86	12,969.25	0.00	209,616.66	907,732.96	
771 Sewer Reserve	114,238.70	0.00	0.00	0.00	0.00	114,238.70	
781 Sewer Plant Improvement	386,322.44	0.00	0.00	2,083.33	0.00	388,405.77	
791 Sewer Revenue Bonds	687,703.16	0.00	0.00	58,250.00	0.00	745,953.16	
820 Health Insurance	630,370.69	119,166.58	115,529.51	0.00	0.00	634,007.76	
830 Health Reimbursement Account	273,496.07	0.00	6,291.36	0.00	0.00	267,204.71	
840 Flex/STD	222,975.02	3,643.38	6,346.40	273.00	0.00	220,545.00	
850 Liability Insurance Reserve--City	22,153.63	20.60	0.00	0.00	0.00	22,174.23	
CITY UTILITY & IS SUB-TOTAL	4,687,445.05	407,338.81	259,244.61	198,406.33	253,248.34	4,780,697.24	
TOTAL CITY FUNDS	17,279,067.21	4,267,083.49	913,337.97	423,319.08	323,140.82	20,732,990.99	70%
TOTAL IMU FUNDS	9,552,089.26	1,375,803.88	2,035,548.91	130,458.34	230,636.60	8,792,165.97	30%
GRAND TOTAL CITY & IMU	26,831,156.46	5,642,887.37	2,948,886.88	553,777.42	553,777.42	29,525,156.95	
Cross Check Total						29,525,156.95	
Investments						Clerk's Balance	29,525,156.95
Bankers Trust	\$ 21,407,536.31	1.83%					
Iowa Public Agency Inv. Trust	\$ 111,288.70	0.444%				Plus Outstanding Checks	85,885.31
Payroll Account, City State Bank	\$ -	Earnings Credit					
Checking Account, City State Bank	\$ 248,809.64	Earnings Credit				Oustanding Deposit	-40,459.41
Sweep Account, City State Bank	\$ 7,765,197.59	0.65%					
Indianola Police Dept, City State Bank	\$ 35,275.36						
Wells Fargo	\$ 2,475.25						
BANK BALANCE	29,570,582.85						29,570,582.85

600 Water	201,982.27	193,562.13	91,990.04	0.00	82,909.10	220,645.26
620 IMU Administration	-6,562.76	0.00	24,635.99	0.00	0.00	-31,198.75
625 Revolving Economic Development	107,984.98	84.45	0.00	0.00	0.00	108,069.43
626 USDA RLF	375,000.00	0.00	0.00	0.00	0.00	375,000.00
630 Electric	2,542,599.24	1,029,930.64	930,799.66	22,566.67	144,654.02	2,519,642.87
640 Fiber/Communications	261,382.75	35,000.28	26,399.94	0.00	3,073.48	266,909.61
700 Water Capital Projects	1,314,591.67	0.00	114,040.45	35,991.67	0.00	1,236,542.89
730 Electric Capital Projects	3,844,896.44	117,214.02	63,640.83	0.00	0.00	3,898,469.63
740 Fiber/Comm Capital Projects	0.00	0.00	0.00	0.00	0.00	0.00
770 Water Reserve	0.00	0.00	0.00	0.00	0.00	0.00
773 Electric Reserve	0.00	0.00	0.00	0.00	0.00	0.00
780 Water Capital Improvement	75,000.00	0.00	0.00	0.00	0.00	75,000.00
783 Electric Improvement	0.00	0.00	0.00	0.00	0.00	0.00
790 Water Revenue Bonds	0.00	0.00	0.00	0.00	0.00	0.00
793 Electric Revenue Bonds	820,213.07	0.00	782,354.00	71,900.00	0.00	109,759.07
855 Liability Insurance Reserve--IMU	15,001.60	12.36	1,688.00	0.00	0.00	13,325.96
IMU SUB-TOTAL	9,552,089.26	1,375,803.88	2,035,548.91	130,458.34	230,636.60	8,792,165.97

<u>INTEREST DISTRIBUTION</u>	<u>INTEREST</u>		<u>CALYTD</u>	<u>FYTD</u>
	<u>INCOME</u>	<u>% OF TOTAL</u>		
Electric Funds	\$ 6,064.65	29.44%	\$ 38,768.31	\$ 72,311.92
Water Funds	\$ 1,314.32	6.38%	\$ 8,441.24	\$ 15,973.61
Sewer Funds	\$ 1,831.40	8.89%	\$ 11,332.12	\$ 19,733.90
Police Retirement	\$ 63.86	0.31%	\$ 440.56	\$ 935.90
Community Redevelopment	\$ -	0.00%	\$ -	\$ -
All other	\$ 11,326.51	54.98%	\$ 76,162.21	\$ 132,985.57
TOTAL	\$ 20,600.74	100.00%	\$ 135,144.44	\$ 241,940.90

CITY OF INDIANOLA IA
REVENUES/EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

WATER OPERATING FUND

	PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
<u>WATER</u>					
600-8100-43000 INTEREST	1,314.32	15,973.61	25,000.00	9,026.39	63.9
600-8100-43100 RENT--LAND & FACILITIES	1,575.00	3,150.00	3,100.00	(50.00)	101.6
600-8100-43400 LEASE--UTILITY	3,450.00	33,525.00	38,000.00	4,475.00	88.2
600-8100-45001 ADMINISTRATIVE FEE--WATER	651.80	(1,543.71)	20,000.00	21,543.71	(7.7)
600-8100-45150 FIRE SERVICE FEES	347.50	9,613.45	8,500.00	(1,113.45)	113.1
600-8100-45400 CONNECTION FEE	2,265.00	20,841.28	20,000.00	(841.28)	104.2
600-8100-45450 COLLECTION SERVICE RECOVERY	.00	239.35	.00	(239.35)	.0
600-8100-45600 WATER SALES	169,746.95	1,868,276.18	2,139,000.00	270,723.82	87.3
600-8100-45601 CONSTRUCTION WATER	175.00	1,400.00	1,000.00	(400.00)	140.0
600-8100-45602 WATER METER FEES	3,690.00	19,890.00	20,000.00	110.00	99.5
600-8100-45603 OTHER WATER FEES	265.00	9,344.17	11,000.00	1,655.83	85.0
600-8100-46600 SPECIAL ASSESSMENT--WATER	.00	2,231.00	1,000.00	(1,231.00)	223.1
600-8100-47100 REFUNDS/REIMBURSEMENTS	.00	79.42	.00	(79.42)	.0
600-8100-47400 MISC SALES (COPIES/SCRAP/ETC)	.00	4,744.70	.00	(4,744.70)	.0
600-8100-48900 SALES TAX	10,081.56	112,620.06	128,300.00	15,679.94	87.8
TOTAL WATER	193,562.13	2,100,384.51	2,414,900.00	314,515.49	87.0
TOTAL FUND REVENUE	193,562.13	2,100,384.51	2,414,900.00	314,515.49	87.0

PLANT OPERATIONS

600-8110-60170 SALARY/WAGES--OPERATIONAL	11,827.18	154,783.31	159,400.00	4,616.69	97.1
600-8110-60180 SALARY/WAGES--SUPERINTENDENT	6,871.20	77,225.33	92,300.00	15,074.67	83.7
600-8110-61100 FICA	2,222.82	25,817.00	19,300.00	(6,517.00)	133.8
600-8110-61300 IPERS	2,632.41	30,018.53	22,500.00	(7,518.53)	133.4
600-8110-61420 DEFERRED COMP--457	540.00	5,400.00	6,600.00	1,200.00	81.8
600-8110-61810 UNIFORMS/CLOTHING ALLOWANCE	.00	1,375.00	1,700.00	325.00	80.9
600-8110-62100 MEMBERSHIP DUES/SUBSCRIPTIONS	.00	2,375.92	3,000.00	624.08	79.2
600-8110-62300 EDUCATION/TRAINING	380.00	3,099.79	7,000.00	3,900.21	44.3
600-8110-63710 UTILITIES	12,705.13	120,411.99	160,000.00	39,588.01	75.3
600-8110-63730 TELEPHONE	146.22	2,122.78	3,000.00	877.22	70.8
600-8110-64200 INSPECTIONS/TESTING	.00	133.34	.00	(133.34)	.0
600-8110-64900 MISC CONSULTING	.00	.00	500.00	500.00	.0
600-8110-64990 MISC CONTRACTUAL	202.50	7,226.88	12,000.00	4,773.12	60.2
600-8110-65010 CHEMICALS	3,208.78	43,744.59	70,000.00	26,255.41	62.5
600-8110-65012 LAB SUPPLIES/REAGENTS	217.95	3,004.53	6,500.00	3,495.47	46.2
600-8110-65070 MATERIALS/SUPPLIES	.00	174.30	1,000.00	825.70	17.4
600-8110-65082 FREIGHT	.00	.00	5,000.00	5,000.00	.0
600-8110-65500 PERSONAL PROTECTIVE EQUIPMEN	.00	535.18	1,000.00	464.82	53.5
TOTAL PLANT OPERATIONS	40,954.19	477,448.47	570,800.00	93,351.53	83.7

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

WATER OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	<u>PLANT MAINTENANCE</u>					
600-8120-63100	REPAIR/MAINT--BLDG/GROUNDS	.00	80.87	2,500.00	2,419.13	3.2
600-8120-63410	REPAIR/MAINT--EQUIPMENT	3,064.01	10,927.24	30,000.00	19,072.76	36.4
600-8120-64090	JANITORIAL SERVICES	244.21	2,700.91	3,500.00	799.09	77.2
600-8120-65070	MATERIALS/SUPPLIES	40.33	1,021.11	3,000.00	1,978.89	34.0
	TOTAL PLANT MAINTENANCE	3,348.55	14,730.13	39,000.00	24,269.87	37.8
	<u>WATER DISTRIBUTION</u>					
600-8150-60150	SALARY/WAGES--MAINTENANCE	10,791.36	106,827.09	159,400.00	52,572.91	67.0
600-8150-61100	FICA	.00	.00	12,200.00	12,200.00	.0
600-8150-61300	IPERS	.00	.00	14,300.00	14,300.00	.0
600-8150-63453	REPAIR/MAINT--SYSTEM	.00	10,356.58	40,000.00	29,643.42	25.9
600-8150-64070	ENGINEERING	.00	.00	1,000.00	1,000.00	.0
600-8150-64900	MISC CONSULTING	.00	2,350.00	3,000.00	650.00	78.3
600-8150-65072	MATERIALS/SUPPLIES--MAINTENANC	792.27	7,562.53	25,000.00	17,437.47	30.3
	TOTAL WATER DISTRIBUTION	11,583.63	127,096.20	254,900.00	127,803.80	49.9
	<u>FLEET/VEHICLES</u>					
600-8160-63320	REPAIR/MAINT--VEHICLES	1,046.10	5,453.65	2,500.00	(2,953.65)	218.2
600-8160-65050	VEHICLE OPERATING SUPPLIES	464.96	4,843.04	15,000.00	10,156.96	32.3
600-8160-65072	MATERIALS/SUPPLIES--MAINTENANC	.00	689.99	1,500.00	810.01	46.0
	TOTAL FLEET/VEHICLES	1,511.06	10,986.68	19,000.00	8,013.32	57.8
	<u>METER READING</u>					
600-8170-60165	SALARY/WAGES--METER READ/REPA	2,415.91	22,508.04	13,000.00	(9,508.04)	173.1
600-8170-61100	FICA	123.27	1,092.61	1,000.00	(92.61)	109.3
600-8170-61300	IPERS	167.86	1,419.11	1,200.00	(219.11)	118.3
600-8170-64990	MISC CONTRACTUAL (ITRON)	581.30	1,721.54	2,000.00	278.46	86.1
	TOTAL METER READING	3,288.34	26,741.30	17,200.00	(9,541.30)	155.5

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

WATER OPERATING FUND

	PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
<u>OVERHEAD</u>					
600-8180-61430 EMPLOYEE ASSISTANCE PROGRAM	.00	126.00	100.00 (	26.00)	126.0
600-8180-61440 WELLNESS PROGRAM	125.00	1,100.00	1,500.00	400.00	73.3
600-8180-61500 HEALTH INSURANCE	8,444.96	84,449.60	100,700.00	16,250.40	83.9
600-8180-61501 DENTAL INSURANCE	.00	.00	5,800.00	5,800.00	.0
600-8180-61502 VISION INSURANCE	.00	.00	600.00	600.00	.0
600-8180-61550 LIFE INSURANCE/ADD/LTD	124.22	1,514.17	1,500.00 (	14.17)	100.9
600-8180-61599 WORKERS' COMP INSURANCE	.00	9,834.00	10,000.00	166.00	98.3
600-8180-64081 INSURANCE--AUTO	.00	2,226.00	2,400.00	174.00	92.8
600-8180-64082 INSURANCE--GENERAL LIABILITY	.00	3,920.00	5,000.00	1,080.00	78.4
600-8180-64083 INSURANCE--PROPERTY	.00	11,047.00	12,000.00	953.00	92.1
600-8180-64084 INSURANCE--BOILER/MACHINERY	.00	2,909.00	3,000.00	91.00	97.0
600-8180-64121 DRUG & ALCOHOL TESTING	.00	53.00	500.00	447.00	10.6
600-8180-64180 SALES TAX	9,821.37	113,054.15	128,300.00	15,245.85	88.1
600-8180-69550 TRANSFER OUT--STD	18.00	777.60	1,200.00	422.40	64.8
600-8180-69825 TRANSFER OUT HRA	.00	7,800.00	7,800.00	.00	100.0
TOTAL OVERHEAD	18,533.55	238,810.52	280,400.00	41,589.48	85.2

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

WATER OPERATING FUND

	PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
<u>ADMIN/GENERAL</u>					
600-8190-60110 SALARIES--ADMINISTRATION	1,771.38	34,179.70	.00 (	34,179.70)	.0
600-8190-60130 SALARIES--CLERICAL	.00	284.30	.00 (	284.30)	.0
600-8190-60165 SALARY NETWORK ASSOCIATE 1	.00	166.25	.00 (	166.25)	.0
600-8190-61100 FICA	136.44	2,661.06	.00 (	2,661.06)	.0
600-8190-61300 IPERS	156.62	3,063.82	.00 (	3,063.82)	.0
600-8190-61420 DEFERRED COMP--457	33.26	738.83	.00 (	738.83)	.0
600-8190-61440 WELLNESS PROGRAM	4.75	656.90	.00 (	656.90)	.0
600-8190-61500 HEALTH INSURANCE	256.11	6,097.59	.00 (	6,097.59)	.0
600-8190-61501 DENTAL INSURANCE	22.69	491.05	.00 (	491.05)	.0
600-8190-61502 VISION INSURANCE	.00	24.31	.00 (	24.31)	.0
600-8190-61599 WORKERS' COMP INSURANCE	.00	218.86	.00 (	218.86)	.0
600-8190-62100 MEMBERSHIP DUES/SUBSCRIPTIONS	.00	2,409.73	.00 (	2,409.73)	.0
600-8190-63730 TELEPHONE	108.70	3,121.31	.00 (	3,121.31)	.0
600-8190-64010 AUDITS	760.00	3,060.00	.00 (	3,060.00)	.0
600-8190-64020 ADVERTISING & LEGAL NOTICES	33.08	506.39	.00 (	506.39)	.0
600-8190-64082 INSURANCE--GENERAL LIABILITY	.00	676.28	.00 (	676.28)	.0
600-8190-64110 LEGAL SERVICE FEES	.00	436.05	.00 (	436.05)	.0
600-8190-64500 FINANCIAL MANAGEMENT SERVICES	.00	326.62	.00 (	326.62)	.0
600-8190-64990 MISC CONTRACTUAL	509.17	6,055.18	1,000.00 (	5,055.18)	605.5
600-8190-65070 MATERIALS/SUPPLIES	.00	218.06	.00 (	218.06)	.0
600-8190-65077 MATERIALS/SUPPLIES--PROMOTION	.00	16.06	.00 (	16.06)	.0
600-8190-65080 POSTAGE	.00	96.61	.00 (	96.61)	.0
600-8190-66990 REFUND/REIMBURSEMENT	8,608.00	8,683.00	500.00 (	8,183.00)	1736.6
600-8190-67240 COMPUTER HARDWARE/SOFTWARE	.00	369.79	.00 (	369.79)	.0
600-8190-69550 TRANSFER OUT--STD	1.71	70.96	.00 (	70.96)	.0
600-8190-69620 TRANSFER OUT CITY CLERK'S OFFI	4,382.16	43,821.60	.00 (	43,821.60)	.0
600-8190-69621 TRANSFER OUT INFO & TECH	979.34	9,793.40	.00 (	9,793.40)	.0
600-8190-69625 TRANSFER OUT HUMAN RESOURCE	442.05	3,978.45	.00 (	3,978.45)	.0
600-8190-69825 TRANSFER OUT HRA	.00	780.00	.00 (	780.00)	.0
600-8190-69880 TRANSFER OUT--IMU ADMINISTRATI	.00	442.05	.00 (	442.05)	.0
TOTAL ADMIN/GENERAL	18,205.46	133,444.21	1,500.00 (	131,944.21)	8896.3
<u>DEPARTMENT 8192</u>					
600-8192-64990 MISC CONTRACTUAL	388.52	3,106.95	.00 (	3,106.95)	.0
TOTAL DEPARTMENT 8192	388.52	3,106.95	.00 (	3,106.95)	.0
<u>IMU TRANSFERS</u>					
600-8197-69880 TRANSFER OUT--IMU ADMINISTRATI	.00	.00	207,800.00	207,800.00	.0
600-8197-69900 TRANSFER OUT--WATER IMPROVE	71,733.34	717,333.40	860,800.00	143,466.60	83.3
600-8197-69910 TRANSFER OUT--WATER REV BONDS	.00	116,655.32	276,800.00	160,144.68	42.1
TOTAL IMU TRANSFERS	71,733.34	833,988.72	1,345,400.00	511,411.28	62.0

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

WATER OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	<u>CITY TRANSFERS</u>					
600-8198-69101	TRANSFER OUT PILOT	5,352.50	53,507.50	64,200.00	10,692.50	83.4
	TOTAL CITY TRANSFERS	5,352.50	53,507.50	64,200.00	10,692.50	83.4
	<u>DEPARTMENT 8299</u>					
600-8299-64850	SPONSORSHIP/SUPPORT	.00	7,996.50	.00	(7,996.50)	.0
	TOTAL DEPARTMENT 8299	.00	7,996.50	.00	(7,996.50)	.0
	TOTAL FUND EXPENDITURES	174,899.14	1,927,857.18	2,592,400.00	664,542.82	74.4
	NET REVENUE OVER EXPENDITURES	18,662.99	172,527.33	(177,500.00)	(350,027.33)	97.2

CITY OF INDIANOLA IA
REVENUES/EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

IMU ADMINISTRATION FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	<u>IMU ADMINISTRATION</u>					
620-8000-49880	TRANSFER IN--IMU ADMINISTRATIO	.00	.00	1,093,900.00	1,093,900.00	.0
620-8000-49882	TRANSFER IN--SAFETY	.00	.00	18,000.00	18,000.00	.0
	TOTAL IMU ADMINISTRATION	.00	.00	1,111,900.00	1,111,900.00	.0
	TOTAL FUND REVENUE	.00	.00	1,111,900.00	1,111,900.00	.0
	<u>OVERHEAD</u>					
620-8080-61500	HEALTH INSURANCE	4,026.66	4,026.66	67,100.00	63,073.34	6.0
620-8080-61501	DENTAL INSURANCE	58.34	58.34	3,800.00	3,741.66	1.5
620-8080-61502	VISION INSURANCE	7.12	7.12	500.00	492.88	1.4
	TOTAL OVERHEAD	4,092.12	4,092.12	90,100.00	86,007.88	4.5
	<u>ADMIN/GENERAL</u>					
620-8090-60110	SALARIES--ADMINISTRATION	5,250.08	5,250.08	156,200.00	150,949.92	3.4
620-8090-60130	SALARIES--CLERICAL	9,576.44	9,576.44	41,300.00	31,723.56	23.2
620-8090-61100	FICA	1,138.03	1,138.03	16,600.00	15,461.97	6.9
620-8090-61300	IPERS	1,324.01	1,324.01	19,300.00	17,975.99	6.9
620-8090-61420	DEFERRED COMP--457	400.00	400.00	5,100.00	4,700.00	7.8
620-8090-61440	WELLNESS PROGRAM	65.00	145.00	.00	(145.00)	.0
620-8090-63730	TELEPHONE	50.00	252.12	16,000.00	15,747.88	1.6
620-8090-64010	AUDITS	425.00	425.00	20,000.00	19,575.00	2.1
620-8090-64110	LEGAL SERVICE FEES	75.00	180.00	20,000.00	19,820.00	.9
620-8090-64140	PRINTING	.00	119.60	2,500.00	2,380.40	4.8
620-8090-64190	COMPUTER/TECHNOLOGY SERVICE	1,042.35	1,042.35	500.00	(542.35)	208.5
620-8090-64500	FINANCIAL MANAGEMENT SERVICES	.00	1,730.80	2,500.00	769.20	69.2
620-8090-64990	MISC CONTRACTUAL	36.50	108.43	40,000.00	39,891.57	.3
620-8090-65070	MATERIALS/SUPPLIES	721.49	1,072.95	7,500.00	6,427.05	14.3
620-8090-65072	MATERIALS/SUPPLIES--MAINTENANC	.00	3.20	.00	(3.20)	.0
620-8090-65080	POSTAGE	30.12	181.10	2,000.00	1,818.90	9.1
620-8090-65990	MISCELLANEOUS	8.50	60.00	800.00	740.00	7.5
620-8090-67240	COMPUTER HARDWARE/SOFTWARE	29.40	29.40	10,000.00	9,970.60	.3
	TOTAL ADMIN/GENERAL	20,171.92	23,038.51	440,700.00	417,661.49	5.2

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

IMU ADMINISTRATION FUND

	PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
<u>IMU ADMIN--GM</u>					
620-8091-62300 EDUCATION/TRAINING	.00	1,635.00	2,500.00	865.00	65.4
620-8091-63730 TELEPHONE	251.95	755.62	.00 (	755.62)	.0
620-8091-64110 LEGAL SERVICE FEES	.00	1,522.50	.00 (	1,522.50)	.0
620-8091-64140 PRINTING	.00	35.00	.00 (	35.00)	.0
620-8091-64990 MISC CONTRACTUAL	120.00	120.00	.00 (	120.00)	.0
	<u>371.95</u>	<u>4,068.12</u>	<u>153,300.00</u>	<u>149,231.88</u>	<u>2.7</u>
TOTAL IMU ADMIN--GM					
	<u>371.95</u>	<u>4,068.12</u>	<u>153,300.00</u>	<u>149,231.88</u>	<u>2.7</u>
TOTAL FUND EXPENDITURES	<u>24,635.99</u>	<u>31,198.75</u>	<u>1,106,400.00</u>	<u>1,075,201.25</u>	<u>2.8</u>
NET REVENUE OVER EXPENDITURES	(<u>24,635.99</u>)	(<u>31,198.75</u>)	<u>5,500.00</u>	<u>36,698.75</u>	<u>(567.3)</u>

CITY OF INDIANOLA IA
REVENUES/EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

ELECTRIC OPERATING FUND

	PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
<u>ELECTRIC</u>					
630-8200-40650 POLE FRANCHISE FEES	.00	10,780.00	20,000.00	9,220.00	53.9
630-8200-43000 INTEREST	5,969.99	68,443.80	100,000.00	31,556.20	68.4
630-8200-44250 FEMA	.00	11,825.90	.00	(11,825.90)	.0
630-8200-45001 ADMINISTRATIVE FEE--ELECTRIC	1,233.46	19,631.30	20,000.00	368.70	98.2
630-8200-45400 CONNECTION FEE	2,098.95	22,314.05	25,000.00	2,685.95	89.3
630-8200-45405 DISCONNECT FEE	5,356.90	44,175.76	45,000.00	824.24	98.2
630-8200-45450 COLLECTION SERVICE RECOVERY	.00	798.75	300.00	(498.75)	266.3
630-8200-45550 RETURN CHECK FEE	120.00	2,850.00	2,500.00	(350.00)	114.0
630-8200-45629 MISO TRANSMISSION REVENUE	9,375.04	97,540.39	90,000.00	(7,540.39)	108.4
630-8200-45630 ELECTRIC SERVICE FEES	968,204.61	11,387,027.39	13,401,400.00	2,014,372.61	85.0
630-8200-45631 PEAKING POWER & ENERGY	.00	22,305.49	40,000.00	17,694.51	55.8
630-8200-45632 PEAK CAPACITY CONTRACT	13,254.20	185,558.80	88,800.00	(96,758.80)	209.0
630-8200-45633 SUBSTATION CAPACITY	1,482.00	16,302.00	17,500.00	1,198.00	93.2
630-8200-45634 ELECTRIC SERVICE--CONSTRUCTIO	900.00	4,600.00	3,000.00	(1,600.00)	153.3
630-8200-45635 ELECTRIC SERVICE--TEMPORARY	385.00	2,616.07	1,000.00	(1,616.07)	261.6
630-8200-45636 ELECTRIC METER FEES	900.00	4,800.00	5,000.00	200.00	96.0
630-8200-45637 CASH ADJUSTMENT	1.20	217.27	.00	(217.27)	.0
630-8200-45639 RENEWABLE ENERGY CONTRIBUTIO	1,157.00	13,270.21	15,000.00	1,729.79	88.5
630-8200-47100 REFUNDS/REIMBURSEMENTS	225.00	355,454.54	.00	(355,454.54)	.0
630-8200-47106 PROJECT SHARE CONTRIBUTIONS	30.00	250.00	.00	(250.00)	.0
630-8200-47400 MISC SALES (COPIES/SCRAP/ETC)	.00	5,023.34	5,000.00	(23.34)	100.5
630-8200-48900 SALES TAX	19,237.29	223,768.71	224,700.00	931.29	99.6
630-8200-49900 TRANSFER IN--WATER IMPROVE	22,566.67	225,666.70	270,800.00	45,133.30	83.3
TOTAL ELECTRIC	1,052,497.31	12,725,220.47	14,375,000.00	1,649,779.53	88.5
TOTAL FUND REVENUE	1,052,497.31	12,725,220.47	14,375,000.00	1,649,779.53	88.5
630-8190-64020 ADVERTISING & LEGAL NOTICES	125.38	257.73	.00	(257.73)	.0
TOTAL DEPARTMENT 8190	125.38	257.73	.00	(257.73)	.0

