

MuniCast®

Financial Forecasting, Trend and Variance
Analysis Models for Local Governments



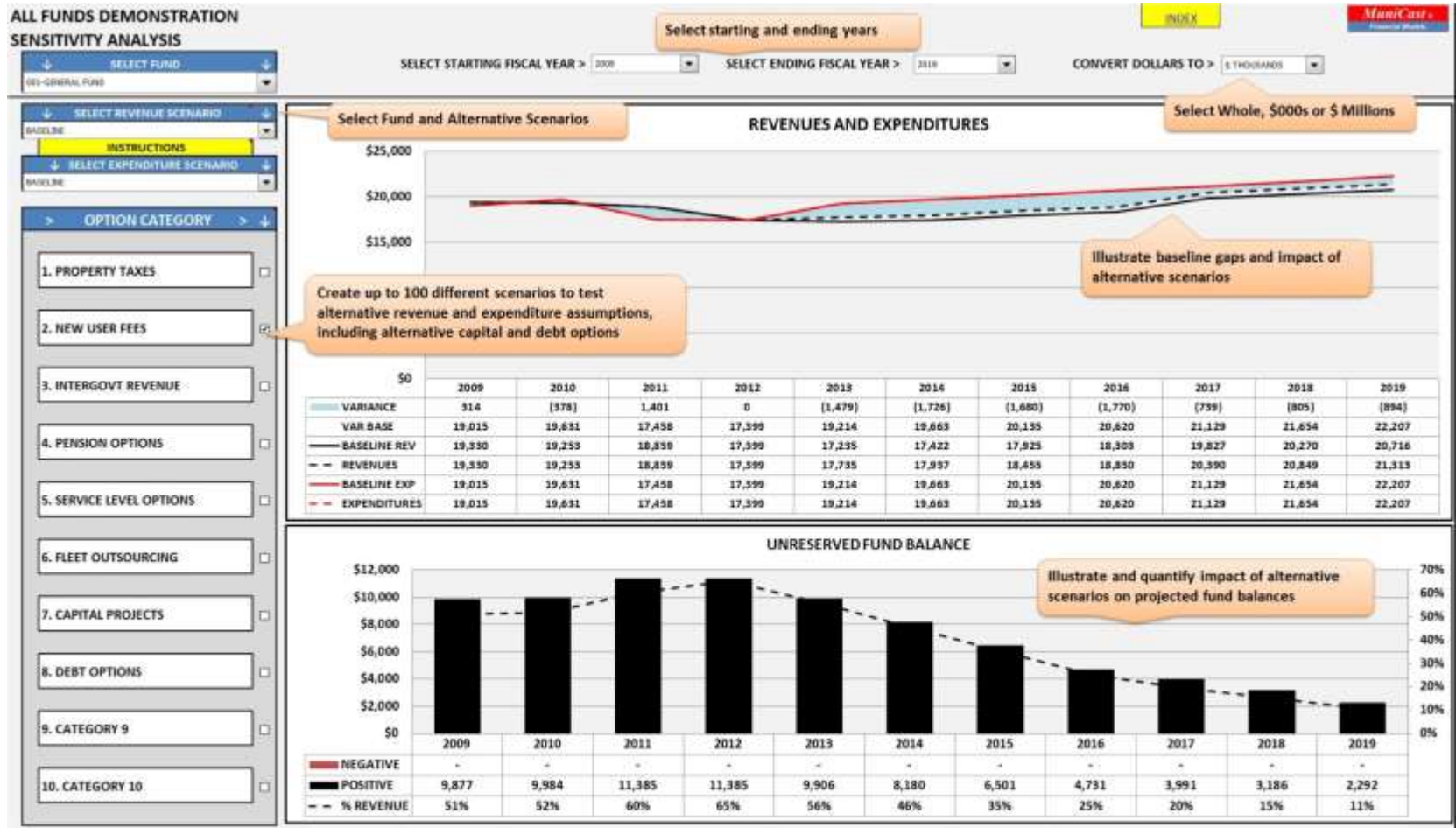
MuniCast® Financial Models

- 100% Microsoft® Excel-based financial models, easy to use – with minimal training required.
- Models used for multi-year forecasting, monthly analysis, capital and debt planning, inventory and fleet replacement analysis, cash flow analysis and many other applications.
- Each *MuniCast*® implementation is custom-fit to meet customer needs and can be adapted to any local government accounting and financial system.
- *MuniCast*® implemented in more than 180 local governments in 40 U.S. states and Canada, including cities, counties, schools, water and wastewater utilities, airports and harbors, parks and other special districts.

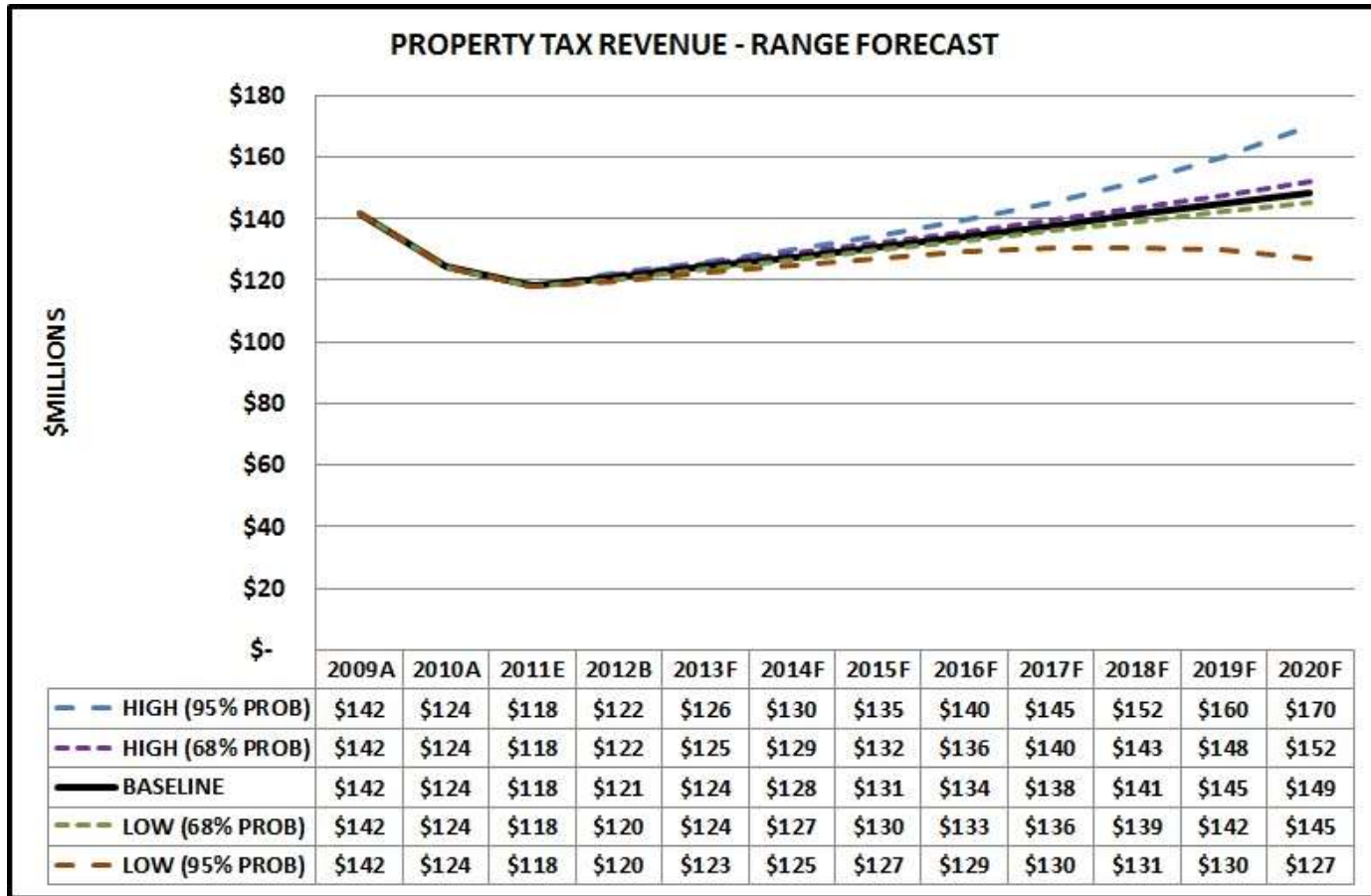
MuniCast® Annual Forecasting Model

- Create baseline and alternative revenue and spending forecasts – more than 100 possible scenarios
- Analyze historic trends and correlations between economic, financial and operating data
- Test impact of assumptions and proposed initiatives on projected fund balances

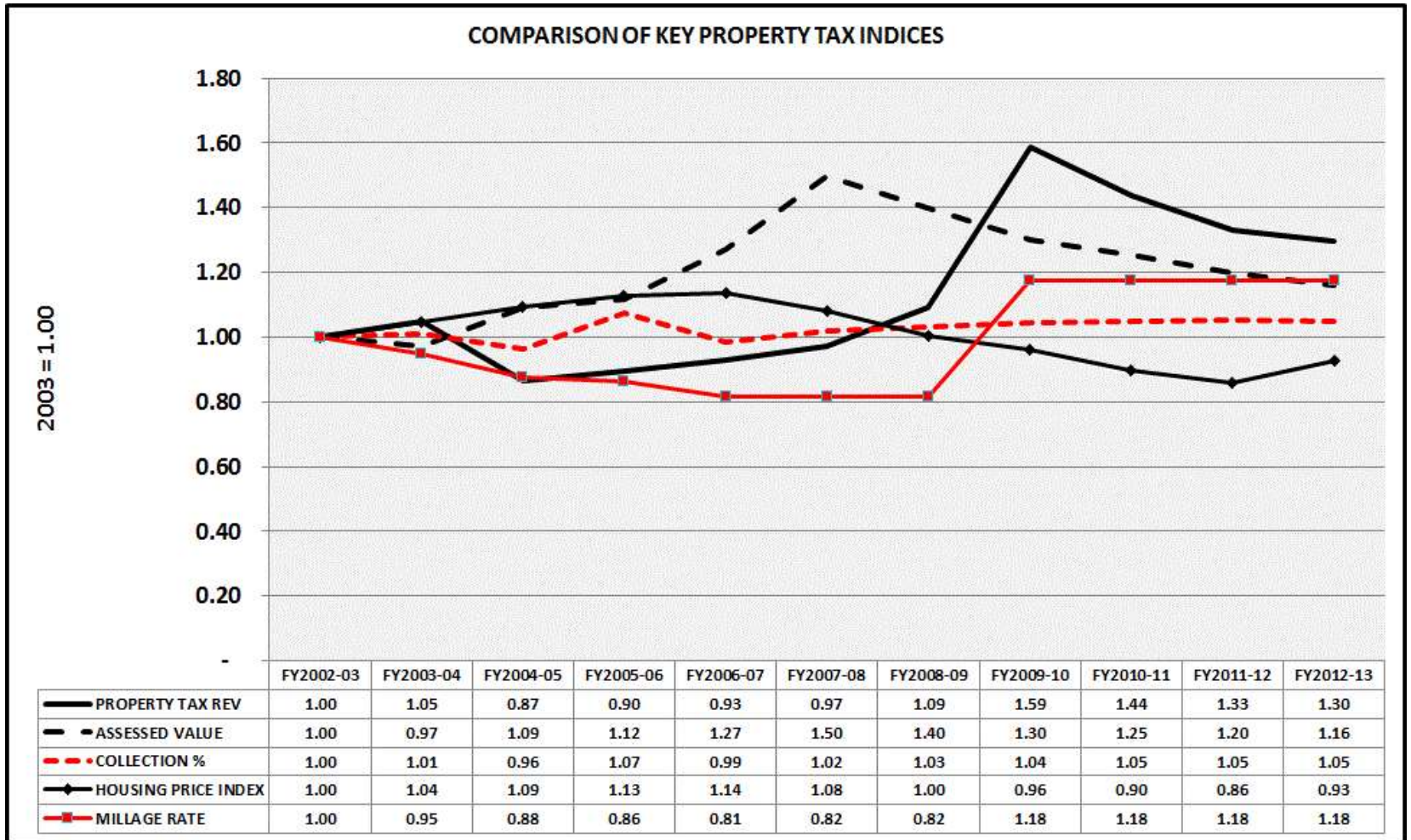
Sensitivity Analysis – Create Baseline and Alternative Forecasts and Test Impact of Proposed Initiatives



