

**335th MEETING OF THE
STATE ENVIRONMENTAL IMPROVEMENT
AND ENERGY RESOURCES AUTHORITY
EIERA Office
425 Madison Street, Second Floor
Jefferson City, Missouri
June 27, 2019
10:00 a.m.**

1. Call to Order
2. Swearing in of New Members, Caleb Arthur, Nancy Gibler and Mary Fontana Nichols
3. Approval of Minutes

Approval of Minutes from the 334th Meeting of the Authority held December 18, 2018, in Jefferson City, Missouri
4. State Revolving Program
 - A. Program Update
 - B. Other
5. Missouri Market Development Program
 - A. Program Update
 - B. Consideration of the Funding Recommendation for the Prock Operations, Inc., d/b/a For Your Convenience, Project and Authorizing the Director or Designee to Enter Into an Agreement on Behalf of the Authority
 - C. Consideration of the Funding Recommendation for the Ozark Shavings Company LLC Project and Authorizing the Director or Designee to Enter Into an Agreement on Behalf of the Authority
 - D. Consideration of the Funding Recommendation for the New Horizons Land and Wood Products, LLC Project
 - E. Consideration of the Funding Recommendation for the Refab Project and Authorizing the Director or Designee to Enter Into an Agreement on Behalf of the Authority
 - F. Consideration and Approval of the MORA Conference Sponsorship Request
 - G. Other
6. Brownfields Revolving Loan Fund
 - A. Program Update
 - B. Consideration and Approval of the Funding Recommendation for the Lake Ozark Council of Local Governments Project and Authorization for the Director or Designee to Enter Into an Agreement on Behalf of the Authority

- C. Consideration and Approval of the Change to the Cleanup Plan for the Near Southside Employment Coalition Project
 - D. Other
- 7. Consideration and Approval of Fiscal Year 2020 Budgets
 - 8. Election of Officers
 - 9. Other Business
 - A. Opportunity for Public Comment (Limit of Four Minutes per Individual)
 - B. Next Meeting Date
 - C. General Discussion for New Board Members
 - D. Other
 - 10. Closed Meeting Pursuant to Section 610.021 (1), (3) or (11) RSMo. (as needed)
 - 11. Adjournment of Closed Meeting and Return to Open Meeting
 - 12. Adjournment of Open Meeting

The Authority may vote to close a portion of the meeting in conjunction with the discussion of litigation matters (including possible legal actions, causes of action, any confidential or privileged communications with its attorneys and the negotiation of items of a contract), real estate matters, personnel matters (including the hiring, firing, disciplining or promoting of personnel), or specification for competitive bidding pursuant to Section 610.021 (1), (3) or (11) RSMo.

Members to be Present:	Andy Dalton, Chair Deron Cherry, Vice-Chair, Assistant Secretary, Treasurer Caleb Arthur, Member Nancy Gibler, Member Mary Fontana Nichols, Member
Staff to be Present:	Joe Boland, Deputy Director Kristin Allan Tipton, Development Director Mary Vaughan, Administration and Project Manager Genny Eichelberger, Office Support Assistant
Legal Counsel to be Present:	David Brown Lewis Rice LLC

State Environmental Improvement and Energy Resources Authority
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Agenda Item #5B

MISSOURI MARKET DEVELOPMENT PROGRAM

FUNDING RECOMMENDATION FOR PROCK OPERATIONS, INC. D/B/A FOR YOUR CONVENIENCE

Issue:

Prock Operations, Inc. d/b/a For Your Convenience requested \$21,208.50 to purchase equipment costing \$24,000 that will enable the company to densify extruded polystyrene foam.

Action Needed:

Consideration of the funding recommendations for the densifier project requested by For Your Convenience.

Staff Recommendation:

Staff recommends funding this project in the amount of \$18,000 not to exceed 75% of the cost of the equipment.

Staff Contact:

Kristin Tipton, Development Director

Background:

For Your Convenience, located in St. James, requested \$21,208.50 to purchase equipment costing \$24,000 that will enable the company to densify extruded polystyrene foam.

For Your Convenience works closely with Snowman Cooler, a manufacturer of walk-in coolers and freezers, to supply its customers with complete projects that include both millwork and coolers. Snowman Cooler uses extruded polystyrene foam as insulation and the process creates quite a bit of foam waste. For Your Convenience intends to collect this waste, densify it, and sell it to a new customer base.

