



Bob Dixon
Presiding Commissioner

Shane Schoeller
Clerk of the Commission

Harold Bengsch
1st District Commissioner

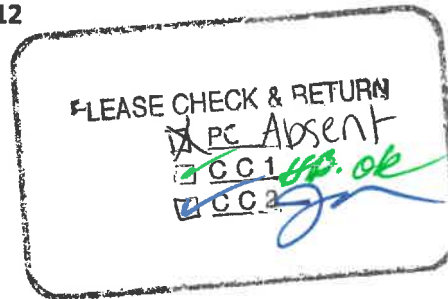
Christopher J. Coulter, AICP
County Administrator

John C. Russell
2nd District Commissioner

COUNTY COMMISSION
Greene County, Missouri
(417) 868-4112

**Greene County Commission
Commission Briefing Minutes**

Tuesday, July 16, 2019
09:00 AM
Historic Courthouse
Room 212
940 N Boonville



Attendees: Harold Bengsch, John Russell, Chris Coulter, Cindy Stein, Justin Hill, Melissa Denney, Jeff Scott, Tina Phillips, Mike Cagle, Major Royce Denny, Mailyn Jeffries, Amanda Corcoran, Donna Barton and Megan Applegate.

Executive Assistant Megan Applegate read into the minutes a statement from County Clerk Shane Schoeller which declared Harold Bengsch District 1 Commissioner as Presiding Commissioner until Commissioner Dixon returns. (EX1)

Informational Items

Budget Office: Budget Officer Jeff Scott gave an update to the Commission. Scott and staff have almost completed the City of Battlefield Addendum, Tax Oversight Committee will meet on July 25th at the PSC at 2:00 pm. Scott provided a handout (EX 2) from an email received from George K. Baum and Company that was in regards to June 2019 General Revenue Update.

Human Resources: Director Mailyn Jeffries updated Commission that Connell is seeking new rates for employee health insurance. SB90 will go into effect 08/28/2019 and will affect the division of employment.

Chris Coulter: Light the Way in Rogersville was a success 41,067 people were in attendance during the event.

Donna Barton: Sending Rotunda information to the designer for the upcoming issue.

Items for Consideration and Action by the Commission

Emergency Purchase MRAP Repair, Purchasing Office (EX3) Director of Purchasing Melissa Denney presented the emergency purchase for the repair of the MRAP. Discussion ensued it was found that the account number located on the procurement was incorrect. Commissioner John Russell made a motion to table the emergency purchase for MRAP repair until the proper account number is presented. Commissioner Harold Bengsch seconded the motion and it was unanimously approved Yes: Bengsch and Russell. Nay: none Abstain: None. Absent: Dixon.

Radio Purchases for Sheriff's Office, OEM and Courts, Budget Office (EX 4) Deputy Budget Officer Tina Phillips explained radio needs per department. Commissioner John Russell moved to approve the purchase of radios as presented and to utilize \$135,633.19 out of contingency from future 102 resolution.

Commissioner Harold Bengsch seconded the motion and it was unanimously approved Yes: Bengsch and Russell. Nay: none Abstain: None. Absent: Dixon.

Mercy Occupational Health Services Agreement (Work Comp.), Human Resources (EX5) Director of HR Mailyn Jeffries explained that this agreement is update to reflect a 30% discount for workers comp service from Mercy occupation health. Prior agreement was 25%. Commissioner John Russell moved to approve the updated Mercy occupation health services agreement. Commissioner Harold Bengsch seconded the motion and it was unanimously approved Yes: Bengsch and Russell. Nay: none Abstain: None. Absent: Dixon. Commissioner Russell requested that HR reach out to Cox Health for pricing for occupational health services for workers' comp. Jeffries and Corcoran will work on the request made by Commissioner Russell.

With no other business the meeting was adjourned.

ex1



County of **GREENE** State of Missouri

GREENE COUNTY COURTHOUSE
940 N BOONVILLE ROOM 113
SPRINGFIELD, MO 65802
(417) 868-4055

SHANE SCHOELLER
COUNTY CLERK

STATE OF MISSOURI)
) ss.
COUNTY OF GREENE)

Now on this 15th Day of July, 2019, being the July term of the Greene County Commission, comes Shane Schoeller, the qualified Clerk of the County Commission, and whereas the Presiding Commissioner of the County Commission, to wit: Bob Dixon being absent, does designate Harold Bengsch, County Commissioner of the 1st District, as Presiding Commissioner under Section 49.070 RSMo., for all purposes set out in said section and until such time as the Presiding Commissioner Bob Dixon shall return.

