

1. ROLL CALL
2. APPROVAL OF THE AGENDA
3. APPROVALS
  - a. Minutes of the August 24, 2010, City Council Meeting
  - b. Claims Totalling \$95,211.05
4. OPPORTUNITY FOR THE PUBLIC TO ADDRESS THE COUNCIL
5. CONSENT
  - a. 2011 Rental Housing License
  - b. Social Room Policy Revisions
6. SPECIAL ORDER OF BUSINESS/RECOGNITION/PROCLAMATIONS
7. PUBLIC HEARINGS Public hearings are conducted so that the public affected by a proposal can have input into the decision.
8. REPORTS
9. DISCUSSION / ACTION
  - a. 2011 Budget and Levy Discussion – Resolution 091410A Levying Taxes for 2010 Payable in 2011 and Establishing the Date of the Truth in Taxation Hearing
  - b. Purchase of New Playground Equipment with CDBG Funds
  - c. Repurposing of Existing Playground Equipment
  - d. Selection of Informational Kiosk for Community Park
  - e. Discussion of a Proposed Asphalt Plant in the City of Roseville
  - f. Repayment of the 2002A Bond Series
10. ITEMS REMOVED FROM THE CONSENT AGENDA
11. ADDITIONAL ITEMS
12. SET AGENDA FOR NEXT MEETING
  - a. Sewer Rate Analysis
13. WORK SESSION
  - a. Municipal Liquor Store Discussion
14. ADJOURN

**LAUDERDALE CITY COUNCIL MEETING AGENDA**  
**7:30 P.M. TUESDAY, SEPTEMBER 14, 2010**  
**LAUDERDALE CITY HALL, 1891 WALNUT STREET**

**FILE**

August 24, 2010

Councillors Gaasch and Grove, Mayor Dains, and Administrator Butkowski toured Finn Sisus with Ahvo Taipale prior to the start of the City Council meeting.

Mayor Dains called the City Council meeting to order at 7:45 p.m.

Councillors present: Mary Gaasch, Denise Hawkinson, Roxanne Grove, Lara Mac Lean, and Mayor Jeff Dains. Councillors absent: none.

Staff present: Heather Butkowski, City Administrator, Jim Bownik, Assistant to the City Administrator.

Mayor Dains asked for changes to the meeting agenda. There being none, Councillor Mac Lean moved to approve the agenda. Councillor Gaasch seconded the motion and it passed unanimously.

Councillor Gaasch moved to approve the August 4, 2010, City Council meeting minutes. Councillor Mac Lean seconded the motion and it passed unanimously.

Councillor Mac Lean moved approval of claims totaling \$54,458.34. Councillor Gaasch seconded the motion and it passed unanimously.

Mayor Dains asked if members of the public wished to address the Council. No one present wished to do so.

Mayor Dains asked if councillors wished to remove items from the consent agenda. There being no one, Councillor Mac Lean moved the consent agenda approving PCIC minutes and the reappointment of Trygve Hansen to the PCIC. Councillor Gaasch seconded the motion and it passed unanimously.

City attorney, Bob Alsop, addressed the Council. He said an agreement with Harvey and Jeanette Skow was reach at the pre-trial settlement hearing but the terms had to be agreed to by the City Council. Since the last Council discussion, the League of Minnesota Cities Insurance Trust agreed to a monetary payment of \$8,500 and wording had been added regarding the placement of a retaining wall.

Councillor Mac Lean moved to approve the settlement agreement with Harvey and Jeanette Skow. Councillor Hawkinson seconded the motion and it passed unanimously.

Bownik informed the Council that the City had officially received the Community Development Block Grant for \$60,000 worth of playground equipment, which is about \$10,000 short of the amount needed to replace the large structure. Bownik said Butkowski will sign the agreement and after the agreement and certificate of insurance are reviewed by the county attorney, the City will receive notice to proceed. At that point, the equipment may be ordered and plans made for its installation.

Jim Stewart, owner of 1862 Eustis Street, is asking for council permission to move a garage into the City. Bownik said the garage is 5-7 years old. The Council discussed whether any fees would be incurred by the City and whether the owner would need the assistance of the police department. Butkowski said the garage would be moved almost exclusively on county roads and she would check what the County requirements are for moving structures.

**Councillor Gaasch moved to approve Jim Stewart's request to move a garage into the City if all city code requirements were met. Councillor Mac Lean seconded the motion and it passed unanimously.**

Bownik told the Council that Ramsey County was purchasing recycling bins for city parks and buildings. The City requested four heavy-duty bins for the park and two for City Hall. The total value of the bins is \$3,600.

**Councillor Mac Lean moved to adopt Resolution 082410A – A Resolution Accepting Recycling Bins as Part of Ramsey County's Be Active! Be Green! Recycling Container Project. Councillor Grove seconded the motion and it passed unanimously.**

Butkowski said staff looked into kiosks for the Park. The simple two post kiosks range in price from \$650 to \$1,100 depending on size and whether it is one-sided or two-sided. Options for three-sided kiosks or kiosks with canopies are also available but much more costly.

Councillors expressed interest in getting a kiosk for the park to make more information available to residents. Staff said they will bring back options to the next meeting for final approval. Butkowski informed the Council that a tai chi class was planning to use the social room 2-3 times per week throughout the year. The group asked if a discount was available for regular users. Currently, there are no discount provisions in the Social Room Policy. Staff offered policy changes the Council could adopt if interested.

Councillors discussed under what terms it may be worth offering a discount to encourage more use of the Social Room. The Councillors tended to agree that discounts should not be offered to weekend users but it could be offered to regular weekday users. Staff will revise the Social Room Policy for council consideration at the next meeting.

Butkowski attended Ramsey County's meeting with finance officers earlier in the day. Based on the information, she presented a spreadsheet showing how changes in the levy will affect the city's property tax rate and what the anticipated costs to homeowners will be.

Just before the legislative session ended, a package of aid cuts passed. Those reductions are reflected in the budget. In addition, the budget reflects an additional cut to aids and credits in an amount equal to what was unallotted in 2010 (\$128,895) in anticipation of future cuts due to the state budget deficits.

The Council discussed the inability to levy for the lost aid as it would result in double digit tax increases. The Council discussed raising the levy modestly to make up for some of the lost aid. Butkowski will answer councilors' questions on the budget prior to the next meeting when the preliminary levy is adopted and the date of the December public hearing established.

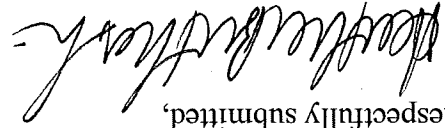
Butkowski reviewed the preliminary agenda for the next meeting, which included adopting the preliminary levy and Social Room Policy revisions.

Mayor Dains explained the Council was moving into the work session. Work sessions are a continuation of the meetings but not aired on community television.

The Council viewed informational videos from the Minnesota Municipal Beverage Association that explained why municipal liquor stores exist and how they are different from private liquor stores. After that, Chief Ohl answered questions reflecting on St. Anthony's experience with two municipal liquor stores.

**There being no further business on the council agenda, Councilor Hawkinson moved to adjourn the meeting. Councilor Mac Lean seconded the motion and it carried. The meeting adjourned at 9:37 p.m.**

Respectfully submitted,



Heather Butkowski  
City Administrator



**CITY OF LAUDERDALE  
CLAIMS FOR APPROVAL**

**September 14, 2010 City Council Meeting**

Payroll	09/03/10 Payroll: Direct Deposit # 501022-501026	\$6,439.01
	09/03/10 Payroll: Payroll Liabilities, e-payments 481E-483E	\$5,592.41
Vendor Claims	09/14/10: Check #'s 020358-020380	\$83,179.63
<b>SUBTOTAL</b>		<b>\$95,211.05</b>

**Total Claims for Approval \$95,211.05**

**CITY OF LAUDERDALE**  
**Payments**

Current Period: SEPTEMBER 2010

Batch Name	090310pay	User Dollar Amt	\$5,592.41
Payments		Computer Dollar Amt	\$5,592.41

In Balance \$0.00

Refer	1621 NORTH STAR BANK, CHECKING S	CK# 000481E	9/3/2010	9/3/10 payroll	\$803.43
Cash Payment	G 101-21701 FEDERAL TAXES				
Invoice					
Cash Payment	G 101-21703 FICA WITHHOLDING.			9/3/10 payroll	\$1,734.50
Invoice					
Transaction Date	9/8/2010				
Total					\$2,537.93
Refer	1622 NORTH STAR BANK, CHECKING S	CK# 000482E	9/3/2010	9/3/10 payroll	\$1,415.25
Cash Payment	G 101-21704 PERA				
Invoice					
Transaction Date	9/8/2010				
Total					\$1,415.25
Refer	1623 NORTH STAR BANK, CHECKING S	CK# 000483E	9/3/2010	9/3/10 payroll	\$1,639.23
Cash Payment	G 101-21705 ICMA RETIREMENT				
Invoice					
Transaction Date	9/8/2010				
Total					\$1,639.23

**Fund Summary**

10100 NORTH STAR CHECKING 10100 GENERAL

\$5,592.41 \$5,592.41

Pre-Written Checks	\$5,592.41
Checks to be Generated by the Compute	\$0.00
<b>Total</b>	<b>\$5,592.41</b>

CITY OF LAUDERDALE

\*Check Detail Register©

SEPTEMBER 2010

Check Amt Invoice Comment

10100 NORTH STAR CHECKING		PAID CHK# 020358		9/14/2010		BERG, JON	
E 201-45600-377	DAY IN THE PARK	\$64.80		DIP Food			
Total BERG, JON		\$64.80					
PAID CHK# 020359		9/14/2010		CINTAS			
E 602-49100-425	CLOTHING	\$39.58	470516070	PW uniforms			
E 601-49000-425	CLOTHING	\$39.58	470516070	PW uniforms			
Total CINTAS		\$79.16					
PAID CHK# 020360		9/14/2010		CITY OF FALCON HEIGHTS			
E 101-42100-321	FIRE CALLS	\$877.36		7/10 Fire calls			
Total CITY OF FALCON HEIGHTS		\$877.36					
PAID CHK# 020361		9/14/2010		CITY OF ROSEVILLE			
E 101-41200-306	CONSULTING FEES	\$453.33	0210070	9/10 IT Services			
E 101-41200-391	TELEPHONE/PAGERS	\$95.40	0210104	9/10 phone services			
E 101-45200-370	PARK & REC EXPENSES	\$700.00	100830	2010 weekly puppet shows			
E 201-45600-377	DAY IN THE PARK	\$117.00	100830	DIP puppet wagon			
Total CITY OF ROSEVILLE		\$1,365.73					
PAID CHK# 020362		9/14/2010		CITY OF ST ANTHONY			
E 101-42100-319	POLICE CONTRACT	\$48,216.25	2417	9/10 Police Contract			
Total CITY OF ST ANTHONY		\$48,216.25					
PAID CHK# 020363		9/14/2010		EAST HENNEPIN AUTO SERVICE INC			
E 601-49000-402	CITY TRUCK REPAIR/MAINTEN	\$146.88		8/10 dump truck brakes			
E 101-43000-402	CITY TRUCK REPAIR/MAINTEN	\$1,175.02		8/10 dump truck brakes			
E 602-49100-402	CITY TRUCK REPAIR/MAINTEN	\$146.87		8/10 dump truck brakes			
Total EAST HENNEPIN AUTO SERVICE INC		\$1,468.77					
PAID CHK# 020364		9/14/2010		ENGBERG-SHABER AGENCY, INC.			
E 602-49100-361	GENERAL LIABILITY	\$130.62	113925	'10-'11 Insurance agent fee			
E 601-49000-361	GENERAL LIABILITY	\$130.63	113925	'10-'11 Insurance agent fee			
E 101-41200-361	GENERAL LIABILITY	\$365.75	113925	'10-'11 Insurance agent fee			
E 101-41100-361	GENERAL LIABILITY	\$418.00	113925	'10-'11 Insurance agent fee			
Total ENGBERG-SHABER AGENCY, INC.		\$1,045.00					
PAID CHK# 020365		9/14/2010		EUREKA RECYCLING			
E 203-50000-389	RECYCLING CONTRACTOR	\$1,985.38	6631	7/10 recycling contract			
Total EUREKA RECYCLING		\$1,985.38					
PAID CHK# 020366		9/14/2010		GLENWOOD INGLEWOOD			
E 101-41200-208	WATER DELIVERY	\$4.81	7065273	8/10 Cooler rental			
Total GLENWOOD INGLEWOOD		\$4.81					
PAID CHK# 020367		9/14/2010		HOME DEPOT CRC			
E 201-45600-377	DAY IN THE PARK	\$86.14	9024204	DIP supplies			

**\*Check Detail Register®**

**CITY OF LAUDERDALE**

SEPTEMBER 2010

Check Amt Invoice Comment

Check Amt	Invoice	Comment
\$415.56		Total SAM'S CLUB
\$17.80	8/10 PW cell phones	601-49000-391 TELEPHONE/PAGERS
\$35.58	8/10 PW cell phones	101-43000-391 TELEPHONE/PAGERS
\$17.79	8/10 PW cell phones	602-49100-391 TELEPHONE/PAGERS
\$71.17		Total SPRINT PCS
\$121.43	5497786-0500- 9/10 waste services	101-43000-384 REFUSE DISPOSAL
\$121.43		Total WASTE MANAGEMENT
\$211.76	8/10 city hall electric	101-43000-381 ELECTRIC
\$28.83	8/10 city hall gas	101-43000-380 STREET LIGHT UTILITY
\$240.59		Total XCEL ENERGY, CITY HALL
\$43.34	8/10 bridge lighting	101-43000-380 STREET LIGHT UTILITY
\$474.24	8/10 street lighting	101-43000-380 STREET LIGHT UTILITY
\$517.58		Total XCEL ENERGY, STREET LIGHTING
\$63,881.51		101 GENERAL
\$683.50		201 COMMUNITY EVENTS
\$2,316.88		203 RECYCLING
\$301.25		303 '02 ST/UTIL IMP DEBT SERVICE
\$301.25		304 '03 ST/UTIL IMP DEBT SERVICE
\$880.41		405 TIF-PROJECTS
\$12,932.86		601 SEWER UTILITIES
\$1,881.97		602 STORM SEWER ENTERPRISE FUND
\$83,179.63		10100 NORTH STAR CHECKING

Fund Summary

10100 NORTH STAR CHECKING \$83,179.63





**LAUDERDALE COUNCIL  
ACTION FORM**

**ACTION REQUESTED**

Consent

Public Hearing

Discussion

Action

Resolution

Work session

Meeting Date: September 14, 2010

ITEM NUMBER 5A-Rental Housing License Approval

STAFF INITIAL \_\_\_\_\_

APPROVED BY ADMINISTRATOR \_\_\_\_\_

**DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:**

Jason Kesselring has successfully met all of the requirements for a rental housing license for 1804 Eustis Street. If approved, the license will expire on December 31, 2011.

**OPTIONS:**

1. Motion to approve the application request.
2. Motion to deny the application.

**STAFF RECOMMENDATION:**

By moving the Consent Agenda, the Council is approving the application.

**COUNCIL ACTION:**





**LAUDERDALE COUNCIL  
ACTION FORM**

Meeting Date	September 14, 2010
ITEM NUMBER	Social Room Policy
STAFF INITIAL	<i>RB</i>
APPROVED BY ADMINISTRATOR	

<b>Action Requested</b>	Consent	<input type="checkbox"/>
	Public Hearing	<input type="checkbox"/>
	Discussion	<input type="checkbox"/>
	Action	<input type="checkbox"/>
	Resolution	<input type="checkbox"/>
	Closed Session	<input type="checkbox"/>

**DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:**

At the last meeting, the Council discussed revising the social room policy. I made the revisions as suggested.

- OPTIONS:**
- Approve the social room policy revisions as presented.
  - Amend the social room policy prior to adoption.
  - Do not adopt any changes to the social room policy.

**STAFF RECOMMENDATION:**

By approving the Consent Agenda, the Council approves the social room policy revisions as presented.

**COUNCIL ACTION:**

**CITY OF LAVERDALE  
POLICY ON CITY FACILITY USE**

The purpose of this policy is to establish procedures and guidelines for persons and/or organizations requesting use of the Community Room/Kitchen at City Hall. It is the goal of the policy to encourage the use of the facilities by making it accessible to the Community yet doing so in a fair, equitable and cost effective manner.

**BACKGROUND**

The City is often contacted by persons and/or organizations seeking to use facilities at City Hall. To clarify the procedure for reservation and usage, the following procedures and guidelines are established.

**APPLICABILITY**

This policy applies to all persons and/or organizations requesting use of the Community Room / Kitchen at City Hall. This policy does not apply to the City Council Chambers nor does it include the use of City equipment/furniture other than what is available in the Community Room and Kitchen.

**RESERVATIONS/CANCELLATIONS**

Requests for reservations can be made by any individual (resident or non-resident) or organization (non-profit or for-profit). Reservations are generally handled on a first come first serve basis with priority given as follows:

1. residents for family gatherings (birthday, showers, etc);
2. residents for group meetings (associations, painters clubs, mothers clubs, etc where no participation fee is charged);
3. non-profit clubs who serve the community (4H, boy/girl scouts, etc); and
4. for-profit groups who charge participant fees (organized by a resident or non-resident).

Requests for reservations during regular city business hours must not interfere with regular city business and are subject to approval by the City Administrator.

Cancellations made five (5) business days prior to the reservation will be subject to a \$20.00 cancellation fee. Cancellations made with less than five (5) business day notice are non-refundable.

Reservations are offered in six (6) hour increments. This can be either morning, afternoon or evening however, the room must be vacated no later than midnight. Users should plan for set-up and clean-up within the time period unless arrangements are made for the city to provide this service.

**PROCEDURES**

All persons and/or organizations requesting to use City Hall facilities shall follow these procedures:

1. Submit written application to city staff as far in advance of the reservation date as possible. Applications are available at City Hall, on-line, or by mail upon request.

**RULES AND REGULATIONS**

is reserving 10 days or more

---

20% room rental discount for reservations occurring Monday thru Thursday if the applicant

\$20.00 room cancellation fee

\$100.00.....damage & key deposit

\$50.00.....cost for staff to do clean up

\$50.00.....cost for staff to do set-up

\$150.00/day

\$100.00/ 6 hour block

Use of the Community Room / Kitchen (excluding set-up/clean up)

**FEE SCHEDULE FOR ALL OTHER INDIVIDUALS / GROUPS**

is reserving 10 days or more

---

20% room rental discount for reservations occurring Monday thru Thursday if the applicant

\$20.00.....room cancellation fee

\$100.00.....damage & key deposit

\$50.00.....cost for staff clean up

\$50.00.....cost for staff set-up

\$75/day

\$50.00/ 6 hour block

Use of the Community Room / Kitchen (excluding set-up/clean up)

**FEE SCHEDULE FOR RESIDENTS (EXCLUDING FOR-PROFIT USE)**

1. All residents and/or organizations will be required to pay the scheduled fee, with the exception of non-profit community groups, such as the Falcon Heights-Lauderdale Lions Club, local Boy Scout and Girl Scout troops, and the local 4-H chapter, who may be allowed free use of the facilities. Verification of non-profit status may be required with room application. Applicants may submit a written request for exemption to the City Administrator.
2. Non-profit organizations seeking to use the room for purposes of fundraising and/or dinner meetings will be required to pay scheduled fee(s).
3. Organizations or groups whose purpose is for private, business, political, or religious interests will be required to pay the scheduled fee.
4. Roseville Area Schools will be charged their prevailing rates for use of City facilities.
5. Any organization denied free use under this policy may appeal to the City Council.

The City Council recognizes the costs associated with usage of the facilities and has developed the following guidelines:

**FEE SCHEDULE FOR USE**

1. Full payment of the reservation fee and deposit are due with the application. Reservations are not guaranteed until both the application and fee are received. Submission does not guarantee approval.
2. Approval will be determined by availability. After the request has been approved, the facility will be considered reserved.
3. All groups are required to submit the damage deposits, regardless of their fee status.

Signed: \_\_\_\_\_ Mayor \_\_\_\_\_ Date: \_\_\_\_\_

Signed: \_\_\_\_\_ City Clerk \_\_\_\_\_ Date: \_\_\_\_\_


Approved by the Lauderdale City Council on August 24, 2010.

1. The Community Room, entry corridor, restrooms, and kitchen shall be available for use under this policy.
2. Unless other arrangements are made, groups must clean up after using the facilities and will dispose of all refuse properly and adequately. Set-up and clean up must be done during the allotted time of the rental. Failure to provide proper clean up will result in forfeiture of deposit and/or future use of the facilities. This will be determined by the City Administrator.
3. The use of intoxicating liquor and non-intoxicating malt liquor beverages is prohibited at City Hall. Enforcement is handled by the City of St. Anthony Police Department.
4. Pursuant to the Minnesota Clean Indoor Air Act and City Ordinance, smoking is prohibited. Public groups or organizations, as defined under Minnesota Statutes, using the facilities for the purpose of convening a public meeting must conform to open meeting law requirements pursuant to Minnesota Statutes.
6. The City of Lauderdale and the City Council and staff assume no liability for loss, damage, injury, or illness incurred by the users of this facility.
7. The City of Lauderdale reserves the right to request proof of insurance when it is determined to be in the best interest of the City.
8. All participants must wear non-marking soles to prevent unnecessary wear and tear on the floors. Cleaning materials are provided to remove any marks during clean-up. Failure to do so will result in loss of damage deposit.
9. The applicant is responsible for set-up and clean up of the facility (unless other arrangements are made with city staff) including:
  - a. Wiping down all surfaces and washing kitchen utensils used.
  - b. Properly disposing of trash including coffee, cups, paper, etc.
  - c. Rearranging furniture (stacking tables in corner and chairs in racks).
  - d. Sweeping floors, mopping as needed.
  - e. Turning the heat down to 60 in winter.
  - f. Shutting off all lights (including restroom lights).
  - g. Closing and locking windows and exterior doors.
  - h. Reimbursing the City for any damage or loss to city facilities or equipment within 48 hours.
10. Misrepresentation – Residents may not make reservations for non-resident individuals or groups at the resident rate. Any unpaid rental fees will be deducted from the damage deposit.
11. Failure to conform to these policies and rules may cause for forfeiture of future use privileges and/or damage deposit.

Deleted: other



# LAUDERDALE COUNCIL ACTION FORM

Meeting Date	September 14, 2010	ITEM NUMBER	2011 Budget & Levy
STAFF INITIAL		APPROVED BY ADMINISTRATOR	_____

<b>Action Requested</b>	
Consent	_____
Public Hearing	_____
Discussion	X _____
Action	X _____
Resolution	_____
Work Session	_____

## DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:

### General Fund

During the last meeting, the Council discussed options for raising the levy to recoup some of the lost LGA and meet the ongoing obligations of the City. I prepared the budget as though the net levy did not change because I wasn't certain what increase you would settle on. Once that is decided, I will change the resolution and have the Mayor sign it before he leaves for the night. (We do it this way each year because the paperwork has to be to the County by September 15).

The big question for cities this year is how much aid to budget for. Some cities are choosing to budget for the certified LGA amount with the understanding they will cut as needed if the legislature unalots further. Other cities are budgeting as I have, for a reduced LGA amount. The certified LGA amount for 2011 is \$616,831; the budget represents a reduction of \$128,895 split between LGA and MVHC. The certified amount for 2010 was \$615,282 before an initial \$88,196 unallotment and a subsequent \$40,699 unallotment.