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
<u>PLANT OPERATIONS</u>						
630-8210-60170	SALARY/WAGES--OPERATIONAL	2,585.58	38,921.88	66,600.00	27,678.12	58.4
630-8210-61100	FICA	1,330.01	12,221.35	10,200.00	(2,021.35)	119.8
630-8210-61300	IPERS	711.74	9,141.40	11,900.00	2,758.60	76.8
630-8210-61420	DEFERRED COMP--457	75.00	750.00	1,800.00	1,050.00	41.7
630-8210-61810	UNIFORMS/CLOTHING ALLOWANCE	.00	825.00	600.00	(225.00)	137.5
630-8210-62100	MEMBERSHIP DUES/SUBSCRIPTIONS	.00	13,943.00	.00	(13,943.00)	.0
630-8210-62300	EDUCATION/TRAINING	.00	1,821.72	1,000.00	(821.72)	182.2
630-8210-63710	UTILITIES	2,475.45	28,242.74	42,000.00	13,757.26	67.2
630-8210-64900	MISC CONSULTING	830.00	1,280.88	5,000.00	3,719.12	25.6
630-8210-65049	FUEL	.00	.00	5,000.00	5,000.00	.0
630-8210-65500	PERSONAL PROTECTIVE EQUIPMEN	395.75	2,270.70	2,500.00	229.30	90.8
	TOTAL PLANT OPERATIONS	8,403.53	109,418.67	146,600.00	37,181.33	74.6
<u>PLANT MAINTENANCE</u>						
630-8220-60150	SALARY/WAGES--MAINTENANCE	10,136.75	83,611.66	66,600.00	(17,011.66)	125.5
630-8220-61100	FICA	227.62	1,341.75	.00	(1,341.75)	.0
630-8220-61300	IPERS	489.60	3,161.89	.00	(3,161.89)	.0
630-8220-63100	REPAIR/MAINT--BLDG/GROUNDS	76.62	3,686.26	20,000.00	16,313.74	18.4
630-8220-63410	REPAIR/MAINT--EQUIPMENT	.00	75.00	10,000.00	9,925.00	.8
630-8220-64090	JANITORIAL SERVICES	1,410.16	17,676.22	22,000.00	4,323.78	80.4
630-8220-64200	INSPECTIONS/TESTING	.00	3,965.38	4,000.00	34.62	99.1
630-8220-65072	MATERIALS/SUPPLIES--MAINTENANC	75.85	8,358.69	23,000.00	14,641.31	36.3
	TOTAL PLANT MAINTENANCE	12,416.60	121,876.85	145,600.00	23,723.15	83.7
<u>TURBINES</u>						
630-8225-63410	REPAIR/MAINT--EQUIPMENT	.00	9,503.95	25,000.00	15,496.05	38.0
630-8225-64990	MISC CONTRACTUAL	.00	.00	1,000.00	1,000.00	.0
630-8225-65049	FUEL	.00	.00	50,000.00	50,000.00	.0
	TOTAL TURBINES	.00	9,503.95	76,000.00	66,496.05	12.5
<u>PURCHASED ENERGY</u>						
630-8230-63990	RENEWABLE ENERGY PURCHASED	30,804.00	311,864.00	404,000.00	92,136.00	77.2
630-8230-63991	ELECTRIC ENERGY PURCHASED (BU	673,240.45	7,472,250.94	9,476,300.00	2,004,049.06	78.9
630-8230-63992	TRANSMISSION FEES	55,117.74	644,713.61	705,000.00	60,286.39	91.5
	TOTAL PURCHASED ENERGY	759,162.19	8,428,828.55	10,585,300.00	2,156,471.45	79.6

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
<u>DISTRIBUTION OPERATIONS</u>						
630-8240-60180	SALARY/WAGES--SUPERINTENDENT	6,688.00	73,330.88	87,600.00	14,269.12	83.7
630-8240-61100	FICA	516.52	5,671.21	6,700.00	1,028.79	84.6
630-8240-61300	IPERS	597.24	6,563.07	7,900.00	1,336.93	83.1
630-8240-61420	DEFERRED COMP--457	175.00	2,012.50	2,100.00	87.50	95.8
630-8240-61501	DENTAL INSURANCE	88.88	711.04	.00	(711.04)	.0
630-8240-61502	VISION INSURANCE	7.12	64.08	.00	(64.08)	.0
630-8240-61810	UNIFORMS/CLOTHING ALLOWANCE	.00	3,025.00	3,300.00	275.00	91.7
630-8240-62300	EDUCATION/TRAINING	.00	9,269.45	10,000.00	730.55	92.7
630-8240-63710	UTILITIES	622.82	2,033.53	5,000.00	2,966.47	40.7
630-8240-63730	TELEPHONE	512.53	6,743.80	6,000.00	(743.80)	112.4
630-8240-64900	MISC CONSULTING SERVICES	.00	.00	5,000.00	5,000.00	.0
630-8240-65500	PERSONAL PROTECTIVE EQUIPMEN	487.38	10,957.32	15,000.00	4,042.68	73.1
630-8240-65990	MISCELLANEOUS	.00	.00	1,500.00	1,500.00	.0
TOTAL DISTRIBUTION OPERATIONS		9,695.49	120,381.88	150,100.00	29,718.12	80.2
<u>DISTRIBUTION MAINTENANCE</u>						
630-8250-60150	SALARY/WAGES--MAINTENANCE	43,180.20	483,066.27	710,700.00	227,633.73	68.0
630-8250-61100	FICA	2,969.04	34,445.18	5,440.00	(29,005.18)	633.2
630-8250-61300	IPERS	4,155.07	44,273.24	63,500.00	19,226.76	69.7
630-8250-61420	DEFERRED COMP--457	505.00	5,050.00	10,800.00	5,750.00	46.8
630-8250-63423	REPAIR/MAINT--STREET LIGHTS	479.70	33,512.61	25,000.00	(8,512.61)	134.1
630-8250-63453	REPAIR/MAINT--SYSTEM	.00	4,974.76	30,000.00	25,025.24	16.6
630-8250-64120	MEDICAL/PHYSICALS	.00	172.00	.00	(172.00)	.0
630-8250-64200	INSPECTIONS/TESTING	191.23	15,345.40	25,000.00	9,654.60	61.4
630-8250-64750	BORING	.00	31,600.00	30,000.00	(1,600.00)	105.3
630-8250-64990	MISC CONTRACTUAL	.00	17,357.00	30,000.00	12,643.00	57.9
630-8250-65072	MATERIALS/SUPPLIES--MAINTENANC	9,563.36	71,242.85	130,000.00	58,757.15	54.8
TOTAL DISTRIBUTION MAINTENANCE		61,043.60	741,039.31	1,060,440.00	319,400.69	69.9
<u>TRANSMISSION</u>						
630-8255-60150	SALARY/WAGES--MAINTENANCE	79.14	2,565.57	11,500.00	8,934.43	22.3
630-8255-61100	FICA	1.26	12.44	900.00	887.56	1.4
630-8255-61300	IPERS	24.20	181.08	1,000.00	818.92	18.1
630-8255-62100	MEMBERSHIP DUES/SUBSCRIPTIONS	.00	1,788.17	.00	(1,788.17)	.0
630-8255-63100	REPAIR/MAINT--BLDG/GROUNDS	7,093.94	16,677.20	.00	(16,677.20)	.0
630-8255-65072	MATERIALS/SUPPLIES-MAINTENANC	.00	943.40	.00	(943.40)	.0
630-8255-65990	MISCELLANEOUS	435.50	874.85	500.00	(374.85)	175.0
TOTAL TRANSMISSION		7,634.04	23,042.71	13,900.00	(9,142.71)	165.8

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	<u>FLEET/VEHICLES</u>					
630-8260-63320	REPAIR/MAINT--VEHICLES	614.59	29,910.42	40,000.00	10,089.58	74.8
630-8260-65050	VEHICLE OPERATING SUPPLIES	1,451.85	12,501.81	30,000.00	17,498.19	41.7
630-8260-65072	MATERIALS/SUPPLIES--MAINTENANC	364.86	5,039.62	8,000.00	2,960.38	63.0
	TOTAL FLEET/VEHICLES	2,431.30	47,451.85	78,000.00	30,548.15	60.8
	<u>METER READING</u>					
630-8270-60165	SALARY/WAGES--METER READ/REPA	2,856.88	26,239.90	40,800.00	14,560.10	64.3
630-8270-61100	FICA	156.98	1,361.97	3,200.00	1,838.03	42.6
630-8270-61300	IPERS	207.23	1,726.57	3,700.00	1,973.43	46.7
630-8270-61810	UNIFORMS/CLOTHING ALLOWANCE	.00	.00	1,000.00	1,000.00	.0
630-8270-64020	ADVERTISING & LEGAL NOTICES	.00	.00	800.00	800.00	.0
630-8270-64990	MISC CONTRACTUAL	581.30	1,721.53	3,000.00	1,278.47	57.4
	TOTAL METER READING	3,802.39	31,049.97	52,500.00	21,450.03	59.1
	<u>OVERHEAD</u>					
630-8280-61430	EMPLOYEE ASSISTANCE PROGRAM	.00	288.00	400.00	112.00	72.0
630-8280-61440	WELLNESS PROGRAM	75.00	948.00	1,200.00	252.00	79.0
630-8280-61500	HEALTH INSURANCE	20,406.26	184,589.90	242,000.00	57,410.10	76.3
630-8280-61501	DENTAL INSURANCE	.00	.00	13,600.00	13,600.00	.0
630-8280-61502	VISION INSURANCE	.00	.00	1,300.00	1,300.00	.0
630-8280-61550	LIFE INSURANCE/ADD/LTD	316.82	3,047.30	3,000.00	(47.30)	101.6
630-8280-61599	WORKERS' COMP INSURANCE	.00	18,303.00	20,000.00	1,697.00	91.5
630-8280-62100	MEMBERSHIP DUES/SUBSCRIPTIONS	6,266.07	6,266.07	.00	(6,266.07)	.0
630-8280-62300	EDUCATION/TRAINING	110.00	110.00	.00	(110.00)	.0
630-8280-64081	INSURANCE--AUTO	.00	7,528.00	8,000.00	472.00	94.1
630-8280-64082	INSURANCE--GENERAL LIABILITY	.00	10,130.00	10,500.00	370.00	96.5
630-8280-64083	INSURANCE--PROPERTY	.00	43,908.00	45,000.00	1,092.00	97.6
630-8280-64084	INSURANCE--BOILER/MACHINERY	.00	43,307.00	45,000.00	1,693.00	96.2
630-8280-64110	LEGAL SERVICE FEES	.00	315.00	.00	(315.00)	.0
630-8280-64121	DRUG & ALCOHOL TESTING	.00	741.00	1,000.00	259.00	74.1
630-8280-64180	SALES TAX	19,051.52	224,646.83	251,900.00	27,253.17	89.2
630-8280-64181	USE TAX	116.00	1,954.00	3,000.00	1,046.00	65.1
630-8280-69550	TRANSFER OUT--STD	48.00	1,903.65	2,800.00	896.35	68.0
630-8280-69825	TRANSFER OUT HRA	.00	18,200.00	19,500.00	1,300.00	93.3
	TOTAL OVERHEAD	46,389.67	566,185.75	668,200.00	102,014.25	84.7

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

ELECTRIC OPERATING FUND

	PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
<u>ADMIN/GENERAL</u>					
630-8290-60110 SALARIES--ADMINISTRATION	6,712.62	129,522.60	.00 (	129,522.60)	.0
630-8290-60130 SALARIES--CLERICAL	.00	1,077.35	.00 (	1,077.35)	.0
630-8290-60165 SALARY NETWORK ASSOCIATE 1	.00	629.98	.00 (	629.98)	.0
630-8290-61100 FICA	517.06	10,086.46	.00 (	10,086.46)	.0
630-8290-61300 IPERS	593.50	11,609.93	.00 (	11,609.93)	.0
630-8290-61420 DEFERRED COMP-457	125.98	2,798.66	.00 (	2,798.66)	.0
630-8290-61440 WELLNESS PROGRAM	18.00	1,332.26	.00 (	1,332.26)	.0
630-8290-61500 HEALTH INSURANCE	970.53	23,106.73	.00 (	23,106.73)	.0
630-8290-61501 DENTAL INSURANCE	85.98	1,860.88	.00 (	1,860.88)	.0
630-8290-61502 VISION INSURANCE	.00	92.33	.00 (	92.33)	.0
630-8290-61599 WORKERS' COMP INSURANCE	.00	829.36	.00 (	829.36)	.0
630-8290-62100 MEMBERSHIP DUES/SUBSCRIPTIONS	.00	26,467.24	.00 (	26,467.24)	.0
630-8290-62300 EDUCATION/TRAINING	2,480.00	3,625.98	.00 (	3,625.98)	.0
630-8290-62700 MILEAGE	231.12	2,031.90	.00 (	2,031.90)	.0
630-8290-63730 TELEPHONE	244.80	5,936.86	.00 (	5,936.86)	.0
630-8290-64010 AUDITS	2,880.00	10,080.00	.00 (	10,080.00)	.0
630-8290-64020 ADVERTISING & LEGAL NOTICES	.00	3,068.82	.00 (	3,068.82)	.0
630-8290-64082 INSURANCE--GENERAL LIABILITY	.00	2,535.66	.00 (	2,535.66)	.0
630-8290-64110 LEGAL SERVICE FEES	.00	1,371.96	.00 (	1,371.96)	.0
630-8290-64180 SALES TAX	.00	1.80	.00 (	1.80)	.0
630-8290-64500 FINANCIAL MANAGEMENT SERVICES	.00	1,143.18	.00 (	1,143.18)	.0
630-8290-64900 MISC CONSULTING SERVICES	.00	9,346.83	5,000.00 (	4,346.83)	186.9
630-8290-64990 MISC CONTRACTUAL	2,204.72	22,533.13	1,000.00 (	21,533.13)	2253.3
630-8290-65070 MATERIALS/SUPPLIES	.00	1,536.15	.00 (	1,536.15)	.0
630-8290-65077 MATERIALS/SUPPLIES--PROMOTION	.00	152.20	.00 (	152.20)	.0
630-8290-65080 POSTAGE	20.64	381.73	.00 (	381.73)	.0
630-8290-65990 MISCELLANEOUS	.00	172.00	.00 (	172.00)	.0
630-8290-66990 REFUND/REIMBURSEMENT	.00	313.95	500.00	186.05	62.8
630-8290-67240 COMPUTER HARDWARE/SOFTWARE	.00	3,680.03	.00 (	3,680.03)	.0
630-8290-67306 ENERGY EFFICIENCY PROGRAM	2,270.00	50,695.18	50,000.00 (	695.18)	101.4
630-8290-69550 TRANSFER OUT--STD	6.48	268.80	.00 (	268.80)	.0
630-8290-69620 TRANSFER OUT--CITY CLERK'S OFF	18,989.39	189,893.91	.00 (	189,893.91)	.0
630-8290-69621 TRANSFER OUT INFO & TECH	4,243.82	42,438.20	.00 (	42,438.20)	.0
630-8290-69625 TRANSFER OUT HUMAN RESOURCE	1,915.58	17,240.22	.00 (	17,240.22)	.0
630-8290-69825 TRANSFER OUT HRA	.00	2,730.00	.00 (	2,730.00)	.0
630-8290-69880 TRANSFER OUT--IMU ADMINISTRATI	.00	1,915.57	.00 (	1,915.57)	.0
TOTAL ADMIN/GENERAL	44,510.22	582,507.84	56,500.00 (	526,007.84)	1031.0
<u>DEPARTMENT 8291</u>					
630-8291-62700 MILEAGE	.00	462.24	.00 (	462.24)	.0
TOTAL DEPARTMENT 8291	.00	462.24	.00 (	462.24)	.0

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

ELECTRIC OPERATING FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
	<u>DEPARTMENT 8292</u>					
630-8292-64990	MISC CONTRACTUAL	388.52	4,141.11	.00	(4,141.11)	.0
	TOTAL DEPARTMENT 8292	388.52	4,141.11	.00	(4,141.11)	.0
	<u>IMU TRANSFER</u>					
630-8297-69713	TRANSFER OUT--ELECTRIC REVENUE	71,900.00	719,000.00	862,800.00	143,800.00	83.3
630-8297-69880	TRANSFER OUT--IMU ADMINISTRATIVE	.00	.00	787,600.00	787,600.00	.0
	TOTAL IMU TRANSFER	71,900.00	719,000.00	1,650,400.00	931,400.00	43.6
	<u>CITY TRANSFERS & PILOT</u>					
630-8298-69101	TRANSFER OUT PILOT	47,550.75	574,998.50	670,100.00	95,101.50	85.8
	TOTAL CITY TRANSFERS & PILOT	47,550.75	574,998.50	670,100.00	95,101.50	85.8
	<u>ECONOMIC DEVELOPMENT TRANSFERS</u>					
630-8299-64850	SPONSORSHIP/SUPPORT	.00	.00	35,000.00	35,000.00	.0
	TOTAL ECONOMIC DEVELOPMENT TRANSFERS	.00	.00	35,000.00	35,000.00	.0
	TOTAL FUND EXPENDITURES	1,075,453.68	12,080,146.91	15,388,640.00	3,308,493.09	78.5
	NET REVENUE OVER EXPENDITURES	(22,956.37)	645,073.56	(1,013,640.00)	(1,658,713.56)	63.6

CITY OF INDIANOLA IA
REVENUES/EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

FIBER/COMMUNICATIONS FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	<u>FIBER/COMMUNICATIONS</u>					
640-8550-40650	COMMUNICATIONS FRANCHISE FEES	.00	7,410.31	.00	(7,410.31)	.0
640-8550-43000	INTEREST	195.71	2,790.07	5,000.00	2,209.93	55.8
640-8550-43400	LEASE--UTILITY	34,804.57	311,381.29	315,000.00	3,618.71	98.9
	<u>TOTAL FIBER/COMMUNICATIONS</u>	<u>35,000.28</u>	<u>321,581.67</u>	<u>320,000.00</u>	<u>(1,581.67)</u>	<u>100.5</u>
	 <u>TOTAL FUND REVENUE</u>	 <u>35,000.28</u>	 <u>321,581.67</u>	 <u>320,000.00</u>	 <u>(1,581.67)</u>	 <u>100.5</u>

	<u>FIBER/COMMUNICATIONS</u>					
640-8550-60165	SALARY METER READERS	.00	874.98	12,400.00	11,525.02	7.1
640-8550-61100	FICA-CITY CONTRIBUTION	.00	65.23	1,000.00	934.77	6.5
640-8550-61300	IPERS CONTRIBUTION	.00	78.13	1,200.00	1,121.87	6.5
640-8550-61810	UNIFORMS/CLOTHING ALLOWANCE	.00	275.00	.00	(275.00)	.0
640-8550-62300	EDUCATION/TRAINING	530.00	622.10	.00	(622.10)	.0
640-8550-63464	REPAIR/MAINT--FIBER	566.17	17,967.77	15,000.00	(2,967.77)	119.8
640-8550-63730	TELEPHONE	52.11	102.77	.00	(102.77)	.0
640-8550-64010	AUDITS	360.00	360.00	.00	(360.00)	.0
640-8550-64110	LEGAL SERVICE FEES	.00	364.05	5,000.00	4,635.95	7.3
640-8550-64150	EXPENSES-LEASES	19,089.77	179,392.25	205,000.00	25,607.75	87.5
640-8550-64900	MISC CONSULTING	.00	15,590.00	2,500.00	(13,090.00)	623.6
640-8550-64990	MISC CONTRACTUAL	.00	(11,835.90)	3,000.00	14,835.90	(394.5)
	<u>TOTAL FIBER/COMMUNICATIONS</u>	<u>20,598.05</u>	<u>203,856.38</u>	<u>245,100.00</u>	<u>41,243.62</u>	<u>83.2</u>

CITY OF INDIANOLA IA
EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

FIBER/COMMUNICATIONS FUND

	PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEXPENDED	PCNT
<u>DEPARTMENT 8590</u>					
640-8590-60110 SALARIES--ADMINISTRATION	839.08	16,190.34	.00 (	16,190.34)	.0
640-8590-60130 SALARIES--CLERICAL	.00	134.67	.00 (	134.67)	.0
640-8590-60165 SALARY NETWORK ASSOCIATE 1	3,534.57	35,457.52	.00 (	35,457.52)	.0
640-8590-61100 FICA	328.22	3,926.48	.00 (	3,926.48)	.0
640-8590-61300 IPERS	389.82	4,635.01	.00 (	4,635.01)	.0
640-8590-61420 DEFERRED COMP--457	15.76	350.01	.00 (	350.01)	.0
640-8590-61430 EMPLOYEE ASSISTANCE PROGRAM	.00	18.00	.00 (	18.00)	.0
640-8590-61440 WELLNESS PROGRAM	2.25	95.84	.00 (	95.84)	.0
640-8590-61500 HEALTH INSURANCE	121.32	2,888.42	.00 (	2,888.42)	.0
640-8590-61501 DENTAL INSURANCE	10.75	232.73	.00 (	232.73)	.0
640-8590-61502 VISION INSURANCE	.00	11.52	.00 (	11.52)	.0
640-8590-61550 LIFE INSURANCE/ADD/LTD	6.71	76.92	.00 (	76.92)	.0
640-8590-61599 WORKERS' COMP INSURANCE	.00	362.67	.00 (	362.67)	.0
640-8590-62100 MEMBERSHIP DUES/SUBSCRIPTIONS	.00	1,068.03	.00 (	1,068.03)	.0
640-8590-63730 TELEPHONE	42.30	2,056.14	.00 (	2,056.14)	.0
640-8590-64020 ADVERTISING & LEGAL NOTICES	269.93	546.39	.00 (	546.39)	.0
640-8590-64082 INSURANCE--GENERAL LIABILITY	.00	322.80	.00 (	322.80)	.0
640-8590-64110 LEGAL SERVICE FEES	.00	1,396.50	.00 (	1,396.50)	.0
640-8590-64500 FINANCIAL MANAGEMENT SERVICES	.00	163.31	.00 (	163.31)	.0
640-8590-64900 MISC CONSULTING SERVICES	.00	81.48	.00 (	81.48)	.0
640-8590-64990 MISC CONTRACTUAL	241.18	2,384.47	.00 (	2,384.47)	.0
640-8590-65070 MATERIALS/SUPPLIES	.00	111.57	.00 (	111.57)	.0
640-8590-65077 MATERIALS/SUPPLIES--PROMOTION	.00	1.36	.00 (	1.36)	.0
640-8590-65080 POSTAGE	.00	40.29	.00 (	40.29)	.0
640-8590-67240 COMPUTER HARDWARE/SOFTWARE	.00	12.78	.00 (	12.78)	.0
640-8590-69550 TRANSFER OUT--STD	.81	33.59	.00 (	33.59)	.0
640-8590-69620 TRANSFER OUT--CITY CLERK'S OFF	2,320.12	23,201.20	.00 (	23,201.20)	.0
640-8590-69621 TRANSFER OUT INFO & TECH	518.51	5,185.10	.00 (	5,185.10)	.0
640-8590-69625 TRANSFER OUT HUMAN RESOURCE	234.04	2,106.36	.00 (	2,106.36)	.0
640-8590-69825 TRANSFER OUT HRA	.00	390.00	.00 (	390.00)	.0
640-8590-69880 TRANSFER OUT--IMU ADMINISTRATI	.00	234.04	.00 (	234.04)	.0
TOTAL DEPARTMENT 8590	8,875.37	103,715.54	.00 (	103,715.54)	.0
<u>IMU TRANSFER</u>					
640-8597-69650 TRANSFER OUT FRANCHISE FEES	.00	7,410.31	10,000.00	2,589.69	74.1
640-8597-69880 TRANSFER OUT--IMU ADMINISTRATI	.00	.00	98,500.00	98,500.00	.0
TOTAL IMU TRANSFER	.00	7,410.31	108,500.00	101,089.69	6.8
TOTAL FUND EXPENDITURES	29,473.42	314,982.23	353,600.00	38,617.77	89.1
NET REVENUE OVER EXPENDITURES	5,526.86	6,599.44	(33,600.00)	(40,199.44)	19.6

CITY OF INDIANOLA IA
REVENUES/EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

WATER CAPITAL PROJECTS FUND

		PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
	<u>WATER CAPITAL PROJECTS</u>					
700-8100-48000	SALE OF LAND/ALLEYS	.00	20,000.00	20,000.00	.00	100.0
700-8100-49000	TRANSFER IN	.00	135,000.00	.00	(135,000.00)	.0
700-8100-49900	TRANSFER IN--WATER IMPROVE	35,991.67	359,916.70	431,900.00	71,983.30	83.3
	TOTAL WATER CAPITAL PROJECTS	35,991.67	514,916.70	451,900.00	(63,016.70)	113.9
	TOTAL FUND REVENUE	35,991.67	514,916.70	451,900.00	(63,016.70)	113.9
	<u>WATER CAPITAL PROJECTS</u>					
700-8100-67100	VEHICLES	.00	37,191.97	40,000.00	2,808.03	93.0
700-8100-67402	WATER TOWERS	.00	75,608.34	500,000.00	424,391.66	15.1
700-8100-67403	WELL MAINTENANCE	108,068.00	112,114.30	.00	(112,114.30)	.0
700-8100-67405	VALVES/HYDRANT REPLACEMENT	.00	.00	15,000.00	15,000.00	.0
700-8100-67905	METERS (NON-RADIO READ)	6,097.45	40,669.96	30,000.00	(10,669.96)	135.6
700-8100-67906	MATERIALS--STOCK/INVENTORY	(125.00)	1,670.79	.00	(1,670.79)	.0
	TOTAL WATER CAPITAL PROJECTS	114,040.45	267,255.36	585,000.00	317,744.64	45.7
	TOTAL FUND EXPENDITURES	114,040.45	267,255.36	585,000.00	317,744.64	45.7
	NET REVENUE OVER EXPENDITURES	(78,048.78)	247,661.34	(133,100.00)	(380,761.34)	186.1

CITY OF INDIANOLA IA
REVENUES/EXPENDITURES WITH COMPARISON TO BUDGET
FOR THE 10 MONTHS ENDING APRIL 30, 2017

ELECTRIC CAPITAL PROJECTS FUND

	PERIOD ACTUAL	YTD ACTUAL	AMENDED BUDGET	UNEARNED	PCNT
<u>ELECTRIC CAPITAL PROJECTS</u>					
730-8200-45629 MISO TRANSMISSION REVENUE	37,500.15	396,812.85	386,000.00	(10,812.85)	102.8
730-8200-45632 PEAK CAPACITY CONTRACT	53,016.80	477,151.20	355,200.00	(121,951.20)	134.3
730-8200-45633 SUBSTATION CAPACITY	5,928.00	65,208.00	71,100.00	5,892.00	91.7
730-8200-45638 ELECTRIC INSTALL FEE	1,679.30	113,384.90	100,000.00	(13,384.90)	113.4
730-8200-45853 FIBER SERVICE INSTALLATIONS	19,089.77	184,529.95	205,000.00	20,470.05	90.0
730-8200-47100 REFUNDS/REIMBURSEMENTS	.00	117,239.47	.00	(117,239.47)	.0
TOTAL ELECTRIC CAPITAL PROJECT	117,214.02	1,354,326.37	1,117,300.00	(237,026.37)	121.2
TOTAL FUND REVENUE	117,214.02	1,354,326.37	1,117,300.00	(237,026.37)	121.2
<u>ELECTRIC CAPITAL PROJECTS</u>					
730-8200-67100 VEHICLES	.00	.00	90,000.00	90,000.00	.0
730-8200-67245 SPECIALIZED EQUIPMENT	19,300.76	64,392.27	175,000.00	110,607.73	36.8
730-8200-67303 BORING--CUSTOMER PAID	.00	20,955.00	35,000.00	14,045.00	59.9
730-8200-67304 ELECTRIC MATERIALS--CUSTOMER P	581.90	82,891.63	100,000.00	17,108.37	82.9
730-8200-67305 TRANSMISSION & WIND INVENTORY	.00	.00	85,000.00	85,000.00	.0
730-8200-67307 PROJECT 700	.00	700.00	3,000.00	2,300.00	23.3
730-8200-67311 LINE CONSTRUCTION	.00	.00	80,000.00	80,000.00	.0
730-8200-67313 STREET LIGHTS	980.12	10,662.24	.00	(10,662.24)	.0
730-8200-67601 COMMUNICATION SYSTEM CONSTR	392.01	15,822.21	225,000.00	209,177.79	7.0
730-8200-67603 FIBER DROPS (SERVICE LINES)	2,495.84	54,357.01	.00	(54,357.01)	.0
730-8200-67604 ONTS (EQUIPMENT ON BUILDINGS)	2,687.60	31,620.90	.00	(31,620.90)	.0
730-8200-67605 NETWORK ENGINEERING AND DESIG	16,050.00	381,474.11	.00	(381,474.11)	.0
730-8200-67900 CAPITAL PROJECT EXPENSE	.00	.00	35,000.00	35,000.00	.0
730-8200-67901 FINANCIAL SYSTEM	16,321.94	16,501.94	200,000.00	183,498.06	8.3
730-8200-67904 RADIO READ METERS	(19,736.11)	(17,453.48)	20,000.00	37,453.48	(87.3)
730-8200-67906 MATERIALS--STOCK/INVENTORY	24,566.77	35,927.94	.00	(35,927.94)	.0
TOTAL ELECTRIC CAPITAL PROJECT	63,640.83	697,851.77	1,048,000.00	350,148.23	66.6
TOTAL FUND EXPENDITURES	63,640.83	697,851.77	1,048,000.00	350,148.23	66.6
NET REVENUE OVER EXPENDITURES	53,573.19	656,474.60	69,300.00	(587,174.60)	947.3

IMU Regular Downstairs**4.D.****Meeting Date:** 05/22/2017

Information**Subject****Information**

Electric Superintendent Mike Metcalf is recommending Tyler Offenburger as the new IMU Electric Crew Chief. This position was posted upon notice of Tim Hommer's impending retirement this summer and Tyler was the successful candidate. His wage information is attached to this agenda item for approval.

