

Financial Package Fiscal Year 2025 January 1 – March 31, 2025

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TOTAL REVENUES & OTHER FINANCIAL SOURCES BY FUND

	BUDGETED 2025	ACTUAL 2025 YTD	%
General Fund	2,537,633	83,899	3%
Special Revenue & Capital Projects	102,840,194	14,120,082	14%
Enterprise Fund	1,528,288	326,099	21%
Indirect Costs and Fringe Benefits	13,067,432	2,586,816	20%
Total Agency Wide	119,973,547	17,116,896	14%

TOTAL EXPENDITURES & OTHER FINANCIAL USES BY FUND

	BUDGETED 2025	ACTUAL 2025 YTD	%
General Fund	1,070,235	452,397	42%
Special Revenue & Capital Projects	102,742,515	14,055,125	14%
Enterprise Fund	1,606,030	251,288	16%
Indirect Costs and Fringe Benefits	12,080,107	2,666,629	22%
Total Agency Wide	117,498,887	17,425,439	15%

CHANGE IN FUND BALANCE

	1/1/25 FUND BALANCE	FY25 YTD INCREASE (DECREASE)	3/31/25 FUND BALANCE
General Fund	5,908,272	(368,498)	5,539,774
Special Revenue & Capital Projects	11,467,511	64,957	11,532,468
Enterprise Fund	2,988,967	74,811	3,063,778
Indirect Costs and Fringe Benefits	(261,417)	(79,813)	(341,230)
Governmental & Proprietary Funds	20,103,333	(308,543)	19,794,790

EXECUTIVE SUMMARY

Please note that financial activity at MARC in the early parts of a fiscal year is historically "lower" due to a hard cutoff of expenditures (booking in the period in which incurred) during the fiscal year-end close. Due to "soft" closes the other 11 months of the year, expenditures of a given month can represent items from prior month(s) activity. Due to this timing, MARC only performs a hard close (ensuring all FY expenditures are matched in the correct period) once a year.

FY25 YTD March agency-wide revenues & other financial sources of \$17.1M are 14% of budgeted FY25 inflows. We'd expect FY25 YTD March actuals to approximate 25% of budget, however year-end timing (as noted above) is the main driver in the variance compared to budget.

FY25 YTD March agency-wide expenditures & other financial uses of \$17.4M are 15% of budgeted FY25 outflows. We'd expect FY25 YTD March actuals to approximate 25% of budget, however year-end timing is the main driver in the variance compared to budget.

FY25 YTD March agency-wide revenues & other financial sources of \$17.1M lag agency-wide expenditures & other financial uses of \$17.4M which creates a (\$0.3M) decrease in fund balance for the year. MARC's annual local dues are billed each year in April and will positively impact the change in fund balance on a YTD basis in next month's financials. MARC's governmental & proprietary fund balance totals \$19.8M at 3/31/25. 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.

March 31, 2025, cash and investments balance of \$21.3M is (\$0.3M) or 1% lower than the February 28, 2025, balance of \$21.6M. This decrease from the previous month is minor and timing related. Fluctuations in cash balance are normal for MARC and management is monitoring cash flow very closely.

March 31, 2025, accounts receivable totals \$16.0M which is an increase of \$1.1M or 8% compared to February 28, 2025's balance of \$14.9M. Of the \$16.0M, \$6.9M has been billed and awaiting payment while \$8.9M will be billed in April related to March financial close. \$0.2M is miscellaneous in nature. Management frequently reviews the aging of our outstanding receivables and works with program staff to follow up on outstanding items to ensure a timely conversion of cash.

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

Actual vs. Budget (25% Complete)



General fund revenues include member & voluntary local dues which are used for general expenditures and matching purposes for grants (dues billed in the spring). Revenues also include investment income. Variance from budget is largely related to the timing of local dues billings.



Indirect Costs and Fringe Benefits are charged to grants based on a cost allocation formula approved by MARC's cognizant federal agency, HHS. For FY25, MARC has not yet received our approved rates but have moved forward with using FY25 provisional rates. MARC's provisional fringe benefit rate is 52.8% (charged based upon direct & indirect salaries) and provisional indirect cost rate is 33.8% (charged based upon direct salaries + direct allocated fringes).



MARC's Special Revenue and Capital Projects funds house designated grant funded and fee for service programs across MARC's policy goal areas. Variance from budget is largely related to timing based on the 2024 year-end financial close.



