

CITY OF VALLEY CENTER

FINAL AGENDA

DECEMBER 29, 2016

THE CITY COUNCIL SHALL HOLD ITS REGULAR MEETINGS IN THE COUNCIL CHAMBER IN THE CITY HALL, LOCATED AT 121 S. MERIDIAN, BEGINNING AT 7:00 P.M.

JANUARY 3, 2017

1. **CALL TO ORDER**
2. **ROLL CALL**
3. **INVOCATION: MINISTERIAL ALLIANCE**
4. **PLEDGE OF ALLEGIANCE**
5. **APPROVAL OF AGENDA p 3**
6. **ADMINISTRATION AGENDA p 4**
 - A. Minutes – December 20, 2016 Regular Council Meeting p 5
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 - A. City of Valley Center Economic Development Board Appointments
 - B. Public Works Director Selection Committee
10. **COMMITTEES, COMMISSIONS p 10**
11. **OLD BUSINESS p 11**
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12. **NEW BUSINESS**
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15. **GOVERNING BODY REPORTS p 47**
16. **ADJOURN**

All items listed on this agenda are potential action items unless otherwise noted. The agenda may be modified or changed at the meeting without prior notice.

At any time during the regular City Council meeting, the City Council may meet in executive session for consultation concerning several matters (real estate, litigation, non-elected personnel and security).

This is an open meeting, open to the public, subject to the Kansas Open Meetings Act (KOMA). The City of Valley Center is committed to providing reasonable accommodations for persons with disabilities upon request of the individual. Individuals with disabilities requiring an accommodation to attend the meeting should contact the City Clerk in a timely manner, at cityclerk@valleycenter-ks.gov or by phone at (316)755-7310.

For additional information on any item on the agenda, please visit www.valleycenter-ks.gov or call (316) 755-7310.

APPROVAL OF AGENDA

RECOMMENDED ACTION:

Staff recommends motion to approve the agenda as presented / amended.

ADMINISTRATION AGENDA

A. MINUTES:

Attached are the Minutes from the December 20, 2016 Regular City Council Meeting as prepared by the City Clerk.

REGULAR COUNCIL MEETING
December 20, 2016
CITY HALL
121 S. MERIDIAN

Mayor Laurie Dove called the meeting to order at 7:00 p.m. with the following members present: Dale Kerstetter, Lou Cicirello, Gina Gregory, Brendan McGettigan, Marci Maschino, Lionel Jackson, Ben Anderson and Al Hobson.

Members Absent: None

Staff Present: Kristine Polian, Finance and Admin Director
Neal Owing, Parks and Public Buildings Director
Ryan Shrack, Community Development Director
Joshua Golka, City Engineer
Lonnie Tormey, Fire Chief
Barry Arbuckle, City Attorney
Scott Hildebrand, City Administrator
Kristi Carrithers, City Clerk

Press present: The Ark Valley News
KWCH News

APPROVAL OF THE AGENDA -

Maschino moved to approve the Agenda, seconded by Cicirello. Vote Yea: Unanimous. Motion carried.

ADMINISTRATION AGENDA -

A. MINUTES – DECEMBER 6, 2016 REGULAR CITY COUNCIL MEETING

Hobson moved to accept the minutes of the December 6, 2016, regular City Council meeting, seconded by Gregory. Vote Yea: Unanimous. Motion carried.

B. MINUTES - DECEMBER 12, 2016 SPECIAL CITY COUNCIL MEETING

Cicirello moved to accept the minutes of the December 12, 2016, special City Council meeting, seconded by Maschino. Vote Yea; Unanimous. Motion carried.

PRESENTATIONS/PROCLAMATIONS –

A. WSU STRATEGIC PLAN PRESENTATION

Misty Bruckner and Paula Downs with WSU presented to the Governing Body the finalized Strategic Plan for the City of Valley Center. They expressed appreciation to everyone involved with the process especially the steering committee and the community. Members of Council commented that the strategic plan was very professional and they were excited to begin implementation.

PUBLIC FORUM – None

APPOINTMENTS – None.

COMMITTEES, COMMISSIONS – None

OLD BUSINESS –**A. PUBLIC HEARING FOR FY 2016 BUDGET AMENDMENT**

Polian reminded Council that the amendment to the budget was to repay the internal loan from last year and to cover the overages of expenditures from the Library. Mayor Dove opened the Public Hearing at 7:08pm, and invited public comment. No one addressed Council. Dove closed the Public Hearing at 7:09pm.

Maschino moved to approve amendments to the 2016 budget as presented. Cicirello seconded the motion. Vote Yea. Unanimous. Motion carried.

B. MASTER DRAINAGE STUDY

Golka reminded Council that PEC is finalizing the Master Drainage Study. Members of Council may contact him with any questions.

No action was taken.

NEW BUSINESS –**A. PUBLIC SAFETY STUDY PROPOSAL**

Hildebrand presented to Council a proposal from Matrix Consulting Group to develop Police and Fire Staffing and Facility Plans for Valley Center. He stated that Matrix is currently working with the City of Wichita. The cost to include all staff and facility recommendations for the public safety building would not exceed \$45,000.00 which is \$10,000.00 more than approved for the Fire study only.

Hobson commented that the extra cost concerned him and questioned whether the timing was good to study the police department. Hildebrand stated that in his opinion having an outside party make recommendations is good at this time.

Cicirello moved to hire Matrix Consulting Group to conduct the Public Safety Study. The motion was seconded by Kerstetter. Vote Yea: Unanimous. Motion carried.

B. EXECUTIVE SESSION TO DISCUSS NON-ELECTED PERSONNEL

Cicirello moved, seconded by Maschino to recess into Executive Session to include Administrator Hildebrand for a period of 20 minutes to discuss non-elected personnel. Vote Yea: Unanimous. Motion carried.

Recess began at 7:18pm

Recess ended at 7:38pm

Cicirello reported no official action was taken during Executive Session

C. APPOINTMENT OF CITY MUNICIPAL JUDGE

Hildebrand introduced Larry Linn as candidate for appointment the City Municipal Judge.

Gregory moved to approve the appointment of Larry Linn as The City of Valley Center's Municipal Judge effective January 1, 2017. The motion was seconded by Hobson. Vote Yea: Unanimous. Motion carried.

D. MONITOR SERVICE FOR IT

Following the breach into our servers earlier this month, Polian and Councilmember Cicirello negotiated with Professional Software Incorporated to fully monitor our servers and computers. The cost of the service would be approximately \$20,000.00 per year. Money from the water, sewer and equipment reserve funds would finance the service in 2017 and then beginning in 2018 it would be included in the budget. The potential loss to the City could have been substantial following the breach so in comparison this is money well spent.

Anderson moved to approve the agreement with Profession Software Incorporated. The motion was seconded by Jackson. Vote Yea: Unanimous. Motion carried.

