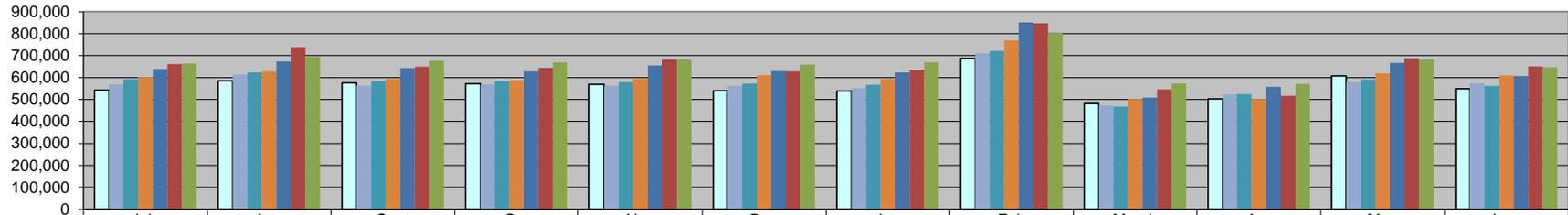
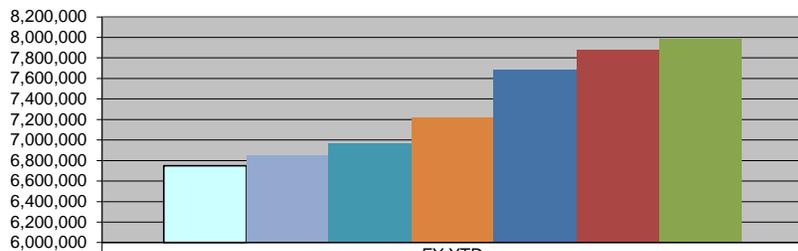


Sales Tax



| | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | March | Apr | May | June |
|------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| □ FY 11/12 | 542,564 | 584,673 | 575,593 | 571,365 | 568,438 | 539,521 | 538,581 | 686,878 | 481,137 | 503,099 | 607,376 | 548,870 |
| ■ FY 12/13 | 568,911 | 613,425 | 563,223 | 567,870 | 563,266 | 562,049 | 550,910 | 710,120 | 472,502 | 523,568 | 579,342 | 574,079 |
| ■ FY 13/14 | 592,201 | 622,250 | 583,383 | 583,302 | 578,810 | 571,889 | 566,907 | 720,995 | 468,129 | 524,484 | 590,302 | 562,391 |
| ■ FY 14/15 | 601,996 | 627,721 | 593,548 | 587,893 | 595,353 | 610,479 | 594,131 | 768,882 | 502,422 | 502,612 | 618,980 | 609,073 |
| ■ FY 15/16 | 639,340 | 673,495 | 642,074 | 627,579 | 655,121 | 629,502 | 622,916 | 851,452 | 508,499 | 558,191 | 666,159 | 606,228 |
| ■ FY 16/17 | 661,460 | 738,232 | 648,935 | 643,501 | 680,608 | 627,480 | 634,569 | 846,643 | 545,448 | 516,060 | 687,242 | 650,129 |
| ■ FY 17/18 | 663,772 | 694,952 | 676,225 | 669,557 | 681,142 | 658,565 | 668,878 | 801,559 | 571,706 | 570,424 | 680,699 | 646,303 |

Sales Tax Revenue



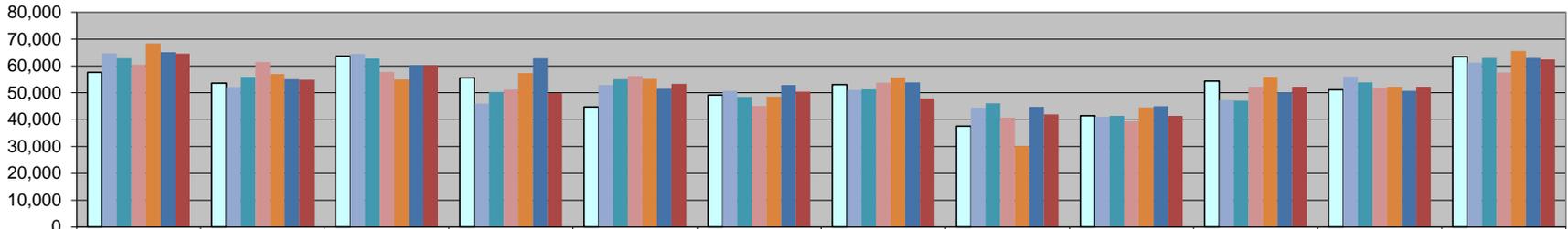
| | FY YTD |
|------------|-----------|
| □ FY 11/12 | 6,748,096 |
| ■ FY 12/13 | 6,849,266 |
| ■ FY 13/14 | 6,965,044 |
| ■ FY 14/15 | 7,213,092 |
| ■ FY 15/16 | 7,680,555 |
| ■ FY 16/17 | 7,880,307 |
| ■ FY 17/18 | 7,983,782 |