Fiscal Impact**Attachments**

Offenburger Salary



PERSONNEL CHANGE NOTICE (PCN)

Employee Name: Tyler Offenburger

Effective Date (must be at beginning of a pay period, except new hires): 5/28/2017

New Hire: ☐ Rehire: ☐ Status Change: ☐ Step Increase: ☐

Other Pay Change: ☐ Job Title Change: ☐ Department Change: ☐ FTE Change: ☐

Promotion: ☒ Transfer: ☐ Other Change: _____

	FROM	TO
JOB TITLE	Line Mechanic	Lead Line Mechanic
STATUS	FT	FT
PAY RANGE	R 26-6	R 27-6+
PAY RATE W/OUT LONGEVITY	28.964 Per Hour	32.011 Per Hour
PAY RATE W/ LONGEVITY (if not eligible, put N/A)	60,495 / 29.084 (250 wks)	66,832 / 32.131 (250 wks)
EXEMPT/NONEXEMPT	Non Exempt	Non Exempt
DEPARTMENT NAME	Electric	Electric
ACCOUNT NUMBER	630-8250-60150	630-8250-60150
FTE	1.0	1.0
UNION STATUS	City Non Union ☐ City Union ☐ IMU Non Union ☐ IMU Union ☒	City Non Union ☐ City Union ☐ IMU Non Union ☐ IMU Union ☒

Termination: Voluntary: ☐ Involuntary: ☐ Retirement: ☐ Eligible for Rehire: Yes ☐ No ☐

Reason for Termination: _____ Vaca/Pers Payout: Yes ☐ No ☐

Last Day Worked: _____ Termination Effective Date: _____

COMMENTS: Tyler is was selected to replace a vacant Lead Line Mechanic position.

APPROVALS:

Dept Head: [Signature]

Date: 5-19-2017

Human Resources: [Signature]

Date: 5/19/17

Finance (pay changes only): [Signature]

Date: 5/19/2017

City Manager or GM: [Signature]

Date: 5/19/2017

City Council or Board of Trustee: ☐ Yes ☐ No

Date: _____

FOR OFFICE USE: HR Entered: Initial: _____ Date: _____ Payroll Reviewed: Initial: _____ Date: _____

IMU Regular Downstairs

5.A.

Meeting Date: 05/22/2017

Information

Subject

Consider member resolution for Municipal Energy Agency of Nebraska and Nebraska Municipal Energy Agency Appointments

Information

Attached to this item is the resolution appointing Chris DesPlanques as Indianola's representative and Mike Metcalf as the alternate representative to the MEAN Management Committee, MEAN Board of Directors and NMPP Members' Council.

Roll call is in order.

Fiscal Impact

Attachments

Resolution

Resolution No. 2017-_____
Member Resolutions for Appointments

Representative and/or Alternate Representative to NMPP Members' Council

NOW THEREFORE, BE IT RESOLVED by the Board of Trustees of the Indianola Municipal Utilities, City of Indianola, State of Iowa, that:

1. Such City be and hereby is a member of the Nebraska Municipal Power Pool.
2. The Board of Trustees of the Indianola Municipal Utilities, City of Indianola, State of Iowa does hereby appoint Chris DesPlanques as the representative of Indianola Municipal Utilities, City of Indianola, State of Iowa, to the Members' Council of the Nebraska Municipal Power Pool.
3. The Board of Trustees of the Indianola Municipal Utilities, City of Indianola, State of Iowa, does hereby appoint Mike Metcalf as the alternate representative of Indianola Municipal Utilities, City of Indianola, State of Iowa, to the Members' Council of the Nebraska Municipal Power Pool.

Representative and/or Alternate Representative to MEAN Management Committee

WHEREAS, the Board of Trustees of the Indianola Municipal Utilities, City of Indianola, State of Iowa, is a party to the Electrical Resource Pooling Agreement and, pursuant to the terms of such Agreement, it is the responsibility of the Board of Trustees of the Indianola Municipal Utilities, City of Indianola, State of Iowa to designate a representative and alternate representative to the Municipal Energy Agency of Nebraska Management Committee provided for under the terms of said Agreement.

NOW THEREFORE, BE IT RESOLVED by the Board of Trustees of the Indianola Municipal Utilities, City of Indianola, State of Iowa, that:

1. The Board Chairperson is hereby directed to give written notice to the Municipal Energy Agency of Nebraska of the appointment of Chris DesPlanques as representative to said MEAN Management Committee.
2. The Board Chairperson is hereby directed to give written notice to the Municipal Energy Agency of Nebraska of the appointment of Mike Metcalf as alternate representative to said MEAN Management Committee.

Director and/or Alternate Director to MEAN Board of Directors

This is to certify that the Board of Trustees of the Indianola Municipal Utilities, City of Indianola, State of Iowa duly appointed Chris DesPlanques to serve as director to represent Indianola Municipal Utilities, City of Indianola, State of Iowa on the Board of Directors of the Municipal Energy Agency of Nebraska. The appointment will run for a term of three (3) years with the powers and duties incident to such office. This certificate is issued in compliance with the Municipal Cooperative Financing Act contained in the Nebraska Revised Statutes §18-2401 et seq. (1987).

This is to certify that the Board of Trustees of the Indianola Municipal Utilities, City of Indianola, State of Iowa duly appointed Mike Metcalf to serve as alternate director to represent Indianola Municipal Utilities, City of Indianola, State of Iowa on the Board of Directors of the Municipal Energy Agency of Nebraska. The appointment will run for a term of three (3) years with the powers and duties incident to such office. This certificate is issued in compliance with the Municipal Cooperative Financing Act contained in the Nebraska Revised Statutes §18-2401 et seq. (1987).

This is to certify that the appointments set out above were approved by the Board of Trustees of the Indianola Municipal Utilities on behalf of the City of Indianola, State of Iowa, at their meeting on May 22, 2017.

Adam Voigts
Board Chairperson

(SEAL)

IMU Regular Downstairs
Meeting Date: 05/22/2017

8.A.

Information

Subject

Fiber Project Infrastructure

Information

Fiscal Impact

Attachments

No file(s) attached.

IMU Regular Downstairs**8.A.1.****Meeting Date:** 05/22/2017

Information**Subject**

Review of 2017 Fiber To The Home Network Project bids and approval of resolution making award of construction contract

Information

The following bids were received on April 13, 2017 for the 2017 Fiber To The Home Network Project (construction). The breakdown of each bid is included in your packet.

Company	Total Base Bid
Excel Utility St. James, Mo	\$3,754,298.00
Bear Construction Lawrence, KS	\$5,583,304.98
Michels Corp Brownsville, WI	\$9,191,168.06

Staff and Bob Lyons, NewCom Technologies, are recommending the bid from Excel Utility in an amount of \$3,754,298.00 (packet). NewCom checked references for both Excel and their subcontractor and it was stated they performed well and would re-hire them.

In your packet is the resolution awarding the construction contract to Excel Utility in an amount of \$3,754,298.

Roll call is in order subject to financing.

Fiscal Impact**Attachments**

Construction Bid Tab

NewCom Letter

Resolution

Indianola Municipal Utilities - Fiber to the Home Project

Installation Contractor Selection Criteria

Boring Company	Address	Name – First Last	Email/Phone	Qty	Unit Price	Total Price
Excel Utility	St. James, MO	Kevin Sellers	jhowell@excelutility.com 314-220-3489	EA/LF		
	Aerial New- Strand, Anchors, Risers, Grounds and Bonds, and All Consumables to Install Fiber			29,452	\$ 5.00	\$ 147,260.00
	Aerial New- Overlash to Existing Aerial Cable/Strand, Anchors, Risers, Grounds and Bonds, and All Consumables to Install Fiber			13,592	\$ 3.50	\$ 47,572.00
	Aerial Demolition			29,452	\$ 0.50	\$ 14,726.00
	Underground- New build, directional drilling, tracer wire, conduit, and muletape. 286,300 represents the total underground construction running line. (conduit and muletape footage is 384,593 ft due to multiple conduit runs)			286,300	\$ 8.10	\$ 2,319,030.00
	Fiber Cable Installation			740,000	\$ 0.52	\$ 384,800.00
	Fiber Tail Installation for Multiport Terminals (for 566 MST Devices)			194,000	\$ 0.45	\$ 87,300.00
	30x48x36 Vault Installation			19	\$ 475.00	\$ 9,025.00
	24x36x24 Vault Installation			706	\$ 250.00	\$ 176,500.00
	13x24x12 Hand Hole Installation			1823	\$ 95.00	\$ 173,185.00
	FDH Cabinets Installation			19	\$ 1,200.00	\$ 22,800.00
	Existing FDH Cabinet Upgrades: Adding Rack-Mounted Splitter Cassette per Detail Drawing			7	\$ 300.00	\$ 2,100.00
	Splice Case Installation			232	\$ 250.00	\$ 58,000.00
	Splicing and Testing by Range			10k-13k	\$ 24.00	\$ 312,000.00
	Total Bid based on 13,000 splices					\$ 3,754,298.00
Bear Construction	Lawrence, KS	Eric Oberg	ahart@bearcommunications.net, 712-204-0044			
	Aerial New- Strand, Anchors, Risers, Grounds and Bonds, and All Consumables to Install Fiber			29,452	\$ 1.97	\$ 58,020.44
	Aerial New- Overlash to Existing Aerial Cable/Strand, Anchors, Risers, Grounds and Bonds, and All Consumables to Install Fiber			13,592	\$ 1.62	\$ 22,019.04
	Aerial Demolition			29,452	\$ 0.50	\$ 14,726.00
	Underground- New build, directional drilling, tracer wire, conduit, and muletape. 286,300 represents the total underground construction running line. (conduit and muletape footage is 384,593 ft due to multiple conduit runs)			286,300	\$ 12.18	\$ 3,487,134.00
	Fiber Cable Installation			740,000	\$ 1.02	\$ 754,800.00
	Fiber Tail Installation for Multiport Terminals (for 566 MST Devices)			194,000	\$ 0.85	\$ 164,900.00
	30x48x36 Vault Installation			19	\$ 404.50	\$ 7,685.50
	24x36x24 Vault Installation			706	\$ 328.00	\$ 231,568.00
	13x24x12 Hand Hole Installation			1823	\$ 151.00	\$ 275,273.00
	FDH Cabinets Installation			19	\$ 530.00	\$ 10,070.00
	Existing FDH Cabinet Upgrades: Adding Rack-Mounted Splitter Cassette per Detail Drawing			7	\$ 125.00	\$ 875.00
	Splice Case Installation			232	\$ 252.00	\$ 58,464.00
	Splicing and Testing by Range			10k-13k	\$ 38.29	\$ 497,770.00
	Total Bid based on 13,000 splices					\$ 5,583,304.98

Michels Corp	Brownsville, WI	Justin Thulin	powerbids@michels.us, 920-539-7308				
	Aerial New- Strand, Anchors, Risers, Grounds and Bonds, and All Consumables to Install Fiber	29,452	\$ 3.41	\$ 100,431.32			
	Aerial New- Overlash to Existing Aerial Cable/Strand, Anchors, Risers, Grounds and Bonds, and All Consumables to Install Fiber	13,592	\$ 2.11	\$ 28,679.12			
	Aerial Demolition	29,452	\$ 1.94	\$ 57,136.88			
	Underground- New build, directional drilling, tracer wire, conduit, and muletape. 286,300 represents the total underground construction running line. (conduit and muletape footage is 384,593 ft due to multiple conduit runs)	286,300	\$ 19.89	\$ 5,694,507.00			
	Fiber Cable Installation	740,000	\$ 1.31	\$ 969,400.00			
	Fiber Tail Installation for Muliport Terminals (for 566 MST Devices)	194,000	\$ 1.19	\$ 230,860.00			
	30x48x36 Vault Installation	19	\$ 699.29	\$ 13,286.51			
	24x36x24 Vault Installation	706	\$ 562.86	\$ 397,379.16			
	13x24x12 Hand Hole Installation	1823	\$ 488.93	\$ 891,319.39			
	FDH Cabinets Installation	19	\$ 8,071.43	\$ 153,357.17			
	Existing FDH Cabinet Upgrades: Adding Rack-Mounted Splitter Cassette per Detail Drawing	7	\$ 1,989.29	\$ 13,925.03			
	Splice Case Installation	232	\$ 387.14	\$ 89,816.48			
	Splicing and Testing by Range	10k-13k	\$ 42.39	\$ 551,070.00			
	Total Bid based on 13,000 splices			\$ 9,191,168.06			



NewCom Technologies, Inc.
6000 Grand Avenue
Des Moines, Iowa 50312
800-626-6234 • 515 274-9611 (Local)
515 274-9622 (FAX) • newcom@newcomtech.com

May 12, 2017

Rob Stangel
General Manager
Indianola Municipal Utilities
110 N 1st St.
Indianola, IA 50125
rstangel@i-m-u.com

Dear Rob,

Sealed bids for the construction work on the 2017 IMU Fiber to the Home Project were received and opened at 2:00 PM on April 13, 2017. This project is to expand IMU's capability as a local internet, telephone, and video service provider to the Indianola metro area.

The construction contract includes the installation of approximately 60 miles of optical fiber cable, 90% of which is underground, 10% aerial. A small portion of the build will use existing conduit. Existing cabinets which currently house electronics for Active Ethernet will be transformed into passive component cabinets.

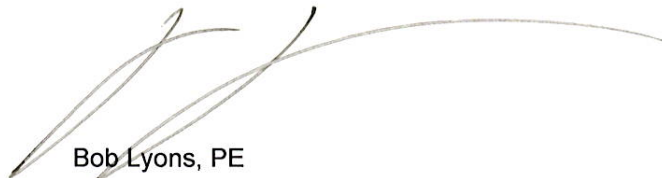
Bids were received from three Contractors. A summary of the bids is included on the attached page. The estimated cost of the work and the low bid submitted by Excel Utility is shown in the following table.

Engineer's Estimate	\$ 4,977,238.00
Excel Utility	\$ 3,754,298.00
Bear Communications	\$ 5,583,304.98
Michels Corporation	\$ 9,191,168.06
Percent of Estimate	75.4%

NewCom checked references for both Excel Utility and their aerial subcontractor, White Eagle Construction, LLC. References for both Excel and their subcontractor stated they performed well and would re-hire them. Excel Utility's proposal meets the requirements and they understand the full scope of work.

Based on the above paragraph, their bid, and proposal, NewCom Technologies, Inc. is in agreement with IMU that Excel Utility should be chosen, subject to approval of financing.

Respectfully,



Bob Lyons, PE
cc: Chris Longer, Mike Metcalf, Jim Petro

NewCom goes the extra mile!



NewCom Technologies, Inc.
6000 Grand Avenue
Des Moines, Iowa 50312
800-626-6234
515 274-9611 (Local)
515 274-9622 (FAX)
newcom@newcomtech.com
newcomtech.com

March 21, 2017

TO HOLDERS OF PLANS AND SPECIFICATIONS

INDIANOLA MUNICIPAL UTILITIES
INDIANOLA, IOWA
2017 FIBER TO THE HOME PROJECT

PROPOSALS RECEIVED: Until 2:00 P.M.
Thursday, April 13, 2017

Enclosed is one copy of Addendum No. 2 to the 2017 Fiber to the Home Project. Please acknowledge receipt of Addendum No. 2 and return via e-mail, facsimile, or mail promptly.

NEWCOM TECHNOLOGIES, INC.

Bob Lyons

Acknowledged this 21st day of March, 2017

Excel Utility Contractors, LLC
Company

By [Signature]



Addendum Number: 3

Subject: Questions for the FTTH build for IMU in Indianola, IA

April 3, 2017

1. What would be the total footage of existing U/G will we be pulling new fiber in?
A: 16,896 ft
2. Will we be required to provide bore logs for all this boring?
A: No
3. Please verify. In sheet 3 of the details, detail #15 its call for a min 30" depth. In sheet 4 detail #16 it is call for a min depth of 42" are we to be a min 30" or 42"?
A: 30"
4. Are the MST not being mounted inside the handholes? They are to be laid on top of any and all MST and fiber coils? Just a thought for the IMU and Newcom to consider for better protection of the MST head. The MST's do come with a mounting sleeve that could be mounted to the side of the HH's just a thought to consider. This way it keeps the MST head out of any potential water that may fill the HH's. and this will make the handling of the fragile MST head less frequent. We have built other similar systems this way.
A: The existing MSTs are laid on top of coiled cables and IMU has not had issues. However, IMU is open to mounting. Typical mounting methods are in the Technical Specifications Section 33 82 23. If a Contractor has a mounting method that is cost competitive and the MSTs can be easily removed, IMU would consider it.
5. Are there any material specification requirements for risers? For example, is U-Guard to be used instead of 2 in PVC? Is there a riser bracket spec requirement for PVC?
A: U-Guard, on sheet 2 of 4, detail 8
6. Is there a breakdown number or riser transition points that transitions multiple ducts?
A: There are 11 locations with multiple duct risers

CONTRACT

THIS AGREEMENT, made and entered into this day of , 20____,

by and between the Indianola Municipal Utilities, Indianola, Iowa, party of the first part, hereinafter referred to as the "Owner", and

Excel Utility Contractors, LLC

party of the second part, hereinafter referred to as the "Contractor".

WITNESSETH: THAT WHEREAS, the Owner has heretofore caused to be prepared certain plans, specifications and proposal blanks, dated the _____ day of _____, 20____, for the Fiber to the Home Network under the terms and conditions therein fully stated and set forth, and,

WHEREAS, said plans, specifications and proposal blanks accurately and fully describe the terms and conditions upon which the Contractor is willing to perform the work specified:

NOW, THEREFORE, IT IS AGREED:

1. That the Owner hereby accepts the proposal of the Contractor for the work, as follows:

2. That this contract consists of the following component parts which are made a part of this agreement and contract as fully and absolutely as if they were set out in detail in this contract:

2.1 Contract Documents, including:

- 2.1.1 Invitation for Bid
- 2.1.2 Bid Form
- 2.1.3 Bond
- 2.1.4 General Conditions
- 2.1.5 Special Conditions
- 2.1.6 Drawings and Specifications
- 2.1.7 Numbered addenda issued to the foregoing

2.2 The above components are complementary and what is called for by one shall be as binding as if called for by all.

3. Payments are to be made to the Contractor in accordance with and subject to the provisions embodied in the documents made a part of this contract.

4. That this contract is executed in triplicate.

IN WITNESS WHEREOF, the parties here to have here unto set their hand and seals the date first written above.

CONTRACTOR:

INDIANOLA MUNICIPAL UTILITIES
INDIANOLA, IOWA

By

Title

Kurt Reun
Managing Member

ATTEST:

[Signature]
Title Project Manager

ATTEST:

[Signature]
Secretary

By

Chairperson, Board of Trustees

BID

FIBER TO THE HOME NETWORK
INDIANOLA MUNICIPAL UTILITIES
INDIANOLA, IOWA

Name of Firm Excel Utility Contractors, LLC

Address of Firm #2 Industrial Drive, PO Box 129
St. James, Missouri 65559

To: Board of Trustees
Indianola Municipal Utilities
110 N 1st St.
Indianola, Iowa 50125

The undersigned, having examined the plans and having become familiar with the nature and location of the work to be done and the conditions under which the work will be performed, hereby proposes to provide the required labor, services and materials and to perform the work described on the plans, within the time and for the sums stated hereinafter on attached Bid Schedule; which Bid Schedule is hereby made a part of this Bid.

The undersigned certifies that this Bid is offered in good faith, without collusion or connection with any other persons quoting on the work.

The undersigned states that this Bid is offered in conformity with the plans and scope of work and agrees that in the event of any discrepancies or differences between any conditions of his quotation and the scope of work prepared by NewCom Technologies, Inc. that the provisions of the latter shall prevail.

Name of Firm Excel Utility Contractors, LLC

By Keith Record

Title Managing Member

Signature Keith Record

Date 4.11.17



April 12, 2017

OFFICE OF CITY CLERK
APR 13 2017
INDIANOLA, IOWA

Indianola Municipal Utilities
111 S Buxton Street
Indianola, Iowa 50125

NewCom Technologies, Inc
6000 Grand Ave
Des Moines, Iowa 50312

RE: Submission of Bid

Excel Utility Contractors, LLC respectfully submits the enclosed Bid Package for the "2017 Fiber To The Home Project".

Included in with the Bid Packet is the Bid Bond, Addendums, Certificate of Insurance, Employee Leadership and Management Team, Reference Letters, Letter for the Successful Completion of Recent FTTH Builds, Project Experience Information, State Licensing, and a Company Overview.

We would like to express our gratitude on allowing us to provide you with the enclosed information.

If you have any questions or would like us to provide any additional information, please let us know.

Sincerely,

A handwritten signature in black ink that reads "Keith Record". The signature is written in a cursive, flowing style.

Keith Record
314-641-6343



April 12, 2017

Indianola Municipal Utilities
111 S Buxton Street
Indianola, Iowa 50125

RE: Successful Completion of Recent (3-6 years) FTTH Builds

Excel Utility Contractors, LLC has completed and is currently working on a similar project as one we are bidding. The Fiber-To-The-Home project that is being performed is for Community Telephone Company, Wichita Falls, Texas and ACRS Corp. It has been our pleasure to perform their work and being included in the continuation of future projects. The work description entails the installation of conduit, installation of fiber, handhole installation, drop installation, ONT installation, splicing and terminating. We have completed for them approximately 95 miles of main line with 40 miles of drop installs. Our current project is for approximately 60 miles of main line with 17 miles of drop installs. The method of install varies; from directional bore, rock saw, hand dig and trench. These types of projects call for the performance of careful and perceptive construction according to contract documents, strong supervision, prompt administration with efficient flow of paperwork, while still maintaining safety as our #1 priority.

Excel Utility Contractors, LLC works in various locations throughout the United States and works well and regularly with all local, municipal, and state agencies where work is to be performed.

Please see attached two references that were filled out by Mr. Clifford Humpert and Mr. James Lightfoot. Below are contact numbers where you may reach our customers for references.

Mr. James Lightfoot – ACRS Corp – 405-843-9966
Mr. Robert Garrett – ACRS Corp – 936-615-1833
Mr. Clifford Humpert – Community Telephone Company – 904-237-2205

Excel Utility Contractors, LLC has long lasting customer relations with various other companies and years worth of experience in construction installation. If you would like any other information, please let us know and we will make available to you.

Sincerely,

A handwritten signature in blue ink that reads "Keith Record". The signature is written in a cursive, flowing style.

Keith Record
314-641-6343



WIDEOPEN NETWORKS

THE GIGABIT SOLUTION

2/28/2017

State Licensing Board for General Contractors

2525 Fairlane Drive

Montgomery, AL 36116

Re: Excel Utility Contractors, LLC

I am writing to endorse the work of Excel Utility Contractors. Excel has been a sub-contractor for us for two different underground fiber projects:

Our Bozeman, Montana (25 miles of new underground construction) project was begun in early 2016 and construction was completed in October of 2016. The Excel sub-contract was for \$1,960,000. The work was completed on time and within the budgeted contract amount.

The Missoula, Montana (23 miles of new underground construction) project was begun in June, 2016 and will be completed in May, 2017. The Excel sub-contract was for \$2,454,864. The construction is 90% complete and the balance will be completed in early spring of this year.

Both jobs included installation of underground conduit using horizontal drilling, trenching, and plowing. Excel also pulled fiber cable, handholes, provided splicing, and installed splice closures. Excel's work crews were fast and efficient, and did an excellent job of remediation.

We have been extremely happy with their work and look forward to using them again on future projects.

Sincerely,

Andrew Cohill, Ph.D.

President/CEO



March 2, 2017

State Licensing Board for General Contractors
2525 Fairlane Drive
Montgomery, AL 36116

RE: Reference Letter: Excel Utility Contractors, LLC

To Whom This May Concern:

Our Company, Four Points Communication Services, Inc provides world class Engineering, Design and Installation services to Information Technology Infrastructure industry around the world.

Excel Utility Contractors, LLC have been providing contractor services for placement of underground cable, conduit, and fiber optic cable since 2010. The locations of work performed have been on Government Facilities.

Location: Fort Carson, Colorado United States Air Force Base: Type of Work Performed: Installation of 50 large manholes 12'x6'x7', removal of two large manholes to perform pour in place manholes. Installation of 20,000' of 9-way 4" concrete encased duct, 13,000' of 6-way concrete encased duct, 3,500' 4-way concrete encased duct, bore creeks with 9-way HDPE, Installation of 260,000' of subduct-maxcell, innerduct, Installation of 600,000' of fiber in duct, and galvanized bridge attachments. Work Performed June 2010 through March 2012. Contract Amount of \$3,269,904.00

Location: Minot, North Dakota United States Air Force Base: Type of Work Performed: Installation of Manholes, 4" Conduit, Maxcell, Innerduct, Copper, and Fiber. Work Performed September 2011 through November 2011. Contract Amount \$475,910.00.

Location: Fort Belvoir, Virginia United States Army Base: Type of Work Performed: Installation of 6 – 4'x4'x4' Handholes, Placement of 1500' of 2/4-4" concrete encased duct, bored 8000' of 2/4 – 4" duct, placement of 110,000' of maxcell innerduct and fiber. Work Performed July 2012 through October 2012. Contract Amount \$400,000.00.

Location: Mountain Home, Idaho United States Air Force Base: Type of Work Performed: Installation of 120 manholes, trenched and placed 70,000' of 2-4" duct, bored 24,000' 2-4" duct, entered and installed 77 building entries, installation of 98,000' of 3-way 3 cell maxcell, and 350,000' foot of various size fiber. Work Performed June 2012 through February 2013. Contract Amount \$1,500,000.00.

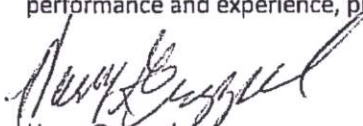
Location: Lackland, Texas United States Air Force Base: Type of Work Performed: Trenched 2,000', installation of 2-4" duct, placement of 10,000' of 300-900 pair copper cable. Work Performed January 2012 through March 2012. Contract Amount \$250,000.00

Location: Fort Gordon, Georgia United States Army Base: Type of Work Performed: Installation of manholes, trench and place duct, boring, and building entries. Work Performed January 2013 through February 2014. Contract Amount \$2,700,000.00.