CONSENT AGENDA -

- A. APPROPRIATION ORDINANCE DECEMBER 20, 2016**
- B. TREASURER'S REPORT - NOVEMBER 2016**
- C. REVENUE AND EXPENSE SUMMARIES - NOVEMBER 2016**
- D. DELINQUENT ACCOUNTS FOR COLLECTION - SEPTEMBER 2016**
- E. CHECK RECONCILIATION - NOVEMBER 2016**
- F. 2017 G.A.A.P. WAIVER RESOLUTION**

Cicirello moved, seconded by Maschino to approve the Consent Agenda as presented. Vote Yea: Unanimous. Motion carried.

STAFF REPORTS -**COMMUNITY DEVELOPMENT DIRECTOR SHRACK**

Main Street Valley Center will have their first meeting in 2017 at 7:00pm on January 19th. It will be an open informational meeting located in City Hall.

New flood plain maps will go into effect December 22, 2017.

Shrack thanked the City and Council for their support as he completes his first year with the City.

PARKS AND PUBLIC BUILDING DIRECTOR OWINGS

The department will once again partner with Sedgwick County to recycle Christmas trees through January 22, 2017. Drop off is located in Veterans Park.

CITY ENGINEER GOLKA

Golka reported on options for signage for the no left turn from Leeker's north driveway.

Work on Butler street continues behind schedule. Issues with utilities and cable have contributed to the delay.

GOVERNING BODY REPORTS –**COUNCIL MEMBER HOBSON**

Hobson thanked Owings and Hildebrand for the work done around the old public works building.

ADJOURN -

Hobson moved to adjourn, seconded by Anderson. Vote Yea: Unanimous.

Meeting adjourned at 8:03 PM.

Kristi Carrithers, City Clerk

ADMINISTRATION AGENDA
RECOMMENDED ACTION

A. MINUTES:

RECOMMENDED ACTION:

Staff recommends motion to approve the minutes of the December 20, 2016 Regular Council Meeting as presented / amended.

PRESENTATIONS / PROCLAMATIONS

PUBLIC FORUM

APPOINTMENTS

City of Valley Center Economic Development Board

Public Works Director Selection Committee

COMMITTEES, COMMISSIONS

OLD BUSINESS

A. DISCUSSION REGARDING RETAIL STRATEGIES

- Retail Strategies Proposal

Should Council choose to proceed,

RECOMMENDED ACTION:

For Discussion only.



retail strategies

Valley Center, KS

Retail Development Services

October 2016

Strictly Private & Confidential

There's a lot of potential here.

Our Value Proposition

Attracting new retail to a community is a complex, connection critical, and time consuming endeavor. Before Retail Strategies was founded in 2011, communities who desired to attract retailers often turned to consultants that sold promises of what the information they provide would lead to. Communities who invested in these consultants were often left with research reports, a list of prospects, an unrealistic idea of the timeframe for new retail, and little or no guidance on how to use the tools they were sold.

Retail Strategies was formed to give communities the option to have well connected, experienced, and licensed retail real estate professionals aggressively identify and execute tailored strategies to attract new retailers to the market. Our model is a staff augmentation. We become an extension of your team and will provide world class service to your community. We will utilize best in class data, input licensed real estate professionals in to your market to identify strategic and underutilized real estate assets, devise and implement tailored and achievable strategies, represent you nationally at trade shows, and dedicate professionals to execute your strategy providing the necessary on-going support and communication which will yield tremendous value to your community.

Retail Strategies has the required industry experience, connections, and credibility with retailers, restaurants, developers, and brokers throughout the Country. We connect with industry professionals on a daily basis to promote our Client markets. In total, we have a rolodex of 9,000 retailers with their contact information, site selection criteria, and expansion plans. Due to the experience and reputation of our team there is no retailer that we cannot approach on your behalf.

Being the first to do something isn't as important as getting it right is. There is no shortage of consultants who are happy to engage under any terms a community puts forward. We have several clients that had previously invested in, or were approached by, cheaper alternatives. They'll tell you the difference in the level of quality and service we're providing is far superior and worth the investment

Our process is to utilize industry leading tools and dedicate well connected professionals to your community. Having these professionals on your side, creating a long term partnership, will generate tremendous value for your community and protect your investment in this economic development effort. We invite you to lock arms with our team and it will be our privilege to exceed your expectations.

The Retail Strategies Advantage



Industry Leading Research & Analytics

Retail Strategies utilizes industry leading research, analytic, and GIS platforms to create custom materials for our Clients.



Real Estate Experience

Retail expansion cannot happen without a real estate transaction. Therefore, real estate is, and should be, the ultimate passion of your retail recruitment partner. Our team features over a dozen actively licensed professionals with years of experience navigating the deal making process. Invest in experience. Investing in Retail Strategies will create the best environment for retailers to open their doors in your market.



Adding Experience to Your Team

Retail Strategies has a rolodex of thousands of retailer's contact information, expansion goals, and site criteria. Aligning your community with Retail Strategies correlates with excited retailers who will be energized by receiving and discussing a fully vetted expansion opportunity.



Deal Making

Business attraction involves controlled (research, analytics) and uncontrollable variables (real estate, economy). Aligning your community with Retail Strategies inserts real estate professionals to your staff who have years of experience navigating the deal making process. We know how to navigate the hurdles to give your community the best opportunity to take interest and turn it in to new business opening its doors in your community.



Your Retail Advocate

Retail recruitment is a marathon, not a sprint. ICSC, Retail Live, and other industry conference allow opportunities for communities to be promoted; however real estate transactions are typically multi-year processes. Patience and persistent effort is critical to ultimate success. Retail Strategies model is built around being aligned with communities for the long-haul to bring deals out of the ground.

Industry Thought Leaders

Retail Strategies leads the industry in research, quality of materials, depth of team, and the level of service we provide to our Clients. Being an industry leader comes with a responsibility to not only provide tremendous service but to also educate on the trends, expansion, and best practices within the retail real estate industry.

Webinars, Industry Trends, and Retail Expansion

Each month Retail Strategies educates and informs our Clients and the industry on the latest in retail real estate. Thus far in 2016 we have published ten original reports on retail expansion and trends. We provide access to Webinars where we interview retailers such as Hibbett Sports, Smashburger, Smoothie King, and several others on industry trends and expansion. Through these discussions our Clients have the ability to hear firsthand from industry professionals which will allow them to be the retail experts within their community.

Educating the Industry

Each year Retail Strategies speaks at dozens of municipal, economic, and retail conferences across the Country and Internationally. Retail Strategies is privileged to be sought after to help educate the public and private sector covering a variety of topics.

ICSC RECON 2016

Retail Strategies has a working relationship with ICSC. We were asked to speak at ICSC RECON and developed a discussion on "Retail as a Catalyst for Economic Development." Below is a picture of our panel discussion at RECON. There is a video of our discussion at ICSC RECON available by following the link below:



Link to Video from RECON: <https://vimeo.com/170732741>

Scope of Services

Retail Strategies is pleased to present this proposal to Valley Center, KS for Retail Recruitment Services. If given the privilege of working hand in hand with Valley Center, KS, Retail Strategies will provide a team of highly trained real estate professionals to execute proven strategies that will be tailored to your unique opportunities to attract new, desired, retail to meet your vision for the communities.