***COLLECTIONS IN THE CITY OF CROSSVILLE**

| | | |
|---|--------|--------------|
| State of TN Cost of Administration | 1.125% | 1,320,519.47 |
| Net Collections (sent to trustee's office) | | 14,855.84 |
| | | 1,305,663.63 |
| Trustee of Cumberland County | 1% | 13,056.64 |
| Net To Be Distributed | | 1,292,606.99 |
| CITY OF CROSSVILLE SPLIT | | |
| Check to City of Crossville | | \$646,303.49 |
| Check to Cumberland County Board of Education | | \$646,303.50 |

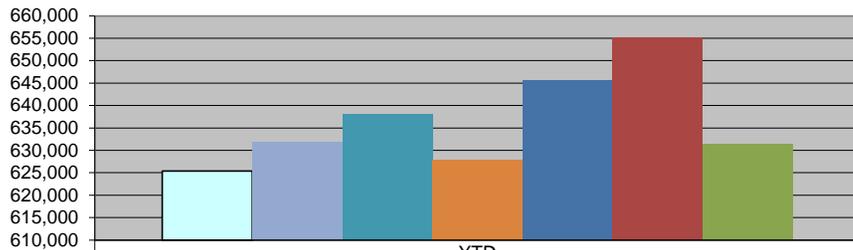
*Totals reported in June, but actually collected in April

Wholesale Beer Tax



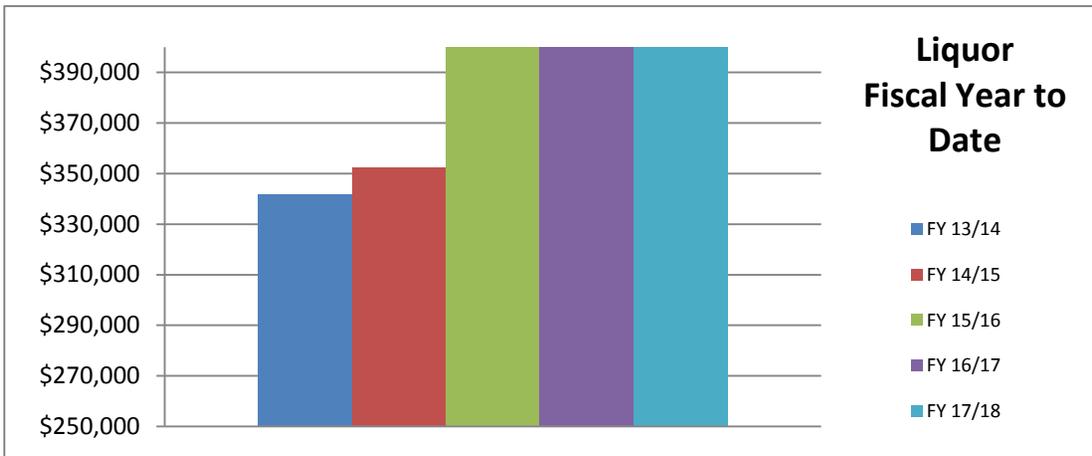
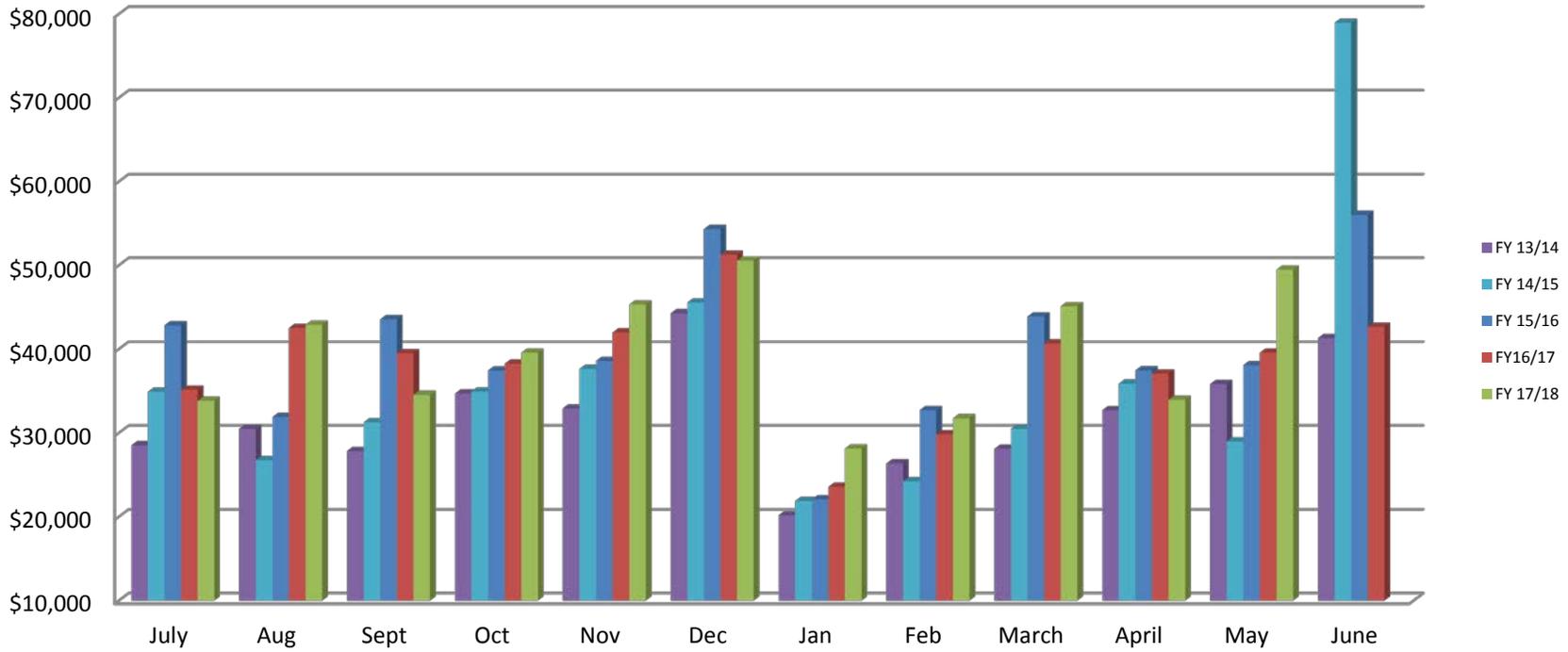
| | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | March | Apr | May | June |
|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY11/12 | 57,631 | 53,580 | 63,656 | 55,500 | 44,752 | 49,146 | 53,108 | 37,520 | 41,472 | 54,350 | 51,163 | 63,502 |
| FY 12/13 | 64,729 | 52,105 | 64,506 | 45,926 | 52,878 | 50,677 | 51,080 | 44,449 | 41,088 | 47,243 | 56,014 | 61,195 |
| FY 13/14 | 62,829 | 55,897 | 62,720 | 50,303 | 55,083 | 48,463 | 51,269 | 46,087 | 41,399 | 47,056 | 53,910 | 62,991 |
| FY 14/15 | 60,493 | 61,507 | 57,800 | 51,195 | 56,278 | 45,133 | 53,740 | 40,764 | 39,308 | 52,266 | 51,887 | 57,530 |
| FY 15/16 | 68,355 | 57,009 | 54,939 | 57,328 | 55,181 | 48,596 | 55,690 | 30,239 | 44,517 | 55,910 | 52,279 | 65,528 |
| FY16/17 | 65,097 | 55,042 | 60,282 | 62,877 | 51,474 | 52,906 | 53,833 | 44,802 | 44,940 | 50,184 | 50,728 | 63,011 |
| FY 17/18 | 64,565 | 54,849 | 60,282 | 49,858 | 53,345 | 50,387 | 47,876 | 41,990 | 41,453 | 52,248 | 52,251 | 62,422 |