If the Council chooses to increase the levy, \$4,586 is generated for every 1% net levy increase. The "Levy Increase / Decrease in Dollars" line represents the dollars available for levy increases up to 5.0%. Ultimately, even a small increase will help restore the general fund balance.

### Special Revenue Funds

After the general fund levy is established, the Council can spend time reviewing the special revenue funds (Funds 201-407) and enterprise funds (Funds 601-602) in October and November and budget for any capital expenses the Council wants to undertake in 2011. The budgets are very similar to last year. The enterprise funds and the communications fund (202) will support a little more staff time in 2011.

**OPTIONS:**

Due to last year's changes in the truth in taxation law, two things have to be accomplished at the meeting.

1. Set the preliminary levy by resolution. The amount certified includes the fiscal disparities aid.
2. Establish a truth in taxation public hearing date. It must be a regularly scheduled meeting after November 24. The only regularly scheduled meeting after that date is December 14. After the public hearing, the Council may adopt the final levy and budget or hold another meeting later in December to finalize them.

**STAFF RECOMMENDATION:**

Adopt Resolution 091410A - A Resolution Levying Taxes for 2010 Payable in 2011 in the amount of \$\_\_\_\_\_ and Establishing December 14, 2010, at 7:30 p.m. as the date and time of the Truth in Taxation Hearing.

RESOLUTION NO. 091410A

CITY OF LAUDERDALE  
COUNTY OF RAMSEY  
STATE OF MINNESOTA

RESOLUTION LEVYING TAXES FOR 2010 PAYABLE IN 2011  
AND ESTABLISHING THE DATE OF THE TRUTH IN TAXATION HEARING

BE IT HEREBY RESOLVED by the City of Lauderdale, Ramsey County, State of Minnesota as follows:

The following tax levies are hereby made against all taxable property in the City of Lauderdale for the tax levy 2010, payable 2011:

Total proposed levy for 2010 payable in 2011: **\$569,267**

This includes estimated fiscal disparities amount of \$110,683.

**BE IT FURTHER RESOLVED**, that there will not be a certified debt levy for the General Obligation Bonds Series 2002A and the General Obligation Bonds Series 2003A.

**BE IT FURTHER RESOLVED**, that in conformance with the Truth in Taxation Law, the public hearing to allow citizen input on the levy and budget will be held Tuesday, December 14, 2010, at 7:30 p.m. in the Council Chambers at Lauderdale City Hall.

**BE IT FURTHER RESOLVED** that the City Administrator is authorized and directed at this time to certify this Resolution to the County Auditor of Ramsey County, Minnesota.

CITY OF LAUDERDALE )  
COUNTY OF RAMSEY )  
STATE OF MINNESOTA )

ss

I, Heather Butkowski, being duly qualified and City Administrator for the City of Lauderdale, Ramsey County, Minnesota, do hereby certify that the attached and foregoing is a true and correct copy of a Resolution duly adopted by the City Council of the City of Lauderdale on September 14, 2010, as the same appears in the minutes of said meeting on file and of record in City Offices.

Dated this 14th day of September, 2010.

Jeff Dains, Mayor

(ATTEST)

Heather Butkowski, City Administrator

(SEAL)



**GENERAL FUND REVENUE**

	Net levy does not change	Raise net levy 1.0%	Raise net levy 1.5%	Raise net levy 2.0%	Raise net levy 2.5%	Raise net levy 3.0%	Raise net levy 3.5%	Raise net Levy 5.0%
Net Tax Levy	458,584	463,170	465,463	467,756	470,049	472,342	474,634	486,328
Fiscal Disparities	110,683	110,683	110,683	110,683	110,683	110,683	110,683	110,683
State Aide	489,134	489,134	489,134	489,134	489,134	489,134	489,134	489,134
Licenses and fees	8,200	8,200	8,200	8,200	8,200	8,200	8,200	8,200
Other Revenue	7,250	7,250	7,250	7,250	7,250	7,250	7,250	7,250
Public Safety	34,500	34,500	34,500	34,500	34,500	34,500	34,500	34,500
Planning and Inspections	10,600	10,600	10,600	10,600	10,600	10,600	10,600	10,600
Transfers from other funds	-	-	-	-	-	-	-	-
<b>TOTAL REVENUE</b>	<b>1,118,951</b>	<b>1,123,537</b>	<b>1,125,830</b>	<b>1,128,123</b>	<b>1,130,416</b>	<b>1,132,709</b>	<b>1,135,001</b>	<b>1,146,695</b>

<b>GENERAL FUND EXPENDITURES</b>	<b>1,098,951</b>	<b>1,098,951</b>	<b>1,098,951</b>	<b>1,098,951</b>	<b>1,098,951</b>	<b>1,098,951</b>	<b>1,098,951</b>	<b>1,098,951</b>
Contingency	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Transferable Balance	-	-	-	-	-	-	-	-
Levy Increase / Decrease in Dollars	-	4,586	6,879	9,172	11,465	13,758	16,050	27,744
<b>TOTAL EXPENDITURES</b>	<b>1,118,951</b>	<b>1,123,537</b>	<b>1,125,830</b>	<b>1,128,123</b>	<b>1,130,416</b>	<b>1,132,709</b>	<b>1,135,001</b>	<b>1,146,695</b>
% Gross Levy Change from 2010	<b>-0.43%</b>	<b>0.37%</b>	<b>0.77%</b>	<b>1.17%</b>	<b>1.57%</b>	<b>1.97%</b>	<b>2.38%</b>	<b>4.42%</b>

	2011 Local Tax Rate (net levy/tax capacity)	2011 Tax Rate (gross levy/tax capacity)	2011 Tax on Median Value Home	2010 Tax on Median Value Home	Difference	2011 Tax on Higher Value Home	2010 Tax on Higher Value Home	Difference
	26.35%	26.61%	\$ 32.71%	\$ 32.97%	\$ 26.61%	\$ 724.64	\$ 728.31	\$ (3.67)
	32.71%	32.97%	\$ 494.34	\$ 495.42	\$ 495.42	\$ 731.88	\$ 728.31	\$ 3.57
	49.30%	49.30%	\$ 493.00	\$ 493.00	\$ 493.00	\$ 735.51	\$ 728.31	\$ 7.20
	1.34	2.42	\$ 1.34	\$ 2.42	\$ 4.87	\$ 739.13	\$ 728.31	\$ 10.82
	26.88%	27.01%	\$ 500.32	\$ 502.78	\$ 502.78	\$ 742.75	\$ 728.31	\$ 14.44
	33.24%	33.37%	\$ 493.00	\$ 493.00	\$ 493.00	\$ 746.38	\$ 728.31	\$ 18.07
	33.50%	33.63%	\$ 505.23	\$ 507.68	\$ 507.68	\$ 750.00	\$ 728.31	\$ 21.69
	33.63%	33.63%	\$ 493.00	\$ 493.00	\$ 493.00	\$ 768.48	\$ 728.31	\$ 40.17
	14.68	27.19	\$ 14.68	\$ 27.19	\$ 12.51	\$ 768.48	\$ 728.31	\$ 40.17

**NOTES:**

- Tax Capacity 2011 1,740,325
- Median home value 2010 payable 2011 187,600
- Higher Value Home (2011 est) 275,000
- Tax Capacity 2010 1,731,568
- Median home value 2009 payable 2010 (est.) 186,150
- Higher Value Home (2010 est) 275,000

GENERAL FUND REVENUE

2008	2009	2010	2010	2011
Actual	Actual	Adopted	As of July 31	Proposed

CITY LEVIED TAXES	2008	2009	2010	2010	2011
31010 Current Ad Valorem	416,219	425,397	458,584	220,425	458,584
31020 Delinquent Ad Valorem	679	3,534	-	2,539	-
31040 Fiscal Disparities	96,437	101,843	113,154	58,151	110,683
<b>SUB TOTAL PROPERTY TAXES</b>	<b>513,335</b>	<b>530,775</b>	<b>571,738</b>	<b>281,115</b>	<b>569,267</b>

STATE AIDE	2008	2009	2010	2010	2011
33401 Local Government Aide	421,827	557,218	527,174	258,076	519,747
33405 PERA Rate Increase Aide	1,198	1,198	1,198	599	1,198
33406 Market Value Home Credit	29,086	28,839	-	-	(31,811)
<b>TOTAL STATE AIDE</b>	<b>452,111</b>	<b>587,255</b>	<b>528,372</b>	<b>258,675</b>	<b>489,134</b>

LICENSES AND FEES	2008	2009	2010	2010	2011
32110 3.2 Alcohol License	65	150	150	-	150
32120 Cigarette License	200	200	400	200	400
32130 Garbage Hauler Licenses	1,270	1,170	750	1,275	750
32140 HVAC Licenses	875	890	550	800	600
32150 Tree Company License	360	140	200	500	300
32160 Gas Station License	55	-	55	-	-
32180 Rental License Fee	4,495	3,366	3,000	262	3,000
32240 Animal Licenses	330	290	250	250	250
34101 City Hall Rental	2,805	3,945	2,500	1,875	2,500
43103 Administrative Fee	650	83	200	-	200
34105 Sale of Publications	47	61	45	5	50
34109 Copies	50	-	-	50	-
34114 Advertising sales	-	-	-	-	-
34115 Miscellaneous Revenue	-	-	-	-	8,200
<b>TOTAL LICENSES AND FEES</b>	<b>11,202</b>	<b>10,295</b>	<b>8,100</b>	<b>5,217</b>	<b>8,200</b>

REVENUE OTHER	2008	2009	2010	2010	2011
36100 Special Assessments	1,940	9,677	-	9,898	-
36101 Principal	-	-	-	-	-
36102 Penalties and Interest	155	2,182	-	1,449	-
36103 Tree Removal	-	-	-	-	-
36200 Miscellaneous Revenue	63	-	-	-	-
36211 Investment Interest	13,852	11,018	7,000	5,628	7,000
36230 Donations	1,500	-	-	1,500	-
36231 Dog Park Donations	50	50	-	10	-
36240 State Surcharge - Construction Permits	431	539	250	161	250
36250 Refunds and Reimbursements	-	3,511	-	-	-
36252 LMCIIT Insurance Dividend	1,366	2,905	500	-	-
36255 Miscellaneous	-	-	-	-	-
39101 Sales Fixed Assets	-	1	-	-	-
<b>TOTAL OTHER REVENUE</b>	<b>19,307</b>	<b>29,882</b>	<b>7,750</b>	<b>18,647</b>	<b>7,250</b>

PUBLIC SAFETY	2008	2009	2010	2010	2011
<b>PLANNING &amp; INSPECTIONS</b>	<b>16,277</b>	<b>20,487</b>	<b>10,550</b>	<b>8,453</b>	<b>10,600</b>
<b>TRANSFERS FROM OTHER FUNDS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

GENERAL FUND REVENUE	2008	2009	2010	2010	2011
<b>TOTAL GENERAL FUND REVENUE</b>	<b>1,054,308</b>	<b>1,219,241</b>	<b>1,163,010</b>	<b>590,876</b>	<b>1,118,951</b>

GENERAL FUND EXPENDITURES

**GENERAL FUND REVENUE**

	2008	2009	2010	2010	2011
	Actual	Actual	Adopted	As of July 31	Proposed
Legislative	22,711	22,634	26,410	10,130	26,193
Administrative	206,035	168,728	155,731	79,082	155,866
Audit, Elections, and Legal Services	11,404	6,234	68,804	29,999	48,857
Public Safety					
Police	553,100	582,567	591,095	341,224	605,287
Fire	32,872	35,529	35,500	21,774	32,500
Prosecution	13,379	11,545	-	-	-
Public Works	94,453	92,877	108,402	42,019	104,081
Planning & Inspections	27,856	22,568	81,299	26,966	56,322
Parks and Recreation	65,662	71,716	68,269	36,051	64,845
Development	1,665	1,235	7,500	713	5,000
<b>EXPENDITURES BEFORE TRANSFERS</b>	<b>1,029,138</b>	<b>1,015,633</b>	<b>1,143,010</b>	<b>587,957</b>	<b>1,098,951</b>
Contingency	-	-	20,000	-	20,000
Transfers Out	14,660	31,000	-	-	-
<b>TOTAL GENERAL FUND EXPENDITURES</b>	<b>1,043,798</b>	<b>1,046,633</b>	<b>1,163,010</b>	<b>587,957</b>	<b>1,118,951</b>

2011 Certified LGA Amount = \$616,831

Budgeted LGA/MVHC Amounts Reflect Anticipated Loss of \$128,895 for 2011. (Equal to 2010 LGA/MVHC Unallotments)

**LEGISLATIVE (41100)**

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**EXPENDITURES**

	2008	2009	2010	2010	2011
	Actual	Actual	Adopted	As of July 31	Proposed
<b>Personnel</b>					
103 Part-time employees	13,200	13,200	13,200	7,700	13,200
122 FICA	1,010	1,010	1,010	589	1,010
151 Workers Comp	-	59	50	-	103
<b>Subtotal Personnel</b>	<b>14,210</b>	<b>14,269</b>	<b>14,260</b>	<b>8,289</b>	<b>14,313</b>
<b>General Operations</b>					
201 General Supplies	63	-	-	39	-
202 Permanent Supplies	-	-	-	-	-
203 Postage	-	84	-	-	-
305 Legal Fees	-	-	-	-	-
308 Training and Conferences	285	-	500	750	2,000
331 Travel	12	24	50	-	130
352 Public Notices	-	292	500	356	700
361 General Liability	5,285	5,228	6,000	-	6,000
438 Dues and Subscriptions	2,646	2,671	2,800	525	2,800
439 Special Events	-	-	100	-	-
440 Meeting Expenses	210	66	200	171	250
442 Miscellaneous Expenses	-	-	-	-	-
<b>Subtotal General Operations</b>	<b>8,501</b>	<b>8,365</b>	<b>10,150</b>	<b>1,841</b>	<b>11,880</b>
<b>Capital Equipment</b>					
530 Furniture and Equipment	-	-	2,000	-	-
538 Computer software and Equipment	-	-	-	-	-
<b>Subtotal Capital Equipment</b>	<b>-</b>	<b>-</b>	<b>2,000</b>	<b>-</b>	<b>-</b>
<b>TOTAL LEGISLATIVE EXPENSES</b>	<b>22,711</b>	<b>22,634</b>	<b>26,410</b>	<b>10,130</b>	<b>26,193</b>

ADMINISTRATION & FINANCE (41200)		2008	2009	2010	As of July 31	2010	2011
		Actual	Actual	Adopted	Proposed		
<b>EXPENDITURES</b>							
<b>Personnel</b>							
101	Full-time employees	108,289	102,536	94,127	50,282	93,081	
104	Temp. employees	-	-	-	-	-	
121	PERA	6,494	6,836	6,589	3,635	6,748	
122	FICA	8,472	8,004	7,200	4,116	7,121	
131	Benefits (health, dental, etc)	9,876	9,272	10,500	5,824	11,340	
151	Workers Compensation	1,243	559	715	57	726	
<b>Subtotal Personnel</b>		<b>134,374</b>	<b>127,206</b>	<b>119,131</b>	<b>63,914</b>	<b>119,016</b>	
<b>General Operations</b>							
201	General Supplies	1,808	1,731	2,200	1,140	2,200	
203	Postage	5,060	1,817	2,500	2,000	4,000	
208	Water cooler water	245	303	450	128	450	
301	Auditing	12,700	12,904	-	-	-	
305	Legal contract - Civil	12,934	3,567	-	-	-	
306	Consulting fees (IT Support)	3,160	5,440	6,000	3,173	5,500	
307	Computer Services (Banyon)	1,560	1,560	1,600	1,561	1,600	
308	Training and conferences	1,407	1,004	2,200	500	2,000	
309	Newspaper - Roseville Review	8,415	-	-	-	-	
331	Travel Expenses	887	929	1,200	227	1,200	
352	Public information and notices	-	726	2,000	662	1,500	
353	Newletter Printing	3,968	2,469	4,050	1,828	4,000	
354	Phonebook Printing	3,561	-	-	-	-	
355	Miscellaneous printing & process	1,595	285	-	875	1,200	
361	General liability	4,599	4,652	4,800	-	4,800	
391	Telephones/Fax (City Hall)	1,995	1,769	2,000	937	2,000	
401	Copier	1,466	379	4,000	136	2,800	
404	Computer Repair/Maintenance	-	-	-	-	-	
409	Other equipment repair	-	-	-	-	-	
438	Dues and Subscriptions	2,765	1,474	3,000	1,854	3,000	
440	Meeting Expenses	15	85	100	16	100	
442	Miscellaneous expenses	2,417	78	500	129	500	
<b>Subtotal General Operations</b>		<b>70,558</b>	<b>41,172</b>	<b>36,600</b>	<b>15,167</b>	<b>36,850</b>	
<b>Capital Expenditures</b>							
530	Furniture and equipment	-	-	-	-	-	
531	Office equipment	-	-	-	-	-	
534	Office furniture	-	-	-	-	-	
538	Computers and technology	1,103	351	-	-	2,500	
<b>Subtotal Capital</b>		<b>1,103</b>	<b>351</b>	<b>-</b>	<b>-</b>	<b>2,500</b>	
<b>TOTAL EXPENSES</b>		<b>206,035</b>	<b>168,728</b>	<b>155,731</b>	<b>79,082</b>	<b>155,866</b>	

AUDITING, ELECTIONS, AND LEGAL SERVICES (41500)		2008	2009	Adopted	As of July 31	Proposed
		Actual	Actual	2010	2010	2010
<b>EXPENDITURES</b>						
<b>Personnel</b>						
101	Full-time employees	6,842	3,724	13,152	6,867	6,952
104	Temp. employees	2,477	968	1,700	-	-
121	PERA	329	239	921	484	504
122	FICA	518	296	1,006	548	532
131	Benefits (health, dental, etc)	671	198	1,500	836	840
151	Workers Compensation	-	35	100	-	54
	<b>Subtotal Personnel</b>	<b>10,837</b>	<b>5,461</b>	<b>18,379</b>	<b>8,736</b>	<b>8,882</b>
<b>General Operations</b>						
201	General Supplies	408	-	200	-	-
300	Legal Services - Prosecution	-	-	12,000	4,932	12,000
301	Auditing	-	-	14,000	12,320	14,000
306	Legal Services - Civil	-	-	14,000	3,288	12,000
327	Other Services	159	586	700	432	800
331	Travel Expenses	-	-	75	-	75
352	Public Information & Notices	-	96	2,000	-	100
355	Miscellaneous Fees	-	-	5,200	291	1,000
409	Other equipment and repair	-	-	-	-	-
440	Meeting expenses	-	91	250	-	-
442	Miscellaneous expenses	-	-	-	-	-
	<b>Subtotal General Operations</b>	<b>567</b>	<b>774</b>	<b>48,425</b>	<b>21,263</b>	<b>39,975</b>
<b>Capital Expenditures</b>						
530	Furniture and equipment	-	-	2,000	-	-
531	Office equipment	-	-	-	-	-
534	Office furniture	-	-	-	-	-
538	Computers and technology	-	-	2,000	-	-
	<b>Subtotal Capital</b>	<b>-</b>	<b>-</b>	<b>2,000</b>	<b>-</b>	<b>-</b>
	<b>TOTAL EXPENSES</b>	<b>11,404</b>	<b>6,234</b>	<b>68,804</b>	<b>29,999</b>	<b>48,857</b>

		PUBLIC SAFETY (42100)				
		2008	2009	2010	As of July 31	2011
		Actual	Actual	Adopted	Proposed	
<b>REVENUE</b>						
34202	False Fire Alarm	794	424	1,000	-	500
34203	Fire Inspection Fee	1,050	-	3,500	-	1,000
34205	Fire Call Reimbursement	1,252	-	-	-	-
35101	Court Fines (including traffic tickets)	40,233	38,872	32,000	18,769	33,000
<b>TOTAL REVENUE</b>		<b>42,076</b>	<b>40,547</b>	<b>36,500</b>	<b>18,769</b>	<b>34,500</b>
<b>EXPENDITURES</b>						
<b>General Operations</b>						
305	Legal Fees - Prosecution	10,326	10,152	-	-	-
355	Miscellaneous fees - Printing	3,053	1,392	-	-	-
<b>Subtotal Prosecution</b>		<b>13,379</b>	<b>11,545</b>	<b>-</b>	<b>-</b>	<b>-</b>
318	911 Dispatch	-	-	-	-	9,620
319	Police Contract	548,100	578,250	578,595	337,514	590,167
360	General Liability	-	-	5,000	-	5,000
442	Miscellaneous Exp.	5,000	4,317	7,500	3,711	500
<b>Subtotal Police</b>		<b>553,100</b>	<b>582,567</b>	<b>591,095</b>	<b>341,224</b>	<b>605,287</b>
320	Fire Contract	19,097	18,630	18,000	17,826	18,000
321	Fire Calls	9,922	16,475	13,000	3,948	13,000
322	False Fire Alarms	2,778	424	1,000	-	500
323	Fire Inspections	1,075	-	3,500	-	1,000
<b>Subtotal Fire</b>		<b>32,872</b>	<b>35,529</b>	<b>35,500</b>	<b>21,774</b>	<b>32,500</b>
<b>TOTAL EXPENSES</b>		<b>599,351</b>	<b>629,641</b>	<b>626,595</b>	<b>362,999</b>	<b>637,787</b>

		PUBLIC WORKS (43000)					
		2008	2009	2010	As of July 31	2011	
		Actual	Actual	Adopted	Proposed		
<b>EXPENDITURES</b>							
<b>Personnel</b>							
101	Full-time employees	35,366	44,294	30,400	17,333	27,248	
102	Overtime/On-Call	1,283	2,191	2,000	1,004	3,000	
121	PERA	2,940	3,004	2,268	1,457	2,193	
122	FICA	3,661	3,516	2,479	1,655	2,314	
131	Benefits (health, dental, etc)	3,720	4,702	4,125	2,493	4,200	
151	Workers Compensation	4,032	2,097	2,650	185	2,526	
<b>Subtotal Personnel</b>		<b>51,002</b>	<b>59,804</b>	<b>43,922</b>	<b>24,129</b>	<b>41,481</b>	
<b>General Operations</b>							
202	Permanent Supplies	-	-	200	-	-	
212	Motor Fuels	2,219	1,587	2,500	975	2,200	
213	Lubricants and other fluids	-	-	-	-	-	
225	Landscaping Materials	-	15	-	-	-	
226	Signs	5	-	-	-	-	
227	Tools and Equipment	-	-	200	-	-	
228	Miscellaneous Repairs & Supplies	1,852	1,008	2,000	165	1,500	
304	Engineering Contract	2,990	-	3,000	193	3,000	
308	Training and conferences	165	165	400	165	400	
313	Snow and Ice Removal Contract	11,677	5,207	15,000	4,104	15,000	
314	Street Sweeping Contract	4,098	5,062	6,500	2,262	6,000	
317	Tree Service	3,654	3,214	15,000	2,571	10,000	
324	Alley Repair	1,195	-	1,000	-	1,000	
327	Other Services	569	356	500	328	4,000	
328	Street Repair	500	-	500	-	500	
380	Electricity - street lighting	5,726	6,168	6,000	2,677	6,400	
381	Electricity	2,820	2,457	3,000	1,732	3,400	
382	Water	69	69	80	14	100	
383	Gas Utilities	3,887	3,075	4,500	1,453	4,000	
384	Refuse Disposal	1,202	1,189	1,300	826	1,600	
391	Telephone/Pagers	455	534	500	266	500	
402	Truck repair and Maintenance	113	2,968	2,000	63	3,000	
426	Machinery rental	-	-	-	-	-	
442	Miscellaneous	257	-	300	96	-	
<b>Subtotal General Operations</b>		<b>43,451</b>	<b>33,073</b>	<b>64,480</b>	<b>17,890</b>	<b>62,600</b>	
<b>Capital Expenditures</b>							
530	Furniture and equipment	-	-	-	-	-	
538	Land	-	-	-	-	-	
<b>Subtotal Capital</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>TOTAL EXPENSES</b>		<b>94,453</b>	<b>92,877</b>	<b>108,402</b>	<b>42,019</b>	<b>104,081</b>	