Location: Fort Leonard Wood, Missouri United States Army Base: Type of Work Performed: Installation of manholes, trench and place duct, boring, and building entries. Work Performed June 2013 through September 2014. Contract Amount \$2,732,794.00

Location: Whiteman Missouri United States Airforce Base: Type of Work Performed: Trench and Installation of Duct, Handholes, and Fiber through Flightline area. Work Performed November 2016 through December 2016. Contract Amount \$250,000.00.

Excel Utility Contractors provides a Safe working environment while complying with OSHA, State and Federal Safety Regulations. I would highly recommend Excel to any organization, they have provided the resources and expertise to successfully meet our requests. If you would like to further discuss their performance and experience, please feel free to contact me at (636) 278-3727.



Harry Groppel
President



ACRS
2601 NW Expressway, Suite 405W
Oklahoma City, OK 73112

February 21, 2017

RE: Excel Utility Contractors
Reference Letter

To Whom it May Concern:

ACRS has worked with Excel Utility Contractors has worked with ACRS for the past ?? years.

The construction consisted of excavation processes for the installation of buried fiber optic cabling. This included electrical grounding of mainline cable and at the residential and business establishments in accordance with state, local, federal and the NESC regulations.

The following are a list of the various contracts and projects.

TX576L201	Windthorst, TX	\$4,571,614.31	Completed December 2016
TX576L202	Scotland, TX	\$2,939,462.40	Currently Under Construction
TX576L208	Lake Kickapoo, TX	\$1,665,091.51	Recently Awarded-Jan 2017

We have had no issues or concerns with the quality of work, safety of excel and continue to retain Excel on our approved list of contractors for this type of work. We highly recommend Excel for a State Contractor's License.

Should you have any questions or require additional information, please feel free to contact me at 405-843-9966.

Sincerely,


James Lightfoot
President

Enclosures

JFL/jfl
cc: File

www.acrsokc.com
(405) 843-9966 office (405) 843-9852 fax



NewCom Technologies, Inc.
6000 Grand Avenue
Des Moines, Iowa 50312
800-626-6234
515 274-9611 (Local)
515 274-9622 (FAX)
newcom@newcomtech.com
newcomtech.com

March 15, 2017

TO HOLDERS OF PLANS AND SPECIFICATIONS

INDIANOLA MUNICIPAL UTILITIES
INDIANOLA, IOWA
2017 FIBER TO THE HOME PROJECT

PROPOSALS RECEIVED: Until 2:00 P.M.
Thursday, April 13, 2017

Enclosed is one copy of Addendum No. 1 to the 2017 Fiber to the Home Project. Please acknowledge receipt of Addendum No. 1 and return via e-mail, facsimile, or mail promptly.

NEWCOM TECHNOLOGIES, INC.

Bob Lyons

Acknowledged this 16th day of March, 2017

Excel Utility Contractors, LLC
Company

By [Signature]

IOWA

No: W01078061
Date: 12/01/2016

SECRETARY OF STATE

489FLC-535192
EXCEL UTILITY CONTRACTORS, LLC

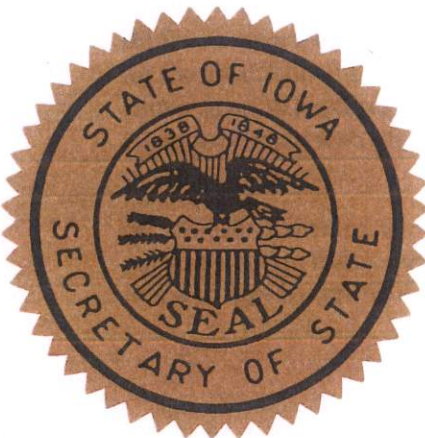
ACKNOWLEDGEMENT OF DOCUMENT FILED

The Secretary of State acknowledges receipt of the following document:

Certificate of Authority

The document was filed on Nov 29 2016 9:49AM, to be effective as of Nov 29 2016 9:49AM.

The amount of \$100.00 was received in full payment of the filing fee.



PAUL D. PATE SECRETARY OF STATE



Printed on
Recycled Paper



CONTRACTOR REGISTRATION CERTIFICATE

STATE OF IOWA

IOWA WORKFORCE DEVELOPMENT
DIVISION OF LABOR SERVICES
CONTRACTOR REGISTRATION

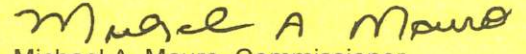
1000 East Grand Ave.
Des Moines, IA 50319-0209
Phone (515) 242 – 5871

DATE ISSUED: 11/17/2016

DATE EXPIRES: 11/17/2017

REGISTRATION NUMBER: C128368

EXCEL UTILITY CONTRACTORS LLC
PO BOX 129
ST JAMES, MO 65559


Michael A. Mauro, Commissioner

Your certificate will be enforced for 1 year if you are in compliance with contractor registration, unemployment insurance, and worker's compensation regulations. Falsifying any records may result in revocation of your certificate, \$500 civil penalty, and criminal prosecution.



EXCEL UTILITY CONTRACTORS LLC MANAGEMENT TEAM

Keith W. Record

Keith is a managing member of Excel he is responsible for the management and strategic direction of the company. After over 30 years of working in the telcom industry Keith established Excel Utility Contractors. Leveraging his many customer contacts and vast utility knowledge Keith executed a plan that quickly had Excel growing over 25% per year. Keith began his telcom career with Schatz Underground Cable as a laborer in 1978. During his 20 years of employment with Schatz, he advanced to Vice President and under his leadership grew the company too over 500 employees and worked on projects totaling nearly a billion dollars. Following the purchase of Schatz by Orius in 1999, Keith was promoted to the Vice President of the East Region. The regions consisted of the legacy operations of Schatz as well as eight other companies installing Telcom and Broadband Utilities that had also been purchased by Orius. In addition to an impressive telcom construction resume Keith served honorably in the Navy for four years. Keith's hobbies include spending time with his grandkids and family. Keith can be found fishing or bow hunting when not leading Excel.

William C. George

William joined Keith 2010 as a managing member of Excel bringing 20 years of operational and financial experience in the construction industry. William met Keith while serving as the Group Vice President for Orius where his duties included the management and strategic direction of the external plant operations in operational and financial capacities. William is also a partner of CK Contracting, Inc a full scope site work construction company in the Charlotte, NC area. William's responsibilities at Excel and CK include the initiation of business development, the composition of key personnel in addition to general resource utilization. Prior to joining CK, William served as the Director of Development for Sunland Homes where his duties included initiating investment opportunities, establishing diversified capital structures for funding and general oversight of site development. William began his career as a Senior Associate within the Business Assurance sector for PricewaterhouseCoopers. William holds an M.B.A. from the California State University East Bay sits on the Board of Directors for two other emerging private firms and is very involved in civic activities mainly focused around his two children.



Kevin D. Sellers

Kevin serves as a Project Manager for Excel. Kevin joined Excel Utility's Team in 2014, he has over 9 years experience in the Water Industry and 16 years in the Electrical Cable Installation and Replacement Projects. He has served in all positions including operator, locator, and crew leader. In Kevin's previous employment he was Vice President of the Power and Water Group; bringing in annual revenues of \$5-\$10m. He is a Certified Licensed Safety Professional by National Association of Safety Professionals (NASP) Year 2013.

Troy J. Manning

Troy serves as a Project Manager for Excel. Troy graduated in 1983 and went to work in telecommunications that same year. He was hired in at Laclede Gas Co. in 1985 and went into management in 1988 as a construction & maintenance foreman. As a foreman he was responsible for the installation of both steel and HDPE mains & services. In 1997, he went to work for Bob Raeker plumbing as a heavy equipment operator and was there 14 yrs. and was responsible for running daily jobs for commercial and residential projects. Troy became a member of the Excel Utility team as a supervisor over the Natural Gas Division in 2012. Troy was a member of the Operating Engineers for 14 year with multiple certifications in the fusion of all PE piping & maintenance of both steel & HDPE piping. Troy is very involved in his church & in the local high school sports boosters with his two daughters. He enjoys the outdoors including hunting and fishing.

Nick Branson

Nick started his career at Charter Communications as an Outside Plant Auditor. Soon after Nick started his own business, Precision Underground, where he specialized in fiber to the home. In early 2016, Nick joined the Excel team to assist with projects and bidding. He soon after became a Project Manager. Nick served in the United States Air Force for four years as a Security Forces member. While in the Air Force, Nick attended University of Maryland University College to pursue his Bachelors in Business Administration.



Dale Southard

Dale started his career with Harris Construction straight out of high school in 1989. With Harris, Dale traveled working on gas station clean up and installing new fuel tanks. In 1999, Dale went to work for Mid-State Paving and Grading where he became a supervisor overseeing projects for Missouri Conservation Department and Missouri Department of Transportation. He also developed subdivisions installing all utilities while working for Mid-State. In 2005, Dale began working for CH Excavating for about 1 year as a supervisor until CH closed. Dale then began working for Gahr Line and Cable until the company was bought by Excel Utility Contractors. With Excel, Dale started as an operator and quickly moved up to Project Manager. Dale has 25+ years doing all types of utility construction including water, gas, cable and electric.

Dave Wilson

Dave started his career for CLC in 1998, installing telecommunication cable. In 2006, Dave started working for Gahr Line and Cable until the company was bought by Excel Utility Contractors in 2009. Dave then began working as an operator for ITI. He later started for Excel as a Project Supervisor.

PROJECT EXPERIENCE

Description	Location	Time Period	Customer	Verification Contact	Product	Approx. Value
McConnell AFB Hutchins Telecom	Kansas Tennessee	2009 2009	Trans-Tel Time Warner Communications	Mr. Mark Sorrells 405-641-1891 Mr. Derek Hutchins 502-442-4468	Innerduct/Fiber Bored & installed 10,000' of innerduct and handholes	\$791,514 \$61,947
Hutchins Telecom	Kentucky	2010	Time Warner Communications		Bored & installed 18,000' of innerduct and handholes Installed (12) miles of innerduct . Fiber/handholes by plow and bore method. Pulled 12 miles of fiber in duct.	\$117,634
DOIM Fort Leonard Wood Homestead Air Force Base	Missouri Florida	2009-2010 2010	Director of Info Management Trans-Tel	Mr. Mark Hinkle 573-596-0248 Mr. Mark Sorrells 405-641-1891	Manhole/Duct/Fiber/Copper Roddled & Mandreled 300,000 existing duct and placed mule tape. Butterflied and took pic's of 650 existing manholes for verification for clear duct.	\$372,500 \$682,551
ANG Bases: Alpena ANG Battle Creek ANG	MS, SC, GA Michigan Michigan	2011 2011 2011	Trans-Tel Trans-Tel Trans-Tel	Mr. Mark Sorrells 405-641-1891 Mr. Mark Sorrells 405-641-1891 Mr. Mark Sorrells 405-641-1891	Manhole/Duct/Fiber/Copper Manhole/Duct/Fiber/Copper Installed 10"-24" Steel Casing Bores by American Auger Machine (Dry Method)	\$200,000 \$790,000 \$450,000
Rolla Municipal Utilities	Missouri	2009-2012	Rolla Municipal Utilities	Mr. Tom Parker 573-364-2195	Installed (50) Large Manholes 12'x6'x7'. Removed (2) large manholes and poured in place new manholes. Installed 20,000' of 9- way 4" concrete encased duct, 13,000' of 6-way concrete encased duct, 3,500' 4-way concrete encased, Bore 1,800' of creeks with 9- way HDPE. Installed 260,000' of subduct-maxcell, innerduct. Installed 600,000' of fiber in duct. Installed 9-4" Galvanized conduit across bridge attachment at 92' crossings 400'.	\$3,269,904
Fort Carson AFB	Colorado	2010-2011	Four Points Communications	Mr. JR Groppe 314-422-5927	Installed Manholes, 4" duct, Maxcell, innerduct, Copper & Fiber	\$475,910
Minot AFB	North Dakota	2011	Four Points Communications	Mr. JR Groppe 314-422-5927	Installed 100,000' of Innerduct, Handholes and Fiber by Bore Method	\$632,025
Ervin Cable Construction LLC	IL/MO	2011-2012	Charter Communications	Mr. Greg Smith 314-581-7565	Installed (6) 4'x4'x4" Handholes, Placed 1500' of 2/4-4" concrete encased Duct, Bored 8000' of 2/4-4" duct, Placed 110,000 of Maxcell innerduct and pulled in 100,000 of fiber	\$400,000
Fort Belvoir VA	Virginia	2011-2012	Four Points Communications	Mr. JR Groppe 314-422-5927	Installed (70) miles Handhole/Duct/Fiber by rock saw, bore, plow, rock bore, hydrohammer, backhoe & trench	\$1,521,930
Ervin Cable Construction LLC	Missouri	2011-2012	Sho-Me Technologies, LLC	Mr. Greg Smith 314-581-7565	Bored Innerduct and placed (15) Handholes along the OKDOT highway rds	\$632,000
Oklahoma Department of Transportation	Oklahoma	2012	Trans-Tel	Mr. Mark Sorrells 405-641-1891	Installed (3) Manholes and (32) Handholes, Trenched 20,000 ft of 2/4" duct, bored 7,500' of 2/4" duct.	\$510,000
Randolph AFB Vance AFB	Texas Oklahoma	2012 2012	Trans-Tel Trans-Tel	Mr. Mark Sorrells 405-641-1891 Mr. Mark Sorrells 405-641-1891	Installed 15,000 of 2-4" duct by Bore method Installed (41) miles of innerduct and fiber by plow, rock saw, rock bore, & trench. Installed (75) Handholes	\$136,000 \$934,000
SEMO Phase II: Build #07: Perryville to JZ	Missouri	2012	Sho-Me Technologies, LLC	Mr. Gary Hamilton 417-838-0349	Installed (24) miles of inner duct & Fiber by plow, bore, rock saw	\$500,000
SEMO Phase II: Build #10: Richwoods, Mo	Missouri	2012	Sho-Me Technologies, LLC	Mr. Gary Hamilton 417-838-0349		
SEMO Phase II: Build #10: Springfield, Mo	Missouri	2012	Sho-Me Technologies, LLC	Mr. Gary Hamilton 417-838-0349	Installed 25 miles of innerduct consisting of 58,000 bore, saw rock 14,000', rock bore 3,000', 11 miles of plow/trench . Blew in 27 miles of fiber and placed 100 handholes	\$980,000

SEMO Phase II: Build #07: Popular Bluff, Mo	Missouri	2012	Sho-Me Technologies, LLC	Mr. Gary Hamilton 417-838-0349	Installed 58 miles of innerduct consisting of 16,000 bore, saw rock 7,000', rock bore 4,000', plow/trench (53) miles. Blew in (58) miles of fiber and placed (95) handholes	\$1,100,000
Sallisaw, Ok	Durant, Oklahoma	2012	Windstream	Mr. Ken Allison 918-451-3436	Placed (13) miles of inner duct consisting of rock saw (6) miles, bore rock (1) mile, plow (5) miles and hydrohammer (1) mile. Cleared R/W and installed (9) Handholes. Blew in 13 miles of fiber.	\$750,000
Mountain Home, Idaho	Mountain Home, Idaho	2012	Four Points Communications	Mr. JR Groppe 314-422-5927	Installed (120) manholes trenched and placed 70,000' of 2-4" duct, bored 24,000 2-4" duct, entered and installed (77) building entries, installed 98,000 of 3-way 3 cell maxcell, and installed 350,000 of fiber.	\$1,500,000
AT&T	Missouri	2010-2014-IP	AT&T	Mr. Todd Dee 573-631-5858	Installed 1,000,000' plus by several methods for AT & T, the local Telco Provider in the St. Louis Area including, plow, trench, bore, rock excavation, manholes, handholes, etc.	\$9,125,000
Lackland AFB	Texas	2012	Four Points Communications	Mr. JR Groppe 314-422-5927	Trenched 2,000' & installed 2-4" duct. Pulled in 10,000 of copper cable 300-900 pair	\$250,000
Malstrom AFB	Montana	2012	Trans-Tel	Mr. Mark Sorrells 405-641-1891	Installed by boring 6,500 od 2-4" HDPE and 9,200' of 1-4" HDPE	\$350,000
Summit Gas	Branson, MO	2012-2013	Summit Gas	Mr. Dave Wilson 417-217-1360	Installation of Gas Service's and Gas Main Line	\$500,000
Summit Gas	Warsaw, MO	2013	Summit Gas	Mr. Gary Hamilton 417-468-2615	Installation of Gas Main (6) Miles, Services	\$350,000
Rolla Municipal Utilities	Missouri	2013	Rolla Municipal Utilities	Mr. Tom Parker 573-364-2195	Installed 10" - 24" Steel Casing Railroad Bores	\$100,000
Fort Gordon	Fort Gordon, GA	2013	Four Points Communications	Mr. JR Groppe 314-422-5927	Installing manholes, trench, and place duct, bore, building entires	\$2,700,000
MO-13 Route II Farmington to Parkhills	Missouri	2013	Sho-Me Technologies, LLC	Mr. Gary Hamilton 417-838-0349	To install (19.5) miles of innerduct and fiber by plow, rock saw, rock bore, & trench, 45 Handholes	\$1,100,000
MO-13 Route III Park Hills to Valley Mines	Missouri	2013-2014	Sho-Me Technologies, LLC	Mr. Gary Hamilton 417-838-0349	To install (14) miles of innerduct and fiber by plow, rock saw, rock bore, & trench, 53 Handholes	\$1,050,000
Empire Gas District	North Central MO	2014	Empire Gas District	Mr. Steve Teeter 816-494-5328	Remove, install, and Program indexes	\$1,140,000
Fort Leonard Wood	Fort Leonard Wood MO	2014	Four Points Communications	Mr. JR Groppe 314-422-5927	Installing manholes, trench, and place duct, bore, building entires	\$2,732,794
LaGrange to Warda	LaGrange, TX	2014	Fiberlight, LLC	Mr. Mike Lamb 210-414-9310	Installing manholes, trench, and place duct, bore	\$451,000
Fort Hood, Texas	Fort Hood, TX	2014	Trans-Tel	Mr. Mark Sorrells 405-641-1891	Installing manholes, trench, and place duct, bore, building entires	\$2,735,000
City of Perryville	Missouri	2015	City of Perryville	Mark Brown 573-547-2594	Remove, install, and Program indexes	\$200,000
St Louis City Install	MO	2017	Level 3 Communications	Mr. Ben Baker 314-242-5608	Installation of Duct, Fiber, Handholes, ISP	\$300,000
Bozeman, MT	MT	2016	Bozeman Fiber/Design Nine	Mr. Andrew Cohill 540-951-4400	Installation of fiber package, handholes, fiber	\$2,300,000
Whiteman AFB, MO	MO	2016	Four Points Communications	Mr. JR Groppe 314-422-5927	Trench and Installation of Duct, Handholes, Fiber	\$250,000
ShoMe Urbana to Buffalo	MO	2016	Sho-Me Technologies, LLC	Mr. Gary Hamilton 417-838-0349	Installation of Handholes, Fiber in Existing Duct with Fiber drops, onts	\$220,000
Community Telephone Company	Texas	2015 -IP	ACRS/Community Telephone	Mr. Terry Wright 405-843-9966	RUS FTTN Installation of duct, fiber, handholes, splicing,	\$8,500,000
Zayo Clarksville - Guthrie	TN/KY	2017 IP	Hutchins Telecom, LLC	Mr. Derek Hutchins 502-442-4468	Installation of Duct, Fiber, Handholes	\$1,700,000
MAW: St Louis District Installs/Replacements	St Louis District	2014-IP	Missouri American Water	Mr. Dave Pruitt 314-996-2396	Installing Main and Services: Piping, Valves, Boxes, Hydrants	\$7,125,000
Missoula, MT	MT	2016-IP	Wide Open Networks/Missoula County Public Schools	Mr. Andrew Cohill 540-951-4400	Installation of fiber package, handholes, fiber	\$2,650,000



Licensing:

State of West Virginia:

Contractor's License Number #WV052618

Commonwealth of Virginia:

Class A Contractor's License #2705153712

State of Montana:

Contractors Registration #223639

State of Arkansas:

Commercial Contractors License #0359100517

State of Missouri:

City of St Louis - Communication Contractor's License #CC177

State of Iowa:

Contractor's Registration Certificate C128368

State of Tennessee:

Contractor's License ID#70708

State of Alabama:

Contractor's License #51970

Worksheet: Authorization to Transact Business

This worksheet may be used to help complete Part A of the Resident Bidder Status form. If at least one of the following describes your business, you are authorized to transact business in Iowa.

☒ Yes ☐ No

My business is currently registered as a contractor with the Iowa Division of Labor.

☐ Yes ☒ No

My business is a sole proprietorship and I am an Iowa resident for Iowa income tax purposes.

☐ Yes ☒ No

My business is a general partnership or joint venture. More than 50 percent of the general partners or joint venture parties are residents of Iowa for Iowa income tax purposes.

☐ Yes ☒ No

My business is an active corporation with the Iowa Secretary of State and has paid all fees required by the Secretary of State, has filed its most recent biennial report, and has not filed articles of dissolution.

☐ Yes ☒ No

My business is a corporation whose articles of incorporation are filed in a state other than Iowa, the corporation has received a certificate of authority from the Iowa secretary of state, has filed its most recent biennial report with the secretary of state, and has neither received a certificate of withdrawal from the secretary of state nor had its authority revoked.

☐ Yes ☒ No

My business is a limited liability partnership which has filed a statement of qualification in this state and the statement has not been canceled.

☐ Yes ☒ No

My business is a limited liability partnership which has filed a statement of qualification in a state other than Iowa, has filed a statement of foreign qualification in Iowa and a statement of cancellation has not been filed.

☐ Yes ☒ No

My business is a limited partnership or limited liability limited partnership which has filed a certificate of limited partnership in this state, and has not filed a statement of termination.

☐ Yes ☒ No

My business is a limited partnership or a limited liability limited partnership whose certificate of limited partnership is filed in a state other than Iowa, the limited partnership or limited liability limited partnership has received notification from the Iowa secretary of state that the application for certificate of authority has been approved and no notice of cancellation has been filed by the limited partnership or the limited liability limited partnership.

☐ Yes ☒ No

My business is a limited liability company whose certificate of organization is filed in Iowa and has not filed a statement of termination.

☒ Yes ☐ No

My business is a limited liability company whose certificate of organization is filed in a state other than Iowa, has received a certificate of authority to transact business in Iowa and the certificate has not been revoked or canceled.



AIA Document A310™ – 2010

Bid Bond

CONTRACTOR:

(Name, legal status and address)

Excel Utility Contractors, LLC
#2 Industrial Drive
St. James, MO 65559

SURETY:

(Name, legal status and principal place of business)

Great American Insurance Company
301 E. 4th Street
Cincinnati, OH 45202

OWNER:

(Name, legal status and address)

Indianola Municipal Utilities
111 S Buxton Street
Indianola, IA 50125

OFFICE OF CITY CLERK

APR 13 2017

INDIANOLA, IOWA

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

BOND AMOUNT: Ten Percent of Amount Bid (10%)

PROJECT:

(Name, location or address, and Project number, if any)

2017 Fiber to the Home Network Build

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 13th day of April, 2017.

(Witness)

(Witness)

Excel Utility Contractors, LLC

(Principal)

(Title)

Great American Insurance Company

(Surety)

(Title)

Lavonne Sherrod, Attorney-in-Fact

CAUTION: You should sign an original AIA Contract Document, on which this text appears in RED. An original assures that changes will not be obscured

GREAT AMERICAN INSURANCE COMPANY®

Administrative Office: 301 E 4TH STREET • CINCINNATI, OHIO 45202 • 513-369-5000 • FAX 513-723-2740

The number of persons authorized by
this power of attorney is not more than SIX

No. 0 20088

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That the GREAT AMERICAN INSURANCE COMPANY, a corporation organized and existing under and by virtue of the laws of the State of Ohio, does hereby nominate, constitute and appoint the person or persons named below, each individually if more than one is named, its true and lawful attorney-in-fact, for it and in its name, place and stead to execute on behalf of the said Company, as surety, any and all bonds, undertakings and contracts of suretyship, or other written obligations in the nature thereof; provided that the liability of the said Company on any such bond, undertaking or contract of suretyship executed under this authority shall not exceed the limit stated below.

Name	Address	Limit of Power
WILLIAM M. THOMAS	ALL OF	ALL
R.L. OAKES, III	KNOXVILLE, TENNESSEE	\$100,000,000
JAMES F. OAKES		
CHARLES C. MARTIN		
LAVONNE SHERROD		
KAREN BAKER		

This Power of Attorney revokes all previous powers issued on behalf of the attorney(s)-in-fact named above.

IN WITNESS WHEREOF the GREAT AMERICAN INSURANCE COMPANY has caused these presents to be signed and attested by its appropriate officers and its corporate seal hereunto affixed this 15TH day of MARCH, 2016
Attest
GREAT AMERICAN INSURANCE COMPANY



My L C. B.
Assistant Secretary

David C. Kitchin
Divisional Senior Vice President

STATE OF OHIO, COUNTY OF HAMILTON - ss:

On this 15TH day of MARCH, 2016, before me personally appeared DAVID C. KITCHIN, to me known, being duly sworn, deposes and says that he resides in Cincinnati, Ohio, that he is a Divisional Senior Vice President of the Bond Division of Great American Insurance Company, the Company described in and which executed the above instrument; that he knows the seal of the said Company; that the seal affixed to the said instrument is such corporate seal; that it was so affixed by authority of his office under the By-Laws of said Company, and that he signed his name thereto by like authority.

DAVID C. KITCHIN (877-377-2405)



Susan A. Kohorst
Notary Public, State of Ohio
My Commission Expires 05-18-2020

Susan A. Kohorst

This Power of Attorney is granted by authority of the following resolutions adopted by the Board of Directors of Great American Insurance Company by unanimous written consent dated June 9, 2008.

RESOLVED: That the Divisional President, the several Divisional Senior Vice Presidents, Divisional Vice Presidents and Divisional Assistant Vice Presidents, or any one of them, be and hereby is authorized, from time to time, to appoint one or more Attorneys-in-Fact to execute on behalf of the Company, as surety, any and all bonds, undertakings and contracts of suretyship, or other written obligations in the nature thereof; to prescribe their respective duties and the respective limits of their authority; and to revoke any such appointment at any time.

RESOLVED FURTHER: That the Company seal and the signature of any of the aforesaid officers and any Secretary or Assistant Secretary of the Company may be affixed by facsimile to any power of attorney or certificate of either given for the execution of any bond, undertaking, contract of suretyship, or other written obligation in the nature thereof, such signature and seal when so used being hereby adopted by the Company as the original signature of such officer and the original seal of the Company, to be valid and binding upon the Company with the same force and effect as though manually affixed.

CERTIFICATION

I, STEPHEN C. BERAHA, Assistant Secretary of Great American Insurance Company, do hereby certify that the foregoing Power of Attorney and the Resolutions of the Board of Directors of June 9, 2008 have not been revoked and are now in full force and effect.

Signed and sealed this

13th day of April

2017.

