



**IMU Board of Trustees
December 8, 2014
City Hall Council Chambers
5:30 p.m.**

Agenda

1. Roll Call
2. Consent
 - A. Claims
 - B. Minutes
 - C. Salaries
 - D. Ratification of Resolution Authorizing Review of Disclosures and Participation in the Municipalities Continuing Disclosure Coop. Initiative
3. Reports
 - A. General Manager
 - B. Chairperson
 - C. Monthly Financials
 - D. Strategic Plan working draft
 - E. IMU Partners Program
4. 2015 W. Hwy. 92 and Y Street Intersection Relocation Project
 - A. Resolution Ordering Construction and Fixing a Date for a Public Hearing and Taking of Bids
 - B. Any other items thereto.
5. Other Business
6. Adjourn

Information

Subject

Claims

Information

The December 1, 2014 Claims List was distributed last week.

Financial Impact

N/A

Staff Recommendation

IMU Regular Downstairs
Meeting Date: 12/08/2014

2. B.

Information

Subject

Minutes

Information

Minutes of the November 24, 2014 meeting are attached.

Financial Impact

N/A

Staff Recommendation

Attachments

Minutes

BOARD OF TRUSTEE MINUTES
REGULAR SESSION – NOVEMBER 24, 2014

The Board of Trustees met in regular session at 5:30 p.m. on November 24, 2014 in the City Hall Council Chambers. Chairperson Eric Vander Linden called the meeting to order and on roll call the following members were present: Heather Hulen, Grant Johnson, Pat Reding, Eric Vander Linden and Deb White.

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

November 17, 2014 claims

November 10, 2014 minutes

The Board discussed the Highway 92 Distribution Relocation Project. The IDOT has revised its plans and specifications for this project which increases the amount of utility relocation at “Y” Street. The latest estimate is a 20-40% overall increase to the current \$565,631.45 contract. Al Powers, P&E Engineering, presented the following estimate of cost allocation and the impact on IMU:

- The cost to negotiate a buy-out of the current contract and re-bid the project would involve material, labor and lost profit. Any increases to these components would be reimbursed 100% by the IDOT
- Any increased costs related to the delay of the project would be reimbursed 100% by IDOT.
- Any increased costs related to work at “Y” Street and west of “Y” Street would be reimbursed by the IDOT
- Any increased costs related to work east of “Y” Street would be 100% IMU’s

A recommendation from staff and the engineer will be brought back to the December 8 or December 22, 2014 Trustee meeting.

Mike Metcalf presented the third quarter safety report.

A motion was made by Hulen and seconded by Johnson to approve the October 2014 Treasurer’s Report and budget variance reports. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

General Manager Todd Kielkopf presented the working draft of the IMU Strategic Plan. Additions include:

- Item #1 – Action Plan primarily clarifies and provides more details about the activities and strategies to be deployed
- Item #2 – Action Plan specifies that IMU will develop a policy to implement the goal of extending the fiber network and completing in-fill neighborhoods
- Item #3 – Response to discussion held with the Mayor, two council members, City Manager, General Manager and two trustee members – Underground utility preference is both an IMU goal and a City Council ordinance – there is now a better understanding of the competing needs for the same, limited, rate-revenue funds

General Manager Todd Kielkopf and Electric Superintendent Bob Miller discussed how much of the system remains overhead and will need to be replaced. They also discussed how much of the system remains 4kV versus the preferred higher voltage of 13.2kV.

Todd Kielkopf, General Manager, reviewed the status of the fiber network in terms of immediate opportunities to cost-effectively extend services. Staff will be evaluating where to spend limited funds based on some criteria, which will soon formulate a policy to include:

- Predicting a minimum take rate for the project area based on pre-service signups
- Prioritizing areas with the lowest expected cost per likely premises resulting in customers
- Requesting commitments for Contributions in Aid of Construction from each household
- Working with MCG for them to provide multi-year contract to collect commitments
- Possibly obtaining a connection fee for fiber connection

A motion was made by White and seconded by Hulen to approve the certificate of completion for the Ann Parkway Water Main Project. Question was called for and on voice vote the Chairperson declared the motion carried unanimously.

General Manager Todd Kielkopf stated the following reasons for the amended agenda which added the Resolution Authorizing Review Of Disclosure Activities and Participation in the Municipalities Continuing Disclosure Cooperative Initiative:

- This item has just come to the Utilities attention
- This item is an urgent matter with a December 1, 2014 deadline
- With a short week this week due to the holiday and the importance of the matter, it is considered an emergency item and has been added to the agenda for this reason

The Board recessed for five minutes.

The following resolution entitled, “RESOLUTION AUTHORIZING REVIEW OF DISCLOSURE ACTIVITIES AND PARTICIPATION IN THE MUNICIPALITIES CONTINUING DISCLOSURE COOPERATIVE INITIATIVE” was approved on a motion by Johnson and seconded by Hulen subject to the Board ratifying the resolution and all action taken with respect to Municipalities Continuing Disclosure Cooperative Initiative at the next Board meeting. On roll call the vote was, AYES: White, Hulen, Vander Linden, Reding and Johnson. NAYS: None. Whereupon the Chairperson declared the motion carried unanimously and the following resolution duly adopted.

**RESOLUTION AUTHORIZING REVIEW OF DISCLOSURE ACTIVITIES AND PARTICIPATION
IN THE MUNICIPALITIES CONTINUING DISCLOSURE COOPERATIVE INITIATIVE**

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

Meeting adjourned on a motion by Johnson and seconded by Reding.

Eric Vander Linden, Chairperson

Diana Bowlin, City Clerk

IMU Regular Downstairs
Meeting Date: 12/08/2014

2. C.

Information

Subject

Salaries

Information

John Kmet, Meter Reader II, from R 19-3 at \$20.419/hr. to R 19-4 at \$21.228/hr. (including longevity) for creditable and satisfactory service as per union contract, effective 12/5/14.

Financial Impact

N/A

Staff Recommendation

IMU Regular Downstairs

2. D.

Meeting Date: 12/08/2014

Information

Subject

Ratification of the Resolution Authorizing Review of Disclosure Activities and Participation in the Municipalities Continuing Disclosure Cooperative Initiative

Information

Legal counsel recommends formal ratification of the resolution adopted and actions taken at the prior Trustee meeting, due to its addition to the agenda prior to being able to provide the public with 24 hours of notice.

Financial Impact

N/A

Staff Recommendation

Information

Subject

Administrative News Items

Information

Noteworthy items for the week are attached.

Financial Impact

N/A

Staff Recommendation

Attachments

News Items

NEWS ITEMS

TO: IMU Trustees
FROM: IMU Administrative Staff
DATE: December 5, 2014

- 1. Water Capital Improvement Plan:** Most preliminary information is available for the upcoming 5-year plan. However water engineers Veenstra & Kimm are still waiting on cost estimates for two potential proactive plant replacement items. Staff will be meeting with them again next week to finalize the list. Staff will present it at the December 22 meeting.
- 2. Demand Customer:** IMU staff tracks and periodically reviews demand readings (i.e. amount of peak use) for larger customers with existing demand meters. Rate structures are designed such that there isn't a long-term advantage to IMU for a customer class being on one rate or the other. The combination of demand and hourly use rates are designed to be neutral to IMU when considering how wholesale demand and rates are charged.

Following a recent staff analysis, a customer that has been re-routing service between multiple meters will save a modest amount by requesting to change from the large industrial rate class to small industrial. The customer was notified, was appreciative, and made the request. Another nice customer service example of the benefits of a local utility!

- 3. Media Coverage:** The "Gigabit" press release spurred inquiries or coverage from the Iowa Association of Municipal Utilities, Des Moines Business Record, The Des Moines Register, a broadband industry trade site called LightReading, and at least one metro radio station. Some have yet to report on it, however. One has expressed interest in writing a follow-up article about Indianola's recent tech evolution.

Also, there has recently been both primary and secondary coverage of an EMERGE@Simpson venture. Its app release and download popularity were the subject of a KCCI-TV leading 6:00pm news story and was replayed on other broadcasts over a 2-day period. It was also a "most-watched" clip on their web site and "trended" in the Google app store. Simpson staff relay that it is a nice success story useful for student recruitment and alumni relations, both of which impact Indianola's economy. Students making their Capstone class presentations this week also displayed enthusiasm about one of their own having success, which helps with continued participation in the spring semester.

Information

Subject

Monthly Financials

Information

Monthly financial reports were able to be prepared early this month. Treasurer Doug Shull will attend to present the Treasurer's Report. Given the limited agenda this meeting, it is beneficial to receive updated financial information prior to next meeting's discussion of capital improvement plans.

Financial Impact

N/A

Staff Recommendation

Attachments

Financials

IMU Monthly Financial Reports

	<u>Page</u>
Notes & Comments	2
Treasurer's Report	3 - 4
KWH & Gallons Sold	5 - 6
FYTD Financial Summary Report	7
Electric Utility Reports	8 - 11
Combined	
Trend & Comparison	
O&M Fund	
Capital Fund	
Water Utility Reports	12 - 14
Combined	
O&M Fund	
Capital Fund	
Network Services (Comm. Utility) Report	15
Administrative Fund Report	16

Notes & Comments

1. Total Cash Flow from all activities the on Treasurer's Report was -\$586,033.22 due to a combination of capital project payments (yet to be reimbursed), seasonal negative electric gross margin (pay summer wholesale energy bill while collecting winter retail rates), and water revenue bond annual principal + semi-annual interest payment.
2. Electric kWh sales (page 5) graph over the past 12 months shows a return to historical trends. The period still contains a colder winter (in 2014) than what should be expected for the coming 12 months. Water consumption (page 6) has also returned to historical averages following 2 dry years where watering lawns was more prevalent than average.
3. The Electric Gross Margin (page 7) is slightly higher than the seasonally-adjusted budget, due to slightly lower wholesale power costs per kWh, which will reverse with new winter rates effective November 2014 and the customer charge in February & March of 2015.
4. Electric Utility reserves remain above policy levels & targets, however the vast majority of that is committed to capital projects (W. Hwy 92 and Network Services) and budgeted negative cash flow from operations. Again, the one-time wholesale power charge will also consume a substantial amount of cash available. Another one-time prepayment of the Water Utility loan should keep the utility's fiscal year ending reserves at policy levels.
5. Using the cash-based + depreciation model, FYTD Electric Utility Net Income (page 8) was a loss of \$504,384. This is slightly less than expected due to the favorable FYTD gross margin and actual insurance costs being much lower than when the budget had been adopted. The unexpected summer transmission system storm damage in excess of \$72,000 is also a factor. Debt service coverage is a heightened concern and will be closely paid attention to during the upcoming budget process to ensure compliance by June 30, 2015.
6. The Water Utility (pages 7 & 12) is not meeting budget expectations in terms of Net Income and Cash Flow due to lower sales due to mild weather. Reserves are well above targets, primarily due to the timing of capital projects under contract but yet to be completed. These fund balances are scheduled to be expended over the next two years on proactive capital projects, break-even operations, and loan payments. There is ample time to adjust projects to meet reduced revenue expectations going forward.
7. The Communications Utility (page 15) and Admin. Fund (page 16) cash flows are essentially fairly close to the post-budget operating targets. Funds to improve the PoP building and a splicing trailer are in the budget, but won't be expended until plans are better established. Administrative expenses should be less than budget until re-estimated in January, as several line items were reduced after the FY 2015 budget was adopted last spring.