Valley Center, KS Objectives:

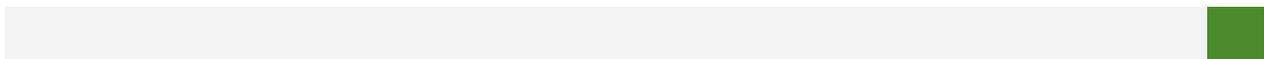
- Identify & attract new to market retailers that add incremental value to Valley Center, KS
- Identify key, attractive, data points that make areas in Valley Center, KS a destination for new retail
- Identify strategic and underutilized real estate assets within Valley Center, KS
- Attract desired retail and restaurants to Valley Center, KS
- Identify opportunities, create strategy, and implement the strategy on behalf of Valley Center, KS
- Promote and attract development to the community
- Leverage the momentum of current and future projects within Valley Center, KS
- Assist in the retention of business and entrepreneurs through research, analytics, and real estate expertise
- Educate Valley Center, KS Staff, Community Leaders, & Key Stakeholders on retail trends, expansion, and deal making
- Be represented at Retail Trade Shows nationwide (ICSC & Retail Live)
- Provide feedback, negative or positive, from retailers on why they are or are not considering the market

Discover Process

Data and Analytics	Boots on the Ground Real Estate Analysis	Community Input And Vision
Retail Strategies has partnered with the industry leaders in research and analytics so we can provide the deepest, most thorough, look in to your community and its consumers. Data enables our professionals and your community to leaders to gain a world-class knowledge of critical data points and how they can be used as a tool to promote the community.	Through deploying real estate professionals to your community we are able to identify the key real estate assets within the community. These real estate assets are your product and we spend countless hours identifying who the buyers are. All of the sites are logged and recorded on a GIS platform so they can be fully utilized by your recruitment team.	Our model and strategies are not 'one size fits all' because each community we work with has unique attributes and vision for their future. The professionals who work on behalf of Valley Center, KS are here to incorporate the community vision, desired retailers, and feedback to your strategy.

Below are Examples of Information We Investigate to Develop Your Retail Strategy

Trade Area Identification	GAP Analysis	Peer Analysis	Psychographic Analysis	Mobile Data Collection	Consumer Spending Analysis
Real Estate Analysis	Focus Properties	Development Opportunities	Redevelopment Opportunities	Key Intersections	Key Retail Nodes
Retail Competitor Mapping	Market Supply Analysis	Market GLA Analysis	Priority Business Categories	Shopping Center Analysis	Workplace Analysis
Quarterly Population Trends	Community Input	Desired Businesses	Traffic Counts	Industry Trends	Retail Expansion



STI: PopStats

Since 1992, Synergos Technologies Inc. (STI) has been providing market-focused companies with many of today's most innovative and confidence-boosting demographic data building blocks. Demographic data building blocks, for example, are a powerful alternative to cookie-cutter data products. Unlike other data, they allow you to unleash your company's maximum market research potential. These data building blocks and others can be applied in uncountable configurations to meet your exact research needs — without limits.

"We have been using PopStats since it first became available for three primary reasons. First, I was impressed that I could get all of my demographic data from one source. Secondly, PopStats was the only product that was updated quarterly, including population counts, ethnicities, incomes, and seasonality. Third, I have great confidence in the source of the data — residential postal delivery."

- Dale Caldwell, Kroger Corp.

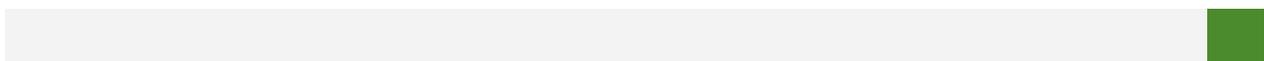
Tetrad

Tetrad is Retail Strategies data partner. Tetrad works with retailers across the Country developing and implementing software to fit their needs. Retail Strategies aligned with Tetrad after an exhaustive search of the premier data and software providers throughout the Country. The software developed by Tetrad for Retail Strategies is tailored to help City's identify opportunities and package those opportunities to attract retail in their market.

Below are a Few of the Demographic Data Sources Used



Retail Strategy



Following our Discovery process, your Retail Strategies team will present the findings and provide a **70+ page** comprehensive review on the unique data points, strategic and underutilized real estate assets, retailers who fit your market, and many more topics to give you community and it's leaders the greatest insight into the market. Below are key items covered in the deliverable and presentation.

Trade Area Identification

By utilizing mobile data collection, data and analytics, and real estate acumen, our team will identify shopping patterns within your community that will answer key questions for retailers.

Real Estate Assets

An in-market study which identifies within the community various opportunities: strategic focus properties, underutilized assets, development zones, and redevelopment zones

Mobile Data Collection

An industry leading report which utilizes cell phone data to identify the home location of consumers that visit a defined shopping area within the community.

Retail Prospects

Your team will present a list of expanding concepts looking for markets just like yours.

GAP Analysis

Examining the market supply and market demand within the trade area to uncover the categories of retail being desired by your community.

Retail Trends & Expansion

Education on the trends of retail and who is expanding. This information is critical to understand who your market can and will attract.

Psychographic Analysis

Psychographic analysis is demographic short hand. This information was developed to segment consumers by demographics, consumer preferences, and spending patterns

Peer Community Analysis

Identification and comparison of similar communities to measure your retail base and identify opportunities from a categorical perspective



Implementation

Proactive Recruitment

Following the presentation of the the Retail Strategy, we then begin the heavy lifting of retail recruitment. The professionals at Retail Strategies will put your data and underutilized real estate assets to work by connecting them with targeted businesses. Our team has connections nationwide that we will leverage on your behalf. We know who to contact, expansion plans, and site criteria for thousands of retailers and restaurants.

Property Owners & Brokers

Retail Strategies will connect and network with property owners and brokers in your community. It is mission critical for our team to build relationships with these individuals and provide an understanding that we are here to help and not diminish their return on efforts or investment.

Timeline for New Retail

Retail recruitment is a marathon, not a sprint. Real estate transactions involve multiple parties and every deal will be influenced by uncontrolled variables which may speed up or slow down the timeline for retailers' commitment to new locations.

The bottom line: this process takes time. Patience and persistence are critical. Our team understands the common obstacles of real estate transactions and will implement strategies to bypass these pitfalls. Aligning your community with Retail Strategies best positions your market to attract new retail.

Who We Connect With On Your Behalf

Our Team will be contacting those parties necessary to get deals done:

- Identified city contact(s)
- Local property owners
- Brokers
- Developers
- Investors
- Directors of real estate
- Franchisees
- Local business owners
- Many other decision makers

National Representation

The International Council of Shopping Centers (ICSC) and Retail Live are the leading global trade associations for the retail industry. ICSC and Retail Live help the public and private sectors understand the industry through educational programs, publications, certification programs, and (most popular) Deal Making Conventions. Each year these two organizations put on over twenty conferences for real estate professionals to connect to discuss deals and opportunities. We attend each conference on your behalf to communicate, one on one, the opportunities in your market with the business we are targeting on your behalf.