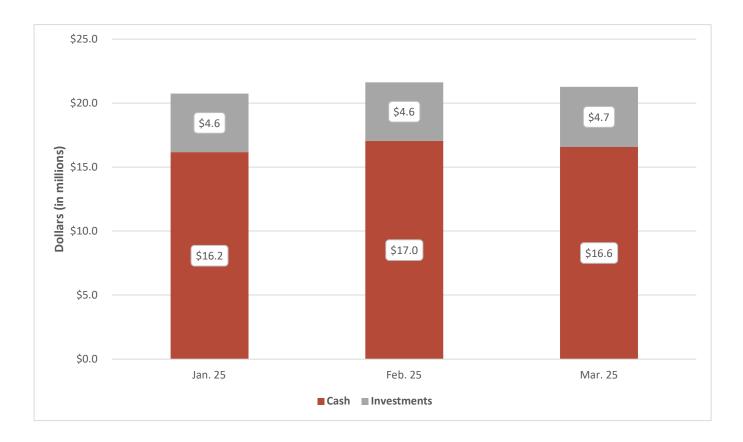
MARC's enterprise fund accounts for activities that operate much like those in the private sector (business-type activities) and includes several programs across MARC's policy goal areas. Variance from budget is largely related to timing based on the 2024 year-end financial close.

Note – for additional details of the above activity, please see Schedules 1 – 5 on pages 7 – 11.

CASH AND INVESTMENTS, INTEREST INCOME, ACCOUNTS RECEIVABLE

Schedule 6: Cash and Investments

Cash on Hand	\$16,932,742
Net Outstanding Checks and Deposits	(356,759)
Investments	4,700,000
Total Cash and Investments	\$21,275,983

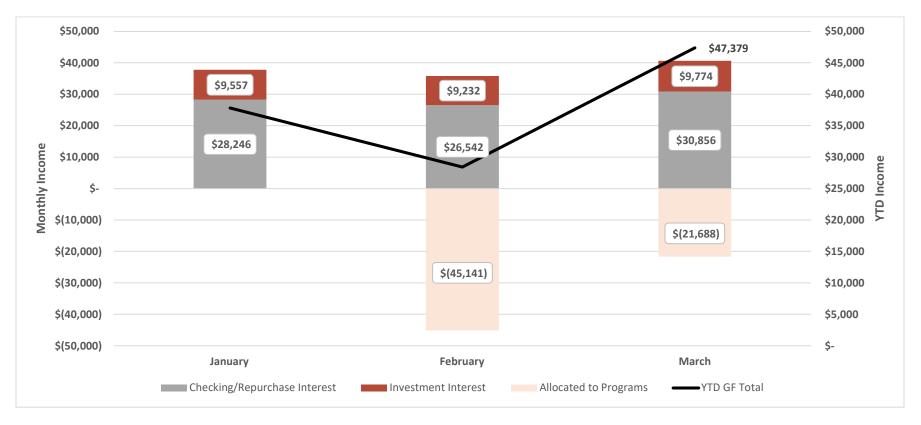


March 31, 2025, cash and investments balance of \$21.3M is (\$0.3M) or 1% lower than the February 28, 2025, balance of \$21.6M. This decrease from the previous month is minor and timing related. Fluctuations in cash balance are normal for MARC and management is monitoring cash flow very closely.

MARC purchased a new \$125K CD in March 2025 at 4.35% that matures in January 2026. MARC's repurchase account yield is 2.27% on March 31, 2025.

• For additional details of MARC's cash and investments, please see Schedule 6 on page 12.

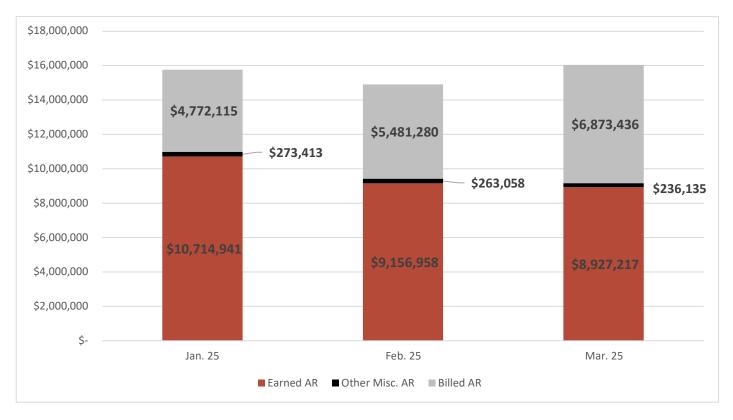
Schedule 7: Interest Income



MARC's general fund interest income of \$47K in FY25 YTD is tracking favorably with budgeted projections (\$170K annually). Please note that February's program interest allocation included two months (January and February) due to year-end close, however is accurate on a YTD basis. 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 13.

