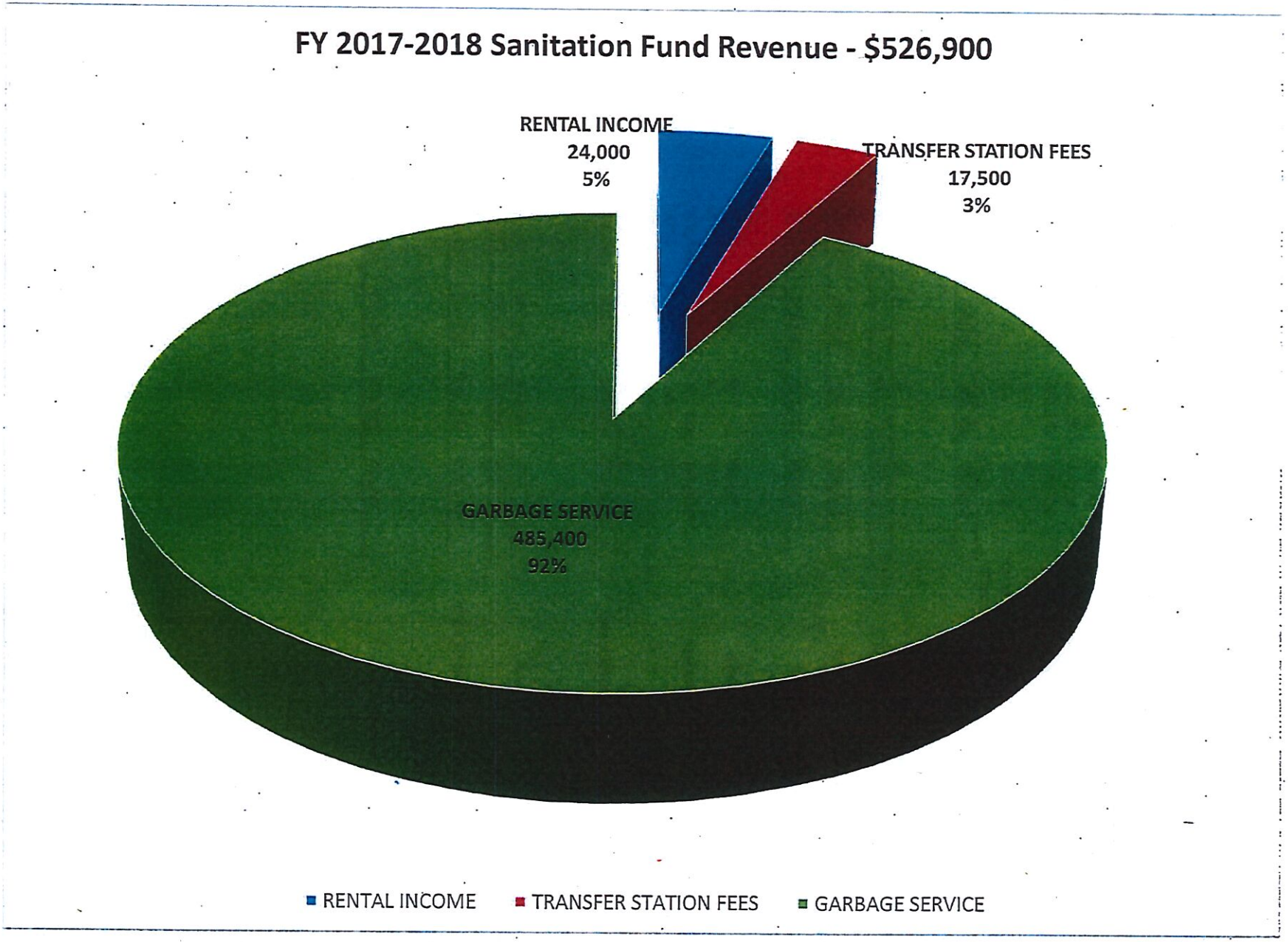
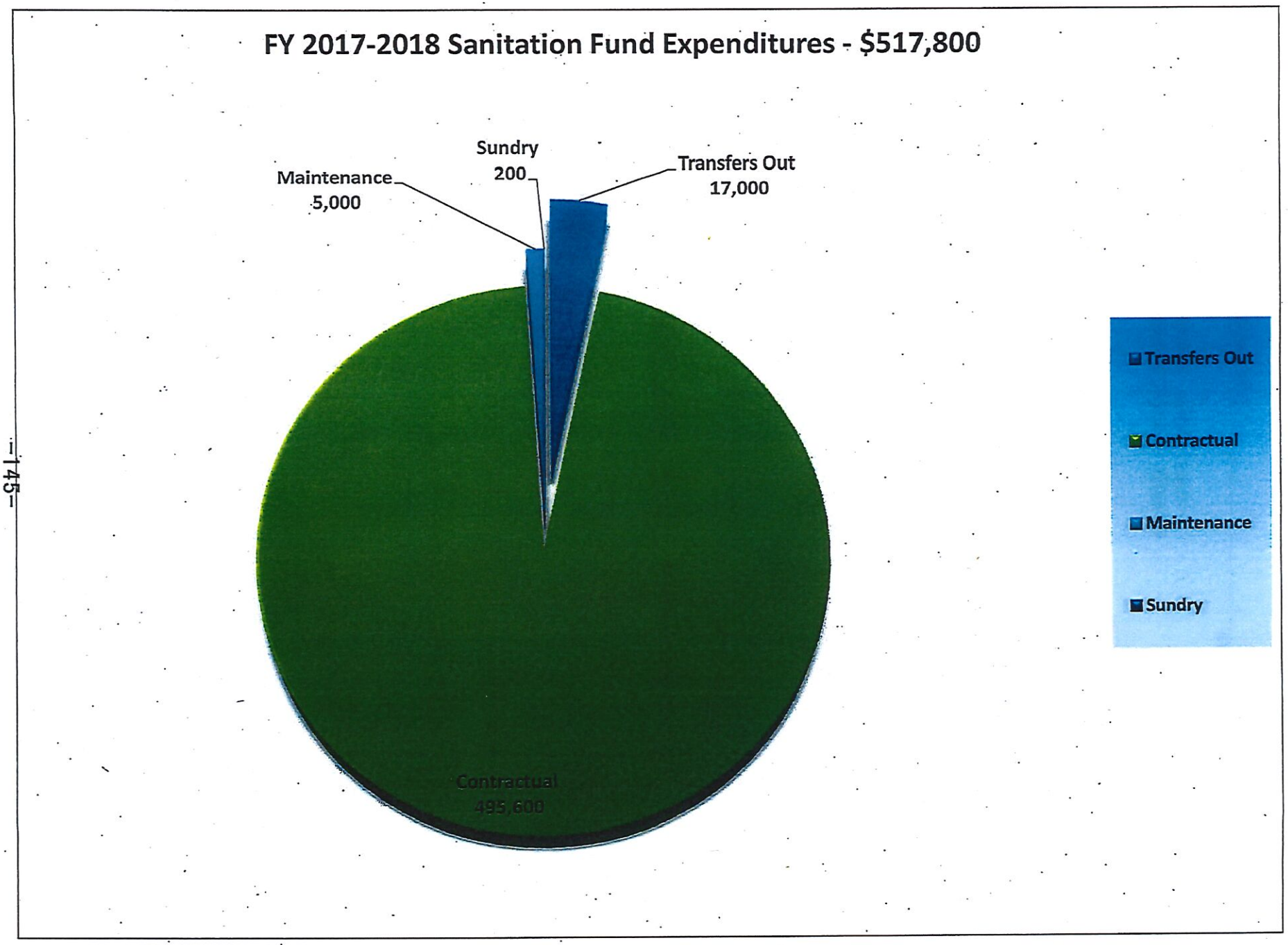
CITY OF CANTON SUMMARY OF RECEIPTS AND EXPENDITURES

Sanitation Fund 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Beginning Cash Balance	204,923	196,179	194,225	185,073
Receipts				
Rent	24,000	24,000	24,000	24,000
Transfer Station Fees	44,947	60,000	18,865	17,500
Garbage Service/Extra Pick-ups	467,506	470,000	510,128	485,400
Fees from First Monday	0	0	0	0
Insurance/ Other Reimbursemen	10,165	0	0	0
Proceeds from Sale of Property	308	0	0	0
Total Receipts	546,926	554,000	552,993	526,900
Transfers In				
Transfers	50	0	0	0
Total Transfers In	50	0	0	0
TOTAL CURRENT RECEIPTS	546,976	554,000	552,993	526,900
TOTAL FUNDS AVAILABLE	751,899	750,179	747,219	711,973
Expenditures				
Salaries & Benefits	42,585	0	4,166	0
Supplies	717	0	0	0
Contractual Services	496,978	437,100	467,386	495,600
Maintenance	15,455	5,000	1,670	5,000
Sundry	142	200	35	200
Capital Outlay	0	0	0	0
Total Sanitation Department Expend.	555,878	442,300	473,257	500,800
Transfers Out				
To General Fund	1,795	100,000	88,889	17,000
Total Transfers Out	1,795	100,000	88,889	17,000
TOTAL CURRENT EXPENDITURES	557,673	542,300	562,146	517,800
GAAP Adjustment				
Ending Cash Balance	194,225	207,879	185,073	194,173


FY 2017-2018 Sanitation Fund Revenue - $526,900
RENTAL INCOME
24,000
5%
TRANSFER STATION FEES
17,500
3%
GARBAGE SERVICE
485,400
92%
RENTAL INCOME
TRANSFER STATION FEES
GARBAGE SERVICE


FY 2017-2018 Sanitation Fund Expenditures - $517,800
Sundry
200
Maintenance
5,000
Transfers Out
17,000
Contractual
495,600
Transfers Out
Contractual
Maintenance
Sundry

CITY OF CANTON — FUND REVENUES BY SOURCE

Sanitation Fund 2017-2018

Receipts		Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Rental Income						
4041	Transfer Station Rent	24,000	24,000	24,000	24,000	0%
		24,000	24,000	24,000	24,000	0%
Charge for Service						
4510	Transfer Station Fees	44,947	60,000	18,865	17,500	-71%
4520	Garbage Service/Extra Lifts	467,506	470,000	510,128	485,400	3%
4530	Fees from First Monday	0	0	0	0	0%
	Total	512,453	530,000	528,993	502,900	-5%
Proceeds from Sale of Assets						
4002	Proceeds from Sale of Property	308	0	0	0	0%
	Total	308	0	0	0	0%
Miscellaneous Revenues						
4028	Insurance/ Other Reimb	10,165	0	0	0	0%
	Total	10,165	0	0	0	0%
Transfers In						
4100	Transfers	50	0	0	0	0%
	Total	50	0	0	0	0%
	TOTAL CURRENT RECEIPTS	**546,976**	**554,000**	**552,993**	**526,900**	**-5%**

CITY OF CANTON

DEPARTMENTAL EXPENDITURES SUMMARY

Sanitation Fund 2017-2018

Department	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Fund Transfers	1,795	100,000	88,889	17,000	-83%
Sanitation Department	555,878	442,300	473,257	500,800	13%
Total Sanitation Fund	**557,673**	**542,300**	**562,146**	**517,800**	**-5%**

Sanitation Fund Transfers 2017-2018

Fund Expenditures				Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Change
Fund Transfers								
6	000	5600	Intergovernmental Expense	0	0	0	0	0%
6	000	5695	To General Fund	0	100,000	88,889	17,000	-83%
6	000	9000	Depreciation Expense	1,795	0	0	0	100%
			TOTAL EXPENDITURES	1,795	100,000	88,889	17,000	100%

CITY OF CANTON — DEPARTMENTAL EXPENDITURES SUMMARY

Sanitation Department 2017-2018

Expenditures	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Salaries & Benefits	42,585	0	4,166	0	0%
Contractual Services	496,978	437,100	467,386	495,600	13%
Maintenance	15,455	5,000	1,670	5,000	0%
Sundry	142	200	35	200	0%
Capital Outlay	0	0	0	0	0%
TOTAL EXPENDITURES	555,878	442,300	473,257	500,800	13%.

CITY OF CANTON — DEPARTMENTAL EXPENDITURES DETAIL

Sanitation 2017-2018

Expenditure				Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Change
Salaries & Benefits								
6	775	5020	Skilled Labor	22,412	0	-1,126	0	0%
6	775	5026	Skilled Labor Overtime	4,954	0	0	0	0%
6	775	5040	FICA	2,415	0	0	0	0%
6	775	5060	TWC Taxes	882	0	5,292	0	0%
6	775	5050	Retirement	5,280	0	0	0	0%
6	775	5230	Health Insurance	6,541	0	0	0	0%
6	775	5233	Life/Disability Ins.	100	0	0	0	0%
			Total	42,585	0	4,166	0	0%
Contractual								
6	775	5210	Communications	973	0	0	0	
6	775	5220	Insurance-Property	2,692	1,600	454	1,600	0%
6	775	5225	Workers' Comp Insurance	1,855	0	0	0	
6	775	5240	Utilities	1,957	0	0	0	
6	775	5283	Garbage Service	459,247	410,000	444,546	470,000	15%
6	775	5284	Transfer Station	28,630	23,000	21,714	23,000	0%
6	775	5286	Recycling	974	1,000	672	1,000	0%
6	775	5290	Schools & Training	650	750	0	0	-100%
6	775	5296	Travel & Meals	0	750	0	0	-100%
			Total	496,978	437,100	467,386	495,600	13%
Maintenance								
6	775	5301	Buildings & Grounds Maint.	14,390	5,000	1,670	5,000	0%
6	775	5330	Tools & Equipment Maint.	1,065	0	0	0	0%
			Total	15,455	5,000	1,670	5,000	0%
Sundry								
6	775	5435	Returned Checks	40	100	0	100	0%
6	775	5439	Employee/Citizen Recog.	102	100	35	100	0%
			Total	142	200	35	200	0%
			TOTAL EXPENDITURES	555,878	442,300	473,257	500,800	13%
			TOTAL SANITATION FUND E	557,673	542,300	562,146	517,800	-5%