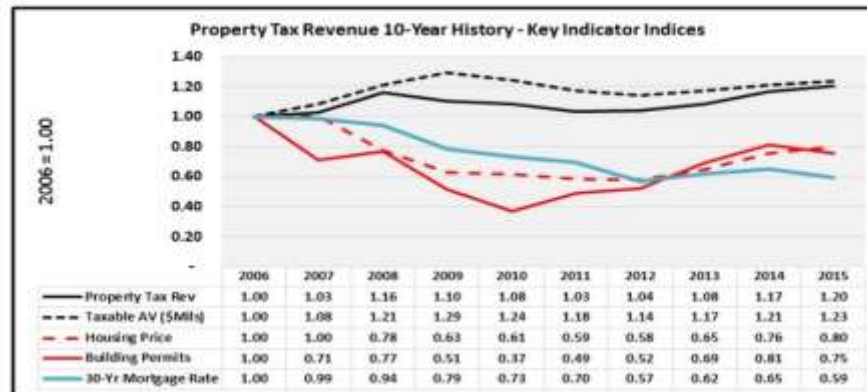
Probability Analysis – Create Ranges of Revenue Scenarios and Other Statistical Analysis



Index Analysis– Key Revenues (ex. Property Tax Indices)



Historic Analysis and Forecast for Each Major Revenue & Expenditure Group



Historic Rev (\$Mils)	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Property Tax Rev	\$ 4.3	\$ 4.4	\$ 5.0	\$ 4.8	\$ 4.7	\$ 4.5	\$ 4.5	\$ 4.7	\$ 5.0	\$ 5.2
% Change		2.5%	13.3%	-5.2%	-1.7%	-4.6%	1.0%	3.9%	7.5%	3.2%
% of Total Rev	19%	16%	20%	21%	17%	16%	16%	16%	16%	15%
Per Capita	\$ 912	\$ 929	\$ 1,042	\$ 971	\$ 947	\$ 893	\$ 897	\$ 924	\$ 983	\$ 1,002

Key Statistics: Average Annual % Change Since FY2006: 2.2% Historic Variability: 6.2% MEDIUM

Key Drivers: Home sales/re-sales, construction/renovations, real estate market, development.

Expected Case: Assume recent level of re-sales, construction and real estate prices

Best/Worst Case: Best Case: Assume 1.5% AGR (5-YR Trend); Worst Case: Assume slow construction & flat RE prices



Forecast % Change	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Best		3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%
Expected		2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%	2.2%
Worst		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Customized Chart Galleries






Statistical Analysis – Measure Recent and Long-term Trends and Correlations Between Multiple Variables

CITY OF SPRINGFIELD
STATISTICAL ANALYSIS

CURRENT FISCAL YEAR END: JUNE 30, 2011

SELECT FUND > 1001-GENERAL FUND SELECT BEGINNING YEAR > 2002

SELECT FORECAST ACCOUNT TYPE > 41000-PROPERTY TAXES SELECT ENDING YEAR > 2009

CORREL LEGEND
 POSITIVE CORRELATION 
 WEAK CORRELATION 
 INVERSE CORRELATION 

TYPE	CORREL	VAR	3YR AVG	HIST AVG	INDICATOR	2000A	2001A	2002A	2003A	2004A	2005A	2006A
			ANNUAL %	ANNUAL %								
DEMOGRAPHIC	0.983	10.1%	4.8%	6.1%	POPULATION-TOTAL	29,267	29,313	30,168	31,991	34,497	35,938	37,716
	0.983	10.0%	4.3%	6.2%	POPULATION-HOUSEHOLD	22,258	24,793	25,998	27,894	29,828	31,242	32,950
ECONOMIC	0.996	5.6%	2.1%	2.6%	CPI-INFLATION INDEX	174.1	181.2	184.7	188.6	193.0	198.9	205.7
	-0.327	17.3%	-12.8%	-1.6%	HOUSING PRICE INDEX	158.9	174.0	199.3	220.0	264.1	302.2	287.2
	-0.623	50.0%	-33.3%	-14.3%	PER CAPITA INCOME	38,458	38,417	37,755	38,712	40,915	43,074	46,414
	-0.658	29.0%	-33.3%	-14.3%	UNEMPLOYMENT RATE	1.7%	2.6%	4.0%	4.0%	3.4%	3.0%	2.6%
	0.461	6.3%	-2.7%	1.2%	BUILDING PERMITS	2,521	1,828	1,015	1,157	1,154	1,275	1,199
	-0.248	43.6%	-25.0%	-8.9%	COML CONSTRUCTION VALUE	96,518,449	102,256,701	57,128,471	41,803,347	16,718,059	50,833,451	86,750,779
	-0.524	38.2%	-23.2%	-6.9%	RES CONSTRUCTION VALUE	162,232,924	139,757,761	110,834,664	160,525,052	218,307,398	255,435,788	187,076,699
	0.597	24.7%	12.3%	18.8%	TAXABLE ASSESSED VALUE	2,087,404,200	2,704,488,300	3,352,480,200	3,877,564,500	4,384,194,300	4,957,003,800	5,679,270,000
FINANCIAL	1.000	30.0%	12.7%	23.3%	41000-PROPERTY TAXES	6,310,171	7,558,939	7,915,240	9,035,589	10,185,033	12,649,092	15,098,315
	0.293	5.5%	-4.9%	-0.4%	42000-OTHER TAXES	13,962,982	16,185,183	13,899,581	14,116,079	15,013,230	15,486,770	15,814,112
	-0.491	20.4%	-16.1%	-4.3%	44000-LICENSES & PERMITS	3,897,965	3,028,655	2,094,526	2,179,696	2,781,893	3,168,127	2,828,001
	0.714	7.5%	-1.4%	3.0%	45000-FINES & PENALTIES			106,372	125,653	105,633	128,985	134,521
	0.861	50.0%	57.0%	17.2%	46000-USE OF MONEY & PROPERTY	1,461,148	2,839,691	1,734,124	1,462,147	560,830	1,559,743	1,412,380
	0.807	14.8%	2.0%	5.3%	48000-CHARGES FOR SERVICES			4,017,834	4,284,229	4,321,023	4,993,312	5,197,202
	0.987	14.6%	5.5%	7.3%	TOTAL-REVENUES AND SOURCES	44,033,153	50,089,588	32,096,116	33,600,501	35,407,823	39,227,761	41,664,438
	0.946	10.0%	7.3%	7.2%	1000-GENERAL GOVERNMENT	2,274,914	3,083,725	3,536,926	3,905,406	4,157,950	4,346,682	4,369,591
	0.967	18.7%	5.3%	13.9%	2000-PUBLIC SAFETY	9,892,983	10,960,642	10,447,621	11,865,722	14,718,334	16,561,957	17,813,797
	0.970	18.1%	10.0%	15.9%	3000-TRANSPORTATION	1,504,050	1,446,053	984,689	1,203,019	1,378,807	1,495,986	1,601,104
	0.959	13.3%	4.8%	10.0%	51000-SALARIES & WAGES			4,209,409	4,961,433	5,520,287	5,973,394	6,271,639
	0.935	24.8%	1.2%	20.3%	52000-BENEFITS			1,299,305	1,600,515	2,097,162	2,480,749	3,037,994
	0.959	15.8%	5.3%	11.7%	60000-SERVICES & SUPPLIES			17,360,806	19,986,597	23,926,424	26,212,290	27,270,833
0.335	33.6%	76.5%	8.0%	70000-CAPITAL OUTLAY			5,002,308	2,751,480	3,136,473	3,442,123	2,365,133	
0.969	14.7%	9.2%	11.1%	TOTAL-EXPENDITURES AND USES	34,834,757	36,915,707	28,016,029	29,452,812	34,812,630	38,156,719	38,955,005	
-0.046	71.8%	-47.6%	-18.4%	NET SURPLUS/(DEFICIT)			4,080,087	4,147,689	595,193	1,071,043	2,709,433	
0.975	12.2%	5.4%	6.4%	ENDING BALANCE	24,838,840	34,724,648	39,250,850	43,406,463	42,701,083	43,514,533	48,816,199	
OPERATING	0.920	5.9%	0.3%	3.0%	FTE POSITIONS	152	163	179	194	197	208	215
	-0.972	8.9%	-5.2%	-3.3%	CALLS FOR POLICE SERVICE	39,976	46,970	50,613	52,708	49,379	48,388	46,197
	-0.005	12.3%	-11.0%	-2.2%	CITATIONS ISSUED	7,308	9,624	8,364	10,501	11,081	10,911	10,595
	0.591	4.5%	3.7%	1.4%	EMERGENCY FIRE CALLS	1,634	1,645	1,797	1,872	1,724	1,742	1,771
	-0.486	43.7%	-27.7%	-9.3%	STREET SIGN MAINTENANCE	326	317	211	643	308	353	435
	0.794	60.6%	88.3%	19.3%	REPLACE STREET ASPHALT	256,895	19,545	12,320	5,500	3,000	7,500	7,950
	0.937	47.0%	17.0%	22.5%	MUSEUM VISITORS	420	1,012	793	300	900	800	1,350
	-0.045	26.3%	-21.4%	-3.6%	BUILDING INSPECTIONS	28,232	19,073	16,492	24,682	31,571	33,534	34,244