PLANNING & INSPECTIONS (43400)		2008	2009	2010	As of July 31	2010	Proposed
		Actual	Actual	Adopted	2010	2010	2011
<b>REVENUE</b>							
<b>EXPENDITURES</b>							
<b>Personnel</b>							
101	Full-time employees	19,304	14,686	28,809	15,600	31,308	
121	PERA	1,071	963	2,017	1,108	2,270	
122	FICA	1,552	1,169	2,204	1,320	2,395	
131	Benefits (health, dental, etc)	1,918	1,110	3,750	1,925	4,410	
151	Workers Compensation	-	207	1,314	-	1,339	
<b>Subtotal Personnel</b>		<b>23,844</b>	<b>18,136</b>	<b>38,094</b>	<b>19,953</b>	<b>41,722</b>	
<b>General Operations</b>							
201	General Supplies	-	-	-	-	-	
202	Permanent Supplies	46	-	-	-	-	
203	Postage	268	173	300	30	500	
306	Consulting Fees	-	452	38,905	6,628	10,000	
308	Training and conferences	425	450	500	-	500	
312	Building Inspector	2,504	2,408	2,500	-	2,500	
327	Other Services	-	-	-	-	-	
331	Travel Expenses	-	-	-	-	-	
355	Miscellaneous Printing	-	-	-	-	-	
386	Gopher State One Call	421	531	700	248	600	
442	Miscellaneous expenses	25	-	-	10	-	
443	Surcharge Report	324	419	300	96	500	
<b>Subtotal General Operations</b>		<b>4,012</b>	<b>4,432</b>	<b>43,205</b>	<b>7,013</b>	<b>14,600</b>	
<b>Capital Expenditures</b>							
530	Furniture and equipment	-	-	-	-	-	
531	Office equipment	-	-	-	-	-	
534	Office furniture	-	-	-	-	-	
538	Computers and technology	-	-	-	-	-	
<b>Subtotal Capital</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>TOTAL EXPENSES</b>		<b>27,856</b>	<b>22,568</b>	<b>81,299</b>	<b>26,966</b>	<b>56,322</b>	
<b>REVENUE</b>							
<b>TOTAL REVENUE</b>							
32210	Building Permits	10,364	11,688	7,000	5,683	7,000	
32211	Zoning Permit Applications	345	1,210	200	400	200	
32225	Plan Review	3,658	4,692	2,000	794	2,000	
32230	Plumbing Permits	641	1,236	600	928	600	
32270	HVAC Permits	1,045	1,410	750	549	800	
32280	Street Excavation	-	100	-	100	-	
34110	Variance Fee	225	150	-	-	-	
34112	Conditional Use Permit	-	-	-	-	-	
34113	Zoning Amendment	-	-	-	-	-	
<b>TOTAL REVENUE</b>		<b>16,277</b>	<b>20,487</b>	<b>10,550</b>	<b>8,453</b>	<b>10,600</b>	

**PARKS AND RECREATION (45200)**

**EXPENDITURES**

	2008	2009	Adopted	As of July 31	Proposed
<b>Personnel</b>					
101 Full-time employees	41,244	51,253	42,425	22,962	37,855
104 Temp. employees	5,963	3,555	6,000	3,769	6,000
121 PERA	3,193	3,431	2,970	1,677	2,744
122 FICA	4,388	4,322	3,705	2,235	3,355
131 Benefits (health, dental, etc)	4,027	5,102	5,813	2,877	5,880
151 Workers Compensation	2,096	260	1,256	96	1,161
<b>Subtotal Personnel</b>	<b>60,911</b>	<b>67,923</b>	<b>62,169</b>	<b>33,616</b>	<b>56,995</b>
<b>General Operations</b>					
201 General Supplies	103	127	500	45	200
202 Permanent Supplies	212	89	500	32	200
225 Landscaping Materials	64	-	500	-	500
228 Miscellaneous Repairs & Maintenance.	211	191	250	144	250
317 Tree Service	742	-	-	-	-
370 Park and Rec Expenses	-	700	-	-	700
371 Non-Resident Reimbursement	32	429	200	-	1,000
381 Electric	626	439	700	305	700
382 Water	196	172	300	25	300
383 Gas Utility	1,090	801	1,300	375	1,200
384 Refuse	-	-	-	-	-
391 Telephones and Pagers	21	-	100	20	100
403 Mower repair	-	-	-	1,275	1,500
412 Warming House Repair	10	-	500	13	100
427 Porta Potty Rental	1,145	767	750	188	800
442 Miscellaneous	300	78	500	13	300
<b>Subtotal General Operations</b>	<b>4,751</b>	<b>3,793</b>	<b>6,100</b>	<b>2,435</b>	<b>7,850</b>
<b>Capital Expenditures</b>					
550 Other Improvements	-	-	-	-	-
<b>Subtotal Capital</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>TOTAL EXPENSES</b>	<b>65,662</b>	<b>71,716</b>	<b>68,269</b>	<b>36,051</b>	<b>64,845</b>

	2008	2009	2010	As of July 31	2011
	Actual	Actual	Adopted	2010	Proposed
<b>REVENUE</b>					
Other	-	-	-	-	-
<b>TOTAL REVENUE</b>	-	-	-	-	-
<b>EXPENDITURES</b>					
General Operations	1,665	1,235	7,500	713	5,000
Consulting Fees					
306					
Miscellaneous expenses					
442					
Subtotal General Operations	1,665	1,235	7,500	713	5,000
<b>TOTAL EXPENSES</b>	1,665	1,235	7,500	713	5,000
<b>DEVELOPMENT (48100)</b>					

	2008	2009	2010	As of July 31	2011
	Actual	Actual	Adopted	2010	Proposed
<b>CONTINGENCY (\$5300)</b>					
<b>REVENUE</b>					
Other	-	-	-	-	-
<b>TOTAL REVENUE</b>	-	-	-	-	-
<b>EXPENDITURES</b>					
General Operations					
CONTINGENCY FUNDS	-	-	20,000	-	20,000
444					
OPERATING TRANSFERS	-	-	-	-	-
710					
Subtotal General Operations	-	-	20,000	-	20,000
<b>TOTAL EXPENSES</b>	-	-	20,000	-	20,000

	2008	2009	2010	As of July 31	2010	2011
	Actual	Actual	Adopted	As of July 31	2010	Proposed
<b>TRANSFERS OUT (45400)</b>						
REVENUE	-	-	-	-	-	-
Other	-	-	-	-	-	-
<b>TOTAL REVENUE</b>	-	-	-	-	-	-
<b>EXPENDITURES</b>						
732 Transfers to 302	-	31,000	-	-	-	-
733 Transfers to 303	-	-	-	-	-	-
734 Transfers to 304	-	-	-	-	-	-
741 Transfers to 401	-	-	-	-	-	-
742 Transfers to 402	-	-	-	-	-	-
743 Transfers to 403	-	-	-	-	-	-
744 Transfers to 404	14,660	-	-	-	-	-
745 Transfers to 405	-	-	-	-	-	-
<b>Total Transfers</b>	14,660	31,000	-	-	-	-

## 2010 LAUDERDALE BUDGET SUMMARY OF FUNDS 201 - 602

	2007 Actual	2008 Actual	2009 Actual	2010 Adopted	2010 As of July 31	2011 Proposed
<b>Total Revenues</b>	<b>831,245</b>	<b>827,502</b>	<b>1,027,603</b>	<b>1,204,063</b>	<b>940,285</b>	<b>599,750</b>
<b>Total Revenues</b>	<b>831,245</b>	<b>827,502</b>	<b>1,027,603</b>	<b>1,204,063</b>	<b>940,285</b>	<b>599,750</b>
<b>Transfers</b>			291,329	600,000	600,000	
<b>Revenue Before Transfers</b>	<b>831,245</b>	<b>827,502</b>	<b>736,274</b>	<b>604,063</b>	<b>340,285</b>	<b>599,750</b>
201 Community Events Fund	3,994	3,642	4,874	2,700	1,659	3,050
202 Communications Fund	21,600	22,431	22,837	20,000	5,401	20,500
203 Recycling Fund	41,074	41,362	41,967	38,926	21,469	41,000
301 TIF Debt Service Fund	76,950	-	-	-	-	-
302 2000 Imp Debt Fund	54,816	48,013	20,524	-	-	-
303 2002 Imp Debt Fund	52,749	41,424	35,459	32,026	15,383	29,000
304 2003 Imp Debt Fund	75,041	64,834	59,143	50,411	27,127	50,000
401 Street Improvement Fund	18,902	14,760	10,331	8,000	4,076	7,000
402 General Capital Impr. Fund	8,330	4,320	2,184	2,000	875	1,500
403 Storm Water Impr. Fund	58,670	6,048	4,473	4,000	1,795	3,000
404 Park Improvement Fund	2,834	108,725	3,946	3,000	1,511	2,000
405 TIF Project Fund	169,990	162,370	165,052	140,000	96,909	140,000
407 Sewer Improvement Fund	8,003	11,277	81,628	7,000	4,331	7,000
409 Water Utility Fund	2,201	-	-	-	-	-
601 Sewer Utility Fund	236,090	229,104	234,715	245,000	130,693	245,000
602 Storm Water Utility Fund	-	69,192	49,142	51,000	29,055	50,700
<b>Total Expenditures</b>	<b>831,245</b>	<b>827,502</b>	<b>1,027,603</b>	<b>1,204,063</b>	<b>940,285</b>	<b>599,750</b>
<b>Total Expenditures</b>	<b>831,245</b>	<b>827,502</b>	<b>1,027,603</b>	<b>1,204,063</b>	<b>940,285</b>	<b>599,750</b>
<b>Transfers</b>			291,329	600,000	600,000	
<b>Expenditures Before Transfers</b>	<b>831,245</b>	<b>827,502</b>	<b>736,274</b>	<b>604,063</b>	<b>340,285</b>	<b>599,750</b>
201 Community Events Fund	5,160	4,229	3,616	3,250	795	3,550
202 Communications Fund	25,576	15,374	29,278	25,821	16,378	29,669
203 Recycling Fund	29,018	23,391	32,079	34,298	15,972	34,275
301 TIF Debt Service Fund	-	-	-	-	-	-
302 2000 Imp. Debt Fund	122,186	122,080	455,481	-	-	-
303 2002 Imp. Debt Fund	149,356	150,256	145,798	146,163	145,794	146,117
304 2003 Imp. Debt Fund	120,646	118,608	116,350	114,011	113,643	116,205
401 Street Improvement Fund	-	69,213	12,189	-	-	-
402 General Capital Impr. Fund	9,657	90,000	-	31,000	-	-
403 Storm Water Impr. Fund	43,367	32,316	-	-	-	-
404 Park Improvement Fund	117,670	81,110	6,735	54,000	1,500	-
405 TIF Project Fund	713	738	747	-	903	1,000
407 Sewer Improvement Fund	-	-	-	-	-	-
601 Sewer Utility Fund	233,999	212,687	228,570	247,051	121,882	243,629
602 Storm Water Utility Fund	-	36,424	43,293	53,405	20,918	60,000
<b>Total Expenditures</b>	<b>857,349</b>	<b>956,526</b>	<b>1,074,136</b>	<b>708,999</b>	<b>437,784</b>	<b>634,445</b>
<b>Total Expenditures</b>	<b>857,349</b>	<b>956,526</b>	<b>1,074,136</b>	<b>708,999</b>	<b>437,784</b>	<b>634,445</b>
<b>Transfers</b>			260,329	600,000	600,000	
<b>Expenditures Before Transfers</b>	<b>857,349</b>	<b>956,526</b>	<b>1,334,466</b>	<b>1,308,999</b>	<b>1,037,784</b>	<b>634,445</b>
<b>Total Expenditures</b>	<b>857,349</b>	<b>956,526</b>	<b>1,334,466</b>	<b>1,308,999</b>	<b>1,037,784</b>	<b>634,445</b>
<b>Surplus/(deficit)</b>	<b>(26,103)</b>	<b>(129,025)</b>	<b>(306,862)</b>	<b>(104,936)</b>	<b>(97,499)</b>	<b>(34,695)</b>

**Community Events Fund 201**

DEPT. 45600	2007	2008	2009	2010	As of July 31	Proposed
<b>BEGINNING BALANCE</b>	5,573	4,407	3,721	4,979	4,979	4,429
<b>REVENUES:</b>						
34785 Fun Run / Walk	9	-	-	100	-	100
34786 Winter Event	798	609	396	100	33	-
34787 Garage Sale	50	-	50	50	-	50
34788 Day in the Park	1,595	1,683	1,904	1,400	1,070	1,500
34789 Music under the trees	34	-	448	-	434	400
34790 Other Events - March Dance	-	-	-	-	-	-
34791 Pop Sales	-	-	-	-	-	-
34792 T-Shirt Sales	210	150	330	100	17	100
34795 Halloween Donations	779	779	825	700	-	700
36211 Investment Interest	199	129	121	100	51	100
36230 Donations	-	30	-	-	-	-
36255 Misc.	319	293	769	150	54	100
<b>Total Revenues</b>	<b>3,994</b>	<b>3,642</b>	<b>4,874</b>	<b>2,700</b>	<b>1,659</b>	<b>3,050</b>
<b>EXPENDITURES:</b>						
201 General Supplies	-	-	5	-	-	-
202 Permanent Supplies	176	43	100	-	-	100
369 Music Under the Trees	252	535	200	600	400	400
370 Other Events - March Dance	-	-	-	-	-	-
373 T-Shirts	2,201	353	-	-	-	-
375 Winter Event	857	1,011	192	250	181	250
376 Garage Sale	-	34	-	-	-	-
377 Day in the Park	1,112	1,500	1,800	1,400	172	1,800
378 Night Out	99	103	119	150	-	150
379 Halloween Event	252	496	518	450	7	500
380 Fun Run / Walk	-	-	-	100	-	100
437 Sales Tax	-	-	-	-	-	-
430 Misc.	-	-	491	-	-	-
440 Meeting Expenses	212	254	191	300	35	250
<b>Total Expenditures</b>	<b>5,160</b>	<b>4,329</b>	<b>3,616</b>	<b>3,250</b>	<b>795</b>	<b>3,550</b>
<b>Fund Balance Gain/Loss</b>	<b>(1,166)</b>	<b>(686)</b>	<b>1,258</b>	<b>(550)</b>	<b>864</b>	<b>(500)</b>
39200 Transfers In	-	-	-	-	-	-
710 Transfers Out	-	-	-	-	-	-
<b>Ending Fund Balance</b>	<b>4,407</b>	<b>3,721</b>	<b>4,979</b>	<b>4,429</b>	<b>5,843</b>	<b>3,929</b>

**Communications Fund 202**

DEPT. 49500	2007	2008	2009	2010	2010	2011
	Actual	Actual	Actual	Adopted	As of July 31	Proposed
<b>BEGINNING BALANCE</b>	36,227	32,251	39,308	32,867	32,867	27,046
<b>REVENUES:</b>						
Franchise Fees	19,987	21,278	21,632	19,000	5,117	20,000
Refunds & Reimbursements	-	-	262	-	-	-
Investment Interest	1,613	1,153	942	1,000	284	500
Grants	-	-	-	-	-	-
<b>Total Revenues</b>	<b>21,600</b>	<b>22,431</b>	<b>22,837</b>	<b>20,000</b>	<b>5,401</b>	<b>20,500</b>
<b>EXPENDITURES:</b>						
Reg. Full Time Employees	14,815	6,230	6,308	10,924	5,965	15,360
PERA Contributions	865	473	426	765	423	1,114
FICA Contributions	1,098	593	510	836	491	1,175
Group Insurance	1,193	618	576	1,313	687	2,100
Workers Comp	-	-	27	83	-	120
<b>Personnel costs</b>	<b>17,971</b>	<b>7,913</b>	<b>7,847</b>	<b>13,921</b>	<b>7,567</b>	<b>19,869</b>
General Supplies	-	-	5	-	85	100
Permanent Supplies	-	-	-	-	-	-
Web Hosting	420	444	444	600	444	600
Other Service	2,410	1,993	3,501	2,800	709	2,800
Cable Franchise Fee	4,774	5,023	5,069	5,200	5,214	5,300
Furniture and Equipment	-	-	12,411	3,300	2,358	1,000
<b>Operating Costs</b>	<b>7,604</b>	<b>7,460</b>	<b>21,431</b>	<b>11,900</b>	<b>8,811</b>	<b>9,800</b>
<b>Total Expenditures</b>	<b>25,576</b>	<b>15,374</b>	<b>29,278</b>	<b>25,821</b>	<b>16,378</b>	<b>29,669</b>
<b>Fund Balance Gain/Loss</b>	<b>(3,976)</b>	<b>7,057</b>	<b>(6,441)</b>	<b>(5,821)</b>	<b>(10,977)</b>	<b>(9,169)</b>
Transfers In	-	-	-	-	-	-
Transfers Out	-	-	-	-	-	-
<b>Ending Fund Balance</b>	<b>32,251</b>	<b>39,308</b>	<b>32,867</b>	<b>27,046</b>	<b>21,890</b>	<b>17,877</b>

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36250  
36211  
33600



## Recycling Fund 203

DEPT. 50000	2007	2008	2009	2010	2010	2011
REVENUES:	Actual	Actual	Actual	Adopted	As of July 31	Proposed
<b>BEGINNING BALANCE</b>	39,791	51,847	69,818	79,706	79,706	84,334
<b>REVENUES:</b>						
36100 Recycling Fee	34,734	34,698	35,215	33,000	18,199	35,000
36102 Penalties & Interest	-	71	62	-	23	-
33622 SCORE Grant	4,378	4,758	4,866	4,926	2,463	5,000
36211 Investment Interest	1,898	1,811	1,824	1,000	784	1,000
36255 Other	64	24	-	-	-	-
<b>Total Revenues</b>	<b>41,074</b>	<b>41,362</b>	<b>41,967</b>	<b>38,926</b>	<b>21,469</b>	<b>41,000</b>
<b>EXPENDITURES:</b>						
101 Reg. FT Employees	8,664	3,545	2,949	5,718	3,208	5,606
121 PERA Contributions	495	283	201	400	226	406
122 FICA Contributions	647	356	244	437	271	429
131 Group Insurance	626	362	256	750	365	840
151 Workers Comp	-	-	8	43	-	44
<b>Personnel costs</b>	<b>10,432</b>	<b>4,546</b>	<b>3,658</b>	<b>7,348</b>	<b>4,070</b>	<b>7,325</b>
202 Permanent Supplies	500	-	-	100	95	100
327 Other Service	339	339	339	350	-	350
389 Recycling Contract	17,747	18,506	28,082	26,500	11,807	26,500
<b>Operating Costs</b>	<b>18,586</b>	<b>18,845</b>	<b>28,421</b>	<b>26,950</b>	<b>11,902</b>	<b>26,950</b>
<b>Total Expenditures</b>	<b>29,018</b>	<b>23,391</b>	<b>32,079</b>	<b>34,298</b>	<b>15,972</b>	<b>34,275</b>
<b>Fund Balance Gain/Loss</b>	<b>12,056</b>	<b>17,971</b>	<b>9,888</b>	<b>4,628</b>	<b>5,497</b>	<b>6,725</b>
<b>Transfers In</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Transfers Out</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Ending Fund Balance</b>	<b>51,847</b>	<b>69,818</b>	<b>79,706</b>	<b>84,334</b>	<b>85,204</b>	<b>91,059</b>

39200  
710

**2002 Improvements Debt Service Fund 303**

DEPT. 47300		2007	2008	2009	2010	2010	2011
		Actual	Actual	Actual	Adopted	As of July 31	Proposed
<b>BEGINNING BALANCE</b>		438,324	391,717	282,886	172,547	172,547	442,136
<b>REVENUES:</b>							
36102	Penalties & interest	5,484	7,839	6,587	5,000	2,739	4,000
36211	Investment Interest	16,869	8,670	4,063	5,000	408	1,000
36100	Special Assessments	30,396	24,916	24,809	22,026	12,236	24,000
<b>Total Revenue</b>		<u>52,749</u>	<u>41,424</u>	<u>35,459</u>	<u>32,026</u>	<u>15,383</u>	<u>29,000</u>
<b>EXPENDITURES:</b>							
601	Bond Principal	110,000	115,000	115,000	120,000	120,000	125,000
611	Bond Interest	38,690	34,609	30,153	25,363	25,363	20,217
621	File Maintenance Charges	666	647	645	800	431	900
<b>Total Expenditures</b>		<u>149,356</u>	<u>150,256</u>	<u>145,798</u>	<u>146,163</u>	<u>145,794</u>	<u>146,117</u>
<b>Fund Balance Gain/Loss</b>		(96,607)	(108,831)	(110,338)	(114,137)	(130,411)	(117,117)
39200	Transfers In	50,000	-	-	400,000	400,000	-
710	Transfers Out	-	-	-	-	-	-
<b>Ending Fund Balance</b>		<u>391,717</u>	<u>282,886</u>	<u>172,547</u>	<u>458,410</u>	<u>442,136</u>	<u>325,019</u>

**2003 Improvements Debt Service Fund 304**

DEPT. 47400		2007	2008	2009	2010	2010	2011
BEGINNING BALANCE		Actual	Actual	Actual	Adopted	As of July 31	Proposed
REVENUES:		473,681	478,075	424,300	367,093	367,093	480,578
36102	Penalties & Interest	10,745	12,852	10,458	8,000	4,536	9,000
36211	Investment Interest	20,243	12,784	8,690	8,000	2,716	4,000
36100	Special Assessments	44,053	39,197	39,995	34,411	19,875	37,000
Total Revenues		75,041	64,834	59,143	50,411	27,127	50,000
EXPENDITURES:		95,000	95,000	95,000	95,000	95,000	100,000
601	Bond Principal	95,000	95,000	95,000	95,000	95,000	100,000
611	Bond Interest	24,980	22,961	20,705	18,211	18,211	15,405
621	File Maintenance Charges	666	647	645	800	431	800
Total Expenditures		120,646	118,608	116,350	114,011	113,643	116,205
Fund Balance Gain/Loss		(45,606)	(53,775)	(57,207)	(63,600)	(86,516)	(66,205)
39200	Transfers In	50,000	-	-	200,000	200,000	-
710	Transfers Out	-	-	-	-	-	-
Ending Fund Balance		478,075	424,300	367,093	503,493	480,578	414,373