Wholesale Beer Tax Revenue



| | YTD |
|----------|---------|
| FY11/12 | 625,380 |
| FY 12/13 | 631,889 |
| FY 13/14 | 638,007 |
| FY 14/15 | 627,902 |
| FY 15/16 | 645,569 |
| FY 16/17 | 655,175 |
| FY 17/18 | 631,525 |

Liquor Income



CROSSVILLE POLICE Weekly Stats Report

| June 2018 | | | | | |
|----------------------|-------|------------------------|-------|--------------------------|-------|
| | TOTAL | | TOTAL | | TOTAL |
| CITATIONS | | OFFENSES | | ARRESTS | |
| No DL | 1 | Burglary | 6 | Aggravated Assault | 2 |
| Ran Stop Sign | 2 | Vandalism | 3 | Fraud | 3 |
| Ran Traffic Light | 4 | Vehicle Theft | 3 | Vandalism | 4 |
| Seatbelt Violation | 4 | Shoplifting | 8 | Disorderly Conduct | 5 |
| Speeding | 21 | Theft from Vehicle | 8 | DOR/DOS | 21 |
| Insurance Violation | 31 | Theft of Vehicle Parts | 1 | DUI | 1 |
| Registration Viol. | 14 | Theft from Building | 9 | Domestic assault | 15 |
| Light Law Violation | 7 | Theft All Other | 5 | Drug Violation | 14 |
| Improper use of lane | 1 | Robbery | 2 | Drug Equipment | 13 |
| Failure to signal | 1 | Stalking | 1 | Public Intoxication | 12 |
| Open Container | 1 | Fraud | 8 | Shoplifting | 8 |
| Due Care | 2 | Sexual assault | 1 | Assault | 2 |
| | | Assault | 4 | Warrant | 41 |
| | | Intimidation | 2 | Impersonation | 2 |
| | | Counterfeit | 4 | Evading/Resisting Arrest | 4 |
| Speed Warnings | 2 | TOTAL | 65 | Weapons Law Violation | 2 |
| TOTAL | 91 | WARNINGS | 4 | TOTAL | 149 |
| JUV CITATIONS | | JUV ARRESTS | | PARKING TICKETS | |
| Ran Stop Sign | 1 | Traffic offense | 1 | TOTAL | 0 |
| Speeding | 2 | | | ACCIDENTS | |
| Registration Viol. | 1 | | | With Injury | 12 |
| Insurance Violation | 3 | | | Without Injury | 28 |
| | | | | Minor Accident | 61 |
| TOTAL | 7 | TOTAL | 1 | TOTAL | 101 |