Correlation Table Auto-ranks Key Statistical Correlations

CITY OF SPRINGFIELD - GENERAL FUND NOTE: CORRELATION DOES NOT NECESSARILY IMPLY CAUSATION

MAJOR REVENUES SELECT BEGINNING YEAR > 2007

TOP 10 CORRELATING STATISTICAL VARIABLES SELECT ENDING YEAR > 2013

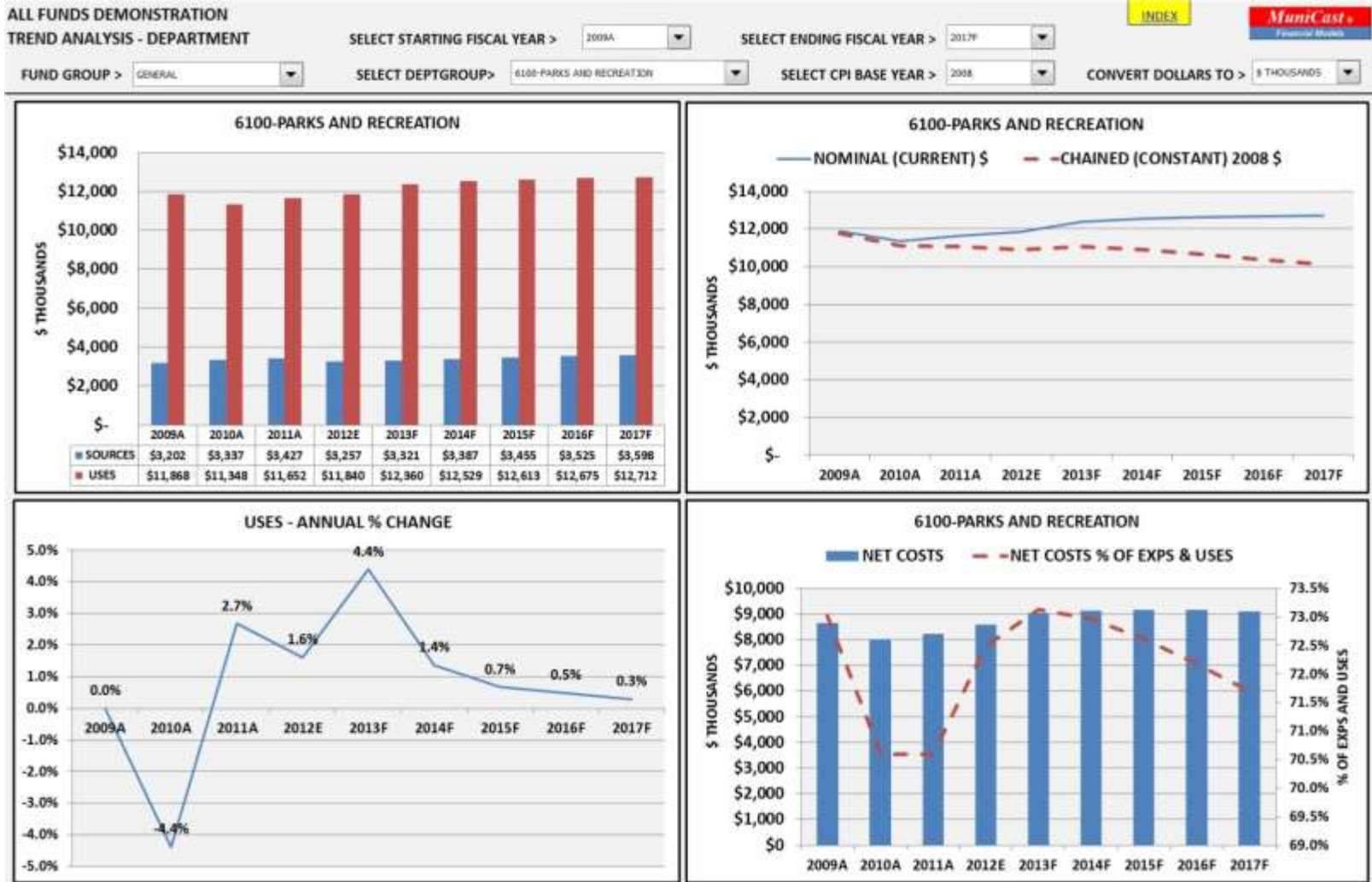
BASED ON CORRELATION FACTORS FROM 88-CORRELATION MATRIX AND DATA IN 8C-STATISTICAL DATA TABLES

RANK	210-PROPERTY TAX	220-SALES TAX	225-DOCUMENTARY TRANSFER TAX	230-HOTEL TAX	235-UTILITY USERS TAX	245-FRANCHISE TAX	250-LICENSES & PERMITS	255-FINES & FORFEITURES	262-DEVELOPMENT FEES
1	TAXABLE ASSESSED PROPERTY VALUE	AVERAGE ANNUAL ROOM REVENUE (FOR HOTEL TAX)	CONSTRUCTION ACTIVITY-TOTAL, COMMERCIAL & RESIDENTIAL	AVERAGE ANNUAL ROOM REVENUE (FOR HOTEL TAX)	AVERAGE ANNUAL ROOM REVENUE (FOR HOTEL TAX)	PERSONAL INCOME (\$000'S)	TAXES COLLECTED WITHIN FISCAL YEAR OF LEVY	TAXABLE SALES-OTHER RETAIL STORES	EMPLOYMENT-CONSTRUCTION-ANAHEIM-SANTA ANA IRVINE MSA
2	POPULATION-CITY OF IRVINE	TAXES COLLECTED WITHIN FISCAL YEAR OF LEVY	CONSTRUCTION VALUE-RESIDENTIAL	CONSTRUCTION VALUE-COMMERCIAL	TAXES COLLECTED WITHIN FISCAL YEAR OF LEVY	TAXES COLLECTED WITHIN FISCAL YEAR OF LEVY	AVERAGE ANNUAL ROOM REVENUE (FOR HOTEL TAX)	TAXABLE SALES-AUTO DEALERS & SUPPLIES	HPI-HOUSING PRICE INDEX-ANAHEIM-SANTA ANA-IRVINE; 1995-100
3	SCHOOL ENROLLMENT	CONSTRUCTION VALUE-COMMERCIAL	EMPLOYMENT-LEISURE & HOSPITALITY-ANAHEIM-SANTA ANA IRVINE MSA	TAXES COLLECTED WITHIN FISCAL YEAR OF LEVY	HPI-HOUSING PRICE INDEX-ANAHEIM-SANTA ANA-IRVINE; 1995-100	EMPLOYMENT-LEISURE & HOSPITALITY-ANAHEIM-SANTA ANA IRVINE MSA	EMPLOYMENT-LEISURE & HOSPITALITY-ANAHEIM-SANTA ANA IRVINE MSA	TAXABLE SALES-GENERAL MERCHANDISE	EMPLOYMENT-MANUFACTURING-ANAHEIM-SANTA ANA IRVINE MSA
4	PERSONAL INCOME (\$000'S)	EMPLOYMENT-CONSTRUCTION-ANAHEIM-SANTA ANA IRVINE MSA	CONSTRUCTION VALUE-COMMERCIAL	CONSTRUCTION ACTIVITY-TOTAL, COMMERCIAL & RESIDENTIAL	EMPLOYMENT-CONSTRUCTION-ANAHEIM-SANTA ANA IRVINE MSA	SCHOOL ENROLLMENT	PERSONAL INCOME (\$000'S)	TAXABLE SALES-TOTAL	TAXABLE SALES-OTHER RETAIL STORES
5	DWELLING UNITS (NUMBER UNITS IN CITY)	CONSTRUCTION ACTIVITY-TOTAL, COMMERCIAL & RESIDENTIAL	SCHOOL ENROLLMENT	CONSTRUCTION VALUE-RESIDENTIAL	PERSONAL INCOME (\$000'S)	DWELLING UNITS (NUMBER UNITS IN CITY)	CONSTRUCTION VALUE-RESIDENTIAL	TAXABLE SALES-BUILDING MATERIAL & FARM TOOLS	CONSTRUCTION VALUE-COMMERCIAL
6	CPI-INFLATION INDEX-LOS ANGELES-RIVERSIDE-ORANGE COUNTY; 1982-84=100	EMPLOYMENT-MANUFACTURING-ANAHEIM-SANTA ANA IRVINE MSA	HPI-HOUSING PRICE INDEX-ANAHEIM-SANTA ANA-IRVINE; 1995-100	EMPLOYMENT-LEISURE & HOSPITALITY-ANAHEIM-SANTA ANA IRVINE MSA	CONSTRUCTION VALUE-COMMERCIAL	CONSTRUCTION VALUE-RESIDENTIAL	CPI-INFLATION INDEX-LOS ANGELES-RIVERSIDE-ORANGE COUNTY; 1982-84=100	TAXABLE SALES-ALL OTHER OUTLETS	BUILDING PERMITS (NUMBER UNITS AUTHORIZED)
7	EMPLOYMENT-LEISURE & HOSPITALITY-ANAHEIM-SANTA ANA IRVINE MSA	HPI-HOUSING PRICE INDEX-ANAHEIM-SANTA ANA-IRVINE; 1995-100	AVERAGE ANNUAL ROOM REVENUE (FOR HOTEL TAX)	EMPLOYMENT-CONSTRUCTION-ANAHEIM-SANTA ANA IRVINE MSA	CONSTRUCTION ACTIVITY-TOTAL, COMMERCIAL & RESIDENTIAL	POPULATION-CITY OF IRVINE	CONSTRUCTION ACTIVITY-TOTAL, COMMERCIAL & RESIDENTIAL	CITY SALES TAX RATE	TAXABLE SALES-GENERAL MERCHANDISE
8	NUMBER OF HOTEL ROOMS	EMPLOYMENT-LEISURE & HOSPITALITY-ANAHEIM-SANTA ANA IRVINE MSA	DWELLING UNITS (NUMBER UNITS IN CITY)	HPI-HOUSING PRICE INDEX-ANAHEIM-SANTA ANA-IRVINE; 1995-100	CONSTRUCTION VALUE-RESIDENTIAL	CPI-INFLATION INDEX-LOS ANGELES-RIVERSIDE-ORANGE COUNTY; 1982-84=100	SCHOOL ENROLLMENT	TAXABLE SALES-EATING & DRINKING	AVERAGE ANNUAL ROOM REVENUE (FOR HOTEL TAX)
9	CONSTRUCTION VALUE-RESIDENTIAL	CONSTRUCTION VALUE-RESIDENTIAL	POPULATION-CITY OF IRVINE	EMPLOYMENT-MANUFACTURING-ANAHEIM-SANTA ANA IRVINE MSA	EMPLOYMENT-MANUFACTURING-ANAHEIM-SANTA ANA IRVINE MSA	CONSTRUCTION ACTIVITY-TOTAL, COMMERCIAL & RESIDENTIAL	DWELLING UNITS (NUMBER UNITS IN CITY)	TAXABLE SALES-SERVICE STATIONS	TAXABLE SALES-AUTO DEALERS & SUPPLIES
10	SQUARE FOOTAGE-ALL CATEGORIES	BUILDING PERMITS (NUMBER UNITS AUTHORIZED)	CPI-INFLATION INDEX-LOS ANGELES-RIVERSIDE-ORANGE COUNTY; 1982-84=100	SCHOOL ENROLLMENT	BUILDING PERMITS (NUMBER UNITS AUTHORIZED)	AVERAGE ANNUAL ROOM REVENUE (FOR HOTEL TAX)	POPULATION-CITY OF IRVINE	TAXABLE SALES-APPAREL STORES	TAXABLE SALES-BUILDING MATERIAL & FARM TOOLS

Four-Quadrant Trend Analysis – Interactive Analysis Includes Inflation-Adjusted and Per Capita Metrics



