



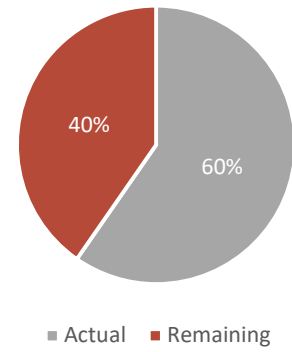
Financial Package
Fiscal Year 2024 Year-to-Date
January 1 – September 30, 2024

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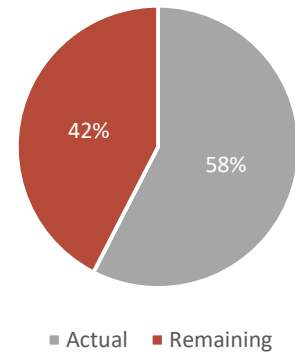
TOTAL REVENUES & OTHER FINANCIAL SOURCES BY FUND

	BUDGETED 2024	ACTUAL 2024	%
General Fund	1,333,550	1,492,365	112%
Special Revenue & Capital Projects	117,651,474	67,331,827	57%
Enterprise Fund	2,058,117	1,837,050	89%
Indirect Costs and Fringe Benefits	12,111,727	8,791,921	73%
Total Agency Wide	133,154,868	79,453,163	60%



TOTAL EXPENSES & OTHER FINANCIAL USES BY FUND

	BUDGETED 2024	ACTUAL 2024	%
General Fund	1,692,589	893,548	53%
Special Revenue & Capital Projects	117,678,344	66,137,804	56%
Enterprise Fund	1,848,601	1,232,217	67%
Indirect Costs and Fringe Benefits	11,795,587	8,331,898	71%
Total Agency Wide	133,015,121	76,595,466	58%



CHANGE IN FUND BALANCE

	1/1/24 FUND BALANCE	FY24 YTD SEPTEMBER INCREASE	9/30/24 FUND BALANCE
General Fund	5,913,728	598,818	6,512,546
Special Revenue & Capital Projects	10,911,734	1,194,023	12,105,757
Enterprise Fund	2,493,621	604,833	3,098,454
Indirect Costs and Fringe Benefits	(871,857)	460,023	(411,834)
Governmental & Proprietary Funds	18,447,226	2,857,697	21,304,923

EXECUTIVE SUMMARY

FY24 YTD September agency-wide revenues & other financial sources of \$79.5M are 60% of budgeted FY24 inflows. We'd expect FY24 YTD September actuals to approximate 75% of budget, however softer than expected special revenue fund revenues due to timing is the main cause of the variance to budget. Stronger than expected enterprise fund revenues are helping offset the variance in the special revenue fund.

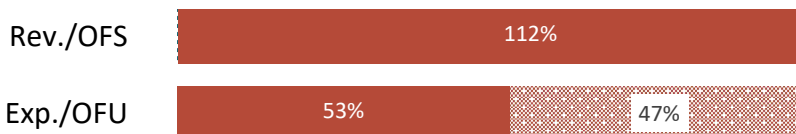
FY24 YTD September agency-wide expenses & other financial uses of \$76.6M are 58% of budgeted FY24 outflows. We'd expect FY24 YTD September actuals to approximate 75% of budget, however softer than expected special revenue fund expenditures due to timing are the main cause of the variance to budget. It's worth noting that indirect and fringe benefit expenses are softer than budgeted, which is positive and indicates MARC's management is controlling indirect and fringe benefit expenses within expectations.

FY24YTD September agency-wide revenues & other financial sources of \$79.5M exceed agency-wide expenses & other financial uses of \$76.6 which creates a \$2.9M increase in fund balance for the period. MARC's governmental & proprietary fund balance totals \$21.3M at 9/30/24. The majority of this fund balance is assigned or committed to various programs and initiatives. See schedules 1-5 for fund balance categories across the General Fund, Indirect Costs and Fringe Benefits Fund, Special Revenue and Capital Projects Fund and Enterprise Fund.