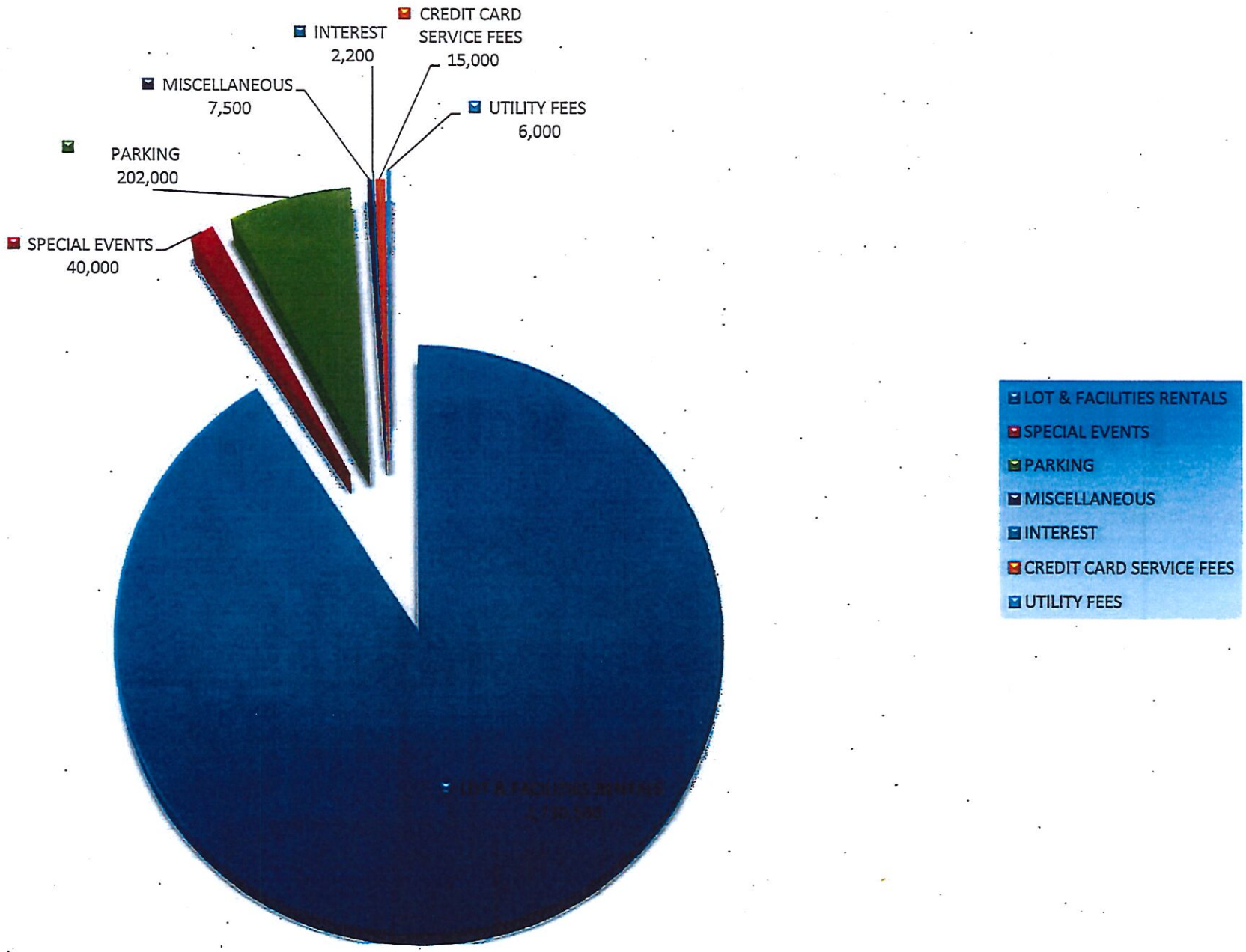
CITY OF CANTON

SUMMARY OF RECEIPTS AND EXPENDITURES

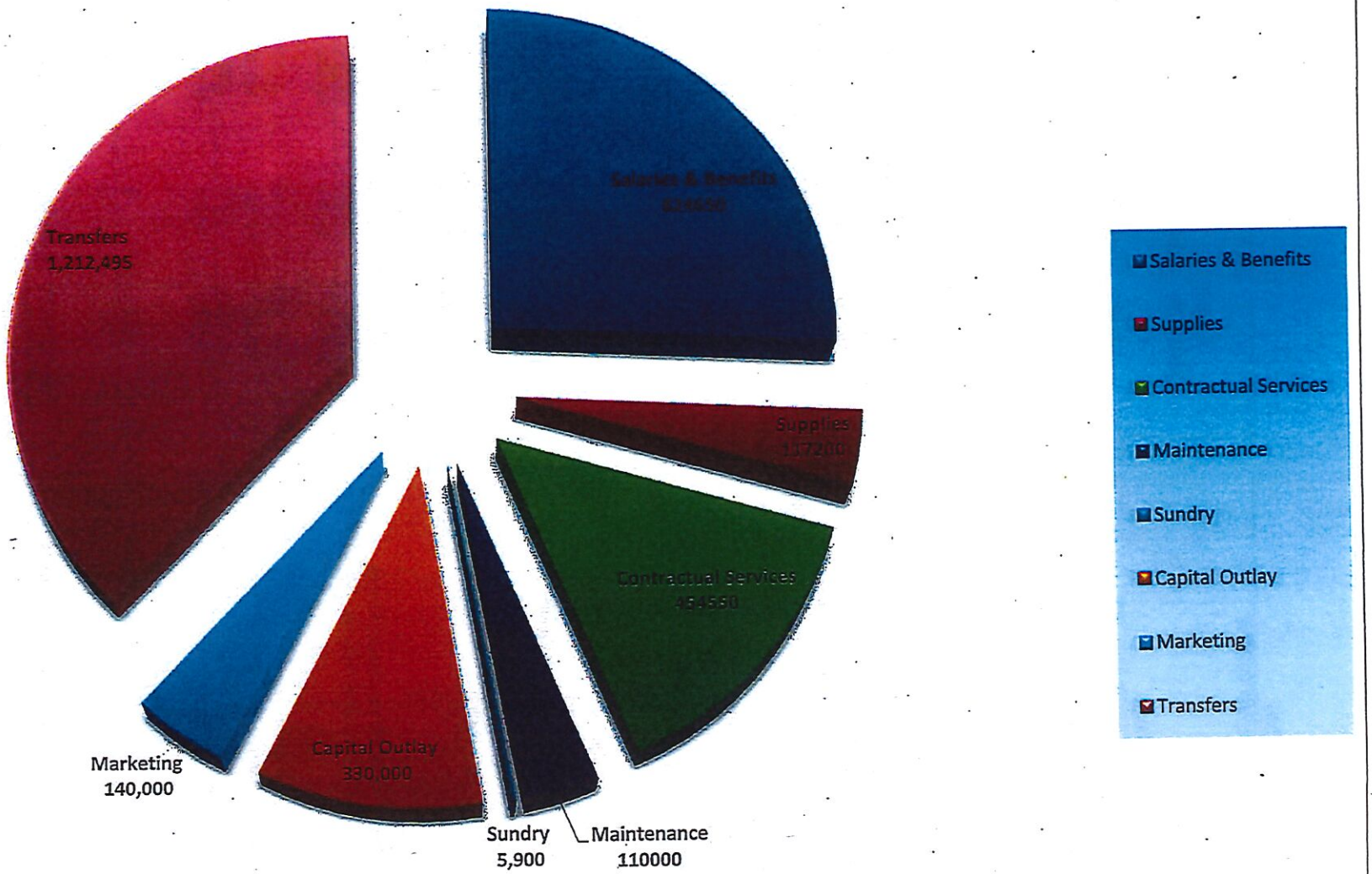
First Monday Fund 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Beginning Cash Balance	1,437,099	1,440,933	1,440,933	1,440,933
Receipts				
Rental Income	2,746,317	2,711,720	2,760,829	2,730,500
Special Events	36,786	56,000	52,500	40,000
Charges for Service	265,027	229,000	239,292	223,000
Proceeds from Sale of Property	382	0	0	0
Miscellaneous	16,459	16,200	12,110	9,700
TOTAL CURRENT RECEIPTS	3,064,971	3,012,920	3,064,730	3,003,200
TOTAL FUNDS AVAILABLE	4,502,070	4,453,853	4,505,664	4,444,133
Expenditures				
Salaries & Benefits	772,764	762,250	705,817	824,650
Supplies	96,199	112,500	91,136	117,200
Contractual Services	424,964	370,600	412,519	454,550
Maintenance	153,009	121,000	101,550	110,000
Sundry	314,125	5,900	4,553	5,900
Capital Outlay	15,765	95,000	90,000	330,000
Debt Service Expenditures	11,946	0	0	0
Total Expenditures	1,788,773	1,467,250	1,405,575	1,842,300
Intergovernmental Expense				
Intergovernmental Expense		0	0	0
Transfer to CEDC for Marketing	40,000	40,000	40,000	140,000
Total Intergovernmental Expense	40,000	40,000	40,000	140,000
Transfers Out				
To Wastewater for Capital Imp.	55,000	155,000	155,000	120,000
To Water for Capital Imp.	300,000	340,000	340,000	160,795
To General Fund for Capital Imp.	460,000	425,000	425,000	293,000
To Debt Service for First Monday	0	0	0	1,700
To Debt Service for Wastewater	86,870	87,315	86,870	70,000
To Debt Service for Water	145,825	146,565	145,825	154,000
To Debt Service for Gen Fund	0	0	0	0
To General Fund for 380 Agreement	0	0	0	0
To General Fund	227,000	340,000	340,000	378,000
To Equipment Replacement Fund	0	0	0	0
To Debt Service	-42,331	0	147,713	0
Total Transfers Out	1,232,364	1,493,880	1,640,408	1,177,495
TOTAL CURRENT EXPENDITURES	3,061,136	3,001,130	3,085,983	3,159,795
GAAP Adjustment	181,754			
Ending Cash Balance	1,440,933	1,452,723	1,419,680	1,284,338

FY 2017-2018 First Monday Revenue- $3,003,200



FY 2017-2018 First Monday Fund Expenditures $3,194,795



CITY OF CANTON — FUND REVENUES BY SOURCE

First Monday Fund 2017-2018

updated 7/12/17

Receipts		Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
First Monday Rental Income						
4210	Reserved Outdoor Lots	909,663	905,000	894,087	885,000	-2%
4211	Dry Creek Landing	86,860	77,520	72,387	74,000	-5%
4215	Trade Centers	800,086	810,000	855,523	850,000	5%
4217	Individual Building Leases	54,790	62,700	14,388	65,000	4%
4220	Log Cabin Area Lots	343,597	335,000	333,587	335,000	0%
4221	Log Cabin Area Reserved Lots	0	0	850	0	0
4223	Civic Center Café	0	0	25	0	0
4224	Table/Chair Rentals	15,066	13,000	70,113	14,000	8%
4225	Civic Center	239,123	240,000	229,679	230,000	-4%
4240	Hill Parking	10,725	10,000	10,360	10,000	0%
4243	RV Sites	266,466	240,000	262,870	250,000	4%
4245	On-Grounds Parking	15,120	14,000	14,160	14,000	0%
4251	Sr. Citizens Building Rent	4,822	4,500	2,800	3,500	-22%
	Total	2,746,317	2,711,720	2,760,829	2,730,500	1%
Special Events Receipts						
4250	Civic Center-Special Events	31,361	35,000	27,500	35,000	0%
4270	First Monday Special Events	5,425	21,000	25,000	5,000	-76%
4217	Western Swing	0	0	0	0	
	Total	36,786	56,000	52,500	40,000	-29%
Charge for Services						
4227	Credit Card Service Fees	18,732	14,000	20,125	15,000	7%
4230	Utility Fees	7,950	7,000	5,837	6,000	-14%
4239	Sr Citizens Bldg Parking	71,131	60,000	72,284	65,000	8%
4241	FM 859 Parking	93,162	80,000	83,245	80,000	0%
4244	Hwy 64 Parking	48,370	46,000	34,750	35,000	-24%
4246	VIP Parking	25,681	22,000	23,051	22,000	0%
	Total	265,027	229,000	239,292	223,000	-3%
Special Events						
4250	Civic Center-Special Events	35,000	27,446	27,500	35,000	28%
4270	First Monday Grounds - Special Event	21,000	24,966	25,000	5,000	-80%
		56,000	52,412	52,500	40,000	
Miscellaneous						
4260	Miscellaneous	0	0		7,500	100%
4285	Interest	14,286	15,000	9,118	2,200	-85%
4050	Interest	2,173	1,200	2,991	0	
	Total	16,459	16,200	12,110	9,700	-40%
Proceeds from Sale of Assets						
4002	Proceeds from Sale of Property	382	0	0	0	0%
	Total	382	0	0	0	0%
	TOTAL CURRENT RECEIPTS	**3,064,971**	**3,012,920**	**3,064,730**	**3,003,200**	**0%**

CITY OF CANTON

DEPARTMENTAL EXPENDITURES SUMMARY

First Monday Fund 2017-2018

Department	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Intergovernmental Transfer	40,000	40,000	40,000	140,000	100%
Fund Transfer's	1,232,364	1,493,880	1,640,408	1,243,795	-17%
First Monday Department	1,788,773	1,467,250	1,405,575	1,842,300	26%
Total First Mo	**3,061,136**	**3,001,130**	**3,085,983**	**3,226,095**	**7%**

First Monday Fund Transfers 2017-2018

Fund Expenditures				Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Change
Intergovernmental Expense								
3 '000	5600	Intergovernmental Expense			0	0	0	0%
3 '000	5701	Transfer to CEDC		40,000	40,000	40,000	140,000	250%
			Total	40,000	40,000	40,000	140,000	250%
Fund Transfers								
3 '000	5673	To Wastewater for Cap Imp		55,000	155,000	155,000	120,000	-23%
3 '000	5674	To Water for Cap Imp		300,000	340,000	340,000	160,795	-53%
3 '000	5675	To Gen Fund for Cap Imp		460,000	425,000	425,000	293,000	-31%
3 '000	5682	To Debt Svc for 1st Mon.		0	0	0	1,700	100%
3 '000	5683	To Debt Svc for Wastewtr		86,870	87,315	86,870	70,000	-20%
3 '000	5684	To Debt Svc for Water		145,825	146,565	145,825	154,000	5%
3 '000	5686	To Gen Fund for Chap 380		0	0	0	0	0%
3 '000	5687	To Debt Svc for Streets					66,300	100%
3 '000	5695	To General Fund		227,000	340,000	340,000	378,000	11%
3 '000	5699	To Equip. Repl.Fund		0	0	0	0	0%
3 '000	5700	Transfer		(42,331)	0	147,713		0%
			Total	1,232,364	1,493,880	1,640,408	1,243,795	-17%
		TOTAL EXPENDITURES		1,272,364	1,533,880	1,680,408	1,383,795	-10%

CITY OF CANTON

DEPARTMENTAL EXPENDITURES SUMMARY

First Monday Department 2017-2018

Expenditures	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Salaries & Benefits	772,764	762,250	705,817	824,650	8%
Supplies	96,199	112,500	91,136	117,200	4%
Contractual Services	424,964	370,600	412,519	454,550	23%
Maintenance	153,009	121,000	101,550	110,000	-9%
Sundry	314,125	5,900	4,553	5,900	0%
Capital Outlay	15,765	95,000	90,000	330,000	247%
Debt Service Expenditures	11,946	0	0	0	0%
TOTAL EXPENDITURES	**1,788,773**	**1,467,250**	**1,405,575**	**1,842,300**	**26%**