- * THSO Hands Across the Border roadblocks: 8th McMinn County, 15th North Carolina and 29th VanBuren County.
- * June 5th new officer interviews were held and June 20th we had another round of new officer testing.
- * June 5th Capt. Kendrick and Lt. Oneal attended Sgt. Daniel Baker's funeral in Dickson County.
- * June 11th-15th SRO Lt. Akins, SRO Graham, SRO Tollett, SRO Phipps and Ptl. VanRuden attended the SRO Conference in Pigeon Forge.
- * June 18th & 19th Ptl. Mangas and Ptl. Massey attended ARIDE Training in Knoxville, TN

CROSSVILLE FIRE DEPARTMENT

Monthly Statistics Report

| | A | B | C | D | E | F | G |
|----|---|-----|---------------------|---|------------------------|-----|-----|
| 1 | MONTHLY FIRE REPORT Jun-18 | | | | | | RCS |
| 2 | | | | | | | |
| 3 | RESPONSES | | INSPECTIONS | | Public Education | | |
| 4 | Structure fires | 1 | | | Church Events | | |
| 5 | Vehicle fires | 1 | Construction | | Fire Lectures | | |
| 6 | Vehicle accidents | 25 | Final | | Department Tours | | |
| 7 | First Responder with transport by CCEMS | 105 | Complaints | | School Events | 2 | |
| 8 | First Responder without transport | 67 | Home safety | | Static Displays | | |
| 9 | Hazardous Conditions | 9 | | | Extinguisher training | | |
| 10 | False calls | 15 | | | CPR Training | | |
| 11 | Service calls | 4 | | | | | |
| 12 | Brush/trash fires | 3 | | | | | |
| 13 | Smoke scare | 1 | TOTAL | | | | |
| 14 | Cooking Fire | | | | | | |
| 15 | | | Training | | | | |
| 16 | | | Specialized | | | | |
| 17 | | | Seminars | | | | |
| 18 | | | In-service | | | | |
| 19 | TOTAL | 231 | | | TOTAL | 2 | |
| 20 | | | TOTAL | | | | |
| 21 | Fire Loss dollar value | | | | Burning Permits issued | | 152 |
| 22 | Structure fire loss | | Arson Management | | | | |
| 23 | Vehicle fire loss | | Fire Investigations | | OTHER ACTIVITY | | |
| 24 | other fire loss | | Explosives/bomb | | | | |
| 25 | | | Arsons/Suspicious | | | | |
| 26 | | | Arrests | | TOTAL | 152 | |
| 27 | TOTAL | | TOTAL | | | | |
| 28 | June 9 - Ladder Truck - Salvation Army Car Show. | | | | | | |
| 29 | June 11 - Fire Safety for Junior Ranger Camp. | | | | | | |
| 30 | June 14 - Spray children at West Side Baptist Church. | | | | | | |
| 31 | June 18 - Fire Safety at the State Park. | | | | | | |
| 32 | June 21 - Fire Safety - PREPS | | | | | | |
| 33 | June 23 - Food City - Fire Truck for Fire Safety. | | | | | | |
| 34 | | | | | | | |
| 35 | | | | | | | |