Accounts Receivable



March 31, 2025, accounts receivable totals \$16.0M which is an increase of \$1.1M or 8% compared to February 28, 2025's balance of \$14.9M. Of the \$16.0M, \$6.9M has been billed and awaiting payment while \$8.9M will be billed in April related to March financial close. \$0.2M is miscellaneous in nature. Management frequently reviews the aging of our outstanding receivables and works with program staff to follow up on outstanding items to ensure a timely conversion of cash.

MARC's aging of billed accounts receivable on March 31, 2025, is as follows:

Less than 30 days outstanding	\$4.6M
30 – 60 days outstanding	1.4M
60 – 90 days outstanding	0.1M
Greater than 90 days outstanding	0.8M
Total billed accounts receivable	\$6.9M

Greater than 90 days outstanding accounts receivable are mainly comprised of transportation invoices awaiting payment from MoDOT. Management is aware and working with finance to expediate payment.

Schedule 1 General Fund

Statement of Revenues, Expenditures and Changes in Fund Balances January 1, 2025 - March 31, 2025

					Actu	ıal					
	2025 Budget	Unrestricted		Long-Term Contingency	Transportation Planning	Emergency Services Program		Accumulated Vacation and Sick Leave Benefits	Total	Variance Favorable (Unfavorable)	Percent
REVENUES Local Dues & Fees Fees for Services Miscellaneous Income Investment Income	\$ 1,093,183 1,274,450 - 170,000	\$ - 9,878 23,695 47,379	\$ - \$ - - -	- - -	\$ - \$ 2,946	\$ - \$ - -	- \$ - -	5 - \$ - - -	12,824 23,695 47,379	\$ (1,093,183) (1,261,626) 23,695 (122,621)	1% NA
Total Revenues	2,537,633	80,953	-	_	2,946	-	-	-	83,899	(2,453,734)	<u>)</u> 3%
EXPENDITURES Direct Program Expenditures Contractual Services Personnel	191,639 110,438 245,119	31,912 - 54,454	33,506 - -	- - -	176,745 - -	- - -	- - -	- - -	242,163 - 54,454	(50,524) 110,438 190,665	126% 0% 22%
Total Expenditures	547,196	86,366	33,506	-	176,745	-	-	-	296,617	250,579	54%
Excess of Revenues Over (Under) Expenditures	1,990,437	(5,414)	(33,506)	-	(173,799)	-	-	-	(212,718)	(2,203,155)	-11%
Other Financial Sources (Uses)	(523,039)	(15,158)	-	-	(82,373)	(101,359)	-	43,110	(155,780)	367,259	30%
Change in Fund Balance	1,467,398	(20,572)	(33,506)	-	(256,171)	(101,359)	-	43,110	(368,498)	(1,835,896)	25%
Fund Balance, Beginning of Year	5,908,272	161,302	(21,409)	1,925,479	1,100,021	1,274,598	76,946	1,391,335	5,908,272	-	100%
Transfers In (Out)	-	-	-	-	=	=	-	-	-	-	0%
Fund Balance, End of Year	\$ 7,375,670	\$ 140,730	\$ (54,915) \$	1,925,479	\$ 843,850	\$ 1,173,239 \$	76,946 \$	5 1,434,445 \$	5,539,774	\$ (1,835,896)	<u>75%</u>
ENDING BALANCE General Fund Balance Recap: Unrestricted Long-Term Contingency Property & Equipment Transportation Planning Emergency Services Program Accumulated Vacation and Sick Leave Benefits Aging Program Total	Budget \$ 213,120 2,060,262 - 2,214,333 1,323,566 1,480,606 83,783 \$ 7,375,670	Current Actual \$ 140,730 1,925,479 (54,915) 843,850 1,173,239 1,434,445 76,946 \$ 5,539,774									