My L C. B.
Assistant Secretary



BID SCHEDULE

FIBER TO THE HOME NETWORK

1. Construct Fiber to the home network for the following unit and lump sum prices.
For items supplied by IMU, please bid on labor, transport, etc.:

Item No.	Description	Unit	Estimated Quantity	EACH	Total Price
1.1	Aerial New*- Strand, Anchors, Risers, Grounds and Bonds, and All Consumables to Install Fiber	LF	29,452	\$ 5.00	\$ 147,260.00
1.2	Aerial New*- Overlash to Existing Aerial Cable/Strand, Anchors, Risers, Grounds and Bonds, and All Consumables to Install Fiber	LF	13,592	\$ 3.50	\$ 47,512.00
1.3	Aerial Demolition	LF	29,452	\$.50	\$ 14,726.00
1.4	Underground* - New Build, Directional Drilling, Tracer Wire, Conduit, and Muletape. 286,300 Represents the total Underground construction Running line. (Conduit and Muletape footage is 384,593 FT due to Multiple conduit runs)	LF	286,300	\$ 8.10	\$ 2,319,030.00
1.5	Conduit (1-3 Ducts/Run), Tracer Wire, And Muletape	LF	384,593	\$	\$
1.5	Fiber Cable Installation,	LF	740,000	\$.52	\$ 384,800.00

1.6 Fiber Tail Installation for Multiport Terminals (for 566 MST Devices	LF	194,000	\$ <u>.45</u>	\$ <u>87,300.00</u>
1.7 30x48x36 Vault Installation	EA	19	\$ <u>475.00</u>	\$ <u>9,025.00</u>
1.8 24x36x24 Vault Installation	EA	706	\$ <u>250.00</u>	\$ <u>176,500.00</u>
1.9 13x24x12 Hand Hole Installation	EA	1823	\$ <u>95.00</u>	\$ <u>173,185.00</u>
1.10 FDH Cabinets Installation	EA	19	\$ <u>1,200.00</u>	\$ <u>22,800.00</u>
1.11 Existing FDH Cabinet Upgrades: Adding Rack-Mounted Splitter Cassette per Detail Drawing	EA	7	\$ <u>300.00</u>	\$ <u>2,100.00</u>
1.12 Splice Case Installation	EA	232	\$ <u>250.00</u>	\$ <u>58,000.00</u>
1.13 Splicing and Testing by Range	EA	10,000- 13,000	\$ <u>24.00</u>	\$ <u>312,000.00</u>
		13,000- 16,000	\$ <u>24.00</u>	\$ <u>384,000.00</u>
		16,000- 19,000	\$ <u>24.00</u>	\$ <u>456,000.00</u>

*Contractor to provide Conduit, Tracer Wire, Muletape, and all consumables required to install aerial fiber, including strand, pole hardware, anchors, bonds, riser guards, etc. IMU will provide all other project materials.

TOTAL BID
(Items 1.1 - 1.13) \$ 4,594,298.00

Note: This total bid price includes all ranges in Section 1.13, please deduct ranges not decided upon.

Bidder Status Form

Part A

To be completed by all bidders

Please answer "Yes" or "No" for each of the following:

☒ Yes ☐ No

My company is authorized to transact business in Iowa.

(To help you determine if your company is authorized, please review the worksheet on the next page).

☐ Yes ☒ No

My company has an office to transact business in Iowa. *office and yard will be acquired if awarded project*

☐ Yes ☒ No

My company's office in Iowa is suitable for more than receiving mail, telephone calls, and e-mail.

☐ Yes ☒ No

My company has been conducting business in Iowa for at least 3 years prior to the first request for bids on this project.

☐ Yes ☒ No

My company is not a subsidiary of another business entity or my company is a subsidiary of another business entity that would qualify as a resident bidder in Iowa.

If you answered "Yes" for each question above, your company qualifies as a resident bidder. Please complete Parts B and D of this form.

If you answered "No" to one or more questions above, your company is a nonresident bidder. Please complete Parts C and D of this form.

Part B

To be completed by resident bidders

My company has maintained offices in Iowa during the past 3 years at the following addresses:

Dates: _____ / _____ / _____ to _____ / _____ / _____

Address: _____

City, State, Zip: _____

Dates: _____ / _____ / _____ to _____ / _____ / _____

Address: _____

City, State, Zip: _____

Dates: _____ / _____ / _____ to _____ / _____ / _____

Address: _____

City, State, Zip: _____

You may attach additional sheet(s) if needed

Part C

To be completed by non-resident bidders

1. Name of home state or foreign country reported to the Iowa Secretary of State:

Missouri

2. Does your company's home state or foreign country offer preferences to bidders who are residents? ☐ Yes ☒ No

3. If you answered "Yes" to question 2, identify each preference offered by your company's home state or foreign country and the appropriate legal citation.

Note: If awarded project, Excel Utility Contractors, LLC will hire Iowa residents as needed for open positions.

You may attach additional sheet(s) if needed.

To be completed by all bidders

I certify that the statements made on this document are true and complete to the best of my knowledge and ; know that my failure to provide accurate and truthful information may be a reason to reject my bid.

Firm Name:

Excel Utility Contractors, LLC

Signature:

Keith Record

Date:

April 11, 2017



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

4/10/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER TIS Insurance Services, Inc. 1900 Winston Road, Suite 100 P.O. Box 10328 Knoxville TN 37939-0328	CONTACT NAME: Stacy Douglas PHONE (A/C, No, Ext): (865) 691-4847 E-MAIL ADDRESS: sdouglas@tisins.com FAX (A/C, No): (865) 694-4847														
INSURED Excel Utility Contractors, LLC P O Box 129 St. James MO 65559	<table border="1"><thead><tr><th>INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr></thead><tbody><tr><td>INSURER A: Valley Forge Insurance Co./CNA</td><td>20508</td></tr><tr><td>INSURER B: Continental Insurance Co./CNA</td><td>35289</td></tr><tr><td>INSURER C: Travelers Property Casualty Company</td><td>25674</td></tr><tr><td>INSURER D: Natl Fire Ins Hartford/CNA</td><td>20478</td></tr><tr><td>INSURER E:</td><td></td></tr><tr><td>INSURER F:</td><td></td></tr></tbody></table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Valley Forge Insurance Co./CNA	20508	INSURER B: Continental Insurance Co./CNA	35289	INSURER C: Travelers Property Casualty Company	25674	INSURER D: Natl Fire Ins Hartford/CNA	20478	INSURER E:		INSURER F:	
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COVERAGES

CERTIFICATE NUMBER: 17/18 GEN

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY			6024074941	4/1/2017	4/1/2018	EACH OCCURRENCE \$ 1,000,000
	☐ CLAIMS-MADE ☒ OCCUR		DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 15,000				
	☒ Contractual Liability		MED EXP (Any one person) \$ 100,000				
	☒ XCU Coverage		PERSONAL & ADV INJURY \$ 1,000,000				
GEN'L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE \$ 2,000,000
	☐ POLICY ☒ PRO-JECT ☐ LOC						PRODUCTS - COMP/OP AGG \$ 2,000,000
	OTHER:						Employee Benefits \$ 1,000,000
B	AUTOMOBILE LIABILITY			6024074924	4/1/2017	4/1/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	☒ ANY AUTO		BODILY INJURY (Per person) \$				
	☐ ALL OWNED AUTOS	☐ SCHEDULED AUTOS	BODILY INJURY (Per accident) \$				
	☒ HIRED AUTOS	☒ NON-OWNED AUTOS	PROPERTY DAMAGE (Per accident) \$				
						Medical payments \$ 2,000	
C	☒ UMBRELLA LIAB ☒ OCCUR			ZUP21N8956917NF	4/1/2017	4/1/2018	EACH OCCURRENCE \$ 9,000,000
	☐ EXCESS LIAB ☐ CLAIMS-MADE		AGGREGATE \$ 9,000,000				
	☐ DED ☒ RETENTION \$ 10,000						
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			624074938	4/1/2017	4/1/2018	☒ PER STATUTE ☐ OTH-ER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N ☒ N	N/A				E.L. EACH ACCIDENT \$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
							E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

Indianola Municipal Utilities
110 N 1st Street
Indianola, IA 50125

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Bunny Oakes/STADOU

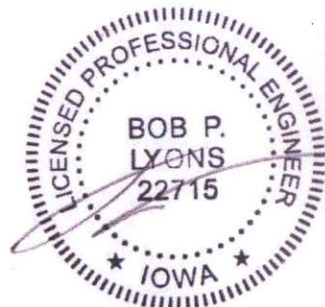
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2017 IOWA FIBER TO THE HOME PROJECT
INDIANOLA MUNICIPAL UTILITIES
INDIANOLA, IOWA

I hereby certify that this engineering document was prepared by me
or under my direct personal supervision and that I am a duly licensed
Professional Engineer under the laws of the State of Iowa.

Signed:

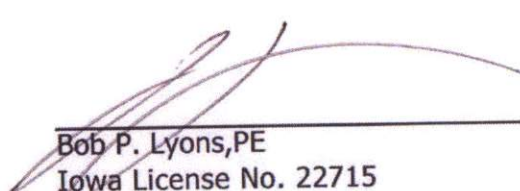
Date:



3/21/2017

Exp: 12/2018

3/21/2017


Bob P. Lyons, PE

Iowa License No. 22715

My license renewal date is December 31, 2018

Detailed parts covered by this seal:

ALL

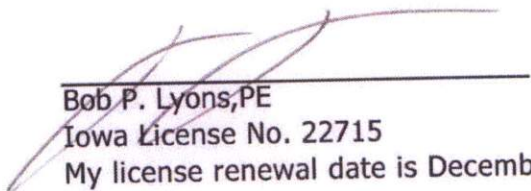
Prepared by
NewCom Technologies, Inc.
Des Moines,
Iowa

2017 IOWA FIBER TO THE HOME PROJECT
INDIANOLA MUNICIPAL UTILITIES
INDIANOLA, IOWA

I hereby certify that this engineering document was prepared by me
or under my direct personal supervision and that I am a duly licensed
Professional Engineer under the laws of the State of Iowa.

Signed:

Date:



Bob P. Lyons, PE

Iowa License No. 22715

My license renewal date is December 31, 2018

3/15/2017

Detailed parts covered by this seal:

All



Prepared by
NewCom Technologies, Inc.
Des Moines,
Iowa

3/15/2017
Exp: 12/31/2018

Changes/Updates

1. Q & A Document from Pre-Bid Construction Conference
2. Page 10 - Due date of intent to bid notification changed to March 17, 2017
3. Page 14- Bid form modified for clarification
4. Page 15- A couple of items were added to the description of what materials the Contractor is to provide.
5. Added: Technical Specifications Section 33 05 07.13 – Utility Directional Boring
6. Added: Technical Specifications Section 31 81 27- Aerial Cable Installation
7. Added: Technical Specifications Section 33 81 29- Communications Underground Vaults, Handholes, and Cabinets
8. Added: Technical Specifications Section 33 82 23- Optical Fiber Transmission and Distribution Cabling
9. Added: Technical Specifications Section 33 82 23.13- Optical Splicing and Terminations



MBE Contractor
Native American
Owned

Excel Utility Contractors, LLC

Excel Utility Contractors is a leading provider of contracting services that installs and maintains utilities in the telecommunications (Broadband), gas distribution, water main and service installation, and utility infrastructure industry. Excel provides installation and engineering services to leading communication, gas distribution, municipalities, government agencies, military and ISO companies. Our strong customer relationships and attention to quality and safety has enabled us nearly 100% repeat business with each new customer that we have worked with.

OUR SERVICE CAPABILITIES:

- Infrastructure Installation
 - Design and Installation
 - Experienced Project Managers
 - Nationwide Roll-Outs
- #### NATIONWIDE CAPABILITIES
- Deployment Specialists
 - Strategic Partnerships throughout the US
 - Single Point of Contact
 - Large Projects, T&M, MAC or Emergency
 - Depth of Resources

INFRASTRUCTURE INSTALLATION

- Installation of Water Main and Service
- Installation of Gas Main and Services
- Installation of Sanitary Sewer Main and Services
- Installation of Coax or Fiber
- Telecom and Customer Provided Equipment Installation and Service
- Copper and Fiber Terminations and Splicing
- Testing to BICSI and EIA/TIA Standards

ENTERPRISE

GOVERNMENT

MSO'S

GENERAL CONTRACTOR

FIBER CONSTRUCTION

GAS DISTRIBUTION

WATER MAIN AND SERVICE DISTRIBUTION

EXPERIENCED TEAM



MBE Contractor
Native American
Owned

Excel Utility Contractors, LLC

COMPANY DATA

BONDING CAPABILITIES:

Single Projects: \$10,000,000

Aggregate: \$15,000,000

*Bonding option above these levels

OFFICE LOCATIONS

Excel Utility Contractors LLC
2 Industrial Drive, PO Box 129, St.
James, MO 65559
Phone: 573-265-0888
Fax: 573-265-3387

Excel Utility Contractors LLC
1383 Hwy AT
Villa Ridge, MO 63089
Phone: 636-742-5752
Fax: 636-742-5798

TX: Office and Yard
TN: Office and Yard
KS: Office and Yard

FIN# 26-3447285
DUNS# 025606579

Keith Record
President
(314) 541-6343
krecord@excelutility.com
www.excelutility.com

PROJECTS

AT&T- 1,000,000' plus installed including manholes, excavation, boring, trenching, plowing etc

Missouri
\$9,125,000.00

Department of Defense: Military Installation: New and Upgrade Infrastructures

Mountain Home, ID; Fort Carson, CO; Fort Leonard Wood, MO; Fort Belvoir, VA; Fort Hood, TX; Fort Gordon, GA; Air Force Bases – MS, TX, MT, KS, ND, OK; ANG Bases - SC, MS, GA, MI
\$15,000,000.00

Sho-Me Technologies, LLC- (sub contractor on 70 miles) Installed 218 miles of handhole/Duct/Fiber by rock saw, bore, plow, rock bore, hydrohammer, backhoe and trench, RUS Work 75%

Missouri
\$7,420,000.00

ACRS, Inc/Community Telephone Company – RUS: When 100% completed 250 mile project; Drops, Mainline, ONT Installs
\$8,500,00.00

Missouri American Water Company- Installed Mains, Services; Piping, Valves, Boxes, Hydrants

Missouri
\$7,125,000.00

Municipalities- Rolla Municipal, Don Maggi Construction, City of St James, City of Sunrise Beach: Steel Casing Installation

Missouri
\$1,000,000.00

Empire Gas District- Remove, install, and program Indexes for Electronic Radio Transmitters

Northern Missouri
\$1,100,000.00

Summit Gas- Installation of Gas Mains and Gas Services

Branson, MO and Warsaw, MO
\$850,000.00

The Chair then announced that the City Clerk and the IMU General Manager had opened and tabulated the bids for the public improvements described in general as the 2017 Fiber to The Home Network Project (Construction) for Indianola Municipal Utilities, Indianola, Iowa, in accordance with the plans and specifications previously adopted.

The following bids were presented by the City Clerk and the IMU General Manager.

Name and Address of Bidder

Amount of Bid

Board member _____ moved and _____ seconded to acknowledging bids received and designated _____ as the apparent low bidder in an amount of \$_____. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

It was moved by _____ and seconded by _____ to award the contract for the 2017 Fiber To The Home Network Project (Construction) to _____ in an amount of \$_____ subject to financing. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

Board Member _____ introduced the following resolution entitled "RESOLUTION MAKING AWARD OF CONSTRUCTION CONTRACT", subject to financing, and moved its adoption. Board Member _____ seconded the motion to adopt. The roll was called and the vote was:

AYES: _____

NAYS: _____

Whereupon, the Chair declared the following Resolution duly adopted:

RESOLUTION MAKING AWARD OF CONSTRUCTION CONTRACT

BE IT RESOLVED BY THE BOARD OF TRUSTEES OF THE INDIANOLA MUNICIPAL UTILITIES:

Section 1. The bid of _____ in the amount of \$ _____ for the 2017 Fiber to The Home Network Project (Construction), subject to financing, for Indianola Municipal Utilities, Indianola, Iowa, subject to financing, described in the plans and specifications previously adopted by this Board on the _____ day of _____, 2017, is accepted, it being the lowest responsible bid for the work and materials.

Section 2. The IMU General Manager and the City Clerk are directed to execute a contract with the contractor for the construction of the public improvement. The contract not to be binding on the Board of Trustees until approved by the Board.

PASSED AND APPROVED this _____ day of _____, 2017.

ADAM VOIGTS, Chair

ATTEST:

DIANA BOWLIN, City Clerk

Meeting Date: 05/22/2017

Information**Subject**

Review of 2017 Fiber To The Home Network Project material bids and approval of resolution making award of contract

Information

Material bids were received on April 13, 2017 for the 2017 Fiber To the Home Network Project (material). A bid tabulation prepared by NewCom Technologies is attached and a summary is below.

VENDOR	AWARD
Power & Tel	\$701,285.44
Graybar	\$0
Wesco	\$2,390.35
RESCO	\$680.92
Terry Durrin	\$164,020.00
Irby	\$414,877.96
Total Material Awards	\$1,283,254..67
Engineer's Estimate	\$1,452,727.00
Percentage	88.33%

In your packet is the resolution awarding the contract for materials.

Roll call is in order for materials to the recommended vendors and in the amounts presented is in order subject to financing.

Fiscal Impact**Attachments**

Resolution

NewCom Materials Letter of Recommendation

The Chair then announced that the City Clerk and the IMU General Manager had opened and tabulated the bids for the public improvements described in general as the 2017 Fiber to The Home Project – Material Procurement for Indianola Municipal Utilities, Indianola, Iowa, in accordance with the plans and specifications previously adopted.

The following bids were presented by the City Clerk and the IMU General Manager.

Name and Address of Bidder

Amount of Bid

Board member_____moved and_____seconded to acknowledging bids received and designated_____as the apparent low bidder in an amount of \$_____. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

It was moved by_____and seconded by _____to award the contract for the 2017 Fiber To The Home Project – Material Procurement Project subject to financing. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

Board Member_____introduced the following resolution entitled "RESOLUTION MAKING AWARD OF CONSTRUCTION CONTRACT", subject to financing, and moved its adoption. Board Member__seconded the motion to adopt. The roll was called and the vote was:

AYES:_____

NAYS:_____

Whereupon, the Chair declared the following Resolution duly adopted:

RESOLUTION MAKING AWARD OF CONSTRUCTION CONTRACT

BE IT RESOLVED BY THE BOARD OF TRUSTEES OF THE INDIANOLA MUNICIPAL UTILITIES:

Section 1. The bid of _____ in the amount of \$ _____ for the 2017 Fiber to The Home Project – Material Procurement for Indianola Municipal Utilities, Indianola, Iowa, subject to financing, described in the plans and specifications previously adopted by this Board on the _____ day of ___, 2017, is accepted, it being the lowest responsible bid for the work and materials.

Section 2. The IMU General Manager and the City Clerk are directed to execute a contract with the contractor for the construction of the public improvement. The contract not to be binding on the Board of Trustees until approved by the Board.

PASSED AND APPROVED this _____ day of _____, 2017.

ADAM VOIGTS, Chair

ATTEST:

DIANA BOWLIN, City Clerk



NewCom Technologies, Inc.
6000 Grand Avenue
Des Moines, Iowa 50312
800-626-6234
515 274-9611 (Local)
515 274-9622 (FAX)
newcom@newcomtech.com
newcomtech.com

May 19, 2017

Rob Stangel
General Manager
Indianola Municipal Utilities
110 N 1st St.
Indianola, IA 50125
rstangel@i-m-u.com

Dear Rob,

Sealed bids for the materials purchase as well as the Contractor on the 2017 IMU Fiber to the Home Project were received and opened at 2:00 PM on April 13, 2017. This project is to expand IMU's capability as a local internet, telephone, and video service provider to the Indianola metro area.

The construction contract includes the installation of approximately 60 miles of optical fiber cable, 90% of which is underground, 10% aerial. A small portion of the build will use existing conduit. Existing cabinets which currently house electronics for Active Ethernet will be transformed into passive component cabinets. The materials contract will supply 80% of the project materials, including the cabinets, fiber cable, MSTs, and splice enclosures.

Bids for materials were received from six vendors. A summary of the bids is included on the attached page. The amount recommended for purchase from each vendor is shown in the table below.

Vendor	Award
Power & Tel	\$701,285.44
Graybar	\$ 0
Wesco	\$2,390.35
Resco	\$ 680.92
Terry Durrin	\$164,020.00
Irby	\$414,877.96
Total Material Awards	\$1,283,254.67
Engineer's Estimate	\$1,452,727.00
Percentage	88.33%

Respectfully,



Bob Lyons, PE

cc: Chris Longer, Mike Metcalf, Jim Petro

2017 IMU FTTH Materials Bid Results

Bidder:	Award Amt	Line Items Awarded	Percentage \$	Percentage Item Qty
Power & Tel	\$ 701,285.44	59	55%	84%
Wesco	\$ 2,390.35	2	0.19%	3%
Resco	\$ 680.92	1	0.05%	1%
Irby	\$ 414,877.96	6	32.33%	9%
Graybar		0	0.00%	0
Terry Durin	\$ 164,020.00	2	12.78%	3%
Total Award	\$ 1,283,254.67	70	100.00%	100%



Indianola Municipal Utilities - Fiber to the Home Project
Materials Contract Bids List - April 13, 2017 2:00 PM Training Room @ The Indianola Municipal Building
110 N 1st Street, Indianola, IA

	Bidder		Contact	Email	Phone
	Power & Tel	Memphis, TN	Mike Brems	mike.brems@ptsupply.com	319-533-5675
	Graybar	Des Moines, IA	Alan matthews	alan.matthews@graybar.com	
	Wesco	Des Moines, IA	Bruce Connely	wjulander@wescodist.com , bconnelly@wescodist.com	515-244-8611
	Resco	Ankeny, IA	Drew Primrose	dprimrose@resco1.com	1-888-293-7372
	Terry Durin	Cedar Rapids, IA	Peter Durin	pdurin@terry-durin.com	319-364-4106

Bids					
Item No.	Quantity	U/M	Mfg and Cat No. (Description) or General Product Description		Total Item Bid Price
1	19,460	Ft	Superior Essex/120122D01 (12 ct Fiber)		
			Power & Tel	\$ 0.24	4,740.46
			Graybar	\$ 0.24	4,734.62
			Wesco	\$ 0.37	7,161.28
			Wesco Alternative Bid	\$ 0.24	4,650.94
			Terry Durin	\$ 0.28	5,487.72
			Irby	\$ 0.17	3,386.04
			Resco	\$ 0.29	5,633.67
2	55,846	Ft	Superior Essex/120242D01 (24 ct Fiber)		
			Power & Tel	\$ 0.29	16,195.34
			Graybar	\$ 0.29	16,318.20
			Wesco	\$ 0.44	24,516.39
			Wesco Alternative Bid	\$ 0.31	17,033.03
			Terry Durin	\$ 0.31	17,033.03
			Irby	\$ 0.22	12,118.58
			Resco	\$ 0.34	19,250.12
3	288,890	Ft	Superior Essex/120482D01 (48 ct Fiber)		
			Power & Tel	\$ 0.38	110,679.54
			Graybar	\$ 0.39	112,609.32
			Wesco	\$ 0.58	167,267.31
			Wesco Alternative Bid	\$ 0.40	115,267.11
			Terry Durin	\$ 0.38	108,911.53
			Irby	\$ 0.30	86,378.11
			Resco	\$ 0.45	131,213.84
4	194,949	Ft	Superior Essex/120962D01 (96 ct Fiber)		
			Power & Tel	\$ 0.65	127,594.12
			Graybar	\$ 0.68	133,481.58
			Wesco	\$ 0.99	192,999.51
			Wesco Alternative Bid	\$ 0.71	138,413.79
			Terry Durin	\$ 0.61	118,918.89
			Irby	\$ 0.52	101,763.38
			Resco	\$ 0.78	151,280.42
5	198,414	Ft	Superior Essex/121442D01 (144 ct Fiber)		
			Power & Tel	\$ 0.96	191,370.30

Selected Price Bidder

3386.04 Irby

12118.58 Irby

86378.11 Irby

101763.38 Irby

				Graybar	\$ 0.98	\$ 194,425.88
				Wesco	\$ 1.46	\$ 289,684.44
				Wesco Alternative Bid	\$ 1.01	\$ 200,794.97
				Terry Durin	\$ 0.90	\$ 178,175.77
				Irby	\$ 0.76	\$ 150,993.05
				Resco	\$ 1.14	\$ 226,886.41
6	41,544	Ft	Superior Essex/122882D01 (288 ct Fiber)			
				Power & Tel	\$ 1.64	\$ 68,113.88
				Graybar	\$ 1.70	\$ 70,533.40
				Wesco	\$ 2.48	\$ 103,029.12
				Wesco Alternative Bid	\$ 1.72	\$ 71,289.50
				Terry Durin	\$ 1.61	\$ 66,802.75
				Irby	\$ 1.45	\$ 60,238.80
				Resco	\$ 1.94	\$ 80,757.38
7	9	Ea	Commscope/MST-02MH00-B0200U (MST 2 port 200' Tail)			
				Power & Tel	\$ 77.37	\$ 696.33
				Graybar	\$ 87.29	\$ 785.61
				Wesco	\$ 82.50	\$ 742.50
				Terry Durin	No Bid	
				Resco	\$ 91.74	\$ 825.65
8	7	Ea	Commscope/MST-02MH00-B0500U (MST 2 port 500' Tail)			
				Power & Tel	\$ 134.21	\$ 939.47
				Graybar	\$ 151.43	\$ 1,060.01
				Wesco	\$ 143.10	\$ 1,001.70
				Terry Durin	No Bid	
				Resco	\$ 159.13	\$ 1,113.88
9	6	Ea	Commscope/MST-02MH00-B0750U (MST 2 port 750' Tail)			
				Power & Tel	\$ 170.55	\$ 1,023.30
				Graybar	\$ 193.71	\$ 1,162.26
				Wesco	\$ 183.09	\$ 1,098.54
				Terry Durin	No Bid	
				Resco	\$ 202.21	\$ 1,213.25
10	1	Ea	Commscope/MST-02MH00-B1000U (MST 2 port 1,000' Tail)			
				Power & Tel	\$ 209.21	\$ 209.21
				Graybar	\$ 236.03	\$ 236.03
				Wesco	\$ 223.07	\$ 223.07
				Terry Durin	No Bid	
				Resco	\$ 248.05	\$ 248.05
11	4	Ea	Commscope/MST-02MH00-B1500U (MST 2 port 1,500' Tail)			
				Power & Tel	\$ 294.08	\$ 1,176.32
				Graybar	\$ 334.00	\$ 1,336.00
				Wesco	\$ 315.66	\$ 1,262.64
				Terry Durin	No Bid	
				Resco	\$ 348.66	\$ 1,394.65
12	17	Ea	Commscope/MST-04MH00-B0200U (MST 4 port 200' Tail)			
				Power & Tel	\$ 99.47	\$ 1,690.99
				Graybar	\$ 112.23	\$ 1,907.91
				Wesco	\$ 106.07	\$ 1,803.19
				Terry Durin	No Bid	
				Rsco	\$ 117.94	\$ 2,004.92
13	43	Ea	Commscope/MST-04MH00-B0500U (MST 4 port 500' Tail)			
				Power & Tel	\$ 155.91	\$ 6,704.13
				Graybar	\$ 176.36	\$ 7,583.48
				Wesco	\$ 166.67	\$ 7,166.81
				Terry Durin	No Bid	
				Resco	\$ 184.85	\$ 7,948.59
14	11	Ea	Commscope/MST-04MH00-B0750U (MST 4 port 750' Tail)			
				Power & Tel	\$ 192.51	\$ 2,117.61
				Graybar	\$ 218.65	\$ 2,405.15
				Wesco	\$ 206.66	\$ 2,273.26
				Terry Durin	No Bid	
				Resco	\$ 228.25	\$ 2,510.73
15	7	Ea	Commscope/MST-04MH00-B1000U (MST 4 port 1,000' Tail)			