REVENUES/OTHER FINANCIAL SOURCES & EXPENSES/OTHER FINANCIAL USES BY FUND

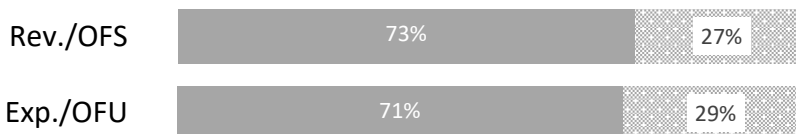
Actual vs. Budget (75% Complete)

**Schedule 1:
General Fund**



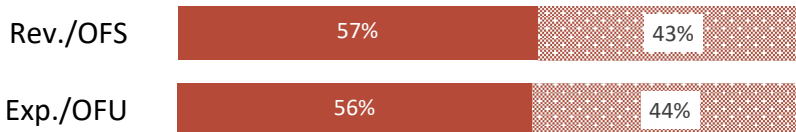
General fund revenues include member and voluntary local dues which are used for general expenses and matching purposes for grants (dues are billed in the spring). Revenues also include investment income. General fund revenues exceed budget largely due to investment income exceeding expectations. Expenditures are trending softer than budgeted through September.

**Schedules 2 and 3:
Indirect & Fringes**



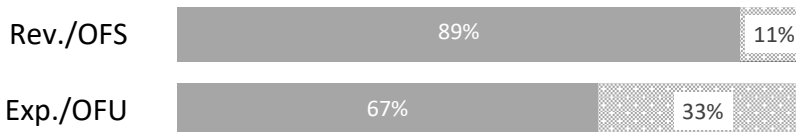
Indirect Costs and Fringe Benefits are charged to grants based on a cost allocation formula approved by MARC’s cognizant federal agency, HHS. For FY24, MARC’s fringe benefit rate is 52.8% (charged based upon direct & indirect salaries) and indirect cost rate is 33.8% (charged based upon direct salaries + direct allocated fringes). Allocated indirect and fringe costs (Rev./OFS) and actual indirect and fringe expenditures (Exp./OFU) are trending softer than expected.

**Schedule 4:
Special Revenue &
Capital Projects Funds**



MARC’s Special Revenue and Capital Projects funds house designated grant funded and fee for service programs across MARC’s policy goal areas. FY24 YTD revenues/other financial sources and expenditures/other financial uses are both trending softer than budgeted due to timing impacts of federal and state awards being expended (most notably in Transportation and EL/Head Start).

**Schedule 5:
Enterprise Fund**



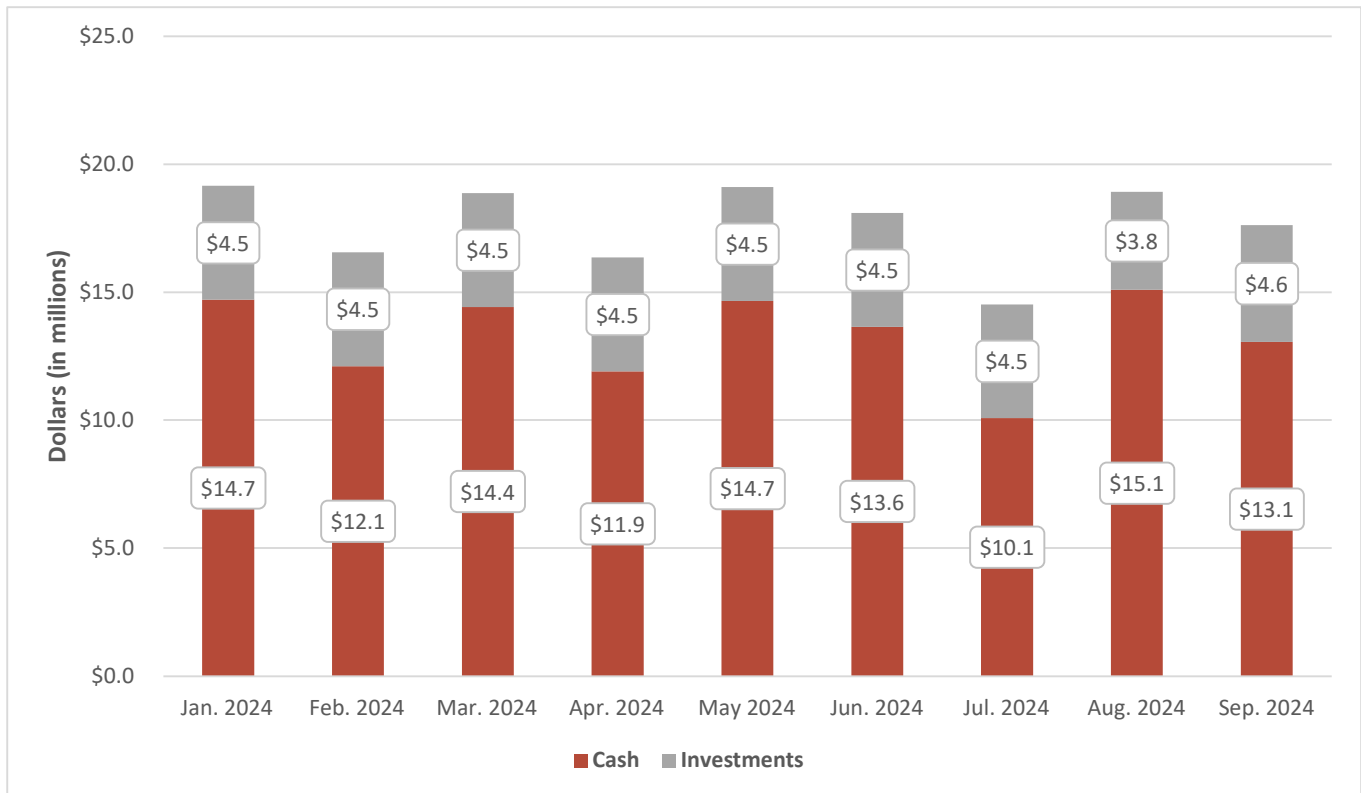
MARC’s enterprise fund accounts for activities that operate much like those in the private sector (business-type activities) and includes several programs across MARC’s policy goal areas. FY24 YTD revenues exceed budget primarily due to stronger than expected operations of GTI, Cooperative Purchasing, and Veteran’s Directed Care (VDC).