**Street Improvement Fund 401**

DEPT. 48401	2007	2008	2009	2010	2010	2010	2011
	Actual	Actual	Actual	Adopted	As of July 31	Proposed	
<b>BEGINNING BALANCE</b>	355,889	454,662	400,208	398,350	398,350	406,350	413,350
<b>REVENUES:</b>							
36211 Investment Interest	18,902	14,243	10,232	8,000	4,076		7,000
36200 Miscellaneous Revenue	-	517	99	-	-		-
36102 Penalties & Interest	-	-	-	-	-		-
36100 Special Assessments	-	-	-	-	-		-
<b>Total Revenue</b>	<b>18,902</b>	<b>14,760</b>	<b>10,331</b>	<b>8,000</b>	<b>4,076</b>		<b>7,000</b>
<b>EXPENDITURES:</b>							
328 Street Repair	-	49,712	4,320	-	-		-
Street Reconstruction	-	-	-	-	-		-
Streetscaping	-	-	-	-	-		-
304 Engineering	-	19,502	7,869	-	-		-
Trees	-	-	-	-	-		-
<b>Total Expenditures</b>	<b>-</b>	<b>69,213</b>	<b>12,189</b>	<b>-</b>	<b>-</b>		<b>-</b>
<b>Fund Balance Gain/Loss</b>	<b>18,902</b>	<b>(54,454)</b>	<b>(1,858)</b>	<b>8,000</b>	<b>4,076</b>		<b>7,000</b>
39200 Transfers In	79,871	-	-	-	-		-
710 Transfers Out	-	-	-	-	-		-
<b>Ending Fund Balance</b>	<b>454,662</b>	<b>400,208</b>	<b>398,350</b>	<b>406,350</b>	<b>402,427</b>		<b>413,350</b>

**General Capital Improvement Fund 402**

DEPT. 48000	2007	2008	2009	2010	2010	2011
	Actual	Actual	Actual	Adopted	As of July 31	Proposed
<b>BEGINNING BALANCE</b>	170,308	168,981	83,301	85,485	85,485	56,485
<b>REVENUES:</b>						
Investment Interest	8,330	4,320	2,184	2,000	875	1,500
Depreciation	-	-	-	-	-	-
Other	-	-	-	-	-	-
<b>Total Revenue</b>	<b>8,330</b>	<b>4,320</b>	<b>2,184</b>	<b>2,000</b>	<b>875</b>	<b>1,500</b>
<b>EXPENDITURES:</b>						
Land	-	-	-	-	-	-
Buildings	9,657	-	-	1,000	-	-
City Garage	-	-	-	-	-	-
Warming House	-	-	-	-	-	-
Furniture & Equipment	-	-	-	-	-	-
Office Equipment	-	-	-	-	-	-
Copier	-	-	-	-	-	-
HVAC	-	-	-	-	-	-
Computers	-	-	-	-	-	-
Machinery & Equipment	-	-	-	-	-	-
Tractor	-	-	-	30,000	-	-
Other Improvements	-	-	-	-	-	-
Vehicle	-	-	-	-	-	-
Truck	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>9,657</b>	<b>-</b>	<b>-</b>	<b>31,000</b>	<b>-</b>	<b>-</b>
<b>Fund Balance Gain/Loss</b>	<b>(1,327)</b>	<b>4,320</b>	<b>2,184</b>	<b>(29,000)</b>	<b>875</b>	<b>1,500</b>
Transfers In	-	-	-	-	-	-
Transfers Out	-	90,000	-	-	-	-
<b>Ending Fund Balance</b>	<b>168,981</b>	<b>83,301</b>	<b>85,485</b>	<b>56,485</b>	<b>86,360</b>	<b>57,985</b>

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**Storm Sewer Improvement Fund 403**

DEPT. 48403	2007	2008	2009	2010	2010	As of July 31	2011
	Actual	Actual	Actual	Adopted	Adopted	Proposed	
<b>BEGINNING BALANCE</b>	181,946	197,249	170,981	175,454	175,454	179,454	
<b>REVENUES:</b>							
Storm Sewer Fee	49,668	6,048	-	-	-	-	-
Investment Interest	9,002	6,048	4,473	4,000	1,795	3,000	3,000
Other	-	-	-	-	-	-	-
<b>Total Revenues</b>	<b>58,670</b>	<b>6,048</b>	<b>4,473</b>	<b>4,000</b>	<b>1,795</b>	<b>3,000</b>	
<b>EXPENDITURES:</b>							
Reg. FT Employees	30,557	-	-	-	-	-	-
On-Call Pay	-	-	-	-	-	-	-
PERA Contributions	1,683	-	-	-	-	-	-
FICA Contributions	2,112	-	-	-	-	-	-
Group Insurance	2,584	-	-	-	-	-	-
Workers Compensation	-	-	-	-	-	-	-
<b>Personnel Costs</b>	<b>36,935</b>						
Engineering	6,303	11,816	-	-	-	-	-
Other Services	129	-	-	-	-	-	-
Misc	-	500	-	-	-	-	-
Contingency Funds	-	-	-	-	-	-	-
Storm System Repairs	-	-	-	-	-	-	-
<b>Operating Costs</b>	<b>6,432</b>	<b>12,316</b>					
<b>Total Expenditures</b>	<b>43,367</b>	<b>12,316</b>					
Fund Balance Gain/Loss	15,303	(6,268)	4,473	4,000	1,795	3,000	
Transfers In	-	-	-	-	-	-	-
Transfers Out	-	20,000	-	-	-	-	-
<b>Ending Fund Balance</b>	<b>197,249</b>	<b>170,981</b>	<b>175,454</b>	<b>179,454</b>	<b>177,249</b>	<b>182,454</b>	

**Park Improvement Fund 404**

DEPT. 48404	2007	2008	2009	2010	2010	As of July 31	2011
	Actual	Actual	Actual	Adopted	Adopted	Proposed	
<b>BEGINNING BALANCE</b>	44,059	123,844	151,458	148,669	148,669	97,669	
<b>REVENUES:</b>							
33130 Grants	-	-	-	-	-	-	-
36230 Donations	-	-	-	-	-	-	-
36211 Investment Interest	2,834	4,065	3,946	3,000	3,000	2,000	2,000
<b>Total Revenues</b>	<b>2,834</b>	<b>4,065</b>	<b>3,946</b>	<b>3,000</b>	<b>3,000</b>	<b>2,000</b>	<b>2,000</b>
<b>EXPENDITURES:</b>							
304 Engineering	10,716	17,718	382	-	-	-	-
510 Land	-	-	-	-	-	-	-
524 Picnic Shelter	-	-	-	-	-	-	-
525 Playground	151	-	-	35,000	-	1,500	-
526 Park Path	-	-	-	-	-	-	-
527 Gen. Park Improvements	1,369	63,392	6,353	19,000	-	-	-
528 Court Improvements	105,434	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>117,670</b>	<b>81,110</b>	<b>6,735</b>	<b>54,000</b>	<b>54,000</b>	<b>1,500</b>	<b>-</b>
<b>Fund Balance Gain/Loss</b>	<b>(114,836)</b>	<b>(77,046)</b>	<b>(2,789)</b>	<b>(51,000)</b>	<b>(51,000)</b>	<b>2,000</b>	<b>2,000</b>
39200 Transfers In	194,621	104,660	-	-	-	-	-
710 Transfers Out	-	-	-	-	-	-	-
<b>Ending Fund Balance</b>	<b>123,844</b>	<b>151,458</b>	<b>148,669</b>	<b>97,669</b>	<b>148,680</b>	<b>99,669</b>	<b>99,669</b>

**TIF Project Fund 405**

DEPT. 48500	2007	2008	2009	2010	2010	2011
	Actual	Actual	Actual	Adopted	As of July 31	Proposed
<b>BEGINNING BALANCE</b>	448,440	468,208	629,840	533,815	533,815	29,822
<b>REVENUES:</b>						
36211 Investment Interest	19,927	17,471	15,800	5,000	5,634	5,000
31050 Tax Increment	148,354	137,953	141,815	135,000	89,494	135,000
31051 Delinquent Tax Increment	855	1,959	1,879	-	1,781	-
33406 TIF Mkt Value Homestead Crid	855	4,987	5,558	-	-	-
<b>Total Revenues</b>	<b>169,990</b>	<b>162,370</b>	<b>165,052</b>	<b>140,000</b>	<b>96,909</b>	<b>140,000</b>
<b>EXPENDITURES:</b>						
101 FT Employees	-	-	-	-	-	-
121 PERA Contribution	-	-	-	-	-	-
122 FICA Contribution	-	-	-	-	-	-
131 Group Insurance	-	-	-	-	-	-
133 Life Insurance	-	-	-	-	-	-
<b>Total Personnel Costs</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
304 Engineering	-	-	-	-	-	-
305 Legal Fees	-	-	-	-	-	-
327 Other Services	713	738	747	-	903	1,000
325 Other Imp. (Larpeur)	-	-	-	-	-	-
<b>General Operating Costs</b>	<b>713</b>	<b>738</b>	<b>747</b>	<b>-</b>	<b>903</b>	<b>1,000</b>
<b>Total Expenditures</b>	<b>713</b>	<b>738</b>	<b>747</b>	<b>-</b>	<b>903</b>	<b>1,000</b>
<b>Fund Balance Gain/Loss</b>	<b>169,278</b>	<b>161,632</b>	<b>164,304</b>	<b>140,000</b>	<b>96,007</b>	<b>139,000</b>
39200 <b>Transfers In</b>	5,203	-	-	-	-	-
710 <b>Transfers Out</b>	154,713	-	260,329	600,000	600,000	-
<b>Ending Fund Balance</b>	<b>468,208</b>	<b>629,840</b>	<b>533,815</b>	<b>73,815</b>	<b>29,822</b>	<b>168,822</b>



**Sewer Improvement Fund 407**

DEPT. 48407	2007	2008	2009	2010	2010	2011
<b>BEGINNING BALANCE</b>	87,182	330,380	341,656	423,284	423,284	430,284
<b>REVENUES:</b>						
Investment Interest	8,003	11,277	9,128	7,000	4,331	7,000
Special Assessments	-	-	-	-	-	-
Sewer Connections	-	-	72,500	-	-	-
<b>Total Revenues</b>	<b>8,003</b>	<b>11,277</b>	<b>81,628</b>	<b>7,000</b>	<b>4,331</b>	<b>7,000</b>
<b>EXPENDITURES:</b>						
Engineering	-	-	-	-	-	-
Other	-	-	-	-	-	-
<b>Total Expenditures</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Fund Balance Gain/Loss</b>	<b>8,003</b>	<b>11,277</b>	<b>81,628</b>	<b>7,000</b>	<b>4,331</b>	<b>7,000</b>
Transfers In	235,195	-	-	-	-	-
Transfers Out	-	-	-	-	-	-
<b>Ending Fund Balance</b>	<b>330,380</b>	<b>341,656</b>	<b>423,284</b>	<b>430,284</b>	<b>427,616</b>	<b>437,284</b>

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**Sanitary Sewer Enterprise Fund 601**

DEPT. 49000	2007	2008	2009	2010	2010	2011
	Actual	Actual	Actual	Adopted	As of July 31	Proposed
<b>BEGINNING BALANCE</b>	407,688	174,584	191,001	197,146	197,146	195,095
<b>REVENUES:</b>						
37210 Sewer Charges	223,878	224,682	226,671	242,000	128,736	242,000
36211 Investment Interest	12,212	4,422	4,369	3,000	1,956	3,000
36250 Refunds/Reimbursements	-	-	-	-	-	-
37230 Penalties	-	-	-	-	-	-
36255 Miscellaneous	-	-	-	-	-	-
37240 Sewer Connections	-	-	3,675	-	-	-
39101 Sale of Assets	-	-	-	-	-	-
<b>Total Revenues</b>	<b>236,090</b>	<b>229,104</b>	<b>234,715</b>	<b>245,000</b>	<b>130,693</b>	<b>245,000</b>
<b>EXPENDITURES:</b>						
101 Reg. FT Employees	42,136	17,451	22,169	23,465	7,555	26,676
102 On-Call Pay	15,053	11,822	13,193	13,000	6,152	12,000
121 PERA Contributions	3,287	1,981	2,286	2,553	1,365	2,804
122 FICA Contributions	4,110	2,469	2,683	2,790	1,547	2,959
131 Group Insurance	5,116	2,536	3,577	3,000	2,288	3,906
151 Worker's Comp.	3,955	858	1,932	877	39	934
<b>Personnel Costs</b>	<b>73,657</b>	<b>37,117</b>	<b>45,841</b>	<b>45,685</b>	<b>18,946</b>	<b>49,279</b>
201 General Supplies	-	-	-	-	-	-
212 Motor Fuels	450	394	369	500	209	500
227 Tools & Equipment	-	289	-	300	-	300
228 Misc. Repairs/Maint./Supply	-	-	-	250	244	400
301 Auditing	2,716	1,350	1,613	1,700	1,540	1,700
304 Engineering	7,711	2,997	3,211	3,000	481	3,000
308 Training/Conferences	580	560	300	600	-	600
315 Sewer Jetting	42	1,444	-	1,500	-	1,500
316 Sewer Televising	-	11,018	-	-	1,243	1,000
327 Other Services	8,541	6,040	11,408	5,000	10,125	5,000
331 Travel Expenses	49	-	119	200	-	200
361 General Liability	3,699	1,520	1,539	1,700	-	1,700
382 Water	62	66	69	75	14	100
387 Met Council Sewer Charges	100,641	115,587	128,590	147,000	88,407	138,000
391 Telephones/Pagers	459	228	263	250	133	250
402 City Truck Repair/Maint.	-	-	333	-	4	100
425 Clothing	1,460	786	933	1,000	537	1,000
442 Misc.	641	-	23	-	-	-
444 Contingency Funds	-	-	-	-	-	-
501 Depreciation	33,291	33,291	33,959	33,291	-	34,000
540 Machinery & Equipment	-	-	-	-	-	-
554 System Repairs (I/I)	-	-	-	5,000	-	5,000
<b>Operating Costs</b>	<b>160,342</b>	<b>175,570</b>	<b>182,730</b>	<b>201,366</b>	<b>102,936</b>	<b>194,350</b>
<b>Total Expenses</b>	<b>233,999</b>	<b>212,687</b>	<b>228,570</b>	<b>247,051</b>	<b>121,882</b>	<b>243,629</b>
<b>Fund Balance Gain/Loss</b>	<b>2,091</b>	<b>16,417</b>	<b>6,144</b>	<b>(2,051)</b>	<b>8,811</b>	<b>1,371</b>
<b>Transfers In</b>	-	-	-	-	-	-
<b>Transfers Out</b>	<b>235,195</b>	-	-	-	-	-
<b>Ending Fund Balance</b>	<b>174,584</b>	<b>191,001</b>	<b>197,146</b>	<b>195,095</b>	<b>205,956</b>	<b>196,466</b>

## Storm Sewer Enterprise Fund 602

DEPT. 49100	2007	2008	2009	2010	As of July 31 2010	Proposed 2011
REVENUES:	Actual	Actual	Actual	Adopted	Adopted	Proposed
<b>BEGINNING BALANCE</b>	(3,299)	(3,299)	29,468	35,317	35,317	32,912
Storm Sewer Fee	-	48,763	48,351	50,000	50,000	28,683
Investment Interest	-	429	791	1,000	1,000	372
Other	-	-	-	-	-	700
<b>Total Revenues</b>	-	49,192	49,142	51,000	51,000	29,055
<b>EXPENDITURES:</b>						
Reg. FT Employees	-	16,112	19,898	23,465	23,465	8,189
On-Call Pay	-	3,792	2,768	5,000	5,000	2,366
PERA Contributions	-	1,318	1,431	1,993	1,993	1,100
FICA Contributions	-	1,644	1,693	2,178	2,178	1,250
Group Insurance	-	1,737	2,220	3,000	3,000	1,850
Workers Compensation	-	858	1,045	669	669	39
<b>Personnel Costs</b>	-	25,461	29,054	36,305	36,305	14,794
General Supplies	-	-	-	-	-	-
Motor Fuels	-	394	340	500	500	209
Tools & Equipment	-	51	-	100	100	-
Misc. Repairs/Maint/Supply	-	-	26	-	-	-
Auditing	-	1,350	1,613	1,700	1,700	1,540
Engineering	-	-	7,281	3,000	3,000	-
Training/Conferences	-	-	-	500	500	70
Other Services	-	5,759	1,454	7,000	7,000	2,830
Public Information Notice	-	80	80	-	-	84
General Liability	-	1,520	1,539	1,700	1,700	-
Telephones/Pagers	-	228	263	300	300	133
City Truck Repair/Maint.	-	-	333	-	-	4
Clothing	-	786	933	800	800	537
Dues & Subscriptions	-	875	375	500	500	500
Misc. (Public Education)	-	-	-	1,000	1,000	217
Contingency Funds	-	-	-	-	-	1,000
Depreciation	-	-	-	-	-	-
Machinery & Equipment	-	-	-	-	-	-
Storm System Repairs	-	-	-	-	-	-
<b>Operating Costs</b>	-	10,963	14,238	17,100	17,100	6,124
<b>Total Expenditures</b>	-	36,424	43,293	53,405	53,405	20,918
<b>Fund Balance Gain/Loss</b>	-	12,768	5,849	(2,405)	(2,405)	8,137
Transfers In	-	20,000	-	-	-	-
Transfers Out	-	-	-	-	-	-
<b>Ending Fund Balance</b>	(3,299)	29,468	35,317	32,912	32,912	23,612

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<b>ACTION REQUESTED</b>	Consent _____ Special _____ Public Hearing _____ Report _____ Discussion/Action _____ X _____ Resolution _____ Work session _____
<b>LAUDERDALE COUNCIL</b>	MEETING DATE September 14, 2010 ITEM NUMBER Playground Improvements STAFF INITIAL Jim APPROVED BY ADMINISTRATOR _____

**DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:**

Ramsey County has signed and returned the grant agreement and should provide a notice to proceed by the time the council meets. The next step is to order the equipment for the large play structure and playground surface. The PCIC has recommended the Candy color palette, but with green decks.

**Equipment Purchase**

\$ 69,866.25 quote for large play structure and playground surface  
 \$ -60,000.00 paid by county on a reimbursement basis per the grant agreement  
 \$ 9,866.25 difference not covered by grant

**Budget**

The current balance of the Park Capital Improvement Fund 404 is \$148,679.79. An amount of \$35,000.00 was budgeted for playground improvements this year

**Timeline**

Delivery takes 4-6 weeks. I anticipate installation to occur this year, unless the weather does not cooperate. If not, the equipment will be stored over the winter and installed next year.

**Enclosures**

Quote for equipment and surface  
 Play palette color schemes  
 Design concept for large play structure

**OPTIONS:**

- 1) Authorize staff to order playground equipment.
- 2) Do not authorize staff to order playground equipment.

**STAFF RECOMMENDATION:**

- 1) Authorize staff to order playground equipment as presented in quote from MN/WI Playground not to exceed \$75,000.

**COUNCIL ACTION:**

- (1) 81143 -- Giant Wave Climbe Link
- (1) 81142 -- Incline Cosmix Center
- (1) 81101 -- Arch Bridge-98"Link
- (1) 80715 -- 8'Tunnel-Up
- (1) 80656 -- Access Attachment 3'x 4'
- (1) 80653 -- 3'-0"Transfer Point
- (1) 80437 -- 7' Crazy Eight Climber
- (1) 80432 -- 8' Flat Wall Attachment
- (1) 80386 -- Toad Stool Climber
- (1) 80358 -- 3'-0"/3'-6"Spiny Arch
- (1) 80303 -- 3'-0"/3'-6"Clover Climber
- (1) 80078 -- 6"Stepped Platform
- (6) 80021 -- 14' Upright Assembly (alum)
- (2) 80020 -- 13' Upright Assembly (alum)
- (4) 80019 -- 12' Upright Assembly (alum)
- (6) 80018 -- 11' Upright Assembly (alum)
- (2) 80017 -- 10' Upright Assembly (alum)
- (3) 80016 -- 9' Upright Assembly (alum)
- (1) 80001 -- 49"Tri Punched Steel Deck
- (5) 80000 -- 49" Sq Punched Steel Deck
- (1) 26113 -- Single Rock Upright w/Rock Step
- (1) 26108 -- RockScape Arch Wall
- (7) 26094 -- Triangular Shroud
- (1) 26092 -- PS Plus Single Link Cross Beam
- (1) 26081 -- Sky Wheels
- (1) 26077 -- Xcelerator
- (1) 26072 -- Social Discs Attachment
- (1) 26064 -- DNA Climbing Wall Attachment
- (1) 26062 -- Trapeze Quad Circuit
- (1) 26058 -- 3 Way X-Pod Step

Quantity	Part #	Description	Unit Price	Amount
1	RDU	GameTime - Play Structure Ages 5-12	\$47,103.96	\$47,103.96

City of Lauderdale  
 Attn: Jim Bowmik  
 1891 Walnut St.  
 Lauderdale, MN 55113  
 Phone: 651-792-7656

Ship To Zip: 55113

**Community Park D4594H1 Phase 1**

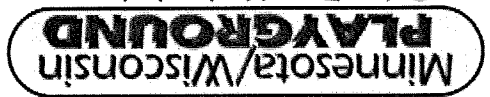
Sales Rep: Harlan Lehman



Minnesota / Wisconsin Playground  
 5101 Highway 55, Suite 6000  
 Golden Valley, Minnesota 55422  
 Ph. 800-622-5425 | 763-546-7787  
 Fax 763-546-5050 | info@mnwisplay.com

03/31/2010

QUOTE #2882



Minnesota / Wisconsin Playground  
 5101 Highway 55, Suite 6000  
 Golden Valley, Minnesota 55422  
 Ph. 800-622-5425 | 763-546-7787  
 Fax 763-546-5050 | info@mnwplay.com

QUOTE #2882  
 03/31/2010

Community Park D4594H1 Phase 1

Quantity	Stock ID	Description	Unit Price	Amount
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1	81145	Mini Pod Link, Dbl		
1	81152	Funnel Bridge 98"		
2	81203	2-6" Stepped Platform		
1	81275	Wildslide Straight Sec		
2	81277	Wildslide Right Curve		
4	81278	Wildslide 3 Support		
3	81323	1' Wildslide Exit Section		
6	81324	Wildslide 135 Deg Section		
1	81325	Wildslide Entrance Section		
1	81326	Wildslide Dbl Entrance Section		
1	81330	Wildslide Outrigger		
1	81347	3' Curved Zip Slide		
1	81349	7-6"/8" Zip Slide		
2	G80021	14' Upright Assembly (galv)		
1	178749	Owner's Kit		
2	161290	GameTime - Geo-Textile 2250 Sq Ft Roll	\$391.96	\$783.92
4	161292	GameTime - Wear Mat 44"X48"	\$126.28	\$505.12
1	EWF-9	GT-Imfax - Engineered Wood Fiber for 3193 Sq. Ft. @ 9" Depth	\$2,580.00	\$2,580.00
1	INSTALL	GameTime - Installation of Play Equipment for Phase 1	\$10,528.00	\$10,528.00
1	INSTALL	GT-Imfax - Installation of Wood Fiber for 3193 Sq. Ft. Area	\$1,027.00	\$1,027.00

Contract: USC

SubTotal: \$62,528.00  
 Tax: \$3,751.02  
 Freight: \$3,587.23  
 Total Amount: \$69,866.25

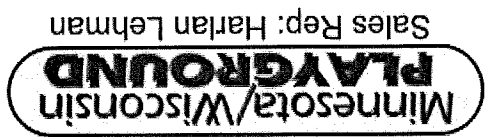
This quotation is subject to policies in the current Gametime Park and Playground catalog and the following terms and conditions. Our quotation is based on shipment of all items at one time to a single destination, unless noted, and changes are subject to price adjustment. Purchases in excess of \$1,000.00 to be supported by your written purchase order made out to Gametime, c/o Minnesota/Wisconsin Playground.