Four-Quadrant Net Cost Analysis – Interactive Analysis Includes Inflation-Adjusted and Departmental Net Costs



Flexible Format Allows for Development of Customized Revenue and Expenditure Forecast Assumptions

ACCOUNT GROUP	ACCOUNT TYPE	PRIMARY DRIVERS	SECONDARY VARIABLES	OTHER VARIABLES	OTHER VARIABLES
PROPERTY TAX	GENERAL, TAX INCREMENT, SPECIAL PURPOSE	ASSESSED VALUE (COMMERCIAL, RESIDENTIAL, OTHER), MILLAGE RATES, COLLECTION RATES	NEW CONSTRUCTION, ANNEXATIONS, FORECLOSURES, APPEALS, MARKET VALUE, HOUSING PRICE INDEX	POPULATION, NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY	POPULATION, NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY
SALES AND USE TAX	GENERAL, PUBLIC SAFETY, TEMPORARY, SPECIAL PURPOSE	SALES TAX RECEIPTS BY BUSINESS CATEGORY, DIRECT SALES TAX RATE	POPULATION (SEASONAL DAYTIME AND RESIDENTIAL), NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY	PERSONAL INCOME PER CAPITA, UNEMPLOYMENT RATE, INFLATION	PERSONAL INCOME PER CAPITA, UNEMPLOYMENT RATE, INFLATION
UTILITY USERS TAX AND FRANCHISE FEES	ELECTRICITY, GAS, SEWER, WATER, TELECOMM, OTHER	UTILITY CONSUMPTION/USE (ELECTRICITY, GAS, SEWER, WATER, TELEPHONE, ETC.), UNIT RATE, FRANCHISE FEE (N. RECEIPTS)	COST OF ENERGY, WATER, OTHER DIRECT UTILITY COSTS; PERSONAL INCOME PER CAPITA, UNEMPLOYMENT RATE, INFLATION	POPULATION, NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY	POPULATION, NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY
TRANSIENT OCCUPANCY TAX	HOTEL/MOTEL TAX, SPECIAL PURPOSE	HOTEL/MOTEL VACANCY RATES, ROOM/BED TAX RATES	POPULATION (SEASONAL DAYTIME AND RESIDENTIAL), NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY	PERSONAL INCOME PER CAPITA, UNEMPLOYMENT RATE, INFLATION	PERSONAL INCOME PER CAPITA, UNEMPLOYMENT RATE, INFLATION
LICENSES AND PERMITS	BUSINESS LICENSES, ANIMAL LICENSES, BUILDING PERMITS, DEVELOPER PERMITS AND FEES	NO. PERMITS AND LICENSES ISSUED, LICENSE AND PERMIT FEES	DEVELOPMENT ACTIVITY, PERSONAL INCOME PER CAPITA, UNEMPLOYMENT RATE, INFLATION	POPULATION, NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY	POPULATION, NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY
FINES AND FORFEITURES	TRAFFIC FINES, COURT FINES AND FORFEITURES	NO. CITATIONS AND INFRACTIONS, FEES AND PENALTIES	DEVELOPMENT ACTIVITY, PERSONAL INCOME PER CAPITA, UNEMPLOYMENT RATE, INFLATION	POPULATION (SEASONAL DAYTIME AND RESIDENTIAL), NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY	POPULATION (SEASONAL DAYTIME AND RESIDENTIAL), NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY
CHARGES FOR SERVICES	UTILITY CHARGES, MUNICIPAL SERVICES (AIRPORT, PARKS AND RECREATION, GOLF, ETC.), INTERNAL SERVICE CHARGES	SERVICE LEVEL AND FEE SCHEDULES	DEMAND FOR SERVICES, DEVELOPMENT ACTIVITY, BUSINESS ACTIVITY, PERSONAL INCOME PER CAPITA, UNEMPLOYMENT RATE, INFLATION	POPULATION (SEASONAL DAYTIME AND RESIDENTIAL), NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY	POPULATION (SEASONAL DAYTIME AND RESIDENTIAL), NO. HOUSEHOLDS, NO. BUSINESSES, STATE GDP AND LOCAL ECONOMIC ACTIVITY
USE OF MONEY AND PROPERTY	INTEREST INCOME, PUBLIC FACILITY LEASE AND RENTAL	INVESTED CASH BALANCES AND YIELDS, RENTAL PROPERTY LEASE RATES	PROJECTED SURPLUS/(DEFICIT), COST OF MONEY (FED AND BANK RATES), RENTAL MARKET ACTIVITY, VACANCY RATES	PREVAILING ECONOMIC CONDITIONS, INFLATION	PREVAILING ECONOMIC CONDITIONS, INFLATION
INTERGOVERNMENTAL REVENUES	FEDERAL, STATE AND LOCAL GRANT AND REVENUE-SHARING AGREEMENTS	FEDERAL, STATE AND LOCAL GRANTS, REVENUE-SHARING AGREEMENTS	NO. PROGRAM RECIPIENTS (MEDICAID), OTHER SUPPORT BENEFITS, LEGISLATIVE AND POLITICAL ACTIVITY	POPULATION, NO. HOUSEHOLDS, NO. BUSINESSES, NATIONAL, STATE GDP AND LOCAL ECONOMIC ACTIVITY	POPULATION, NO. HOUSEHOLDS, NO. BUSINESSES, NATIONAL, STATE GDP AND LOCAL ECONOMIC ACTIVITY
SALARIES AND WAGES	REGULAR, PART-TIME, TEMPORARY AND SPECIAL WAGES	NO. STAFF AND PERSONNEL, FULL-TIME, PART-TIME AND SPECIAL WAGES	CONTRACTUAL COMMITMENTS (LABOR AGREEMENTS), APPROVED STAFF LEVELS	LABOR MARKET RATES, UNEMPLOYMENT RATE	LABOR MARKET RATES, UNEMPLOYMENT RATE
PENSION AND RETIREMENT	EMPLOYER AND EMPLOYEE RETIREMENT CONTRIBUTIONS AND PENSION ADMINISTRATION COSTS	NO. STAFF, AVERAGE ANNUAL RPI/TE PENSION CONTRIBUTION RATES	CONTRACTUAL COMMITMENTS (LABOR AGREEMENTS), APPROVED STAFF LEVELS	PROJECTED PENSION PORTFOLIO YIELD, UNFUNDED LIABILITIES	PROJECTED PENSION PORTFOLIO YIELD, UNFUNDED LIABILITIES
HEALTHCARE AND OTHER BENEFITS	MEDICAL/DENTAL/VISION INSURANCE PREMIUMS, FICA, MEDICARE, DISABILITY, WORKERS COMPENSATION, UNIFORM, AUTO AND OTHER ALLOWANCES	NO. STAFF, AVERAGE ANNUAL HEALTHCARE AND LIFE PREMIUMS OR SELF-INSURED COST INCREASE; FICA/MEDICARE AND REGULATORY REQUIREMENTS RE. WORKERS COMP., ETC.	CONTRACTUAL COMMITMENTS (LABOR AGREEMENTS), APPROVED STAFF LEVELS	MEDICAL COST TRENDS, CHANGE IN FICA/MEDICARE CONTRIBUTION, WORKERS COMP CHANGES	MEDICAL COST TRENDS, CHANGE IN FICA/MEDICARE CONTRIBUTION, WORKERS COMP CHANGES
CONTRACT AND PROFESSIONAL SERVICES	OUTSOURCED SERVICES, EXPERT AND CONSULTING SERVICES, REQUIRING SUPPORT SERVICES	DEMAND FOR SERVICES, NO. STAFF, LEVEL OF OUTSOURCING, INFLATION	SOURCING CONTRACTUAL TERMS	PREVAILING ECONOMIC CONDITIONS, INFLATION	PREVAILING ECONOMIC CONDITIONS, INFLATION
MAINTENANCE AND REPAIR	EQUIPMENT / FACILITIES / FLEET MAINTENANCE AND REPAIR	DEMAND FOR SERVICES, NO. STAFF, LEVEL OF OUTSOURCING, INFLATION	SOURCING CONTRACTUAL TERMS	PREVAILING ECONOMIC CONDITIONS, INFLATION	PREVAILING ECONOMIC CONDITIONS, INFLATION
MATERIALS AND SUPPLIES	OFFICE SUPPLIES, SPECIAL MATERIALS, FUEL, CONSUMABLES, OTHER MATERIALS AND SUPPLIES	DEMAND FOR SERVICES, NO. STAFF, LEVEL OF OUTSOURCING, INFLATION	SOURCING CONTRACTUAL TERMS	PREVAILING ECONOMIC CONDITIONS, INFLATION	PREVAILING ECONOMIC CONDITIONS, INFLATION
CAPITAL PROJECTS	CAPITAL IMPROVEMENT PROJECTS	CAPITAL IMPROVEMENTS PROGRAM, MULTI-YEAR OP	AVAILABILITY OF DISCRETIONARY FUNDING, POLICY GOALS FOR CAPITAL INVESTMENT	INFRASTRUCTURE REPAIR BACKLOG, GENERAL/MASTER PLAN REQUIREMENTS	INFRASTRUCTURE REPAIR BACKLOG, GENERAL/MASTER PLAN REQUIREMENTS
DEBT EXPENSE	LONG-TERM / SHORT-TERM BONDS, NOTES, LEASES	DEBT SCHEDULE (PRINCIPAL AND INTEREST PAYMENTS), BROKERS AND AGENTS FEES, DEFEASANCE FEES	POLICY AND REGULATORY DEBT CONSTRAINTS	PREVAILING ECONOMIC CONDITIONS, COST OF MONEY, INFLATION	PREVAILING ECONOMIC CONDITIONS, COST OF MONEY, INFLATION