FINANCIAL REPORT
MONTH OF NOVEMBER, 2014

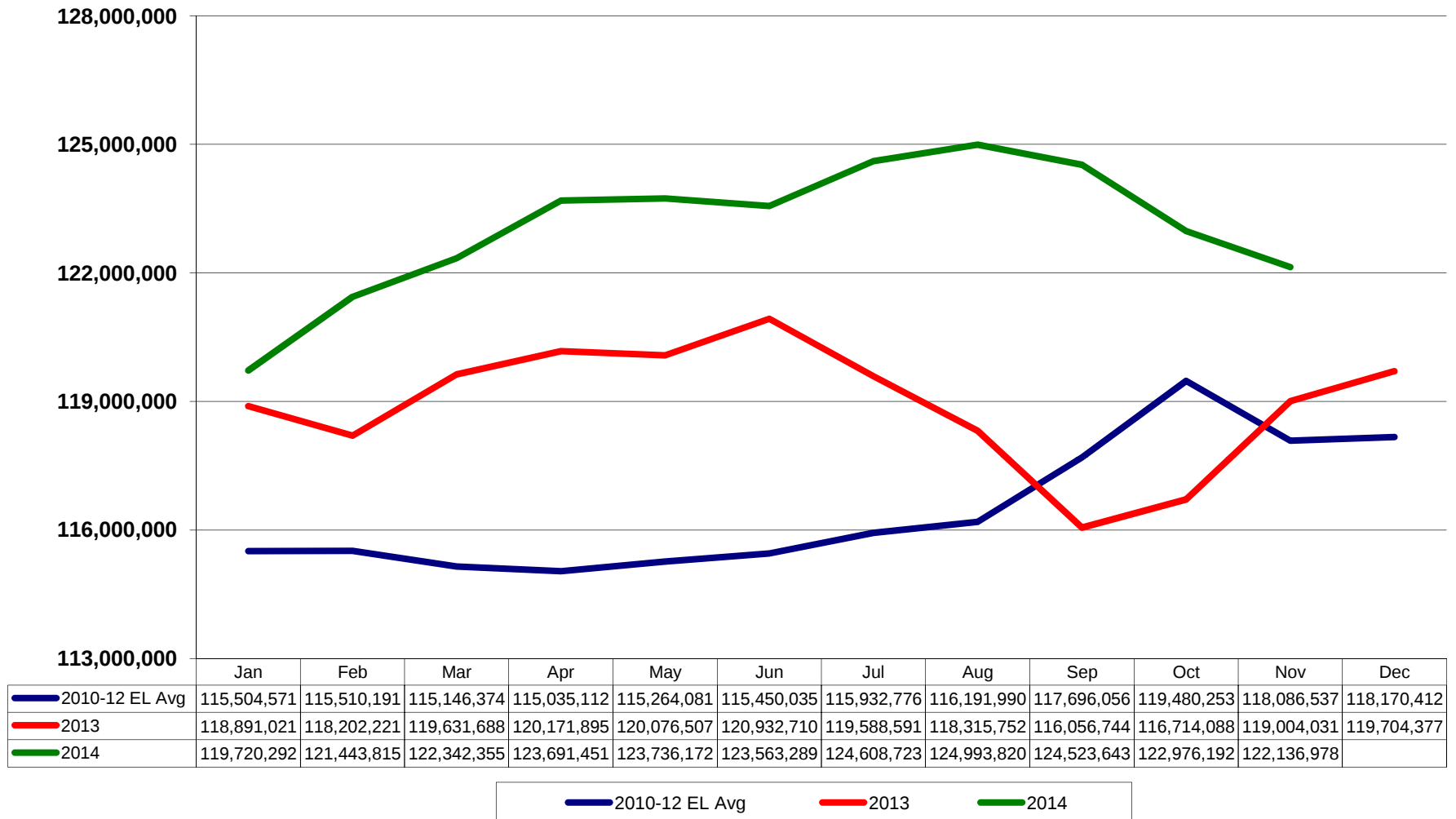
Page 1

FUND	Beginning Balance	Monies Received	Monies Disbursed	Transfer In	Transfer Out	Clerk's Balance	% of Total
001 General Government	1,219,004.46	40,006.28	144,977.56	111,200.01	2,352.07	1,222,881.12	
011 Police	496,558.38	93,683.54	162,439.74	59,184.34	309.00	486,677.52	
015 Fire	264,829.52	25,849.65	38,121.72	8,364.46	24.72	260,897.19	
016 Ambulance	297,710.09	56,165.38	70,609.20	4,423.31	5,572.66	282,116.92	
041 Library	15,493.62	57,571.56	37,496.27	6,379.91	61.80	41,887.02	
042 Park & Recreation	550,631.47	51,468.89	96,899.61	15,443.15	123.60	520,520.30	
045 Memorial Pool	-82,989.88	6,681.56	3,584.22	0.00	0.00	-79,892.54	
071 General Fund Deb Service	80,825.34	5,506.92	0.00	0.00	0.00	86,332.26	
099 Franchise Fees-MEC	271,381.53	0.00	0.00	0.00	0.00	271,381.53	
GENERAL FUND SUB-TOTAL	3,113,444.53	336,933.78	554,128.32	204,995.18	8,443.85	3,092,801.32	
110 Road Use Tax (Streets)	945,008.32	126,726.70	73,678.73	0.00	15,158.15	982,898.14	
112 Trust & Agency	0.00	69,878.50	0.00	0.00	69,878.50	0.00	
115 YMCA Maintenance Obligations	26,410.80	0.00	0.00	0.00	0.00	26,410.80	
125 TIF--Downtown	305,784.21	36,819.23	0.00	0.00	50,000.00	292,603.44	
126 TIF--East Hwy 92	0.00	0.00	0.00	0.00	0.00	0.00	
127 TIF--Hillcrest/Industrial Park	450,027.56	112,141.22	125,000.00	0.00	0.00	437,168.78	
141 Library Special Revenue	36,425.96	6,168.08	414.10	0.00	0.00	42,179.94	
142 Park & Rec Special Revenue	117,420.05	8,059.86	190.78	0.00	0.00	125,289.13	
160 Downtown Revolving Loan	79,094.33	26,462.52	0.00	0.00	0.00	105,556.85	
161 Downtown Business Inc Program	-23,692.56	0.00	586.22	50,000.00	0.00	25,721.22	
177 Police Forfeiture	19,830.07	0.00	0.00	0.00	0.00	19,830.07	
190 Vehicle Reserve	99,742.42	0.00	0.00	1,666.67	0.00	101,409.09	
199 Police Retirement	108,010.76	151.42	0.00	0.00	1,041.67	107,120.51	
SPECIAL REVENUES SUB-TOTAL	2,164,061.92	386,407.53	199,869.83	51,666.67	136,078.32	2,266,187.97	
200 DEBT SERVICE (SUB-TOTAL)	2,247,805.88	118,970.44	6,271.25	60,774.99	0.00	2,421,280.06	
301 Capital Projects (General)	636,404.14	28,949.43	0.00	0.00	0.00	665,353.57	
321 Capital Projects (Streets)	-947,360.90	918.00	1,086,670.06	0.00	0.00	-2,033,112.96	
344 Community Athletic Facility	7,839.23	11.61	134.96	0.00	0.00	7,715.88	
353 Community ReDevelopment (D&D)	-23,936.99	0.00	165.00	0.00	0.00	-24,101.99	
CAPITAL PROJECTS SUB-TOTAL	-327,054.52	29,879.04	1,086,970.02	0.00	0.00	-1,384,145.50	
610 Sewer	169,805.76	0.00	83,511.59	140,600.00	34,901.03	191,993.14	
650 Stormwater Utility	332,318.98	16,590.11	0.00	0.00	5,158.33	343,750.76	
670 Recycling	66,825.99	17,330.43	15,275.44	0.00	1,441.67	67,439.31	
710 Sewer Capital Projects	727,535.31	341,673.04	2,516.30	0.00	239,483.33	827,208.72	
771 Sewer Reserve	114,238.70	0.00	0.00	0.00	0.00	114,238.70	
781 Sewer Plant Improvement	325,905.87	0.00	0.00	2,083.33	0.00	327,989.20	
791 Sewer Revenue Bonds	471,706.69	0.00	0.00	61,016.67	0.00	532,723.36	
820 Health Insurance	1,028,266.89	107,495.31	109,453.61	0.00	0.00	1,026,308.59	
830 Health Reimbursement Account	275,694.72	0.00	269.20	0.00	0.00	275,425.52	
840 Flex/STD	225,143.61	2,323.06	6,380.11	1,390.50	0.00	222,477.06	
850 Liability Insurance Reserve--City	36,602.10	50.47	0.00	0.00	0.00	36,652.57	
CITY UTILITY & IS SUB-TOTAL	3,774,044.62	485,462.42	217,406.25	205,090.50	280,984.36	3,966,206.93	
TOTAL CITY FUNDS	10,972,302.43	1,357,653.21	2,064,645.67	522,527.34	425,506.53	10,362,330.78	55%
TOTAL IMU FUNDS	8,919,494.28	1,283,340.12	1,772,352.53	175,941.68	272,962.49	8,333,461.06	45%
GRAND TOTAL CITY & IMU	19,891,796.71	2,640,993.33	3,836,998.20	698,469.02	698,469.02	18,695,791.84	
Cross Check Total						18,695,791.84	
Investments							
Bankers Trust	\$ 14,241,124.65	2.14%				Clerk's Balance	18,695,791.84
Iowa Public Agency Inv. Trust	\$ 111,110.33	0.010%				Plus Outstanding Checks	1,096,857.95
Payroll Account, City State Bank	\$ -	Earnings Credit				Unreconcilable Item	
Checking Account, City State Bank	\$ 246,694.11	Earnings Credit				Less Outstanding Deposits	-31,284.24
Checking Account, Community Bank	\$ 14,530.41						
Payroll Account, Community Bank	\$ 830.90						
Sweep Account, City State Bank	\$ 5,147,075.15	0.93%					
BANK BALANCE	19,761,365.55						19,761,365.55