Pricing: f.o.b. factory, firm for 30 days from date of quotation.

Payment terms: net 30 days for tax supported governmental agencies. A 1.5% per month finance charge will be imposed on all past due accounts. Equipment shall be invoiced separately from other services and shall be payable in advance of those services and project completion. Retainage not accepted.

QUOTE #2882  
03/31/2010

Minnesota / Wisconsin Playground  
5101 Highway 55, Suite 6000  
Golden Valley, Minnesota 55422  
Ph. 800-622-5425 | 763-546-7787  
Fax 763-546-5050 | info@mnwplay.com



Sales Rep: Harlan Lehman

Community Park D4594H1 Phase 1

Acceptance of quotation:

Accepted By (printed): Jim Bownik

Signature: [Signature]

Title: Asst + City Admin, Streets

Facsimile: 051-031-2006

P.O. No: 091510A

Date: 9-15-10

Phone: 651-792-7050

Purchase Amount: \$69,866.25



Sales Rep: Harlan Lehman

Minnesota / Wisconsin Playground  
5101 Highway 55, Suite 6000  
Golden Valley, Minnesota 55422  
Ph. 800-622-5425 | 763-546-7787  
Fax 763-546-5050 | info@mnwplay.com

QUOTE #2882  
03/31/2010

### Community Park D4594H1 Phase 1

## Equipment Color Selection

(Either write in selected play palette, or select colors individually for each component type)

Play Palette Color Scheme:

*Candy with green decks*

(or)

Component

Metal Posts & Arches:

Metal Accents:

Decks (PCV Coated):

Plastic:

Tubes:

Roots:

MegaRock:

Dragon:

Rock Climber:

HDPE:

Playcurbs:

Free Standing Posts:

Free Standing Accents:

Free Standing Plastic:

Free Standing Decks:

Free Standing Rocks:

Component

Other (multi-colors, components, etc.)

Color

Component Name:

Component Name:

Component Name:

Component Name:

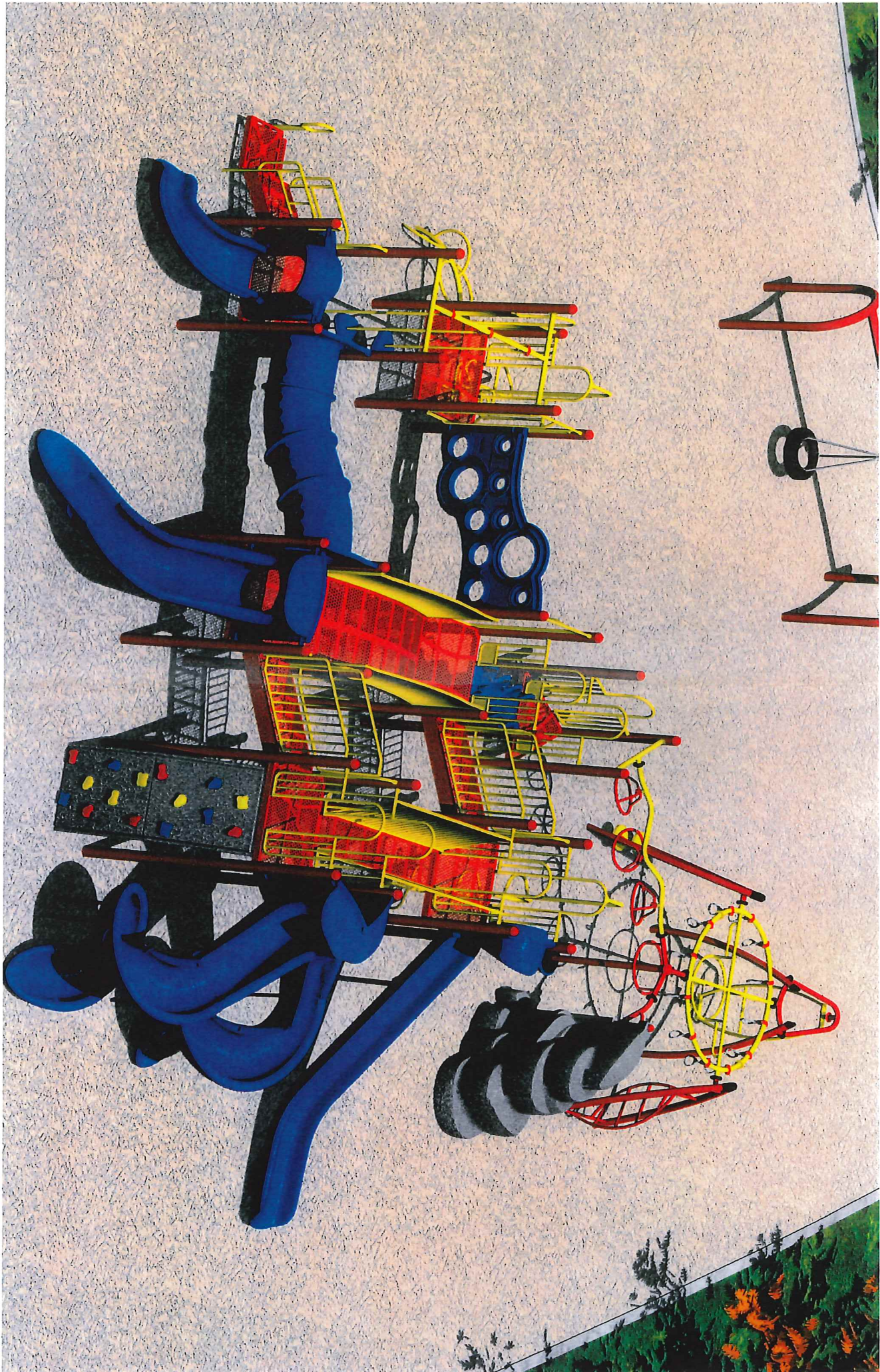
Component Name:

Component Name:

Component Name:

Component Name:







### The easy way to pick colors

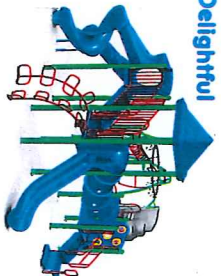
Our color experts have years of experience choosing the right color for each component to blend harmoniously into an overall palette. They've selected 15 great color combinations for you that take the guesswork out of choosing colors, whether you want a bright, subdued, or natural look.

#### Periwinkle



- Blue Plastic
- Butterscotch Uprights
- Butterscotch Metal
- Blue Decks

#### Delightful



- Blue Plastic
- Spring Green Uprights
- Burgundy Metal
- Blue Decks

#### Fresh




- Beige Plastic
- Green Uprights
- Spring Green Metal
- Brown Decks

#### Festive



- Green Plastic
- Butterscotch Uprights
- Red Metal
- Blue Decks

#### Citrus



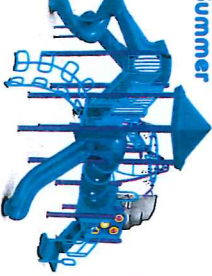
- Yellow Plastic
- Orange Uprights
- Spring Green Metal
- Red Decks

#### Spring



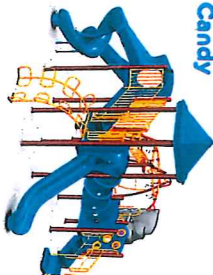
- Purple Plastic
- Sky Blue Uprights
- Spring Green Metal
- Blue Decks

#### Summer



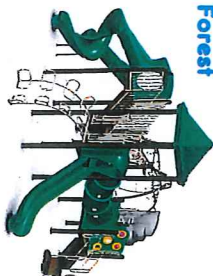
- Blue Plastic
- Royal Purple Uprights
- Sky Blue Metal
- Blue Decks

#### Candy



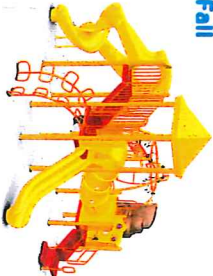
- Blue Plastic
- Burgundy Uprights
- Butterscotch Metal
- Blue Decks

#### Forest



- Green Plastic
- Brown Uprights
- Beige Metal
- Brown Decks

#### Fall



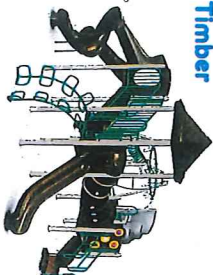
- Yellow Plastic
- Butterscotch Uprights
- Orange Metal
- Red Decks

#### Winter



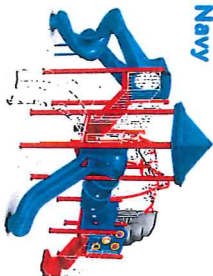
- Blue Plastic
- Black Uprights
- Metallic Metal
- Blue Decks

#### Timber



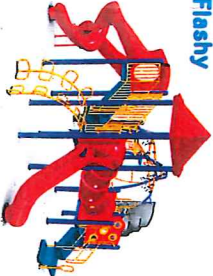
- Brown Plastic
- Beige Uprights
- Green Metal
- Brown Decks

#### Navy



- Blue Plastic
- Red Uprights
- White Metal
- Red Decks

#### Flashy



- Red Plastic
- Royal Purple Uprights
- Butterscotch Metal
- Blue Decks

#### Dazzle



- Yellow Plastic
- Burgundy Uprights
- Butterscotch Metal
- Dark Green Decks



**LAUDERDALE COUNCIL**

**ACTION REQUESTED**

MEETING DATE September 14, 2010  
 ITEM NUMBER Moving Large Play Structure  
 STAFF INITIAL Jim  
 APPROVED BY ADMINISTRATOR \_\_\_\_\_

Consent \_\_\_\_\_  
 Special \_\_\_\_\_  
 Public Hearing \_\_\_\_\_  
 Report \_\_\_\_\_  
 Discussion/Action  \_\_\_\_\_  
 Resolution \_\_\_\_\_  
 Work session \_\_\_\_\_

**DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:**

The council wanted to discuss moving the existing large play structure to city property at the south end of Walnut Street. The area has been used for passive recreation and contains a picnic table and garbage can. What the contractor would do:

- Remove the existing structure, transport it to the new location, and reinstall it for \$13,988.
- Install a border with plastic play curbs for an additional \$3,244 (does not include cost for pea gravel).
- Note: This is not recommended because staff could create a concrete border similar to the one at the community park and fill with pea gravel for less.

What the city would do:

- Excavate area at new park, create a concrete border, and fill with pea gravel for about \$3,000-\$4,000.

**If the Structure is Not Moved**

What the contractor would do:

- Install the new structure and playground surface.
- Use play curbs to separate the new wood fiber surface from the existing pea gravel.

What the city would do:

- Remove pea gravel, and existing structure.
- Dispose of plastic parts and recycle metal parts.

**Things to Consider**

- Neighbors: Does the council want staff to notify property owners adjacent to the new park or solicit input.

- Fence: Mn/DOT installed a fence on the west and south property lines of the new park. If a decision is made to relocate the existing structure to the new park, does the council want a fence installed on the north property line as well.

- Visibility: The area is not visible from the street. This could be a concern similar to the concern expressed by some with the bushes at the community park playground. A security light would help with night time visibility, but would not alleviate day time visibility concerns.

- Safety & ADA: By signing the quote, the city acknowledges that the existing play structure does not comply with the most recent safety standards nor the ADA.

- Next Year: The existing swings, monkey bars, etc. can be moved to the new park next year if we are awarded a grant for phase 2 improvements. If so, the swings, etc. can be removed, transported, and reinstalled by staff.

**Enclosures:** Quote for moving existing structure; Photo of existing structure; Aerial map of new park.

**STAFF RECOMMENDATION:** 1) Decide if the existing play structure should be moved to the new park. Does the council want input from the neighbors before making a decision?  
 2) Consider what to do about fencing, visibility, etc.

**COUNCIL ACTION:**

PO Box 27328 • Golden Valley, MN, 55427 • 763.546.7787 • 1.800.622.5425 • Fax 763.546.5050  
 e-mail info@mnpwplay.com • www.mnpwplay.com

With Acceptance - Terms of Sale - Payment is Due Within 30 Days

Accepted By:

Harlan Lehman CPSI

Signed By:

Prices Based on Wages Without Prevailing Wage Adjustments

Shipping / Installation Date:

Prices Good For Until 12/1-10.

Sub Total	\$13,988.00
Freight	NA
Installation	see above
Tax	
Total	\$13,988.00

NOTA: Unless otherwise noted the following applies to the purchased items regarding installation, Minnesota Wisconsin Playground Inc. Will not be responsible for accepting delivery or storage of equipment, unforeseen obstructions (may incur additional charges), or disposal of packaging materials. Owner or General Contractor shall hold Minnesota Wisconsin Playground, Inc. harmless in the event of injury due to insufficient resilient safety surface. Owner is responsible for direct access to site for large trucks. A flat dirt surface should be prepared prior to our arrival. Unless otherwise stated all excavated material is to remain on site and all installation shall be done in one trip. All material is guaranteed specified. All work is to be completed in a workmanlike manner according to standard practice. Any alteration or division from above specifications involving extra costs must be excused upon written orders and will become an extra charge over and above the purchase agreement. All Agreements are contingent upon strikes, accidents or delays beyond our control. Owner is to carry fire, tornado and other necessary insurance.

Qty	Unit	Description	Price	Extension
1	Each	Remove Existing Structure & Re-install Equipment at City Park *Equipment Does Not comply with the most recent safety standards nor the ADA *Price Does Not include any updates on the equipment Options: 4' playcurbs with galvanized stakes \$3,244.00 (includes tax and frt) install playcurbs (if already on site building the play structure \$726.00 (on grade-no digging)	\$13,988.00	\$13,988.00

Project: Relocate Play Structure

Fax: 651-631-2088

Phone: 651-792-7660

Attn: Jim Bownik

Lauderdale, MN 55113

1891 Pleasant Street

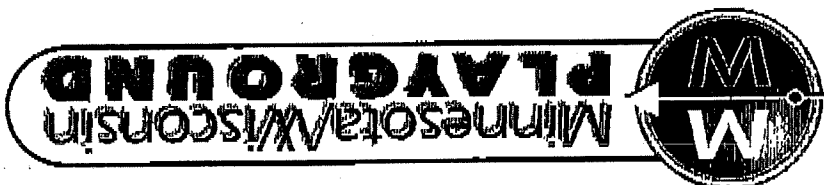
TO: City of Lauderdale

Drawing No.

Quote No. D40H

Date: 17-Aug-10

QUOTATION












- Selected Features
- Municipalities
- Road Centerlines (County)
- County Road
- Interstate Hwy
- State Hwy
- Roads
- Water
- Structures
- Parcel Polygons
- 2009 Color Aerials
- Highway Shields
- Street Name Labels

DISCLAIMER: This map is neither a legally recorded map nor a survey and is not intended to be used as one. This map is a compilation of records, information and data located in various city, county, state and federal offices and other sources regarding the area shown, and is to be used for reference purposes only.

SOURCES: Ramsey County (August 30, 2010), The Lawrence Group; August 30, 2010 for County parcel and property records data; August 2010 for commercial and residential data; April 2009 for color aerial imagery; All

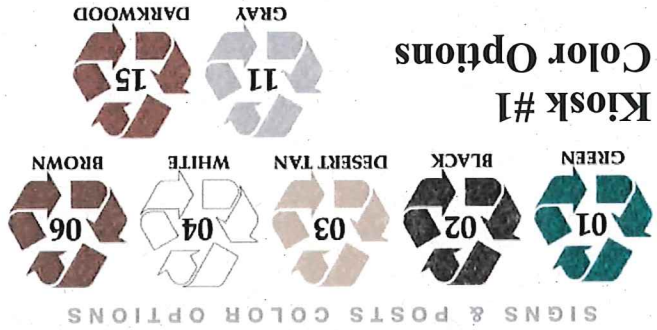
# LAUDERDALE COUNCIL ACTION FORM

<b>Action Requested</b>	Consent	_____
	Public Hearing	_____
	Discussion	_____
	Action	_____
	Resolution	_____
	Work Session	_____

Meeting Date	September 14, 2010			
Item Number	Park Kiosk	Staff Initial		APPROVED BY ADMINISTRATOR

## DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:

Kathy received pricing from three companies that manufacture kiosks. I handwrote the costs on each one; hopefully, this makes it easier to understand. The "small" version of kiosk #1 is 10 inches wider, 3 inches taller, and 2.5 inches deeper than the "medium" versions of the other two kiosks. Kiosks #2 and #3 are the same size and come in green or cedar. The color options for kiosk #1 are below. The kiosk would arrive in 1-3 weeks depending on the manufacturer. Dave and Joe would handle the installation.



## OPTIONS:

1. Direct staff to purchase and install one of the kiosks listed.
2. Forego the kiosk options; provide staff direction.

## STAFF RECOMMENDATION:

Motion to direct staff to purchase and install kiosk option # \_\_\_\_\_ in \_\_\_\_\_ color.

## COUNCIL ACTION:



# Everlasting Message Center, Single Side, Sliding Door

Everlasting Lumber never needs painting and is the strongest recycled plastic available. Our standard Center includes (2) sliding polycarbonate doors on aluminum tracks and homasote board for postings. Mount on a wall or on (2) 4x4 post (8', Sold Separately).

Available in three sizes:

Small	46"W x 6"D x 29"H	\$445.00
Medium	46"W x 6"D x 36"H	\$559.00
Large	51"W x 6"D x 42"H	\$715.00

Please specify color:

Green, Black, Desert Tan, White, Brown, Gray, Darkwood

Product code: 310-342-CC

Learn more about [Everlasting Outdoor Furniture](#).

To order: [Please fill out this form](#) or call 800-747-5985 and a Beacon Representative will help you.



Related Products

Option #1

Small 445  
 Posts 239  
 Shipping 100  
~~784~~

Out of Middleton, Wisconsin



sign in | my account | contact us | shopping cart(u)

1-800-325-3047  
Satisfaction Guaranteed



enter keyword or item #

- Signage
- Pool & Patio
- Furnishings
- Tables
- Park
- Office & Lobby
- Floor Mats
- Maintenance
- Facility
- Events
- Entryway
- Cigarette Waste
- Bike & Skate Racks
- Benches
- Trash
- Receptacles



Medium Single-Sided Message Center with 2 Posts

Item # 200MC1POST \$650 /each



Medium Single-Sided Message Center with 2 Posts  
26"H x 36"W x 3 1/2"D Message Center; 84"H Posts,  
130 lbs

• FIVE-YEAR WARRANTY

FRAME COLOR:

- Green
- Aluminum
- Black

Description Shipping Warranty

All-weather recycled plastic message center won't rot or rust.

Durable recycled plastic lumber message center features shatter-proof clear plastic over thick corkboard. Includes two matching 72" high x 4" square resinwood posts for inground mounting. Optional custom engraved letters for the top of the sign center also available.

Assembly required.

enter keyword

Popular Searches

- Outdoor
- Entryway Floor Mats
- Bike Racks
- Benches
- Park Pet Litter
- Ash Urn
- Square Picnic Table
- Rectangular
- Picnic Table
- Round Picnic Table
- Picnic Table
- Outdoor Recycling
- Receptacles

Customer Service

- Contact Us
- Guarantee
- GSA Contracts
- Privacy Policy
- Warranties
- About Us
- Returns

Sign up for email updates

Get informed on new products and the latest trends enter e-mail



Get a FREE catalog



Your complete source for site furnishings

Order by phone

1-800-325-3047



ABOUT SSL CERTIFICATES

Option #2

Medium w/ posts  
Shipping

650  
148  
\$798

Out of St Louis, Missouri

https://www.upbeat.com/product.aspx?id=200MC1POST



Colors - green or cedar


# Option 3

Medium/L posts  
Shipping

\$	674
<hr/>	
539	135



# LAUDERDALE COUNCIL ACTION FORM

Meeting Date	September 14, 2010	ITEM NUMBER	Roseville Asphalt Plant
STAFF INITIAL		APPROVED BY ADMINISTRATOR	_____

<b>Action Requested</b>	
Consent	_____
Public Hearing	_____
Discussion	X
Action	_____
Resolution	_____
Work Session	_____

**DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:**

In the August 27 and September 4 Friday Reports was information regarding a proposed asphalt plant in Roseville. I mentioned I would add the item to a council agenda if any councilors wanted to discuss the item further. Councillor Gaasch asked that I add it as a discussion item.

I learned from Roseville staff that Bituminous Roadways (BR) asked Roseville's Council for permission to have outdoor storage at their new asphalt plant, which requires a conditional use permit. The asphalt plant, itself, is an allowed use in the industrial district. I have been contacted by three Lauderdale residents about the project and a group from Roseville that opposes the plant.

Ultimately, BR needs a permit from the MN Pollution Control Agency (PCA) to build the plant. I know St. Anthony and the Minneapolis Park Board sent letters to the PCA (attached). The PCA is still accepting comments. If you would like me to draft a letter on the Council's behalf, please let me know.