Prock Operations was founded in 1986. Its first division, For Your Convenience, is a millwork shop that specializes in building custom cabinets, panels and shelving. Prock Operations also has grown to include a flooring division, a surfacing division, and a showcase division.

For Your Convenience anticipates diverting 7-10 tons annually from the waste stream with this project.

It is important to note that because foam is lightweight, it is difficult to determine the real impact on landfills based on weight rather than volume. By volume, this foam weighs

approximately 1.5 pounds per cubic foot, requiring 15,000 pounds to take up 10,000 cubic feet. By contrast, it would take 740,000 pounds of acrylic surfacing (another waste stream the company deals with) to fill the same volume. For Your Convenience intends to expand this project to collect expanded polystyrene foam from commercial locations throughout the state.

The Missouri Market Development Program Steering Committee, which includes staff from the Missouri Department of Natural Resources, Missouri Department of Economic Development, the Missouri Department of Agriculture, the Solid Waste Advisory Board, and the Authority, recommends funding this project in the amount of \$18,000 not to exceed 75% of the cost of the equipment. This funding recommendation was unanimous.

KT:ge

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Agenda Item #5C
MISSOURI MARKET DEVELOPMENT PROGRAM
FUNDING RECOMMENDATION FOR OZARK SHAVINGS COMPANY LLC

Issue:

Ozark Shavings Company LLC requested \$250,000 to purchase equipment costing \$952,000 that will enable the company to add three new product lines from waste wood materials.

Action Needed:

Consideration of the funding recommendations for the Ozark Shavings Company LLC project.

Staff Recommendation:

Staff recommends funding this project in the amount of \$250,000 not to exceed 50% of the cost of the equipment.

Staff Contact:

Kristin Tipton, Development Director

Background:

Ozark Shavings Company LLC, located in Licking, requested \$250,000 to purchase equipment costing \$952,000 that will enable the company to add three new product lines from waste wood materials.

Ozark Shavings Company has been manufacturing pine shavings for animal bedding, fence posts, and a by-product for cat litter for ten years. Bagged shavings manufactured by the company are retailed in Tractor Supply Company, Orscheln Farm & Home, and other stores all over North America.

The current chief executive officer of the company was asked by the owner to introduce new innovative manufacturing, purchasing, and marketing processes, and to assess scalability. The two men had worked together on the international level for the past 20 years in disaster recovery, construction, oilfields, and wood product sales. Ozark Shavings was not performing well financially and since the new chief executive officer came aboard in January, the company is now operating in the black. Through his assessment, he realized more could be done with the industry waste and has a goal to utilize the significant volume of different types of waste sawdust and wood pieces on the property and those that accumulate at the many sawmill operations in south central Missouri.

A feasibility study was completed for the company and it was determined that adding three new products – mulch, compost, and cedar bark – would be a good fit for the existing business. These end products can all be produced from waste material currently generated by the mills as well as the waste accumulated on site over the years.

The equipment requested will enable Ozark Shavings to quickly begin producing all three new products from both internal waste stockpiled on their own property, and from waste collected from other mills. There is no shortage of feedstock as the company's own yard is estimated to hold four to five years of production. Existing partnerships with big box stores, as well as partnerships with mulch and compost brokers, will provide for good access to markets for the new products.

Ozark Shavings Company LLC anticipates diverting 11,000 tons annually from the waste stream and creating four full-time and four part-time employee positions with this project.

The Missouri Market Development Program Steering Committee, which includes staff from the Missouri Department of Natural Resources, Missouri Department of Economic Development, the Missouri Department of Agriculture, the Solid Waste Advisory Board, and the Authority, recommends funding this project in the amount of \$250,000 not to exceed 50% of the cost of the equipment. This funding recommendation was unanimous.

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Agenda Item #5D
MISSOURI MARKET DEVELOPMENT PROGRAM
FUNDING RECOMMENDATION FOR NEW HORIZONS LAND AND WOOD PRODUCTS LLC

Issue:

New Horizons Land and Wood Products LLC requested \$250,000 to purchase equipment costing \$545,000 that will enable the company to reclaim land after cleared for logging and produce firewood and mulch from remaining tops and stumps.