| | CONSUMPTION | Water loss - flushing | Water loss - leaks | Water loss-fire fighting | Total Internal Use | Unaccounted for water | PUMPED WATER | LOSS % |
|-----------|--------------------|-----------------------|--------------------|--------------------------|---------------------------|------------------------------|---------------------|---------------|
| 2017 | | | | | | | | |
| January | 83,687,800 | 58,879 | 7,391,568 | | 7,450,447 | 22,355,353 | 113,493,600 | 20% |
| February | 83,480,000 | 105,600 | 4,323,834 | | 4,429,434 | 9,052,566 | 96,962,000 | 9% |
| March | 79,536,700 | 1,351,950 | 1,371,660 | 100,000 | 2,823,610 | 23,253,990 | 105,614,300 | 22% |
| April | 76,775,800 | 26,783 | 1,345,596 | | 1,372,379 | 25,715,821 | 103,864,000 | 25% |
| May | 85,100,900 | 99,772 | 1,483,561 | | 1,583,333 | 27,138,067 | 113,822,300 | 24% |
| June | 90,267,900 | 75,354 | 2,343,306 | | 2,418,660 | 18,538,440 | 111,225,000 | 17% |
| July | 91,853,400 | 228,601 | 2,744,082 | | 2,972,683 | 22,784,217 | 117,610,300 | 19% |
| August | 93,523,500 | 234,809 | 1,106,208 | | 1,341,017 | 19,341,384 | 114,205,900 | 17% |
| September | 94,805,400 | 350,039 | 1,232,926 | | 1,582,965 | 9,649,635 | 106,038,000 | 9% |
| October | 86,593,500 | 342,257 | 967,770 | | 1,310,027 | 21,769,973 | 109,673,500 | 20% |
| November | 90,371,300 | 241,890 | 1,700,320 | | 1,942,210 | 12,341,490 | 104,655,000 | 12% |
| December | 84,109,700 | 644,848 | 2,215,173 | | 2,860,021 | 21,702,979 | 108,672,700 | 20% |
| TOTAL | 1,040,105,900 | 3,760,781 | 28,226,005 | 100,000 | 32,086,786 | 233,643,915 | 1,305,836,600 | 18% |
| 2018 | | | | | | | | |
| January | 88,114,500 | 1,978,358 | 1,272,890 | 60,000 | 3,311,248 | 40,696,952 | 132,122,700 | 31% |
| February | 92,164,600 | 5,904 | 3,749,588 | 65,000 | 3,820,492 | 9,054,908 | 105,040,000 | 9% |
| March | 80,217,300 | 34,375 | 1,929,024 | 145,000 | 2,108,399 | 29,884,501 | 112,210,200 | 27% |
| April | 80,489,000 | 86,729 | 1,233,996 | 2,000 | 1,322,425 | 26,231,575 | 108,043,000 | 24% |
| May | 83,464,600 | 681,483 | 429,676 | | 1,111,159 | 33,736,841 | 118,312,600 | 29% |
| June | 93,994,400 | 152,880 | 2,693,928 | | 2,846,808 | 16,951,792 | 113,793,000 | 15% |
| July | | | | | | | | |
| August | | | | | | | | |
| September | | | | | | | | |
| October | | | | | | | | |
| November | | | | | | | | |
| December | | | | | | | | |
| TOTAL | | | | | | | | |
| 6 mos | 518,444,400 | 2,939,729 | 11,309,102 | 272,000 | 14,520,531 | 156,556,569 | 689,521,500 | 23% |
| 12 mos | 1,059,701,200 | 4,982,172 | 21,275,581 | 272,000 | 26,529,453 | 264,146,247 | 1,350,376,900 | 20% |

2017-2018 Building Permits

| | County | City-Res | City-Comm | City & County Plumbing | Land Disturbance Permits | City & County Mechanical | Sign | House Moving | County Comm | County Fees Paid | City Fees Paid |
|--------------|------------|------------|-----------|------------------------------|--------------------------------|--------------------------------|----------|-----------------|----------------|---------------------|--------------------|
| July | 18 | 3 | 1 | 17 | 1 | 11 | 0 | 0 | 0 | \$15,331.00 | \$3,574.50 |
| August | 15 | 19 | 2 | 31 | 7 | 22 | 0 | 0 | 0 | \$14,381.00 | \$13,800.00 |
| September | 20 | 3 | 1 | 21 | 6 | 12 | 1 | 0 | 0 | \$16,897.50 | \$4,446.50 |
| October | 22 | 11 | 5 | 28 | 4 | 15 | 0 | 1 | 0 | \$19,057.00 | \$11,369.00 |
| November | 15 | 13 | 6 | 33 | 3 | 17 | 0 | 0 | 5 | \$24,687.50 | \$13,550.50 |
| December | 14 | 2 | 1 | 17 | 2 | 29 | 0 | 0 | 2 | \$16,931.50 | \$2,382.00 |
| January | 12 | 6 | 2 | 17 | 1 | 30 | 0 | 0 | 2 | \$12,695.00 | \$4,579.50 |
| February | 13 | 4 | | 24 | 1 | 9 | 0 | 0 | 2 | \$18,468.00 | \$3,260.00 |
| March | 27 | 8 | 2 | 32 | 1 | 22 | 0 | 0 | 3 | \$29,961.00 | \$6,368.50 |
| April | 27 | 9 | 6 | 32 | 3 | 22 | 0 | 0 | 0 | \$27,093.50 | \$9,434.00 |
| May | 31 | 21 | 3 | 49 | 6 | 4 | 0 | 0 | 0 | \$28,433.50 | \$17,223.00 |
| June | 30 | 2 | 4 | 35 | 1 | 16 | 0 | 0 | 2 | \$34,793.00 | \$7,847.50 |
| Total | 244 | 101 | 33 | 336 | 36 | 209 | 1 | 1 | 16 | \$258,729.50 | \$97,835.00 |