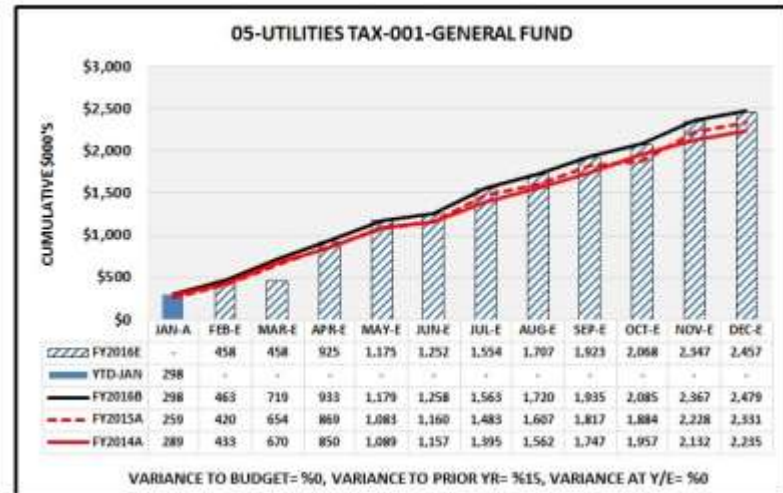
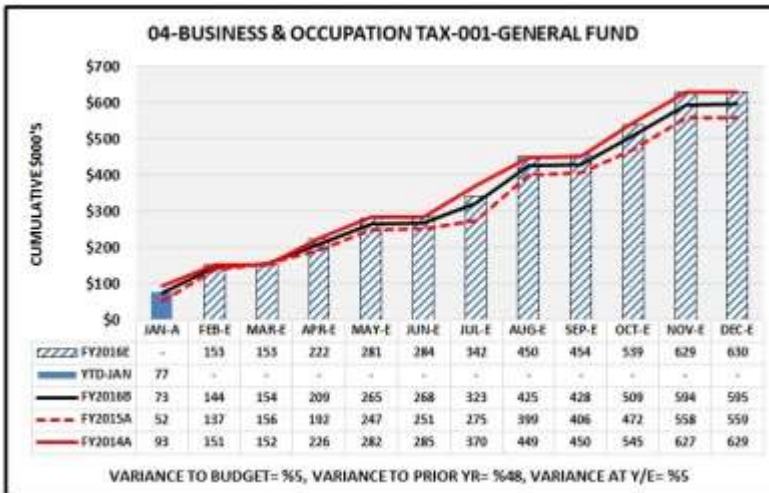
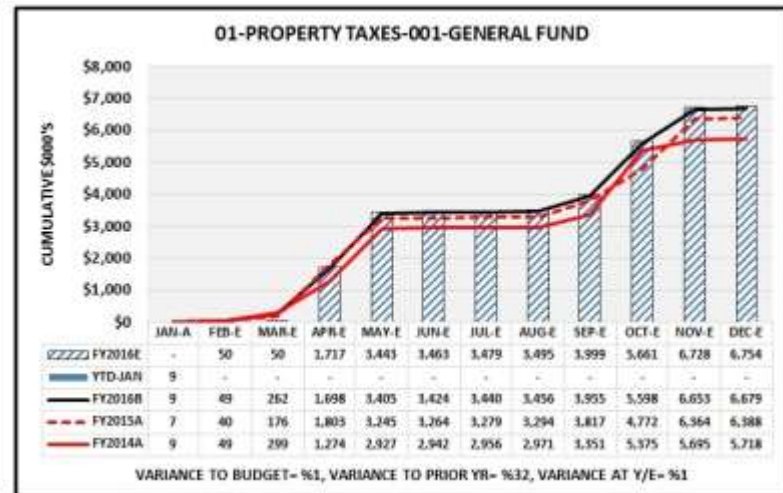
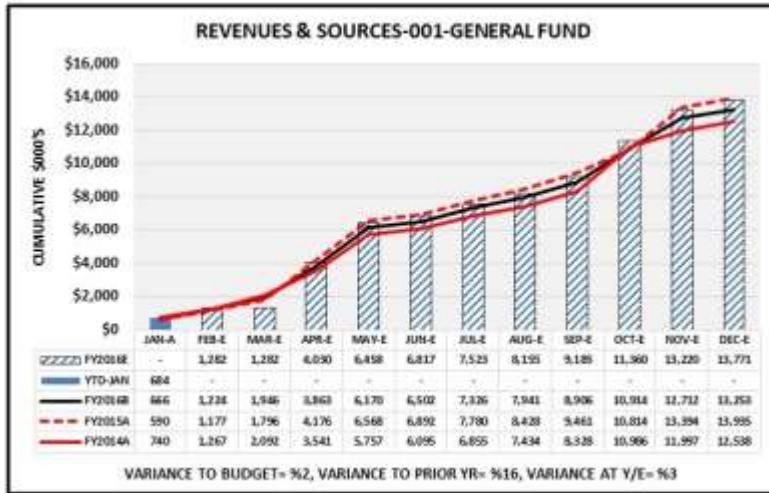
Revenue and Expenditure Forecasting Indicators

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MuniCast® Monthly Variance Analysis Model

- Create monthly budgets based on historic and seasonal trends and other methodologies
- Analyze monthly and year-to-date variances to budget
- Update year-end estimates vs. annual budget, on a monthly basis
- Allows for more pro-active corrective actions and efficient financing solutions

Actuals vs. Budget, Prior Years and Projected Year-End Variances



Monthly and Year-to-Date Summary Tables

Create Customized Summary and Department-Level Monthly Reports,
Select Variance Reporting Thresholds for YTD and Year-End Estimates

CITY OF SPRINGFIELD DEMO - GENERAL FUND
BUDGET VS ACTUAL VARIANCE TABLES

SELECT FUND > 127-GENERAL FUND

SELECT MONTH > JANUARY

FISCAL YEAR END: JUNE 30, 2012

WORKSHEET BALANCED? YES

VARIANCE THRESHOLDS:

DOLLARS +/- GREATER THAN >=

% +/- GREATER THAN >= 0%

INDEX

FISCAL YEAR 2011 - 2012													
ALL REVENUES SOURCES	ANNUAL BUDGET		YTD BUDGET	YTD ACTUAL	YTD PRIOR YR	VARIANCE-CURRENT YR		VARIANCE-PRIOR YR		YEAR-END ESTIMATE	VARIANCE-YEAR END		YTD ACTUAL
	ADOPTED	ADJUSTED	JANUARY	JANUARY	JANUARY	(UNFAVORABLE)	PERCENT	(UNFAVORABLE)	PERCENT		(UNFAVORABLE)	PERCENT	% ADJ. BUDGET
01-TAXES	9,016,105	9,016,105	4,928,503	4,784,513	4,691,744	↓	(143,990) -3%	↑	92,770 2%	8,406,666	↓	(609,439) -7%	53%
02-FRANCHISE TAX	230,000	755,000	324,836	339,067	244,809	↑	14,231 4%	↑	94,258 28%	281,235	↑	26,235 3%	45%
03-FINES	450,543	550,543	343,094	356,145	389,843	↑	13,052 4%	↑	166,302 47%	563,595	↑	13,052 2%	65%
04-BUILDING REVENUES	349,800	429,800	221,299	283,990	236,947	↑	62,691 28%	↑	47,043 17%	492,491	↑	62,691 15%	66%
05-BUSINESS LICENSE	490,000	490,000	169,029	151,072	137,569	↓	(17,957) -11%	↑	13,503 9%	472,043	↓	(17,957) -4%	31%
06-INTERGOVERNMENTAL	293,500	311,500	119,384	250,620	48,100	↑	131,236 110%	↑	202,520 81%	442,736	↑	131,236 42%	80%
07-RECREATION REVENUES	298,100	319,100	208,522	173,122	182,522	↓	(36,400) -17%	↓	(9,400) -5%	282,700	↓	(36,400) -11%	54%
08-PLANNING REVENUES	245,400	255,400	143,177	160,928	140,715	↑	37,751 32%	↑	20,213 13%	273,151	↑	17,751 7%	63%
09-RENTALS	150,000	150,000	91,475	76,177	87,846	↓	(15,298) -17%	↓	(11,669) -15%	134,702	↓	(15,298) -10%	51%
10-FEES FOR SERVICES	70,200	70,200	37,086	41,575	38,988	↑	4,489 12%	↑	2,587 6%	74,689	↑	4,489 6%	59%
11-CONTRIBUTIONS - PRIVATE	6,850	9,875	7,435	40,068	11,000	↑	32,633 439%	↑	29,068 73%	42,508	↑	32,633 330%	406%
12-MISCELLANEOUS REVENUE	9,000	19,000	6,298	19,395	39,237	↑	13,097 208%	↓	(19,843) -102%	32,097	↓	13,097 69%	102%
13-INTEREST EARNINGS	350,000	350,000	67,174	5,473	2,758	↓	(61,703) -92%	↑	2,716 50%	288,299	↓	(61,703) -18%	2%
TOTAL OPERATING REVENUE	17,459,498	12,726,523	6,668,311	6,682,145	6,052,078	↑	13,834 0%	↑	630,066 9%	12,286,911	↓	(439,612) -3%	53%
14-TRANSFERS IN	2,152,631	2,152,631	1,236,575	972,290	991,759	↓	(264,285) -21%	↓	(19,469) -2%	1,888,346	↓	(264,285) -12%	45%
TOTAL REVENUES & SOURCES	14,612,129	14,879,154	7,904,885	7,654,435	7,043,837	↓	(250,451) -3%	↑	610,597 8%	14,175,257	↓	(703,897) -5%	51%

FISCAL YEAR 2011 - 2012													
ALL EXPENDITURES USES	ANNUAL BUDGET		YTD BUDGET	YTD ACTUAL	YTD PRIOR YR	VARIANCE-CURRENT YR		VARIANCE-PRIOR YR		YEAR-END ESTIMATE	VARIANCE-YEAR END		YTD ACTUAL
	ADOPTED	ADJUSTED	JANUARY	JANUARY	JANUARY	(UNFAVORABLE)	PERCENT	(UNFAVORABLE)	PERCENT		(UNFAVORABLE)	PERCENT	% ADJ. BUDGET
1000-SALARIES	6,972,598	7,172,598	4,455,927	4,447,291	4,209,986	↑	8,635 0%	↓	(237,305) -5%	7,163,963	↑	8,635 0%	62%
2000-BENEFITS	3,562,240	3,562,240	2,192,148	2,113,581	1,924,825	↑	78,566 4%	↓	(188,757) -9%	3,483,674	↑	78,566 2%	59%
3000-PROFESSIONAL SERVICES	1,713,263	1,822,052	914,030	731,113	728,724	↑	182,917 20%	↓	(2,389) 0%	1,639,135	↑	182,917 10%	40%
4000-OPERATIONS	580,037	580,037	305,123	348,365	341,417	↓	(43,241) -14%	↓	(6,948) -2%	623,278	↓	(43,241) -7%	60%
5000-OTHER SERVICES	533,385	554,381	350,237	376,421	351,326	↑	173,816 50%	↑	174,905 99%	380,565	↑	173,816 31%	32%
6000-SUPPLIES	372,522	375,547	221,494	192,721	219,914	↑	28,773 13%	↑	27,193 14%	346,774	↑	28,773 8%	51%
7000-PROPERTY, PLANT & EQUIPMENT	227,119	227,119	87,462	91,888	72,274	↓	(4,426) -5%	↓	(19,613) -21%	233,545	↓	(4,426) -2%	40%
TOTAL OPERATING EXPENDITURES	13,961,164	14,293,974	8,526,420	8,101,380	7,848,465	↑	425,040 5%	↓	(252,915) -3%	13,868,934	↑	425,040 3%	57%
9100-TRANSFERS OUT	650,640	650,640	280,602	172,192	163,197	↑	108,410 39%	↓	(8,995) -5%	542,230	↑	108,410 17%	26%
TOTAL EXPENDITURES & USES	14,611,804	14,944,614	8,807,022	8,273,572	8,011,662	↑	333,450 6%	↓	(261,911) -3%	14,411,164	↑	333,450 4%	55%