Expenditure				2015-2016	Actual 2016-2017	Budget 2016-2017	Estimated 2017-2018	Proposed Change
Salaries & Benefits								
3	800	5010	Supervision	92,875	97,500	96,897	52,000	-47%
3	800	5016	Supervision Overtime	2,148	8,250	1,634	8,650	5%
3	800	5020	Skilled Labor	174,637	184,000	132,109	229,000	24%
3	800	5026	Skilled Labor Overtime	5,190	4,500	8,790	8,900	98%
3	800	5030	Part-time Labor	18,167	22,280	20,852	21,000	-6%
3	800	5036	Part-time Labor Overtime	0	0	0	0	0%
3	800	5031	First Monday Payroll	279,352	281,000	268,800	314,000	12%
3	800	5034	EDC/ Main St Special Events Labor	1,204	500	360	0	-100%
3	800	5035	Contract Labor	23,321	19,740	23,000	26,000	32%
3	800	5040	FICA	42,957	25,000	42,333	53,000	112%
3	800	5050	Retirement	58,418	43,380	41,439	42,000	-3%
3	800	5230	Health Insurance	73,062	74,000	67,658	68,000	-8%
3	800	5233	Life/ Disability Insurance	1,433	2,100	1,944	2,100	0%
3	800	5060	TWC	0	0		0	0%
			Total	772,764	762,250	705,817	824,650	8%
Supplies								
3	800	5110	Office Supplies	7,190	7,500	4,786	7,500	0%
3	800	5111	Postage & Shipping	2,562	4,000	3,472	4,000	0%
3	800	5112	Office Kitchen and Office Restroom Supplies	0	0	0	1,500	100%
3	800	5120	Wearing Apparel	5,621	6,000	2,015	6,000	0%
3	800	5130	Motor Vehicle Supplies	21,017	20,000	16,683	20,000	0%
3	800	5131	Equipment Supplies	3,234	10,000	5,192	7,000	-30%
3	800	5135	Motor Vehicle Inspection & Registration	0	0		700	100%
3	800	5140	Equipment Supplies and Tools	3,637	8,000	1,725	5,000	-38%
3	800	5141	Office Equipment/Furnish	3,688	4,000	12,682	4,000	0%
3	800	5150	Other Supplies	2,617	3,000	2,711	1,500	-50%
3	800	5153	Chemicals	0	0	0	5,000	100%
3	800	5156	Building Supplies	46,633	50,000	41,870	55,000	10%
			Total	96,199	112,500	91,136	117,200	4%
Contractual								
3	800	5210	Communications	20,795	20,000	24,501	23,500	18%
3	800	5220	Insurance-Liab E&O Prop	12,559	16,500	14,550	19,800	20%
3	800	5222	Auto Insurance	2,811	3,100	3,650	4,500	45%
3	800	5225	Workers' Comp Insurance	9,531	12,000	13,600	17,300	44%
3	800	5234	Health & Wellness	0	1,000	0	1,000	0%
3	800	5240	Utilities	208,685	135,000	188,099	190,000	41%
3	800	5255	Legal Fees	0	0	0	0	0%
3	800	5256	Professional Fees	1,212	1,000	5,000	2,500	150%
3	800	5257	Credit Card Fees	13,069	12,000	11,320	13,500	13%
3	800	5264	Security Alarm Monitoring	0	0	0	250	100%
3	800	5267	Contracted Parkers	24,123	23,000	21,097	22,000	-4%
3	800	5268	Special Events	13,149	15,000	19,265	15,000	0%

Expenditure				Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Change
Contractual continued								
3	800	5272	Scholarships	5,000	8,000	6,000	8,000	0%
3	800	5275	Publications / Advertising	26,202	30,000	10,688	30,000	0%
3	800	5280	Rent / Lease	60,000	60,000	60,000	66,000	10%
3	800	5283	Garbage Svc / Extra Lifts	24,660	30,000	32,945	38,000	27%
3	800	5290	Schools & Training	1,162	2,000	39	1,200	-40%
3	800	5296	Travel & Meals	2,008	2,000	1,767	2,000	0%
			Total	424,964	370,600	412,519	454,550	23%
Maintenance								
3	800	5301	Buildings & Grounds Maint.	113,113	75,000	71,536	73,000	-3%
3	800	5320	Motor Vehicle Maint.	3,627	10,000	4,758	5,000	-50%
3	800	5330	Tools & Equipment Maint.	12,474	14,000	5,259	10,000	-29%
3	800	5345	Office Equipment Maint.	23,796	22,000	19,997	22,000	0%
			Total	153,009	121,000	101,550	110,000	-9%
Sundry								
3	800	5432	Cash Over / Short	470	200	307	200	0%
3	800	5435	Returned Checks	342	200	-70	200	0%
3	800	5439	Employee/Citizen Recog.	1,344	2,000	1,317	2,000	0%
3	800	5440	Miscellaneous	3,000	3,000	3,000	3,000	0%
3	800	5443	Storm Damage	0	0	0	0	0%
3	800	5442	Refunds	313	500	0	500	0%
3	800	9000	Depreciation Expense	308,657		0	0	0%
			Total	314,125	5,900	4,553	5,900	0%
Capital								
3	800	5501	Building & Grounds	15,765	90,000	90,000	285,000	217%
3	800	5520	Motor Vehicle Capital Exp	0	0	0	25,000	100%
3	800	5530	Equipment	0	5,000	5,000	20,000	100%
3	800	5545	Office Equipment	0	0	0	0	0%
3	800	5550	Land/Building Purchase	0	0	-5,000	0	0%
			Total	15,765	95,000	90,000	330,000	247%
Debt Service Expenditures								
3	800	5611	CO Interest	11,946	0	0	0	0
			Total	11,946	0	0	0	0
			TOTAL EXPENDITURES	1,788,773	1,467,250	1,405,575	1,842,300	26%
TOTAL 1st MONDAY FUND EXPEND.				3,061,136	3,001,130	3,085,983	3,226,095	7%

FIRST MONDAY TRADE DAYS

CITY OF CANTON — SUMMARY OF RECEIPTS AND EXPENDITURES

Capital Improvement Fund 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Beginning Cash Balance	249,073	-661,240	-661,240	1,577,013
Receipts				
2010 Utility Revenue Bond Proceeds	0	1,000	0	0
2011 CO for Water Tower	13	0	0	0
2014 Combination CO	2,092	200	867	0
2016 CO for Streets	0	3,000,000	3,000,000	2,500,000
Transfers	339,482	0	12,122	0
TOTAL CURRENT RECEIPTS	341,587	3,001,200	3,012,989	2,500,000
TOTAL FUNDS AVAILABLE	590,660	2,339,960	2,351,749	4,077,013
Expenditures				
Street Improvements	0	0	0	0
Water Line Improvements	119,039	0	0	0
Water Tower	86,515	0	0	0
City Hall	755,109	231,000	224,100	0
Capital Streets Improvements	0	3,000,000	500,000	2,500,000
Historic Water Tower Painting	154,265	0	261	0
Cell Tower	130,263	0	0	0
Debt Issuance Costs	0	54,000	50,375	0
Total Expenditures	1,245,191	3,285,000	774,736	2,500,000
Transfers Out				
To Water for Capital Imp		0	0	0
Total	0	0	0	0
Other Disbursement Expenditures				
Intergovernmental Expense	6,709	0	0	0
Total	6,709	0	0	0
TOTAL CURRENT EXPENDITURES	1,251,900	3,285,000	774,736	2,500,000
Audit Adjustment	0			
Ending Cash Balance	-661,240	-945,040	1,577,013	1,577,013

CITY OF CANTON — FUND REVENUES BY SOURCE

Capital Improvement Fund 2017-2018

Receipts	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Transfers					
4100 Transfers	339,482	0	12,122	0	0%
Total	339,482	0	12,122	0	0%
Limited Tax Notes					
4050 Series 2015 CO Interest	2,092	200	867	0	-100%
4610 Series 2015 for New City Hall	0	0	0	0	0%
4611 Series	0	0	0	0	0%
4612 Series 2015 for Water Tower Painting	0	0	0	0	0%
4613 Series 2015 for Water Tower Painting	0	0	0	0	0%
	2,092	200	867	0	100%
Certificates of Obligation					
7 920 4050 Series 2011 CO Interest	13	0	0	0	0%
7 920 4611 Series 2011 for Water Tower	0	0	0	0	0%
Total	13	0	0	0	0
Certificates of Obligation					
7 919 4050 Series 2016 CO Interest	0	3,000,000	3,000,000	2,500,000	-17%
7 919 4610 Series 2016 CO for Streets Improv.	0	0	0	0	0%
Total	0	3,000,000	3,000,000	2,500,000	0%
Utility System Revenue Bonds					
7 918 4050 Series 2016 Interest	0	1,000	0	0	0%
4100 Transfers	0	0	0	0	0%
7 918 4611 Series 2010 for Well/Chm Bldg	0	0	0	0	0%
Total	0	1,000	0	0	100%
TOTAL CURRENT RECEIPTS	**341,587**	**3,001,200**	**3,012,989**	**2,500,000**	**100%**

CITY OF CANTON — DEPARTMENTAL EXPENDITURES SUMMARY

Capital Improvement Fund 2017-2018

Expenditures	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Transfers					
Trans. to Water Fund for Cap. Imp		0	0	0	0%
Other Disbursement Expenditures					
Intergovernmental Expense	6,709	0	0	0	0%
Series 2014 C.O.					
City Hall	755,109	231,000	224,100	0	-100%
Streets Improvements	0	0	0	0	0%
Water Tower Painting	154,265	0	261	0	0%
Cell Tower	130,263	0	0	0	0%
Series 2011 C.O.					
Water Tower	86,515	0	0	0	0%
Water System Improvements	119,039	0	0	0	0%
Series 2017 C.O.					
2016 Capital Streets Improvements	0	3,000,000	500,000	2,500,000	-17%
Debt Service Expenditures					
Debt Issuance Cost	0	54,000	50,375	0	-100%
TOTAL EXPENDITURES	**1,251,900**	**3,285,000**	**774,736**	**2,500,000**	**-24%**

CITY OF CANTON — DEPARTMENTAL EXPENDITURES DETAIL

Capital Improvement Fund 2017-2018

Expenditures				Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Change
Transfers								
7	000	5674	Transfer to Water Fund for Capital Imp		0	0	0	0%
7	000	5700	Transfers	237,544	0	35,100	0	0%
			Total	237,544	0	35,100	0	0%
Other Disbursement Expenditures								
7	750	5600	Intergovernmental Expense	6,709	0	0	0	0
			Total	6,709	0	0	0	0
Certificates of Obligation, 2011 Series for Water Tower								
7	920	5526	Water Tower	86,515	0	0	0	0%
7	920	5514	Water System Improv.	119,039	0	0	0	0%
			Total	205,554	0	0	0	0%
Certificates of Obligation, 2014 Series								
7	921	5501	City Hall	755,109	231,000	224,100	0	-100%
7	921	5550	Streets-Sides Circle	0	0	0	0	0%
7	921	5526	Water Tower Painting	154,265	0	261	0	0%
7	921	5541	New City Hall-Furniture/Interior	0	100,000	37,690	0	0%
7	921	5555	Cell Tower	130,263	0	0	0	0%
				1,039,637	331,000	262,051	0	-100%
2016 Series for Streets Improvements								
7	922	5510	Capital Streets Improvements	0	3,000,000	500,000	2,500,000	100%
			Total	0	3,000,000	500,000	2,500,000	100%
Debt Service Expenditures								
7	921	5630	Debt Issuance Costs	0	54,000	50,375	0	0%
			Total	0	54,000	50,375	0	0%
TOTAL CAPITAL FUND EXPENDITURES				**1,489,444**	**3,385,000**	**847,526**	**2,500,000**	**-26%**

CITY OF CANTON — SUMMARY OF RECEIPTS AND EXPENDITURES

Forfeiture Fund 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Beginning Fund Balance	77,454	29,415	29,415	29,065
Receipts				
Forfeitures from Justice Dept.	0	0	0	0
Forfeitures from D.A.	3,703	10,000	3,000	3,700
TOTAL CURRENT RECEIPTS	3,703	10,000	3,000	3,700
TOTAL FUNDS AVAILABLE	81,157	39,415	32,415	32,765
Expenditures				
Forfeiture Expenditures	51,742	2,000	3,350	2,500
Total Expenditures	51,742	2,000	3,350	2,500
Transfers Out				
Transfers to Equip. Repl. Fund	0	0	0	0
Total Transfers Out	0	0	0	0
TOTAL CURRENT EXPENDITURES	51,742	2,000	3,350	2,500
Audit Adjustment	0			
Ending Fund Balance	29,415	37,415	29,065	30,265

CITY OF CANTON

FUND REVENUES BY SOURCE

Forfeiture Fund 2017-2018

Receipts	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Forfeitures					
4016 Forfeitures from Justice Dept.	0	0	0	0	0%
4014 Forfeitures from D.A.	3,703	10,000	3,000	3,700	-63%
Total	3,703	10,000	3,000	3,700	-63%
TOTAL CURRENT RECEIPTS	**3,703**	**10,000**	**3,000**	**3,700**	**-63%**

CITY OF CANTON — DEPARTMENTAL EXPENDITURES SUMMARY

Forfeiture Fund 2017-2018

Expenditures	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Percent Change
Fund Transfers	0	0	0	0	0%
Forfeiture Expenditures	51,742	2,000	3,350	2,500	25%
TOTAL EXPENDITURES	51,742	2,000	3,350	2,500	25%

CITY OF CANTON — DEPARTMENTAL EXPENDITURES DETAIL

Forfeiture Fund 2017-2018

Fund Transfer				Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018	Change
F	000	5699	Transfer to Equp Repl Fnd	0	0	0	0	0%
F	000	5701	Transfers	0	0	0	0	0%
			Total	0	0	0	0	0%
F	990	5403	Purchases w/Forf. Funds	8,000	2,000	3,350	2,500	25%
F	990	5420	Motor Vehicles	43,742	0	0	0	0%
F	990	5540	Tools & Equipment	0	0	0	0	0%
			Total	51,742	2,000	3,350	2,500	25%
TOTAL FORFEITURE FUND EXPEND.				**51,742**	**2,000**	**3,350**	**2,500**	**50%**

Annual Budget

FY 2017-2018

Canton, Texas

ECONOMIC DEVELOPMENT CORPORATION

WORLD FAMOUS
FIRST MONDAY TRADE DAYS
CANTON, TX VISITORS BUREAU

Canton Main Street

Adopted 8/22/17

Canton, Texas

ECONOMIC DEVELOPMENT CORPORATION

Board of Directors

Kevin Deibert, President
Teri Pruitt, First Vice President
John McKeehan, Second Vice President
Sarah Clayton
Sam Deen
Lace Deibert
Larry Morgan

Staff

Julie Seymore, Executive Director
Austin Melton, Marketing Coordinator
Tam Erwin, CVB Coordinator
Jeff Moore, Attorney

RESOLUTION NO. 2017-05

ADOPTING A BUDGET FOR FISCAL YEAR ENDING SEPTEMBER 30, 2018 FOR THE CANTON ECONOMIC DEVELOPMENT CORPORATION

WHEREAS, on August 22, 2017, the Canton Economic Development Corporation (CEDC) held a PUBLIC HEARING to allow comments concerning its Annual Budget for the period beginning October 1, 2017 and ending September 30, 2018, which includes the following projects: professional contracts with Site Location Partnership and Retail Attractions for recruitment services, strategic planning services for a downtown redevelopment plan, downtown infrastructure and building improvements, land-use planning services for Industrial Park 4, industrial park property infrastructure improvements, Main Street building improvement incentives, retail recruitment incentives, industrial/commercial recruitment and retention incentives, an airport renovation project, downtown pocket park improvements, a workforce training program, community projects, website updates, and local and regional marketing programs.; and

WHEREAS, comments from the general public were as follows:

0 Yeas 0 Nays

WHEREAS, the Board of Directors has taken public input into consideration;

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE CANTON ECONOMIC DEVELOPMENT CORPORATION:

The CEDC Board hereby adopts the following official budgets of the Canton Economic Development Corporation for the fiscal year ending September 30, 2018:

Canton Economic Development Corporation		
Receipts		$ 883,100
Operating Expenditures	$ 269,300	
Project Expenses	$ 729,000	
Debt Service	$ 220,250	
Transfers	$ 12,000	
TOTAL		$ 1,230,550
Canton Visitors Bureau		
Receipts		$ 485,700
Operating Expenditures	$ 131,895	
Advertising/Promotion	$ 262,000	
Special Events	$ 91,700	
TOTAL		$ 485,595
Canton Main Street		
Receipts & Transfers In		$ 34,750
Operating Expenditures	$ 1,300	
Special Events	$ 9,800	
Project Expenses	$ 23,500	
TOTAL		$ 34,600

PASSED AND APPROVED by majority vote of the CEDC Board of Directors on August 22, 2017.