Indirect Costs

January 1, 2025 - March 31, 2025

	2025 Budget	Actual	Variance Favorable (Unfavorable)	Percent
FUNDING SOURCE Amount Allocated to Grants Prior Year's Surplus/(Deficit)	\$ 5,990,985 \$ (164,332)	1,154,630 (164,332)	\$ (4,836,355) -	19% 100%
Subtotal	5,826,653	990,298	(4,836,355)	17%
EXPENDITURES Accounting/Audit Automobile Contractual Services Depreciation Equipment Rental Fringe Benefits Allocated Insurance Meeting/Travel Memberships/Periodicals Other Postage Printing/Reproduction Rent/Utilities/Maintenance Salaries Supplies	213,470 40,300 379,745 120,000 7,570 1,246,859 259,852 28,650 27,547 88,700 9,560 33,370 155,507 2,379,659 322,170	42,744 9,820 98,593 - 1,710 258,500 64,963 1,467 1,118 14,692 4,291 8,633 141,590 517,798 14,649	170,726 30,480 281,152 120,000 5,860 988,359 194,889 27,183 26,429 5,269 24,737 13,917 1,861,861 307,521	20% 24% 26% 0% 23% 21% 25% 5% 4% 17% 45% 26% 91% 22% 5%
Training Subtotal	 44,000 5,356,959	2,004 1,182,571	41,996 4,100,380	5% 22%
Less: Fees for Handling Pass-through Grants	 (100)	<u>-</u>	(100)	0%
Net Indirect Costs Surplus/(Deficit) of Allocation to Grants, Cumulative to Date	\$ 5,356,859 469,794 \$	1,182,571 (192,273)	\$ (662,067)	-41%
Agency-Wide Direct Salaries Direct Fringes Total Indirect Base Current Year Indirect Expenses - Actual Run Rate - Current Year Indirect % Negotiated Rate Difference		2,242,380 1,173,686 3,416,066 1,182,571 34.6% 33.8% -0.8%		

Fringe Benefits January 1, 2025 - March 31, 2025

					I	Intern/				Variance	
		2025		Regular	Se	easonal		Total		Favorable	
		Budget		Actual	1	Actual		Actual	(U	Jnfavorable)	Percent
FUNDING SOURCE											
Amount Allocated to Grants	\$	7,076,447	\$	1,427,918	\$	4,268	\$	1,432,186	\$	(5,644,261)	20%
Prior Year's Surplus/(Deficit)	·	(97,085)	•	(97,085)	·	-	•	(97,085)	•	-	100%
,		, , ,		,				, ,			
Subtotal		6,979,362		1,330,833		4,268		1,335,101		(5,644,261)	19%
EXPENDITURES											
FICA Taxes		1,127,120		236,960		4,268		241,227		885,893	21%
Pension		981,603		236,208		-		236,208		745,395	24%
401k Employer Match		298,365		64,644		-		64,644		233,721	22%
Health Insurance Subsidy		1,501,921		332,042		-		332,042		1,169,879	22%
Cafeteria Allowance		473,220		92,840		-		92,840		380,380	20%
Disability Insurance		46,538		9,061		-		9,061		37,477	19%
Unemployment Compensation		4,200		-		-		-		4,200	0%
Educational Assistance		12,000		6,973		-		6,973		5,027	58%
Other Fringe Benefits		27,300		-		-		-		27,300	0%
Vacation		958,337		235,425		-		235,425		722,912	25%
Sick Leave		640,046		97,696				97,696		542,350	15%
Holidays		626,598		161,213		-		161,213		465,385	26%
Other Leave		26,000		6,731		-		6,731		19,269	26%
Total Fringe Benefit Expenditures		6,723,248		1,479,791		4,268		1,484,058		5,239,190	22%
Surplus/(Deficit) of Allocation to Grants,											
Cumulative to Date	\$	256,114	\$	(148,957)	\$	-	\$	(148,957)	\$	(405,071)	58%
Agency-Wide				0.704.004							
Salaries				2,704,391		55,787					
Current Year Fringe Expenses - Actual				1,479,791		4,268					
Run Rate - Current Year Fringe %				54.7%		7.65%					
Negotiated Rate		-		52.8%		7.65%					
Difference				-1.9%		0.0%					

Special Revenue & Capital Projects Funds
Statement of Revenues, Expenditures and Changes in Fund Balances
January 1, 2025 - March 31, 2025