Action Needed:

Consideration of the funding recommendations for the New Horizons Land and Wood Products LLC project.

Staff Recommendation:

Staff recommends not funding this project.

Staff Contact:

Kristin Tipton, Development Director

Background:

New Horizons Land and Wood Products LLC, located in Salem, requested \$250,000 to purchase equipment costing \$545,000 that will enable the company to reclaim land after cleared for logging and produce firewood and mulch from remaining tops and stumps.

The logging industry in south central Missouri has left thousands of acres in the area grown up in brush and littered with tree tops. New Horizons plans to restore value to land in Dent and surrounding counties by providing a land reclamation service to logging companies and land owners with the intent of increasing price per acre of reclaimed property. The company intends to produce mulch and firewood from tree tops and reduce stumps to below ground level.

New Horizons is a new company established by people experienced in land sales, wood product brokering, and land clearing. The application suggests that they also plan to clear personally owned land for resale with this project.

New Horizons Land and Wood Products LLC anticipates diverting 1,000 tons annually from the waste stream and creating 11 full time employee positions with this project.

While the Missouri Market Development Program focuses on landfill diversion, the program has often considered projects that utilize wood waste due to the severity of wood waste accumulation in the state. In this case, however, the committee did not feel like the project was a good fit for the program.

The Missouri Market Development Program Steering Committee, which includes staff from the Missouri Department of Natural Resources, Missouri Department of Economic Development, the Missouri Department of Agriculture, the Solid Waste Advisory Board, and the Authority, recommends not funding this project. This recommendation was unanimous.

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Agenda Item #5E
MISSOURI MARKET DEVELOPMENT PROGRAM
FUNDING RECOMMENDATION FOR REFAB

Issue:

Refab requested \$169,500 to purchase equipment costing \$296,620 that will enable the company to expand the production of finished products made from reclaimed materials.

Action Needed:

Consideration of the funding recommendations for the Refab project.

Staff Recommendation:

Staff recommends funding this project in the amount of \$169,500 not to exceed 75% of the cost of the equipment.

Staff Contact:

Kristin Tipton, Development Director

Background:

Refab, located in St. Louis, requested \$169,500 to purchase equipment costing \$296,620 that will enable the company to expand the production of finished products made from reclaimed materials.

Refab is a 501(c)(3) nonprofit organization founded in 2012 to address several community needs, including construction and demolition waste diversion, comprehensive deconstruction services, workforce development and the reuse of historic building materials. The mission is sustained by deconstructing buildings, training and reemploying community members, and refabricating materials for resale.

Refab Lab is a value-added workshop for the fabrication of building materials into highly marketable furniture and décor items. Over the previous year, the organization has developed a handful of products such as wooden accent walls, butcher blocks, tables and benches, and open shelving, for an anticipated September 2019 launch. The program has already become a major revenue stream with repeat customers preventing the organization from making enough floor displays for the launch.

The professional woodworking and metalworking equipment Refab is requesting will make for a cleaner, safer, and more productive workshop. The equipment will enable the organization

to add several new products, including flooring, restaurant tables and barn doors, all from old growth, rough-sawn lumber harvested from structures dating from the mid-1920's and earlier.

Refab anticipates diverting 100 additional tons annually from the waste stream and creating six to eight full time employee positions with this project.

The Missouri Market Development Program Steering Committee, which includes staff from the Missouri Department of Natural Resources, Missouri Department of Economic Development, the Missouri Department of Agriculture, the Solid Waste Advisory Board, and the Authority, recommends funding this project in the amount of \$169,500 not to exceed 75% of the cost of the equipment. This funding recommendation was unanimous.

The program "scoring" system provides for an applicant to be eligible for up to \$100,000 if they score 105 points and \$250,000 if they score 140 points. When we created this scoring system, we did not include a point requirement for something between those dollar amounts.

Refab's application scored 120 points. For the first time, the committee is recommending an award beyond the established eligibility amount due to several factors:

- Committee members' past experience and comfort level with the applicant
- The use of Construction and Demolition Waste, a program target for many years and for which we have received zero applications
- The applicant's critical role in the St. Louis city-wide deconstruction project, in which the EIERA is a partner; and
- The belief that the applicant's diversion tonnage estimate is likely very low and a higher number would have earned a higher score.