Kevin Delbert, President

ATTEST:

Austin Melton, Secretary

CEDC

SUMMARY OF RECEIPTS AND EXPENDITURES

By Fund - Fiscal Years 2017-2018

	CEDC FUND	CVB FUND	MAIN STREET FUND	TOTAL ALL FUNDS
PROJECTED BEGINNING BALANCE 10-1-16	1,410,479	201,954	23,568	1,636,000
Receipts				
Sales Tax	880,000			880,000
Hotel Occupancy Tax		270,000		270,000
Interest	2,500		50	2,550
Special Events		75,500	21,600	97,100
Intergovernmental Revenues		140,000	0	140,000
Miscellaneous	600	200	1,100	1,900
Total Receipts	883,100	485,700	22,750	1,391,550
Expenses				
Salaries & Benefits	143,400	96,745		240,145
Supplies	6,000	6,000		12,000
Contractual	112,450	26,500	1,300	140,250
Maintenance	6,950	2,500		9,450
Advertising & Promotion	31,000	262,000	3,100	296,100
Special Events		91,700	9,800	101,500
Projects and Programs	698,000		20,400	718,400
Miscellaneous	500	150	0	650
Debt Service	220,250			220,250
Total Expenses	1,218,550	485,595	34,600	1,738,745
Net Ordinary Income	(335,450)	105	(11,850)	(347,195)
Transfers	(12,000)		12,000	0
Net Income	(347,450)	105	150	(347,195)
PROJECTED ENDING BALANCE 9-30-17	1,063,029	202,059	23,718	1,288,805

Canton, Texas

ECONOMIC DEVELOPMENT CORPORATION

Annual Budget
Fiscal Year 2017-2018

Mission: **To attract investment in new and expanding targeted businesses that will diversify and expand local commerce, the job market, and the City's tax base, as well as, improve the quality of life for Canton citizens.**

Primary Objectives:

Objective 1: Retain and expand existing businesses

Objective 2: Recruit new businesses to locate in Canton

Goal 1: Build and Implement Business Retention and Expansion Plan

Objective 1: Develop formal program for regular business contact, gather data and feedback, seek expansion opportunities, assist as needed

Objective 2: Utilize Chamber functions to maintain contact with local businesses

Objective 3: Continue to develop an on-going relationship with priority business owners and managers

Objective 4: Build a comprehensive database of local businesses

Objective 5: Develop a resource list and library, as well as programs for fostering small business success

Goal 2: Expand and diversify local industry and job market

Objective 1: Recruit target industry clusters
- Medical facilities, supplies, and services
- Transportation, warehousing, logistics and distribution
- Retirement services and housing
- Hospitality, destination, tourism
- Retail- for downtown district, I-20 Corridor and vacant buildings

Objective 2: Partner with Site Location Partnership (SLP) to recruit business and industry via trade shows, networking receptions and one-on-one meetings with qualified target businesses

Objective 3: Partner with Oncor to recruit business and industry at Oncor-sponsored trade show booths

Objective 4: Partner with Retail Attractions to recruit retail, entertainment, hospitality, emergency medical services, and high-speed internet

Objective 5: Recruit retail businesses to fill high profile properties (downtown, Hwy 19, Hwy 243, I-20) utilizing gap analysis and 2017 materials

Objective 6: Go live with new website and add OppSites property listings

Objective 7: Market CEDC's Hwy 19 South property for health and retirement facilities, services and housing

Objective 8: Market CEDC's Wynne Road property for warehousing, storage, distribution, and/or manufacturing facilities

Goal 3: Invest in property and infrastructure to promote business growth

Objective 1:	Initiate grant application for 200 block of South Buffalo
Objective 2:	Complete strategic planning for renovation of historic downtown district
Objective 3:	Complete plan for Industrial Park 4, build entry, extend road and utilities into property
Objective 4:	Consider tax increment reinvestment zone as a potential development financing tool
Objective 5:	Continue to incentivize renovation of deteriorating properties along main corridors and downtown
Objective 6:	Consider infrastructure projects to extend utilities / fiber to I-20 corridor
Objective 7:	Consider infrastructure projects to extend utilities to old City Office Complex
Objective 8:	Continue saving for future property investments

Goal 4: Invest in workforce development projects

Objective 1:	Continue customer service training program to support tourism industry, including hospitality, food service, retail and business services
Objective 2:	Develop training program for second identified target industries: certified nursing aid and basic electrical technician
Objective 3:	Work with high schools, trade schools, and colleges to develop identified training program and to meet future workforce needs
Objective 4:	Incorporate assistance with development of a job training program into incentive packages

Goal 5: Continue to build relationships with local, regional and state organizations, as well as business and community leaders

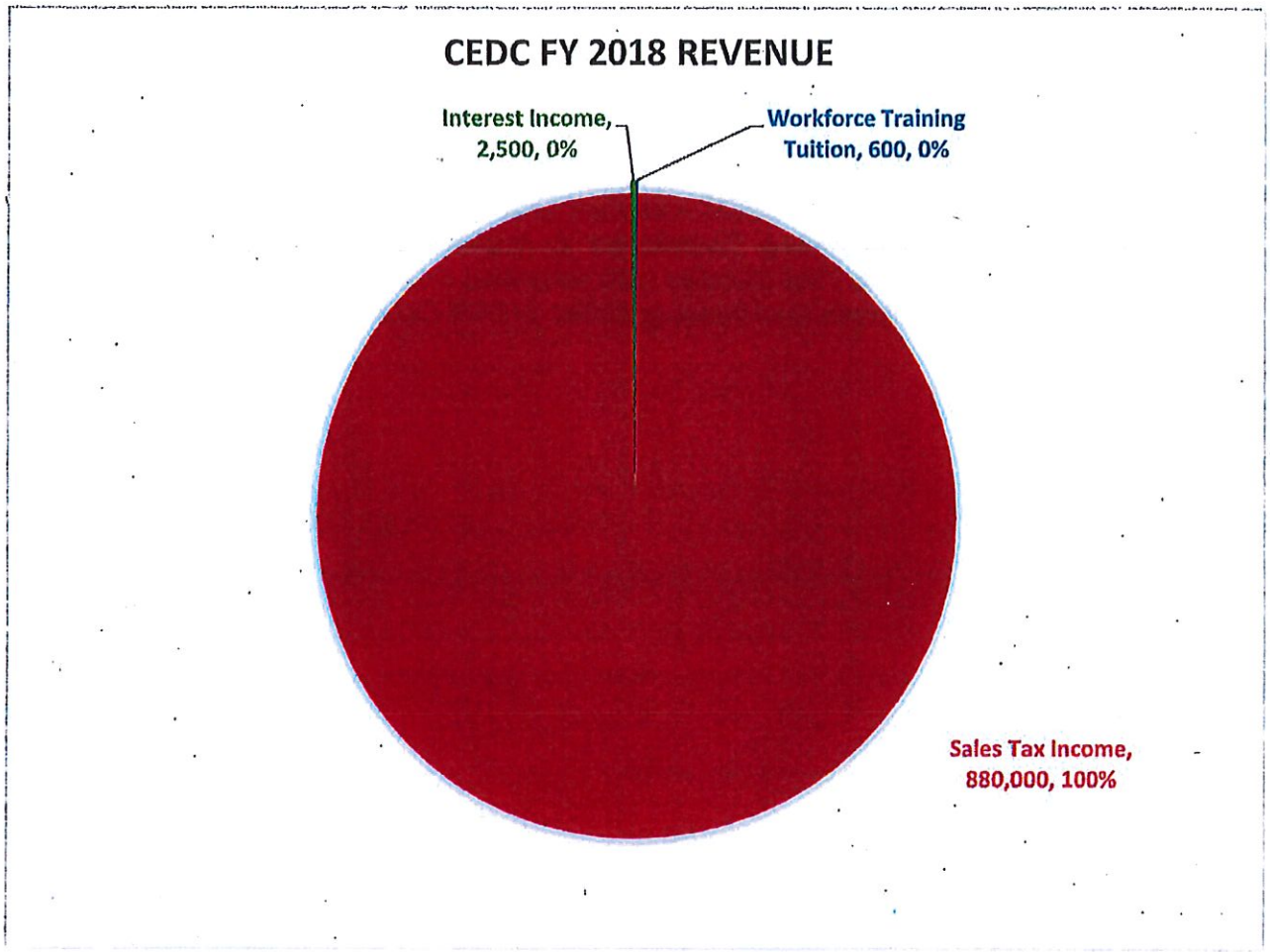
Objective 1:	Continue to build ties, develop cooperative programs and communicate regularly with TEDC, IEDC, I-20 Corridor Group, NETEDR, regional EDC directors, state and local officials and staff, school administrators, regional colleges and universities, chambers of commerce, Small Business Development Centers, Texas Workforce Commission, utility providers, business leaders, realtors, bankers, etc.

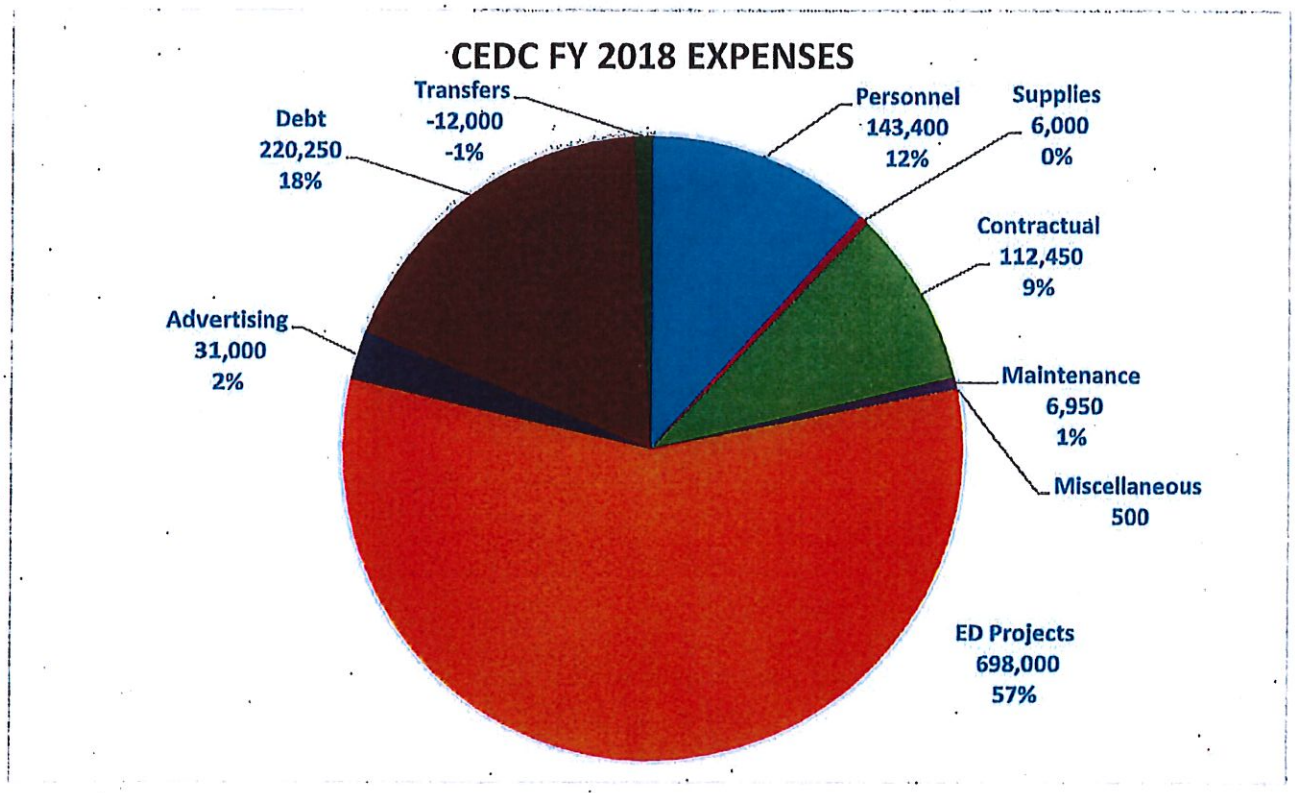
Goal 6: Improve the quality of life through community projects and programs

Objective 1:	Continue downtown sidewalk renovations
Objective 2:	Continue downtown pocket park development
Objective 3:	Support Community Youth Sports Facility Initiative
Objective 4:	Continue administration of Main Street Program and provision of incentive grants for renovation of downtown buildings
Objective 5:	Continue administration of Canton Visitors Bureau, as well as city, First Monday and special event marketing

Goal 7: Reorganize Administrative Duties

Objective 1:	Re-establish CEDC Assistant Director / Main Street Manager position
Objective 2:	Add Marketing Coordinator to modernize marketing for CVB, EDC, City and First Monday, with emphasis on social media
Objective 3:	Reallocate bookkeeping duties to CVB Coordinator


CEDC FY 2018 REVENUE
Interest Income, 2,500, 0%
Workforce Training Tuition, 600, 0%
Sales Tax Income, 880,000, 100%


CEDC FY 2018 EXPENSES
Transfers -12,000 -1%
Personnel 143,400 12%
Supplies 6,000 0%
Debt 220,250 18%
Contractual 112,450 9%
Advertising 31,000 2%
Maintenance 6,950 1%
Miscellaneous 500
ED Projects 698,000 57%

CEDC — SUMMARY OF RECEIPTS AND EXPENDITURES

Canton EDC 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Beginning Balance	786,044	1,087,481	1,087,481	1,410,479
Receipts				
Sales Tax	888,352	880,000	890,000	880,000
Rental Income	7,200	1,800	1,800	0
Workforce Training Tuition	0	290	290	600
Loan Repayment - FDI Westview	0	47,800	47,749	0
Sale of Property	0	10,800	10,800	0
Interest Income	1,999	1,700	2,273	2,500
Miscellaneous	0	0	0	0
TOTAL CURRENT RECEIPTS	897,551	942,390	952,912	883,100
Expenses				
Operating Expenses				
Salaries & Benefits	124,074	149,140	134,403	143,400
Supplies	5,034	10,000	9,756	6,000
Contractual	41,110	57,300	55,800	112,450
Maintenance	5,508	6,950	5,632	6,950
Miscellaneous	1,784	2,050	1,923	500
Total	177,511	225,440	207,515	269,300
Marketing & Projects				
Marketing Expenses	19,865	35,500	13,980	31,000
Airport Renovation Project	6,350	10,000	10,000	10,000
Plaza Museum Façade	0	10,000	9,998	0
Workforce Training Program	1,500	10,000	1,461	10,000
Economic Dev. -Community Projects	585	3,000	0	3,000
BR&E Program	0	5,000	0	5,000
Applebee's Restaurant Incentive	19,826	16,700	16,645	20,000
Economic Dev. - Business Expansion	10,000	20,000	0	20,000
Economic Dev. - Industrial / Commercial I	10,125	100,000	15,000	100,000
Property Development	0	190,000	50,000	0
Property Development - Hwy 19 S	0	0	0	250,000
Other Project Expenses	50,000	47,610	47,608	280,000
Total	118,251	447,810	164,693	729,000
Debt Service	325,406	245,860	245,707	220,250
Prior Period Adjustment	(598)	-	-	-
TOTAL EXPENSES	620,570	919,110	617,915	1,218,550
Transfers	73,224	(12,000)	(12,000)	(12,000)
TOTAL EXPENSES AND TRANSFERS	547,346	931,110	629,915	1,230,550
NET INCOME	350,205	11,280	322,998	(347,450)
Audit Adjustment	(48,768)	0	0	0
Ending Balance	1,087,481	1,098,761	1,410,479	1,063,029