Shane Schoeller
Shane Schoeller
County Clerk
By Terrie Bruner
Chief Deputy Clerk

exa

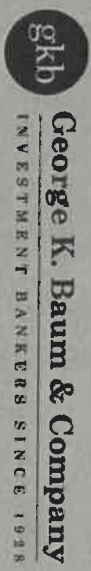
George K. Baum & Company
is pleased to share the
JUNE 2019 GENERAL REVENUE UPDATE

from
James R. Moody
of
James R. Moody & Associates

Contact

George K. Baum & Company
800-821-7195

Please see Appendix A for Disclosures & Disclaimers



JUNE 2019
GENERAL REVENUE
UPDATE

THE MOODY REPORT LLC
©JUNE 2019

ACKNOWLEDGEMENT

Thanks To

George K Baum & Company

For Their Ongoing Support

Of The Moody Report

THE NARROWING GENERAL REVENUE TAX BASE

GR Tax Source	FY 1991	FY 2018
Individual Income Tax	48.7%	69.7%
Sales Tax	32.3%	23.0%
Corporate Income/Franchise	8.4%	3.1%
Insurance Premium	3.4%	3.2%
All Other	7.2%	1.0%
Total	100%	100%

JUNE 2019 YTD GENERAL REVENUE RECEIPTS

Category	YTD Gross % Increase	YTD Net % Increase (net of refunds)
Individual Income Tax	+1.8%	+1.0%
Sales Tax	+1.8%	+1.1%
Corporate Income	+14.0%	+15.9%
Insurance Premium Tax	-5.4%	-15.0%
All Other		+9.7%
Total Year To Date		+1.0%
<p>Source: FY 2019 Consolidated Revenue Report</p> <p>Net increases are net of refunds paid</p>		

JUNE REVENUES SLIDE

- In our May 2019 monthly report, we cautioned viewers that June 2019 revenues would likely slide lower, and that is exactly what happened.
- June monthly revenues fell by -8.3%, thereby bringing end of FY 2019 revenues down from +2.1% at the end of May 2019 to +1.0% at the end of June 2019. The final 1.0% growth is below the +1.7% growth assumed on the consensus revenue estimate.
- If there is any good news in the paltry 1.0% growth, that low rate of growth failed to trigger the third individual income tax cut under Senate Bill 509. The SB 509 trigger was growth of \$150 million in a fiscal year (actual growth was about \$99 million, well below the \$150 million trigger).
- For those who think everything is going great, individual income tax, the largest source (roughly 70%) of the General Revenue Fund, grew 1% in a year when the stock-market hit an all-time high and unemployment hit historic lows.

THE 1% FINAL GROWTH FOR FY 2019

- Let's not celebrate 1% FY 2019 growth. Things are not great on the revenue side. (Coincidentally, individual income tax receipts, the largest component of General Fund collections, also grew by 1%).
- Missing the consensus revenue estimate by .7% also reduces the revenue base on which the FY 2020 revenue estimate was based.
- Thus, instead of the +2.0% growth that the FY 2020 consensus estimate assumes, growth in FY 2020 now must be roughly +2.7% to hit the consensus estimate.
- The 1% growth in individual income tax receipts also ignores some manipulation of receipts by the Department of Revenue. We believe that refunds with tax credit certificates were held into FY 2020, and thus not paid in FY 2019.
- In addition, the new January 2019 individual income tax withholding tables did not recognize the SB 2540 limited federal tax deduction for lower and middle income taxpayers, thereby "stealing" about \$32 million from tax year 2020. The \$32 million will have to be refunded in April 2020.

GARBAGE DATA WILL IMPACT FY 2020 REPORTS

- A well-known business/accounting phrase we learned long ago was “garbage in-garbage out”. Succinctly, it means analyzing bad data inputs likely will produce bad data analysis.
- That phrase will be appropriate as we begin looking at FY 2020 revenues beginning in July 2019. We will be comparing FY 2020 collections to FY 2019 collections that were grossly impacted as a result of incorrect individual income tax withholding tables.
- There will need to be enormous collection growth on a percentage basis in the first nine months of FY 2020, to offset the huge drop in collections that will happen when we compare April 2020 to the huge growth in collections in April 2019.
- DOR has created this collection garbage, and our analysis can only deal with the garbage that they have created. If one looks at the following slide, one can see the negative growth YTD through March 2019 in FY 2019 that then is offset by enormous collections in April 2019. Most of that garbage data is the result of the withholding table errors.