Exhibiting

Retail Strategies invests in an impactful presence at each trade show that allows exhibitors. Our image at these conferences benefits our Clients because retailers identify that the community has aligned itself with professionals to attract new retail to their communities. Retailers understand that, by meeting with Retail Strategies, they maximize their time and know they will be receiving vetted opportunities that fit their concepts expansion plans.

ICSC RECON 2016

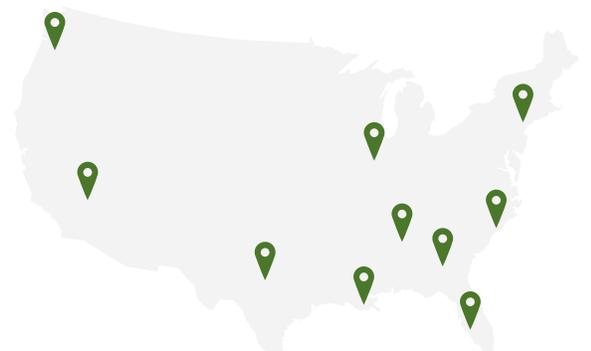
At ICSC RECON 2016 Retail Strategies had over 375 meetings with retailers, brokers, and developers positioning our Clients as a destination for new retail. The show was a tremendous success and our Clients now have new interest in their communities. Below is a picture of our booth at RECON. We also have a video available showing the activity at RECON 2016 by following the link below:



Link to Video from RECON: <https://vimeo.com/170189553>

2016 Retail Real Estate Conferences

Las Vegas	San Diego	Austin (2)
Orlando (2)	Dallas	Nashville
Atlanta	Chicago (3)	New York City
Charlotte	Washington DC	New Orleans



Initial Timeline

Following the execution of our agreement, Retail Strategies immediately begins working to better understand and identify opportunities within the market. The following diagram gives you a brief perspective on the completion dates for the materials that go in to the Retail Strategy. These dates can fluctuate depending on time of year, conference dates, and other opportunities that can benefit your community.



- Contract execution
- Basecamp access
- Portfolio Director contacts client
- "Getting Started" documents are sent



- Research complete
- Market aeriels complete
- Getting Started documents are due



- Prospect list complete
- Custom research complete



- Real Estate Analysis complete
- Marketing Guide complete
- Recruitment Objectives complete
- Focus Properties submitted



- Retail Recruitment Plan complete
- Presentation scheduled



- Retail Recruitment & Strategy Implementation
- National Representation
- Your Research Concierge

Our Team



Prior to Joining Retail Strategies
 Our Team Worked For and With the Following Entities in Retail Real Estate



"Our investment in Retail Strategies has been one of the best decisions passed by our Chamber's leadership. I strongly recommend you consider using their services. You will definitely be pleased with their product."

Linda Lewis, Walker County, AL



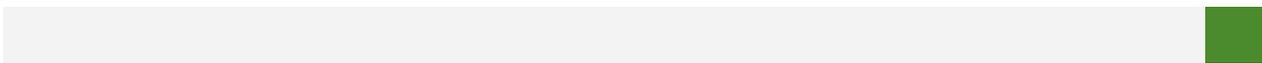
"I have been more than pleased with the work Retail Strategies has done on behalf of the city. Not only has Retail Strategies worked closely with us but they have also worked directly with a local investment group as well as with both local and regional developers to attract retailers to Liberal."

Jeff Parsons, Liberal KS



"What closed the deal finally was when Retail Strategies came in and gave the company the demographic information they wanted and showed the company how Macerich was making the investment in SouthPark Mall."

Ray Forsythe, Moline IL





ROBERT JOLLY

CEO

Robert Jolly co-founded Retail Strategies in 2011 and since then has overseen development of numerous retail projects and has assisted some of the most well-known tenants in the United States with their expansion into new markets.

Robert brings years of experience with previous sales and management positions at Eason, Graham, and Sandner, Inc. and Black and Decker Corporation. He was the Birmingham Commercial Rookie of the Year in 1998, named one of the "Top 40 Under 40" in 2004, and "Who's Who of

Commercial Real Estate" in 2005 and 2010. Over the course of his career Robert has leased, managed, and developed millions of square feet of retail space.

Robert graduated from the University of Alabama majoring in marketing and English. He is a member of ICSC and in 2008 earned the coveted Certified Commercial Investment Member (CCIM) designation from the Commercial Real Estate Investment Institute. Robert holds a broker's license in Alabama, Mississippi, Georgia, Florida, Tennessee, Louisiana, South Carolina and Oklahoma.

SAMPLE WORK

Lane Parke – Mountain Brook, AL

27 Acres

100+ Jobs Created

Robert was involved in the identification, development, and leasing of a mixed use luxury retail center in Mountain Brook, AL. Over the course of a decade Robert helped facilitate the deal and help locate several new to market luxury retailers within the property. In addition to retail, the property contains a 5-star hotel and luxury apartments.

Hollywood Video & Movie Gallery

200+ Locations

5 States

During the heyday of movie rental, Robert located Hollywood Video and Movie Gallery at over 200 locations in five States. Roberts travel and deal making lead him to hundreds of markets throughout the Southeast. Many of these markets are our current Clients at Retail Strategies.



MEAD SILSBEE, CCIM

CFO

Mead Silsbree co-founded Retail Strategies in 2011 and brings over a decade of real estate experience to the company. Most recently Mead worked on the retail team at Eason, Graham, and Sandner, Inc. in Birmingham, Alabama. Over the course of his career Mead has leased, managed, and developed millions of square feet of retail space.

Mead graduated from the Randolph-Macon College in Ashland, Virginia where he earned a bachelor's degree in history and economics. In 2008, he earned the coveted Certified Commercial Investment Member (CCIM)

designation from the Commercial Real Estate Investment Institute and is a member of the International Council of Shopping Centers (ICSC).

SAMPLE WORK

29 Seven – Birmingham, AL
Mixed Use Facility
40+ Jobs Created

Mead was involved in the identification, development, and leasing of a mixed use luxury retail center in Mountain Brook, AL. Over the course of a decade Mead helped facilitate the deal and help locate several new to market luxury retailers within the property. In addition to retail, the property contains a 5-star hotel and luxury apartments.

Shoppes of Hinesville - Hinesville, GA
240,000 + square feet
30+ Retailers & Restaurants

Mead's company, Retail Specialists, leases and manages the Shoppes of Hinesville in Hinesville, GA. This center is over 240,000 square feet and features Ollie's Bargain Outlet, Dollar Tree, Petsense, Harbor Freight and Tools, Rent-a-Center, UPS Store, Little Caesars, Shoe Show, and many additional retailers and restaurants.



LACY BEASLEY

PRESIDENT & COO

Lacy serves as *President & COO*. She has been involved in retail real estate since 2005. Her experience with *The Shopping Center Group* and the *Dickson County Chamber of Commerce* prior to joining Retail Strategies provides her with the insight to understand the connections needed from the public and private side of the conversation.