Seasonal Trend and Moving Average Analysis

Select Fund and Major Category or Object-Level Accounts

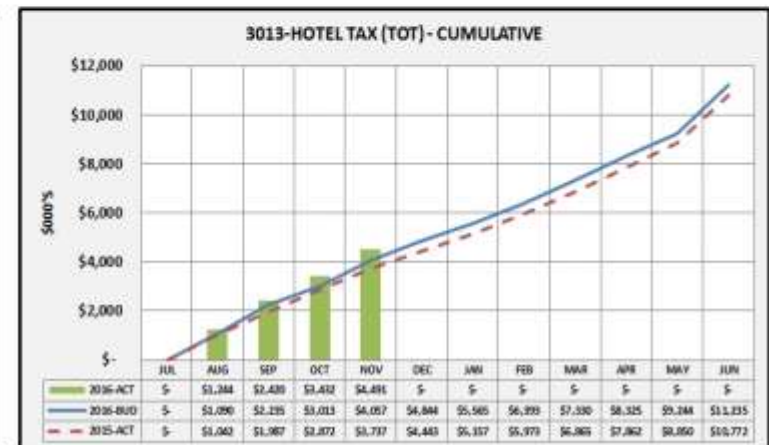
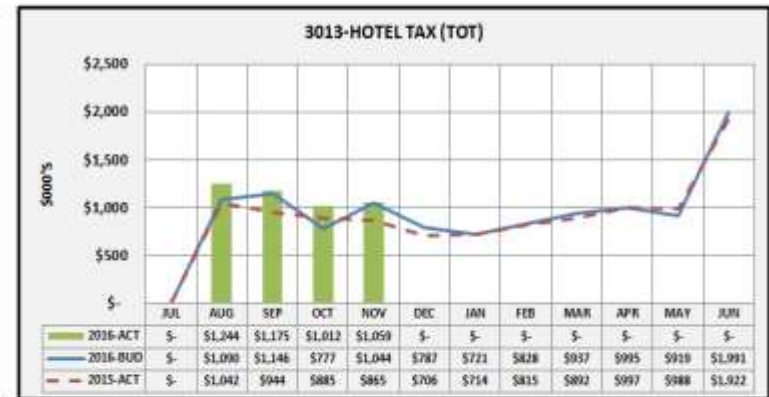
CITY OF SPRINGFIELD - GENERAL FUND

FOR MONTH ENDING: NOVEMBER FY2015-2016

INDEX

SELECT OBJECT > 3013-HOTEL TAX (TOT) TYPE: 230-HOTEL TAX

SELECT DEPARTMENT > ALL DEPARTMENTS



Department and Total Organization Analysis

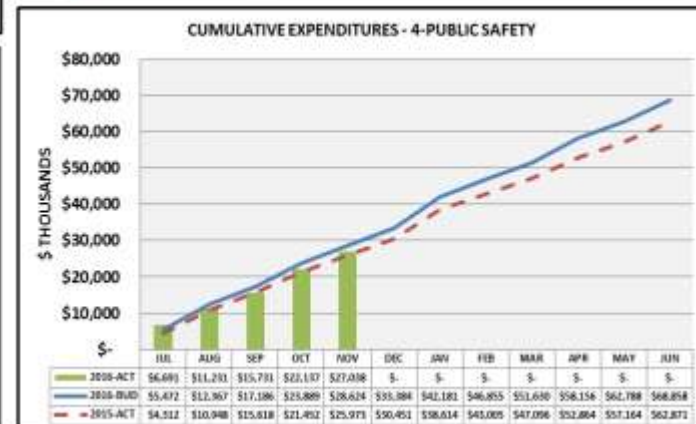
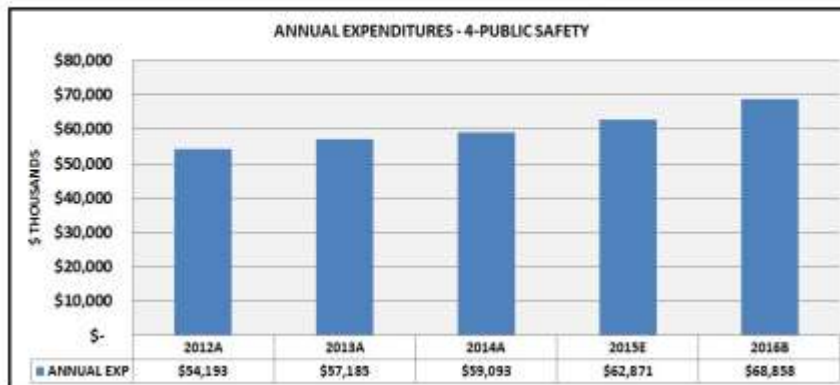
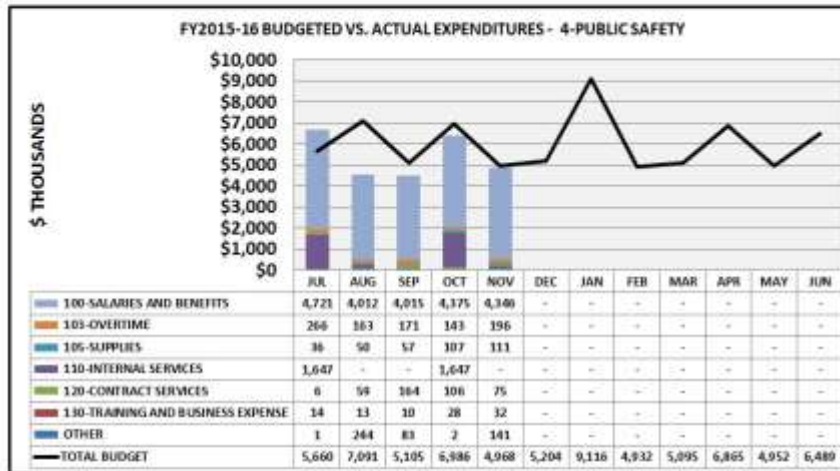
Monthly and Cumulative Current Year Analysis and Annual Trend

CITY OF SPRINGFIELD
TREND BY DEPARTMENT

FOR MONTH ENDING: NOVEMBER FY2015-2016

INDEX

SELECT DEPARTMENT > 4-PUBLIC SAFETY



Allocate Annual Budgets on a Monthly Basis

Select From a Variety of Automated or Manual Input Techniques

ALLOCATION METHODS		INDEX													
PRIOR YEAR	1														
4-YEAR AVERAGE	2		↓ INPUT MONTHLY ALLOCATION FACTORS ↓												
STRAIGHTLINE	3		0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	1.0000
SPECIAL	4		0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.0833	0.1667	1.0000	
QUARTERLY	5		0.2500		0.2500			0.2500			0.2500			1.0000	
PAY PERIOD	6		0.1154	0.0769	0.0769	0.0769	0.0769	0.1154	0.0769	0.0769	0.0769	0.0769	0.0769	1.0000	
MANUAL	7														
OBJDESC	ALLOCATION METHO		JUL-11	AUG-11	SEP-11	OCT-11	NOV-11	DEC-11	JAN-12	FEB-12	MAR-12	APR-12	MAY-12	JUN-12	ADOPTED
3100-010-SECURED PROPERTY TAX	PRIOR YEAR	1	-	1,100	679	1,315	3,189	2,805,999	376,807	1,687	6,238	2,034,503	51,576	476,908	5,850,000
3100-020-UNSECURED PROPERTY TAX	PRIOR YEAR	1	-	-	-	-	109,720	-	15,280	-	-	-	-	-	125,000
3100-030-PROPERTY TRANSFER TAX	PRIOR YEAR	1	-	2,747	4,585	5,555	4,986	7,127	10,818	4,323	5,620	3,897	6,917	13,425	60,000
3100-040-PROPERTY TAX IN LIEU OF VLF	PRIOR YEAR	1	-	-	-	-	-	-	275,000	-	-	-	275,000	-	550,000
3130-010-SALES & USES TAX GENERAL	4-YEAR AVERAGE	2	26,124	81,701	107,843	92,840	119,325	113,388	82,835	105,342	95,819	67,398	94,207	224,284	1,071,105
3130-020-SALES & USE TAX COMPENSATION	4-YEAR AVERAGE	2	-	-	-	-	-	-	175,000	-	-	-	175,000	-	400,000
3140-010-PROP 172 SALES TAX FOR POLICE	4-YEAR AVERAGE	2	2,206	4,416	2,036	5,017	1,988	6,317	2,118	3,758	7,297	3,785	2,581	8,481	60,000
3160-000-TRANSIENT OCCUPANCY TAX TOT	MANUAL	7	10,100	35,368	141,270	60,993	141,504	40,388	50,820	56,021	51,641	47,463	54,866	209,566	900,000
3180-010-ELECTRIC UTILITY	4-YEAR AVERAGE	2	-	-	-	-	-	-	-	-	-	-	47,000	-	47,000
3180-020-GAS UTILITY	4-YEAR AVERAGE	2	-	-	-	-	-	-	-	-	-	33,000	-	-	33,000
3180-030-GARBAGE	4-YEAR AVERAGE	2	41,106	16,668	83,403	12,428	13,703	25,149	83,012	35,423	14,347	13,653	77,493	58,615	475,000
3180-040-CABLE TV	4-YEAR AVERAGE	2	-	-	-	-	49,367	-	-	37,773	13,206	-	58,607	41,047	175,000
3210-010-CONTRACTORS	4-YEAR AVERAGE	2	2,628	2,410	1,493	2,214	1,606	1,242	4,847	3,655	3,319	1,859	2,509	2,219	30,000
3210-020-GROSS RECEIPTS BL	4-YEAR AVERAGE	2	7,442	7,050	4,682	5,811	5,077	2,293	67,991	216,128	29,771	22,385	8,044	8,326	385,000
3210-030-HOME BUSINESS	4-YEAR AVERAGE	2	515	427	282	231	275	300	5,464	4,634	708	1,042	663	459	15,000
3210-031-BUS LIC - APARTMENTS	4-YEAR AVERAGE	2	429	3,047	1,621	424	1,182	1,299	16,745	9,204	1,400	1,467	2,083	1,100	40,000
3210-032-TEMP SPECIAL EVENT BUSI LICENS	4-YEAR AVERAGE	2	27	17,483	181	59	9	60	-	19	62	657	865	579	20,000
3210-033-MISC BUSINESS LICENSE FLAT RAT	4-YEAR AVERAGE	2	2,174	337	46	172	72	111	8,105	12,637	400	574	368	2	25,000
3220-010-BUILDING	4-YEAR AVERAGE	2	12,182	14,233	9,076	12,379	14,721	6,822	8,122	7,248	12,980	10,912	11,943	27,382	148,000
3220-020-ELECTRICAL	4-YEAR AVERAGE	2	1,264	1,642	743	1,309	1,786	896	1,253	872	1,895	1,246	1,918	1,176	16,000
3220-030-MECHANICAL	4-YEAR AVERAGE	2	960	1,003	797	1,594	1,275	986	988	975	1,205	723	1,146	849	12,500
3220-040-PLUMBING	4-YEAR AVERAGE	2	1,824	1,474	1,313	1,455	1,620	962	1,095	1,125	1,929	1,668	1,724	1,810	18,000
3220-051-BUILDING PLAN CHECK	PRIOR YEAR	1	12,721	10,403	5,179	6,188	7,313	13,955	9,128	4,428	8,621	23,133	11,499	9,432	122,000
3220-052-BUILDING RECORD FEES	PRIOR YEAR	1	466	1,119	1,212	373	653	280	653	839	1,492	932	1,398	1,585	11,000
3220-053-ENERGY CHECK FEE	4-YEAR AVERAGE	2	349	614	467	591	228	224	384	346	858	240	600	1,599	6,500
3230-060-ENCROACHMENT - ENGR	4-YEAR AVERAGE	2	1,465	8,241	6,619	5,921	8,265	5,310	9,206	7,726	10,783	7,584	15,825	8,855	15,800
3240-012-PLANNING ENCROACH PERMIT	PRIOR YEAR	1	2,918	2,306	1,872	3,430	396	4,954	1,621	2,279	6,576	1,585	-	8,062	36,000
3240-079-OCCUPANCY PERMITS	4-YEAR AVERAGE	2	652	771	639	514	697	360	816	790	716	761	582	702	8,000