**ERRORS IN FY 2019 WITHHOLDING TABLES
WILL MAKE FY 2020 COMPARISONS
MEANINGLESS UNTIL MAY 2020**

Month	Monthly Collections +/-	Fiscal Year To Date 2019 +/-
July 2018	-5.3%	-5.3%
August 2018	-7.8%	-6.8%
September 2018	+2.3%	-3.2%
October 2018	-6.1%	-3.9%
November 2018	-9.0%	-4.9%
December 2018	+6.2%	-2.9%
January 2019	-24.1%	-7.0%
February 2019	+17.9%	-5.0%
March 2019	+1.4%	-4.3%
April 2019	+46.9%	+2.8%
May 2019	-5.7%	+2.1%
June 2019	-8.3%	+1.0%

CORPORATE INCOME TAX GROWTH

	June 2018	June 2019	Difference
Corporate Net Receipts Through June 2019	\$300.3 Million	\$348.1 Million	+\$47.8 Million

Corporate collections grew by \$47.8 million in FY 2019. Senate Bill 884, passed in 2018, will reduce the top corporate rate from 6.25% to 4.0% on January 1, 2020. This change will give about 35% of the FY 2019 growth back to corporate taxpayers.

THE MOODY VIEW

- Those who are regular readers know that your author's views tend toward the pessimistic side. Right now we think there is more than adequate cause for pessimism. We don't believe that revenues will grow by +2.7% in FY 2020, the required amount to hit the consensus revenue estimate for FY 2020.
- Revenue shortfalls in theory can, in the short term, be covered by an existing cash balance. However, utilizing cash balances to pay ongoing operating is the wrong way to deal with budget shortfalls.
- Budget withholdings are the correct way to deal with budget shortfalls. It remains to be seen whether that tool is utilized.
- We believe that part of the enormous revenue collections in April 2019 were capital gains payments, which should be treated as one-time revenues.
- In our tenuous budget situation, any economic downturn will exacerbate an already delicate budget situation.

APPENDIX A

The information contained herein has been prepared by James R. Moody of James R. Moody & Associates, an independent contractor to George K. Baum & Company ("GKB"), for its use and distribution. GKB is a broker-dealer registered with the U.S. Securities and Exchange Commission ("SEC" www.sec.gov) and the Municipal Securities Rulemaking Board ("MSRB" www.msrb.org), and a member of the Financial Industry Regulatory Authority ("FINRA" www.finra.org), and the Securities Investor Protection Corporation ("SIPC" www.sipc.org).

The information contained herein provides general information only. It is not intended as advice nor does it create an advisor/client relationship between GKB and any reader or recipient (to the extent such relationship does not already exist). This report is intended for the sole benefit and use of the person(s) to whom it is directly addressed and delivered, and may not be relied upon by any other person, for any other purpose, or be reproduced, disseminated, quoted or referred to, in whole or in part. Any unauthorized use or disclosure is prohibited. Reproduction in whole or in part is prohibited without the express written consent of GKB.

The information in this presentation reflects prevailing market conditions and the views of James R. Moody & Associates. All opinions, projections and estimates contained herein constitute the judgment of the author as of the date of the report and are subject to change without notice. Facts and views presented in this material have not been reviewed or independently verified by GKB, and we do not guarantee their accuracy. GKB undertakes no obligation to update or revise these materials or to notify any recipient of this report of any such change.


Neither the information nor any opinion expressed constitutes an offer or an invitation to make an offer to buy or sell any securities or any other financial instrument or any derivative related to such securities, and is not intended to provide information upon which to base an investment decision, and should not be construed as such. Readers should consult with GKB or their own advisors to discuss how the information contained herein relates to their individual circumstances.

GKB or any person associated with it may at any time have positions in the securities referenced in the report, if any. GKB may act as a principal for its own account or as agent for another person, in connection with the sale or purchase of any security referenced in this report.

Nothing contained herein should be construed as tax, accounting or legal advice.