					Actu	ual				Variance	
	2025 Budget	Aging	Emergency Services	Public Safety	Community Development	Transportation Planning	Early Learning & Head Start	Environmental Planning	Total	Favorable (Unfavorable)	Percent Used
REVENUES											
Federal and State Funds	\$ 72,773,756 \$	1,963,604 \$	269,524	\$ -	\$ 366,182	\$ 1,796,717	\$ 5,673,128	\$ 268,564	\$ 10,337,719	\$ (62,436,037)) 14%
Private Funds	4,038,743	26,309	10,616	-	(203,374)	-	78,389	-	(88,060)	(4,126,803)) -2%
Other Local Funds	9,373,443	-	-	2,595,108	-	-	-	-	2,595,108	(6,778,335)	28%
Fees for Services	1,168,304	527,365	-		-	-	1,572	5,270	534,207	(634,097)	46%
Investment Income	-	-	-	53,848	-	-	-	-	53,848	53,848	
Miscellaneous Income	-	200	-	-	-	-	-	-	200	200	
Contributed Services	11,302,309	-			101,788	107,045	297,502		506,335	(10,795,974)) 4%
Total Revenues	98,656,555	2,517,478	280,140	2,648,955	264,596	1,903,762	6,050,592	273,834	13,939,357	(84,717,198)	<u>)</u> 14%
EXPENDITURES											
Direct Program Expenditures	8,507,316	1,040,384	88,667	1,116,715	18,188	(241,540)	127,536	23,232	2,173,182	6,334,134	26%
Contractual Services	58,381,545	712,344	46,801	511,816	338,577	1,289,293	4,446,697	138,633	7,484,160	50,897,385	13%
Personnel	21.106.645	688,800	246,032	601,036	226,352	825,735	1,194,015	109,479	3,891,449	17,215,196	18%
Contributed Services	11,302,309	-		-	101,788	107,045	297,502	-	506,335	10,795,974	4%
Total Expenditures	99,297,815	2,441,528	381,499	2,229,566	684,905	1,980,533	6,065,750	271,344	14,055,125	85,242,690	_ 14%
Excess of Revenues Over (Under) Expenditures	(641,260)	75,950	(101,359)	419,389	(420,309)	(76,771)	(15,158)	2,489	(115,768)	525,492	-18%
Other Financial Sources (Uses)	738,039	-	101,359	-	(18,165)	82,373	15,158	-	180,725	(557,314)) 24%
Change in Fund Balance	96,779	75,950	-	419,389	(438,474)	5,602	-	2,489	64,957	(31,822)) -67%
Fund Balance, Beginning of Year	11,756,844	368,005	-	10,302,479	537,164	334,145	-	(74,282)	11,467,511	(289,333)) 98%
Fund Balance. End of Year	\$ 11,853,623 \$	443,955 \$	_	\$ 10,721,868	\$ 98,690	\$ 339,747	\$ -	\$ (71.792)	\$ 11,532,468	\$ (321,155)) 97%

Enterprise Fund
Statement of Revenues, Expenses and Changes in Net Position
January 1, 2025 - March 31, 2025