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Agenda Item #5F
MISSOURI MARKET DEVELOPMENT PROGRAM
CONSIDERATION OF THE MORA CONFERENCE SPONSORSHIP REQUEST

Issue:

The Missouri Recycling Association (MORA) is requesting a conference sponsorship from the Missouri Market Development Program.

Action Needed:

Consideration of the funding recommendation for MORA conference sponsorship.

Staff recommendation:

Staff recommends that the Board sponsor the MORA conference in the amount of \$2,500.

Staff Contact:

Kristin Tipton, Development Director

Background:

The 2019 Missouri Recycling Association Annual Conference will be at the Sheraton Westport Chalet Hotel in St. Louis, September 23-25. Staff is actively involved in helping to shape the conference agenda around a theme of "Recycle Responsibly - Back to the Basics."

Staff is requesting approval of a \$2,500 sponsorship for this event. Many of the Missouri Market Development Program's past and current participants will be presenting at, or attending the conference and the conference is a fantastic forum for these businesses to network with others in the industry. Staff feels that participating in the conference is a tremendous opportunity to help program participants share knowledge and grow their businesses.

For the past several years, the Market Development Program has sponsored the conference at the \$2,500 level. This year's event will feature a variety of national speakers and workshops that are very supportive of the Market Development Program mission and staff believes that our sponsorship will enable MORA to continue this work in the best manner possible.

A \$2,500 sponsorship includes registration for two people and an ad in the conference

program. Conference sponsors are also heavily promoted in conference materials.

The sponsorship would be drawn from the MMDP "Sponsorships" budget category which is \$10,000 for FY2019. To date, we have used \$1,000 from this budget category.

KT:ge

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Agenda Item #6B
MISSOURI BROWNFIELDS REVOLVING LOAN FUND
CONSIDERATION OF THE LAKE OF THE OZARKS COUNCIL OF LOCAL GOVERNMENTS PROJECT

Issue:

The Lake of the Ozarks Council of Local Governments has submitted a hazardous substance application to the MBRLF, requesting a \$50,000 subgrant to remediate contaminated soil on a vacant property in Iberia.

Action Needed:

Consideration of the funding recommendation for the Lake of the Ozarks Council of Local Governments project.

Staff recommendation:

Staff recommends that the Board approve a subgrant of up to \$75,000 for this project.

Staff Contact:

Kristin Tipton, Development Director

Background:

The Lake of the Ozarks Council of Local Governments (LOCOG) has submitted a hazardous substance application to the MBRLF, requesting a \$50,000 subgrant to remediate contaminated soil on a vacant property in Iberia.

The property, known as the Old Saw Shop property, was used as a garage and millinery shop in the early 1900's and as a saw equipment shop and pool hall in more recent years. The City of Iberia has owned the property since 2015 and transferred it to LOCOG for the purpose of applying to the MBRLF. The site is a vacant lot on a .5 acre parcel. A Phase II Environmental Assessment identified lead and arsenic in the soil at the site that exceed the Missouri Department of Natural Resources Default Target Levels.

Once the remediation is complete, the organization intends to transfer the property back to the City of Iberia and it will be used as green space for the community to enjoy.

An Analysis of Brownfield Cleanup Alternatives (ABCA) has already been performed on the site and this study estimates the preferred cleanup will cost \$31,900. There are additional costs, such as BVCP enrollment and oversight and the cost of a public meeting that were not contemplated in the ABCA. Staff also knows from experience that a cleanup cost estimate from over a year ago is likely to be higher when the project is bid, which is why the review

team is recommending more than the amount requested.

Staff reviewed the application and found the applicant and site to meet all eligibility criteria for the program. Site and applicant eligibility have been confirmed by EPA.

The MBRLF Review Team, consisting of staff from MDNR's Brownfield Voluntary Cleanup Program, the Department of Economic Development's Business and Community Services Program, the Department of Agriculture, and the Authority, reviewed the application and unanimously recommends that the Board approve a subgrant of up to \$75,000 for this project and that the site be closed via removal of the contamination rather than the use of institutional controls.