George K. Baum & Company
INVESTMENT BANKERS SINCE 1928

Member FINRA 
www.finra.org www.sipc.org

ex3

GREENE COUNTY PURCHASING



REQUEST FOR EMERGENCY PROCUREMENT

The county commission may waive the requirement of competitive bids or proposals for supplies when the county commission has determined that there exists a threat to life, property, public health, or public safety or when immediate expenditure is necessary for repairs to county property in order to protect against further loss of, or damage to, county property, to prevent or minimize serious disruption in county services or to ensure the integrity of county records. Emergency procurements shall be made with as much competition as is practicable under the circumstances.

A written determination of the basis for the emergency and for the selection of the particular contractor shall be included in the contract file. As soon as practicable, a record of each emergency procurement shall be made and shall set forth the contractor's name, the amount and type of the contract, and a listing of the item(s) procured under the contract.

UPON COMPLETION OF THIS FORM, PLEASE SUBMIT TO THE PURCHASING DEPARTMENT

Requesting Office or Department:	Sheriff's Office
Person Requesting:	Sheriff Arnott
Date Requested:	07/09/19
Phone Number:	417.829.6284

The following is a list of questions that must be answered when making emergency procurement requests. This is a formal document for submission to the Commission for the requesting department.

1. Please describe the reason for the request of emergency procurement with respect to the threat to public health, welfare, or safety: This is the only armored/protective vehicle available to the deputies and the SWAT team. We have several SWAT warrants scheduled that potentially require this emergency tool. We cannot predict emergency events that occur, requiring this protective tool.

2. Describe anticipated consequences of not procuring immediately: Potential consequences are death or serious physical injury to a deputy, citizen, hostage or suspect.

3. Describe and attach any quotes received: Fleet Pride has estimated the repair cost at \$5,579.47. The diesel turbo has failed and there is only one available in the U.S. at this time.

4. Is this a one-time purchase? Yes

5. If not, detail the anticipated future purchases with anticipated acquisition dates:

6. Was the expense included in your annual budget? No
If you checked no, please contact the Budget Office to arrange a budget transfer.

Vendor(s) Name	Fleetpride
Vendor(s) Address	1225 E Trafficway Springfield, Mo. 65802
Vendor(s) Phone	417.862.9233
Product Description	Replacement of the Turbo
Estimated Cost	\$5,576.47

Presiding Commissioner Approval: _____

Commissioner, 1st District Approval: _____

Commissioner, 2nd District Approval: _____

Auditor Approval: _____

Purchasing Department Approval: _____

PURCHASE ORDER/ REQUISITION NUMBER: 0453271 32949
(Assigned by Purchasing)/ (Assigned by Requestor)

exy

RADIOS

Sheriff 1st Presented

	# Needed	Cost Sub	Total	True Cost	Total
Portable	410	488	200,080	420.39	172,359.90
Mobile	166	388	64,408	387.95	64,399.70
	<u>576</u>		264,488		236,759.60
				7% Disc	<u>16,573.17</u>
					220,186.43

Revised Shf Request includes bubble team

	# Needed	Cost Sub	Total	True Cost	Total
Portables XTS 5000-111	422	487.95	205,914.90	-14414.04	191,500.86
Mobile XTL 5000 P25 7/800 Mhz O3	154	537.95	82,844.30	-5799.10	77,045.20
Mobile XTL 5000 P25 7/800 Mhz O5	12	882.95	10,595.40	-741.68	9,853.72
VHF Mobile XTL 5000 P25	12	537.95	6,455.40	-451.88	6,003.52
	<u>600</u>			<u>-21406.70</u>	284,403.30
NIMH Battery for XTS 5000	422	44.89	18943.58	0.00	18,943.58
Microphones	32	32.95	1054.40	0.00	1,054.40
Radio Holder	114	26	2,964.00	0.00	2,964.00
Radio Testing					<u>2,880.00</u>
				Shf Total	310,245.28

OEM 1ST PRESENTED

Portable	50
Mobile	11
	<u>61</u>

Revised OEM Request

Portable	26	487.95	12,686.70	-888.07	11,798.63
Mobile	6	882.95	5,297.70	-370.84	4,926.86
	<u>32</u>			OEM Total	16,725.49

Courts

Portables XTS 5000-111	16	487.95	7,807.20	-546.504	7,260.70
Battery Replacements	20	44.89	897.80	0	897.80
Microphones	8	32.95	263.60	0	263.60
Antennas	16	15.02	240.32	0	240.32
				Courts Total	8,662.42

Grand Total 335,633.19

Current Budget	200,000.00
Contingency request to come from future 102 resolution	135,633.19
Allowable	406,373.00

Remainder available for future jail growth **70,739.81**