- Note – for additional details of the above activity, please see Schedules 1 – 5 on pages 6 – 10.

CASH, INVESTMENTS, & INTEREST INCOME | September 30, 2024

Schedule 6: Cash and Investments

Cash on Hand	\$13,660,457
Net Outstanding Checks and Deposits	(610,353)
Investments	<u>4,575,000</u>
Total Cash and Investments	\$17,625,104

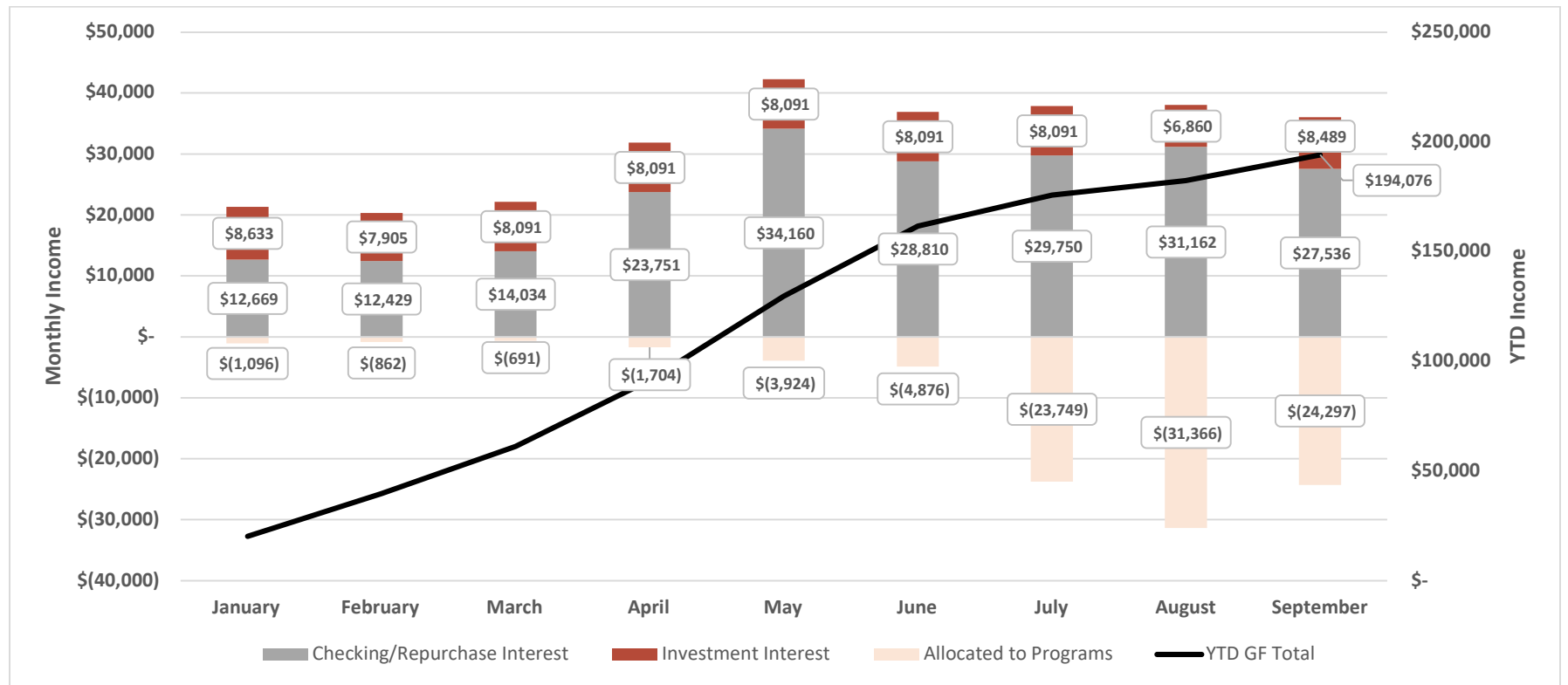


MARC's cash and investment balances (net of outstanding activity) totaled \$17.6M on September 30, 2024. This is a decrease of (\$1.3M) or (6.8%) from August 31, 2024, and a decrease of (\$1.5M) or (8.7%) from January 31, 2024. The decrease from prior month is timing-related as September had several large Transportation and Head Start expenses (which were reimbursed in October).

MARC did not have any maturities in September 2024, however, did reinvest \$750K from two late-August maturities. MARC reinvested this \$750K with a purchase of a \$500K FHLB bond which yields 4.0% and matures 5/26/28 and a \$250K CD which yields 3.9% and matures 6/16/28.

- For additional details of MARC's cash and investments, please see Schedule 6 on page 11.

Schedule 7: Interest Income



MARC's general fund interest income of \$194K in FY24 YTD has been stronger than budgeted largely due to the renegotiation of MARC's repurchase account yield at Security Bank (currently at half of federal funds rate). MARC's general fund earns interest on cash and investment securities held and currently allocates interest to three programs (two programs where MARC serves as a fiduciary: SWMD and a Child Care scholarship, and one MARC program: 911).

- For additional details of MARC's interest income activity, please see Schedule 7 on page 12.

Schedule 1

General Fund

Statement of Revenues, Expenditures and Changes in Fund Balances

January 1, 2024 - September 30, 2024

	Actual										
	2024 Budget	Unrestricted	Property & Equipment	Long-Term Contingency	Transportation Planning	Emergency Services Program	Aging Program	Accumulated Vacation and Sick Leave Benefits	Total	Variance Favorable (Unfavorable)	Percent