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Agenda Item #6C
MISSOURI BROWNFIELDS REVOLVING LOAN FUND
CONSIDERATION OF THE CHANGE OF CLEANUP PLAN FOR THE NEAR SOUTHSIDE EMPLOYMENT
COALITION PROJECT

Issue:

Cleanup costs for the Near Southside Employment Coalition project awarded in June of 2018 will exceed the award amount.

Action Needed:

Consideration of the change of cleanup plan for the Near Southside Employment Coalition project.

Staff recommendation:

Staff recommends that the Board approve using the existing award to enroll the property in MDNR's Long Term Stewardship Program.

Staff Contact:

Kristin Tipton, Development Director

Background:

In June of 2018, the EIERA awarded a petroleum subgrant in the amount of \$100,000 to the Near Southside Employment Coalition (NSEC), a Missouri not-for-profit corporation located in St. Louis.

An Analysis of Brownfield Cleanup Alternatives (ABCA) had been performed on the site and this study estimates that implementing institutional controls to close the site will cost \$31,700. The ABCA also indicates that closing the site through conventional excavation and removal techniques regarding the contaminated soil would cost approximately \$82,000. The lower cost alternative was recommended in the ABCA, however this would require the site to be enrolled in MDNR's Long Term Stewardship Program and would also restrict future use of the property. Full closure of the site through removal of the contamination, while more expensive, would ensure that the property was clean for residential use and would not require future monitoring by MDNR. The MRBLF Review Team and Staff recommended that MBRLF funds be used for full closure of the site. The EIERA board approved this project in June 2018.

The project was put out for bid in the fall of 2018 and while several contractors expressed interest, they also noted that additional work, such as removing city sidewalks and adding shoring would be required and they felt the cost of cleanup would be very high. This

additional work was not contemplated in the ABCA and therefore not considered by our Review Team. Only one bidder responded with an estimate of approximately \$250,000, which he indicated could be low based on some unknown factors.

As the maximum amount the MBRLF can grant is \$250,000, staff now recommends that MBRLF funds previously awarded be used to enroll the property in MDNR's Long Term Stewardship Program.

The MBRLF Review Team, consisting of staff from MDNR's Brownfield Voluntary Cleanup Program, the Department of Economic Development's Business and Community Services Program, the Department of Agriculture, unanimously recommends that the Board approve using the existing subgrant award to enroll the property in the Long Term Stewardship Program.

KT:ge

State Environmental Improvement and Energy Resources Authority
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Agenda Item #7
ADOPTION OF FISCAL YEAR 2020 BUDGETS

Issue:

Adoption of Fiscal Year 2020 Budgets to be in effect on July 1, 2019.

Action Needed:

Consideration and adoption of FY20 Budgets for the Authority, Market Development Program and Brownfields Revolving Loan Fund.

Staff recommendation:

Staff recommends that the attached budgets be adopted.

Staff Contact:

Joe Boland, Kristin Tipton and Mary Vaughan

Background:

Attached you will find information pertaining to the FY19 adopted budgets, the anticipated final FY19 expenditures and FY20 proposed budgets.

The proposed budgets are being presented for approval so we have an operating budget for the upcoming fiscal year. They are based upon a combination of FY18 and FY19 expenses. Staff anticipates returning to the Board at a later date to revise the Authority budget, if necessary, as we continue to make refinements during our transition to the State of Missouri Accounting System (SAM II) and as we return to MOSERS and Missouri Consolidate Health Care Plan (MCHCP).

Despite the re-entry into the benefits programs, the Authority Budget remains similar to that of FY19. Revenues are expected to remain stable. On the expense side, costs are generally in line with FY19 amounts. The commitment for matching funds for the Brownfields Revolving Loan Fund totals \$173,349.

The Market Development Budget revenues reflect the FY20 allocation of the Solid Waste Management Fund as well as those monies not expended in previous years. Some expenses have been adjusted upward, but overall they are not significantly different from FY19.

The Brownfields Budget, as in past years, reflects funds available under the remaining term of the grant rather than what we expect to expend in FY20.