150993.05 Irby

60238.8 Irby

696.33 Power & Tel

939.47 Power & Tel

1023.3 Power & Tel

209.21 Power & Tel

1176.32 Power & Tel

1690.99 Power & Tel

6704.13 Power & Tel

2117.61 Power & Tel

				Power & Tel	\$	230.70	\$	1,614.90	1614.9 Power & Tel
				Graybar	\$	260.97	\$	1,826.79	
				Wesco	\$	246.64	\$	1,726.48	
				Terry Durin	No Bid				
				Resco	\$	273.53	\$	1,914.68	
16	1	Ea	Commscope/MST-04MH00-B1250U (MST 4 port 1,250' Tail)						
				Power & Tel	\$	274.86	\$	274.86	274.86 Power & Tel
				Graybar	\$	312.18	\$	312.18	
				Wesco	\$	295.04	\$	295.04	
				Terry Durin	No Bid				
				Resco	\$	325.88	\$	325.88	
17	1	Ea	Commscope/MST-04MH00-B1500U (MST 4 port 1,500' Tail)						
				Power & Tel	\$	316.04	\$	316.04	316.04 Power & Tel
				Graybar	\$	358.94	\$	358.94	
				Wesco	\$	339.23	\$	339.23	
				Resco	\$	374.70	\$	374.70	
				Terry Durin	No Bid				
18	20	Ea	Commscope/MST-06RH00-B0100U (4x3 MST 6 port 100' Tail)						
				Power & Tel	\$	106.95	\$	2,139.00	2139 Power & Tel
				Graybar	\$	121.13	\$	2,422.60	
				Wesco	\$	114.48	\$	2,289.60	
				Resco	\$	126.80	\$	2,536.01	
				Terry Durin	No Bid				
19	13	Ea	Commscope/MST-06RH00-B0200U (4x3 MST 6 port 200' Tail)						
				Power & Tel	\$	121.90	\$	1,584.70	1584.7 Power & Tel
				Graybar	\$	138.05	\$	1,794.65	
				Wesco	\$	130.48	\$	1,696.24	
				Resco	\$	144.53	\$	1,878.87	
				Terry Durin	No Bid				
20	71	Ea	Commscope/MST-06RH00-B0500U (4x3 MST 6 port 500' Tail)						
				Power & Tel	\$	178.52	\$	12,674.92	12674.92 Power & Tel
				Graybar	\$	202.19	\$	14,355.49	
				Wesco	\$	191.08	\$	13,566.68	
				Resco	\$	211.66	\$	15,027.67	
				Terry Durin	No Bid				
21	35	Ea	Commscope/MST-06RH00-B0750U (4x3 MST 6 port 750' Tail)						
				Power & Tel	\$	215.87	\$	7,555.45	7555.45 Power & Tel
				Graybar	\$	244.48	\$	8,556.80	
				Wesco	\$	231.07	\$	8,087.45	
				Resco	\$	255.94	\$	8,958.04	
				Terry Durin	No Bid				
22	13	Ea	Commscope/MST-06RH00-B1000U (4x3 MST 6 port 1,000' Tail)						
				Power & Tel	\$	253.22	\$	3,291.86	3291.86 Power & Tel
				Graybar	\$	286.80	\$	3,728.40	
				Wesco	\$	271.05	\$	3,523.65	
				Resco	\$	300.22	\$	3,902.85	
				Terry Durin	No Bid				
23	4	Ea	Commscope/MST-06RH00-B1250U(4x3 MST 6 port 1,250' Tail)						
				Power & Tel	\$	257.92	\$	1,031.68	1031.68 Power & Tel
				Graybar	\$	384.77	\$	1,539.08	
				Wesco	\$	425.93	\$	1,703.72	
				Resco	\$	305.79	\$	1,223.18	
				Terry Durin	\$	305.80	\$	1,223.20	
24	26	Ea	Commscope/MST-08RH00-B0100U (4x3 MST 8 port 100' Tail)						
				Power & Tel	\$	131.33	\$	3,414.58	3414.58 Power & Tel
				Graybar	\$	148.74	\$	3,867.24	
				Wesco	\$	140.58	\$	3,655.08	
				Resco	\$	155.71	\$	4,048.46	
				Terry Durin	No Bid				
25	20	Ea	Commscope/MST-08RH00-B0200U (4x3 MST 8 port 200' Tail)						
				Power & Tel	\$	147.84	\$	2,956.80	2956.8 Power & Tel
				Graybar	\$	167.44	\$	3,348.80	
				Wesco	\$	158.25	\$	3,165.00	

				Resco	\$ 175.29	\$ 3,505.80
				Terry Durin	No Bid	
26	93	Ea	Commscope/MST-08RH00-B0500U (4x3 MST 8 port 500' Tail)			
				Power & Tel	\$ 209.18	\$ 19,453.74
				Graybar	\$ 236.93	\$ 22,034.49
				Wesco	\$ 223.91	\$ 20,823.63
				Resco	\$ 248.00	\$ 23,064.33
				Terry Durin	No Bid	
27	36	Ea	Commscope/MST-08RH00-B0750U (4x3 MST 8 port 750' Tail)			
				Power & Tel	\$ 243.38	\$ 8,761.68
				Graybar	\$ 283.68	\$ 10,212.48
				Wesco	\$ 268.11	\$ 9,651.96
				Resco	\$ 288.55	\$ 10,387.83
				Terry Durin	No Bid	
28	6	Ea	Commscope/MST-08RH00-B1000U (4x3 MST 8 port 1,000' Tail)			
				Power & Tel	\$ 280.74	\$ 1,684.44
				Graybar	\$ 330.44	\$ 1,982.64
				Wesco	\$ 312.29	\$ 1,873.74
				Resco	\$ 332.85	\$ 1,997.09
				Terry Durin	No Bid	
29	2	Ea	Commscope/MST-08RH00-B1250U (4x3 MST 8 port 1,250' Tail)			
				Power & Tel	\$ 294.62	\$ 589.24
				Graybar	\$ 437.32	\$ 874.64
				Wesco	\$ 486.54	\$ 973.08
				Resco	\$ 349.30	\$ 698.61
				Terry Durin	No Bid	
30	1	Ea	Commscope/MST-08RH00-B1500U (4x3 MST 8 port 1,500' Tail)			
				Power & Tel	\$ 385.05	\$ 385.05
				Graybar	\$ 437.32	\$ 437.32
				Wesco	\$ 413.30	\$ 413.30
				Resco	\$ 456.52	\$ 456.52
				Terry Durin	No Bid	
31	13	Ea	Commscope/MST-12RH00-B0100U (4x3 MST 12 port 100' Tail)			
				Power & Tel	\$ 177.23	\$ 2,303.99
				Graybar	\$ 201.30	\$ 2,616.90
				Wesco	\$ 190.24	\$ 2,473.12
				Resco	\$ 210.13	\$ 2,731.63
				Terry Durin	No Bid	
32	11	Ea	Commscope/MST-12RH00-B0200U (4x3 MST 12 port 200' Tail)			
				Power & Tel	\$ 195.81	\$ 2,153.91
				Graybar	\$ 221.78	\$ 2,439.58
				Wesco	\$ 209.60	\$ 2,305.60
				Resco	\$ 232.16	\$ 2,553.72
				Terry Durin	No Bid	
33	60	Ea	Commscope/MST-12RH00-B0500U (4x3 MST 12 port 500' Tail)			
				Power & Tel	\$ 261.87	\$ 15,712.20
				Graybar	\$ 296.60	\$ 17,796.00
				Wesco	\$ 280.31	\$ 16,818.60
				Resco	\$ 310.48	\$ 18,628.81
				Terry Durin	No Bid	
34	30	Ea	Commscope/MST-12RH00-B0750U (4x3 MST 12 port 750' Tail)			
				Power & Tel	\$ 307.09	\$ 9,212.70
				Graybar	\$ 347.80	\$ 10,434.00
				Wesco	\$ 328.71	\$ 9,861.30
				Resco	\$ 364.09	\$ 10,922.78
				Terry Durin	No Bid	
35	4	Ea	Commscope/MST-12RH00-B1000U (4x3 MST 12 port 1,000' Tail)			
				Power & Tel	\$ 352.30	\$ 1,409.20
				Graybar	\$ 399.02	\$ 1,596.08
				Wesco	\$ 377.11	\$ 1,508.44
				Resco	\$ 417.69	\$ 1,670.78
				Terry Durin	No Bid	

19453.74 Power & Tel

8761.68 Power & Tel

1684.44 Power & Tel

589.24 Power & Tel

385.05 Power & Tel

2303.99 Power & Tel

2153.91 Power & Tel

15712.2 Power & Tel

9212.7 Power & Tel

1409.2 Power & Tel

36	1	Ea	Commscope/MST-12RH00-B1250U (4x3 MST 12 port 1250' Tail)			
				Power & Tel	\$ 350.35 \$ 350.35	350.35 Power & Tel
				Graybar	\$ 514.80 \$ 514.80	
				Wesco	\$ 578.57 \$ 578.57	
				Resco	\$ 415.37 \$ 415.37	
				Terry Durin	No Bid	
37	706	Ea	24"x36"x24" Polycarbonate Tier 15 Cover Hand Hole			
				Power & Tel	\$ 244.64 \$ 172,715.84	
				Graybar	No Bid	
				Wesco	\$ 262.06 \$ 185,014.36	
				Resco	\$ 279.13 \$ 197,065.78	
				Resco Alt	\$ 264.02 \$ 186,398.12	
				Terry Durin	\$ 220.00 \$ 155,320.00	155320 Terry Durin
38	20	Ea	30"x48"x36" Polycarbonate Tier 15 2 Piece Cover Vault with pre-manufactured opening A6001430TAPCX36			
				Power & Tel	\$ 699.33 \$ 13,986.60	
				Graybar	No Bid	
				Wesco	\$ 479.55 \$ 9,591.00	
				Resco	No Bid	
				Resco Alt	No Bid	
				Terry Durin	\$ 435.00 \$ 8,700.00	8700 Terry Durin
39	1,823	Ea	13"x24"x12" Polycarbonate Tier 15 Cover Hand Hole			
				Power & Tel	\$ 83.69 \$ 152,566.87	152566.87 Power & Tel
				Graybar	No Bid	
				Wesco	\$ 93.90 \$ 171,179.70	
				Resco	\$ 95.37 \$ 173,859.51	
				Resco Alt	\$ 104.59 \$ 190,667.57	
				Terry Durin	\$ 86.00 \$ 156,778.00	
40	725	Ea	5/8" x 8' Copper Ground Rod			
				Power & Tel	\$ 8.61 \$ 6,244.06	6244.06 Power & Tel
				Graybar	\$ 9.68 \$ 7,018.00	
				Wesco	\$ 9.40 \$ 6,815.00	
				Resco	\$ 9.25 \$ 6,706.25	
				Terry Durin	\$ 8.95 \$ 6,488.75	
41	725	Ea	½" – 5/8" Copper Ground Rod Clamp			
				Power & Tel	\$ 1.06 \$ 764.88	
				Graybar	\$ 1.17 \$ 848.25	
				Wesco	\$ 1.04 \$ 754.00	
				Resco	\$ 0.94 \$ 680.92	680.92 Resco
				Terry Durin	\$ 1.25 \$ 906.25	
42	3,625	Ft	#8 AWG Solid Ground Wire			
				Power & Tel	\$ 0.59 \$ 2,127.88	
				Graybar	No Bid	
				Wesco	\$ 0.25 \$ 906.25	906.25 Wesco
				Resco	\$ 0.78 \$ 2,831.49	
				Terry Durin	\$ 0.33 \$ 1,196.25	
43	564	Ea	1.5" Round Copper Blank Tags			
				Power & Tel	\$ 0.59 \$ 332.76	332.76 Power & Tel
				Graybar	No Bid	
				Wesco	\$ 2.50 \$ 1,410.00	
				Resco	\$ 0.80 \$ 451.20	
				Terry Durin	No Bid	
44	210	Ea	B Size Fiber Splice Closure			
				Power & Tel	\$ 191.79 \$ 40,275.90	40275.9 Power & Tel
				Graybar	\$ 221.20 \$ 46,452.00	
				Wesco	\$ 171.29 \$ 35,970.90	
				Resco	\$ 240.05 \$ 50,410.50	
				Resco Alternative Bid	\$ 192.79 \$ 40,485.90	
				Terry Durin	No Bid	

Wesco was the low bidder on this item. However, the specific part number wasn't clarified in the bid documents. IMU wants to stay with what they currently use.

45	4	Ea	C Size Fiber Splice Closure		
Wesco was the low bidder on this item. However, the specific part number wasn't clarified in the bid documents. IMU wants to stay with what they currently use.				Power & Tel	\$ 212.90 \$ 851.60
				Graybar	\$ 245.55 \$ 982.20
				Wesco	\$ 199.96 \$ 799.84
				Resco	\$ 266.43 \$ 1,065.72
				Resco Alternative Bid	\$ 308.70 \$ 1,234.80
				Terry Durin	No Bid
46	16	Ea	D Size Fiber Splice Closure		
Wesco was the low bidder on this item. However, the specific part number wasn't clarified in the bid documents. IMU wants to stay with what they currently use.				Power & Tel	\$ 301.67 \$ 4,826.72
				Graybar	\$ 347.92 \$ 5,566.72
				Wesco	\$ 296.04 \$ 4,736.64
				Resco	\$ 377.55 \$ 6,040.80
				Resco Alternative Bid	\$ 417.41 \$ 6,678.56
				Terry Durin	No Bid
47	338	Ea	B Size Fiber Splice Closure 24 ct Splice Tray		
				Power & Tel	\$ 12.86 \$ 4,346.68
				Graybar	\$ 14.83 \$ 5,012.54
				Wesco	\$ 14.23 \$ 4,809.74
				Resco	\$ 16.59 \$ 5,607.42
				Resco Alternative Bid	\$ 23.33 \$ 7,885.54
				Terry Durin	No Bid
48	2	Ea	C Size Fiber Splice Closure 24 ct Splice Tray		
				Power & Tel	\$ 14.78 \$ 29.56
				Graybar	\$ 17.05 \$ 34.10
				Wesco	\$ 16.36 \$ 32.72
				Resco	\$ 18.56 \$ 37.12
				Terry Durin	No Bid
49	1	Ea	D Size Fiber Splice Closure 24 ct Splice Tray		
				Power & Tel	\$ 22.97 \$ 22.97
				Graybar	\$ 26.49 \$ 26.49
				Wesco	\$ 45.42 \$ 45.42
				Resco	\$ 28.78 \$ 28.78
				Resco Alternative Bid	\$ 30.76 \$ 30.76
				Terry Durin	No Bid
50	18	Ea	288 act SC/APC port ct Fiber Distribution Cabinet with 4" riser, 50 ft OSP fiber feeder pigtail to be spliced in vault below Clearfield RN1-288-C1E-200B 050F		
				Power & Tel	\$ 5,133.04 \$ 92,394.72
				Graybar	\$ 5,489.56 \$ 98,812.08
				Wesco	\$ 5,518.98 \$ 99,341.64
				Terry Durin	No Bid
				Resco	No Bid
51	2	Ea	144 act SC/APC port ct Fiber Distribution Cabinet with 4" riser, 50 ft OSP fiber feeder pigtail to be spliced in vault below		
				Power & Tel	\$ 3,363.01 \$ 6,726.02
				Graybar	\$ 3,597.30 \$ 7,194.60
				Wesco	\$ 3,690.21 \$ 7,380.42
				Terry Durin	No Bid
				Resco	No Bid
52	41	Ea	1x32 Splitter for Fiber Distribution Cabinet		
				Power & Tel	\$ 907.84 \$ 37,221.44
				Graybar	\$ 1,043.25 \$ 42,773.25
				Wesco	\$ 1,099.34 \$ 45,072.94
				Terry Durin	No Bid
				Resco	No Bid
					#VALUE!
53	8	Ea	Patch panel with splitters for Existing Cabinet Upgrade chassis, Clearfield TKA-ZZG-ZZZ		

				1377.93	Power & Tel	\$	355.89	\$	2,847.12
				1449.15	Graybar	\$	355.89	\$	2,847.12
Wesco combined part numbers for 53 and 53a into a single price					Wesco	\$	1,555.00	\$	12,440.00
					Resco		No Bid		
					Resco Alternative Bid		No Bid		
					Terry Durin		No Bid		
53a	23	Ea	Patch panel with splitters for Existing Cabinet Upgrade ports with tails, Clearfield MTK-PES-EAZ-ZZZ						
					Power & Tel	\$	1,022.04	\$	8,176.32
Group Price comparison P & T Graybar Wesco					Graybar	\$	1,093.26	\$	8,746.08
					Wesco	\$	1,555.00	\$	12,440.00
					Resco		No Bid		
					Resco Alternative Bid		No Bid		
					Terry Durin		No Bid		
54	16,490	Ft	Green #12 THHN Solid Copper Conductor Tracer Wire						
					Power & Tel	\$	0.10	\$	1,716.28
					Graybar	\$	0.10	\$	1,614.70
					Wesco	\$	0.09	\$	1,484.10
					Resco	\$	0.10	\$	1,658.89
					Terry Durin	\$	0.10	\$	1,566.55
55	578	Ea	CommScope/FHDHP1D0200F (200 ft tonable drop cable with hardened connector)						
					Power & Tel	\$	78.56	\$	45,407.68
					Graybar	\$	100.55	\$	58,117.90
					Wesco	\$	95.02	\$	54,921.56
					Resco	\$	93.15	\$	53,840.70
					Terry Durin		No Bid		
56	604	Ea	CommScope/FHDHP1D0300F (300 ft tonable drop cable with hardened connector)						
					Power & Tel	\$	105.13	\$	63,498.52
					Graybar	\$	128.33	\$	77,511.32
					Wesco	\$	121.28	\$	73,253.12
					Resco	\$	124.65	\$	75,288.60
					Terry Durin		No Bid		
57	318	Ea	CommScope/FHDHP1D0400F (400 ft tonable drop cable with hardened connector)						
					Power & Tel	\$	126.67	\$	40,281.06
					Graybar	\$	156.11	\$	49,642.98
					Wesco	\$	147.55	\$	46,920.90
					Resco	\$	150.18	\$	47,757.24
					Terry Durin		No Bid		
58	112	Ea	CommScope/FHDHP1D0500F (500 ft tonable drop cable with hardened connector)						
					Power & Tel	\$	148.22	\$	16,600.64
					Graybar	\$	183.91	\$	20,597.92
					Wesco	\$	173.81	\$	19,466.72
					Resco	\$	175.74	\$	19,682.88
					Terry Durin		No Bid		
59	32	Ea	CommScope/FHDHP1D0750F (750 ft tonable drop cable with hardened connector)						
					Power & Tel	\$	210.14	\$	6,724.48
					Graybar	\$	274.23	\$	8,775.36
					Wesco	\$	259.16	\$	8,293.12
					Resco	\$	249.14	\$	7,972.48
					Terry Durin		No Bid		
60	5	Ea	CommScope/FHDHP1D01000F (1000 ft tonable drop cable with hardened connector)						
					Power & Tel	\$	344.89	\$	1,724.45
					Graybar	\$	438.65	\$	2,193.25
					Wesco	\$	414.55	\$	2,072.75
					Resco	\$	408.91	\$	2,044.55
					Terry Durin		No Bid		

2847.12 Power & Tel

8176.32 Power & Tel

1484.1 Wesco

45407.68 Power & Tel

63498.52 Power & Tel

40281.06 Power & Tel

16600.64 Power & Tel

6724.48 Power & Tel

1724.45 Power & Tel

61	1,649	Ea	Clearfield/TAP-BBD-1Z-ZZZ (Patch and Splice Demark box for drop cable with Duplex SC/APC Connector)		
			Power & Tel	\$ 20.30	\$ 33,474.70
			Graybar	\$ 22.10	\$ 36,442.90
			Wesco	\$ 22.33	\$ 36,822.17
			Resco	\$ 25.41	\$ 41,901.09
			Terry Durin	No Bid	
The Following are for the PoP Patch Panel Configurations for 3-288 ct, 1-144 ct, and 1-48 ct Fiber					
63	4	Ea	High Density Rack Mount FDU 8RU, 288 fiber. Clearfield GPH-288-A1B-AA6-B200F		
			Power & Tel	\$ 4,162.30	\$ 16,649.20
			Graybar	\$ 4,452.13	\$ 17,808.52
			Wesco	\$ 4,521.21	\$ 18,084.84
			Resco	No Bid	
			Terry Durin	No Bid	
64	2	Ea	High Density Rack Mount FDU 4RU, 144 fiber. Clearfield GPG-144-A1B-AA3-B200F		
			Power & Tel	\$ 2,193.50	\$ 4,387.00
			Graybar	\$ 2,303.99	\$ 4,607.98
			Wesco	\$ 2,387.25	\$ 4,774.50
			Resco	No Bid	
			Terry Durin	No Bid	
65	2	Ea	High Density Rack Mount FDU 4RU, 48 fiber. Clearfield GPE-48-A1B-AA3-B200F		
			Power & Tel	\$ 1,128.16	\$ 2,256.32
			Graybar	\$ 1,185.14	\$ 2,370.28
			Wesco	\$ 1,239.00	\$ 2,478.00
			Resco	No Bid	
			Terry Durin	No Bid	

33474.7 Power & Tel

16649.2 Power & Tel

4387 Power & Tel

2256.32 Power & Tel

\$ 1,283,254.67

2017 IMU FTTH Materials Bid Results

Bidder:	Award Amt	Line Items Awarded	Percentage \$	Percentage Item Qty
Power & Tel	\$ 701,285.44	59	55%	84%
Wesco	\$ 2,390.35	2	0.19%	3%
Resco	\$ 680.92	1	0.05%	1%
Irby	\$ 414,877.96	6	32.33%	9%
Graybar		0	0.00%	0
Terry Durin	\$ 164,020.00	2	12.78%	3%
Total Award	\$ 1,283,254.67	70	100.00%	100%

IMU Regular Downstairs

8.A.3.

Meeting Date: 05/22/2017

Information

Subject

Not to Exceed \$7,500,000 Community Utility Revenue Capital Loan Notes, Series 2017A

Information

Fiscal Impact

Attachments

No file(s) attached.

IMU Regular Downstairs

8.A.3.a.

Meeting Date: 05/22/2017

Information

Subject

Resolution fixing date, June 12, 2017, for a meeting on the proposition to authorize a Loan Agreement and the issuance of Notes to evidence the obligations of the City thereunder

Information

In your packet is the resolution which set June 12, 2017 as the public hearing on the issuance of notes in an amount not to exceed \$7,500,000.

Roll call is in order.

Fiscal Impact

Attachments

Resolution

(This Notice to be posted)

NOTICE AND CALL OF PUBLIC MEETING

Governmental Body: The Board of Trustees of the Indianola Municipal Utilities,
State of Iowa.

Date of Meeting: May 22, 2017.

Time of Meeting: _____ o'clock _____.M.

Place of Meeting: Council Chambers, City Hall, Indianola, Iowa.

PUBLIC NOTICE IS HEREBY GIVEN that the above mentioned governmental body will meet at the date, time and place above set out. The tentative agenda for the meeting is as follows:

Not to Exceed \$7,500,000 Communications Utility Revenue Capital Loan Notes, Series 2017A.

- Resolution fixing date for a meeting on the proposition to authorize a Loan Agreement and the issuance of Notes to evidence the obligations of the City thereunder.

Such additional matters as are set forth on the additional _____ page(s) attached hereto.
(number)

This notice is given at the direction of the Chairperson pursuant to Chapter 21, Code of Iowa, and the local rules of the governmental body.

Secretary of the Board of Trustees of the
Indianola Municipal Utilities, State of Iowa

May 22, 2017

The Board of Trustees of the Indianola Municipal Utilities, State of Iowa, met in _____ session, in the Council Chambers, City Hall, Indianola, Iowa, at _____ o'clock _____.M., on the above date. There were present Chairperson _____, in the chair, and the following named Board Members:

Absent: _____

* * * * *

Board Member _____ introduced the following Resolution entitled "RESOLUTION FIXING DATE FOR A MEETING ON THE AUTHORIZATION OF A LOAN AGREEMENT AND THE ISSUANCE OF NOT TO EXCEED \$7,500,000 COMMUNICATIONS UTILITY REVENUE CAPITAL LOAN NOTES, SERIES 2017A, OF THE INDIANOLA MUNICIPAL UTILITIES, STATE OF IOWA, AND PROVIDING FOR PUBLICATION OF NOTICE THEREOF", and moved that the same be adopted. Board Member _____ seconded the motion to adopt. The roll was called and the vote was,

AYES: _____

NAYS: _____

Whereupon, the Chairperson declared the Resolution duly adopted as follows:

RESOLUTION FIXING DATE FOR A MEETING ON THE
AUTHORIZATION OF A LOAN AGREEMENT AND THE
ISSUANCE OF NOT TO EXCEED \$7,500,000
COMMUNICATIONS UTILITY REVENUE CAPITAL LOAN
NOTES, SERIES 2017A, OF THE INDIANOLA MUNICIPAL
UTILITIES, STATE OF IOWA, AND PROVIDING FOR
PUBLICATION OF NOTICE THEREOF

WHEREAS, it is deemed necessary and advisable that the Indianola Municipal Utilities, State of Iowa, should provide for the authorization of a Loan Agreement and the issuance of Communications Utility Revenue Capital Loan Notes, Series 2017A, in the amount of not to exceed \$7,500,000, as authorized by Sections 384.24A and 384.83, Code of Iowa, as amended, for the purpose of providing funds to pay costs as hereinafter described; and

WHEREAS, the Loan Agreement and Notes shall be payable solely and only out of the net earnings of the Municipal Communications Utility and shall be a first lien on the future net earnings of the Utility; and shall not be general obligations of the City or payable in any manner by taxation and the City shall be in no manner liable by reason of the failure of the net revenues to be sufficient for the payment of the Loan Agreement and Notes; and

WHEREAS, before a Loan Agreement may be authorized and Communications Utility Revenue Capital Loan Notes, Series 2017A issued to evidence the obligation of the City thereunder, it is necessary to comply with the provisions of the City Code of Iowa, as amended, and to publish a notice of the proposal and of the time and place of the meeting at which the

Board proposes to take action for the authorization of the Loan Agreement and Notes and to receive oral and/or written objections from any resident or property owner of the City to such action.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF TRUSTEES OF THE INDIANOLA MUNICIPAL UTILITIES, STATE OF IOWA:

Section 1. That this Board meet in the Council Chambers, City Hall, Indianola, Iowa, at _____ o'clock _____.M., on the 12th day of June, 2017, for the purpose of taking action on the matter of the authorization of a Loan Agreement and the issuance of not to exceed \$7,500,000 Communications Utility Revenue Capital Loan Notes, Series 2017A, to evidence the obligations of the City thereunder, the proceeds of which will be used to provide funds to pay the costs of improvements and extensions to the Municipal Communications Utility, including acquisition, installation and construction of digital setup boxes, head-end equipment, middleware, provisioning systems, billing systems, vehicles, transfer connection, and other miscellaneous improvements, extensions and equipment purchases to benefit the utility .

Section 2. The Secretary is authorized and directed to proceed on behalf of the City with the negotiation of terms of a Loan Agreement and the issuance of Communications Utility Revenue Capital Loan Notes, Series 2017A, to a principal amount of not to exceed \$7,500,000, to select a date for the final approval thereof, to cause to be prepared such notice and sale information as may appear appropriate, to publish and distribute the same on behalf of the City and this Board and otherwise to take all action necessary to permit the completion of a loan on a basis favorable to the City and acceptable to the Board.