CEDC

FUND REVENUES BY SOURCE

Canton EDC 2017-2018

Receipts	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Sales Tax	888,352	880,000	890,000	880,000
Rental Income	7,200	1,800	1,800	-
Workforce Training Tuition	-	290	290	600
Loan Repayment - FDI Westview	-	47,800	47,749	-
Sale of Property	-	10,800	10,800	-
Interest Income	1,999	1,700	2,273	2,500
Miscellaneous	-	-	-	-
TOTAL CURRENT RECEIPTS	897,551	942,390	952,912	883,100

Canton EDC 2017-2018

Operating Expenses	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Salaries & Benefits				
Salaries	88,013	105,820	97,265	94,000
Car Allowance	7,000	7,000	7,000	7,000
Performance Bonus	-	3,000	-	3,000
FICA	7,687	8,600	8,425	9,000
Retirement	11,219	13,500	13,121	15,150
Worker's Comp Ins	160	340	299	450
Health Ins	9,995	10,880	8,293	14,800
Total	124,074	149,140	134,403	143,400
Supplies				
Office Supplies	1,848	1,500	1,351	2,000
Postage & Postage Meter Lease	927	1,200	1,156	1,500
Minor Office Equip-Furn	2,258	7,300	7,249	2,500
Total	5,034	10,000	9,756	6,000
Contractual				
Insurance	2,107	2,200	2,404	2,650
Legal Notices	381	600	75	600
Communications	4,254	4,500	4,441	4,500
Legal Fees	3,056	6,000	6,153	10,000
Professional Services	15,504	20,000	24,768	65,000
Association Dues	1,933	1,800	533	2,000
Resource Materials & Subscript	2,339	3,700	3,583	3,700
Schools & Training - Staff & Board	2,544	3,500	3,780	6,000
Travel & Meals	7,653	12,000	8,365	15,000
Main St Program Admin	1,338	3,000	1,697	3,000
Total	41,110	57,300	55,800	112,450
Maintenance				
Property Maintenance	2,600	3,500	2,940	3,500
Building Maintenance	438	500	438	500
Office Equipment Maintenance	2,470	2,950	2,254	2,950
Total	5,508	6,950	5,632	6,950
Miscellaneous				
Property Tax Expense	1,536	1,550	1,428	-
Misc Expense	248	500	495	500
Total	1,784	2,050	1,923	500
TOTAL OPERATING EXPENSES	177,511	225,440	207,515	269,300

Canton EDC 2017-2018

Expenses	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Economic Development Marketing				
Main St Program Marketing	-	1,000	-	1,000
Website Development	5,100	10,000	1,200	10,000
Community sponsorships	535	1,500	1,733	2,000
I-20 Regional ED Marketing	2,175	3,000	3,650	3,000
Advertising & Marketing - Other	12,055	20,000	7,397	15,000
Total	19,865	35,500	13,980	31,000
Economic Development Projects				
TX Cap Fund 200 W Dallas St Match	45,000	-	-	-
Afford. Housing Loan - Westview	-	47,610	47,608	-
Veterans Memorial	5,000	-	-	-
Airport Renovation Project	6,350	10,000	10,000	10,000
Plaza Museum Façade	-	10,000	9,998	-
Pocket Park	-	-	-	60,000
Workforce Training Program	1,500	10,000	1,461	10,000
Economic Dev. -Community Projects	585	3,000	-	3,000
BR&E Program	-	5,000	-	5,000
Applebee's Restaurant Incentive	19,826	16,700	16,645	20,000
Downtown Retail Incentives	-	-	-	20,000
Downtown Redevelopment	-	-	-	100,000
Economic Dev. - Business Expansion	10,000	20,000	-	20,000
Economic Dev.-Retail	-	-	-	100,000
Economic Dev. - Industrial / Commercial I	10,125	100,000	15,000	100,000
Property Development	-	190,000	50,000	-
Property Development - Hwy 19 S	-	-	-	250,000
Total	98,386	412,310	150,712	698,000
TOTAL PROJECTS & MARKETING	118,251	447,810	164,693	729,000
Debt Service				
I-20 Sewer Project Loan	105,633	26,945	26,889	-
I-20 Sewer Project Loan Interest	2,713	150	58	-
Water Well Project Loan	76,123	79,425	79,423	77,510
Water Storage Tower	140,938	139,340	139,338	142,740
TOTAL DEBT SERVICE	325,406	245,860	245,707	220,250
Prior Period Adjustment	-598	0	0	0
TOTAL EXPENSES	620,570	919,110	617,915	1,218,550
Transfers	73,224	(12,000)	(12,000)	(12,000)
TOTAL EXPENSES & TRANSFERS	547,346	931,110	629,915	1,230,550

Canton, Texas

ECONOMIC DEVELOPMENT CORPORATION

Debt Service
Amortization Schedules

CEDC 2010 UTILITY REVENUE BOND

Fiscal Year 2017-2018 *Schedule of Requirements Oct 1, 2016 to Maturity*

FISCAL YEAR ENDING 9-30	PRINCIPAL	INTEREST	TOTAL
~~2017~~	~~45,000~~	~~34,423~~	~~79,423~~
2018	45,000	32,510	77,510
2019	45,000	30,598	75,598
2020	50,000	28,685	78,685
2021	50,000	26,560	76,560
2022	55,000	24,560	79,560
2023	55,000	22,360	77,360
2024	60,000	20,160	80,160
2025	60,000	17,670	77,670
2026	65,000	15,180	80,180
2027	65,000	12,320	77,320
2028	70,000	9,460	79,460
2029	70,000	6,380	76,380
2030	75,000	3,300	78,300
TOTAL	$810,000	$284,166	$1,094,166

Original Issue: $1,060,000
Original Purpose: Water Well/Water Improvements
Debt Service Funding: CEDC

CEDC CERTIFICATES OF OBLIGATION, 2011 SERIES

FY 2017-2018 *Schedule of Requirements Issuance to Maturity*

FISCAL YEAR ENDING 9-30	PRINCIPAL	INTEREST	TOTAL
~~2017~~	~~80,000~~	~~59,337.50~~	~~139,338~~
2018	85,000	57,737.50	142,738
2019	85,000	55,825.00	140,825
2020	90,000	53,700.00	143,700
2021	90,000	51,225.00	141,225
2022	95,000	48,075.00	143,075
2023	95,000	44,750.00	139,750
2024	100,000	41,425.00	141,425
2025	105,000	37,925.00	142,925
2026	110,000	34,250.00	144,250
2027	115,000	30,400.00	145,400
2028	120,000	25,800.00	145,800
2029	125,000	21,000.00	146,000
2030	125,000	16,000.00	141,000
2031	135,000	11,000.00	146,000
2032	140,000	5,600.00	145,600
TOTAL	$1,695,000	594,050.00	$2,289,050

Original Issue: $2,000,000
Original Purpose: Water Tower & Improvements
Debt Service Funding: CEDC

Canton, Texas

ECONOMIC DEVELOPMENT CORPORATION

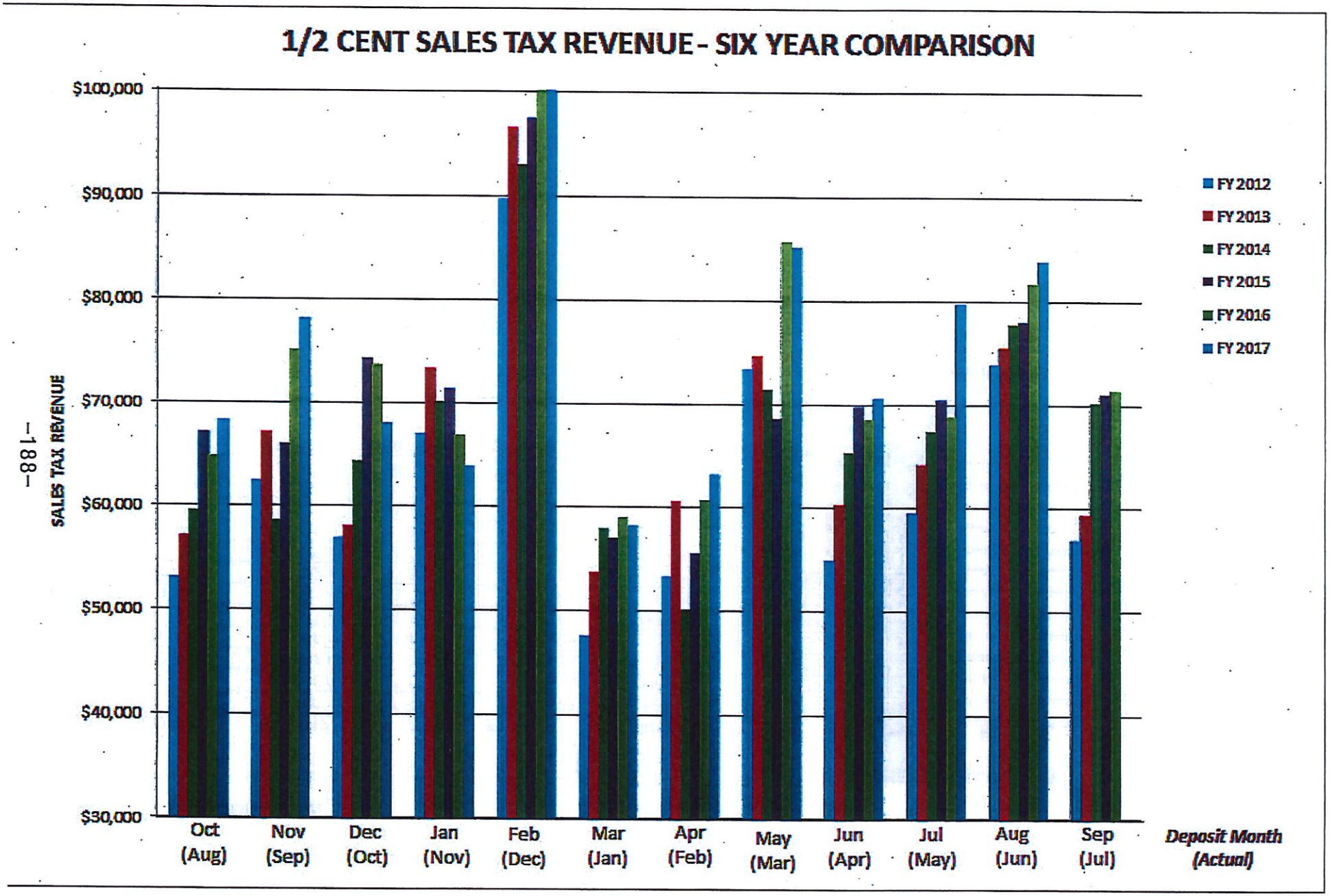
Sales Tax Report and Projections

CANTON ECONOMIC DEVELOPMENT CORPORATION
SALES TAX COMPARISON

MONTH	FY 11/12	FY 12/13	FY 13/14	FY 14/15	FY 15/16	CURRENT FY 16/17	% CHANGE FROM FY 15/16	MONTH
OCT (Aug)	53,100.57	57,091.70	59,496.25	67,128.08	64,772.06	68,281.64	5.4%	OCT (Aug)
NOV (Sep)	62,445.64	67,167.93	58,601.66	65,994.55	75,131.35	78,161.73	4.0%	NOV (Sep)
DEC (Oct)	56,927.62	58,099.85	64,316.34	74,388.49	73,768.89	68,070.05	-7.7%	DEC (Oct)
JAN (Nov)	67,036.14	73,404.29	70,124.08	71,423.66	66,858.30	63,830.51	-4.5%	JAN (Nov)
FEB (Dec)	89,641.67	96,486.79	92,981.80	97,395.19	105,462.47	102,843.01	-2.5%	FEB (Dec)
MAR (Jan)	47,591.53	53,750.39	57,887.81	57,047.29	59,048.00	58,175.95	-1.5%	MAR (Jan)
APR (Feb)	53,282.43	60,610.48	50,131.59	55,574.24	60,714.89	63,129.54	4.0%	APR (Feb)
MAY (Mar)	73,430.46	74,755.18	71,495.37	68,648.67	85,637.45	85,130.53	-0.6%	MAY (Mar)
JUN (Apr)	54,915.00	60,334.10	65,316.18	69,854.87	68,546.07	70,654.62	3.1%	JUN (Apr)
JUL (May)	59,510.04	64,172.17	67,433.35	70,501.22	68,806.24	79,701.74	15.8%	JUL (May)
AUG (Jun)	73,950.61	75,583.41	77,805.31	78,005.73	81,621.51	83,802.20	2.7%	AUG (Jun)
SEP (Jul)	56,943.12	59,328.97	70,226.57	71,114.20	71,427.37			SEP (Jul)
TOTAL	748,774.83	800,785.26	805,816.31	847,076.19	881,794.60	821,781.52	1.41%	TOTAL

Projection Based on 5-Year History:

Budget:	$ 880;000.00
Projected:	$ 893,787.99
Variance:	$ 13,787.99
% Variance:	1.6%


1/2 CENT SALES TAX REVENUE - SIX YEAR COMPARISON
SALES TAX REVENUE
$100,000
$90,000
$80,000
$70,000
$60,000
$50,000
$40,000
$30,000
Oct (Aug)
Nov (Sep)
Dec (Oct)
Jan (Nov)
Feb (Dec)
Mar (Jan)
Apr (Feb)
May (Mar)
Jun (Apr)
Jul (May)
Aug (Jun)
Sep (Jul)
Deposit Month (Actual)
FY 2012
FY 2013
FY 2014
FY 2015
FY 2016
FY 2017

WORLD FAMOUS

FIRST MONDAY TRADE DAYS

CANTON, TX VISITORS BUREAU

Annual Budget
Fiscal Year 2017-2018

Primary Objectives:

Objective 1: Increase the demand in Canton and the ETJ for overnight stays by promoting attractions; events and other activities

Objective 2: Actively participate in and contribute to the overall growth and prosperity of the visitor/tourism industry in Canton and the region

Goal 1: Continue to enhance and implement strategic marketing plan for Canton as a vacation destination and weekend get-away

Objective 1: Build and promote Canton as:
- World Famous First Monday Trade Days
- National and Texas Main Street City
- Heritage and Historical tourism
- Walking Capital of Texas
- Outdoor recreation tourism
- Local attractions, special events, and amenities

Objective 2: Work with local attractions and businesses to encourage and facilitate the creation of travel packages and cooperative advertising to expand reach

Objective 3: Continue to develop and promote annual First Monday information guide book

Objective 4: Develop and promote historical marker tour map and brochure

Objective 5: Develop and promote downtown tour map and brochure

Goal 2: Recruit and support special events to attract visitors for overnight stays

Objective 1: Continue to host and build Tailwind Regional Balloon Fest and Canton Balloon Half /10K Run

Objective 2: Recruit and support special events, including fun runs and 5Ks, music festivals and events, street festivals, trade shows, RV rallies, sports events, etc. with financial support for event promotion and promotional expertise

Objective 3: Provide promotional support for the City of Canton, Main Street and Chamber of Commerce special events, such as the July 4th and Christmas parades, Fireworks Shows, Autumn Festival, Clean-up Week, Outdoor Movies, trail projects, etc.