MV:ge

Attachments

FY 2020 PROPOSED BUDGET

Attachment "A"

AUTHORITY

		FY19	FY19 Anticipated Actuals			FY20
Revenues/Reimbursements:		Budget	at year end 6/30/19	Variance		Proposed Budget
MMDP Reimbursement	\$	45,000	\$ 45,000	\$ -	\$	45,000
SRF Reimbursement	\$	140,000	\$ 137,488	\$ 2,512	\$	140,000
NRD Reimbursement	\$	9,500	\$ 6,440	\$ 3,060	\$	5,000
Application Fees	\$	-	\$ 2,500	\$ (2,500)	\$	2,500
Issuance fees	\$	60,000	\$ 92,638	\$ (32,638)	\$	50,000
Investment Income	\$	18,000	\$ 43,291	\$ (25,291)	\$	40,000
Misc. Income	\$	200	\$ 4,842	\$ (4,642)	\$	4,500
TOTAL REVENUES	\$	272,700	\$ 332,199	\$ (59,499)	\$	287,000
Expenses:						
Personal Services						
Per Diem	\$	500	\$ 200	\$ 300	\$	500
Office Salaries	\$	300,000	\$ 244,239	\$ 55,761	\$	300,000
Payroll Taxes & Fringe	\$	140,000	\$ 71,444	\$ 68,556	\$	120,000
Travel Expense Staff	\$	10,000	\$ 4,453	\$ 5,547	\$	7,500
Travel Expense Board	\$	800	\$ 500	\$ 300	\$	1,000
Total Personal Services	\$	451,300	\$ 320,836	\$ 130,464	\$	429,000
Professional Services						
Legal Fees & Exps (General)	\$	20,000	\$ 9,969	\$ 10,031	\$	14,000
Legal Fees & Exps (SRF Misc.)	\$	5,000	\$ 4,246	\$ 754	\$	5,000
Legal Fees & Exps (Other Projects)	\$	10,000	\$ -	\$ 10,000	\$	5,000
Accounting Fees	\$	8,000	\$ 5,962	\$ 2,038	\$	8,000
Audit Fees	\$	18,500	\$ 18,000	\$ 500	\$	19,000
Misc. Professional Fees	\$	35,000	\$ 36,627	\$ (1,627)	\$	40,000
Total Professional Services	\$	96,500	\$ 74,804	\$ 21,696	\$	91,000
Operating Expenses						
Equipment Maintenance	\$	500	\$ -	\$ 500	\$	500
Telephone & Ethernet	\$	7,500	\$ 5,808	\$ 1,692	\$	7,500
Office Supplies & Printing	\$	2,500	\$ 1,485	\$ 1,015	\$	2,500
Postage & Shipping	\$	1,000	\$ 1,099	\$ (99)	\$	1,200
Membership Dues	\$	4,000	\$ 3,450	\$ 550	\$	4,000
Conference Registration	\$	2,000	\$ 1,600	\$ 400	\$	2,000
Subscriptions	\$	200	\$ -	\$ 200	\$	-
Training	\$	1,500	\$ 280	\$ 1,220	\$	1,500
Board Meeting Expense	\$	500	\$ 223	\$ 277	\$	500
Misc & Administrative	\$	300	\$ 257	\$ 43	\$	300
Advertising	\$	2,500	\$ -	\$ 2,500	\$	2,500
Office Maintenance	\$	200	\$ -	\$ 200	\$	200
Rent	\$	36,000	\$ 33,210	\$ 2,790	\$	36,000
Insurance	\$	700	\$ 613	\$ 87	\$	700
Equipment Purchases	\$	1,000	\$ -	\$ 1,000	\$	1,000
Computer Purchases	\$	2,000	\$ 624	\$ 1,376	\$	2,000
Computer Software	\$	2,500	\$ 2,014	\$ 486	\$	2,500
Workers Comp Contingency	\$	4,500	\$ -	\$ 4,500	\$	4,500
NRD Direct Costs	\$	4,300	\$ 2,000	\$ 2,300	\$	3,000
Total Operating Expense	\$	73,700	\$ 52,663	\$ 21,037	\$	72,400
Project Assistance						
BRLF Match (Transfer Out)	\$	217,442	\$ 44,093	\$ 173,349	\$	173,349
Total Project Assistance	\$	217,442	\$ 44,093	\$ 173,349	\$	173,349
TOTAL EXPENSES	\$	838,942	\$ 492,396	\$ 346,546	\$	765,749
Net Increase (Decrease) in Funds		(\$566,242)	(\$160,197)			(\$478,749)