Update Year-End Forecast on a Monthly Basis

Select From a Variety of Automated or Manual Input Techniques

OBJ/DESC	REMAINING BUDGET	NOTE: SELECT FORECAST METHODS THAT WILL YIELD THE MOST ACCURATE ESTIMATE FOR THE PERIOD REMAINING AFTER THE YEAR-TO-DATE PERIOD.													
	PRO-RATED BUDGET														
	YTD TREND														
	MANUAL - TABLE A	CURRENT FISCAL YEAR ACTUAL-ESTIMATE													
	SELECT FORECAST METHOD	ACT	ACT	ACT	ACT	ACT	ACT	ACT	EST	EST	EST	EST	EST	EST	YEAR-END
		JUL-E	AUG-E	SEP-E	OCT-E	NOV-E	DEC-E	JAN-E	FEB-E	MAR-E	APR-E	MAY-E	JUN-E	ESTIMATE	VAR-YEAR-C
3100-000-PROPERTY TAX	REMAINING BUDGET	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3100-010-SECURED PROPERTY TAX	YTD TREND	-	271	893	-	5,529	2,792,752	343,273	1,062	6,148	2,004,921	50,826	489,974	5,676,230	83,750
3100-020-UNSECURED PROPERTY TAX	REMAINING BUDGET	-	-	-	-	111,953	-	30,017	-	-	-	-	-	121,969	3,031
3100-030-PROPERTY TRANSFER TAX	PRO-RATED BUDGET	-	4,387	7,023	6,112	-	17,519	7,910	3,420	4,446	3,083	5,472	10,620	70,000	-
3100-040-PROPERTY TAX IN LIEU OF VLF	PRO-RATED BUDGET	-	-	-	-	-	-	275,043	-	-	-	-	274,957	550,000	-
3130-000-SALES & USE TAX	REMAINING BUDGET	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3130-010-SALES & USES TAX GENERAL	REMAINING BUDGET	-	-	114,240	79,000	105,900	167,415	73,500	103,342	95,819	67,398	94,207	224,284	1,126,504	84,601
3130-020-SALES & USE TAX COMPENSATION F	REMAINING BUDGET	-	-	-	-	-	-	175,197	-	-	-	-	-	350,197	(197)
3140-010-PROP 172 SALES TAX FOR POLICE	PRO-RATED BUDGET	-	8,495	3,871	-	3,896	9,162	-	3,560	6,923	3,592	2,448	8,047	50,000	0
3160-000-TRANSIENT OCCUPANCY TAX TOT	YTD TREND	-	-	-	-	-	-	-	-	-	-	-	-	-	900,000
3160-001-HOTEL SAUSAJITO - TOT	REMAINING BUDGET	-	8,392	-	9,244	8,760	9,027	5,972	-	-	-	-	-	41,395	(41,395)
3160-002-ALTA MIRA HOTEL - TOT	REMAINING BUDGET	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3160-003-CASA MADRONA HOTEL - TOT	REMAINING BUDGET	-	30,579	-	32,550	36,872	-	74,317	-	-	-	-	-	174,318	(174,318)
3160-004-INN ABOVE THE TIDE - TOT	REMAINING BUDGET	-	39,177	70,113	-	40,821	39,022	(5,146)	-	-	-	-	-	183,986	(183,986)
3160-005-GABLES INN - TOT	REMAINING BUDGET	-	11,500	-	23,180	11,094	8,595	7,476	-	-	-	-	-	62,046	(62,046)
3180-000-FRANCHISE TAX	REMAINING BUDGET	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3180-010-ELECTRIC UTILITY	REMAINING BUDGET	-	-	-	-	-	8	-	-	-	-	47,000	-	47,004	34
3180-020-GAS UTILITY	REMAINING BUDGET	-	-	-	-	-	677	-	-	-	-	33,000	-	33,677	(677)
3180-030-GARBAGE	YTD TREND	-	27,185	25,814	76,080	31,314	25,067	102,617	37,045	15,003	14,278	81,040	61,298	496,743	(21,743)
3180-040-CABLE TV	YTD TREND	-	9,950	-	-	40,358	-	-	38,493	13,458	-	59,724	41,829	203,811	(3,811)
3220-000-BUSINESS LICENSE	REMAINING BUDGET	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3220-001-BUS LIC AUDIT	REMAINING BUDGET	-	-	-	(1,951)	-	-	-	-	-	-	(9,889)	(6,279)	(20,139)	(4,883)
3220-010-CONTRACTORS	REMAINING BUDGET	2,290	1,480	2,785	2,750	2,453	1,360	3,570	3,055	3,319	1,809	2,509	2,219	30,433	(433)
3220-020-GROSS RECEIPTS BL	REMAINING BUDGET	3,698	3,249	13,032	3,614	2,696	3,448	84,547	216,128	29,771	22,385	8,044	8,326	178,937	6,063
3220-030-HOME BUSINESS	REMAINING BUDGET	297	530	2,351	309	568	159	6,093	4,634	708	1,042	663	459	17,814	(2,814)
3220-031-BUS LIC - APARTMENTS	REMAINING BUDGET	396	52	40	-	-	173	12,663	9,204	1,400	1,467	2,083	1,100	28,578	11,422
3220-032-TEMP SPECIAL EVENT BUSI LICENS	REMAINING BUDGET	17,160	-	-	-	-	-	19	62	657	865	579	-	19,342	658
3220-033-MISC BUSINESS LICENSE FLAT RAT	REMAINING BUDGET	-	308	190	-	-	-	1,590	12,637	400	574	388	2	16,069	8,931
3220-034-BUSINESS LICENSE UNAPPLIED PAY	REMAINING BUDGET	-	51	358	527	-	-	51	-	-	-	-	-	987	(987)
3220-000-DEVELOPMENT PERMITS	REMAINING BUDGET	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3220-010-BUILDING	REMAINING BUDGET	13,939	8,862	14,525	16,127	32,983	7,783	7,603	7,248	12,980	10,913	11,941	27,382	151,286	(3,286)
3220-020-ELECTRICAL	REMAINING BUDGET	1,614	1,330	1,598	2,102	1,624	826	1,206	872	1,895	1,246	1,918	1,176	17,607	(1,407)
3220-030-MECHANICAL	REMAINING BUDGET	933	398	501	846	1,092	722	1,390	975	1,205	723	1,146	849	10,780	1,720
3220-040-PLUMBING	REMAINING BUDGET	3,184	2,040	2,770	2,900	2,760	1,470	2,296	1,125	1,929	1,668	1,724	1,810	24,676	(6,676)
3220-050-ENCROACHMENT	REMAINING BUDGET	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3220-051-BUILDING PLAN CHECK	REMAINING BUDGET	11,990	10,159	17,360	2,716	7,935	7,301	7,456	4,428	8,621	23,133	11,499	9,432	127,230	(5,230)
3220-052-BUILDING RECORD FEES	REMAINING BUDGET	565	791	1,130	1,130	678	339	1,808	839	1,492	932	1,398	1,585	12,687	(1,687)
3220-053-ENERGY CHECK FEE	REMAINING BUDGET	1,251	93	165	335	351	-	-	340	858	240	600	1,599	5,838	662

Create Ad hoc Pivot Reports

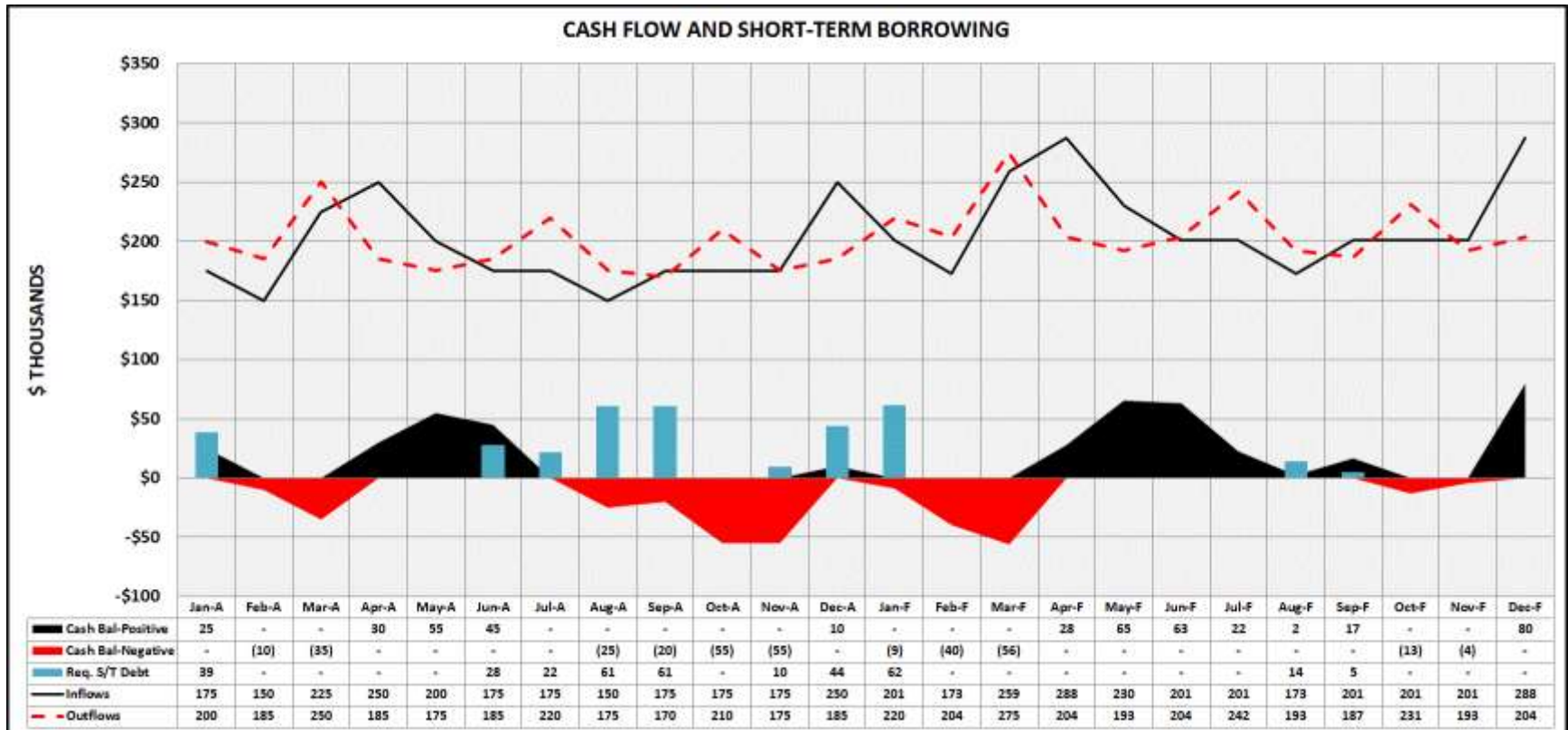
The screenshot displays a Microsoft Excel spreadsheet titled "Monthly Variance Analysis Model-Springfield - Microsoft Excel non-commercial use". The spreadsheet contains a table with columns for various financial metrics and rows for different categories. A PivotTable Field List is visible on the right side of the screen, showing the fields used in the PivotTable.