Engineering Projects Report July 5, 2018

| Project | Current Status | Dates |
|---|---|---|
| 127 South Utility Relocation | (No Change)The TDOT bid letting has been placed on hold by the Commissioner of TDOT. | |
| Safe Routes to Schools Grant | (No Change) We are waiting on the Federal Highway Administration to approve the closing documents for the project. The Construction is complete but the grant is open until FHWA signs off on the completion. | Completion is Forthcoming |
| Northwest Connector Phase 3 | We have a few of the review appraisals and the Acquisitioner will start acquiring property again next week. | Bid Letting December 2018 |
| Northwest Connector Phase 2 | (No Change)TDOT is starting the environmental phase. The City has not been released for acquisition or draft utility relocation design. | Bid Letting December 2018 |
| Downtown Sidewalks | (No Change)This project is on hold until the Transportation Alternatives Program 80/20 grant is approved or denied. The grant award will take place in October of this year. | Award Bid February 2020 |
| Brookhaven Subdivision and Highland Lane Waterline Upgrade | The City Manager and Director of Engineering is setting up a meeting with the Engineers to discuss the timeline. | Construction Start Fall 2018 |
| Holiday Drive, Lantana Estates and Fairyland Acres Waterline Replacement | City crews have one day of work remaining. | Project Completion Soon |
| Old Lantana Road, County Seat and Southbend Waterline Replacement | The City Manager and Director of Engineering is setting up a meeting with the Engineers to discuss the timeline. | Construction Start Fall 2018 |
| Bridges for Trails at Meadow Park | The Engineer is scheduling a site visit to review the poles and to provide the City with needed survey information. | |
| Quail Hollow Court | (No Change) City staff has started compiling information required by TDOT and the FAA for the sale of airport property. Once all information is approved by TDOT, we will be ready for the property owners to pay for a TDOT approved appraisal. | |
| Site Development Grant | Work this month has been slow due to a broken drill rig. The projects appears to be ahead of the contracted schedule. | Project Finished November 2018 |
| 2017 Water Treatment Plant Upgrades | No appreciative progress this month but the chemical building portion is wrapping up. The chemical building at Meadow Park is nearly finished. The Sludge removal system replacement at the Holiday plant has not started due to equipment delivery. A contract time extension is expected because of a delay in drawing approvals and winter weather delays. The contracted completion date is May 26. | Construction Complete August 2018 |
| Main Street and Lantana Traffic Signal Replacement | The Engineer has presented the City with a review set of drawings. City Staff has reviewed the drawings and sent changes back to the Engineer. | Bid Award October 2019 |
| Fourth Street and West Avenue Traffic Signal Replacement | (No Change)TDOT has given the notice to proceed on the NEPA document and the engineering firm has started the research. | Bid Award September 2019 |
| Airport Pavement Rehabilitating | The plans are 90% complete and the project should be bid by the August Council meeting. | Construction Complete Mid Winter 2018 |
| 2017 Sewer Rehab | The contractor is videoing all lines. Pipe bursting has started with 4 lines completed at this date. | Construction Complete September 1, 2018 |
| Meadow Park Water Filtration Plant Sewer Project | The plans are 95% complete and a plans review meeting is forth coming. Many easements will be required and it is doubtful if construction can start this calendar year. | Schedule will be forthcoming |
| Raw Water Study | The Engineer is working on documents for a meeting with TDEC | |
| 2017 Wastewater Treatment Plant Improvements | One basin has been emptied of the sludge at the sewer treatment plant and the Contractor is working on the second basin. All pumping of the sludge will be completed by July 13th. We will have a preconstruction meeting with W&O in the coming weeks. | Construction Completion September 18 |
| Garrison Park | The project has been advertised for bids. | Schedule will be forthcoming |
| Landfill Testing | The well was drilled today and testing will start next week. | |
| Private Developments | | |
| The Gardens Phase 8 Subdivision Plat 1 | (No Change) All utilities are installed and accepted. The road has not been constructed. | |
| Waverley Place and Tree House Plantations Subdivision | (No Change) Water and sewer plans have been submitted to TDEC. | |
| Panther Valley Subdivision | (No Change) All utilities are installed and accepted. Construction of the road has not been completed. | |
| Crossroad Village Subdivision Phase 4 | (No Change) Testing is complete on the waterline on Deerfield Drive and the City has accepted the installation. Road construction has not started on White Tail Run. The water line has been installed on White Tail Run but has not been tested. | |
| Blackberry Ridge Phase 2 | (No Change) All utilities are installed and accepted. Construction of the road has not been completed. | |

**CITY OF CROSSVILLE
DEBT**

| | END DATE | INT RATE | 6/30/2018 LOAN BALANCE | PRINCIPAL PAYMENT | INTEREST PAYMENT |
|-------------------|----------|----------|---------------------------|-------------------|-------------------|
| GENERAL FUND | | | | | |
| LOC- Radio System | 2028 | Var | \$ 1,066,000 | \$ 134,000 | \$ 20,574 |
| E-911 | 2024 | VAR | \$ 370,000 | \$ 56,000 | \$ 7,500 |
| Series A Bonds | 2037 | 3.18% | \$ 4,040,000 | \$ 25,000 | \$ 123,444 |
| Series B Bonds | 2028 | 2.67% | \$ 2,605,000 | \$ 210,000 | \$ 72,231 |
| | | | \$ - | | |
| | | | <u>\$ 8,081,000</u> | <u>\$ 425,000</u> | <u>\$ 223,749</u> |