Section 3. That the Secretary is hereby directed to cause at least one publication to be made of a notice of the meeting, in a legal newspaper, printed wholly in the English language, published at least once weekly, and having general circulation in the City. The publication to be not less than four clear days nor more than twenty days before the date of the public meeting on the issuance of the Notes.

Section 4. The notice of the proposed action shall be in substantially the following form:

NOTICE OF MEETING OF THE BOARD OF TRUSTEES OF THE
INDIANOLA MUNICIPAL UTILITIES, CITY OF INDIANOLA,
STATE OF IOWA, ON THE MATTER OF THE PROPOSED
AUTHORIZATION OF A LOAN AGREEMENT AND THE
ISSUANCE OF NOT TO EXCEED \$7,500,000
COMMUNICATIONS UTILITY REVENUE CAPITAL LOAN
NOTES, SERIES 2017A, AND THE PUBLIC HEARING ON THE
AUTHORIZATION AND ISSUANCE THEREOF

PUBLIC NOTICE is hereby given that the Board of Trustees of the Indianola Municipal Utilities, State of Iowa, will hold a public hearing on the 12th day of June, 2017, at _____ o'clock _____.M., in the Council Chambers, City Hall, Indianola, Iowa, at which meeting the Board proposes to take additional action for the authorization of a Loan Agreement and the issuance of not to exceed \$7,500,000 Communications Utility Revenue Capital Loan Notes, Series 2017A, in order to provide funds to pay the costs of improvements and extensions to the Municipal Communications Utility, including acquisition, installation and construction of digital setup boxes, head-end equipment, middleware, provisioning systems, billing systems, vehicles, transfer connection, and other miscellaneous improvements, extensions and equipment purchases to benefit the utility. The Notes will not constitute general obligations or be payable in any manner by taxation, but will be payable from and secured by the net revenues of the Municipal Communications Utility.

At the above meeting the Board shall receive oral or written objections from any resident or property owner of the City, to the above action. After all objections have been received and considered, the Board will at this meeting or at any adjournment thereof, take additional action for the authorization of a Loan Agreement and the issuance of Notes or will abandon the proposal to issue the Notes.

This Notice is given by order of the Board of Trustees of the Indianola Municipal Utilities, State of Iowa, as provided by Sections 384.24A and 384.83 of the City Code of Iowa, as amended.

Dated this _____ day of _____, 2017.

Secretary of the Board of Trustees of the
Indianola Municipal Utilities, State of Iowa

(End of Notice)

PASSED AND APPROVED this 22nd day of May, 2017.

Chairperson of the Board of Trustees

ATTEST:

Secretary of the Board of Trustees

CERTIFICATE

STATE OF IOWA

)

) SS

COUNTY OF WARREN

)

I, the undersigned Secretary of the Board of Trustees of the Indianola Municipal Utilities, State of Iowa, do hereby certify that attached is a true and complete copy of the portion of the corporate records of the Board of Trustees showing proceedings of the Board, and the same is a true and complete copy of the action taken by the Board with respect to the matter at the meeting held on the date indicated in the attachment, which proceedings remain in full force and effect, and have not been amended or rescinded in any way; that meeting and all action thereat was duly and publicly held in accordance with a notice of meeting and tentative agenda, a copy of which was timely served on each member of the Board and posted on a bulletin board or other prominent place easily accessible to the public and clearly designated for that purpose at the principal office of the Board (a copy of the face sheet of such agenda being attached hereto) pursuant to the local rules of Chapter 21, Code of Iowa, upon reasonable advance notice to the public and media at least twenty-four hours prior to the commencement of the meeting as required such law and with members of the public present in attendance; I further certify that the individuals named therein were on the date thereof duly and lawfully possessed of their respective offices as indicated therein, that no Board vacancy existed except as may be stated in the proceedings, and that no controversy or litigation is pending, prayed or threatened involving the incorporation, organization, existence or boundaries of the City or the right of the individuals named therein as officers to their respective positions.

WITNESS my hand and the seal of the Board hereto affixed this _____ day of _____, 2017.

Secretary of the Board of Trustees of the
Indianola Municipal Utilities

(SEAL)

STATE OF IOWA

)

) SS

COUNTY OF WARREN

)

I, the undersigned, do hereby certify that I am now and was at the times hereinafter mentioned, the duly qualified and acting Secretary of the Board of Trustees of the Indianola Municipal Utilities, in the County of Warren, State of Iowa, and that as such Secretary and by full authority from the Board, I have caused a

NOTICE OF PUBLIC HEARING

of which the clipping annexed to the publisher's affidavit hereto attached is in words and figures a correct and complete copy, to be published in "The Record-Herald and Indianola Tribune", a legal newspaper published at least once weekly, printed wholly in the English language, published regularly and mailed through the post office of current entry for more than two years and which has had for more than two years a bona fide paid circulation recognized by the postal laws of the United States, and having general circulation in the City and that such Notice was published in the newspaper in all of the issues thereof published and circulated on the following date: _____, 2017

WITNESS my official signature at Indianola, Iowa, this _____ day of _____, 2017.

Secretary of the Board of Trustees of the
Indianola Municipal Utilities

(SEAL)

IMU Regular Downstairs

8.A.4.

Meeting Date: 05/22/2017

Information

Subject

Not to Exceed \$5,500,000 Taxable Communications Utility Revenue Capital Loan Notes, Series 2017B

Information

Fiscal Impact

Attachments

No file(s) attached.

IMU Regular Downstairs

8.A.4.a.

Meeting Date: 05/22/2017

Information

Subject

Resolution fixing date, June 12, 2017, for a meeting on the proposition to authorize a Loan Agreement and the issuance of Notes to evidence the obligations of the City thereunder

Information

In your packet is the resolution which set June 12, 2017 as the public hearing on the proposition to authorize a Loan Agreement and the issuance of Notes to evidence the obligations.

Roll call is in order.

Fiscal Impact

Attachments

Resolution

(This Notice to be posted)

NOTICE AND CALL OF PUBLIC MEETING

Governmental Body: The Board of Trustees of the Indianola Municipal Utilities,
State of Iowa.

Date of Meeting: May 22, 2017.

Time of Meeting: _____ o'clock _____.M.

Place of Meeting: Council Chambers, City Hall, Indianola, Iowa.

PUBLIC NOTICE IS HEREBY GIVEN that the above mentioned governmental body will meet at the date, time and place above set out. The tentative agenda for the meeting is as follows:

Not to Exceed \$5,500,000 Taxable Communications Utility Revenue Capital Loan Notes, Series 2017B.

- Resolution fixing date for a meeting on the proposition to authorize a Loan Agreement and the issuance of Notes to evidence the obligations of the City thereunder.

Such additional matters as are set forth on the additional _____ page(s) attached hereto.
(number)

This notice is given at the direction of the Chairperson pursuant to Chapter 21, Code of Iowa, and the local rules of the governmental body.

Secretary of the Board of Trustees of the
Indianola Municipal Utilities, State of Iowa

May 22, 2017

The Board of Trustees of the Indianola Municipal Utilities, State of Iowa, met in _____ session, in the Council Chambers, City Hall, Indianola, Iowa, at _____ o'clock _____.M., on the above date. There were present Chairperson _____, in the chair, and the following named Board Members:

Absent: _____

* * * * *

Board Member _____ introduced the following Resolution entitled "RESOLUTION FIXING DATE FOR A MEETING ON THE AUTHORIZATION OF A LOAN AGREEMENT AND THE ISSUANCE OF NOT TO EXCEED \$5,500,000 TAXABLE COMMUNICATIONS UTILITY REVENUE CAPITAL LOAN NOTES, SERIES 2017B, OF THE INDIANOLA MUNICIPAL UTILITIES, STATE OF IOWA, AND PROVIDING FOR PUBLICATION OF NOTICE THEREOF", and moved that the same be adopted. Board Member _____ seconded the motion to adopt. The roll was called and the vote was,

AYES: _____

NAYS: _____

Whereupon, the Chairperson declared the Resolution duly adopted as follows:

RESOLUTION FIXING DATE FOR A MEETING ON THE
AUTHORIZATION OF A LOAN AGREEMENT AND THE
ISSUANCE OF NOT TO EXCEED \$5,500,000 TAXABLE
COMMUNICATIONS UTILITY REVENUE CAPITAL LOAN
NOTES, SERIES 2017B, OF THE INDIANOLA MUNICIPAL
UTILITIES, STATE OF IOWA, AND PROVIDING FOR
PUBLICATION OF NOTICE THEREOF

WHEREAS, it is deemed necessary and advisable that the Indianola Municipal Utilities, State of Iowa, should provide for the authorization of a Loan Agreement and the issuance of Taxable Communications Utility Revenue Capital Loan Notes, Series 2017B, in the amount of not to exceed \$5,500,000, as authorized by Sections 384.24A and 384.83, Code of Iowa, as amended, for the purpose of providing funds to pay costs as hereinafter described; and

WHEREAS, the Loan Agreement and Notes shall be payable solely and only out of the net earnings of the Municipal Communications Utility and shall be a first lien on the future net earnings of the Utility or a subordinate obligation; and shall not be general obligations of the City or payable in any manner by taxation and the City shall be in no manner liable by reason of the failure of the net revenues to be sufficient for the payment of the Loan Agreement and Notes; and

WHEREAS, before a Loan Agreement may be authorized and Taxable Communications Utility Revenue Capital Loan Notes, Series 2017B issued to evidence the obligation of the City thereunder, it is necessary to comply with the provisions of the City Code of Iowa, as amended,

and to publish a notice of the proposal and of the time and place of the meeting at which the Board proposes to take action for the authorization of the Loan Agreement and Notes and to receive oral and/or written objections from any resident or property owner of the City to such action.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF TRUSTEES OF THE INDIANOLA MUNICIPAL UTILITIES, STATE OF IOWA:

Section 1. That this Board meet in the Council Chambers, City Hall, Indianola, Iowa, at _____ o'clock _____.M., on the 12th day of June, 2017, for the purpose of taking action on the matter of the authorization of a Loan Agreement and the issuance of not to exceed \$5,500,000 Taxable Communications Utility Revenue Capital Loan Notes, Series 2017B, to evidence the obligations of the City thereunder, the proceeds of which will be used to provide funds to pay the costs of improvements and extensions to the Municipal Communications Utility, including working capital during the construction, start-up period and initial operation of the expanded communications utility system.

Section 2. The Secretary is authorized and directed to proceed on behalf of the City with the negotiation of terms of a Loan Agreement and the issuance of Taxable Communications Utility Revenue Capital Loan Notes, Series 2017B, to a principal amount of not to exceed \$5,500,000, to select a date for the final approval thereof, to cause to be prepared such notice and sale information as may appear appropriate, to publish and distribute the same on behalf of the City and this Board and otherwise to take all action necessary to permit the completion of a loan on a basis favorable to the City and acceptable to the Board.

Section 3. That the Secretary is hereby directed to cause at least one publication to be made of a notice of the meeting, in a legal newspaper, printed wholly in the English language, published at least once weekly, and having general circulation in the City. The publication to be not less than four clear days nor more than twenty days before the date of the public meeting on the issuance of the Notes.

Section 4. The notice of the proposed action shall be in substantially the following form:

NOTICE OF MEETING OF THE BOARD OF TRUSTEES OF THE
INDIANOLA MUNICIPAL UTILITIES, CITY OF INDIANOLA,
STATE OF IOWA, ON THE MATTER OF THE PROPOSED
AUTHORIZATION OF A LOAN AGREEMENT AND THE
ISSUANCE OF NOT TO EXCEED \$5,500,000 TAXABLE
COMMUNICATIONS UTILITY REVENUE CAPITAL LOAN
NOTES, SERIES 2017B, AND THE PUBLIC HEARING ON THE
AUTHORIZATION AND ISSUANCE THEREOF

PUBLIC NOTICE is hereby given that the Board of Trustees of the Indianola Municipal Utilities, State of Iowa, will hold a public hearing on the 12th day of June, 2017, at _____ o'clock _____.M., in the Council Chambers, City Hall, Indianola, Iowa, at which meeting the Board proposes to take additional action for the authorization of a Loan Agreement and the issuance of not to exceed \$5,500,000 Taxable Communications Utility Revenue Capital Loan Notes, Series 2017B, in order to provide funds to pay the costs of improvements and extensions to the Municipal Communications Utility, including working capital during the construction, start-up period and initial operation of the expanded communications utility system. The Notes will not constitute general obligations or be payable in any manner by taxation, but will be payable from and secured by the net revenues of the Municipal Communications Utility.

At the above meeting the Board shall receive oral or written objections from any resident or property owner of the City, to the above action. After all objections have been received and considered, the Board will at this meeting or at any adjournment thereof, take additional action for the authorization of a Loan Agreement and the issuance of Notes or will abandon the proposal to issue the Notes.

This Notice is given by order of the Board of Trustees of the Indianola Municipal Utilities, State of Iowa, as provided by Sections 384.24A and 384.83 of the City Code of Iowa, as amended.

Dated this _____ day of _____, 2017.

Secretary of the Board of Trustees of the
Indianola Municipal Utilities, State of Iowa

(End of Notice)

PASSED AND APPROVED this 22nd day of May, 2017.

Chairperson of the Board of Trustees

ATTEST:

Secretary of the Board of Trustees

CERTIFICATE

STATE OF IOWA

)

) SS

COUNTY OF WARREN

)

I, the undersigned Secretary of the Board of Trustees of the Indianola Municipal Utilities, State of Iowa, do hereby certify that attached is a true and complete copy of the portion of the corporate records of the Board of Trustees showing proceedings of the Board, and the same is a true and complete copy of the action taken by the Board with respect to the matter at the meeting held on the date indicated in the attachment, which proceedings remain in full force and effect, and have not been amended or rescinded in any way; that meeting and all action thereat was duly and publicly held in accordance with a notice of meeting and tentative agenda, a copy of which was timely served on each member of the Board and posted on a bulletin board or other prominent place easily accessible to the public and clearly designated for that purpose at the principal office of the Board (a copy of the face sheet of such agenda being attached hereto) pursuant to the local rules of Chapter 21, Code of Iowa, upon reasonable advance notice to the public and media at least twenty-four hours prior to the commencement of the meeting as required such law and with members of the public present in attendance; I further certify that the individuals named therein were on the date thereof duly and lawfully possessed of their respective offices as indicated therein, that no Board vacancy existed except as may be stated in the proceedings, and that no controversy or litigation is pending, prayed or threatened involving the incorporation, organization, existence or boundaries of the City or the right of the individuals named therein as officers to their respective positions.

WITNESS my hand and the seal of the Board hereto affixed this _____ day of _____, 2017.

Secretary of the Board of Trustees of the
Indianola Municipal Utilities

(SEAL)

STATE OF IOWA)
) SS
COUNTY OF WARREN)

I, the undersigned, do hereby certify that I am now and was at the times hereinafter mentioned, the duly qualified and acting Secretary of the Board of Trustees of the Indianola Municipal Utilities, in the County of Warren, State of Iowa, and that as such Secretary and by full authority from the Board, I have caused a

NOTICE OF PUBLIC HEARING

of which the clipping annexed to the publisher's affidavit hereto attached is in words and figures a correct and complete copy, to be published in "The Record-Herald and Indianola Tribune", a legal newspaper published at least once weekly, printed wholly in the English language, published regularly and mailed through the post office of current entry for more than two years and which has had for more than two years a bona fide paid circulation recognized by the postal laws of the United States, and having general circulation in the City and that such Notice was published in the newspaper in all of the issues thereof published and circulated on the following date: _____, 2017

WITNESS my official signature at Indianola, Iowa, this _____ day of _____, 2017.

Secretary of the Board of Trustees of the
Indianola Municipal Utilities

(SEAL)

IMU Regular Downstairs

8.A.5.

Meeting Date: 05/22/2017

Information

Subject

Set June 12, 2017 as a public hearing for communications rates

Information

The Board will need to set June 12, 2017 as a public hearing on communication rates. There have been no changes to the rates since the Board's review at the April 24th meeting.

Simple motion is in order.

Fiscal Impact

Attachments

No file(s) attached.

Meeting Date: 05/22/2017

Information

Subject

Consider proposal and letter of engagement with Curtis Dean, dba SmartSource Consulting

Information

In your packet is the proposal and letter of engagement from Curtis Dean, dba SmartSource Consulting. Highlights of the agreement (packet) include:

- The term will be June 1, 2017 through November 30, 2017
- Product Development - utilizing the business plan and input from IMU staff and leadership, develop a compelling broadband product portfolio
- Marketing and Community Relations - work with IMU staff and leadership to develop a marketing mission statement and objectives; develop appropriate branding for IMU's broadband services; educational programs; implement sales and customer service training for all IMU employees
- Cost - 390 hours of work during the term at an hourly rate of \$90.00 for a total of \$35,100
- Travel time will be billed at the allowable IRS rate per mile

Simple motion is in order.

Fiscal Impact

Attachments

SmartSource Letter/Agreement



512 SE 17th Street
Grimes, IA 50111
(515) 650-0251

curtis@smartsourceconsulting.com

Indianola Municipal Utilities Proposal and Letter of Engagement

Thank you for the opportunity to provide this proposal for support services for IMU's fiber utility project. This Proposal and Letter of Engagement serves as the written agreement between Indianola Municipal Utilities (herein referred to as "IMU") and Curtis Dean, dba SmartSource Consulting, for the Scope of Services described below.

Summary

IMU will be establishing a new telecommunications utility and building a fiber-to-the-home network beginning in 2017. IMU is seeking assistance with three primary aspects of the implementation process; project coordination and oversight; product development; and marketing/community relations.

Term

June 1, 2017 to November 30, 2017

Scope of Services

1. Project Coordination and Oversight. IMU will be undergoing a number of transitions in the next few months, including the hiring of a new General Manager and Telecommunications Manager. As a result, there is a risk that a lack of continuity may lead to issues with oversight of the FTTP project. I would serve as a resource to help ensure that deadlines are met by both contractors and IMU staff for key elements of the project. When new leadership is hired, I will work with those persons to help bring them up to speed on the project in particular and telecommunications topics in general.
2. Product Development. Utilizing the business plan and input from IMU staff and leadership, develop a compelling broadband product portfolio. This work would include a number of tasks necessary to launch services in a timely manner. This would include both customer-facing and back office tasks.
 - a. Pay TV (Cable TV)
 - i. Design options for both traditional ("fat") and limited ("skinny") service packages. Utilize customer surveys to determine demand for various channels.
 - ii. Coordinate membership in the National Cable Television Cooperative (NCTC) and complete necessary paperwork to opt into master agreements for channels chosen.
 - iii. Negotiate retransmission consent agreements with TV broadcasters.
 - iv. Develop TV product feature sets (DVR/nDVR, PPV, Watch TV Everywhere, OTT products).
 - v. Initiate ad insertion with ICAN or other provider.
 - vi. Develop local programming platform.
 - vii. Develop service rules.
 - b. Internet
 - i. Develop product options (speed tiers, prices, etc.)
 - ii. Develop open internet and privacy policies.
 - c. Telephone
 - i. Develop service rules.
 - ii. Directory strategy (print vs. electronic).
 - iii. Develop CPNI policy and train staff.



512 SE 17th Street
Grimes, IA 50111
(515) 650-0251

curtis@smartsourceconsulting.com

3. Marketing and Community Relations. Working with IMU staff and leadership, I would propose support for the following tasks.
- a. Develop a marketing mission statement and objectives.
 - b. Develop appropriate branding for IMU's broadband services. This would include logos, positioning statements, and product names.
 - c. Develop a community engagement and education program to inform and excite Indianola citizens about the new fiber network and its services. This would include a "speakers bureau" in order to make presentations to stakeholder groups and service organizations.
 - d. Develop a marketing plan that incorporates available paid and earned media, including direct mail, radio, newspaper, TV, social media, billboard, and internet advertising.
 - e. Develop metrics for gauging marketing efficacy
 - f. Implement sales and customer service training for all IMU employees.
 - g. Coordinating a pre-commitment or "charter customer" campaign.

For a detailed estimate of hours for each task, see Exhibit A.

Cost

- SmartSource Consulting will provide 390 hours of work during the Term at an hourly rate of \$90.00 for a total cost of \$35,100.
- SmartSource Consulting will invoice IMU \$5,850.00 monthly during the Term. The first invoice under this agreement will be sent to IMU on or around July 1, 2017 (June invoice) with the final invoice being issued on or around December 1, 2017 (November invoice). Each invoice will show the number of hours worked during the previous month and the number of hours remaining in the Term.
- If unused hours remain at the end of the Term they may, at IMU's discretion, be rolled into a subsequent agreement.
- Additional hours of service beyond the 390 included in this agreement will be billed at the rate of \$90.00 per hour.
- Travel: Drive time for work on behalf of IMU will not be billed at the hourly rate. Instead, mileage for work on behalf of IMU will be billed at the allowable IRS rate per mile. Actual expenses related to travel (lodging and meals) will be billed for reimbursement.

(signature page to follow)



512 SE 17th Street
Grimes, IA 50111
(515) 650-0251
curtis@smartsourceconsulting.com

By our signatures below, we agree to the terms of this Letter of Engagement.

Indianola Municipal Utilities

(Date)

(Signature)

(Print Name)

(Title)

SmartSource Consulting

(Date)

(Signature)

Curtis Dean

President, SmartSource Consulting

Indianola Municipal Utilities

Scope of Services and Estimated Time

Engagement Term: June 1, 2017-November 30, 2017

Project Coordination and Oversight 120

<u>Task</u>	<u>Description</u>	<u>Hours per Week</u>	<u>Weeks</u>	<u>Total</u>
1) IMU team meetings	Participate in weekly IMU staff meeting with others involved in implementation of broadband utility	2	26	52
2) Assistance to GM	Work with new GM to bring up to speed on the fiber project; ongoing support and assistance	3	10	30
3) Assistance to Telecom Manager	Work with new telecom manager to bring up to speed on the fiber project; ongoing support and assistance	3	10	30
4) Staff training on broadband topics	Conduct training sessions for all IMU staff on telecommunications operations, terminology. Work with staff to implement culture changes needed to successfully integrate new utility.	2	4	8

Product Development 205

<u>Task</u>	<u>Description</u>	
1) Pay TV		
a) Channel packages and options	Design options for both traditional and limited service packages. Work with NCTC to see what sorts of packages are allowable.	15
	Conduct citizen survey to measure channel preferences	35
	Conduct citizen focus groups to discuss various package options	8
b) NCTC membership	Coordinate NCTC membership application	6
	After membership is accepted, complete channel launch forms.	45
c) Retransmission consent	Negotiate retransmission consent agreements with Des Moines broadcasters. Estimate 3 hours for each station (Big 4)	12
d) Ad insertion	Work with ICAN to implement ad insertion capability.	3

e) Local programming	Purpose: Create a local programming mission statement; write a comprehensive local programming policy.	10
	Programming: Develop a plan for what types of local programming IMU wants to provide.	5
	Production process: Assess alternatives for human resources and create a budget; network with existing community organizations that are already creating content that could be distributed on the IMU local channel; identify possible programming partners (school districts, Simpson College, others)	15
	Platform: Research options for content creation and deliver. Develop a list of needed equipment, software, and supplies needed and develop a budget	10
f) FCC public files	Utilizing online filing system wherever possible, develop public file procedures to meet FCC requirements for cable operators.	8
2) Internet		
a) Develop product options	Work with staff to develop internet tiers, speeds, and other service options	3
b) Develop policies	Write open internet, privacy, and acceptable use policies that meet FCC guidelines and IMU philosophy	10
3) Telephone		
a) Develop service rules		5
b) Directory	In accordance with IUB rules, determine whether to print and distribute a paper directory or utilize an electronic one.	5
c) CPNI	Develop a CPNI policy	6
	Train all IMU staff on CPNI procedures	4
Marketing and Community Relations		65
1) Marketing		
a) Branding	Develop appropriate branding for IMU's broadband services. This would include logos, positioning statements, and product names.	15

Letter of Engagement**Exhibit A**

b) Charter customer campaign	Develop and implement an early signup program to measure demand for service and help develop a strategy for service rollout in 2018	25
2) Community relations	Utilize various means to keep the community informed and engaged about the progress of the fiber project.	25
Total Estimated Hours		390

Meeting Date: 05/22/2017

Information**Subject**

Consider resolution approving an agreement with Denman & Company LLP to perform audit services for the Indianola Municipal Utilities and the City

Information

Requests for proposal for the annual audit were sent to three public accounting firms, the Office of the Auditor of State, posted on the Iowa League of Cities Website and the IMU's Website. The firms that responded were Denman and Company, LLP and Shull and Co. Staff recommends (see memo) awarding the FY 2018, 2019 and 2020 audit service contract to Denman and Company, LLP of West Des Moines, Iowa. Below is a breakdown of the IMU and City fees for the next three fiscal year audits from Denman and Company, LLP:

	FY 2018	FY 2019	FY 2020
City of Indianola	\$16,200	\$16,200	\$16,200
IMU	\$13,000	\$13,000	\$13,000
Total	\$29,200	\$29,200	\$29,200

Shull and Company proposal is as follows:

	FY 2018	FY 2019	FY 2020
City of Indianola	\$17,500	\$18,000	\$18,500
IMU	\$8,200	\$8,600	\$9,000
Total	\$25,700	\$26,600	\$27,500

Roll call is in order.

Fiscal Impact**Attachments**

Memo

Resolution

Audit Proposals

Denman & Company Proposal

Shull & Co Proposal



CLERK'S OFFICE

TO: The Board of Trustees of the Indianola Municipal Utilities

FR: Chris DesPlanques, Director of Finance

RE: Audit Proposals

In your packet are the results of proposals, received for FY 2018-2020 audit services. RFPs were sent to firms that replied to the prior RFP, as well as posted on the cities website, and League of Cities for all interested parties. There were two respondents, Shull and Company, and Denman and Company.

Denman and Company bid a total of 29,200 for each of the three years, with an increase of 10,000 should the city convert to accrual financial statements. Shull and Company bid \$25,700, \$26,600, and \$27,500 for FY2018, FY2019 and FY2020, respectively, and estimated and increase of 5,000 to 8,000 should the city convert to accrual financial statements.

Shull and Company, has audited IMU and the City for in excess of 20 years. Denman and Company has recommendations from several metro area municipalities. Given that both of these firms are reputable and qualified, either would be a good choice. Staff recommends choosing Denman and Company, as they are the auditors for several metro area cities, that currently have accrual based financial statements. Each of those cities, has positive recommendations for their service.



RESOLUTION NO. 2017-_____

RESOLUTION APPROVING AN AGREEMENT WITH DENMAN & COMPANY LLP
TO PERFORM AUDIT SERVICES FOR THE
INDIANOLA MUNICIPAL UTILITIES AND CITY

WHEREAS, the Indianola Municipal Utilities and the City of Indianola contracts for an annual audit and uses the information for reporting purposes to the State, Public Services Commission, Bond Holders, etc.; and

WHEREAS, the current contract with Shull and Company of Indianola, Iowa is valid through the fiscal year end reporting of 2017; and

WHEREAS, the Indianola Municipal Utilities and the City of Indianola issued a Request for Proposals (RFP) for auditing services for Fiscal Years 2018, 2019 and 2020; and

WHEREAS, there were two responses received as a result of the RFP, it is staff recommendation to award the proposal to Denman & Company, LLP of West Des Moines, Iowa for auditing services; and

WHEREAS, the Denman & Company, LLP proposal is effective from FY 2018 – FY 2020 to complete the audits of the Indianola Municipal Utilities and the City of Indianola; and

WHEREAS, the IMU Board of Trustees believes it to be in the best interest of the Indianola Municipal Utilities and the City of Indianola to accept the proposal for Fiscal Years 2018 through 2020 from Denman & Company, LLP in an amount not to exceed \$16,200 and \$13,000 for the City and IMU audits respectfully.