**OPTIONS:**

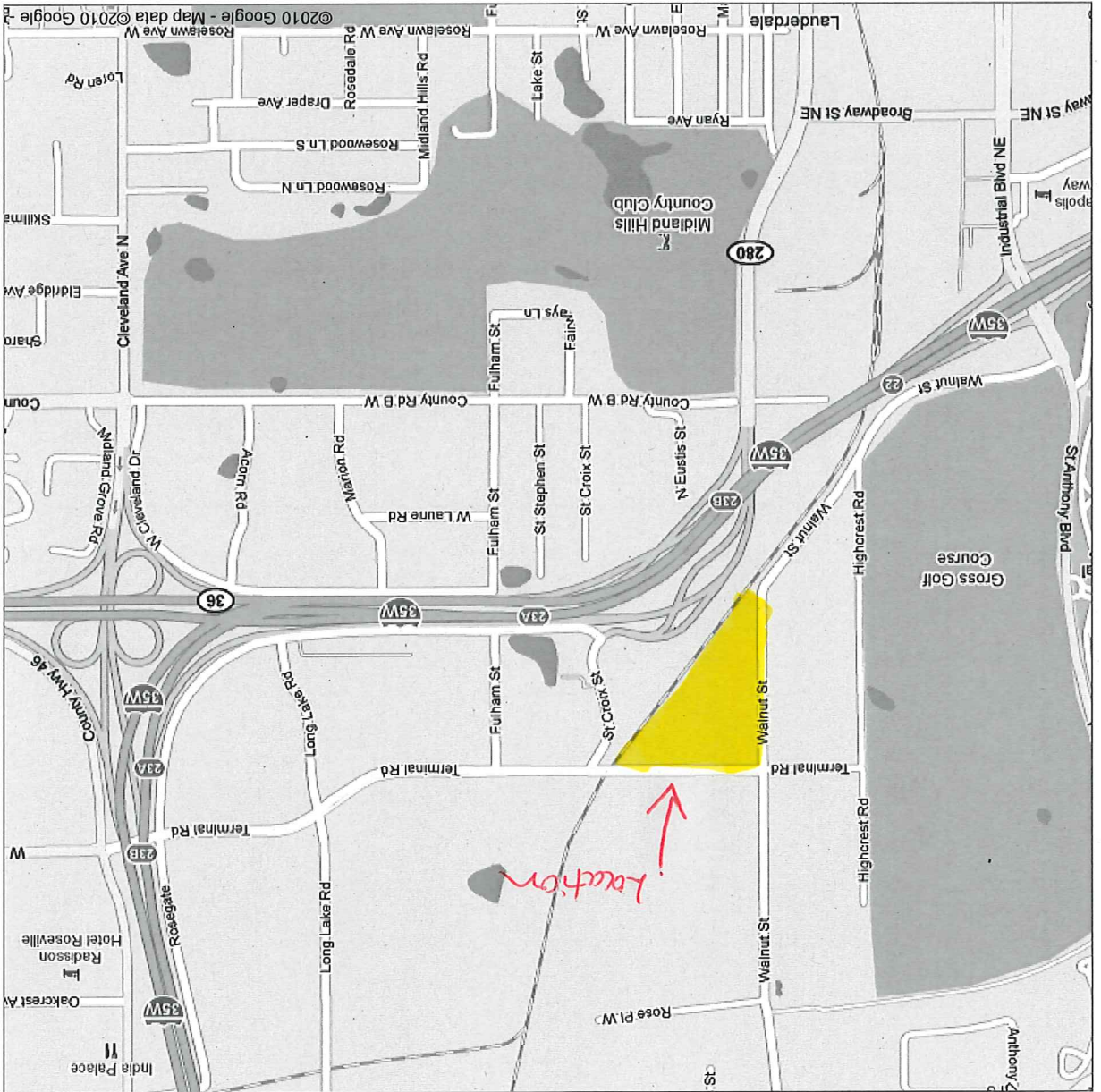
**STAFF RECOMMENDATION:**

**COUNCIL ACTION:**

Google maps

Address St Paul, MN 55113

Get Google Maps on your phone  
Text the word "GMAPS" to 466453





August 10, 2010

Minnesota Pollution Control Agency  
520 Lafayette Road North  
St. Paul, MN 55155-4194  
Attention: Craig Affeldt

Dear Mr. Affeldt:

The City of St. Anthony became aware and was never notified of the proposed asphalt plant located on the southeast corner of Terminal Drive and Walnut Street. The City of St. Anthony strongly opposes the asphalt plant for the following reasons:

- location is too close to Gross Golf Course; and
- two active cemeteries in close proximity; and
- the asphalt plant would break up the tranquility of the area; and
- location is too close to the Northeast Diagonal Trail; and
- the annoyance of the sound and odor associated with the asphalt plant.

Please consider our concerns when making your final decision. If you have any questions, contact Mike Mornson, City Manager at 612-782-3311 or by email at [mmornson@ci.saint-anthony.mn.us](mailto:mmornson@ci.saint-anthony.mn.us).

Sincerely,

Mayor Jerome O. Faust

Councilmember Gray

Councilmember Roth

Councilmember Jensen

Councilmember Stille

cc: City of Roseville  
Minneapolis Park & Recreation Board



Administrative Offices  
 2117 West River Road  
 Minneapolis, MN 55411-2227  
 Operations Center  
 3800 Bryant Avenue South  
 Minneapolis, MN 55409-1000  
 Phone: 612-230-6400  
 Fax: 612-230-6500  
 www.minneapolis-parks.org

August 11, 2010

Mr. Kevin Kain  
 Project Manager  
 Minnesota Pollution Control Agency  
 520 Lafayette Road North  
 St. Paul, Minnesota 55155-4194

**Subject: Written Comments on EAW - Asphalt Plant**

Dear Mr. Kain,

The Minneapolis Park and Recreation Board have owned and operated the Francis A. Gross Golf Course since 1925. The Park Board purchased the golf course from Armour & Company and invested in developing the original clubhouse and golf course. The historic golf course was the vision of the Superintendent of the Minneapolis Park and Recreation Board, Theodore Wirth.

In the 85 years that the Minneapolis Park and Recreation Board has owned and operated Francis A. Gross Golf Course, there have been 3.7 million rounds of golf played or an average of 43,500 rounds annually. Annual profit generated from Gross Golf course has averaged \$200,000 a year over the last 20 years. The profit from the golf course supports youth athletic facilities, youth mentoring programs and general park operations. This income is critical to the operation of the Minneapolis park system.

The Minneapolis Park and Recreation Board has operated since 1883, entering our 128<sup>th</sup> year of operation. The Park Board operates facilities outside the boundaries of the City of Minneapolis because we predate the incorporation of the municipalities. The City of Roseville was incorporated in 1948, twenty three years after the opening of Gross Golf Course. The City of St. Anthony, in which Gross Golf Course resides, was established in 1945.

A golf course that has existed on site in continuous operation for 85 years is a significant existing condition. The installation of a heavy industrial facility adjacent to a historic golf course is not a compatible development. The noise, odor and visual impacts to the golf course must be reviewed and assessed based on compatibility with a golf course operation.

President  
 John Brown  
 Vice President  
 M. Anne Young  
 Commissioners  
 Brad Baum  
 Brad Lane  
 (and A. Kummer  
 Tom Olson  
 Anna Lath  
 Sam Veitch  
 Ed Wehnska  
 Superintendent  
 David Fisher  
 Reviewers to the Board  
 Dan Sigelkow

The Minneapolis Park and Recreation Board is committed to providing quality services and programs. The traditions and history of Francis A. Gross Golf Course require that an in depth review of impacts on the environmental and historic resources within the boundary of Gross Golf Course.

At a minimum, an Environmental Impact Statement (EIS) should be conducted to fully understand the impact on the historic and environmental aspects of Gross Golf Course. The Minneapolis Park and Recreation Board respectfully requests that the Minnesota Pollution Control Agency proceed with the EIS process for the proposed Asphalt Plant and Concrete Crushing Facility adjacent to Francis A. Gross Golf Course.

Sincerely,

Don Siggelkow

General Manager

Minneapolis Park and Recreation Board

# LAUDERDALE COUNCIL ACTION FORM

Meeting Date	September 14, 2010	ITEM NUMBER	2002A Bond Series
STAFF INITIAL		APPROVED BY ADMINISTRATOR	

<b>Action Requested</b>	
Consent	_____
Public Hearing	_____
Discussion	X _____
Action	X _____
Resolution	_____
Work Session	_____

**DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:**

The 2002A bond series is callable. There will be enough money (special assessment and TIF dollars) available to pay off the bond early next year.

In order to do this, the holders of the bonds need to be notified and the city's bond council (Briggs and Morgan) need to draft a resolution for the Council to adopt. This is the same process we went through when paying off the 2000A series bonds.

If the Council would like to pay off the 2002 street project bonds, a motion needs to be made to get the process rolling. The payoff date would be February 1, 2011, which is the date of the next regularly scheduled payment.

**OPTIONS:**

1. Motion directing staff to work with Ehlers and Briggs and Morgan to prepare documents needed to call the 2002A bond series.
2. Motion to continue paying the bonds on their current schedule (final payment is February 1, 2014).

**STAFF RECOMMENDATION:**

**COUNCIL ACTION:**





# LAUDERDALE COUNCIL ACTION FORM

<b>Action Requested</b>
Consent _____
Public Hearing _____
Discussion _____
Action _____
Resolution _____
Work Session <input checked="" type="checkbox"/>

Meeting Date September 14, 2010	ITEM NUMBER Municipal Liquor Store	STAFF INITIAL _____	APPROVED BY ADMINISTRATOR _____
------------------------------------	---------------------------------------	------------------------	------------------------------------

**DESCRIPTION OF ISSUE AND PAST COUNCIL ACTION:**

I spoke to Len Sage of Dakota Worldwide, the market research company most frequently hired by cities to evaluate municipal operations. He offered to put together a quote and provide the Council a sample study from the City of Hutchinson (attached).

I was most interested in seeing a sample study to get a feel for what market research shows. The entire study was 68 pages so I copied representative sections (let me know if you would like a full copy). Five sites / scenarios were evaluated. The study went into detail about the competitors in the trade area and how anticipated changes in the competitors' operations would impact Hutchinson Liquor. The information is broken down by census tracts and the geographical area represented by the 4 digit code of zip codes. For Hutchinson, scenario 2B led to the greatest increase in market share, so I included that analysis (pages 53-54 of the report). Len commented that bigger and better municipal stores are the trend, but also said he has had situations where the research didn't support cities' plans for stores.

All in all, the Council has reviewed a lot of information recently. I am wondering what Council members are thinking about the liquor store concept so I can figure out the next steps. Mike Larson, St. Anthony's municipal liquor manager, offered the Council a tour of their liquor stores; he said he would be happy to answer any questions you have. He offered to do it before the September 28 council meeting if that works for you. The tour would probably need to start by at least 6:00 p.m. in order to be done by 7:30 p.m. He is also available at other times.

**OPTIONS:**

**STAFF RECOMMENDATION:**

**COUNCIL ACTION:**



September 2, 2010

Heather Butkowski, City Administrator  
City of Lauderdale, MN  
1891 Walnut Street  
Lauderdale, MN 55113  
Phone (651) 792-7657  
Email: [heather.butkowski@ci.lauderdale.mn.us](mailto:heather.butkowski@ci.lauderdale.mn.us)

Dear Heather:

Thank you the opportunity to submit a proposal for our consulting services to determine the feasibility and evaluate possible locations for opening a municipal liquor store operation in Lauderdale, MN. Our expertise in retail site location and liquor store site evaluation enables us to provide you with the best liquor store analysis available.

We as a company we have been involved with liquor store site analysis and operations throughout the state. As a firm, that deals with all types of retail and "big box" stores throughout the country and internationally we have the expertise and experience to bring you accurate, confidential and functional analysis. We also remain available as a consulting partner as needed. Our study will address in detail all aspect of store's feasibility, site location, store conditions, layout, merchandising, marketing, competition, and sales projections out to the third year. I have also included a sample study/survey (Hutchinson's with their permission), which details our methodology, our corporate profile, a list of references and a brief description of the PopStats data that is a part of the study plus for your review.

Sincerely,

Len Sage  
Senior Vice President  
Dakota Worldwide  
Enclosures

**Dakota Worldwide Corp.**  
8200 Humboldt Avenue South, Suite 302 • Minneapolis, MN 55431  
Telephone 800.475.4505

# Lauderdale, MN Municipal Liquor Market Analysis

## Purpose

This study's purpose is to determine the feasibility and possible location/locations for opening municipal liquor store operation in Lauderdale, MN and evaluate the likely site locations in the city for such an operation.

## Scope of Project

This project will evaluate the proposed location/locations and project the sales for a new Municipal Liquor store in Lauderdale. The site evaluation process will include any locations considered by the city and/or those considered by the analyst. The feasibility study process will include determination of the study objectives including any available site plans or general store layout and design, available liquor potential, store operations, competition, existing community growth trends, daytime and transient/commuter traffic and seasonal patterns. Sales provided will include second and third year projections and indicate performance, with estimated retail sales volumes. The "Synopsis" will include site location strategies that will outline future store network possibilities.

Once the details of the project are set, the Dakota Worldwide specialist will begin field analysis including evaluation of the site and its primary trade area. Competition, identification and evaluation are contingent upon facility size, sales volume, operations and conditions. The City of Lauderdale, regional, county, and neighboring government officials will be queried; building permits and subdivision activity reports will be reviewed and the utilization of PopStats data will be used to estimate and project Lauderdale's existing and projected trade area population and employment data in the study area. Pop Stats (provided by Synergos Technologies) "Lifestyles", population estimates and projections utilize Zip Code + 4 data and is a "from the ground up" methodology. A review of pertinent retail/commercial development in Lauderdale and surrounding communities will determine any potential market changes as well as possible road changes that may affect traffic patterns at or near the site.

When the fieldwork is complete, the Dakota specialist will build a LOCUS™ model to represent the current marketplace and then project sales for the proposed site or sites at a requested size and/or optimum size. Sales projections utilize information on the core customer, population changes, the proposed site/sites characteristics, existing demographics, competitive strengths, transients, seasonal traffic as additional sales and any possible market changes. Projections and subsequent "Decision Matrix" will show the sales for the site/sites, sales production per square foot, market share.

## Deliverables

A tailored report for new location containing:

1. Executive Summary
2. Decision Matrix outlining the projection scenarios presented including "Basis of Sales Reports"
3. Trade Area Delineations with Trade Area Maps
4. Population/Demographics for the trade area based on Census 2000, City of Lauderdale estimates, projections and PopStats data
5. Trade Area Data by Sector (identified by census tract/block group)
6. Market Shares by Competitor
7. Competitive Evaluation and Information including photos
8. Site Evaluation including photos
9. Current Market Reports
10. Potential competitive moves
11. Scenarios/Sales Forecasts with Three-Year Sales Growth Patterns for the site/sites
12. Merchandise and operational considerations

## Corporate Overview

Dakota Worldwide Corporation, a leader in strategic planning, market analysis, consumer research, geographical information systems and executive support systems is a marketing research consulting group comprised of professionals who have spent their careers in the areas of Marketing, Retail Operations, Research, Training, Development and Management, Strategic Planning and Site Location. Many of the key members of the corporation, both management and consultants, have worked closely together as a group for many years. Elliott Olson, the Chairman of Dakota Worldwide, originally founded Retail Systems in 1975.

Because of its advanced technology, professional staff and streamlined procedures, Dakota Worldwide is able to achieve a productivity far exceeding the norm for companies of its type. Dakota Worldwide continues to make advancements in technology to produce timely, accurate, highly actionable research to major clients. Dakota Worldwide tailors its services, automating data collection and analysis to the greatest degree possible to fit the client and the project. This provides high productivity, quick turnaround and high quality recommendations. Combining this, with the flexibility we have built into our team of consultants, enables us to assist our clients in making confident, strategic business decisions.

As an example, a number of this group provided the research and direction a national retailing entity needed to build a strategic plan for the future. This was a vast and widely dispersed project from design through analysis and reporting for the corporation. We delivered the results in a multi-media presentation at their annual convention to a 500+ audience. The client and audience considered this the best presentation to ever been delivered at their convention. It provided the impetus for implementation of the plan throughout the organization.

## Products and Services

**Market Analysis** from Dakota Worldwide Corp demonstrates the sales potential for a trade area, projects sales for various operational options, and provides site and location comparisons and positioning. The company can develop market-wide strategies or work on the basis best suited to individual client needs using proprietary modeling systems.

**Mapping Analysis** uses Geographic Information Systems (GIS) to assist in making target marketing and operational positioning decisions based upon customer spotting, origins, frequent shopper programs, household incomes, family size, life stage, lifestyle and/or other pertinent demographic data using Quintillion, developed by McDonald's marketing department.

**Consumer Research** has several survey options.  
• **800 Consumer View™** is a high quality, convenient, phone/electronic and cost-effective way to collect direct customer opinions.  
• **Consumer View™** is our in-depth store positioning research tool consisting of person-to-person in-home telephone interviews designed to probe consumer perceptions of all retail competitors.  
• **Consumer Needs and Attitudes** report shows opportunities in various related businesses including fast foods, video stores and pharmacies, measured to determine consumer needs, satisfaction and competitor strength. This method also uses person-to-person in-home interviews to collect information to detect retail opportunities.

**Keystone Research Group** is a subsidiary of Dakota Worldwide developed to help organizations like the Oklahoma Center for Rural Development to manage their economic, social and health data to attract and spur economic development.

## Fee Structure and Study Timetable

The fee for this study to determine the feasibility and possible location/locations for a new Municipal Liquor store in Lauderdale, MN is \$6,500 for up to five sites/scenarios and \$7,000 plus expenses for over five sites/scenarios. Since we are located in Minneapolis, travel and other expenses would normally not exceed \$250. If a presentation or participation in a council meeting is required, there is an additional charge of \$250/meeting.

I can meet with the Lauderdale "Municipal Liquor Development Team" after this proposal has been received if needed. Fieldwork for this project can begin approximately two to three weeks after we receive confirmation to proceed. Verbal sales numbers will be available two weeks after the fieldwork is completed, and the completed studies shipped within the following two weeks.

## Organization and Personnel Qualifications

The following several pages of this document reveal our biographical sketches regarding the capabilities and areas of expertise of our team. Dakota Worldwide's premise is to serve a broad array of clients with vastly differing needs, thus we are flexible and overlapping in areas of expertise. Every project, large or small, receives the benefit of multiple minds. This way of doing business provides us the capability of effectively and efficiently performing projects of great magnitude.

The biographical sketches include Dakota Worldwide personnel, as well as those of the consulting partners we regularly use as project team members. This normal and continuing approach to projects increases our capacity many fold.

### Elliott Olson

After graduating from Northern Illinois University with a Bachelor of Science degree in Finance, Elliott has had a long history in retail operations and research. Following a series of retail management positions, Elliott joined the market analysis department of SuperValu Stores, the nation's premier grocery wholesaler. While coordinating the consulting activities of the department, Elliott developed computerized analysis techniques for clients in industries such as home centers, drug stores and discount department stores in addition to the supermarket industry.

Elliott founded Retail Systems, Inc. in 1975 and developed a modeling system called LOCUS™ (now called LOCUST™ Professional-LOCUST™ PRO), which has become the primary site location model in the supermarket industry. After selling Retail Systems, Inc. to MPSI in 1986, Elliott went on to become Senior Vice President of Business Development for the company. In that position he managed the worldwide activities of five industry groups, Petroleum, Mass Merchandising, Financial Services, Quick Serve Restaurants and Postal Services.

In 1990, Elliott founded Dakota Marketing, Inc. to assist McDonald's in the development of their planning system called Quintillion. As Chairman of Dakota Worldwide, Elliott continues to work in a broad range of industries worldwide, consulting and working with them to improve operations, increase market shares and compete successfully in today's highly competitive market. Elliott has also led the company into primary research to track and anticipate consumer trends with reports on club stores, natural foods, and center store sales among others. He has spoken at industry events given by organizations such as FMI, NGA, state grocers associations and ICSC.

**Len Sage**  
Len acquired his extensive background in the retail industry starting with his family's hardware and petroleum businesses. He has over 30 years of experience in market analysis and research with the mass merchandise retail industry. Len is an expert in gravity modeling, and conducting site location and market analysis for retailers, including major shopping center anchors.

Len joined Minnesota Retail Institute, now Dakota Worldwide, at its inception in 1992 as a Vice President and Senior Market Analyst. He has performed over 1,000 studies and market analysis strategies for major retail corporations and developed the liquor store program utilized by Dakota Worldwide. Prior to joining Dakota Worldwide, he was a senior associate with the Mc Comb Group, a firm specializing in land use studies, financial feasibility analysis, design assistance, market studies, absorption estimates and tenant mix formulation. While at The Mc Comb Group, Len concentrated on Community Downtown Development projects.

Prior to that, Len was at Retail Systems for 13 years as an analyst and Vice President. He has personally performed literally hundreds of studies for retailers ranging from the feasibility of a single retail store, to corporate strategies for supermarket, home center chains and other mass-merchandising retailers in metropolitan areas across the nation. He also directed the Retail Systems Market Analysis Department, which performed and evaluated studies for over 400 marketplaces annually, providing feasibility and marketing strategies for independent operators and major retail chains in major metro areas and/or their entire trade areas. The accuracy rate on his projections is well over 90%, based on projected sales compared to actual performance. Len has been instrumental in the development and testing of LOCUS™ Professional.

In his earlier years, Len was a market analyst for Farwell Ozmun & Kirk, a major hardware wholesaler in its OK Stores Division. His primary responsibility was for site feasibility studies and market strategies. Other functions included buying and franchise store support.

Len has a BA in Business Administration from St. Thomas University in St. Paul, Minnesota.

#### **David Retzlaff**

Dave is a Market Analyst at Dakota. He has over 20 years of extensive retail management experience in his background, with the majority of his time devoted to dealing with mass merchandising. He has worked as a manager for Bizimat/OfficeMax, as well as a Hardlines/Softlines Merchandise Manager, District Operations Specialist, Operations Manager and Customer Service Manager for Target Stores in the Twin Cities. He has a wide range of retail store management platform knowledge, which enables him to better analyze metro markets, as well as specific competitors site location strengths. Dave is experienced in visual merchandising and its effect on customer perception. As a store manager with retail chains experiencing aggressive growth, he was instrumental in developing and implementing major operational strategies, to improve each company's internal efficiencies and competitiveness.

Dave joined Dakota Worldwide as a Market Analyst in 1998. He performs studies for clients using Quintillion and LOCUS™ Professional to analyze demographics and data collected in the field. The knowledge he has gained through various types of retailing entities has enabled Dave to provide valuable and accurate market analysis to clients in a variety of industries. Dave has performed over 30 large-scale MSA projects across the United States. Regional and national retailers have been able to apply the results to strategically place stores and capture expectant market shares. He has also performed over 100 projects in medium to rural markets offering businesses a course of action in achieving their long-term financial goals.

Dave has a Bachelor of Arts degree in Business Administration and Locational Geography from Gustavus Adolphus College.

### **Marcia Pfeiffer**

Marcia came to Dakota Worldwide after nine years of retail experience as a Regional Manager and Director of Sales and Marketing for the Mikara Corporation in New Hope, Minnesota. She also worked as a Merchandise Inventory Analyst for five years for Target Stores, located in Minneapolis. She is Dakota's Municipal Liquor store lead analyst.

Marcia has experience in merchandising, employee development, POS enhancement and new project development. She has also sited locations for five new stores for the Mikara Corporation, all of which were profitable. As Regional Manager of the Mikara Corporation, Marcia served as a Project Manager for the opening of five new stores, performing site location and lease negotiations, designing store layouts, supervising build-outs and writing new store opening orders. She coordinated all projects through grand opening, including fixture sets, merchandising, marketing and advertising. In addition to the new stores, she served as Project Manager for over 30 store relocations and remodels, as well as the design and installation of new cash wraps for the entire chain. Marcia's leadership experience includes the training supervision of two to three area and district managers, and writing the operational and product knowledge training manuals. In her nine years at Mikara, 13 of her subordinates obtained promotions from store manager to various other positions throughout the organization.

Marcia joined Dakota Worldwide in 1999. Her experience and proven leadership abilities provided her with the ability to provide acute, in-depth analyses of the marketplace she works in. Her varied experience in computerized information systems resulted in her learning to use LOCUS™ 2000 quickly, and she was able to contribute to the improvement not only of LOCUS™ 2001, but of Dakota Worldwide's market analysis reports as well. Marcia has performed over 100 market analysis studies and assisted with many more. These studies included those for supermarkets, liquor stores, package-shipping companies, specialty grocers and natural foods stores. In addition to the studies she has performed, Marcia has contributed to Dakota Worldwide's success by enhancing the screening process, streamlining the reporting process and training new analysts.

Marcia is a graduate of Moorhead State University with a Bachelor of Science degree in Business Management.

### **Mark Scully**

Mark has extensive Geographic Information Systems and programming experience as well as PC hardware and software maintenance. He has an acute ability to analyze situations and develop solutions in these areas.