**FY 2020 Proposed Budget
Brownfields Revolving Loan Fund**

FY20 Revenues:	Estimated Grant Balance	Anticipated Loan Repayments	FY20 Proposed Budget
Federal Reimbursement	\$ 864,996	\$ -	\$ 864,996
EIERA Match	\$ 173,349	\$ -	\$ 173,349
Loan Repayments	\$ -	\$ 48,000	\$ 48,000
TOTAL REVENUES	\$ 1,038,345	\$ 48,000	\$ 1,086,345
Expenses:			
Office Salaries, Payroll Taxes & Fringe	\$ 213,357	\$ 30,000	\$ 243,357
Travel	\$ 16,246	\$ -	\$ 16,246
Supplies	\$ 1,100	\$ -	\$ 1,100
Contractual	\$ 112,773	\$ 5,000	\$ 117,773
Grant/Loans	\$ 694,869	\$ 13,000	\$ 707,869
TOTAL EXPENSES	\$ 1,038,345	\$ 48,000	\$ 1,086,345

FY 2019 Budget to Actual

Revenues:	FY19 Budget	FY19 Anticipated Actuals at year end 6/30/19
Federal Reimbursement	\$ 1,086,950	\$ 221,954
EIERA Match	\$ 217,442	\$ 44,093
Loan Repayments	\$ 48,000	\$ 69,855
TOTAL REVENUES	\$ 1,352,392	\$ 335,901
Expenses:		
Office Salaries, Payroll Taxes & Fringe	\$ 277,280	\$ 35,024
Travel	\$ 16,918	\$ 795
Supplies	\$ 1,100	\$ -
Contractual	\$ 140,287	\$ 20,419
Grant/Loans	\$ 916,807	\$ 209,809
TOTAL EXPENSES	\$ 1,352,392	\$ 266,047

FY 2020 Proposed Budget
Missouri Market Development Program

	FY19 Budget	FY19 Anticipated Actuals at year end 6/30/19	Variance	FY20 Proposed Budget
Revenues:				
Solid Waste Management Fund	\$ 1,756,816	\$ 209,992	\$ 1,546,824	\$ 2,346,824
Investment Income	\$ -	\$ 160	\$ (160)	\$ -
TOTAL REVENUES	\$ 1,756,816	\$ 210,152	\$ 1,546,664	\$ 2,346,824
Expenses:				
Administrative				
Program Salary/Fringe	\$ 80,000	\$ 21,397	\$ 58,603	\$ 80,000
Travel	\$ 1,000	\$ -	\$ 1,000	\$ 1,000
Legal Expenses & Fees	\$ 1,000	\$ 258	\$ 742	\$ 1,000
Accounting Fees	\$ 2,500	\$ 2,200	\$ 300	\$ 2,500
Membership Fees	\$ 1,500	\$ 1,323	\$ 177	\$ 1,500
Conference/Registration Fees	\$ 1,500	\$ 360	\$ 1,140	\$ 1,500
Sponsorships	\$ 10,000	\$ 500	\$ 9,500	\$ 10,000
EIERA Costs	\$ 45,000	\$ 45,000	\$ -	\$ 45,000
Direct Costs	\$ 3,000	\$ 2,657	\$ 343	\$ 5,000
Training	\$ -	\$ -	\$ -	\$ -
Total Administrative	\$ 145,500	\$ 73,695	\$ 71,805	\$ 147,500
Business Assistance				
Travel	\$ 1,500	\$ 1,299	\$ 201	\$ 1,800
Legal Expenses & Fees	\$ 15,000	\$ 8,190	\$ 6,810	\$ 15,000
Promos/Publication Design & Production	\$ -	\$ -	\$ -	\$ -
Miscellaneous Expense	\$ -	\$ -	\$ -	\$ -
Direct Financial Assistance	\$ 1,046,175	\$ -	\$ 1,046,175	\$ 1,100,713
Direct Financial Assistance-Encumbered	\$ 498,641	\$ 126,808	\$ 371,833	\$ 981,811
Business Initiatives	\$ 50,000	\$ -	\$ 50,000	\$ 100,000
Total Business Assistance	\$ 1,611,316	\$ 136,297	\$ 1,475,019	\$ 2,199,324
TOTAL EXPENSES	\$ 1,756,816	\$ 209,992	\$ 1,546,824	\$ 2,346,824