Water & Sewer Fund

| | | | | | |
|-------------------------------------|------|-------|----------------------|---------------------|-------------------|
| 23008 TMBF Refund 3 RUD Loans 2014 | 2034 | Var | \$ 3,363,448 | \$ 172,360 | \$ 53,308 |
| 23009 SRF 12-116 Downtown Waterline | 2035 | 1.87% | \$ 1,452,667 | \$ 65,832 | \$ 27,828 |
| 23010 SRF 2015 I/I (CW1 15-346) | 2035 | 1.61% | \$ 1,652,368 | \$ 73,752 | \$ 27,252 |
| 23116 SRF 00-020 MPL Plant (water) | 2024 | 1.77% | \$ 1,742,411 | \$ 314,028 | \$ 33,864 |
| 23117 SRF 00-033 SO. Lines (water) | 2024 | 1.47% | \$ - | | |
| 23118 SRF 2010 - WWTP | 2032 | 2.88% | \$ 1,510,868 | \$ 127,524 | \$ 50,220 |
| 23119 SRF 2010 WTR Harvesting | 2032 | 2.83% | \$ 1,687,113 | \$ 141,552 | \$ 55,056 |
| 23120 SRF 2010 WWTP (\$500,000) | 2032 | 2.78% | \$ - | | |
| 23122 SRF - DWF 10-105 (Lines) | 2033 | 2.69% | \$ - | | |
| 23240 SRF 01-156 I/I (SEWER) | 2025 | 1.47% | \$ - | | |
| 23245 2012 Series C Bonds | 2032 | 2.95% | \$ 8,265,000 | \$ 135,000 | \$ 246,244 |
| | | | <u>\$ 19,673,875</u> | <u>\$ 1,030,048</u> | <u>\$ 493,772</u> |

CATOOSA

| | | | | | |
|---|------|-----|-----------------------------|----------------------------|--------------------------|
| 23007 TMBF/Refund '05 Bonds | 2028 | Var | \$ 2,880,000 | \$ 230,000 | \$ 50,000 |
| 23008 TMBF Refund 3 RUD Loans 2014 | 2034 | Var | \$ 2,090,552 | \$ 105,640 | \$ 35,000 |
| | | | <u>\$ 4,970,552</u> | <u>\$ 335,640</u> | <u>\$ 85,000</u> |
| <u>TOTALS (WATER & SEWER FUND)</u> | | | <u>\$ 24,644,427</u> | <u>\$ 1,365,688</u> | <u>\$ 578,772</u> |

\$ 32,725,427

The City carries debt for E-911.

| Grant Agency | Project | ARRA | Amount | | | % | | | | Money Spent | Money Received | To Be Received | Budget |
|------------------------|-----------------------------|------|------------------------|------------------------|------------------------|--|----------|--|--------------|--------------|----------------|----------------|--------|
| | | | Grant | Local | Total | | | | | | | | |
| AWARDED: | | | | | | | | | | | | | |
| Dept. of Justice | bulletproof vests | No | \$ 35,653.05 | \$ 35,653.05 | \$ 71,306.10 | 50/50 | on-going | | \$61,622.12 | \$28,831.30 | \$1,692.70 | | |
| State-Police | Alcohol Saturation-2016 | | \$ 20,000.00 | \$ - | \$ 20,000.00 | | | | | | | | |
| TECD | CoLinX 2016 | | \$ 1,000,000.00 | \$ - | \$ 1,000,000.00 | | | | \$943,122.66 | \$943,122.66 | | | |
| Dept. of Agriculture | Urban Forester | | \$ 25,600.00 | \$ 25,600.00 | \$ 51,200.00 | | | | \$25,600.00 | | \$25,600.00 | | |
| Dept. of Agriculture | Tree Planting | | \$5,000 | \$5,000 | \$10,000 | 50/50 | | | \$10,509.59 | \$5,000.00 | | | |
| TDOT-Surface Trans | Northwest Connector | | \$ 715,799.00 | \$ - | \$ 715,799.00 | | | | \$708,567.83 | \$555,458.26 | \$55,204.63 | | |
| TML | Safety Partners Grant | | \$ 3,000.00 | \$ 3,000.00 | \$ 6,000.00 | | | | \$5,800.43 | \$2,900.22 | | | |
| THSO | Alcohol Saturation-2017 | | \$ 15,000.00 | \$ - | \$ 15,000.00 | 90/10 | | | | | | | |
| THSO Alcohol Saturatio | Alcohol Saturation-2018 | No | \$ 35,000.00 | \$ - | \$ 35,000.00 | 100% | | | | | | | |
| HIDTA | Drug Task Force Overtime | | \$ 18,000.00 | \$ - | \$ 18,000.00 | | | | | | | | |
| TDEC-LPRF | Garrison Park Redevelopment | | \$ 500,000.00 | \$ 500,000.00 | \$ 1,000,000.00 | | | | \$129,567.68 | \$64,783.84 | | | |
| TDOT-Aeronautics | Airport Maintenance 17/18 | | \$ 25,740.00 | \$ 25,740.00 | \$ 51,480.00 | | | | \$14,406.89 | \$7,255.64 | | | |
| TDOT-Aeronautics | Used Fuel Truck | | \$ 17,500.00 | \$ 17,500.00 | \$ 35,000.00 | | | | \$20,000.00 | \$10,000.00 | | | |
| TDOT-Aeronautics | Seal/Stripe Runway | | \$ 603,513.00 | \$ 33,528.00 | \$ 670,570.00 | Federal Funds \$603,513/State \$33,529 | | | \$33,528.00 | | | | |
| TECD | Site Development Grant | | \$ 500,000.00 | \$ 497,000.00 | \$ 997,000.00 | | | | \$348,670.00 | \$21,000.00 | \$158,772.92 | | |
| TECD | Due Diligence Grant | | \$ 4,298.00 | \$ - | \$ 4,298.00 | 100% | | | \$4,311.10 | \$4,236.64 | | | |
| TML | Driver Safety Grant | | \$ 700.00 | \$ 700.00 | \$ 1,500.00 | | | | \$815.90 | \$407.95 | | | |
| TML-17/18 | Property Conservation Grant | | \$ 2,200.00 | \$ 2,200.00 | \$ 4,400.00 | | | | \$1,392.56 | \$696.28 | | | |
| TOTALS | | | \$ 3,527,003.05 | \$ 1,145,921.05 | \$ 4,706,553.10 | | | | | | | | |