						Actua	al				
		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 Private Funds		\$ - \$ -	· -	5 -	ъ - -	5 -	5 -	5 -	\$ - -	5 -	5 -
Local Dues and Fees		-	-	-	-	-	-	-	_	-	-
Other Local Funds		-	-	-	-	-	-	-	-	-	-
Fees for Services		27,841	-	-	-	-	-	8,113	78,252	-	-
Program Income			-	18,030	-	-	-	-	5,000		-
Total Revenues		27,841	-	18,030	-	-	-	8,113	83,252	-	-
EXPENSES		70,991	2,622	23,057	-	5,458	-	-	8,861	-	-
Operating Income (Loss)		(43,150)	(2,622)	(5,027)	-	(5,458)	-	8,113	74,391	-	-
Transfers In (Out)		-	-	-	-	-	-	-	-	-	-
Change in Net Position		(43,150)		(5,027)	-	(5,458)	-	8,113	74,391	-	-
Net Position, Beginning of Year		389,220	(5,495)	994,080	(10,910)	23,692	48,134	17,933	35,999	-	-
Fund Balance, End of Year		\$ 346,070 \$	(5,495)	\$ 989,053	\$ (10,910)	\$ 18,234	\$ 48,134	\$ 26,046	\$ 110,390	\$ -	\$ -
Budgeted Net Position, End of Year		\$ 511,033 \$	452	\$ 1,059,879	\$ (11,757)	\$ 31,973	\$ 16,185	\$ 24,901	\$ 66,666	\$ -	\$ 34,832
						Actua	al				
	2025 Budget	Veteran's Services VD-HCBS	Managed Services Network	Workforce Development	Early Learning Educare	Early Learning Services	Core Communities	GIF	Total	Variance Favorable (Unfavorable)	Percent Used
REVENUES	•				_	^	•	•	_		
Federal and State Funds	\$ -	\$ - \$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Private Funds Local Dues and Fees	225,724 290,613	-	-	-	-	-	-	-	-	(225,724) (290,613)	0% 0%
Other Local Funds	61,200	-	_	-	-	-	-	-	-	(61,200)	0%
Fees for Services	911,590	115,464	54,735	-	_	500	_	-	284,905	(626,685)	31%
Program Income	39,161	<u>-</u>		-	-		-	-	23,030	(16,131)	59%
Total Revenues	1,528,288	115,464	54,735	-	-	500	-	-	307,934	(1,220,354)	20%
EXPENSES	1,606,030	112,727	10,174	-	-	2,775	1,310	13,312	251,288	(1,354,742)	16%
Operating Income (Loss)	(77,742)	2,737	44,560	-	-	(2,275)	(1,310)	(13,312)	56,646	134,388	-73%
Transfers In (Out)	-	-	-	18,165	-	-	-	-	18,165	18,165	
Change in Net Position	(77,742)	2,737	44,560	18,165	-	(2,275)	(1,310)	(13,312)	74,811	152,553	-96%
Net Position, Beginning of Year	2,988,967	755,579	60,818	(52,309)	-	37,225	221,220	473,781	2,988,967	-	
Net Position, End of Year	\$ 2,911,225	\$ 758,316 \$	105,378	\$ (34,144)	\$ -	\$ 34,950	\$ 219,910	\$ 460,469	\$ 3,063,778	\$ 152,553	105%
Budgeted Net Position, End of Year		\$ 618,521 \$	(82,082)	\$ (57,449)	\$ -	\$ 23,983	\$ 152,495	\$ 521,590	\$ 2,911,225		

Cash and Investments January 1, 2025 - March 31, 2025

Month	Net nth Chec		Security Bank Overnight Sweep Account	Bank S Overnight Sweep C		Security Bank Checking Accounts		Country Club Bank oney Market Account	Government Securities Investments			Total
January 31, 2025 February 28, 2025 March 31, 2025 April 30, 2025 May 31, 2025 June 30, 2025 July 31, 2025 August 31, 2025 September 30, 2025 October 31, 2025 November 30, 2025 December 31, 2025 Current Interest Rates	\$	(2,338,321) \$ (440,342) (356,759)	17,682,948 16,625,897 16,267,259		500,019 500,016 500,016		116,628 130,512 61,321 Various	204,482 227,859 104,145		4,575,000 4,575,000 4,700,000 See Below		20,740,756 21,618,943 21,275,982 - - - - - - -

Investments (at Cost)	Yield Rate	Purchase Date	Amount	Maturity Date
Federal Home Loan Bank	3.250%	May 2, 2022	\$ 450,000	October 29, 2025
Axos Bank CD	4.350%	March 27, 2025	125,000	January 27, 2026
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	2.000%	July 7, 2021	1,250,000	July 7, 2028
Federal Home Loan Bank	4.450%	February 15, 2024	500,000	February 12, 2029
Total			\$ 4,700,000	

Interest Income January 1, 2025 - March 31, 2025

Month	cking ounts	vernight Sweep Account	N	Money Market ccounts	Interest From Checking Account	s	Interest From Investments	Total	С	Allocated to child Care & Solid Waste District	Allocated to 911 Program	alance in General Fund
January	\$ 29	\$ 27,615	\$	601	\$ 28,24	6 \$	9,557	\$ 37,803	\$	-	\$ -	\$ 37,803
February	27	25,944		571	26,54	2	9,232	35,775		(9,668)	(35,473)	(9,366)
March	30	30,208		618	30,85	6	9,774	40,631		(3,313)	(18,375)	18,943
April								-				-
May								-				-
June								-				-
July								-				-
August								-				-
September								-				-
October								-				-
November								-				-
December								-				-
Total	\$ 86	\$83,767		\$1,791	\$85,64	4	\$28,564	\$114,208		(\$12,981)	(\$53,848)	\$47,379