Mark joined Dakota Worldwide in 1994. As a Geographic Information Systems Specialist, he has developed solutions for market analysts and consumer research using sales and customer demographic/lifestyles databases. Mark has written software programs to improve efficiencies and productivity on in-house reporting processes. He continues to monitor computer functions to enhance workflows, and maintain the high degree of accuracy in our reports. Mark serves as technical support for the evaluation and installation of various software programs and systems. He is heavily involved with both LOCUS™ Professional and Quintillion, supporting in-house personnel as well as client companies. Prior to Dakota Worldwide, Mark worked for Retail Systems, again analyzing and integrating databases and developing statistical programs used by the Market and Consumer Research departments. Mark has developed GIS scripts to automate map-making processes, developed invoicing programs and is proficient in QuickBASIC and Clipper programming languages.

Mark is a graduate of Bemidji State University with a major in Mathematics with Computer Science emphasis.



**Carol Murphy** works as a Software Engineer for Dakota Worldwide, converted and redesigned a DOS based program originally written in C to a Windows program written in Visual Basic. She writes programs for LOCUS™ software that we use regularly. Carol has developed a national address matching system and has implemented a corporate time accounting system. She has worked in developing Geographic Information Systems (GIS) and has supervised portions of an Operational Planning System for international companies.

Carol has had 22 years of progressive experience in software development in both large and mid-sized company environments. She has previously worked as a Research Programmer with the Argonne National Laboratory and with the Head Start National data bank with World Systems Laboratories, Inc. She was a Programmer Analyst for American Airlines in their Operations Research Department. At MPSI Systems, Inc., Carol was responsible for designing and developing end-user Decision Support Systems and Artificial Intelligence. For two years, she worked as a consultant in the implementation of the Quintillion software system.

Carol is a graduate of De Pauw University in Greencastle, Indiana. She also holds a Master of Arts degree in Mathematics from the University of North Carolina.

### **Robert Welch**

As president of Synerges Technologies, Robert is responsible for the incorporation of technological solutions into Dakota and its clients. Currently his focus centers on GIS (Geographic Information Systems) and desktop mapping. To his credit is the design and implementation of Quintillion, VDB, Vortex and MapLink. In 2000, seeing the need for more accurate and timely population, social and economic data for small areas, Robert conceived and built PopStats, Landscape and Employment using state of the art technology, data and algorithms.

Prior to joining the Dakota team in 1991, Robert was a principal of the Execucom Consulting Group. During his 10 years with Execucom, Robert was responsible for the design and implementation of a large variety of financial systems, including risk assessment, portfolio selection, capital budgeting and manpower planning. His design concepts in the field of Executive Information Systems (EIS) not only won him national recognition, but also are the basis for systems still in use today at corporations like Dial, Boeing Military Airplane, Bank of Montreal, Ameritech and Canadian Pacific Forestry Products.

Robert received his MBA from the University of Texas at Austin in 1981. His degree specialization was in portfolio management. Because of his degree, he developed a market forecasting system, with the fundamentals of that system still in use by the Texas Bureau of Economic Research. His BBA from the University of Texas at El Paso was with a specialization in marketing research.

### **Ray Murphy**

Ray presently works with the Oklahoma Center for Rural Development - Tahlequah, OK and is a Northeastern State University Director. At this post, he has created and implemented Economic Development Tools for use by economic developers within Oklahoma. In addition, since 2002 he is an instructor in Economics, Business, Statistics, Entrepreneurship, and Statistics. He is also an advisor for Rural Economic Development and the Oklahoma Department of Commerce.

Prior to his positions at Northeastern State University, he held various positions at MPSI Systems, Inc. in Tulsa, OK including Vice-President of the Restaurant Division and Retail Modeling Development.

Ray received his Bachelor of Science of Economics (Phi Beta Kappa) from the University of North Carolina and also his Master of Arts of Economics.

**Dakota Worldwide Corp.**

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# Synergos Technologies

STI: Landscape™

## Neighborhood Segmentation System ... Lifestyle with Attitude

### STI: Landscape — A Powerful Geodemographic Tool

The U.S. Census Bureau updates the Census every 10 years, creating what is widely recognized to be the greatest consumer database of all time. It allows us to link vast amounts of demographic data, lifestyle data, and local neighborhood geographic data (such as zip codes and Census tracts) to create classifications of actual, addressable, and mappable neighborhoods where people live and shop. However, the Census Bureau delivers its data in a "raw" form that is unusable to most businesses. That's where STI: Landscape enters the picture.

STI: Landscape takes the U.S. Census Bureau's raw data and runs it through intelligent mathematical models, which identify the primary factors that characterize neighborhoods and refine those factors into smaller and smaller sub groups to improve the homogeneity of each subgroup. These models found that seven primary demographic factors have the greatest impact on distinguishing market segments: age, income, ethnicity, education, marital status, dwelling type and presence of children. These were used in the creation of STI: Landscape. Other, less significant, demographic factors also played a minor role in the analysis.

The final result was the creation of 72 well-defined neighborhood segments with residents who share similar geodemographic characteristics and are statistically different from other neighborhood's segments. Each segment gives market researchers a demographic snapshot of the residents' general "personality" in each neighborhood. All 72 of STI: Landscape's neighborhood segments are grouped into 15 overall neighborhood categories. The factors that influenced the creation of the broad neighborhood categories include: degree of urbanization, family status, affluence, age, family status, and ethnicity.

### Overview of the 15 STI: Landscape Neighborhood Categories

STI: Landscape's neighborhood segmentation system is formulated into 15 categories and 72 individual neighborhood segments — resulting in the grouping of consumers who share similar geodemographic characteristics and are statistically different from other neighborhood's segments. The 15 neighborhood categories have been segmented by STI: Landscape by traditional geodemographic factors, including family status, affluence, age, family status, ethnicity and degree of urbanization. Here is a quick overview of STI: Landscape's 15 neighborhood segments.

**Category A: Crème de la Crème.** Urban neighborhoods with residents that measure far above

average in all traditional classifications, including income, education, and family status.

**Category B: Urban Cliff Climbers.** Urban neighborhoods with residents that represent the definitive "working class," and are young and in pursuit of their individual American dreams.

**Category C: Urban Cliff Dwellers.** Urban neighborhoods with 30 something pursuing a comfortable, classically American, working-class lifestyle.

**Category D: Seasoned Urban Dwellers.** Urban neighborhoods predominately home to workingclass, mid to late 40-somethings, plus a high percent of residents who are 65 plus.

**Category E: Thriving Alone.** Neighborhoods distinguished by a large number of residents who are flourishing in solitary, highly urban, high-income lifestyles.

**Category F: Going It Alone.** Urban neighborhoods that are a testament to the opportunities available to Americans who, even without higher educations, can live comfortable lives alone.

**Category G: Struggling Alone.** Urban neighborhoods where the single residents with minimal education and many children are struggling alone financially.

**Category H: Single in the Suburbs.** Residents of these suburban neighborhoods are among the lower income levels of modern suburbia, but are neither rich, nor poor.

**Category I: Married in the Suburbs.** These suburban neighborhoods are home to upper-middleclass residents with high incomes, married couple households, and white-collar jobs.

**Category J: Retired in the Suburbs.** Suburban neighborhoods with a 40 plus demographic, high incomes, few children, and a comfortable standard of living.

**Category K: Living With Nature.** Rural areas inhabited by a patchwork of people who have both chosen the rural lifestyle and whose vocations chose it for them.

**Category L: Working With Nature.** Rural areas home predominately to 40 plus year olds working the land for a living.

**Category M: Harlem Gateway.** Urban neighborhoods comprised predominantly of African Americans.

**Category N: Spaniola.** Urban neighborhoods that are home mainly to Hispanic Americans.

**Category O: Specialties.** Neighborhoods across the U.S. that are so unique they do not fit into easily definable groups, for example: rich and poor senior citizens, Asians, apartment dwellers, trailer park residents, military personnel, and college students.

## References

Please feel free to contact the following clients of Dakota Worldwide for their comments on our products and services.

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# Hutchinson, Minnesota

Prepared for: City of Hutchinson  
By: Dakota Worldwide Corporation  
December 2003  
COH001

## Executive Summary

The purpose of this study is to determine the feasibility of relocating and expanding the Liquor Hutch to a new location in the Central Business District or open a second facility on the south side with the existing Liquor Hutch remaining open. A total of four new locations are evaluated, and they are as follows:

- Site 1000 at the northwest quadrant of 1<sup>st</sup> Avenue Northwest and Main Street South in the Central Business District with a total of 12,696 total square feet and a sales area of 6,700 sales area square feet.
- Site 2000 is located at the Southwest quadrant of Denver Avenue and Highway 15 (between Office Max and the vacant Cub Foods). It will have a total of 10,000 square feet with the best site criteria of the three south side locations. Therefore, this location is tested at multiple sizes (sales areas of 5,000, 6,000 and 7,000 square feet) to determine the most feasible size for a second Liquor Hutch store.
- Site 3000 is just north of Super Menards at the Northeast quadrant of Airport Road and Highway 15 and is tested with 5,000 sales area square feet.
- Site 4000 is the field property at the Southeast quadrant of Denver Avenue and Highway 15 just south of Applebee's and is tested with 5,000 sales area square feet.

Liquor Hutch's trade area includes McLeod County and parts of Renville, Sibley, and Meeker counties. At its widest points, the trade area extends approximately 34 miles north to south and 31 miles east to west. Liquor Hutch obtains 85% of its business from this trade area and approximately 65% of its business from the city of Hutchinson.

The current population in the trade area is 40,783 people, with an average annual P.C.E. of \$150.00. The 2000 median income for the trade area is \$51,070, with an average family size of 2.58 people. Its demographic makeup is 96.7% white, with 27.7% are under the age of 18 and 14.0% are over the age of 65. Overall, population growth in the trade area is positive with an increase of 3.4% since the last Census and new population increases projected at approximately .9% per annum. Most of the population and new housing growth in McLeod County is expected to occur in eastern McLeod and the cities of Hutchinson and Glencoe. Hutchinson is experiencing good population growth, over 6% since the Census in 2000, and the growth rate is projected to continue at virtually the same rate thru 2008. Most of this growth is due to new housing projects, primarily in Sectors 7-10 and 24-26. Annual growth is based on approximately 100 new homes constructed per year. Glencoe also has had population increases and new housing growth is expected to continue.

Hutchinson's economy is sound with both its major employers, Hutchinson Technology and 3M, now considered in good condition. These two employers account for over 3,500 employees and 80% of Hutchinson's non-retail employment base.

Hutchinson's total potential is \$6,117,533, and Liquor Hutch, is the market share leader with a 51.69% market share. Glencoe follows with a 14.71% market share and the remaining nine competitors combined have an 11.9% market share. Total float, which consists of minor facilities and leakage, is \$1,327,783 or 21.7%. Other competitors have a market share over 3%.

There are four known competitive market changes that will occur in the market place: South Shore Liquors in Howard Lake remodels and expands, Cedar Mills Liquor improve their image after remerechandising, and Dassel will open a municipal liquor store. An additional market change being considered is an expansion of the Darwin Municipal Liquor store. Should such a change actually occur, it would decrease the combined sales in Hutchinson by less than 1%.

Road construction is scheduled to begin in the spring of 2006 on a two year reconstruction of Highway 7 from School Road to 5<sup>th</sup> Avenue Northwest. This project is scheduled to occur approximately two years after liquor store construction is complete and will be one block from Site 1000. Additional road construction is scheduled in five years with a new west by-pass. This project should not have a major effect on any of the sites, but this project could certainly cause congestion in the Central Business District with some effect on either the existing location or Site 1000. It is also possible during the construction phase of this project that a south side store would have a temporary sales increase.

Liquor Hutch's existing location at Map Key 1 has been successful for a number of years, but a less help from its major adjacent retailers Shopko, Ace Hardware, and Econo Foods. All these stores did well enough in the past, but increased competition from Cash Wise, Target, Super Menards, and Wal-Mart Supercenter will divert much of the retail expenditures in Hutchinson to the shopping area on the south side, which becomes more of a destination for shoppers in Hutchinson.

Site 1000 is a good stand alone location in Hutchinson's Central Business District. It is also the closest of the sites, except for the existing store, to the two major employers in Hutchinson, Hutchinson Technology and 3M. This location will also benefit from any redevelopment in the now heavily traveled Central Business District that will strengthen that area's retail position.

Projections for any of the south side locations will be similar based on the available potential, but each site's projection is also dependent on its visibility, ingress/egress, accessibility, parking availability, and adjacent retailers. Site 2000 is located in the heart of the major shopping district of Hutchinson. This area is served by Target, Office Max, Super Menards, Wal-Mart Supercenter, JC Penny, Cash Wise, and numerous shops and services. This site is the best location of the south side sites since it is in the core area of the shopping district and on the same side of Highway 15 as most of the major retailers.

Site 3000 is located at the southern end of the south side shopping area and where the traffic counts begin to diminish rapidly. This site's overall acceptance rating will improve as the land develops between Menards and the rest of the retail on the south side. Menard's is and will remain a strong draw and for this reason, this site tests out slightly better than the other alternative location (Site 4000) by Applebee's. Site 4000 is the least attractive alternative to the other south side locations since the flow of traffic in the south side shopping area is primarily to the west side of Highway 15.

The test as to which location will provide the best long term return on investment will depend on the cost of operations, development, and construction. The most profitable scenario can best be determined by a profit and loss analysis and break-even pro forma comparing each location's cost of operations against their respective sales projections.

All the first year sales for Liquor Hutch are shown in the following Decision Matrix. Based on these projections, is a basis for consideration of a new liquor facility in Hutchinson and in particular a second location on the south side, preferably at Site 2000. Sales for Site 2000 with 7,000 sales area square feet are \$2,823,235 or \$403.32 per square foot and the existing unit will have sales of \$1,827,901 or \$401.21 per square foot. This gives Liquor Hutch combined sales of \$4,651,136 or \$402.49 with a market share of 61.21%. These sales will grow to approximately \$4,920,299 or \$425.78 per square foot in the third year of operation.



Table 1  
Decision Matrix  
Liquor Hutch

Map Key Location	Current Market	Market Changes	Scenario 1	Scenario 2	Scenario 2A	Scenario 2B	Scenario 3	Scenario 4
Map Key 1 Jefferson/Washington	\$3,720,000 \$816.51/SF	\$3,682,203 \$808.21/SF	N/A	\$2,075,774 \$455.61/SF	\$1,942,303 \$426.32/SF	\$1,827,901 \$401.21/SF	\$2,240,160 \$491.69/SF	\$2,149,889 \$471.88/SF
Site 1000 1 <sup>st</sup> /Main	N/A	N/A	\$3,992,830 \$595.94/SF	N/A	N/A	N/A	N/A	N/A
Site 2000 Denver/Highway 15	N/A	N/A	N/A	\$2,384,173 \$476.83/SF	\$2,620,064 \$436.68/SF	\$2,823,235 \$403.32/SF	N/A	N/A
Site 3000 Airport/Highway 15	N/A	N/A	N/A	N/A	N/A	N/A	\$2,129,318 \$425.86/SF	N/A
Site 4000 Denver/Highway 15	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$2,178,724 \$435.74/SF
Total \$/square feet Market share	\$3,720,000 \$816.51 51.69%	\$3,682,203 \$808.21 50.25%	\$3,992,830 \$595.94 54.49%	\$4,459,947 \$466.72 58.95%	\$4,562,367 \$432.21 60.16%	\$4,651,136 \$402.49 61.21%	\$4,369,477 \$457.25 57.92%	\$4,328,613 \$452.97 57.32%

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## Market Changes:

Howard Lake Liquor at Map Key 4 remodels and expands its Off-Sale and is tested with 1,200 sales area square feet (2,000 total square feet). Cedar Mills Liquor reopened and remodeled at Map Key 5. Dassel opens a 1,800 sales area square foot (3,000 total square foot) Municipal Liquor Store at Map Key 100.

## Scenarios:

**Scenario 1:** The market changes are in effect. Liquor Hutch relocates to a new 6,700 sales area square foot (12,696 total square foot) facility at Site 1000 on the northwest quadrant of 1st Avenue Northwest and Main Street South. The existing location is redeveloped for another use.

**Scenario 2:** The market changes are in effect. The Liquor Hutch opens a second location with 5,000 sales area square feet (10,000 total square feet) at Site 2000 on the south side of Hutchinson at the southwest quadrant of Denver Avenue and Highway 15. Map Key 1 remains open.

**Scenario 2A:** The market changes are in effect. The Liquor Hutch opens a second location with 6,000 sales area square feet (10,000 total square feet) at Site 2000 on the south side of Hutchinson at the southwest quadrant of Denver Avenue and Highway 15. Map Key 1 remains open.

**Scenario 2B:** The market changes are in effect. The Liquor Hutch opens a second location with 7,000 sales area square feet (10,000 total square feet) at Site 2000 on the south side of Hutchinson at the southwest quadrant of Denver Avenue and Highway 15. Map Key 1 remains open.

**Scenario 3:** The market changes are in effect. The Liquor Hutch opens a second location with 5,000 sales area square feet (10,000 total square feet) at Site 3000 on the south side of Hutchinson at the northeast quadrant of Airport Road and Highway 15. Map Key 1 remains open.

**Scenario 4:** The market changes are in effect. The Liquor Hutch opens a second location with 5,000 sales area square feet (10,000 total square feet) at Site 4000 on the south side of Hutchinson at the southeast quadrant of Denver Avenue and Highway 15. Map Key 1 remains open.

**Trade Area Delineation**

Geographic barriers, the existing road network, traffic volumes, the site's relationship to competition, and results from the customer spotting determined the trade area boundaries. It is made up of McLeod County and parts of Renville, Sibley, and Meeker Counties. Besides the city of Hutchinson, it includes Glencoe, Silver Lake, Cedar Mills, Biscay, Buffalo Lake, Stewart, Brownton, Plato, New Auburn, Lester Prairie, Winsted, and the surrounding townships. At its widest points, the trade area extends 3.7 miles north to south and 31 miles east to west. Approximately 85% of the existing Liquor Hutch business is from this trade area, and 65% from the city of Hutchinson.

**Population/Demographics**

Table 2 Population & Potential Summary December 2003	
Potential Off-Sale	\$6,117,533
P.C.E.	\$150.00
2000 Census Population	39,459
2003 Estimated Population	40,783
2008 Estimated Population	42,631

The current population in the trade area is 40,783 people and the average P.C.E. is \$150.00, ranging from a high of \$156.09 in Sector 27 to a low of \$140.74 in Sector 1. The total potential is \$6,117,533, and the 11 facilities identified are receiving \$4,789,750 or a 78.30% market share. Total float, which consists of minor facilities and leakage, is \$1,327,783 or 21.70%.

The 2000 median income for the trade area is \$51,070, with an average family size of 2.58 people. Its demographic makeup is 96.7% white, 0.2% black, 3.6% Hispanic and 0.6% Asian, with 27.7% under the age of 18, 14.0% over the age of 65, 0.0% college, and 0.0% military.

Hutchinson is experiencing good population growth (6.3% since 2000) and the growth rate is projected to continue thru 2008. Most of this growth is due to new housing projects primarily in Sectors 7-10 and 24-26. The two major employers, Hutchinson Technology and 3M, are considered stable and in sound economic condition. Annual growth is based on approximately 100 new homes constructed per year. Glencoe also has and will experience some new growth. The remainder of the growth in the trade area is and can be expected to occur in eastern McLeod and near the lakes. Overall population in the trade area has increased 3.4% since 2000, and new population increases are projected at approximately .9% per annum.

## Competition

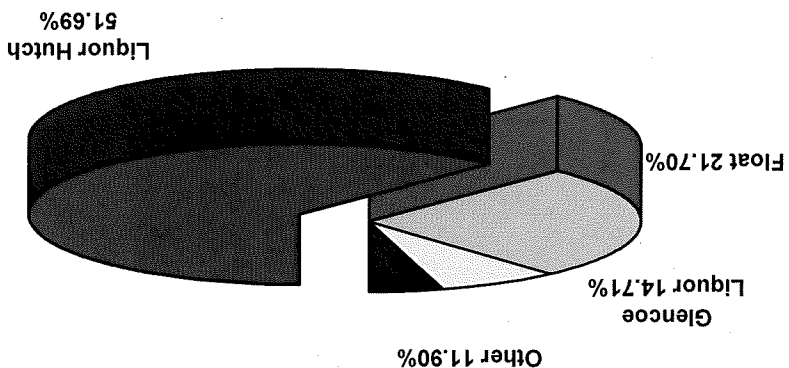
Facility Profile		December 2003	
Number of Facilities - Total		11	
Total Trade Area Potential	\$6,117,533	Facility Sales Within Trade Area	\$4,789,750
Percent of Sales from Trade Area	78.30%	Float	\$1,327,783
Percent Float	21.7%	Highest Volume Facility	Liquor Hutch (Map Key 1)
		Largest Facility - Sales Area	\$3,720,000
		Liquor Hutch (Map Key 1)	4,556/SSF
Sales Per Sales Area Square Foot - Average	\$692.03	High (Darwin Liquor - Map Key 3)	\$2,000.00
		Low (Covered Bridge - Map Key 2)	\$43.48

Combined, the 11 facilities contain a total of 12,261 square feet with total sales of \$8,485,000. The facilities average 1,115 square feet and \$771,364 in sales. The average sales per square foot are \$692.03. Contributing to the float dollars are 3.2 beer sales in grocery stores, off-sale in numerous bars in the small towns throughout the trade area and stores outside the study area that may capture business within the trade area.

Liquor Hutch is the overwhelming market share leader at 51.69%, which means it captures over half the available potential even with 10 other competitors and numerous other small stores located throughout the trade area. Glencoe is second at 14.71%, but is not near as effective within its own city (80 plus percent market share versus a 50 plus percent market share). The other remaining competitors have a combined 11.89% market share with no one competitor having a market share over 2.8%.

**OTHER:**

- Silver Lake Liquor – 2.80%
- Biscay Liquor – 2.13%
- Brownston Bar & Grill – 1.83%
- Litchfield Liquor – 1.39%
- Cactus Jack's – 1.33%
- Buffalo Lake Liquor – 0.78%
- Cedar Mills Liquor – 0.65%
- Darwin Liquor – 0.49%
- Howard Lake Liquor – 0.49%



**Market Shares by Facility**

The annual sales for the store are \$3,720,000 or \$816.51 per square foot. This is the largest and best merchandised store in the trade area, although it can be cluttered after stock is received since its backroom is too small for the inventory carried. Liquor Hutch, Glencoe and Litchfield Liquor are the only stores to offer a full and diversified inventory of wines, liquors and specialty items. The Liquor Hutch also benefits from Hutchinson being the largest employment center and major retail center in 48 miles. The closest retail hub is Willmar, the county seat of Kandiyohi County.