REVENUES											
Local Dues & Fees	\$ 1,079,719	\$ 591,289	\$ -	\$ -	\$ -	\$ 417,485	\$ 83,055	\$ -	\$ 1,091,829	\$ 12,110	101%
Fees for Services	24,550	33,067	-	-	140,294	(198)	-	-	173,163	148,613	705%
Miscellaneous Income	-	15,762	-	-	-	-	17,535	-	33,297	33,297	NA
Investment Income	90,000	194,076	-	-	-	-	-	-	194,076	104,076	216%
Total Revenues	1,194,269	834,194	-	-	140,294	417,287	100,590	-	1,492,365	298,096	125%
EXPENDITURES											
Direct Program Expenditures	340,067	176,850	-	-	23,363	-	-	-	200,213	139,854	59%
Contractual Services	199,175	51,140	-	-	-	-	-	-	51,140	148,035	26%
Personnel	201,136	141,957	-	-	-	-	-	-	141,957	59,179	71%
Total Expenditures	740,378	369,948	-	-	23,363	-	-	-	393,310	347,068	53%
<i>Excess of Revenues Over (Under) Expenditures</i>	453,891	464,247	-	-	116,931	417,287	100,590	-	1,099,055	645,164	242%
Other Financial Sources (Uses)	(812,930)	(84,077)	82,713	-	(304,322)	(321,195)	-	126,644	(500,237)	312,693	62%
<i>Change in Fund Balance</i>	(359,039)	380,170	82,713	-	(187,391)	96,092	100,590	126,644	598,818	957,857	167%
Fund Balance, Beginning of Year	5,913,728	43,717	(21,409)	1,797,906	1,494,392	1,264,259	54,256	1,280,607	5,913,728	-	100%
Transfers In (Out)	-	(63,149)	-	-	53,149	10,000	-	-	-	-	0%
Fund Balance, End of Year	\$ 5,554,689	\$ 360,738	\$ 61,304	\$ 1,797,906	\$ 1,360,150	\$ 1,370,351	\$ 154,846	\$ 1,407,251	\$ 6,512,546	\$ 957,857	117%
ENDING BALANCE											
General Fund Balance Recap:	Budget	Current Actual									
Unrestricted	\$ (144,713)	\$ 360,738									
Long-Term Contingency	1,915,013	1,797,906									
Property & Equipment	(46,080)	61,304									
Transportation Planning	1,101,334	1,360,150									
Emergency Services Program	1,249,690	1,370,351									
Accumulated Vacation and Sick Leave Benefits	1,396,567	1,407,251									
Aging Program	82,878	154,846									
Total	\$ 5,554,689	\$ 6,512,546									