Goal 3: Continue to enhance City's First Monday Marketing Campaign

Objective 1:	Develop and implement print, broadcast and internet marketing campaign for city's First Monday grounds
Objective 2:	Work with First Monday staff as the marketing client
Objective 3:	Develop and implement a weather camera system, including live-streaming video on First Monday Grounds
Objective 4:	Partner with Canton Guide to develop a new First Monday App

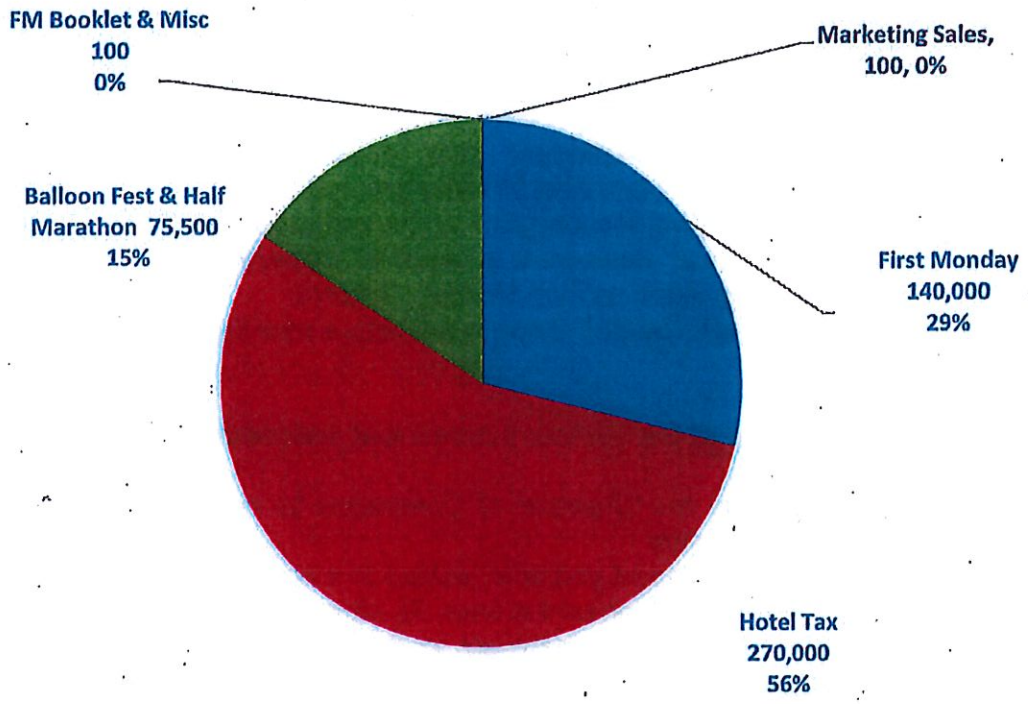
Goal 4: Manage operations of the visitors bureau and welcome center

Objective 1:	Work with the Chamber of Commerce to keep the center attractive and interesting
Objective 2:	Greet walk-in and phone-in visitors in a courteous manner and provide quality information on the area, its attractions and amenities
Objective 3:	Mail out or provide materials to those seeking information in a timely manner
Objective 4:	Develop new merchandise for gift shop and trade shows

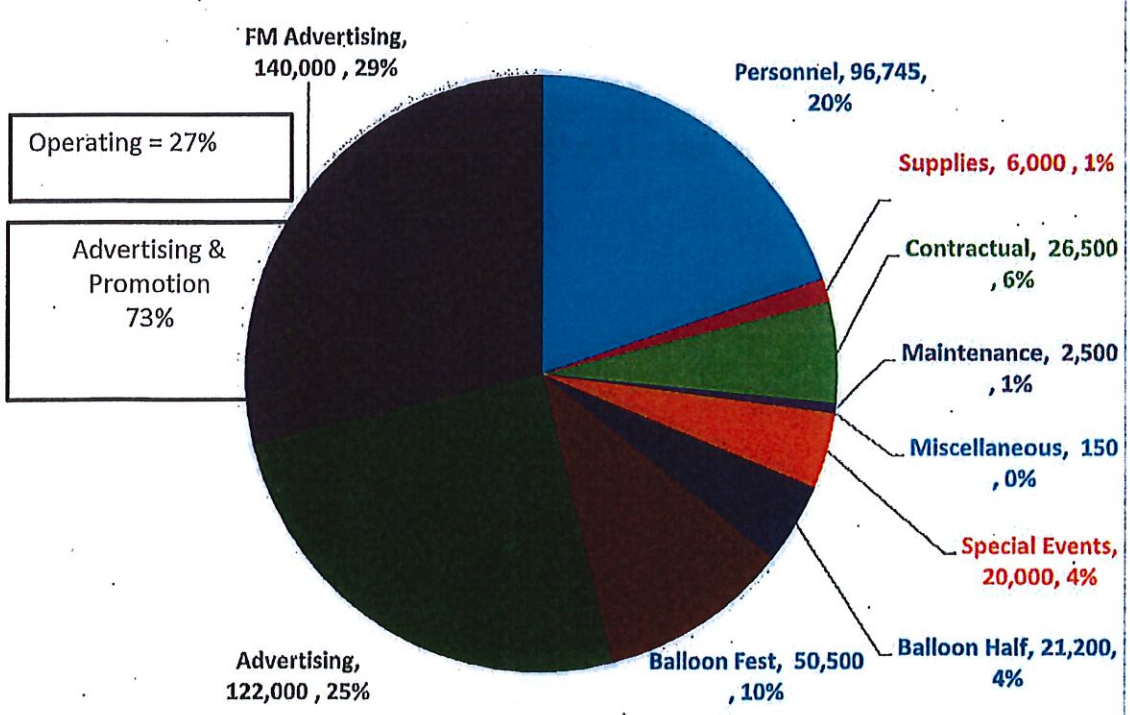
Goal 5: Reorganize and Modernize Marketing Department

Objective 1:	Create new position within CVB dedicated to marketing, particularly social media marketing
Objective 2:	Develop and promote content to be used on multiple platforms for city of Canton, as well as First Monday

CVB REVENUE FY 2018



CVB EXPENSES FY 2018



CEDC

SUMMARY OF RECEIPTS AND EXPENDITURES

Canton Visitors Bureau 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Beginning Balance	173,834	181,380	181,380	201,954
Receipts				
First Monday Marketing Funds	40,000	40,000	40,000	140,000
Hotel Ocupancy Tax	236,305	280,000	270,000	270,000
Special Events	69,111	33,425	33,330	75,500
Miscellaneous	1,208	1,300	292	200
TOTAL CURRENT RECEIPTS	346,624	354,725	343,622	485,700
Expenses				
Operating Expenses				
Payroll & Benefits	38,938	59,680	42,157	96,745
Supplies	4,683	9,200	7,132	6,000
Contractual	14,081	28,500	24,441	26,500
Maintenance	2,061	2,000	2,440	2,500
Miscellaneous	39	50	147	150
Total	59,801	99,430	76,318	131,895
Special Events				
Half Marathon	24,946	7,000	6,978	21,200
Balloon Festival	43,791	9,850	9,893	50,500
Other Special Events	13,074	16,000	11,890	20,000
Total	81,812	32,850	28,761	91,700
Advertising & Promotion				
City's First Monday Advertising	34,628	40,000	40,000	140,000
Billboards	32,777	26,000	24,324	12,000
Internet Advertising	4,189	15,000	15,000	17,000
Magazines / Direct / Image	42,741	55,000	51,082	50,000
RV / Civic Center	1,899	2,500	760	0
Radio	8,847	10,000	10,000	5,000
TV	35,024	40,000	40,000	30,000
Travel Shows	1,200	5,000	1,600	3,000
Materials	1,175	11,000	11,000	5,000
Total	162,479	204,500	193,766	262,000
TOTAL EXPENSES	304,092	336,780	298,845	485,595
NET INCOME	42,531	17,945	44,776	105
Ending Balance	216,365	199,325	226,156	202,059

Canton Visitors Bureau 2017-2018

Receipts	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
City Funds for City's First Monday Marketing	40,000	40,000	40,000	140,000
Hotel Occupancy Tax	236,305	280,000	270,000	270,000
Special Events				
Half Marathon				
Sponsors	5,600	1,000	1,000	5,000
Runners Fees	17,845	10,800	10,774	20,000
Total	23,445	11,800	11,774	25,000
Balloon Fest	-	-	-	-
Sponsors	17,150	18,000	17,810	25,000
Vendors	5,461	1,200	1,240	5,500
Art Show Vendors	0	0	60	200
Festival Entry Sales	10,657	0	0	10,000
Balloon Half Runners Festival Entry Fee	3,420	0	0	4,000
Game Ticket Sales	1,702	0	0	1,500
Tethered Balloon Rides	3,615	0	0	1,500
Polo Shirt Sales	40	0	0	0
T-shirt Sales	1,187	0	0	300
5K Glow Run T-shirt Sales	1,903	2,200	2,204	2,000
Glow Products	356	100	117	400
Other	175	125	125	100
Total	45,666	21,625	21,556	50,500
Total Special Events	69,111	33,425	33,330	75,500
Marketing Sales	69	100	252	100
Miscellaneous	119	1,200	40	100
Marketing - Other	1,019	0	0	0
TOTAL CURRENT RECEIPTS	346,624	354,725	343,622	485,700

Canton Visitors Bureau 2017-2018

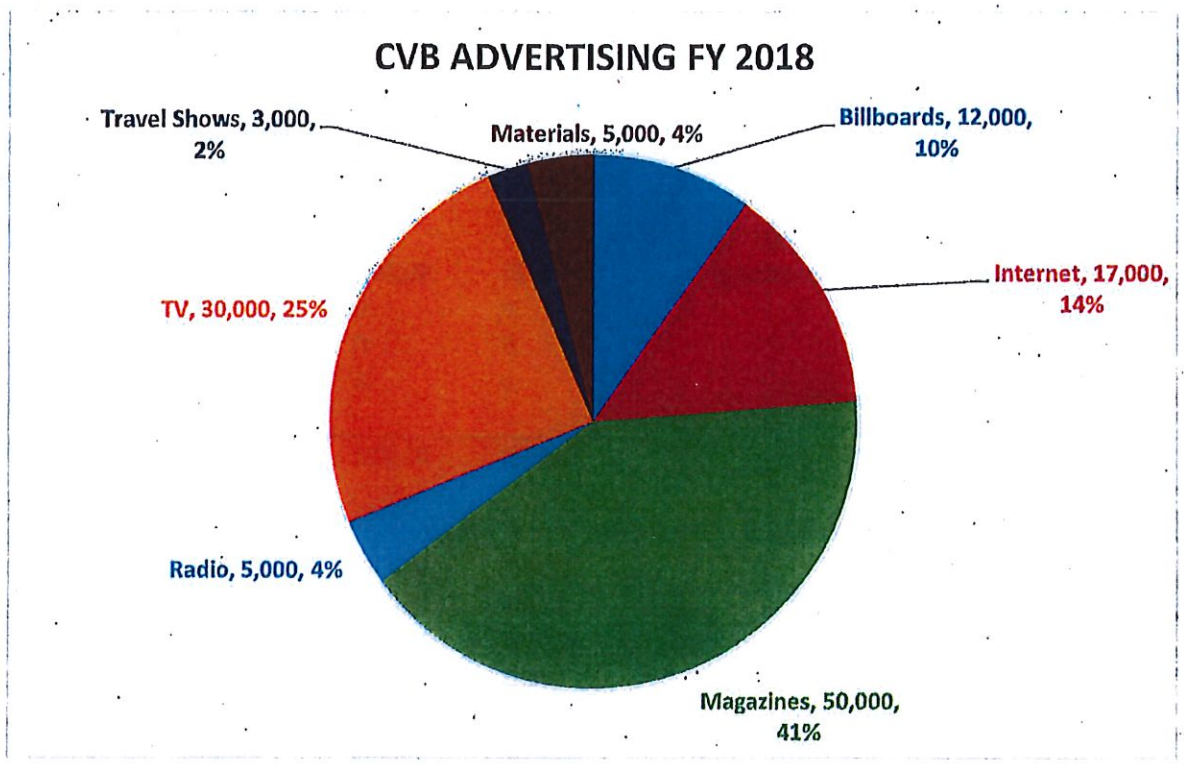
Operating Expenses	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Salaries & Benefits				
Salaries	25,438	43,550	29,004	73,500
Part-Time / Contract Labor	0	0	0	0
FICA	1,946	3,210	2,219	5,625
Retirement	3,053	3,470	3,481	9,470
Worker's Comp Insurance	0	90	78	220
Health Insurance	8,501	9,360	7,375	7,930
Total	38,938	59,680	42,157	96,745
Supplies				
Office Supplies	894	2,000	880	1,500
Postage	3,616	3,400	2,755	3,000
Minor Office Equipment & Furnishings	174	3,800	3,496	1,500
Total	4,683	9,200	7,132	6,000
Contractual				
Communications	3,957	4,000	3,805	4,000
Professional Services	2,199	3,500	2,767	4,000
Subscriptions & Memberships	4,692	6,000	5,459	6,000
Community Development Projects	500	10,000	10,000	6,000
Schools & Training	981	2,000	527	2,500
Travel & Meals	1,752	3,000	1,884	4,000
Total	14,081	28,500	24,441	26,500
Maintenance				
Office Equipment Maintenance	2,061	2,000	2,440	2,500
Total	2,061	2,000	2,440	2,500
Miscellaneous Expense	39	50	147	150
TOTAL OPERATING EXPENSES	59,801	99,430	76,318	131,895
Special Events				
Balloon Half Marathon				
Race Coordination	11,850	1,500	1,500	13,000
Signs	693	0	0	700
Prizes / Medals	3,788	5,150	5,143	1,000
Balloon Fest Entry Fees	3,420	0	0	4,000
Advertising & Promotion	5,196	350	335	2,500
Total	24,946	7,000	6,978	21,200