A graduate of Lipscomb University, she earned her double major in Marketing and Management. Beasley is the ICSC TN Government Relations Chair and has served on committees with CCIM, EDAA, and multiple ICSC planning committees. Her articles have been published in *Shopping Centers*

Today, *Site Selection Magazine* and *AL Retail Federation*. She has spoken on retail trends and best practices in retail recruitment to the at more than 75 events including ICSC, American Association of Retirement Communities, American Public Power Association, Tennessee Valley Authority, Electricities of NC, Georgia Power, Southeastern Economic Development Council and state-wide economic development and municipal associations in AZ, LA, OK, TN, AL, MS, KY and GA.

SAMPLE WORK

Shoppes at Eagle Pointe, Cookeville, TN 240,000+ SF of Retail Space, \$45 Million Investment

Lacy worked closely with the City and Developer to overcome hurdles including a wetlands mitigation plan, public-private partnership financial incentive and economic impact analysis. The Shopping Center is anchored by Publix and Academy Sports. It will employ more than 600 people and add \$2.3M annually to the local tax revenue.

Market Research & Tenant Representation Tenant representation broker for Dick's Sporting Goods and Office Depot 2009-2012. GIS & market research for 30 national retailers 2005-2009.

In 2005 when Lacy started at the country's largest tenant representation firm, The Shopping Center Group, she conducted GIS and market research for retailers such as Costco, PetSmart, TJX Companies, Best Buy, Michaels, Party City, Dick's Sporting Goods, JCPenney and Firestone. In 2009, she began acting as the tenant representation broker in Tennessee for Dick's Sporting Goods and Office Depot. In 2012, she stopped working those accounts to focus full time on municipal consulting.



MATTHEW PETRO

CHIEF DEVELOPMENT OFFICER

As Chief Development Officer Matthew leads a team of professionals who identify communities seeking solutions to maximize their real estate assets to attract desired businesses, generate additional revenue streams, and increase the quality of life within their community. Over the course of his career at Retail Strategies Matthew has served and excelled in every position on the team. Matthew has extensive knowledge and experience in retail recruitment and development, market research and analysis, marketing, and relationship management. Matthew has years of experience and a deep knowledge of the needs of communities through working hand in hand with local elected officials, economic development professionals, chambers of commerce, and municipal and County Governments. Matthew's passion to succeed, willingness to help others, and relentless work ethic brings tremendous value to our team and our Clients.

Matthew completed his undergraduate work at University of Alabama achieving a degree in Marketing with a specialization Sales. Matthew is a licensed Real Estate Professional and a member of the International Council of Shopping Centers (ICSC).

SAMPLE WORK

Chick Fil A - Laurens, SC
\$2,500,000+ Average Sales
20+ Jobs Created

Chick-fil-A purchased land in Laurens, SC in 2010 but there had been no official timeframe to begin construction and open a location on their site in Laurens. Retail Strategies partnered with Laurens in 2014 and after four months of leveraging contacts with Chick-fil-A, they announced to open a location in Laurens, SC in 2015. The ground breaking took place on March 12th of 2015 and they are currently open for business. The Chick Fil A opening sparked even greater interest in the market by other retailers and restaurants. This win will lead to additional retailers and restaurants opening in the community.

Black Walnut Café – Edmond, OK
Fast Casual Restaurant
20+ Jobs Created

Edmond, OK partnered with Retail Strategies in 2013 to attract new retail and restaurants to the community. During our discovery process we identified an opportunity for new restaurants within the community and several pieces of real estate that would fit a restaurants site criteria. At the 2014 ICSC Texas Conference and Deal Making, Retail Strategies met with Black Walnut Café on behalf of Edmond, OK. At the time Black Walnut Café was looking to expand outside of Texas but was looking at opportunities in over ten different States. Our follow up with Black Walnut Café from the conference provided custom data, analytics, and real estate that enabled Edmond to stand out over the other areas they were considering. Within three months the real estate team for Black Walnut Café was in the market looking at sites we had sent them. They are currently open for business in Edmond, OK.



BETH MILLER

PORTFOLIO DIRECTOR

Beth joined Retail Strategies as a *Portfolio Director* with over 10 years of industry experience and an extensive knowledge of real estate transactions, shopping center management, and leasing.

Beth is a 2003 graduate of the University of Alabama, where she earned a *Bachelor's of Commerce and Business Administration* degree in Finance with a concentration in *Real Estate* and a Minor in *Economics*.

Over the course of her career Beth has identified and attracted tenants from Apple to Buffalo Wild Wings to shopping centers across the Country. Beth understands what a retailer, broker, and developer need to enter a market and has years of experiencing putting deals together. Her ability to leverage connections, identify opportunities, and react in an informative and persuasive manner to requests and questions by leveraging her past experiences puts her Clients in the best position to attract new retail to their market.

At Retail Strategies Beth connects the dots between the available space within her Client markets and retailers seeking new opportunities. Beth and her team leverage industry leading tools to put critical information on the desks of retail real estate decision makers across the Country. Beth uses her exceptional interpersonal skills to update her Clients on her progress regularly. Like the rest of the team at Retail Strategies, Beth embodies the "If I say I will, I will" culture. Beth delivers answers and provides tremendous value to her Clients on a daily basis.

SAMPLE WORK

Paddock Shoppes

300,000+ sf of retail space
60+ Retailers and Restaurants

Beth was tasked with leasing the Paddock Shopping Center This 300,000+ square foot shopping center features over 62 retailers featuring J. Crew, DSW, GAP, Bed Bath and Beyond, Men's Warehouse, Jos A. Bank, Lane Bryant, Ulta, Orvis, and many more.

The Summit

500,000+sf
50+ Retailers

Beth was tasked with leasing The Summit in Reno, NV. This half a million square foot shopping center features over 50+ retailers such as Apple, J. Crew, Dillard's, Pottery Barn, Century Theatre's, Lululemon, Old Navy, Buffalo Wild Wings, Lucky Brand, and many more.



JOE KUCHARSKI

DEVELOPMENT

Joe has over 25 years of Retail Real Estate experience, helping retailers achieve their goals for expansion. Joe has completed real estate projects for major grocery store chains (SUPERVALU, Food Lion, Weis Markets), specialty retailers (Office Depot), general merchandise retailers (Shopko, Shopko Hometown), and warehouse clubs (Costco Wholesale). The variety of retailers for whom he has completed real estate projects has provided him the opportunity to work in communities ranging in size from large metropolitan areas to small rural towns. In all, Joe has worked on Retail Real Estate projects in 42 different states and Puerto Rico.

Joe has a Bachelor's Degree from Purdue University in Landscape Architecture, with a background in Urban Economics and Urban Planning. He was born in the upper Midwest and had also lived and worked in the Northeast and the mid-Atlantic prior to moving back to the Midwest

SAMPLE WORK

Vice President Northwest Atlantic Costco

Joe was the Vice President at Northwest Atlantic which was the outsourced real estate arm of Costco. Joe was responsible for formulating and executing the expansion strategy for Costco Wholesale in the Southeastern US. Joe successfully lead public/private partnerships in Fort Oglethorp, GA and Augusta Ga, which were critical to get Costco to open in both communities. In addition, he lead the redevelopment of an under-utilized strip center (Farragut, TN) and a vacant mall anchor (Sarasota, FL) for new Costco locations.