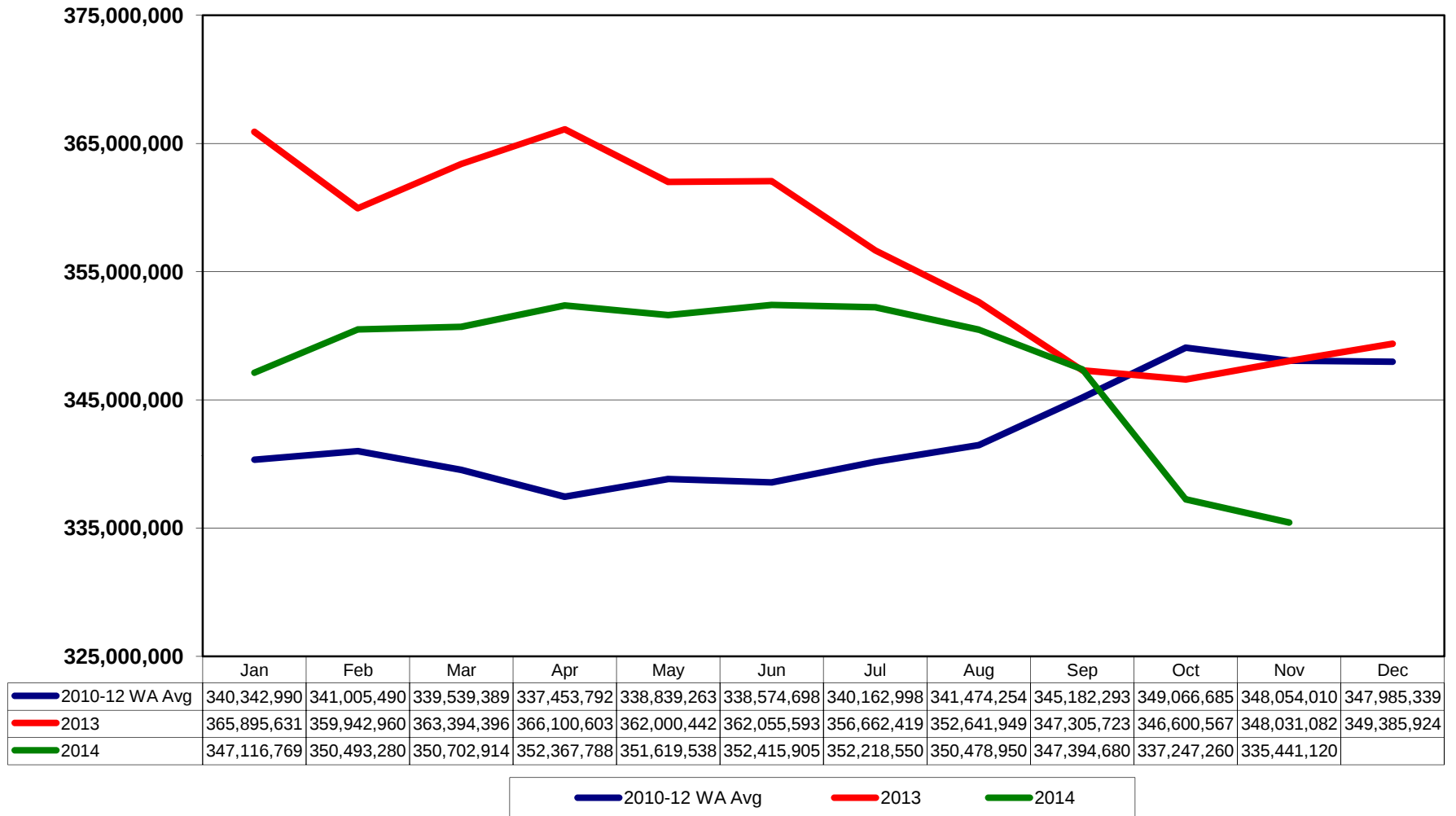
600 Water	415,559.90	193,284.23	75,374.02	0.00	115,959.38	417,510.73
620 IMU Administration	70,949.28	2,000.00	57,546.53	84,375.00	30,053.47	69,724.28
625 Revolving Economic Development	103,712.56	143.84	0.00	0.00	0.00	103,856.40
626 USDA RLF	225,000.00	0.00	0.00	0.00	0.00	225,000.00
630 Electric	2,203,824.72	983,692.39	1,176,760.49	22,566.67	119,491.31	1,913,831.98
640 Fiber/Communications	304,195.94	23,143.71	18,136.05	0.00	7,458.33	301,745.27
700 Water Capital Projects	864,833.38	0.00	18,073.76	35,991.67	0.00	882,751.29
730 Electric Capital Projects	2,770,854.84	81,053.25	112,461.25	-58,333.33	0.00	2,681,113.51
740 Fiber/Comm Capital Projects	0.00	0.00	0.00	0.00	0.00	0.00
770 Water Reserve	135,000.00	0.00	0.00	0.00	0.00	135,000.00
773 Electric Reserve	979,000.00	0.00	0.00	0.00	0.00	979,000.00
780 Water Capital Improvement	75,000.00	0.00	0.00	0.00	0.00	75,000.00
783 Electric Improvement	207,691.35	0.00	0.00	0.00	0.00	207,691.35
790 Water Revenue Bonds	253,902.18	0.00	274,737.50	23,150.00	0.00	2,314.68
793 Electric Revenue Bonds	296,366.72	0.00	0.00	68,191.67	0.00	364,558.39
855 Liability Insurance Reserve--IMU	13,603.41	22.70	39,262.93	0.00	0.00	-25,636.82
IMU SUB-TOTAL	8,919,494.28	1,283,340.12	1,772,352.53	175,941.68	272,962.49	8,333,461.06

<u>INTEREST DISTRIBUTION</u>	INTEREST		CALYTD	FYTD
	INCOME	% OF TOTAL		
Electric Funds	\$ 11,412.61	45.22%	\$ 101,464.04	\$ 51,542.24
Water Funds	\$ 2,321.69	9.20%	\$ 23,989.79	\$ 11,228.07
Sewer Funds	\$ 1,885.10	7.47%	\$ 15,882.88	\$ 8,497.21
Police Retirement	\$ 151.41	0.60%	\$ 1,335.66	\$ 600.10
Community Redevelopment	\$ -	0.00%	\$ 500.26	\$ 0.14
All other	\$ 9,464.91	37.51%	\$ 119,310.86	\$ 55,320.19
TOTAL	\$ 25,235.72	100.00%	\$ 262,483.49	\$ 127,187.95

KWH's Sold
(kWh's sold based on a rolling 12 month total)

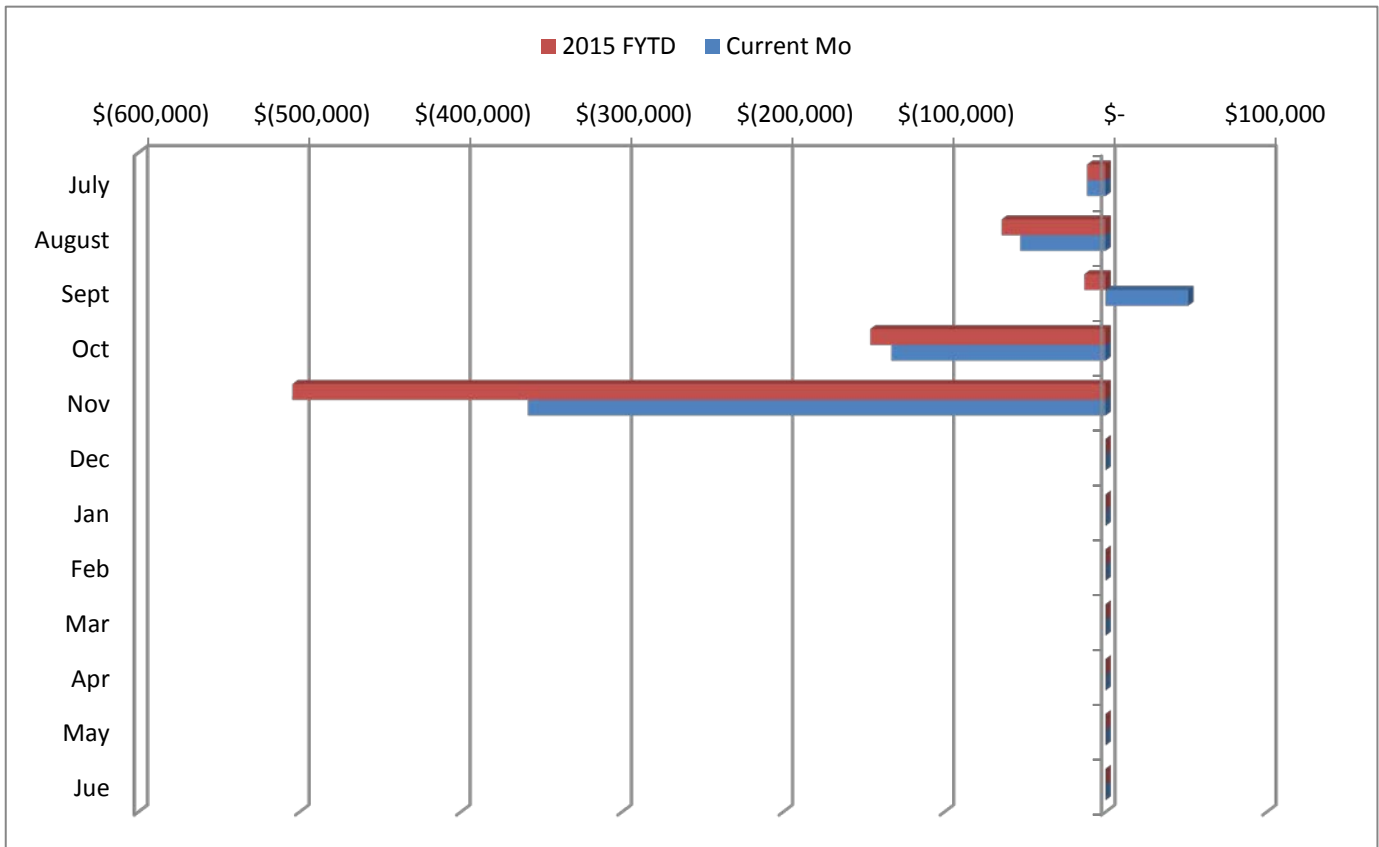


Gallons Sold
(Gallons sold based on a rolling 12 month total)



	FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Electric Utility:			
Gross Margin	\$ 905,434	\$ 815,300	\$ 90,134
Cash-based Net Income (incl. Depr.)	\$ (504,384)	\$ (516,100)	\$ 11,716
Net O&M + Capital Funds Cash Flow	\$ (438,069)	\$ (431,500)	\$ (6,569)
Ending O&M and Capital Fund Balances	\$ 4,594,945	\$ 4,601,500	
Less-			
Designated for Future Projects	-	-	-
Reserve Targets	3,969,000	3,969,000	-
Over/(Under)	\$ 625,945	\$ 632,500	\$ (6,555)
Debt Service Coverage Ratio w/o PILOT	0.53	0.50	
Water Utility:			
Cash-based Net Income (incl. Depr.)	\$ 130,751	\$ 186,800	\$ (56,049)
Net O&M + Capital Funds Cash Flow	\$ (24,105)	\$ (54,800)	\$ 30,695
Ending O&M and Capital Fund Balances	\$ 1,300,262	\$ 1,269,600	
Less-			
Designated for Future Projects	-	-	-
Reserve Targets	686,600	686,600	-
Over/(Under)	\$ 613,662	\$ 583,000	\$ 30,662
Debt Service Coverage Ratio w/o PILOT	1.34	1.53	
Communications Utility:			
Net Cash Flow	\$ (31,526)	\$ (69,300)	\$ 37,774
Ending Fund Balances	\$ 301,745	\$ 264,000	\$ -
Less-			
Designated for Future Projects	-	-	-
Reserve Targets	157,200	157,200	-
Over/(Under)	\$ 144,545	\$ 106,800	\$ 37,745
Commercial Customers	109	130	-21
Residential Customers	250	270	-20
Administrative Fund:			
Net Cash Flow	\$ 69,724	\$ 55,900	\$ 10,750

EL - Combined		FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Revenue:				
Sales of Electricity & Peaking	\$	5,652,160	\$ 5,924,200	\$ (272,040)
Sales Taxes	\$	101,053	129,200	(28,147)
Other	\$	605,991	579,800	26,191
Total O&M Revenue	\$	6,359,204	6,633,200	(273,996)
Expenditures:				
Purchased Energy & Fuel	\$	4,506,268	\$ 4,868,400	\$ (362,132)
Salaries	\$	355,889	349,300	6,589
Benefits	\$	178,660	188,100	(9,440)
Materials, Suppl. & Contracts	\$	332,331	224,300	108,031
Sales Taxes & Use Taxes	\$	103,941	131,700	(27,759)
PILOT	\$	240,458	240,500	(42)
Debt Service - Interest Only	\$	115,958	116,000	(42)
Overhead, Admin & EE	\$	514,232	526,100	(11,868)
Depreciation (Est)	\$	570,200	570,200	-
Total O&M Expenses	\$	6,917,937	7,214,600	(296,663)
Net Income (Operating & Other)	\$	(558,733)	(581,400)	22,667
Capital Activities:				
Major Maintenance via Capital Fund	\$	(37,374)	\$ (35,000)	\$ (2,374)
Capital Contributions (Fiber)	\$	82,633	82,900	(267)
Capital Contributions (Electric)	\$	9,089	17,400	(8,311)
Net Income	\$	(504,384)	(516,100)	11,716
Cash Flow:				
Net Income + Depreciation	\$	65,816	\$ 54,100	\$ 11,716
Water Loan Principal	\$	95,333	95,300	33
Debt Service Principal	\$	(225,000)	(225,000)	-
Debt Service Reserve Change	\$	-	-	-
Capital Contributions (Developers)	\$	1,180,933	52,100	1,128,833
Proceeds from Debt Issues	\$	-	-	-
Capital Projects	\$	(1,555,151)	(408,000)	(1,147,151)
Designated for Future Projects	\$	-	-	-
Net Cash Flow	\$	(438,069)	\$ (431,500)	\$ (6,569)



	2015 FYTD		Current Mo		2014 FYTD*		Current Mo*	
July	\$	(11,428)	\$	(11,428)	\$	(104,177)	\$	(104,177)
August	\$	(64,417)	\$	(52,989)	\$	(29,431)	\$	74,745
Sept	\$	(13,170)	\$	51,247	\$	126,633	\$	156,064
Oct	\$	(146,012)	\$	(132,842)	\$	252,324	\$	125,691
Nov	\$	(504,384)	\$	(358,372)	\$	(84,706)	\$	(337,030)
Dec	\$	-	\$	-	\$	(44,691)	\$	40,015
Jan	\$	-	\$	-	\$	(124,895)	\$	(80,204)
Feb	\$	-	\$	-	\$	(27,272)	\$	97,623
Mar	\$	-	\$	-	\$	(48,555)	\$	(21,283)
Apr	\$	-	\$	-	\$	83,249	\$	131,804
May	\$	-	\$	-	\$	91,881	\$	8,633
June	\$	-	\$	-	\$	190,770	\$	98,889

*Tracking purposes only

630 - EL O&M Fund		FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Revenue:				
Sales of Electricity & Peaking	\$	5,652,160	\$ 5,924,200	\$ (272,040)
Sales Taxes	\$	101,053	129,200	(28,147)
Other	\$	272,836	215,500	57,336
Fund Revenue	\$	6,026,049	\$ 6,268,900	\$ (242,851)
Expenditures:				
Purchased Energy & Fuel	\$	4,506,268	\$ 4,868,400	\$ (362,132)
Salaries	\$	355,889	349,300	6,589
Benefits	\$	178,660	188,100	(9,440)
Materials, Suppl. & Contracts	\$	332,331	224,300	108,031
Sales Taxes & Use Taxes	\$	103,941	131,700	(27,759)
PILOT	\$	240,458	240,500	(42)
Debt Service	\$	340,958	341,000	(42)
Overhead, Admin & EE	\$	514,232	526,100	(11,868)
Fund Expenditures	\$	6,572,737	\$ 6,869,400	\$ (296,663)
O&M Activities Cash Flow:	\$	(546,688)	\$ (600,500)	\$ 53,812
Capital Fund Transfer (Out) In	\$	387,000	\$ 387,000	\$ (0)
O&M Fund Cash Flow:	\$	(159,688)	\$ (213,500)	\$ 53,812
Ending Fund Balances:				
	\$	1,913,832	\$ 1,860,000	
17% Reserve Target	\$	2,118,600	\$ 2,118,600	
Over/Under Reserve Target	\$	(204,768)	\$ (258,600)	\$ 53,832

730 - EL CAP Fund

	FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Revenue:			
Capital Contributions (Fiber)	\$ 82,633	\$ 82,900	\$ (267)
Capital Contributions (Electric)	\$ 36,356	69,500	(33,144)
Capital Contributions (Reimb)	\$ 1,153,666	-	1,153,666
Water Loan Principal	\$ 95,333	95,300	33
Proceeds from Debt	\$ -	-	-
Other	\$ 333,155	364,300	(31,145)
Fund Revenue	\$ 1,701,144	\$ 612,000	\$ 1,089,144
Expenditures:			
Major Maintenance (Est.)	\$ 37,374	\$ 35,000	\$ 2,374
Vehicles	\$ -	100,000	(100,000)
Relocations & Conversions	\$ 1,541,640	108,600	1,433,040
New Developments & Line Repl	\$ 34,520	57,600	(23,080)
Network Services	\$ 122,137	150,500	(28,363)
Other/Stock (Out) In	\$ (143,146)	(8,700)	(134,446)
Fund Expenditures	\$ 1,592,525	\$ 443,000	\$ 1,149,525
Capital Activities Cash Flow:			
Capital Fund Transfer (Out) In	\$ (387,000)	\$ (387,000)	\$ 0
Designated for Future Projects	\$ -	-	-
Capital Fund Cash Flow:	\$ (278,381)	\$ (218,000)	\$ (60,381)
Ending Fund Balances:	\$ 2,681,114	\$ 2,741,500	
Reserve Target	\$ 1,850,400	\$ 1,850,400	
Designated for Future Projects			
Over/Under Reserve Target	\$ 830,714	\$ 891,100	\$ (60,386)

WA - Combined		FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Revenue:				
Sales of Water	\$	939,650	\$ 1,011,900	\$ (72,250)
Sales Taxes	\$	50,156	60,700	(10,544)
Other	\$	69,391	58,800	10,591
Total O&M Revenue	\$	1,059,197	\$ 1,131,400	\$ (72,203)
Expenditures:				
Salaries	\$	161,805	\$ 171,700	\$ (9,895)
Benefits	\$	71,041	84,200	(13,159)
Materials, Suppl. & Contracts	\$	162,941	149,400	13,541
Sales Taxes & Use Taxes	\$	52,134	64,500	(12,366)
PILOT	\$	28,458	28,500	(42)
Debt Service - Interest Only	\$	28,058	28,000	58
Overhead, Admin & EE	\$	106,905	99,900	7,005
Depreciation (Est)	\$	243,800	243,800	-
Total O&M Expenses	\$	855,142	\$ 870,000	\$ (14,858)
Net Income (Operating & Other)	\$	204,055	\$ 261,400	\$ (57,345)
Capital Activities:				
Major Maintenance via Capital Fund	\$	(73,304)	\$ (74,600)	\$ 1,296
Net Income	\$	130,751	\$ 186,800	\$ (56,049)
Cash Flow:				
Net Income + Depreciation	\$	374,551	\$ 430,600	\$ (56,049)
Debt Service Principal	\$	(272,400)	(272,400)	-
Sale of Land - Payment	\$	20,000	20,000	-
Debt Service Reserve Change	\$	-	-	-
Capital Projects	\$	(146,256)	(233,000)	86,744
Designated for Future Projects	\$	-	-	-
Net Cash Flow	\$	(24,105)	\$ (54,800)	\$ 30,695