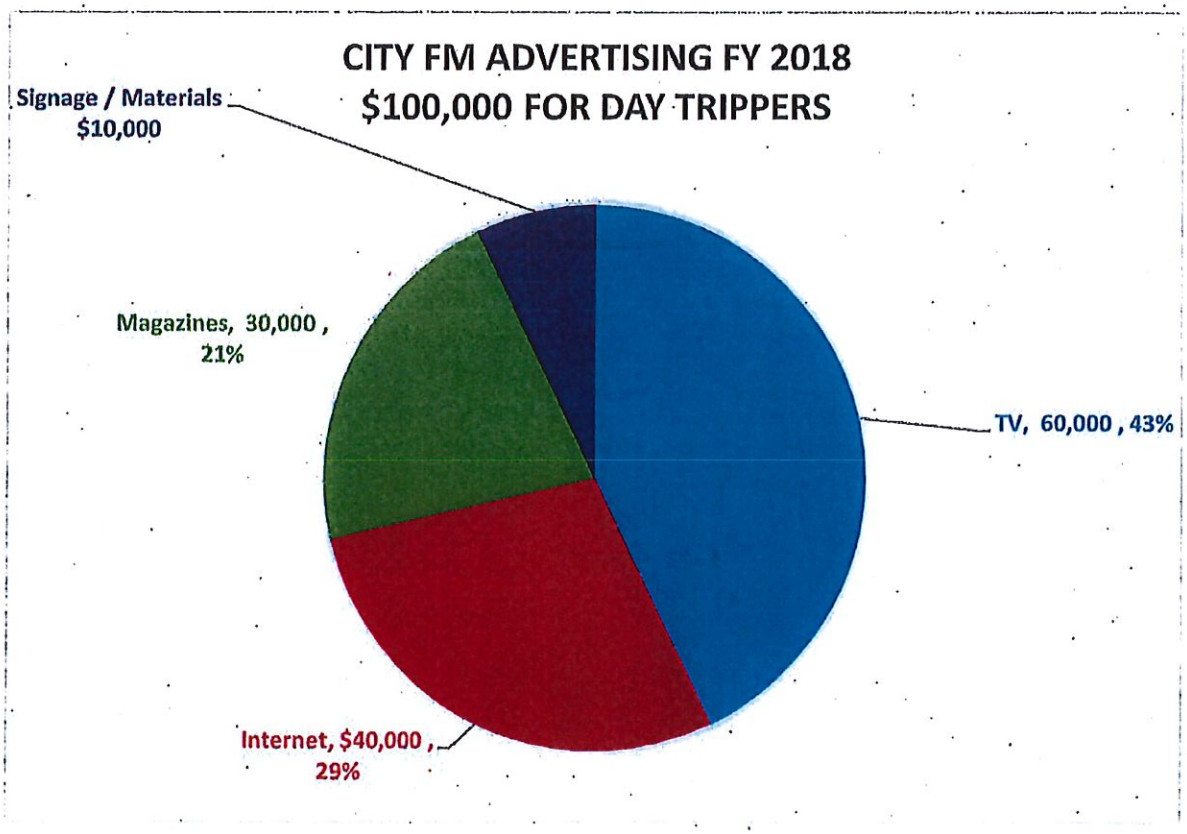
Canton Visitors Bureau 2017-2018

Expenses	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Balloon Festival				
Balloonists Package				
Show Up Money	5,800	0	0	7,000
Propane	2,230	0	0	3,000
Hotel	6,239	0	0	9,000
Shirts	0	600	585	300
Total Balloonist Package	14,269	600	585	19,300
Prize Money	3,000	0	0	5,000
Battle of Bands/Songwriters Award	2,100	0	0	2,100
Concert	600	400	400	1,500
Sound System	1,000	0	0	2,000
Contract Parkers	1,346	0	0	1,200
Petting Zoo	1,250	0	0	1,250
Kids Zone	2,800	0	0	3,500
Tethered Rides	1,778	0	0	900
T-shirts	1,211	860	857	900
Volunteer Lanyards / Pins	0	0	0	300
Board Shirts	711	0	0	100
Tent Rentals	220	0	0	400
Wristbands	370	400	370	0
VIP Lanyards	44	0	0	50
Glow Products	88	500	487	600
Black Lights / Glow Sations	660	690	690	900
Promotional Banners	672	500	484	700
Posters	474	0	0	500
Sponsor Banners	1,155	1,250	1,169	1,200
Large Sponsor Signs	424	0	0	0
Photographer / Photos/ Videos	0	0	0	0
Advertising / Promotion	9,548	4,600	4,820	8,000
Supplies	72	50	32	100
Total	43,791	9,850	9,893	50,500
Other Special Events	13,074	16,000	11,890	20,000
TOTAL SPECIAL EVENTS	81,812	32,850	28,761	91,700

Canton Visitors Bureau 2017-2018

Expenses	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Advertising & Promotion				
City of Canton First Monday Advertising				
First Monday - City Grounds Advertising	34,628	40,000	40,000	0
TV - Promote Day Trip	0	0	0	60,000
Internet - Promote Day Trip	0	0	0	40,000
Magazines	0	0	0	30,000
Signage / Materials	-	-	-	10,000
Total	34,628	40,000	40,000	140,000
CVB Advertising				
Billboards	32,777	26,000	24,324	12,000
Internet Advertising	4,189	15,000	15,000	17,000
Magazines / Direct / Image	42,741	55,000	51,082	50,000
RV / Civic Center	1,899	2,500	760	0
Radio	8,847	10,000	10,000	5,000
TV	35,024	40,000	40,000	30,000
Travel Shows	1,200	5,000	1,600	3,000
Materials	1,175	11,000	11,000	5,000
Total	127,851	164,500	153,766	122,000
TOTAL ADVERTISING & PROMOTION	162,479	204,500	193,766	262,000
TOTAL EXPENSES	304,092	336,780	298,845	485,595


CVB ADVERTISING FY 2018
Travel Shows, 3,000, 2%
Materials, 5,000, 4%
Billboards, 12,000, 10%
Internet, 17,000, 14%
TV, 30,000, 25%
Radio, 5,000, 4%
Magazines, 50,000, 41%


CITY FM ADVERTISING FY 2018
$100,000 FOR DAY TRIPPERS
Signage / Materials $10,000
Magazines, 30,000 , 21%
TV, 60,000 , 43%
Internet, $40,000 , 29%

Canton Main Street

Annual Budget
Fiscal Year 2017-2018

Main Street FY 2017-2018

Goal 1: Revitalize and Beautify Downtown

Objective 1: Continue downtown sidewalk renovation projects – advocate 200 S Buffalo next

Objective 2: Encourage and incentivize owners' downtown building renovation, beautification, and clean-up projects

Objective 3: Continue downtown beautification projects, including special attention to banners, lighting, pocket park, green spaces/touches, cleanliness

Objective 4: Continue and develop Keep Canton Beautiful campaign and efforts

Goal 2: Fill Vacancies and Attract Retail Downtown

Objective 1: Develop and implement recruitment program to connect retailers and entertainment businesses with downtown property owners

Objective 2: Promote Canton EDC's vacant building incentives

Objective 3: Develop and propose vacant building ordinance to City Council

Objective 4: Support CEDC's development of strategic plan for Main Street District

Goal 3: Attract Activity to Downtown

Objective 1: Encourage, promote and help fund marketing for additional special events downtown

Objective 2: Continue and build Autumn Festival, Movie Series Dinner on Main Street, and Christmas Cocoa and Caroling events

Objective 3: Develop new downtown events, with focus on an art walk, junk in trunk, farmers market, Taste of Canton

Objective 4: Continue to enhance green spaces, encouraging people to come and spend more time downtown

Goal 4: Support Downtown Businesses

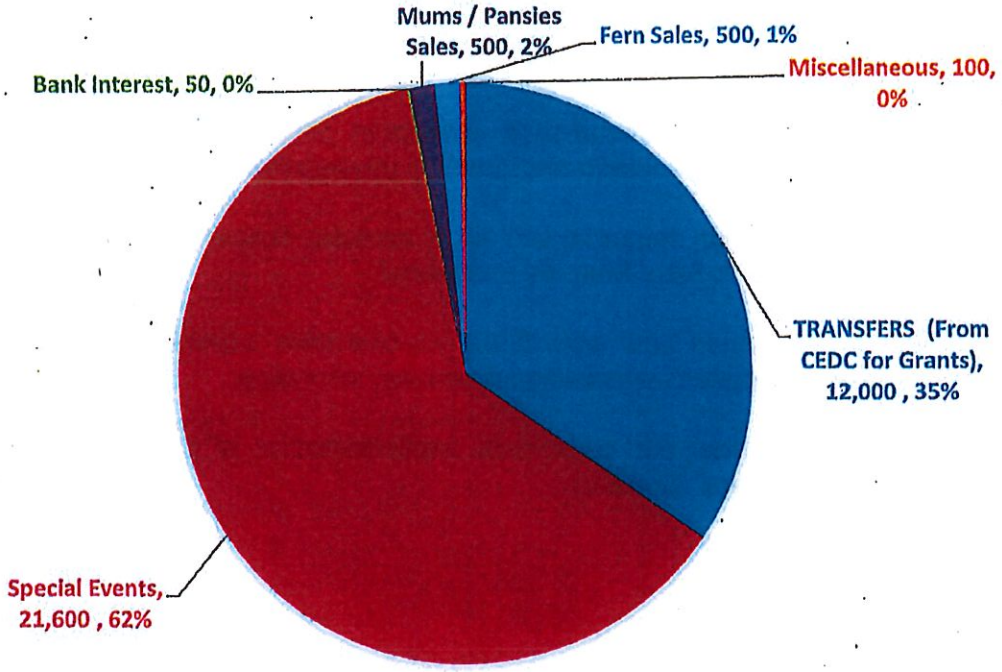
Objective 1: Build relationship with downtown property and business owners to determine needs and develop cooperative promotions

Objective 2: Develop resource tool kit to connect businesses with resources and tools to help them be successful

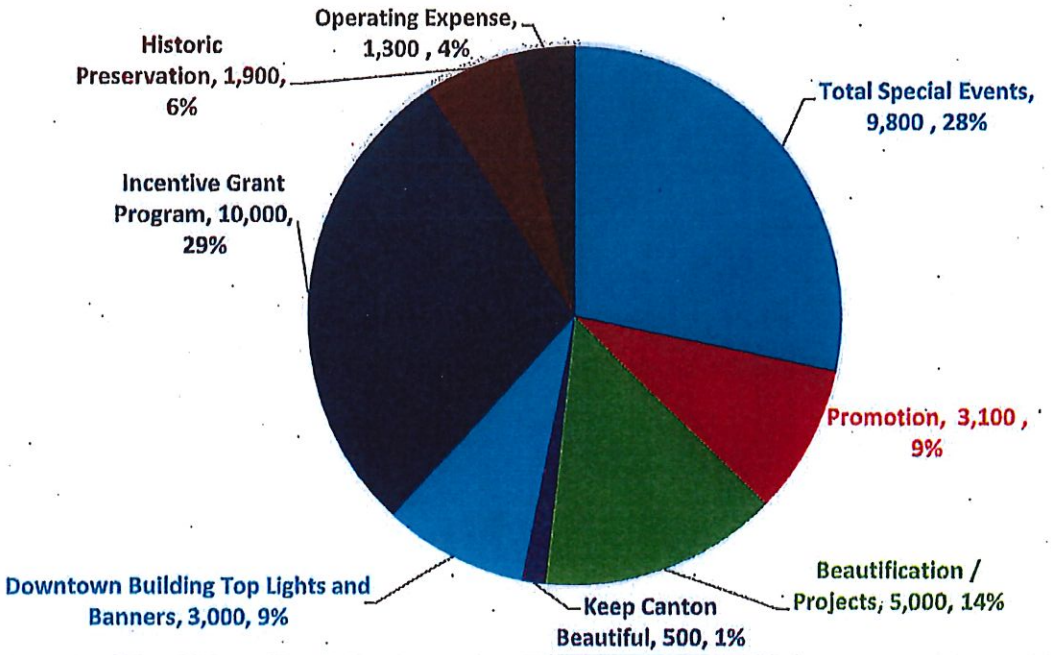
Objective 3: Promote and coordinate co-operative advertising, promotions and specials to encourage downtown shopping

Objective 4: Develop and coordinate implementation of a Merchants / Business Owners' Coalition

MAIN STREET REVENUE FY 2018



MAIN STREET EXPENSES FY 2018



CEDC

SUMMARY OF RECEIPTS AND EXPENDITURES

Canton Main Street 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Beginning Balance	23,384	28,137	28,621	23,568
Receipts				
Special Events				
Autumn Festival	8,819	9,740	9,776	13,850
5K Zombie Run	0	840	840	0
Dinner on Main Street	1,425	3,000	0	3,000
Outdoor Movies	2,642	1,900	1,900	3,750
Downtown During Balloon Fest	450	0	0	200
Art Walk	-	-	-	200
Christmas Cocoa & Caroling	-	600	612	600
Total	13,336	16,080	13,128	21,600
Bank Interest, Promotions, Miscellaneous	604	240	74	1,150
Transfers In	12,000	12,000	12,000	12,000
TOTAL CURRENT RECEIPTS & TRANSFERS IN	25,939	28,320	25,202	34,750
Expenses				
Operating Expenses	2,023	1,900	1,134	1,300
Special Events				
Autumn Festival	8,301	3,770	3,776	4,700
5K Zombie Run	-	700	640	-
Dinner on Main Street	590	1,920	-	1,000
Outdoor Movies	2,101	2,800	2,762	3,450
Downtown During Balloon Fest	192	0	0	100
Art Walk	-	-	-	100
Christmas Cocoa & Caroling	-	450	443	450
Total	11,184	9,640	7,621	9,800
Promotions	837	3,100	2,500	3,100
Projects				
Beautification Projects	1,466	3,500	3,500	5,000
Keep Canton Beautiful	527	1,000	1,000	500
Building Top Lights & Street Banners	884	2,600	2,600	3,000
Courthouse Landscaping	0	0	0	0
Pocket Park	0	0	0	0
Incentive Grant Program	2,366	10,000	10,000	10,000
Historic Preservation	1,900	1,900	1,900	1,900
Total	7,142	19,000	19,000	20,400
TOTAL EXPENSES	21,187	33,640	30,255	34,600
NET INCOME	4,753	-5,320	-5,053	150
Ending Balance	28,137	22,817	23,568	23,718

Receipts	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Special Events				
Autumn Festival				
Dinner on Main Street Reservations	60	1,200	1,200	0
Stew Cookoff Entries	70	0	0	0
Dinner / Stew Cookoff Bowls	285	0	0	0
Raffle	380	1,000	1,000	1,000
Silent Auction	3,427	2,500	2,528	2,500
Sponsorships	2,125	4,000	4,000	8,000
Vendors	538	300	300	1,000
Car Show	365	0	0	0
Cake Walk	348	0	0	350
Pancake Breakfast @ $5/plate	364	0	0	0
5K Run - 2016 start Zombie Run	857	0	0	0
t-shirts	0	0	0	0
Kids Meal & Games	0	740	748	1,000
Other	0	0	0	0
Total	8,819	9,740	9,776	13,850
5K Zombie Run				
Entry Fees	0	840	840	0
Total	0	840	840	0
Dinner on Main Street & Taste of Canton				
Reservations	1,425	3,000	0	3,000
Total	1,425	3,000	0	3,000
Outdoor Movies				
Sponsors	2,125	1,500	1,500	3,000
Concessions	512	400	400	750
Earth Day Art Entry	5	0	0	0
Total	2,642	1,900	1,900	3,750
Downtown Event				
Junk in Trunk / Farmers Market	0	0	0	200
Vendors	0	0	0	0
Parking Income	213	0	0	0
Pancake Breakfast	237	0	0	0
Total	450	0	0	200
Art Walk	-	-	-	200
Total	-	-	-	200

Main Street 2017-2018

Receipts	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Christmas Cocoa & Caroling				
Mug / Cocoa Sales	-	600	612	600
Sponsor	-	-	-	-
Total	-	600	612	600
Total Special Events	13,336	16,080	13,128	21,600
Bank Interest	41	40	44	50
Pansie & Mum Sales	0	0	0	500
Fern Sales	0	0	0	500
Promotions	59	0	0	0
Pocket Park Fundraising	0	0	0	0
Miscellaneous	504	200	30	100
TOTAL CURRENT RECEIPTS	13,939	16,320	13,202	22,750
TRANSFERS IN	12,000	12,000	12,000	12,000
TOTAL RECEIPTS AND TRANSFERS IN	25,939	28,320	25,202	34,750

Main Street 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Special Events				
Autumn Festival				
Dinner on Main Street	36	870	866	0
Advertising & Promotion	1,749	1,500	1,500	1,500
Banners & Signs	2,055	700	700	2,000
BBQ Cookoff				
Prize Money	325	0	0	0
Other	119	0	0	0
Total BBQ Cookoff	444	0	0	0
Dinner / Stew Supplies	19	0	0	0
Entertianment	1,250	0	0	0
Portable Toilets	160	0	0	0
Window Contest	500	0	0	0
Raffle	0	0	0	0
Car Sow Prizes	120	0	0	0
Food & Drink Supplies	0	0	0	0
Pancake Breakfast Supplies	73	0	0	0
Misc Supplies	10	0	0	100
Decorations	689	400	400	500
Kids Fun Zone Supplies & Rentals	383	300	300	600
Games & Tournament Supplies	23	0	0	0
5K Autumn Stroll	690	0	0	0
Tents & Rentals	100	0	0	0
Other	0	0	10	0
Total	8,301	3,770	3,776	4,700
5K Zombie Run				
T-shirts	-	700	640	-
Total	-	700	640	-
Dinner on Main Street & Taste of Canton				
Catering	590	1,200	-	-
Supplies	-	-	-	200
Decorations & Rentals	-	120	-	200
Advertising & Promotion	-	600	-	600
Total	590	1,920	-	1,000
Outdoor Movies				
Movie Rental	1,912	2,450	2,412	3,000
Concession Supplies	189	350	350	450
Promotion	0	0	0	0
Total	2,101	2,800	2,762	3,450