Schedule 2

Indirect Costs

January 1, 2024 - September 30, 2024

	2024 Budget	Actual	Variance Favorable (Unfavorable)	Percent
FUNDING SOURCE				
Amount Allocated to Grants	\$ 5,400,473	\$ 3,971,044	\$ (1,429,429)	74%
Prior Year's Surplus/(Deficit)	(501,378)	(501,378)	-	100%
Subtotal	4,899,095	3,469,666	(1,429,429)	71%
EXPENDITURES				
Accounting/Audit	237,750	145,685	92,065	61%
Automobile	30,569	22,316	8,253	73%
Contractual Services	261,991	292,590	(30,599)	112%
Depreciation	31,128	82,713	(51,585)	266%
Equipment Rental	7,456	4,865	2,591	65%
Fringe Benefits Allocated	1,210,614	788,743	421,871	65%
Insurance	268,909	186,702	82,207	69%
Meeting/Travel	18,700	8,091	10,609	43%
Memberships/Periodicals	26,500	30,374	(3,874)	115%
Other	58,950	60,423	(1,473)	102%
Postage	8,500	7,897	603	93%
Printing/Reproduction	37,001	20,788	16,213	56%
Rent/Utilities/Maintenance	600,403	437,824	162,579	73%
Salaries	2,347,976	1,544,741	803,235	66%
Supplies	264,350	106,888	157,462	40%
Training	44,750	17,161	27,589	38%
Subtotal	5,455,547	3,757,801	1,697,746	69%
Less: Fees for Handling Pass-through Grants	(7,700)	-	(7,700)	0%
Net Indirect Costs	5,447,847	3,757,801	1,690,046	69%
Surplus/(Deficit) of Allocation to Grants, Cumulative to Date	\$ (548,752)	\$ (288,135)	\$ 260,617	53%
Agency-Wide				
Direct Salaries		7,716,516		
Direct Fringes		4,032,134		
Total Indirect Base		11,748,649		
Current Year Indirect Expenses - Actual		3,757,801		
Run Rate - Current Year Indirect %		32.0%		
Negotiated Rate		33.8%		
Difference		1.8%		