600 - WA O&M Fund		FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Revenue:				
Sales of Water	\$	939,650	\$ 1,011,900	\$ (72,250)
Sales Taxes	\$	50,156	60,700	(10,544)
Other	\$	69,391	58,800	10,591
Fund Revenue	\$	1,059,197	\$ 1,131,400	\$ (72,203)
Expenditures:				
Salaries	\$	161,805	\$ 171,700	\$ (9,895)
Benefits	\$	71,041	84,200	(13,159)
Materials, Suppl. & Contracts	\$	162,941	149,400	13,541
Sales Taxes & Use Taxes	\$	52,134	64,500	(12,366)
PILOT	\$	28,458	28,500	(42)
Debt Service	\$	300,458	300,400	58
Overhead & Admin	\$	106,905	99,900	7,005
Fund Expenditures	\$	883,742	\$ 898,600	\$ (14,858)
O&M Activities Cash Flow:	\$	175,455	\$ 232,800	\$ (57,345)
Capital Fund Transfer (Out) In	\$	(179,958)	\$ (180,000)	\$ 42
Debt Service Reserve Change	\$	-	-	-
O&M Fund Cash Flow:	\$	(4,503)	\$ 52,800	\$ (57,303)
Ending Fund Balances:				
	\$	417,511	\$ 474,800	
17% Reserve Target	\$	205,800	\$ 205,800	
Over/Under Reserve Target	\$	211,711	\$ 269,000	\$ (57,289)

700 - WA CAP Fund		FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Revenue:				
Proceeds from Debt	\$	-	\$	-
Other (Sale of Land)	\$	20,000	20,000	-
Fund Revenue	\$	20,000	\$ 20,000	\$ -
Expenditures:				
Major Maintenance (Est.)	\$	73,304	\$ 74,600	\$ (1,296)
Vehicles	\$	725	16,700	(15,975)
Water Towers	\$	-	-	-
Plant	\$	84,580	160,000	(75,420)
Water Mains	\$	63,452	56,300	7,152
Other	\$	(2,500)	-	(2,500)
Fund Expenditures	\$	219,560	\$ 307,600	\$ (88,040)
Capital Activities Cash Flow:				
Capital Fund Transfer (Out) In	\$	179,958	\$ 180,000	\$ (42)
Designated for Future Projects	\$	-	-	-
Capital Fund Cash Flow:	\$	(19,602)	\$ (107,600)	\$ 87,998
Ending Fund Balances:		\$ 882,751	\$ 794,800	\$ 87,951
Reserve Target	\$	480,800	\$ 480,800	\$ -
Designated for Future Projects	\$	-	-	-
Over/Under Reserve Target	\$	401,951	\$ 314,000	\$ 87,951

640 - NS O&M Fund		FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Revenue:				
Fiber License Payments	\$	109,694	\$ 127,700	\$ (18,007)
Other	\$	9,264	2,100	7,164
Fund Revenue	\$	118,957	\$ 129,800	\$ (10,843)
Expenditures:				
Salaries	\$	4,472	\$ 4,500	\$ (28)
Benefits	\$	735	800	(65)
Materials, Suppl. & Contracts	\$	85,150	152,300	(67,150)
Overhead, Admin & EE	\$	60,126	41,500	18,626
Fund Expenditures	\$	150,483	\$ 199,100	\$ (48,617)
O&M Activities Cash Flow:	\$	(31,526)	\$ (69,300)	\$ 37,774
Electric CIAC (Out) In	\$	-	\$ -	\$ -
O&M Fund Cash Flow:	\$	(31,526)	\$ (69,300)	\$ 37,774
Ending Fund Balances:		\$ 301,745	\$ 264,000	
FY Ending Balance Target	\$	157,200	\$ 157,200	
Designated for Future Projects	\$	-	-	
Over/Under Reserve Target	\$	144,545	\$ 106,800	\$ 37,745

620 - ADM O&M Fund		FYTD ACTUAL	FYTD BUD/RE-EST	VARIANCE
Revenue:				
IMU Transfers In	\$	497,250	\$ 495,300	\$ 1,950
City Transfers In	\$	7,500	7,500	-
Refund/Reimbursement	\$	3,074	-	-
Fund Revenue	\$	507,824	\$ 502,800	\$ 1,950
Expenditures:				
Salaries	\$	132,730	\$ 134,300	\$ (1,570)
Benefits	\$	64,168	71,000	(6,832)
Materials, Suppl. & Contracts	\$	87,709	89,800	(2,091)
Overhead, Admin, Shared Staff	\$	153,494	151,800	1,694
Fund Expenditures	\$	438,100	\$ 446,900	\$ (8,800)
O&M Fund Cash Flow:	\$	69,724	\$ 55,900	\$ 10,750

Information

Subject

Strategic Plan working draft

Information

There have been additional discussions about the marketing intent within Action Plan item #1.

The revised draft (see attached) attempts to clarify that this plan does not envision IMU initiating external marketing campaigns.

It does help guide the approach, themes and methods by which IMU communicates with current and prospective businesses and citizens. It is primarily internal customer base marketing, which is a normal activity for a utility service provider and one it should control.

By implementing items in the plan, themes and core messages are then available for wider distribution. Outcomes will provide context within others' larger external marketing campaigns, be they by WCEDC, the City of Indianola, Indianola Chamber, or Simpson College. The use of television and on-demand Internet streaming platforms expands the marketing of those themes and messages even further. The key is that it is up to others how and when to use them.

There is also an enhancement to the potential targets for revolving loan funds (Action Plan item #3) to include industrial customer facilities and larger-scale energy efficiency projects based on recent discussions.

As a progress update, the management team is moving forward with the attached logo after final review and unanimous consensus at the now-weekly meeting. The prior logo (with the plug & water drop) has been generally viewed as out-dated and didn't have the ability (after many attempts over the years) to graphically integrate network services. The new logo allows IMU to add additional services in the future by not relying on prominent graphic features. This is being debuted now, as 2015 will be recognized as Indianola's 125th year of public power.

Financial Impact

N/A

Staff Recommendation

Attachments

[Plan draft](#)

[New logo](#)

Indianola Municipal Utilities

Strategic Plan, Service Objectives, & Operating Strategies

(FY 2015 – 2017 edition)

Fall 2014 - Version 3

INDIANOLA MISSION STATEMENT

The City of Indianola and the Indianola Municipal Utilities will cooperatively provide essential, high-quality, and cost-effective services that give opportunities for residents to pursue the highest possible quality of life.

We Value...

A dedicated, creative, professional, and skilled workforce including appointed and elected officials that possess integrity and perform their duty in an ethical and impartial manner;

A safe and efficient workplace and community;

Attaining a high level of customer service;

Sustainable service delivery based on research and foresight;

Protection and responsible use of natural resources;

Affordable rates that balances needs in the community;

Working as partners within our community and with other entities;

Fairly and consistently imposing and applying regulatory actions;

Providing equal access to resources that benefit people's lives;

Citizens that are knowledgeable and engaged in our community.

EXECUTIVE SUMMARY

The purpose of this Strategic Plan is to identify areas in which the Indianola Municipal Utilities (IMU) can both build upon traditional strengths while also taking advantage of new opportunities over the next 3 fiscal years.

It is a comprehensive planning resource for policymakers and staff of Indianola Municipal Utilities. The intent is for policymakers to periodically provide direction on:

1. Purpose
2. Services that define our roles
3. Objectives that guide our delivery of services
4. Strategies that fit within overall objectives
5. Goals for improving each strategy

Management staff provides input on the above items plus:

1. An implementation plan and benchmarks
2. Task management
3. Proposed budgets, financial analysis, and rates

For this planning cycle, Core Services are consistent with those contained in previous plans.

The Strategic Analysis (page 4) contained in this Executive Summary compiles Trustees' and management staff's assessment of the organization's operating environment to provide those Core Services. The analysis identifies:

1. Traditional strengths of IMU.
2. Activities that can improve those traditional strengths without being detrimental to capitalizing on new opportunities.
3. New opportunities arising in the electric, water, communications industries.
4. Activities that can help IMU capitalize on new opportunities and be complimentary to traditional organizational strengths.

Using the Strategic Analysis, Trustees and staff developed 10 Action Items (page 5) that impact the broader organization in the areas of:

- Personnel/staffing
- Infrastructure
- Financial resources
- Customer service
- Community support

These Action Items are then placed into the detailed plan as Strategies or Goals for individual Core Services (page 6) and marked as priorities (*). Additional steps and milestones are also noted within the detailed plan.

No planning system is complete without a method to determine progress, successes, and warning signs of impending challenges. IMU uses a quarterly performance report with indicators to communicate these.