Vice President of Real Estate Shopko Shopko Hometown

Joe created the expansion strategy for a new retail concept called Shopko Hometown (small stores in small markets). Joe assembled a Real Estate team, created site criteria, established market parameters and defined expansion strategies. His strategies yielded 53 new Shopko Hometown stores in 2015 alone.



JOE STRAUSS

DIRECTOR OF RETAIL DEVELOPMENT

Joe joined Retail Strategies in 2014 with a background in real estate. He specializes in retail recruitment and focuses on the identification of companies to fill the product and service gaps within each city's trade area. He brings over 9 years of real estate experience to Retail Strategies. Joe has represented over 60 municipal, economic development, Chambers of Commerce, and regional groups throughout the Southeast and Midwest. Joe has worked with numerous developers, retailers, brokers, and property owners assisting in finding retail tenants in his territory. He and his team has assisted in the recruitment of over 60 retailers to our client markets and have many more in the pipeline for

2017.

Joe graduated from the University of Alabama with a bachelor's degree in Finance and a concentration in Real Estate and got into the business when he was a sophomore at the University. Joe is a licensed real estate professional and is also working on getting his CCIM designation, which is a Certified Commercial Investment Member. He has currently completed CI 101 and CI 102. He has also been a member of ICSC for over 3 years.

SAMPLE WORK

Panda Express – Statesboro, GA
\$1,250,000+ average sales per store
10+ Jobs Created

In May of 2014 Retail Strategies met with the real estate director for Panda Express at the ICSC RECON in Las Vegas. Our team spoke about the market and the Panda Express Real Estate Director identified Statesboro as a market for their strategic growth plan. The Real Estate Director told the Retail Development Director for Statesboro to help them find a site because they were having trouble getting the location they wanted for this market. Retail Strategies followed up with him for the next year sending sites and reaching out to property owners to see if they would sell. At the ICSC Deal Making Conference in Atlanta I met with brokers representing the an available outparcel in front of a new Walmart Neighborhood Market in Statesboro. This broker had a perfect corner lot next to McDonalds and our team told them that Panda Express wanted to be in the market and we thought their site would work. Our team then sent Panda's real estate director and tenant rep brokers that site. They have since then closed on that piece of property and have started construction.

Dunham Sporting Goods – Fort Payne, AL
30,000+ sf of retail space
20+ Jobs Created

In August of 2014 the Portfolio Director and Retail Development Director for Fort Payne reached out to Dunham's real estate director John Palmer to discuss the opportunities in Fort Payne. Retail Strategies had identified Dunham's Sporting Goods, which is headquartered in Michigan, was expanding their footprint in to the Southeastern United States and that Northern Alabama was a focus zone. Fort Payne had a vacant Kmart building and we identified this as a site for Dunham's. After presenting this opportunity the real estate director got back with us and told us he was interested in the market and that specific site. At that time they sent our company an LOI to give to the owner of the vacant Kmart center. Unfortunately, the deal did not work with the property owner. Our team did not give up on this opportunity. Our team approached a development group out of Mississippi who we thought would be interested in the site because Dunham's was interested in locating there. Our team was able to work with them, Dunham's, and the City to make the economics of the deal work. On April 22, 2016 Dunham's had their grand opening in Fort Payne, AL.



CLAY CRAFT

DIRECTOR OF RETAIL DEVELOPMENT

Clay joined Retail Strategies in 2014 with a passion for real estate and helping communities grow. Clay works with developers, brokers, property owners, and retailers across the Country to connect them with opportunities in our Client markets. Clay is a licensed real estate broker and has helped retailers locate in multiple States throughout the Country. Clay graduated from Auburn University in 2010 with a Masters of Landscape Architecture.

SAMPLE WORK

Sky Zone – Rockledge, FL

\$1,800,000+ average store sales
15+ Jobs Created

Retail Strategies formed a great working relationship with the leasing broker for an Aldi Anchored Shopping Center in Rockledge, FL and were assisting his recruitment efforts for a 30,000 vacancy next to Aldi. The broker had gotten some traction from Trampoline Park concept called Sky Zone but they were reportedly on the fence about the site and the market. The leasing broker asked us if we could run some custom demographic reports from the site. Our reports showed pent up demand for recreational activities and that consumer expenditures within the trade area aligned with Sky Zone's needs. Sky Zone opened in Rockledge, FL the last week of July 2016.

Another Broken Egg – Jax, Beach, FL

Fast Casual Restaurant,
20+ Jobs Created

When Retail Strategies first made contact with Another Broken Egg Café for Jacksonville Beach, FL they told us they had looked in the market but could not find any real estate that fit what their site criteria. Another Broken Egg wanted to be in the market, but admitted they had settled for a site in an adjacent community. Our team did not give up on this opportunity and sent Another Broken Egg a site in a soon to be redeveloped grocery anchored shopping center. Our team had insider information on the new grocery shopping center was and shared that info with Another Broken Egg. A year later Another Broken Egg had a lease signed at the center we sent them and have just updated their website to say "coming soon" to Jacksonville Beach, FL.



TIFFANY KILPATRICK

DEVELOPMENT

Tiffany joined Retail Strategies in 2015 as *Account Executive & Acquisitions Specialist*. She will be the day to day point of contact for our client cities in Tennessee, North Carolina and Kentucky. Prior to joining the Retail Strategies team, Tiffany was a Real Estate Manager for Hibbett Sports. Her primary role was site selection for new Hibbett Sports stores. Tiffany has overseen the site selection process and negotiated leases for over 130 locations in 10 states.

Tiffany started her career with Hibbett in 2004 as the Assistant to the Real Estate Department and quickly moved into the role of Real Estate Manager. As Real Estate Manager, Tiffany worked in the states of AZ, CO, NC, MS, NM, AL, IL, KY and TN.

Tiffany is a graduate of the University of Alabama, where she earned a Bachelor's Degree in Public Relations. She served two terms as the ICSC AL/MS Retail Chair, as well as the Next Generation Chair for AL/MS.

SAMPLE WORK

Hibbett Sports

Real Estate Manager

Opened 130+ Locations

Tiffany spent 10 years at Hibbett Sporting Goods as a Real Estate Manager identifying markets to expand their footprint. Over the course of her career at Hibbett Tiffany opened 130 locations across the Country.

Krispy Kreme

Bartlett, TN

20+ Jobs Created

At ICSC Southeast in Atlanta Retail Strategies met with a developer to discuss the opportunities in Bartlett, TN. A premier suburb of Memphis, Bartlett had many opportunities that we discussed with Deep River Partners. Over the course of eighteen months we had several meetings and conference calls with the developer regarding numerous opportunities in the market. One of the key opportunities was restaurants and destination retail. Krispy Kreme, a consumer destination for donuts identified the area as a target for expansion. Working with Deep River Partners we were able to put a site in front of Krispy Kreme and custom analytics which led to the destination restaurant locating in Bartlett, TN. This "win" for the City has led to many additional retailers and restaurants being interested in locating the market.