Schedule 3

Fringe Benefits

January 1, 2024 - September 30, 2024

	2024 Budget	Regular Actual	Intern/ Seasonal Actual	Total Actual	Variance Favorable (Unfavorable)	Percent
FUNDING SOURCE						
Amount Allocated to Grants	\$ 6,711,254	\$ 4,809,175	\$ 11,702	\$ 4,820,877	\$ (1,890,377)	72%
Prior Year's Surplus/(Deficit)	(370,479)	(370,479)	-	(370,479)	-	100%
Subtotal	6,340,775	4,438,696	11,702	4,450,398	(1,890,377)	70%
EXPENDITURES						
FICA Taxes	1,061,004	781,620	11,702	793,322	267,682	75%
Pension	933,837	693,781	-	693,781	240,056	74%
401k Employer Match	284,992	208,817	-	208,817	76,175	73%
Health Insurance Subsidy	1,555,450	1,025,250	-	1,025,250	530,200	66%
Cafeteria Allowance	476,300	327,030	-	327,030	149,270	69%
Disability Insurance	44,794	31,269	-	31,269	13,525	70%
Unemployment Compensation	6,000	-	-	-	6,000	0%
Educational Assistance	9,000	11,418	-	11,418	(2,418)	127%
Other Fringe Benefits	25,200	-	-	-	25,200	0%
Vacation	909,468	720,105	-	720,105	189,363	79%
Sick Leave	410,604	352,665	-	352,665	57,939	86%
Holidays	604,591	379,063	-	379,063	225,528	63%
Other Leave	26,500	31,378	-	31,378	(4,878)	118%
Total Fringe Benefit Expenditures	6,347,740	4,562,394	11,702	4,574,097	1,773,643	72%
Surplus/(Deficit) of Allocation to Grants, Cumulative to Date	\$ (6,965)	\$ (123,699)	\$ -	\$ (123,699)	\$ (116,734)	-1776%
Agency-Wide						
Salaries		9,108,286	152,971			
Current Year Fringe Expenses - Actual		4,562,394	11,702			
Run Rate - Current Year Fringe %		50.1%	7.65%			
Negotiated Rate		52.8%	7.65%			
Difference		2.7%	0.0%			

Schedule 4

Special Revenue & Capital Projects Funds

Statement of Revenues, Expenditures and Changes in Fund Balances

January 1, 2024 - September 30, 2024

	2024 Budget	Actual							Total	Variance Favorable (Unfavorable)	Percent Used
		Aging	Emergency Services	Public Safety	Community Development	Transportation Planning	Early Learning & Head Start	Environmental Planning			
REVENUES											
Federal and State Funds	\$ 85,041,999	\$ 11,092,188	\$ 1,883,690	\$ -	\$ 2,268,158	\$ 10,437,008	\$ 21,081,808	\$ 2,716,537	\$ 49,479,389	\$ (35,562,610)	58%
Private Funds	5,114,846	88,764	12,745	-	2,257,000	-	377,943	93,305	2,829,757	(2,285,089)	55%
Other Local Funds	11,412,045	-	1,975	7,258,259	-	-	-	-	7,260,234	(4,151,811)	64%
Fees for Services	645,976	914,031	-	-	8,002	-	14,982	-	937,015	291,039	145%
Investment Income	19,087	-	-	66,028	-	-	-	41,350	107,378	88,291	563%
Miscellaneous Income	-	800	62,637	33,745	-	-	-	-	97,182	97,182	NA
Contributed Services	11,464,210	3,037,783	29,491	-	233,622	498,098	2,047,325	86,503	5,932,822	(5,531,388)	52%
Total Revenues	113,698,163	15,133,567	1,990,538	7,358,033	4,766,782	10,935,106	23,522,058	2,937,694	66,643,777	(47,054,386)	59%
EXPENDITURES											
Direct Program Expenditures	18,347,801	5,976,612	1,350,632	3,023,139	1,826,929	1,670,099	1,475,582	313,368	15,636,362	2,711,439	85%
Contractual Services	69,838,492	4,613,608	307,762	2,291,206	1,510,224	6,018,405	17,263,939	1,516,084	33,521,228	36,317,264	48%
Personnel	15,007,241	1,549,841	623,849	1,365,233	1,127,616	3,052,063	2,797,744	531,046	11,047,392	3,959,849	74%
Contributed Services	11,464,210	3,037,783	29,491	-	233,622	498,098	2,047,325	86,503	5,932,822	5,531,388	52%
Total Expenditures	114,657,744	15,177,845	2,311,733	6,679,579	4,698,391	11,238,666	23,584,590	2,447,000	66,137,804	48,519,940	58%
<i>Excess of Revenues Over (Under) Expenditures</i>	(959,581)	(44,279)	(321,195)	678,454	68,390	(303,559)	(62,532)	490,694	505,974	1,465,555	53%
Other Financial Sources (Uses)	932,711	-	321,195	-	-	304,322	62,532	-	688,049	(244,662)	74%
<i>Change in Fund Balance</i>	(26,870)	(44,279)	-	678,454	68,390	763	-	490,694	1,194,023	1,220,893	4444%
Fund Balance, Beginning of Year	10,911,734	641,517	-	9,970,217	-	300,000	-	-	10,911,734	-	100%
Fund Balance, End of Year	\$ 10,884,864	\$ 597,238	\$ -	\$ 10,648,671	\$ 68,390	\$ 300,763	\$ -	\$ 490,694	\$ 12,105,757	\$ 1,220,893	111%