Strategic Analysis-

Traditional strengths:

Educated, trained and committed stakeholder team that is supportive of new ideas, adaptable to change, and focused on positive outcomes

Local workforce sized to respond to outages and emergencies in a timely manner

Utility plant assets are proactively maintained to provide long-term reliable services with the capacity to meet future needs

Competitive rates and fees built on a relatively conservative and stable financial plan

A commitment to safety

Diverse wholesale sources with relatively predictable long-term cost per unit trends

Brand name associated with quality, community leadership and customer service

Stable economy & consumption patterns

New opportunities to capitalize on:

Ability to attract strategic partners that bring dynamic perspectives & new auxiliary network services that benefit both residential & commercial customers and drive telecom sales growth

Build on IMU's electric and telecom investments as a community differentiating factors highlighting reliability, technology, and sustainability

EPA-mandated generation unit retirements may increase the value of peaking capacity, resulting in funds for priority capital projects

Improving economic viability of customer-owned solar arrays as on-peak resources that reduce demand charges; potential grant-funded study by IAMU how to best integrate solar into local systems

Ways to improve traditional strengths & overcome known challenges:

Hire team-oriented employees with the abilities to implement the utility's strategies and mentor them during the upcoming retirement transition

Train, plan, and equip for unexpected events that disrupt commerce, workforce activities & customers

Review long-term wholesale energy strategies

Consistently reinvest ratepayer funds in projects that proactively counteract decaying infrastructure & facilities based on updated long-term plans

Broader marketing and expansion of the fiber system

Improve customers' experiences, feedback systems through use of more streamlined technologies, new service programs, and positive internal relations

Address cyber security issues to avoid negative perceptions and events

Ways to capitalize on opportunities & overcome potential challenges:

Integrate new media/technology platforms that create public relations synergies between public/utility services, including those provided by private partners

Proactively maintain high customer satisfaction by communicating reliability, programs, and services including sustainability efforts; consistently address IMU's roles on city projects and with service partners

Work with community leaders and metro-area developers on smart growth strategies & policies

Plan how to adapt to regulatory changes, particularly those impacting air quality, carbon footprint, and fluoride tolerance levels

Action Plan-

1. Enhance marketing and customer awareness/outreach to communicate the holistic value of IMU and its services, including community development efforts:
 - Develop **local** target markets **for** key messages using a combination of staff, interns, and contracted professionals-
 - o Reliability, Community, Sustainability, and Technology core messages and images
 - o **New** IMU logo and web site **platform**
 - o **More active in** Chamber of Commerce **programs**
 - o 125th year of Public Power (various activities throughout the year)
 - **Better engage Indianola businesses and customers through the IMU Partners Program and Sustainability Committee**
 - o **Enhance the positioning of Indianola & Simpson College as destinations for innovation and sustainability**
 - o Debut of IMU Partners Program (by end of October, 2014)
 - o Enroll new members by December, 2014 (target of 50 by July 2015)
 - o Display members' videos on IMU Channel 2 and streaming site (in December, 2014)
 - o Produce videos on Indianola's innovation and sustainability initiatives
 - o Work with committees and interns (start in October 2014 and ongoing)
 - Deployment strategies using both in-person and multi-platform video-
 - o Press releases, print materials, slide shows, video, and external/newspaper
 - o Conduct routine one-on-one meetings with key accounts of all utilities
 - o Local distribution on Channel 2 and available on streaming site
 - o **Co-host and participate in** technology and sustainability-related events
 - o **Participate within** City & other community marketing efforts
2. Develop and adopt viable Capital Improvement Plan (CIP) schedules for each utility and implement budgeted projects annually (IMU Trustees, GM & Dept. Heads):
 - **Resolve CenturyLink & Mediacom pole attachment issue/demo pole lines via formal compliance agreements**
 - **Design & engineering for a target of \$5 million in electric, conduit, and fiber to serve the NW quadrant of Indianola. Begin with conceptual designs that are divided into 3 to 4 prioritized sub-areas (April 2015)**
 - **Transition to spending capital-based revenues & water loan principal payments on asset/facility replacements (eliminate spending these on O&M activities)-**
 - o **Generation & transformer capacity payments to address future major maintenance at generators/controls & substations**
 - o **69kV credits to re-build the transmission line over time**
 - o **Remove water loan principal payments from the retail rate base by 2020; currently equal to vehicles & major maintenance**
 - **Pro-active maintenance projects at the Water Plant to prolong its lifespan**
 - **Engineer and construct prioritized main replacements; alternate between 2 projects in FY 2014 then 1 project the next year, 2 projects the next, etc**

- Bolster the IMU/MCG brand and build a wider geographic customer base by tracking neighborhood interest in services to be offered elsewhere in Indianola
 - Develop a policy to guide fiber extensions; review options including costs per potential connection, Contributions in Aid of Construction and extended contracts
3. Participate in utility growth planning discussions and activities:
- Review policymaker's commitment to underground vs. overhead electric system and fiber network given-
 - o Cost differentials
 - o Expected growth in customer demand for broadband choice
 - o Competing capital funding needs between electric system replacements, network extensions, and proactive development
 - o Continued preference for annual rate revenue vs. debt financing sources
 - Pursue a 2nd USDA Revolving Loan Fund; target infrastructure loans to property developers, industrial customers, and larger-scale energy efficiency projects
 - Evaluate commercial & industrial electric rate design in conjunction with any structural changes to the pricing of wholesale energy
 - Analyze and report on community engagement collaborations that promote energy efficiency such as Grants to Green and energy efficiency project funding.
 - Plan with MidAmerican on commercial/industrial growth outside of IMU electric territory to ensure long-term capacity will exist on their system when it is needed (and that is partially fed by IMU)
 - Assist with business retention, expansions, and attraction using IMU-matched incentives offered in conjunction with the City of Indianola, WCEDC facilitated-projects, and regionally with the Greater Des Moines Partnership
 - Promote the development of ventures, start-ups, and new opportunities through support of the IMU Partners Program
 - Review how other municipal utilities work to encourage community growth and public engagement
 - Promote the adoption of smart growth strategies and economically viable sustainability policies
4. Enhance plans for staffing levels, development & training (GM & Dept. Heads):
- Continue hiring plan for the lineman retirement transition (October 2015)
 - Evaluate boring options to extend electric & fiber systems
 - Hire the planned 20 hrs/week PT position for Network Services and IMU Partners support activities (funds were derived from savings incurred following a prior retirement)
 - Develop formal succession & training plan (by June 2016)
 - Improve Workforce Connection as a source for internal staff & crew information

5. Evaluate services shared between the City & IMU to determine if strategic options exist to improve finance, GIS mapping, information technology, safety programs, disaster/recovery and outage reporting (GM & IMU and city departments):
 - Improve the IMU Board's understanding of shared functions, roles of each, and level of involvement in setting expectations
 - Improve the coordination of union negotiations and analyzing employee benefits with City of Indianola policymakers
 - Monthly accrual-based accounting reports.
 - Integrate the use of teleconferencing.
 - Increase the GIS Committee's coordination of add-on software options.
 - Develop hazard mitigation plans and funding options
 - Push notification systems (WINS) for outages and customer notifications
 - Improve Accounting, HR, and OSHA workflow systems
 - Evaluate the value of deploying a "City App"
6. Use technology and programs to improve both the customer experience & information flows throughout the service delivery process, including customer sign-ups, permits, work orders, metering and auditing, etc. (GM & IMU and city departments).
 - Review Service Plans with Clerk's Office to improve the customer experience; review fee structures as needed
 - Establish standardized telephone scripts and phone tree menus to improve transfer and escalation processes
 - Work to find & contract with technology solution providers as needed.
 - Investigate service line insurance options

INDIANOLA MUNICIPAL UTILITIES



Electric • Network Services • Water

Information

Subject

IMU Partners Program

Information

The purpose of this agenda item is to provide a quarterly update Trustees on plans and recent activities.

1. Promotional Efforts: A news release was prepared that promotes Indianola's evolving technology assets and programs (see news items). This was also the topic of a Rotary Club presentation. MCG published a form on their web site for potential customers to express interest, which imports into a Google map. A slide show and video are being planned based on the same themes, which can be broadcast on Channel 2.
2. Web Site: IMU staff and Nolasoft (IMU's local web site hosting company) are in the process of designing the www.imupartners.com site. The video streaming page will then be relocated from the www.i-m-u.com site, although there will be direct links. This will allow banner advertising from associate members to be displayed on the streaming viewer and on other pages.
3. Channel 2: The consensus of the group was to delay full release of the displaying the channel until at least 20 minutes of looped content has been submitted. IMU and MCG have a limited set of slides available to display, so reaching that benchmark relies on submissions from associate members. Staff is working on an "Acceptable Use" policy for the channel also.
4. Associate Members: Although checks for 2015 memberships have been submitted from only two local businesses to-date, there are several more that have verbally expressed intentions to join. These include the Record Herald, Simpson College, and YMCA. The Simpson College Enactus group will join under their own membership. They intend to use it to provide a monthly video service for on-campus group projects that need to reach an off-campus audience. There can be a more-successful membership drive early in 2015 once Channel 2 is fully deployed with content.
5. Committees: A group met with Indianola schools' I.T. director to start the conversation about integrating school sports content into Channel 2 programming. A subgroup is also discussing how the larger effort can work with the Indianola Athletic Booster Club and possibly the Music Booster group. The IDA is working to form additional committees.
6. Emerge: Indianola Development Association Director Jerry Kelley will attend to present information about activities provided under their management services agreement with IMU Partners. A prospect is still analyzing how form a local tech center that can include for-profit businesses, a co-working space, iEmerge programming by the IDA, and IMU's data transmission center (i.e. the Point of Presence facility).

The IDA provided the two attachments that address the status of committees and Emerge.

Financial Impact

N/A

Staff Recommendation

Attachments

[Committee Interest](#)

[Emerge Venture Summaries](#)

Marketing: Internal Marketing/IMUP/Communications Utility

Doug Opie

Amy Duncan

Denise Day

Katie Eichelberger

Eileen Thompson

ENACTUS

Carver/Regional Connection: Promotion of Communications Utility/Tech

Bob Lane

Jerry Kelley

Terry Pauling

Joy Rouse

Gary Ruble

Sustainability Planning: Indianola Community Education

Aaron Rasko

Chris Longer

Jerry Kelley

Tori Halvorson

Mindi Robinson

Greta Southall

Education Connection: Simpson/Indianola

Jerry Kelley

Bob Lane

Marilyn Mueller

Randy Stone

Brenda Easter

Gary Ruble

Art Sathoff, Ex-officio

Connect Indianola: Digital Education

ENACTUS

Jerry Kelley

Terry Pauling

Chris Longer

Clint Welling

Tech Committee: Communication Utility Use

Todd Kielkopf

Mike Vesey

Jason Cross

Drew Gocken

Jerry Kelley

Jason Trotter

MCG Staff Member



Snitch'n

The Snitch'n app allows the community to view photos of probation, parole, and sex offender violators as well as escapees in their area. Users have the ability to anonymously send about offenders and or their whereabouts directly to the investigating officer.