Main Street 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Downtown Event				
Junk in Trunk / Farmers Market	0	0	0	0
Advertising & Promotion	0	0	0	100
Pancake Breakfast Supplies	192	0	0	0
Total	192	0	0	100
Art Walk				
Advertising & Signs	-	-	-	100
Total	-	-	-	100
Christmas Cocoa & Caroling				
Mugs	-	400	393	400
Cocoa Supplies	-	50	50	50
Advertising & Signs	-	-	-	-
Total	-	450	443	450
TOTAL SPECIAL EVENTS	11,184	9,640	7,621	9,800
Promotion				
Tee Shirts & Caps	0	400	0	0
Pansies and Mums	0	0	0	300
Ferns	0	0	0	300
Brochures & Rack Cards	0	500	500	0
Friday Night Live / Concert Series	0	0	0	0
Downtown Promotions & Specials	604	1,500	1,500	2,500
Main Street Advertising	234	500	500	0
Other Promotions	0	200	0	0
Total	837	3,100	2,500	3,100
Projects				
Beautification Projects	1,466	3,500	3,500	5,000
Keep Canton Beautiful	527	1,000	1,000	500
Downtown Building Top Lights & Banners	884	2,600	2,600	3,000
Courthouse Landscaping	0	0	0	0
Pocket Park	0	0	0	0
Incentive Grant Program	2,366	10,000	10,000	10,000
Historic Preservation	1,900	1,900	1,900	1,900
Total	7,142	19,000	19,000	20,400
TOTAL PROJECTS & PROMOTIONS	7,980	22,100	21,500	23,500

Main Street 2017-2018

	Actual 2015-2016	Budget 2016-2017	Estimated 2016-2017	Proposed 2017-2018
Operating Expenses				
Board & Administrative Expenses	1,348	1,200	475	600
Travel & Meals	0	0	0	0
Association Fees	675	700	659	700
TOTAL OPERATING EXPENSES	2,023	1,900	1,134	1,300
TOTAL EXPENSES	21,187	33,640	30,255	34,600

Canton, Texas

ECONOMIC DEVELOPMENT CORPORATION

FIRST MONDAY TRADE DAYS

CITY OF CANTON — PERSONNEL SCHEDULE

Fiscal Year 2017-2018

Position	FY 11	FY12	FY 13	FY 14	FY15	FY16	FY17	FY18
Administration								
City Manager	1	1	1	1	1	1	1	1
Asst City Manager	1	1	1	0	1	1	1	1
Public Works Director	0	0	0	1	1	1	1	1
City Secretary	1	1	1	1	1	1	1	1
Asst City Secretary	1	1	1	1	0	0	0	0
Accountant	0	1	1	1	0	0	0	0
Finance Director	0	0	0	0	1	1	1	1
Accounting Clerk	1	0	0	0	0	0	0	0
Accounts Payable Clerk	0	0	0	0	0	0	0	0
Receptionist	0	0	0	0	0	0	0	0
Administrative Asst.	1	1	1	1	2	2	2	2
Total Administration	**6**	**6**	**6**	**6**	**7**	**7**	**7**	**7**
Development Services								
Building Inspector	1	1	1	1	1	1	1	1
Total Development Services	**1**	**1**	**1**	**1**	**1**	**1**	**1**	**1**
Police								
Police Chief	1	1	1	1	1	1	1	1
Police - Lieutenant	0	0	0	1	0	0	0	0
Police - Sergeant	2	2	2	2	2	2	2	2
Police - Sr Corporal	1	1	1	1	1	1	1	1
Police - Corporal	1	1	1	2	2	2	2	1
Police - Sr Patrol	3	3	3	2	2	2	2	2
Police - Patrol	5	5	5	4	6	6	6	7
Police - School Resource Officer	0	0	0	1	0	0	0	0
Police - Dispatch Supervisor	1	1	1	1	1	1	1	1
Police - Dispatch	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5
Animal Control Officer	1	1	1	1	1	1	1	1
Animal Shelter Mgr	1	1	1	1	1	1	1	1
Animal Shelter - PT	0	0	0	0	0.5	0.5	1	0.5
Total Police	**20.5**	**20.5**	**20.5**	**21.5**	**22**	**22**	**22.5**	**22**
Fire								
Fire Chief	1	1	1	1	1	1	1	1
Firefighter	4	4	4	4	4	3	3	3
Part-time Firefighter (FTE)	2	2	2	2	2	3	3	3
Code Enforcement	0	0	0	0	1	1	1	1
Total Fire	**7**	**7**	**7**	**7**	**8**	**8**	**8**	**8**

CITY OF CANTON — PERSONNEL SCHEDULE

Fiscal Year 2017-2018

Position	FY 11	FY12	FY 13	FY 14	FY15	FY16	FY17	FY18
Municipal Court								
Municipal Judge	1	1	1	1	1	1	1	1
Municipal Court Clerk	1	1	1	1	1	1	1	0
Total Municipal Court	**2**	**2**	**2**	**2**	**2**	**2**	**2**	**1**
Streets								
Operations Supervisor - Utilities	1	1	1	1	1	1	1	1
Laborer	2	2	2	2	2	3	3	3
Seasonal Laborer (FTE)	2	2	2	2	3	2	2	1
Total Streets	**5**	**5**	**5**	**5**	**6**	**6**	**6**	**5**
Parks								
Operations Supervisor	1	1	1	1	0	0	0	1
Laborer	3	3	3	4	4	4	4	4
Total Parks	**3**	**3**	**3**	**4**	**4**	**4**	**4**	**5**
Water Plant								
Operations Supervisor	1	1	1	1	1	1	1	0
System Tech 3 (A or B License)	2	1	1	1	1	1	1	1
System Tech 2 (C License)	0	0	0	1	1	1	1	2
System Tech 1 (D License)	0	1	1	0	0	0	0	0
Total Water Plant	**3**	**3**	**3**	**3**	**3**	**3**	**3**	**3**
Water Distribution								
Mechanic	1	1	1	1	1	1	1	1
Meter Reader	2	2	2	2	2	2	2	2
Equipment Operator	1	1	1	1	1	1	1	1
Laborers	0	1	1	2	2	2	2	2
Utility Billing Coordinator	1	1	1	1	1	1	1	1
Total Water Distribution	**5**	**6**	**6**	**7**	**7**	**7**	**7**	**7**
Wastewater Treatment Plant								
Operations Supervisor	1	1	1	1	1	1	1	1
System Tech 3 (A or B License)	1	1	1	2	2	2	2	2
System Tech 2 (C License)	0	1	1	0	0	0	0	0
System Tech 1 (D License)	1	0	0	0	0	0	0	0
PT Labor	0	0	0	0	0.5	0.5	0.5	0
Total Wastewater Plant	**3**	**3**	**3**	**3**	**3.5**	**3.5**	**3.5**	**3**

CITY OF CANTON — PERSONNEL SCHEDULE

Fiscal Year 2017-2018

Position	FY 11	FY12	FY 13	FY 14	FY15	FY16	FY17	FY18
Wastewater Collection								
Utility Billing Clerk	1	1	1	1	1	1	1	1
Total Wastewater Collection	**1**	**1**	**1**	**1**	**1**	**1**	**1**	**1**
Sanitation								
Transfer Station Operator	1	1	1	1	1	1	1	0
Total Sanitation	**1**	**1**	**1**	**1**	**1**	**1**	**1**	**0**
First Monday								
Operations Supervisor - FM	0	0	0	0	1	1	1	1
Coordinator - Civic Center	0	1	1	1	1	1	1	1
Coordinator - Trade Centers	0	0	0	1	1	1	1	1
Coordinator - Facilities	1	2	2	0	0	0	0	0
Coordinator - Outdoor Lots	1	0	0	1	1	1	1	1
Coordinator - Staff Support	0	0	0	0	0	0	0	0
Administrative Asst	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Operations Supervisor - Parks	0	0	0	0	1	1	1	0
Electrician	1	1	1	1	1	1	1	1
Laborer	2	2	2	2	2	2	2	4
Seasonal / Regular Part-time Laborer (F	2	2	2	1.5	1.5	1.5	1.5	1.5
Monthly Part-time (FTE)	8.5	8.5	8.5	8.5	8.5	8.5	8.5	10.5
Total First Monday	**16**	**17**	**17**	**16.5**	**18.5**	**18.5**	**18.5**	**21.5**
CVB/CEDC/Main Street/Marketing								
Exec Dir - CEDC/ Main Street/ CVB/ Mk	1	0	0	0	0	0	0	0
Exec Dir - CEDC/CVB/Marketing	0	1	1	1	1	1	1	1
Asst Dir - CEDC/Main Street	1	0	0	0	0	0	0	0
Dir - Main Street/Asst Dir - CEDC	0	1	1	1	1	1	1	1
Admin Asst - CVB	1	1	1	1	1	1	1	1
Total CEDC/Main Street/Marketir	**3**	**3**	**3**	**3**	**3**	**3**	**3**	**3**
Total City FTEs	**76.5**	**78.5**	**78.5**	**81**	**87**	**87.0**	**87.5**	**87.5**

CITY OF CANTON — COMPENSATION PLAN

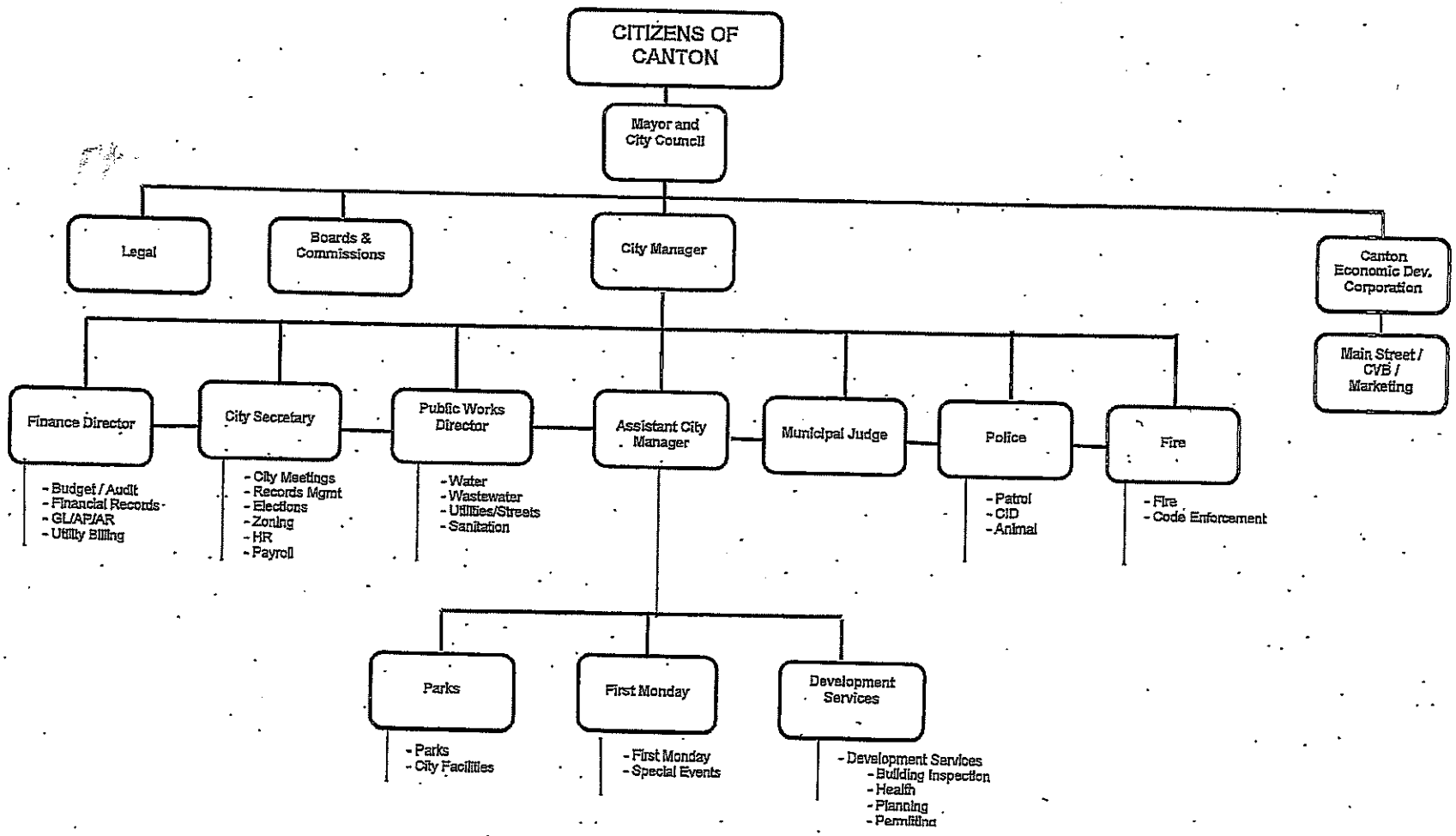
Fiscal Year 2017-2018

Level	Job Title	Annual Base	Annual Top	Hourly Base	Hourly Top
E - 01	City Manager	Contract			
E - 02	Assistant City Manager Administration Director Finance Director Public Works Director	50,000	75,000	26.44	36.06
E - 03	City Secretary Police Chief Fire Chief	45,000	65,000	21.63	31.25
N - 01	Accountant	45,000	65,000	21.63	31.25
N - 02	Operations Supervisor Asst. City Secretary Municipal Judge	35,000	50,000	16.83	24.04
N - 03	Bldg Inspctr/ Code Enforcmt Utility Billing Coordinator Sys Tech 3 (B License) Lead Person Equipment Operator Mechanic	25,000	40,000	12.02	19.23
N - 04	Facilities Coordinator Outdoor Lot Coordinator Sys Tech 2 (C License) Electrician Meter Reader Animal Control Officer Animal Shelter Manager	20,800	35,000	10.00	16.83
N - 05	Utility Billing Clerk Municipal Court Clerk Admin Asst Transfer Station Operator Sys Tech 2 (D License) Laborer	20,800	30,000	10.00	14.42

CITY OF CANTON COMPENSATION PLAN

Fiscal Year 2017-2018

Level	Job Title	Annual Base	Annual Top	Hourly Base	Hourly Top
	Police Dept				
D - 01	Dispatch Supervisor	25,000	35,000	12.02	16.83
D - 02	Dispatcher (2184 hours)	20,800	30,000	10.00	14.42
P - 01	Lieutenant	45,000	55,000	21.63	26.44
P - 02	Sergeant	35,000	50,000	16.83	24.04
P - 03	Sr Corporal	35,000	45,000	16.83	21.63
P - 04	Corporal	30,000	45,000	14.42	21.63
P - 05	Sr Patrol Officer	30,000	45,000	14.42	21.63
P - 06	Patrol Officer	28,000	38,000	13.46	18.27
	Fire Dept				
F - 01	Station Captain (2912 hours)	30,000	40,000		
F - 02	Firefighter (2912 hours)	27,000	37,000		



CITY OF CANTON - ORGANIZATIONAL CHART