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BRANDON CUMMINGS

RETAIL DEVELOPMENT ASSOCIATE

Brandon specializes in retail recruitment and focuses on the identification of companies to fill the product and service gaps within each city's trade area. Brandon is a licensed real estate broker and has helped locate retailers in multiple States throughout the Country.

Brandon graduated from Auburn University with a Bachelor's Degree in Business Administration. He is a Birmingham native. In his free time, he enjoys Auburn football, golf, zip lining, and trying new restaurants.



FORD FITTS

RETAIL DEVELOPMENT ASSOCIATE

Ford is a member of the Retail Strategies team assisting in the research and retail recruitment efforts for municipal clients. He works with business developers and client managers on creating trade areas and research reports for their clients. He brings research experience from working for a strategic advocacy firm in Washington D.C. that served political campaigns, non-profit organizations and corporate clients.

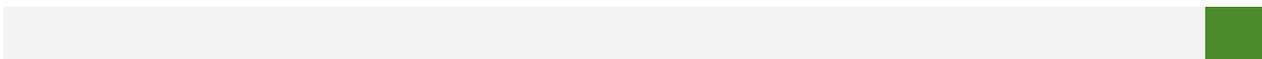
Ford graduated from the University of Alabama with a bachelor's degree in History.



RYDER RICHARDS

CREATIVE DIRECTOR

Ryder specializes in design and websites, while aiding in marketing, social media, and new media. Ryder received his Masters in Fine Art from Texas Christian University and Bachelor's from Texas Tech with a minor in Architecture. He is an internationally exhibiting artist who has taught at the collegiate level for ten years. He has been the director of three art galleries, curated numerous exhibitions, and lectured throughout the nation while maintaining a highly active exhibition record. He writes art reviews for several publications and established the art review site Eutopia: Contemporary Art Review in 2014.





LAURA MARINOS
DIRECTOR OF MARKETING

As the Director of Marketing for Retail Strategies, Laura specializes in GIS mapping, market research, market development plans, site submittal marketing packages, project coordination, event management, and team operations.

Laura also assists in database management, client communication, advanced research and the organization of all digital media.

Laura graduated from the University of Alabama at Birmingham in 2011 with a Bachelor of Science in Marketing. In her free time, she enjoys traveling and spending time with her family and friends.



MADELINE BRANCH
MARKETING COORDINATOR

As Marketing Assistant, Madeline assists in creating market development plans, site submittal packages, GIS reports and aerial maps. She interacts directly with several retail clients and helps in coordinating the efforts of multiple Retail Specialists producers. She is also responsible for helping create marketing packages and other advertising materials for third party property listings.

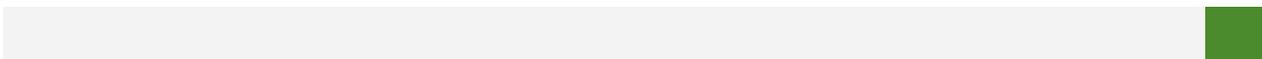
Madeline graduated from Auburn University in 2014 with a Bachelor of Arts degree in Public Relations and a business minor. She enjoys spending time with friends and family, traveling, and being at the lake.



LAUREN ADAIR
INNOVATION

Lauren joined Retail Strategies in 2014 with more than a decade of experience in marketing, events, and non-profit business management. Lauren works with our Clients to identify ways of innovating our service. Her primary goal is to identify ways to make our service better for our Clients.

A native of Marietta, Georgia, Lauren now lives in Birmingham. She moved to Alabama in 2004 to begin her career after graduating from the University of Georgia with a bachelor's degree in Consumer Journalism with a concentration in Advertising.





ASHTON ARRINGTON

GENERAL COUNCIL

Ashton joined Retail Strategies with extensive knowledge and experience in working with state and local elected officials, economic developers, chambers of commerce, political parties, and municipal and county governments. Previously, Ashton worked as Governmental Affairs Coordinator at Maynard Cooper and Gale P.C., one of the Southeast's leading law firms. In this role, she interacted daily with business, community, and political leaders across Alabama on legislative and economic development projects. Ashton also worked as Deputy Finance Director for the successful re-election campaign of Alabama Governor Robert Bentley and in the same capacity on Bentley's Inaugural Committee.

Ashton completed her undergraduate work at The University of Alabama in 2008 with a Bachelor of Arts Degree in Public Relations. She also has a Juris Doctorate from the Birmingham School of Law. She serves as a junior board member for Glenwood Autism and Behavioral Health Center and is a member of the Alabama State Bar.



LANA NICHOLSON

CONTROLLER

Lana joined Retail Strategies in 2011 as Controller. She is responsible for the accounting and operation of the day-to-day business of Retail Strategies. Previously, she served as an Accountant with Culotta, Scroggins, Hendricks & Gillespie, P.C. and brings with her several years of experience in Public Accounting. Lana earned a Bachelor of Science degree in Accounting from University of Alabama at Birmingham in 2010 and is a Certified Public Accountant.

Reporting, Invoicing, and Fee Schedule

The agreement is year to year. However, we structure agreements with an option to renew for a total of thirty-six months (3 years). A timeline for the first 90 days will be provided following a fully executed agreement. We will make a minimum of three trips to Valley Center, KS during the partnership.

Project Fees

Valley Center, KS

The total fee for completion of work is \$125,000 payable in three installments over the 36-month period:

- \$45,000 upon execution of the agreement
- \$40,000 upon contract renewal date for Year 2. An invoice will be sent 60 days prior to renewal date.
- \$40,000 upon contract renewal date for Year 3. An invoice will be sent 60 days prior to renewal date.

Project fees are due within 30 days of receipt of the invoice. Should Valley Center, KS request a special assignment, additional work, and/or additional travel needs not specifically referenced in the contract, we will prepare written authorization to be signed by Valley Center, KS in advance of commencing any additional work. Pricing valid for 90 days.

“It’s not about what we are going to give you, it’s about what we are going to build together. ”

- Robert Jolly, CEO

Client Responsibilities

Valley Center, KS will designate a project liaison who will serve as Retail Strategies’ primary contact during the partnership.

Valley Center, KS will provide information relevant to the project such as prior retail studies, current traffic count data, surveys, maps, aerials, infrastructure plans, and any other plans that may influence the development of the Retail Recruitment Plan.

Valley Center, KS will provide city or organization logo and contact information as it should appear on the marketing material.

Q & A

Why invest in Retail Strategies?

- **Quality**
- **Service**
- **Value**

Progressive communities across the county have decided to be proactive in their approach to retail and retail recruitment. To effectively identify and attract the desired retail concepts to your community, you need more than data reports, a list of prospects, and prepared marketing packages. Our partnerships involve hands-on, person-to-person contact, with our clients, retail real estate decision makers, property owners, brokers, and a variety of other contacts. Let us connect the dots in this complex industry for you to create the meaningful results for your community.