Schedule 5

Enterprise Fund

Statement of Revenues, Expenses and Changes in Net Position
January 1, 2024 - September 30, 2024

	2024 Budget	Actual										
		GTI	Small Cities	Cooperative Purchasing	Regional Aerial Photography	Research Services	IBTS	Annual Local Government Survey	KC Community for All Ages	Special Projects	KERIT	
REVENUES												
Federal and State Funds	\$ 78,957	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Private Funds	20,000	-	-	-	-	-	-	-	-	-	-	-
Local Dues and Fees	367,919	-	-	-	-	-	-	-	-	-	-	-
Other Local Funds	61,200	-	-	-	-	-	-	-	-	-	-	-
Fees for Services	1,441,326	306,462	51,173	-	122,419	73,650	17,676	25,134	105,364	-	-	-
Program Income	69,215	80,153	-	120,885	-	-	-	-	9,646	-	-	-
Total Revenues	2,038,617	386,615	51,173	120,885	122,419	73,650	17,676	25,134	115,010	-	-	-
EXPENSES												
	1,848,601	279,941	35,277	75,037	2,952	92,693	2,223	20,800	50,276	-	-	-
<i>Operating Income (Loss)</i>	190,016	106,674	15,896	45,848	119,467	(19,043)	15,452	4,334	64,733	-	-	-
Transfers In (Out)	19,500	19,500	-	-	-	-	-	-	-	-	-	-
<i>Change in Net Position</i>	209,516	126,174	15,896	45,848	119,467	(19,043)	15,452	4,334	64,733	-	-	-
Net Position, Beginning of Year	2,493,621	431,484	(30,860)	836,229	(10,783)	34,799	27,864	13,789	500	-	-	30,952
Fund Balance, End of Year	\$ 2,703,137	\$ 557,658	\$ (14,964)	\$ 882,077	\$ 108,684	\$ 15,756	\$ 43,316	\$ 18,123	\$ 65,233	\$ -	\$ -	\$ 30,952
Budgeted Net Position, End of Year		\$ 380,404	\$ -	\$ 732,761	\$ (11,446)	\$ 38,361	\$ 27,147	\$ 17,823	\$ -	\$ -	\$ -	\$ 39,247

	2024 Budget	Actual									
		Veteran's Services VD-HCBS	Managed Services Network	Workforce Development	Early Learning Educare	Early Learning Services	CORE 4	GIF	Total	Variance Favorable (Unfavorable)	Percent Used
REVENUES											
Federal and State Funds	\$ 78,957	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (78,957)	0%
Private Funds	20,000	-	-	-	-	-	-	-	-	(20,000)	0%
Local Dues and Fees	367,919	-	-	-	-	-	-	-	-	(367,919)	0%
Other Local Funds	61,200	-	-	-	-	-	-	-	-	(61,200)	0%
Fees for Services	1,441,326	419,582	185,943	6,000	-	21,000	61,201	194,084	1,589,688	148,362	110%
Program Income	69,215	17,179	-	-	-	-	-	-	227,862	158,647	329%
Total Revenues	2,038,617	436,760	185,943	6,000	-	21,000	61,201	194,084	1,817,550	(221,067)	89%
EXPENSES											
	1,848,601	363,977	196,913	7,451	22	7,652	41,166	55,837	1,232,217	(616,384)	67%
<i>Operating Income (Loss)</i>	190,016	72,783	(10,970)	(1,451)	(22)	13,348	20,035	138,247	585,333	395,317	308%
Transfers In (Out)	19,500	-	-	-	-	-	-	-	19,500	-	100%
<i>Change in Net Position</i>	209,516	72,783	(10,970)	(1,451)	(22)	13,348	20,035	138,247	604,833	395,317	289%
Net Position, Beginning of Year	2,493,621	617,155	(12,503)	(50,858)	(1,575)	21,736	201,185	384,507	2,493,621	-	-
Net Position, End of Year	\$ 2,703,137	\$ 689,938	\$ (23,473)	\$ (52,309)	\$ (1,597)	\$ 35,084	\$ 221,220	\$ 522,754	\$3,098,454	\$ 395,317	115%
Budgeted Net Position, End of Year		\$ 839,871	\$ 10,135	\$ (53,207)	\$ -	\$ 21,428	\$ 196,872	\$ 463,740	\$2,703,137		