The Need

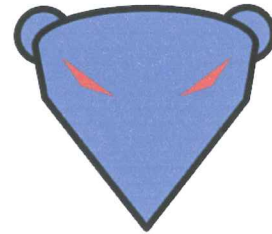
In the past, communication between law enforcement and anonymous tipplers has been spotty. Many do not trust the anonymity of a tip line and information turned in to agencies like Crime Stoppers rarely gets to the investigating officer. Snitch'n gives the community a way to be truly anonymous while giving important information directly to the officers on the case. Currently, there is no constant, simple, direct line between the public and law enforcement which remains secure. Snitch'n has the power to change that.

Additionally, law enforcement agencies are facing major budget constraints and therefore, more criminals can be put away if the public does their part. Snitch'n gives the community a safe way to have a part in the safety of their community by helping find those who put others at risk in refusing to abide by the law.

Current Accomplishments

Snitch'n has already had tremendous accomplishments in its first year of growth.

- A fully functioning app will be made available to the public TODAY, October 17, 2014.
- The app has been designed to display those wanted for violation of parole, violation of probation, and sex offenses in addition to listing escapees.
- The Fifth Judicial District has already signed a contract to use the app upon its release.



Founded: Aug 2013

Summary: An app showing images of offenders wanted in the user's area, Allowing for anonymous tips to be sent directly to the investigating officer on the case.

- Fully functioning app released 10/17/14
- Already has contract with one judicial district

John Negrete
Founder

Scott Henry
Software Developer

Mike Henry
Software Developer

Contact: John Negrete,
515 208-4425,
John.Negrete@polkcountyia.gov



Trochd: Negotiation Management

Trochd is a software as a service negotiation management solution. Trochd allows users to collaborate in solid negotiation teams, share and agree to contract language in a section-by-section manner with the opposing negotiation team, and access a complete audit trail of all actions taken during the negotiation if required for arbitration or litigation. The Trochd suite of tools and services is gaining significant traction in support of collective bargaining, grievance tracking, and preliminary discipline hearing (PDH) negotiations for labor unions. As a first mover with strong labor union relationships and support, Trochd is ideally positioned to rapidly capture a dominant market share.

The Need

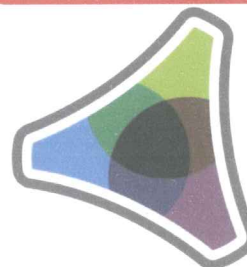
Labor unions are negotiating billion dollar contracts by emailing Word documents, still receiving grievances written on napkins, and struggling to link relevant documentation between union and personnel files. Collective bargaining affects approximately 16M salaries per year worth nearly \$825B, producing roughly \$14B/year in labor union dues.

Tactically speaking, the cost of the associated administrative inefficiencies in collective bargaining is projected to be over \$3.5B/year in schools alone. Strategically speaking, efficiencies in the negotiation and management of collectively bargained contracts could be worth between \$5B to \$10B per year for either labor unions or management.

Current Accomplishments

Trochd has built a platform designed with union support and direction that mimics the collective bargaining, grievance, and PDH processes. Trochd has currently:

- Secured an agreement with Local 353 to use Grievance Tracker and Trochd within IMU
- Scheduled a Beta test with the National Mediation Board for railroad arbitrations and grievance mediation



Founded: December 2013

Summary: Customer validated software as a service startup, wholly owned by founders is seeking bridge funding to support current growth and strategic investors for national expansion.

- Fully operational software platform
- Anchor customers in final stage of sales contract

Chris Draper
Co-Founder
Operations expert

Joe Vande Kieft
CTO
Platform architecture and development

Contact: Chris Draper,
515 210-0214,
chris.draper@meidh.com



TruVu

The TruVu website allows users to create surveys in a one-question-at-a-time format. The entire survey can be taken by participants over a length of time as specified by the user. TruVu aims to provide more powerful data than can be gathered from sending out larger surveys to be done in one sitting. Surveys have been done the same way for too long. TruVu is bringing a fresh face to the world of self-report data.

The Need

Current survey websites create surveys in which all questions are presented to the participants at one time. This costs the participant time and attention, which are rare in most people's busy lives. TruVu gives survey-takers the opportunity to answer, for instance, one or two question from the set of survey items a week for 2 months. This would take a few seconds out of their busy work week rather than a concerted effort to carve out time and attention to devote to a lengthier survey.

Going back to participants for the next questions would not only show them that their opinion does matter, that they're not just an ineffectual drop in the bucket, but increase participation due to ease and low time requirement. Keeping participants happy is likely to translate into more honest answers and returning participants – even after missing on week's question – whereas, if a survey is too lengthy, participants may drop out or become less serious in their responses. Increasing participation will ensure more statistically sound research data and translate into more powerful statements about that data.

Current Accomplishments

- Recently rebranded as TruVu
- New and improved logo in the works
- A fully functional website is now in the beta testing phase.



Founded: Jan 2013

Summary: A website offering the ability to create one-question-at-a-time surveys designed to decrease participant attention and time requirements and increase the power of the data gathered.

- Fully functioning website in beta testing phase
- New logo coming soon

Zack Feser
Owner, Business
Development

Jared Bearss
Software Development

Contact: Zack Feser,
763 438-4310
zack.feser@gmail.com



BOGO Bowl

Much like TOMS shoes, BOGO Bowl is a buy-one-give-one organization. However, BOGO Bowl deals in premium pet food. Selling through both their own website and in retail stores, the organization matches one equal bag of pet food to an animal shelter or pet food pantry for every bag purchased by a customer. Their cat and dog foods are made with all natural ingredients and contain no byproducts or artificial flavors. Not only does the customer's pet get healthy and nutrient-rich food, but so does another animal at the shelter down the street.

The Need

A certain, valuable amount of shelter and pet food pantry budgets are, as expected, devoted to feeding animals. BOGO Bowl's mission is to take pet food out of the budget of animal related shelters and pantries so that money can be used for other vital purposes such as training of employees, pet adoption efforts, facility upkeep, increase in staff size, pet training, and much more. The list of needs is endless. If BOGO Bowl were to become a household name, much of the weight of food cost could be lifted from the shoulders of pet-friendly organizations, freeing up resources for other needs.

Current Accomplishments

- Fully functional and active website launched
- Small, highly dedicated team
- One of the top three brands sold at Three Waggin' Tails in Urbandale, IA
- To date, BOGO Bowl has given out nearly 200,000 matched bowls of pet food to shelters and pet food pantries.
- 80+ BOGO Buddies (recipient organizations) across the country
- Working on single-serve packages, growing retail partnerships, and encouraging year-end givers to buy and send volume orders to favorite animal welfare group for 2x donation impact.



Founded: Nov. 2011

Summary: Buy-one-give-one premium pet food brand with all natural ingredients and no byproducts or artificial flavors. Matches all purchases with an equal bag sent to a shelter or pet pantry with a goal to eliminate food from the budget of shelters to allow for increased spending in other needed areas.

- Nearly 200,000 matched bowls so far
- Active online and in retail stores

Contact: Sara Henderson, Founder,
515 770-8709,
sara@bogobowl.com

Web:
www.bogobowl.com



LNR: Permanent Liner

LNR is a colored concrete designed to make permanent division stripes in place of current painted divider lines in roads and parking lots. This existing environmentally friendly product was found to be an excellent replacement as it can be laid any time of year – even in winter – and bonds extremely well to existing concrete. LNR can be made in any color, and is not affected by road salt, sand, or wear and tear. Simply grind out a channel over the existing divider line and fill the recessed area with the necessary color of LNR to have a permanent, environmentally friendly division stripe.

The Need

In many areas, especially Iowa, weather patterns have an added impact on the lifespan of painted division lines. In some high traffic areas such as airport runways or busy intersection crosswalks, lines can last just a few months. The short timespan between needed repainting makes it both costly and time consuming which causes cities and states to constantly fall behind on the task. Faint or nonexistent lines are a safety hazard not only for vehicles but pedestrians on crosswalks and bicyclists in bike lanes. In attempt to remedy this problem, some states and cities have begun using plastic, adhesive pieces to show road lines. However, these are known to break, leaving plastic shards as litter, or to shift, making road lines just as unclear. With an option like LNR which is less costly and time consuming, the roads would be safer and clearer for all – permanently.

Current Accomplishments

- Have had test lines in parking lots around the Des Moines area for 3 years. To date, they show little, if any, wear.
- Many businesses are waiting for the product to finish testing so they can purchase and install LNR.
- Cities, counties, and states have expressed interest in trials on streets as a first step toward implementing in larger areas.



Founded: 2013

Summary: Colored concrete designed for permanent divider lines on roads and in parking lots. Permanent, weather resistant, color variable, and able to be poured year-round. Seeks to solve safety issues, high cost, and time loss associated with constant repainting of division stripes.

- Test lines have shown little to no wear after 3 year in Des Moines parking lots
- High interest for parking lots and interest in trials on the city, county, and state level.

Contact: Gary Ruble,
Founder
515 238-7089



GFEX: The Value of Green

GFEX is a trading platform for buying and selling green energy commodities such as Renewable Energy Certificates (RECs). RECs are units which represent the “green” qualities of renewable electricity produced using systems like wind turbines. Homeowners can buy RECs created elsewhere in order to make up for the “dirty” energy used in their utilities and thus offset their carbon footprint. Buying RECs will create a demand for more ventures in green energy and reduce our collective carbon footprint. GFEX allows anyone and everyone to buy or sell RECs and other energy commodities in varying quantities when this was not possible prior to its creation.

The Need

Most people are unable to purchase green energy because there are no clearing houses for commodities like RECs. Even in states where RECs should be accessible because green energy is produced there, the RECs are sold to other states where energy is more expensive, thus yielding more profit. Currently, most transactions are done over the phone which is cumbersome and less secure. This trouble in accessing RECs is a major problem holding back the progress of green energy.

Additionally, because RECs are not a physical or widely known commodity, there are very few holders. These holders have very little competition and, therefore, use their monopoly to set high prices with the security of knowing they will receive whatever price they ask. A trading platform like GFEX would allow the market to stabilize and could put the power of greenness into the hands of the many.

Current Accomplishments

GFEX is in its 7th year of progress and has recently been recoded into its 4th version which has shown:

- Access to the platform through an API that allows traders to create and operate remote trading bots
- A fluctuating price market which allows for considerable profit to be made in buying and selling RECs



Founded: 2007

Summary: Pooled trading platform that allows individuals to directly and remotely trade biofuel commodities like RECs. Platform is undergoing validation testing prior to seeking outside funding.