Chamber Scorecard

| Metric | July | Aug | Sept | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | June |
|--|---------|-----------------------|---------------------------|---------|-------------------------------------|---------|----------------------------|-------------------------------------|--------------------------|-----------------------------------|-------------------|---|
| Retiree recruitment | | | | | | | | | | | | |
| Retiree recruitment lead response (#) | 332 | 271 | 594 | 216 | 338 | 244 | 1906 | 910 | 1,985 | 1,180 | 600 | 354 |
| Number of calls to the Chamber | 202 | 464 | 352 | 289 | 277 | 186 | 183 | 247 | 300 | 287 | 401 | 377 |
| # of water meters from outside Cumberland County | 117 | 76 | 116 | 120 | 113 | 72 | 76 | 40 | 73 | 77 | 139 | 129 |
| AARC participation | n/a | n/a | n/a | n/a | AARC Conf.-NC Seal of approval 2018 | n/a | n/a | n/a | n/a | Webinar-Shifting search Landscape | n/a | n/a |
| Ideal Living show participation and cities | n/a | n/a | McLean, VA with 426 leads | n/a | n/a | n/a | 2 Chicago, IL Stamford, CT | 2 -Parsippany, NJ; Valley Forge, PA | 1; McLean, VA; 355 leads | n/a | n/a | n/a |
| Relocation Stay and Play packages (#) | 12 | 11 | 15 | 1 | 3 | 1 | 0 | 26 | 6 | 1 | 0 | 36 |
| Website hits (#) | 412,971 | 354,380 | 332,549 | 310,862 | 281,679 | 270,068 | 271,066 | 244,102 | 297,380 | 263,060 | 336,170 | 329,541 |
| Crossmarket show, tourism/retiree | n/a | FL show with 47 leads | n/a | n/a | n/a | n/a | n/a | n/a | Milwaukee, WI | n/a | n/a | n/a |
| Industrial recruitment | | | | | | | | | | | | |
| ** RFI's from TNECD | 4 | 4 | 4 | 5 | 3 | 2 | 6 | 3 | 2 | 2 | 5 | 5 |
| # RFI submitted | 2 | 2 | 1 | 2 | 0 | 0 | 0 | 2 | 0 | 2 | 1 | 0 |
| # RFI not submitted | 2 | 2 | 3 | 3 | 3 | 2 | 6 | 1 | 2 | 0 | 4 | 5 |
| Site visits (# of acres) | 4/355 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contacts with specific companies from Younger report (companies) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Responses from specific companies contacted (company) | 9 | 6 | 3 | 3 | 5 | 2 | 0 | 0 | 0 | 0 | 0 | 1 |
| Quarterly property inventory, # properties available | 20 | 19 | 19 | 19 | 19 | 19 | 19 | 19 | 19 | 19 | 19 | 19 |
| Interchange Business Park marketing sheet | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | Under development | Under development City Council approval of incentives |
| Tourism | | | | | | | | | | | | |
| Vol Network advertisements (#) seasonal | n/a | n/a | 5 | 3 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Day care taskforce

Other indicators

Chamber membership

| | | | | | | | | | | | |
|-----|-----|------------|-----|-----|-----|-----|-----|-----------|-----------|-----|-----|
| 0 | 0 | 2 meetings | 0 | 0 | 0 | 0 | 0 | 1 meeting | 1 meeting | 0 | 0 |
| 431 | 435 | 437 | 423 | 425 | 428 | 401 | 411 | 413 | 416 | 400 | 394 |

** If more information is required regarding site visits or the details of the RFI submitted - please contact the Chamber directly.