Schedule 6

Cash and Investments

January 1, 2024 - September 30, 2024

Month	Security Bank Net Outstanding Checks & Deposits	Security Bank Overnight Sweep Account	Security Bank Checking Accounts	Aging Bank Checking Accounts	Country Club Bank Money Market Account	Government Securities Investments	Total
January 31, 2024	\$ (2,054,399)	\$ 16,070,456	\$ 500,019	\$ 109,289	\$ 77,499	\$ 4,450,000	\$ 19,152,865
February 29, 2024	(984,062)	12,462,769	500,018	27,283	106,031	4,450,000	16,562,040
March 31, 2024	(1,016,224)	14,806,769	500,016	27,283	106,066	4,450,000	18,873,910
April 30, 2024	(1,419,593)	12,660,394	500,017	41,343	120,529	4,450,000	16,352,691
May 31, 2024	(1,464,317)	15,407,361	500,016	96,480	120,627	4,450,000	19,110,166
June 30, 2024	(1,467,639)	14,464,070	500,016	31,035	120,665	4,450,000	18,098,147
July 31, 2024	(1,500,348)	10,899,962	500,020	47,704	127,024	4,450,000	14,524,362
August 31, 2024	(759,525)	14,526,879	500,019	47,704	777,183	3,825,000	18,917,260
September 30, 2024	(610,353)	13,046,438	500,017	82,653	31,350	4,575,000	17,625,105
October 31, 2024	-	-	-	-	-	-	-
November 30, 2024	-	-	-	-	-	-	-
December 31, 2024	-	-	-	-	-	-	-
Current Interest Rates		2.40%	0.05%	Various	3.50%	See Below	

Investments (at Cost)	Yield Rate	Purchase Date	Amount	Maturity Date
Federal Home Loan Bank	3.250%	May 2, 2022	\$ 450,000	October 29, 2025
Freddie Mac	0.600%	October 29, 2020	1,000,000	April 29, 2026
Covantage Credit Union CD	4.150%	August 23, 2024	125,000	August 24, 2026
Federal Home Loan Bank	1.625%	October 26, 2021	500,000	October 26, 2026
Federal Home Loan Bank	4.000%	September 4, 2024	500,000	May 26, 2028
Connexus Credit Union CD	3.900%	September 16, 2024	250,000	June 16, 2028
Federal Home Loan Bank	1.000%	July 7, 2021	1,250,000	July 7, 2028
Federal Home Loan Bank	4.450%	February 15, 2024	500,000	February 12, 2029
Total			<u>\$ 4,575,000</u>	

Schedule 7

Interest Income

January 1, 2024 - September 30, 2024

Month	Checking Accounts	Overnight Sweep Account	Money Market Accounts	Interest From Checking Accounts	Interest From Investments	Total	Allocated to Child Care & Solid Waste District	Allocated to 911 Program	Balance in General Fund
January	\$ 33	\$ 12,582	\$ 55	\$ 12,669	\$ 8,633	\$ 21,302	\$ (1,096)	\$ -	\$ 20,206
February	34	12,301	94	12,429	7,905	20,335	(862)	-	19,472
March	22	13,923	88	14,034	8,091	22,125	(691)	-	21,434
April	34	23,619	99	23,751	8,091	31,842	(1,704)	-	30,138
May	26	34,027	107	34,160	8,091	42,251	(3,924)	-	38,326
June	29	28,684	97	28,810	8,091	36,901	(4,876)	-	32,024
July	22	29,609	119	29,750	8,091	37,841	(3,926)	(19,823)	14,092
August	36	30,959	167	31,162	6,860	38,022	(4,006)	(27,360)	6,656
September	30	27,327	178	27,536	8,489	36,024	(5,451)	(18,846)	11,728
October	-	-	-	-	-	-	-	-	-
November	-	-	-	-	-	-	-	-	-
December	-	-	-	-	-	-	-	-	-
Total	\$ 266	\$213,031	\$1,005	\$214,301	\$72,340	\$286,642	(\$26,537)	(\$66,028)	\$194,076