Chris Draper
System Architect

Scott Henry
Software Developer

Mike Henry
Software Developer

Contact: Chris Draper,
515 210-0214,
chris.draper@meidh.com



The Modern Dickens Project

The Modern Dickens Project is a serial novel designed to feature untold Iowa stories by undiscovered Iowa authors. Charles Dickens, known for his serial stories, is appropriately the namesake for this project. Much like Dickens, the chapters of the novel are posted online each month for readers. Writers who are interested can send in their version of the next chapter for the editorial staff to consider. When a winning chapter is chosen, it is then edited and added to the collective story. After an eight chapter run, eight published writers, and a professional edit, the novel is printed right here in the Midwest where it all began.

The Need

The "Heartland" is often idealized in music and literature while also being ridiculed socially for imagined backward ways or country bumpkin appearances. The Modern Dickens Project gives writers a chance to break through stereotypes that many have of the Midwest, much like Dickens did with stories of industrial London. This project has the ability to give a voice to invisible, but important, communities.

The Modern Dickens Project also gives writers and college students an experience that cannot be found elsewhere. Students on the editorial staff not only can contribute chapters to the novel but also have the rare undergraduate experience of following a publication from idea to production and on to marketing. This provides rare editorial opportunities to aspiring editors who may never have found them elsewhere. Writers also benefit from not only an opportunity for being published but, additionally, the chance to be involved in a rare collaborative novel that brings writers together.

Current Accomplishments

- The first chapter of the third book is now posted online.
- Defining Darrell (2013-14) is now available on Amazon in print and Kindle version.
- The goal of giving a voice to the few was started in Defining Darrell by representing small town hunters and continues in the new book by bringing the LGBT community to light.

MD
MODERN DICKENS

Founded: 2010

Summary: Serial novel project producing a story in and about Iowa which provides a chance for eight different writers to produce one story. Written, produced, and published in the Midwest. Focused on giving new experiences to students and writers while breaking down stereotypes of the Heartland.

- Previous books now on Amazon
- Book three in progress

Prof. David Wolf
Project Director

Contact: Prof. David Wolf,
515 961-1410,
david.wolf@simpson.edu

Web:
www.moderndickens.org
Also find us on Amazon

Information

Subject

2015 W. Hwy. 92 and Y Street Intersection Relocation Project

Information

P&E Engineering and staff believe to now have a construction plan for the section of the IDOT roadway relocation pertaining to the Y Street intersection. That section will be constructed as a separate project. The contractor can proceed with the existing project, which will still need changed but will exclude the Y Street intersection.

There is consensus that this is permissible because the scope of work to move facilities is a maintenance project, as there is not an improvement to the existing electric system. Also, the scope of work is not contained in the existing construction contract. Third, it will all be formally bid so there is not any intent to avoid the public bidding process.

The IDOT reimbursement agreement likely may need modification, which will be done prior to Trustees awarding a bid on January 26, 2015.

AI Power's proposed scope of work is attached. Additional information, including a cost estimate, will be available at the meeting.

Financial Impact

N/A

Staff Recommendation

Attachments

Scope of Work

The Contract Work is at and adjacent to the intersection of Hwy 92 and Y St. It includes the following tasks.

1. Install 210 ft of 4 - 6" and 4 - 1 1/4" conduits under Y St. by directional boring
2. Install 200 ft of 4 - 2" and 2 - 1 1/4" conduits under Hwy 92 by directional boring
3. Install 300 ft of 1 - 2" and 2 - 1 1/4" conduits by directional boring
4. Install 2 - 12' x 5' x 8.5' concrete manholes and 1 - molded fiberglass switchgear pad
5. Install 2 - 24" x 30" x 24" fiber optic handholes
6. Install 1 - 24" x 30" x 24" fiber optic handhole and 1 - 24" x 36" x 18" electric handhole and divert existing ducts into handholes
7. Install 3 runs, each run consisting of approximately 250 circuit ft of 3 - 1000 kcmil aluminum 15 kV cables through conduits installed in Task 1. One run will be spliced to existing cables in the east and west manhole as described in Task 5. One run will be spliced to existing cables in the west manhole as described in Task 5, and extended without splicing from the east manhole to existing switchgear as described in Task 7. Cap the third run for splicing and terminating by others.
8. Divert two existing direct buried cable circuits into the manhole on the west side of Y St. and splice to the new cables installed in Task 4.
9. Divert one existing direct buried cable circuit into the manhole on the east side of Y St. and splice to the new cable installed in Task 4.
10. Install 350 ft of 6" conduit by open trench from the east manhole to existing switchgear. Extend the new cable installed in Task 4 without splicing to the switchgear and terminate.

The Contract Work is at and adjacent to the intersection of Hwy 92 and Y St. It includes the following tasks.

1. Install two electric manholes, one switchgear basement pad, three fiber optic handholes, and one electric handhole
2. Install conduits by directional boring under Y St. and Hwy 92
3. Install conduit on the east side of Y St both north and south of Hwy 92 by directional boring and open trenching
4. Install 15 kV cables in conduits
5. Divert existing direct buried cables into manholes and splice to new cables
6. Terminate new cables in existing switchgear

Meeting Date: 12/08/2014

Information

Subject

Resolution Ordering Construction and Fixing a Date for a Public Hearing and Taking of Bids

Information

The first order of business to initiate this project is to adopt a resolution (see attached) setting January 26, 2015 as the date for the public hearing on the scope of the project and to authorize staff to solicit and accept bids. Bids are due on Friday, January 16, 2015 at 2:00 p.m.

Financial Impact

N/A

Staff Recommendation

Roll call vote adopting the Resolution Ordering Construction and Taking of Bids as presented, is in order.

Attachments

Resolution

INDIANOLA MUNICIPAL UTILITIES

PUBLIC IMPROVEMENT CONSTRUCTION
DOCUMENTS FOR:

**2015 W. HWY. 92 AND Y STREET INTERSECTION
RELOCATION PROJECT FOR INDIANOLA MUNICIPAL
UTILITIES, INDIANOLA, IOWA.**

The Meeting was called to order by Grant Johnson, Vice-Chair, and on roll call the following Board members were

Present: _____

Absent: _____

Board Member _____ introduced the following Resolution entitled "RESOLUTION ORDERING CONSTRUCTION OF CERTAIN PUBLIC IMPROVEMENTS AND FIXING A DATE FOR HEARING AND TAKING OF BIDS", and moved that it be adopted. 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 ORDERING CONSTRUCTION OF
CERTAIN PUBLIC IMPROVEMENTS AND
FIXING A DATE FOR HEARING AND TAKING OF BIDS

WHEREAS, the Board of Trustees deems it advisable and necessary to make certain public improvements for the Indianola Municipal Utilities described in general as:

2015 W. Hwy. 92 and Y Street Intersection Relocation Project for Indianola
Municipal Utilities, Indianola, Iowa.

and has caused to be prepared plans, specifications and form of contract together with an estimate of costs which are now on file in the office of the City Clerk and open to the public and the plans, specifications and form of contract are deemed suitable for the public improvements, and

WHEREAS, the plans, specifications and form of contract and estimate of cost may be adopted in a contract for the making of the public improvements, and it is necessary pursuant to Chapter 384, Code of Iowa, as amended, to hold a public hearing and to advertise for bids,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF TRUSTEES:

Section 1. That the Board of Trustees determines that it is necessary and advisable to make certain public improvements described as:

2015 W. Hwy. 92 and Y Street Intersection Relocation Project for Indianola
Municipal Utilities, Indianola, Iowa.

The project consists of the relocation of 13.2kV electric feeders and fiber underground facilities along and adjacent to Iowa Hwy 92 not to exceed approximately 150 ft. both east and west of its intersection with Y Street, all in the city of Indianola, Iowa.

and has caused to be prepared plans, specifications and form of contract together with an estimate of costs which are now on file in the office of the City Clerk for public inspection. The plans, specifications and form of contract are deemed suitable for the public improvements. The cost of the public improvements is to be paid out of the reserves and revenue of the Indianola Municipal Utilities and by such other means as may be legally permissible.

Section 2. The amount of the bid security to accompany each bid for the supplying of the public materials, supplies and equipment shall be in the amount of 5 percent of the bid price consisting of a check drawn on and certified by an Iowa bank or a bank chartered under the laws of the United States, a cashier's check drawn on an Iowa bank or a bank chartered under the laws of the United States, a certified share draft drawn on a credit union in Iowa or chartered under the laws of the United States or a bid bond authorized and executed by a corporation authorized to contract as a surety in the State of Iowa pursuant to the provisions of Section 384.98 of the Code of Iowa.

Section 3. A public hearing on the plans, specifications, form of contract and estimated costs of the public improvements will be held in the Council Chambers in the Indianola Municipal Building, 110 North 1st Street, Indianola, Iowa, at 5:30 p.m. on January 26, 2015, at which time and place the Board of Trustees will consider the adoption of the plans, specifications, form of contract and estimate of costs and will consider any objections offered for the construction of the contemplated public improvements.

Section 4. Sealed proposals will be received by the Board of Trustees at the Municipal Building, Indianola, Iowa, until 2:00 p.m. on January 16, 2015. Diana Bowlin, City Clerk, or Todd Kielkopf, IMU General Manager are hereby authorized and directed at 2:00 p.m. on that date to open and tabulate the results of all sealed bids received. The bids will be acted upon by the Board of Trustees at its regular meeting to be held in the council chambers of the Indianola Municipal Building, Indianola, Iowa, at 5:30 p.m. on January 26, 2015, or at such later time and place as may then be fixed.

Section 5. The City Clerk of the Indianola Municipal Utilities is instructed to give notice of the hearing and of the taking of bids. The combined notice of hearing and letting is to be published at least once in the Record Herald and Indianola Tribune, a newspaper printed wholly in the English language and published at least once weekly and having a general circulation in the municipality. The publication is to be not less than twenty (20) clear nor more than forty-five (45) days prior to the date fixed for the hearing and letting.

PASSED AND APPROVED this _____ day of _____, 2015.

GRANT JOHNSON, Vice-Chair

ATTEST:

DIANA BOWLIN, CITY CLERK