NOW THEREFORE BE IT RESOLVED that the Indianola Municipal Utilities and City of Indianola approves entering into an agreement with Denman & Company, LLP to provide Audit Services for the Fiscal Years 2018 through 2020.

BE IT FURTHER RESOLVED that the Chair of the IMU Board of Trustees is hereby authorized to execute said agreement on behalf of the Indianola Municipal Utilities and the City Clerk is authorized and directed to attest to said signature to the documents required.

Passed and approved this 22nd day of May, 2017

Adam Voigts, Chair

ATTEST:

Diana Bowlin, City Clerk

Denman and Company, LLP is as follows:

	FY 2018	FY 2019	FY 2020
City of Indianola	\$16,200	\$16,200	\$16,200
IMU	\$13,000	\$13,000	\$13,000
Total	\$29,200	\$29,200	\$29,200

Shull and Company proposal is as follows:

	FY 2018	FY 2019	FY 2020
City of Indianola	\$17,500	\$18,000	\$18,500
IMU	\$8,200	\$8,600	\$9,000
Total	\$25,700	\$26,600	\$27,500

PROPOSAL FOR PROFESSIONAL AUDIT SERVICES

CITY OF INDIANOLA, IOWA

by

**Denman & Company, LLP
1601 22nd Street, Suite 400
West Des Moines, Iowa 50266
Phone (515) 225-8400**

Contact Person: David Ellis, Partner

**www.denman-cpa.com
e-mail dellis@denman-cpa.com**

January 12, 2017

CONTENTS

	<u>Page</u>
Letter of Transmittal	3
Firm Profile	4
Qualifications	5-6
Engagement Team	7-8
Scope of Services and Proposed Project Schedule	9-10
Fees and Compensation	11-12
Peer Review Reports	13-14

DENMAN & COMPANY, LLP

January 12, 2017

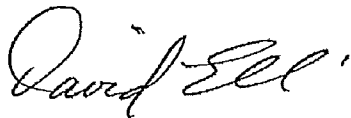
City Clerk
City of Indianola
110 N. First Street
Indianola, Iowa 50125

We are pleased to present our proposal for professional audit services to the City of Indianola, Iowa. We will audit the financial statements for the years ended June 30, 2018 through 2020 in accordance with the standards and the time period outlined in the proposal. The proposal includes our firm profile and qualifications, which will explain to you how our capabilities and experience make Denman & Company, LLP uniquely qualified to serve you.

We appreciate this opportunity to present our proposal to you, which explains our capabilities and experience in governmental auditing. We would be pleased to discuss any aspect of this proposal with you.

Very truly yours,

DENMAN & COMPANY, LLP



David Ellis, Partner
On Behalf of the Firm

FIRM PROFILE

Denman & Company, LLP is one of the largest Iowa based CPA firms and is comprised of eleven partners, five managers, four supervisors, and twenty-five other professional staff. We are a one office firm located in West Des Moines, Iowa. We have a total of thirty-five CPAs in our office. We are a member of the AICPA Division for CPA Firms and our CPAs are individually members of the American Institute of Certified Public Accountants and the Iowa Society of Certified Public Accountants. We are in compliance with the registration and permit requirements to engage in the practice of public accounting in the State of Iowa. We offer clients a full range of accounting, auditing, tax and consulting services. Our Firm has been in practice for over sixty years and has been serving as independent certified public accountants for governmental entities since inception.

We are committed to quality and technical excellence. The Peer Review Program under the American Institute of Certified Public Accountants (AICPA) is an indicator of an accounting firm's quality. We have successfully completed our eleventh independent peer review. The peer review determined that our practices and procedures comply with stringent quality control standards established by the AICPA. Our most recent peer review included a review of one government engagement, City of Ankeny, Iowa.

We believe our Firm offers you a number of advantages including prompt attention to your needs, a familiarity and understanding of your service area, and the personal involvement of our partners and managers. **These partners and managers work personally with you to provide the professional services you require.**

Our service philosophy is focused on adding value. We view our role as business advisors who know your City, keep informed of current activities, and provide you with timely advice to help you achieve your goals. **Our considerable expertise with governmental entities allows us to provide you with more than an audit.**

We recognize our most important product is prompt and effective service of the highest quality. All our efforts are directed toward achieving that goal. We believe we can serve you to your complete satisfaction. **Accessibility and availability of partners and professionals to our clients is of paramount importance to us. The highest level of skills available to our Firm will be brought to bear on the servicing of your needs.**

To obtain further information as to our Firm, including the proposed engagement team, visit our web-site at www.denman-cpa.com.

QUALIFICATIONS

Average Staff Experience

The partners and managers of our Firm collectively have over four hundred years of experience in public accounting. A partner at our Firm has an average of thirty years of experience, a manager has an average of thirteen years of experience and the professional staff average over four years.

Government Auditing Experience

Our Firm has a total of nineteen professionals who have met the educational requirements set out in *Government Auditing Standards* as issued by the Comptroller General of the United States and have participated in engagements subject to these standards and the provisions of the Uniform Guidance. These professionals are all available to be involved as needed in the performance of your audit. We have gained extensive experience through involvement with various governmental entities, nonprofit agencies and political subdivisions. All of the individuals listed on the "Engagement Team Profile" who will be involved in the audit portion of the engagement have met the requirements noted above and are licensed to practice as certified public accountants in Iowa.

Supervision and Review

We utilize a consistent program of planning, supervision and review of all engagements. It is the responsibility of the engagement partner to assure that all engagements are adequately planned and supervised. The engagement partner may delegate this function, but must be certain that all personnel assigned to the engagement are involved in the process to an appropriate degree.

An essential part of the planning is the development or updating of adequate information about the client to allow:

- An understanding of the industry and special characteristics of the client.
- Consideration of current economic conditions or external influences affecting the client.
- Determination of manpower requirements and time estimates.
- Arrangements to be made for work to be performed by specialized personnel.

It is the policy of our Firm that professional staff members are properly supervised by a qualified member of our Firm, normally a partner, during the performance of engagement procedures. The close supervision assures that adequate and proper engagement procedures are performed in the most efficient manner.

QUALIFICATIONS (continued)

In accordance with our adopted quality control standards, all procedures performed and workpapers prepared by staff members are first reviewed and approved by the supervisory person. A second review is performed by a member of our assurance services committee that is considered to be a specialist in the industry. We feel the supervision and review procedures followed enable our Firm to assure our clients will receive high quality professional services.

Continuing Professional Education

Denman & Company's quality control document requires all professional personnel to complete a minimum of one hundred twenty hours of CPE in the last three calendar years, and not less than twenty hours every year. All professional persons are encouraged to include at least forty hours of accounting and auditing subjects each year in their continuing education.

Denman & Company, LLP will assure City of Indianola that all professional personnel will attend continuing professional education courses to meet the requirements set forth by the "Revised Yellow Book" published by the Office of Management and Budget (OMB).

Similar Engagements

Denman & Company, LLP has performed the following similar engagements:

Audit engagements performed in accordance with provisions of the Uniform Guidance:

City of Waukee Contact person: Linda Burkhart Date of work: June 30, 2001 to present Governmental and business-type activities	Partner – David Ellis (515) 987-4522	296 hours
City of Ankeny Contact person: Jennifer Sease Date of work: June 30, 2009 - 2014 Governmental and business-type activities	Partner – David Ellis (515) 964-6309	285 hours

Audit engagements performed in accordance with *Government Auditing Standards*:

City of Clive Contact person: Joyce Cortum Date of work: June 30, 2015 to present Governmental and business-type activities	Partner – David Ellis (515) 223-6220	231 hours
City of Pleasant Hill Contact person: Donald Sandor Date of work: June 30, 2012 to present Governmental and business-type activities	Partner – David Ellis (515) 309-9410	147 hours

Other cities and municipal utilities for which we have performed audit engagements in the past ten years include: Story City Municipal Utility, City of Windsor Heights, City of Johnston, City of West Des Moines, and City of Roland.

ENGAGEMENT TEAM

By their nature, professional services are inseparable from the people who deliver them. We have assembled a team who has the experience and business skills you need. The team members who will serve you are committed to quality, teamwork, communication and service to our clients. You can look forward to continuing a strong professional relationship with them.

The engagement team assigned to service the City of Indianola

Mr. David Ellis, CPA, will serve as the engagement partner for the City of Indianola. He will oversee the activities of the professionals who will serve the City of Indianola. He will also be responsible for ensuring adequate professional staff, with the appropriate level of experience, are utilized to provide you with the most efficient and effective delivery of service by professionals with a comprehensive understanding of governmental accounting. He has been associated with Denman & Company for twenty-one years, and in public accounting for over thirty years. A majority of that time has been devoted to governmental accounting and auditing. He is licensed to practice as a certified public accountant in Iowa. He is independent with respect to the City of Indianola, as defined by *Government Auditing Standards*. Mr. Ellis has been involved with the audits of numerous cities and other governmental entities. He will be involved in the audit planning, internal control structure evaluation, audit program preparation, supervising performance of audit procedures and financial report preparation. Mr. Ellis has received continuing education at the following courses: The Iowa Governmental Roundtable, Iowa Local Government Audit Update, AICPA National Governmental Accounting and Auditing Update, Performing Effective Yellowbook Audits, Implementing Risk Assessment and various other auditing courses. He is a member of the Iowa Society of Certified Public Accountants Governmental Accounting and Auditing Committee. He has assisted clients in obtaining the GFOA Certificate of Achievement for Excellence in Financial Reporting and the ASBO Certificate of Excellence in Financial Reporting.

Mr. Robert Endriss, CPA, will serve as audit supervisor. He has over 5 years of audit experience, with a considerable amount of time committed to governmental accounting and auditing. He has been involved with the audits of various governmental entities including the supervision of the City of Waukee, City of Ankeny and City of Pleasant Hill. He is a graduate of Simpson College and resident of Indianola. He will be responsible for audit planning, internal control evaluation, audit fieldwork procedures and audit report preparation. He has received continuing education at the following courses: Iowa Local Government Audit Update, The Iowa Governmental Roundtable, Governmental Accounting and Auditing Update and other related courses.

Other supervisory personnel who have experience in governmental auditing and who are available for consultation are as follows:

Mark Wackerbarth, Partner	Over 39 years of experience
Jim Hingtgen, Partner	Over 36 years of experience
Jay Horn, Partner	Over 31 years of experience
Steve Schweizer, Partner	Over 23 years of experience
Steve Bruner, Partner	Over 21 years of experience

ENGAGEMENT TEAM (continued)

We would expect to use one or two additional staff members during the performance of the audit. Each will have participated in governmental audits since joining our Firm and currently have similar responsibilities for other audits. Our Firm's policy is to attempt to maintain staff continuity on engagements. Circumstances may arise which may necessitate changes in scheduling audit assistants; however, we make every effort to establish consistency in staffing. We consult with client personnel in charge of the audit process on any changes in engagement staffing. Our clients do have the ability to request staffing changes. We will work with you to assure that the staff assigned to the engagement provides the best service possible for the City.

Independence

We are aware of no relationship or condition which would impair the independence of our firm with respect to the City of Indianola. Our Firm's policy is to comply with AICPA Professional Standards Volume 2, "Code of Professional Conduct, Bylaws, and Quality Control", and "Standards for Audit of Governmental Organizations, Programs, Activities and Functions" regarding matters of independence.

SCOPE OF SERVICES AND PROPOSED PROJECT SCHEDULE

Our audit of the financial statements will be conducted in accordance with auditing standards generally accepted in the United States, the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the Uniform Guidance, and Chapter 11 of the Code of Iowa. Those standards and guidance require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit will provide a reasonable basis for expressing an opinion on the fair presentation of the financial statements in conformity with the cash basis of accounting for the City of Indianola and generally accepted accounting principles for Indianola Municipal Utilities.

Our audit is subject to the inherent risk that material errors, irregularities, or illegal acts including fraud or defalcations, if they exist, will not be detected. However, we will inform you of any such matters that come to our attention. We will also communicate to you any material weaknesses or significant deficiencies in the internal control structure that we observe. During the course of our audit, we will try to initiate ideas or observations that we believe will help improve the operations of the City of Indianola. It is our practice to bring such matters to the attention of the appropriate level of management either orally or in writing. Upon completion of the audit, we will meet with the management team to review the financial statements and comments and recommendations.

Our audit will be performed using a year-end audit approach. Procedures will be applied to account balances as of June 30, 2018. We will segment the audit by account type, cash and investments, accounts receivable, capital assets, accounts payable, long-term debt, fund balances and equity, federal grants and operations. The level of staff assigned to each of these segments will be based on the materiality and audit risk associated with the account balance and activity. We will then design an audit strategy for each segment based on the risk and materiality. Audit strategies include testing each item (precision), sampling or analytical procedures. Sampling will be performed on all material account balances except for direct confirmation of amounts received from federal and state sources. Analytical procedures will be used on all immaterial account balances and revenue and expense accounts. Statistical sampling will be used when it is deemed efficient. For accounts with a relatively few number of large items making up the balance, a nonstatistical sample will be used. We will document internal control by use of questionnaires, job descriptions, flowcharts and observation. These questionnaires are also designed to help determine applicable laws and regulations and will be used to determine nature, timing and extent of tests to be performed.

SCOPE OF SERVICES AND PROPOSED PROJECT SCHEDULE (continued)

The engagement will include the following services:

- Audit of the cash basis financial statements of the City of Indianola.
- Audit of stand alone accrual basis financial statements for the Indianola Municipal Utilities.
- Consulting for conversion from cash to accrual accounting system.
- Compliance audit of the investments of the City of Indianola.
- Parity revenue bond certificates.
- Report on internal control structure related matters noted in our audits.
- Presentation of audit to the City Council.

A proposed time table for the completion of the engagement for the year ended June 30, 2018 is as follows:

Final field work—We will schedule final work to begin the last week of August. We anticipate fieldwork will take all or part of two weeks to complete.

Draft reports—We will submit draft copies of financial statements, notes and letters by October 15, 2018 and October 31, 2018 to the City of Indianola for the Municipal Utilities and City, respectively.

Final reports—We will present the reports to the City Council by December 31, 2018.

This proposed time table is dependent upon the receipt of the schedules and reports from City personnel in a timely manner.

FEES AND COMPENSATION

Our Firm is sensitive to your responsibility to control costs and we desire to help you achieve your business goals by providing cost-effective services. Our engagement team's experience with governmental entities enables us to deliver efficient service.

It is not our policy to bill you for responding to routine inquiries or questions requiring no significant commitment of research time on our part. We prefer our clients consider us as year round advisors, a resource to assist with issues and questions. Professional fees for special projects requiring significant amounts of time will be negotiated and billed separately.

Our fees are based on the estimated time required by the individuals assigned to the engagements. Our fee proposal including estimated out-of-pocket expenses is as follows:

	<u>Year ending June 30</u>		
	<u>2018</u>	<u>2019</u>	<u>2020</u>
1. Cash basis audit of the City of Indianola (A)	\$15,000	\$15,000	\$15,000
2. Audit of stand alone accrual basis financial statements for Indianola Municipal Utilities, including separate reports for electric, water and sewer	13,000	13,000	13,000
3. Consulting for conversion from cash to accrual accounting system	1,200 (B)	1,200 (B)	1,200 (B)
4. Consultation services, including parity revenue bond certificates			

(A) Our fees for the audit of the City of Indianola, if the City were to transition to the full accrual basis of accounting, would be \$25,000 for each of the three years presented. The increase in the fee is based on our estimate of an additional 120 audit hours needed to complete the audit of the full accrual financial statements.

(B) Our fees for consultation services, upon request by management, would be billed based on the time required by the individuals to complete the project. Individual hourly rates vary according to the degree of responsibility and the skill required.

The following schedule reflects our estimated professional hours. The estimated professional hours for the 2018 fiscal year include anticipated start-up procedures in the first year of the overall engagement.

	<u>Estimated Professional Hours</u>		
	<u>Year ending June 30</u>		
	<u>2018</u>	<u>2019</u>	<u>2020</u>
Audit			
Partner	70	50	50
Supervisor	180	150	150
Staff	150	150	150
Totals	<u>400</u>	<u>350</u>	<u>350</u>

A schedule of hourly billing rates by staff levels is as follows:

Partner	\$170 - \$230
Supervisor	120 - 140
Staff	90 - 110

FEES AND COMPENSATION (continued)

We will schedule our personnel consistent with the demands of your engagement and will keep our expenditure of time to the minimum consistent with quality of service and professional standards. Interim billings will be submitted as work progresses. Billings are due upon thirty days of submission.

We have indicated above the services to be included in our proposed fee. If circumstances arise during the course of providing those services which would require reconciliation procedures or which would cause additional work on our part, we would discuss those issues with the City's representative who oversees the audit process. We would encourage the City's staff to complete as many of these procedures as possible; however, if we are requested to do so, we would complete the work and bill the City at our standard rates.

We hope you get at least two strong impressions of Denman & Company, LLP. First, we offer a team of professionals who are experts at accounting and financial and management planning, for governmental entities. Second, we understand your entity and the need you have for an accounting firm. We can assure you that the City will receive the best service available from Denman & Company, LLP. We would very much like to work with you and look forward to a positive response to this proposal and a long and mutually satisfying relationship. If you have any questions regarding this proposal, please contact us at your convenience.



AICPA Peer Review Program
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Illinois Peer Review Program
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Iowa Peer Review Program
Administered in Illinois by the
Illinois CPA Society

January 5, 2016

Mark D Wackerbarth
Denman & Company LLP
1601 22nd St Ste 400
West Des Moines, IA 50266

Dear Mr. Wackerbarth:

It is my pleasure to notify you that on January 4, 2016 the Illinois Peer Review Report Acceptance Committee accepted the report on the most recent system peer review of your firm. The due date for your next review is September 30, 2018. This is the date by which all review documents should be completed and submitted to the administering entity.

As you know, the report had a peer review rating of pass. The Committee asked me to convey its congratulations to the firm.

Sincerely,

Paul Pierson, CPA
Director, Professional Standards and Peer Review
piersonp@icpas.org 312 517-7610

cc: Steven Brian Bass

Firm Number: 10016472

Review Number 373216

Letter ID: 1046757A

Illinois CPA Society | 550 W. Jackson, Suite 900, Chicago, Illinois 60661-5742 | Phone: 800.993.0407 | Fax: 312.993.0307 | www.icpas.org



CliftonLarsonAllen

CliftonLarsonAllen LLP
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SYSTEM REVIEW REPORT

To the Partners of Denman & Company, LLP
and the Peer Review Committee of the Illinois Society of Certified Public Accountants

We have reviewed the system of quality control for the accounting and auditing practice of Denman & Company, LLP (the firm) in effect for the year ended March 31, 2015. Our peer review was conducted in accordance with the Standards for Performing and Reporting on Peer Reviews established by the Peer Review Board of the American Institute of Certified Public Accountants. As a part of our peer review, we considered reviews by regulatory entities, if applicable, in determining the nature and extent of our procedures. The firm is responsible for designing a system of quality control and complying with it to provide the firm with reasonable assurance of performing and reporting in conformity with applicable professional standards in all material respects. Our responsibility is to express an opinion on the design of the system of quality control and the firm's compliance therewith based on our review. The nature, objectives, scope, limitations of, and the procedures performed in a System Review are described in the standards at www.aicpa.org/prsummary.

As required by the standards, engagements selected for review included engagements performed under *Government Auditing Standards* and audits of employee benefit plans.

In our opinion, the system of quality control for the accounting and auditing practice of Denman & Company, LLP in effect for the year ended March 31, 2015, has been suitably designed and complied with to provide the firm with reasonable assurance of performing and reporting in conformity with applicable professional standards in all material respects. Firms can receive a rating of *pass*, *pass with deficiency(ies)*, or *fail*. Denman & Company, LLP has received a peer review rating of *pass*.

CliftonLarsonAllen LLP

CliftonLarsonAllen LLP

Bellevue, Washington
August 20, 2015



An independent member of Nexia International



Shull, Schrum, McClaflin
& Co., Inc.
certified public accountants

January 9, 2017

The Honorable Mayor and Members of the City Council
The Municipal Utilities Board of Trustees
City of Indianola, Iowa
c/o Christopher DesPlanques, Finance Director
P. O. Box 299
Indianola, Iowa 50125

Ladies and Gentlemen:

We are pleased to respond to your request for proposals to provide audit services to the City of Indianola, Iowa for the years ending June 30, 2018, 2019, and 2020.

We are proud of our staff and of the professional services we deliver. We believe our professional experience and training make us uniquely qualified to serve the City of Indianola, Iowa and we are prepared to do so.

Questions you may have regarding our proposal should be addressed to Arlen Schrum at 961-2571.

Thank you for the opportunity to present our qualifications to you. We look forward to serving you.

Shull, Schrum, McClaflin & Co., Inc.

PROPOSAL TO PROVIDE PROFESSIONAL
SERVICES TO THE
CITY OF INDIANOLA, IOWA

Table of Contents

Shull, Schrum, McClaflin & Co., Inc. Profile.....	3
Qualifications of Shull, Schrum, McClaflin & Co., Inc.	4
Scope of Shull, Schrum, McClaflin & Co., Inc. Services and Proposed Audit Schedule	5
Shull, Schrum, McClaflin & Co., Inc. Fees & Compensation	6

Appendix

Quality Review Report on Shull, Schrum, McClaflin & Co., Inc.

Contact person:
Arlen Schrum
(515)961-2571

PROPOSAL TO PROVIDE PROFESSIONAL
SERVICES TO THE
CITY OF INDIANOLA, IOWA

Shull, Schrum, McClafin & Co., Inc. Profile

Shull, Schrum, McClafin & Co., Inc., was organized in 2015 as a successor firm to Shull & Co., P.C., which was founded in Indianola, Iowa, in the mid-1970's and built its practice in the surrounding area. Currently, the firm of ten persons, including seven professionals, is managed by Bruce McClafin, Arlen Schrum and Deb Elgin. Arlen Schrum manages the audit and accounting practice and supervises a staff of three professionals. Shull, Schrum, McClafin & Co., Inc. and the five Certified Public Accountants in the office are members of the America Institute of Certified Public Accountants and the Iowa Society of Certified Public Accountants and are in compliance with all registration and permit requirements to engage in the practice of public accounting in the State of Iowa.

PROPOSAL TO PROVIDE PROFESSIONAL
SERVICES TO THE
CITY OF INDIANOLA, IOWA

Qualifications of Shull, Schrum, McClafin & Co., Inc.

Shull, Schrum, McClafin & Co., Inc., possesses outstanding experience auditing entities similar to the City of Indianola, Iowa. We believe the understanding of the City and its operations we have developed in over twenty years of service as the City's auditors as well as the relationships we have established with key personnel make us uniquely qualified to serve as the City's auditors again. In addition, we serve as auditors of the following entities, which are also subject to Government Auditing Standards: City of Norwalk, Iowa, City of Pleasantville, Iowa, Indianola Community School District, Clarke County Landfill Commission and South Central Iowa Landfill Agency.

Arlen Schrum will be responsible for the service you receive. Mr. Schrum has over thirty years of public accounting experience and has responsibility for the work outlined above.

All professionals of Shull, Schrum, McClafin & Co., Inc. are experienced in audits of governmental entities and governmental financial assistance programs and each would be expected to be involved in some phase of our audit services. It is our policy to discuss with our clients personally any changes in key personnel involved in serving them.

Shull, Schrum, McClafin & Co., Inc.'s system of quality control conforms to professional standards and focuses primarily upon supervision and review of all work performed, selection of appropriate professional development opportunities, recognizing situations requiring consultation on accounting and auditing matters and obtaining it from national and state professional sources, and independence of all professional staff in fact and appearance for all audit services. As required by Government Auditing Standards we have enclosed a copy of our most recent quality review report for your use.

PROPOSAL TO PROVIDE PROFESSIONAL
SERVICES TO THE
CITY OF INDIANOLA, IOWA

Scope of Shull, Schrum, McClaflin & Co., Inc. Services and Proposed Audit Schedule

We understand the scope of our work to include financial and compliance audits of the City of Indianola, Iowa and Indianola Municipal Utilities conforming to the requirements of Chapter 11 of the Code of Iowa, generally accepted auditing standards, Government Auditing Standards issued by the Comptroller General of the United States, and the requirements of Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards (Uniform Guidance). Our reports will include independent auditor's reports on the financial statements and the schedule of federal financial assistance, auditor's reports on compliance and on internal control over financial reporting, and auditor's reports on compliance with laws and regulations and internal control over compliance with laws and regulations related to federal financial assistance.

In addition, we understand the scope of our work will include an independent auditor's report on the separate accrual basis financial statements of Indianola Municipal Utilities and of the electric, water and sewer operations.

We expect to schedule our audit work as soon as is practical for your staff. Approximately three weeks of field work would be scheduled at mutually convenient dates in August or September. We expect to have draft reports available in October. We expect to deliver 10 bound copies of all our final reports to the City no later than November 30. We also expect to deliver 2 bound copies of all our final reports along with a per diem audit billing and a copy of the news release to the Auditor of State no later than November 30.

The specific audit procedures chosen in an audit are based upon considerations of audit risk and the design of tests to efficiently and effectively reduce that risk to acceptable levels. Consideration of audit risk includes areas of concern identified by staff and those charged with governance. Typically there is no separate reporting associated with procedures performed to address these items unless it becomes a separate attestation (agreed upon procedures) engagement. We agree to work with the City to develop appropriate responses to identified areas of concern each year.

We agree to work with you to provide, as necessary, parity revenue bond certificates or consents to include our reports in future official statements.

We understand the City of Indianola is considering converting its accounting system and reporting model to the accrual basis. We agree to work with City personnel as they develop procedures and policies related to such a conversion.

PROPOSAL TO PROVIDE PROFESSIONAL
SERVICES TO THE
CITY OF INDIANOLA, IOWA

Shull, Schrum, McClaflin & Co., Inc. Fees and Compensation

Based upon our prior experience as the City's auditors we estimate the total recurring hours to perform the audit of the City of Indianola, Iowa on the basis of cash receipts and disbursements will be approximately 280 hours per year and the total recurring hours to perform the audit of the Indianola Municipal Utilities on the accrual basis will be approximately 250 hours. We are willing to commit to maximum fees for the audits as follows:

	Year Ending June 30,		
	2018	2019	2020
Comprehensive audit and financial statements for the City of Indianola	\$ 10,000	10,500	11,000
Component unit audit and financial statements for Indianola Municipal Utilities	8,200	8,600	9,000
Separate financial statements for the electric, water and sewer utilities at \$2,500 each	<u>7,500</u>	<u>7,500</u>	<u>7,500</u>
	<u>\$ 25,700</u>	<u>26,600</u>	<u>27,500</u>

We would expect to bill you \$7,000 on August 31, \$10,000 on September 30 and the balance upon delivery of the final reports.

If the City successfully converts to accrual basis reporting, we estimate an additional 60 to 80 hours each year for the City audit and additional fees of \$5,000 to \$8,000 per year.

Our fees for services outside the scope of the audits, all of which would be discussed with you in advance of performing them, would be billed at our standard hourly rates of \$225 per hour for partners, \$150 per hour for senior staff and \$90 per hour for other staff.