TYPE	YTDUSD	YTDACT	VAR-CURRENTYR	YTDPRIOR	VAR-PRIORYR	ADJUSTED	ESTIMATE	VAR-YEAR-END
ADMINISTRATION	442,258	416,998	25,272	473,323	56,128	1,059,072	1,036,198	23,474
1601 ADMINISTRATION								
1-PERSONAL SERVICES-SALARIES								
2-PERSONAL SERVICES-BENEFITS								
3-OPERATING EXPENDITURES								
4-CAPITAL OUTLAY								
1011 HUMAN RESOURCES	116,108	148,174	(12,264)	144,792	(1,581)	344,318	354,107	(9,789)
1-PERSONAL SERVICES-SALARIES	84,938	95,948	(11,018)	96,175	225	234,012	225,127	(11,115)
2-PERSONAL SERVICES-BENEFITS	24,191	27,315	(3,224)	30,761	2,946	80,032	63,779	(1,797)
3-OPERATING EXPENDITURES	26,989	24,811	2,378	17,859	(6,752)	79,274	65,201	5,073
4-CAPITAL OUTLAY								
1012 RISK SAFETY								
3-OPERATING EXPENDITURES								
4-CAPITAL OUTLAY								
1013 INFORMATION SERVICES	213,752	186,388	24,364	286,260	36,871	481,808	405,130	88,732
1-PERSONAL SERVICES-SALARIES	76,355	89,075	3,280	121,184	52,089	254,529	190,737	11,588
2-PERSONAL SERVICES-BENEFITS	30,143	21,638	8,508	27,086	15,448	74,073	63,087	11,500
3-OPERATING EXPENDITURES	105,254	75,677	6,576	108,013	9,333	202,871	211,312	(6,441)
4-CAPITAL OUTLAY								
1014 GOVT ACCESS TV OPERATIONS	92,407	79,235	13,172	82,271	(16,964)	233,486	258,955	16,531
1-PERSONAL SERVICES-SALARIES	43,061	45,879	(2,878)	38,623	(17,257)	117,027	118,054	(1,627)
2-PERSONAL SERVICES-BENEFITS	13,861	12,158	1,464	7,640	(4,549)	32,897	30,300	2,389
3-OPERATING EXPENDITURES	26,183	21,158	7,225	26,000	4,842	73,762	65,592	8,170
4-CAPITAL OUTLAY	7,339		7,339			10,000	2,402	7,338
9999 TEMPLATE FUND								
7-OTHER USES								
CITY ATTORNEY	63,636	84,204	(22,568)	86,438	(37,766)	145,685	170,943	(25,258)
1300 CITY ATTORNEY	63,636	84,204	(22,568)	86,438	(37,766)	145,685	170,943	(25,258)
2-PERSONAL SERVICES-BENEFITS	2,045	304	1,740	305	0	4,833	2,832	2,011
3-OPERATING EXPENDITURES	59,591	83,899	(24,308)	86,133	(17,796)	140,852	168,111	(27,299)
CITY CLERK	166,176	161,642	2,934	158,881	(12,761)	429,630	413,456	16,174
1300 CITY CLERK	166,176	161,642	2,934	158,881	(12,761)	429,630	413,456	16,174
1-PERSONAL SERVICES-SALARIES	61,431	104,347	(23,056)	97,151	(17,396)	211,763	226,445	(14,682)
2-PERSONAL SERVICES-BENEFITS	26,898	23,062	3,296	24,174	512	84,793	81,801	6,992
3-OPERATING EXPENDITURES	56,187	35,433	22,754	30,525	(4,998)	149,074	124,358	24,718
4-CAPITAL OUTLAY			9,030				852	(832)
5-DEBT SERVICE								
CITY COMMISSION	1,451,423	95,095	1,356,327	512,165	437,071	8,157,905	4,181,822	1,976,083
1300 CITY COMMISSION	1,451,423	95,095	1,356,327	512,165	437,071	8,157,905	4,181,822	1,976,083
1-PERSONAL SERVICES-SALARIES	17,788	16,639	1,131	18,800	182	42,000	40,009	1,131
2-PERSONAL SERVICES-BENEFITS	13,868	10,276	3,592	10,858	562	32,779	28,882	4,897
3-OPERATING EXPENDITURES	47,448	26,030	(8,582)	57,483	1,453	112,151	114,633	(2,282)
4-CAPITAL OUTLAY								
5-DEBT SERVICE								

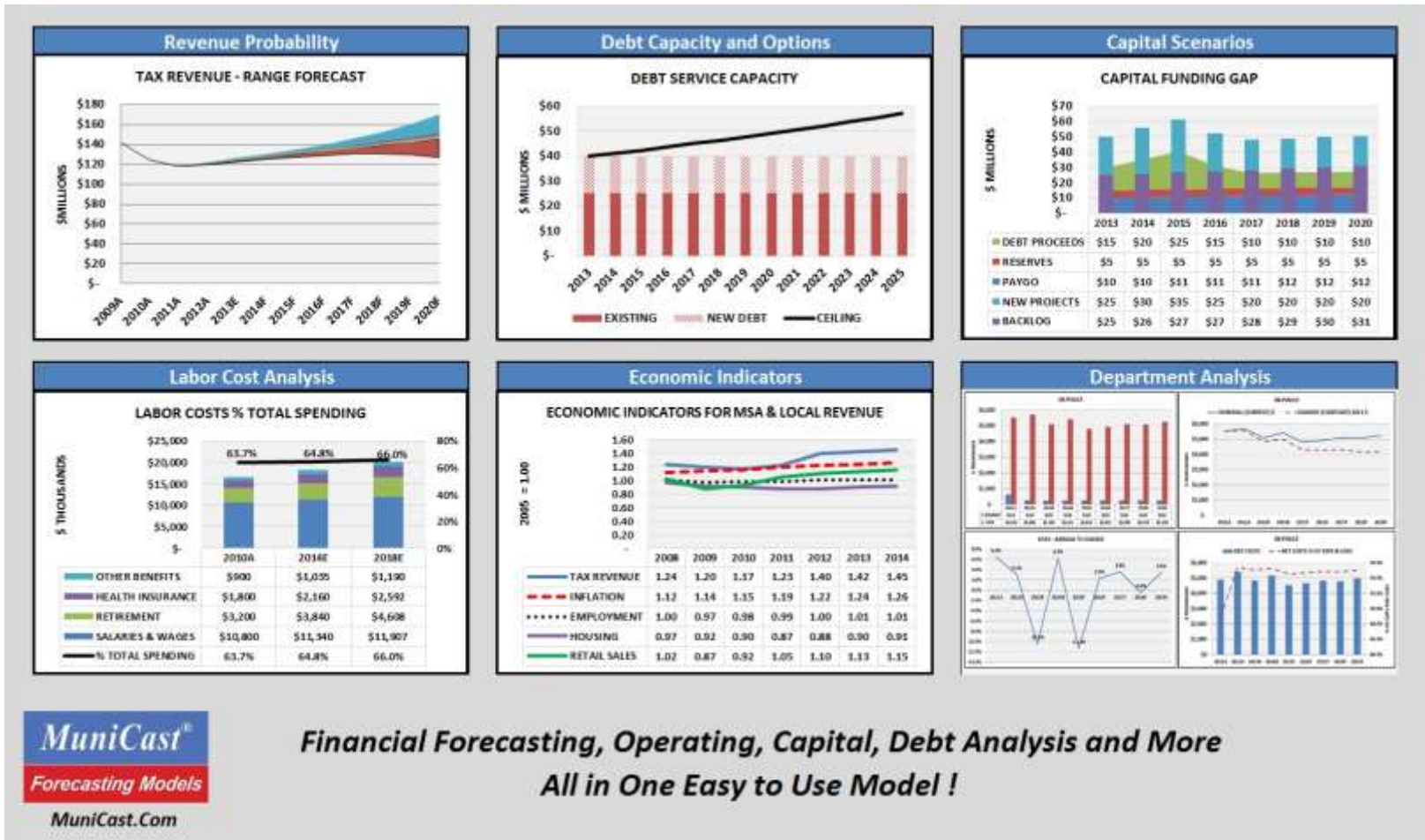
The PivotTable Field List on the right shows the following configuration:

- Report Filter:** TYPE
- Column Labels:** DEPTGROUP, DEPTGROUP, ACTTOGROUP
- Row Labels:** YTDUSD, YTDACT, VAR-CURRENTYR, YTDPRIOR, VAR-PRIORYR, ADJUSTED, ESTIMATE, VAR-YEAR-END

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What People are Saying about *MuniCast*®

"**MuniCast** has been very useful in centralizing all the city's financial data; instead of accessing three, four, five, or more different sources, all our financial information is in one, easy to navigate Excel file. The model has improved the city's ability to quickly create specific fiscal scenarios and analyze impacts. **MuniCast** has been very responsive in helping individualize the model for our community; and has provided well thought out insight and advice in how to use the model most effectively given our goals."

-- **Amy Cunningham**, Senior Administrative Analyst, City of Dublin, California

"Dollar for dollar, **MuniCast** was a tremendous investment when considering the complexity of the model, how quickly we were able to get it up and running and the experience, knowledge and creativity that Chris Swanson shared with us as part of the flat fee. **MuniCast** will have an impact on the County's long term financial planning far exceeding its cost."

--**John Ruggini**, Assistant Budget and Fiscal Administrator, Milwaukee County, Wisconsin

"**MuniCast** has been the City of Livermore's long-term forecast solution since 2006. City management has come to rely on the annual five-year forecast presentation to place current two-year budget projections in the proper fiscal context. This year we used the model to estimate the long-term impacts of a significant projected increase in retirement rates in FY 2011/12."

-- **Monica T. Potter**, Director of Finance, City of Livermore, California

"The **MuniCast** model has been a valuable tool for our long-term financial planning. Your expertise and time you made available to adjust the forecast to our needs by adding the master plans and debt scenarios into the model was superb. To have this model with the checks and balances already in place and your ability to adapt the model to our needs was excellent. Your diligent work with us on our short time frame to bring this all together along with your in-depth understanding of municipalities really made this process easy."

-- **Tina Tapley**, Finance Manager, City of Fredericton, New Brunswick, Canada

"**MuniCast** has been a tremendous aid in explaining trends and forecast data. Your prompt response to my questions and modifications has been amazing! The initial setup was very easy and we had a working product within a week. Thank you for all your assistance and I look forward to a long working relationship with you."

--**Jane Skittone**, Finance Director, Town of Palm Beach, Florida

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