Technical Proposal

PHASE 1

DATA & ANALYTICS | REAL ESTATE ANALYSIS | COMMUNITY INPUT | RETAIL STRATEGY Per Community

- Identify market retail trade area using political boundaries, drive times and radii and custom boundary geographies
- Perform market and retail GAP analysis for trade area (i.e. leakage and surplus)
- Conduct retail peer market analysis
- Competition analysis identified target zones trade area(s)
- Tapestry lifestyles – psychographic profile of trade area / market segmentation analysis
- Aerial imagery of trade area(s)
- Retail competitor mapping/analysis
- Identification of at minimum 30 retail prospects to be targeted for recruitment in the first year of our partnership
- Monthly updates provided on retail industry trends
- Custom on-demand demographic research – historical, current, and projected demographics – to include market trade areas by radius/drive time, and custom trade area
- Analysis of future retail space requirements in relation to the retail market analysis, the market's growth potential and trends in the retail industry
- Retail Real Estate Analysis performed by Licensed Retail Real Estate Professionals with 10+ years of collective experience
- Identify/Evaluate/Catalog priority commercial properties for development, re-development and higher and best use opportunities
- Identification of priority business categories for recruitment and/or local expansion
- Perform competitive analysis of existing shopping centers and retail corridors
- Active outreach to local brokers and land owners
- Target List of Retailers and Restaurants (minimum of 30)
- Customized Marketing Guide (four pages)
- Target Zones for Development, Redevelopment, and Leasing
- Focus Properties
- Presented by the Team via Conference Call and/or Skype

PHASE 2

RETAIL RECRUITMENT | IMPLEMENTATION | NATIONAL REPRESENTATION Per Community

- Pro-active retail recruitment for targeted zones
- Will contact a minimum of 30 retailers, restaurants, brokers and/or developers each year
- Updates on new activity will be provided to Client's designated primary point of contact via Basecamp, telephone, or email on a monthly and/or as needed basis
- ICSC conference representation- updates provided according to the yearly conference schedule

PHASE 3

RETAIL STRATEGY UPDATES | IMPLEMENTATION UPDATES

Per Community

- One market visit per calendar year included in agreement, any travel outside of the agreement shall be approved and paid for by the contracting entity
- On Demand Reporting – by partnering with Retail Strategies we become your research arm providing data to our contracting entity as it is requested.
- Retail trends, mergers, and acquisitions



retail strategies

There's a lot of potential here.

CONSENT AGENDA

A. APPROPRIATION ORDINANCE – JANUARY 3, 2017

RECOMMENDED ACTION:

Staff recommends motion to approve the Consent Agenda as presented.

12/28/2016 2:02 PM
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			VOID CREDITS	0.00	0.00

TOTAL ERRORS: 0

VENDOR SET: 02	BANK: APBK	TOTALS:	NO	INVOICE AMOUNT	DISCOUNTS	CHECK AMOUNT
			22	123,476.08	0.00	123,476.08

12/28/2016 2:02 PM
 VENDOR SET: 03 City of Valley Center
 BANK: APBK INTRUST CHECKING
 DATE RANGE: 0/00/0000 THRU 99/99/9999

A/P HISTORY CHECK REPORT

VENDOR I.D.	NAME	STATUS	CHECK DATE	INVOICE AMOUNT	DISCOUNT	CHECK NO	CHECK STATUS	CHECK AMOUNT
0017	KRISTINE POLIAN							
I-201612158357	KRISTINE POLIAN	R	12/16/2016	161.76		047196		161.76
0084	SCOTT HILDEBRAND							
I-201612128347	SCOTT HILDEBRAND	R	12/16/2016	125.00		047197		125.00

* * T O T A L S * *

	NO	INVOICE AMOUNT	DISCOUNTS	CHECK AMOUNT
REGULAR CHECKS:	2	286.76	0.00	286.76
HAND CHECKS:	0	0.00	0.00	0.00
DRAFTS:	0	0.00	0.00	0.00
EFT:	0	0.00	0.00	0.00
NON CHECKS:	0	0.00	0.00	0.00
VOID CHECKS:	0	VOID DEBITS	0.00	
		VOID CREDITS	0.00	
			0.00	

TOTAL ERRORS: 0

VENDOR SET: 03	BANK: APBK	TOTALS:	NO	INVOICE AMOUNT	DISCOUNTS	CHECK AMOUNT
			2	286.76	0.00	286.76

12/28/2016 2:02 PM
 VENDOR SET: 04 City of Valley Center
 BANK: APBK INTRUST CHECKING
 DATE RANGE: 0/00/0000 THRU 99/99/9999

A/P HISTORY CHECK REPORT

VENDOR I.D.	NAME	STATUS	CHECK DATE	INVOICE AMOUNT	DISCOUNT	CHECK NO	CHECK STATUS	CHECK AMOUNT
0109	ANGIE COX							
I-201612128348	ANGIE COX	R	12/16/2016	182.63		047198		182.63

* * T O T A L S * *

	NO	INVOICE AMOUNT	DISCOUNTS	CHECK AMOUNT
REGULAR CHECKS:	1	182.63	0.00	182.63
HAND CHECKS:	0	0.00	0.00	0.00
DRAFTS:	0	0.00	0.00	0.00
EFT:	0	0.00	0.00	0.00
NON CHECKS:	0	0.00	0.00	0.00
VOID CHECKS:	0			
VOID DEBITS		0.00		
VOID CREDITS		0.00	0.00	

TOTAL ERRORS: 0

	NO	INVOICE AMOUNT	DISCOUNTS	CHECK AMOUNT
VENDOR SET: 04 BANK: APBK TOTALS:	1	182.63	0.00	182.63
BANK: APBK TOTALS:	25	123,945.47	0.00	123,945.47
REPORT TOTALS:	25	123,945.47	0.00	123,945.47

SELECTION CRITERIA

VENDOR SET: * - All
VENDOR: ALL
BANK CODES: All
FUNDS: All

CHECK SELECTION

CHECK RANGE: 047178 THRU 047211
DATE RANGE: 0/00/0000 THRU 99/99/9999
CHECK AMOUNT RANGE: 0.00 THRU 999,999,999.99
INCLUDE ALL VOIDS: YES

PRINT OPTIONS

SEQUENCE: CHECK NUMBER

PRINT TRANSACTIONS: YES
PRINT G/L: NO
UNPOSTED ONLY: NO
EXCLUDE UNPOSTED: NO
MANUAL ONLY: NO
STUB COMMENTS: NO
REPORT FOOTER: NO
CHECK STATUS: NO
PRINT STATUS: * - All

STAFF REPORTS

- A. Finance and Administration Director Polian**
- B. Fire Chief Tormey**
- C. Community Development Director Ryan Shrack**
- D. Parks & Public Buildings Superintendent Owings**
- E. City Engineer Golka**
- F. City Attorney Arbuckle**
- G. City Administrator Hildebrand**

GOVERNING BODY REPORTS

A. Mayor Dove

B. Councilmember Kerstetter

C. Councilmember Cicirello

D. Councilmember Gregory

E. Councilmember McGettigan

F. Councilmember Maschino

G. Councilmember Jackson

H. Councilmember Anderson

I. Councilmember Hobson

ADJOURN