**Liquor Hutch (Hutchinson)**  
**1 Facility**  
**4,556 square feet**  
**51.69% Market Share**

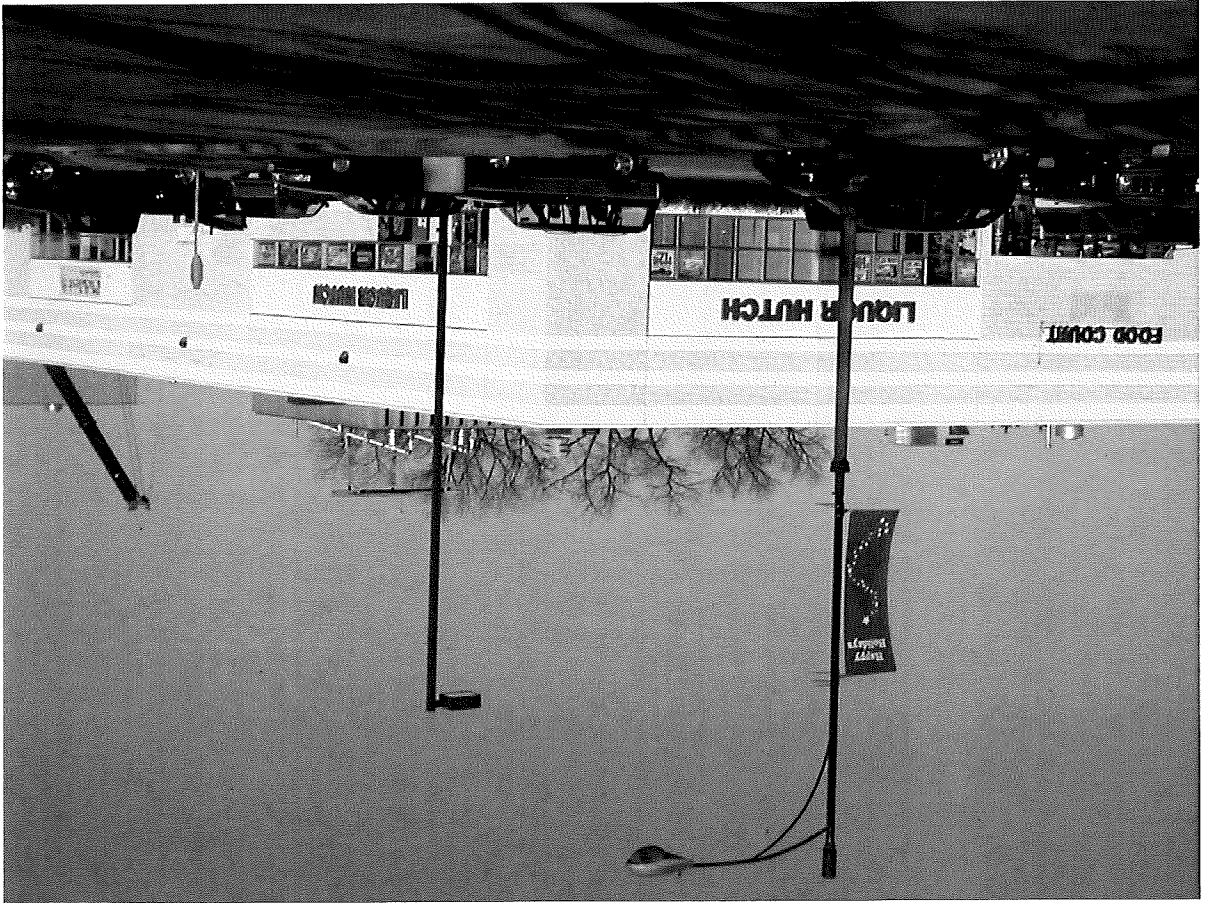


Table 4 Site Evaluation NEQ of Washington Avenue and Jefferson Avenue Map Key 1	
Total Area	6,649 square feet
Sales Area	4,556 square feet
Proposed Parking	90 parking spaces
Co-Tenants	Econo Foods, Shopko, and Ace Hardware
Grade of Lot	Level
Current Land Use	Retail
Adjacent Land Use	Central Business District
Street Conditions	Washington Avenue: 2-lane city street with parking (30 MPH) Jefferson Avenue: 2-lane city street (30 MPH)
Traffic Controls	Stop sign
Traffic Flow	North/South
Traffic Counts	Washington at Highway 15/Main Street: 13,000 vehicles
2002 ADT	
Visibility	Good
Accessibility	Good
Ingress/Egress	Good
Transient Exposure	Good in the Central Business District

### Analysis

This is a good location in the Central Business District of Hutchinson. It is part of the shopping center with Econo Foods, Shopko, and Ace Hardware. It is also the closest site except for Site 100, to the two major employers in Hutchinson. Any redevelopment in the Central Business District will benefit this location since the major adjacent retailers in this location's shopping center are meeting strong competition from stores in the south side shopping area.

Table 4 Site Evaluation Site 1000 NWQ of 1 <sup>st</sup> Avenue Northwest and Main Street South	
Total Area	12,696 square feet
Sales Area	6,700 square feet
Proposed Parking	Assumed Ample
Co-Tenants	Stand alone building in the Central Business District
Grade of Lot	Level
Current Land Use	Retail/commercial
Adjacent Land Use	Central Business District
Street Conditions	Main Street: 2-lane city street with two parking lanes (30 MPH) 1st Avenue: 2-lane city street with parking (30 MPH) Stop sign at Main Street
Traffic Controls	North/South
Traffic Flow	Crow River Bridge at Highway 15/Main Street: 12,500 vehicles Washington at Highway 15/Main Street: 13,000 vehicles
2002 ADT	Good
Visibility	Good
Accessibility	Good
Ingress/Egress	Good
Transient Exposure	Good in the Central Business District

### Analysis

This is a good location in the Central Business District of Hutchinson. It is near the shopping center occupied by Econo Foods, Shopko, and Ace Hardware. It is also the closest of the sites except the existing store, to the two major employers in Hutchinson. This location will benefit from any redevelopment in the Central Business District which is currently the most heavily traveled area in the city.



This site is located in the heart of the major shopping district of Hutchinson. While there is a good Central Business District with a number of shops and services, this area is served by Target, Office Max, Super Menards, Wal-Mart Supercenter, JC Penny, Cash Wise, and numerous shops and services. This site has the best location of the south side sites since it is in the core area of the shopping district and on the same side of Highway 15 as most of the major retailers.

### Analysis

SWQ of Denver Avenue and Highway 15 Site 2000 Site Evaluation Table 4	
Total Area	10,000 square feet
Sales Area	5,000, 6,000 and 7,000 square feet
Proposed Parking	Assumed Ample
Co-Tenants	Office Max, Target, and whatever occupies the now vacant Cub Foods
Grade of Lot	Level
Current Land Use	Retail
Adjacent Land Use	Agricultural use
Street Conditions	MN Highway 15: 2-lane with median and turn lanes (45 MPH)
Traffic Controls	Semaphore with turn arrows
Traffic Flow	North/South
Traffic Counts	Century Avenue at Highway 15: 8,400 vehicles
2002 ADT	
Visibility	Good
Accessibility	Good
Ingress/Egress	Good
Transient Exposure	Excellent. The south side is the primary shopping area in Hutchinson

<b>Table 4</b> <b>Site Evaluation</b> <b>Site 3000</b> <b>NEQ of Airport Road and Highway 15</b>	
Total Area	10,000 square feet
Sales Area	5,000 square feet
Proposed Parking	Assumed Ample
Co-Tenants	Menards
Grade of Lot	Level
Current Land Use	Retail
Adjacent Land Use	Vacant and developable
Street Conditions	MN Highway 15: 2-lane with median and turn lanes (45 MPH)
Traffic Controls	Semaphore with turn arrows
Traffic Flow	North/South
Traffic Counts	Century Avenue at Highway 15: 8,400 vehicles 2002 ADT South of Airport Road at Highway 15: 4,500 vehicles
Visibility	Good
Accessibility	Good
Ingress/Egress	Good
Transient Exposure	Good

**Analysis**

This site is at the far south end of the south side shopping area and where the traffic counts begin to diminish rapidly. This sites overall acceptability and rating will improve as the land between Menards and the rest of the retail on the south side develops. Menard's is and will remain a strong draw and for this reason this site tests out slightly better Site 4000.

Table 4 Site Evaluation Site 4000 SEQ of Denver Avenue and Highway 15	
Total Area	10,000 square feet
Sales Area	5,000 square feet
Proposed Parking	Assumed Ample
Co-Tenants	None, but will be adjacent to Applebee's
Grade of Lot	Level
Current Land Use	Agricultural use
Adjacent Land Use	Retail
Street Conditions	MN Highway 15: 2-lane with median and turn lanes (45 MPH)
Traffic Controls	Semaphore with turn arrows
Traffic Flow	North/South
Traffic Counts	Century Avenue at Highway 15: 8,400 vehicles
2002 ADT	
Visibility	Good
Accessibility	Good
Ingress/Egress	Good
Transient Exposure	Good

### Analysis

This site is the least attractive side location. Its detriment is that the flow of traffic in the south side shopping area is primarily to the west side of Highway 15.

### Competitor Information & Evaluation

Map Key	Name Address	Total Area	Sales Area	Weekly Volume	Check Outs	Prim Park	Ops	Ext Cond	Int Cond	Beer	Wine	Liquor	Misc	Adjacent Retail	Store Hours
1	Liquor Hutch Jefferson/Washington	6,649	4,556	\$3,720,000	2	90	5	4	4	4	5	4	4	Econo-Foods, Ace Hardware, Shopko	8-10 Mon-Sat, 9-10 Sat
2	Litchfield Liquor 6th/Highway 12	3,700	1,800	\$1,700,000	2	12	4	3	3	4	4	3	3	Family Dollar	8-9 M-Th 9-10 Fri-Sat
3	Darwin Liquor Co14/Highway 12	1,200	300	\$600,000	1	6	3	2	2	3	1	2	1	Freestanding	8-9 M-Th, 9-10 Sat
4	Howard Lake Liquor 8th/Highway 12	1,900	450	\$600,000	1	14	3	2	2	3	2	2	1	Central Business District	9-30-10 M-Th, 10-10 Sat
5	Cedar Mills Liquor Highway 7/Cedar Mills	2,900	1,150	\$50,000	1	0	1	2	2	2	1	1	1	Freestanding	8-10 Mon-Sat
6	Silver Lake Liquor Thomas/Main	2,100	630	\$180,000	1	35	2	2	3	3	2	2	1	Central Business District	9-10 Mon-Sat
7	Biscay Liquors Dorands/Main	1,000	650	\$145,000	1	30	4	4	4	3	2	2	3	Freestanding	9-10 Mon-Sat
8	Glencoe Liquor Greeley/10th	2,800	2,000	\$1,125,000	1	20	3	3	3	3	3	3	3	City Hall, Dubb's Club	9-10 Mon-Sat
9	Buffalo Lake Liquor Main/Yellowstone	2,235	150	\$80,000	1	0	2	2	2	2	2	2	1	Central Business District	8-10 Mon-Sat

Evaluation Ratings: 0-N/A; 1-Poor; 2-Below Average; 3-Average; 4-Above Average; 5-Excellent

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Map Key	Name Address	Total Area	Sales Area	Weekly Volume	Check Outs	Prim Park	Ops	Ext Cond	Int Cond	Beer	Wine	Liquor	Misc	Adjacent Retail	Store Hours
10	Cactus Jack's Co Road 7/Highway 212	8,900	250	\$125,000	1	0	3	4	4	3	2	2	1	Freestanding	9-10 Mon-Sat
11	Brownion Bar & Grill 2nd/4th	675	325	\$160,000	1	10	3	2	1	3	2	2	1	Central Business District	9-10 Mon-Sat
Totals:		34,059	12,261	\$8,485,000											
Averages:		3,096	1,115												
\$/Square feet:		\$249.13	\$692.03												
Total Stores = 11															

Evaluation Ratings: 0-N/A; 1-Poor; 2-Below Average; 3-Average; 4-Above Average; 5-Excellent

Trade Area Data by Sector

Sector	Census Tract	2000 Pop.	Est. 2003 Pop.	% Growth 2000-2003	2008 Est. Pop.	% Growth 2003-2008	2003										2003 Avg. Hhld Size	2003 Median Income
							College %	Military %	White %	Black %	Asian %	Other %	Hisp. %	< 18 %	> 65 %			
1	9702.00	304	282	-7.2	291	3.2	0.0	0.0	98.0	0.0	0.0	1.3	2.6	33.5	11.2	2.92	\$44,169	
2	9901.00	737	764	3.7	807	5.6	0.0	0.0	92.7	0.0	0.2	6.6	9.4	24.6	25.9	2.42	\$44,394	
3	9901.00	670	671	0.1	678	1.0	0.0	0.0	97.5	0.0	0.9	1.6	1.6	24.6	17.6	2.62	\$47,114	
4	9605.00	644	645	0.2	659	2.2	0.0	0.0	98.2	0.0	0.6	0.9	1.2	26.2	15.4	2.63	\$49,749	
5	9602.00	719	742	3.2	793	6.9	0.0	0.0	99.3	0.0	0.0	0.0	0.3	25.2	13.5	2.68	\$56,313	
6	9502.00	1,152	1,215	5.5	1,291	6.3	0.0	0.0	96.9	0.7	0.4	1.9	1.5	28.5	7.1	2.72	\$54,195	
7	9504.00	2,569	2,822	9.8	2,993	6.1	0.0	0.0	94.5	0.4	1.3	3.6	4.6	29.0	10.8	2.50	\$50,262	
8	9504.00	2,758	2,923	6.0	3,000	2.6	0.0	0.0	97.8	0.2	0.6	1.3	0.9	31.4	8.9	2.74	\$65,451	
9	9503.00	1,674	1,683	0.5	1,698	0.9	0.0	0.0	97.4	0.2	0.4	1.7	1.2	26.5	16.5	2.23	\$36,262	
10	9503.00	1,159	1,245	7.4	1,480	18.9	0.0	0.0	97.8	0.2	0.9	1.0	0.9	24.2	16.6	2.35	\$47,257	
11	9502.00	1,089	1,118	2.7	1,165	4.2	0.0	0.0	97.7	0.1	0.6	1.5	0.6	32.0	10.6	2.94	\$60,056	
12	9505.00	883	888	0.6	901	1.5	0.0	0.0	96.2	0.8	0.2	2.8	4.2	27.0	10.9	2.85	\$59,343	
13	9505.00	587	587	0.0	595	1.4	0.0	0.0	98.6	0.0	0.2	1.2	1.7	26.9	16.0	2.34	\$41,891	
14	9505.00	663	663	0.0	664	0.2	0.0	0.0	97.6	0.0	0.3	2.1	1.5	24.6	14.9	2.61	\$48,248	
15	9505.00	872	866	-0.7	862	-0.5	0.0	0.0	95.2	0.0	0.9	3.9	3.9	28.5	16.8	2.60	\$42,209	
16	9701.98	1,245	1,186	-4.7	1,193	0.6	0.0	0.0	95.4	0.2	0.0	3.9	5.9	29.7	12.8	2.83	\$49,341	
17	9506.00	1,038	1,046	0.8	1,052	0.6	0.0	0.0	98.9	0.1	0.6	0.4	0.7	25.6	10.7	2.61	\$59,924	
18	9507.00	1,769	1,757	-0.7	1,795	2.2	0.0	0.0	92.0	0.4	1.0	6.4	13.7	27.0	14.6	2.47	\$52,534	
19	9507.00	1,193	1,267	6.2	1,329	4.9	0.0	0.0	95.8	0.0	0.2	3.6	10.5	26.8	19.1	2.54	\$45,456	
20	9507.00	2,523	2,630	4.2	2,742	4.3	0.0	0.0	93.2	0.1	0.8	5.7	12.8	29.1	18.0	2.60	\$53,470	
21	9506.00	967	983	1.7	1,003	2.0	0.0	0.0	98.6	0.1	0.4	0.8	0.7	25.9	13.3	2.69	\$55,090	
22	9502.00	229	227	-0.9	241	6.2	0.0	0.0	93.0	0.0	3.9	3.1	5.7	28.4	6.6	2.83	\$56,882	
23	9502.00	386	382	-1.0	407	6.5	0.0	0.0	99.5	0.2	0.0	0.2	0.2	25.2	19.1	2.78	\$56,882	
24	9503.00	1,421	1,650	16.1	1,900	15.2	0.0	0.0	95.7	0.2	1.5	2.0	1.8	26.9	15.1	2.47	\$51,547	
25	9503.00	1,336	1,407	5.3	1,450	3.1	0.0	0.0	96.3	0.2	1.1	2.1	1.7	23.6	16.5	2.18	\$40,193	
26	9504.00	1,972	1,966	-0.3	1,980	0.7	0.0	0.0	96.5	0.7	0.4	2.2	2.1	28.5	12.7	2.34	\$44,675	

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STORE VOLUME BY SECTOR

Facility Map Key = 1

Nov 2003

Draw = 85

Market Share Cutoff = 1

Map Key	Sector	Sector Share	Expected Volume	Population	Potential	Float	Miles	Household Income	Household Size
1		38.67	15,349	282	39,689	25.20	20.70	44,169	2.92
2		14.02	15,847	764	112,994	35.76	20.51	44,394	2.42
3		55.85	55,062	671	98,583	21.57	15.15	47,114	2.62
4		66.24	63,483	645	95,837	19.73	14.64	49,749	2.63
5		47.36	53,399	742	112,756	19.50	10.19	56,313	2.68
6		64.59	117,806	1,215	182,394	18.53	5.94	54,195	2.72
7		83.14	353,975	2,822	425,743	16.85	1.93	50,262	2.50
8		83.12	379,124	2,923	456,098	16.87	2.19	65,451	2.74
9		83.19	201,520	1,683	242,240	16.81	.63	36,262	2.23
10		83.16	156,462	1,245	188,153	16.84	1.30	47,257	2.35
11		114.27	114,790	1,118	168,152	18.78	5.70	60,056	2.94
12		54.53	73,237	888	134,313	19.64	7.97	59,343	2.85
13		22.33	19,286	587	86,385	30.12	14.35	41,891	2.34
14		37.17	36,435	663	98,028	22.41	14.72	48,248	2.61
15		26.02	32,344	866	124,310	26.67	11.15	42,209	2.60
16		19.49	33,640	1,186	172,582	22.51	19.17	49,341	2.83
17		15.85	25,712	1,046	162,204	22.54	23.96	59,924	2.61
18		16.28	43,711	1,757	268,506	22.17	17.58	52,534	2.47
19		17.12	31,868	1,267	186,108	22.10	17.19	45,456	2.54
20		17.33	69,008	2,630	398,251	21.71	16.71	53,470	2.60
21		35.30	52,425	983	148,523	19.24	12.70	55,090	2.69
22		44.39	15,131	227	34,085	22.12	7.72	56,882	2.83
23		61.49	35,436	382	57,626	18.50	4.65	56,882	2.78
24		83.20	208,909	1,650	251,098	16.80	.48	51,547	2.47
25		83.17	173,559	1,407	208,691	16.82	.93	40,193	2.18
26		83.20	244,308	1,966	293,652	16.80	.54	44,675	2.34
27		66.77	103,805	996	155,464	18.65	5.09	66,145	2.76
28		56.76	63,051	725	111,087	19.91	9.57	62,500	2.83
29		53.68	66,383	833	123,655	19.75	11.70	55,125	2.88
30		34.32	51,879	1,018	151,184	27.28	11.56	44,793	2.40
31		42.01	74,937	1,213	178,372	21.88	19.20	52,370	2.86
32		30.44	84,817	1,865	278,652	39.72	22.44	47,488	2.47
33		25.45	59,627	1,591	234,321	38.06	22.28	49,086	2.69
34		25.89	35,674	927	137,796	21.51	20.68	58,540	3.01
Sub Total	Other Sectors	51.69	3,162,000	40,783	6,117,533	21.70			
TA Total	Outside TA	51.69	3,162,000	40,783	6,117,533	21.70			
Total Sales			558,000						
			3,720,000						

**SCENARIO 2B**

**MARKET CHANGES IN EFFECT**

THE LIQUOR HUTCH OPENS A SECOND LOCATION OF 10,000 SQUARE FEET TOTAL AREA AT THE SWQ OF DENVER AVENUE AND HIGHWAY 15 (SITE 2000) TESTED AT 7,000 SQUARE FEET OF SALES AREA  
 THE EXISTING LOCATION REMAINS OPEN (MAP KEY 1)

Facility	Map Key	Name	Forecast Volume /Sqft ---Nov 2005---	Current Volume /Sqft ---Nov 2003---	T.A. Diff.	% Chg	Fcst Sales Area	Draw	Image
1		Liquor Hutch	1,827,901	3,720,000	816.51	-51	4,556	85	140
2		Litchfield Ltg	1,660,609	1,700,000	944.44	-2	1,800	5	117
3		Darwin Ltg	586,348	600,000	1,954.49	-2	300	5	99
4		Howard Lake Ltg	---	600,000	1,333.33	---	---	5	93
4.1		Howard Lake Ltg	516,635	---	41,331	0	1,200	8	98
5		Cedar Mills Ltg	---	50,000	43.48	---	---	80	63
5.1		Cedar Mills Ltg	34,069	0	27,255	0	1,150	80	83
6		Silver Lake Ltg	103,515	180,000	285.71	-42	630	95	102
7		Biscay Liquors	82,795	145,000	223.08	-43	650	90	102
8		Glencoe Liquor	789,622	1,125,000	562.50	-30	2,000	80	124
9		Buffalo Lake Ltg	58,634	80,000	21,366	-27	150	60	72
10		Cactus Jack's	85,130	125,000	39,870	-32	250	65	89
11		Brownston Bar & G	107,207	160,000	492.31	-33	325	70	100
100		Dassel Ltg	0	0	69,740	0	1,800	10	100
2000.2		Liquor Hutch	2,823,235	403.32	2,258,588	0	7,000	80	150
Averages		Totals	9,373,094	8,485,000	771,364	87,534	1,678	102	

\* Forecast total includes low draw stores whose volumes are not shown.

**THREE-YEAR GROWTH PATTERN - LIQUOR HUTCH (MAP KEY 1 AND SITE 2000)**

Facility	Map Keys	Name	Forecast Volume /Sqft ---Nov 2005---	Forecast Volume /Sqft ---Nov 2006---	Forecast Volume /Sqft ---Nov 2007---	Inflation is %
1		Liquor Hutch	1,827,901	1,884,679	1,941,514	85
2000.2		Liquor Hutch	2,823,235	2,901,515	2,978,785	80
Averages		Averages	2,325,568	2,393,097	2,460,150	145



CHAIN SUMMARY

Chain Name	# of	Facs	Volume	Average	Chain Total	Size	Average	Sqft	Vol/ Image	Avg	Market Share	Volume	Change	MktShr
Liquor Hutch	2	4,651,136	2,325,568	11,556	5,778	402.49	145	61.21	650,304	9.52	-335,378	-5.65		
Glencoe Liquor	1	789,622	789,622	2,000	394.81	124	9.07							
Silver Lake Liq	1	103,515	103,515	630	164.31	102	1.58							
Biscay Liqueurs	1	82,795	82,795	650	127.38	102	1.20							
Dassel Liq	1	697,396	697,396	1,800	387.44	100	1.12							
Brownston Bar & G	1	107,207	107,207	325	329.87	100	.95							
Litchfield Liq	1	1,660,609	1,660,609	1,800	922.56	117	.73							
Cactus Jack's	1	85,130	85,130	250	340.52	89	.66							
Howard Lake Liq	1	516,635	516,635	1,200	430.53	98	.66							
Cedar Mills Liq	1	34,069	34,069	1,150	29.63	83	.44							
Buffalo Lake Liq	1	58,634	58,634	150	390.90	72	.43							
Darwin Liq	1	586,348	586,348	300	1,954.49	99	.26							
Totals	13	9,373,094	721,007	21,811	1,678	429.74								
Averages														

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