



City Council Meeting Agenda
Monday, November 18, 2024 – 6:30 p.m.
City Hall, 200 South Osage, Sedalia MO

MAYOR: ANDREW L. DAWSON

MAYOR PRO-TEM: TINA BOGGESS

- A. CALL TO ORDER** – Andrew L. Dawson – Council Chambers
- B. LEGISLATIVE PRAYER & PLEDGE OF ALLEGIANCE**
- C. ROLL CALL**
- D. PRESENTATION** – Pettis County Health Center – Proposed Expenditure – Opioid Funding
- E. SPECIAL AWARDS/SERVICE AWARDS/RETIREMENT AWARDS** – None
- I. APPROVAL OF PREVIOUS SESSION MINUTES**
 - A.** Council Meeting – November 4, 2024
- II. REPORT OF SPECIAL BOARDS, COMMISSIONS AND COMMITTEES**
 - A.** Acceptance of Traffic Advisory Commission Minutes dated October 16, 2024
- III. ROLL CALL OF STANDING COMMITTEES**
 - A. FINANCE / ADMINISTRATION** – Chairwoman Tina Boggess; Vice Chairman Thomas Oldham
 - 1. Presentation:** OATS: Annual Report (Tracy Walkup, Presenter)
 - 2. Presentation** – Financial Update (Jessica Pyle, Presenter)
 - 3. 2-Year Audit Extension** – Williams Keepers – City of Sedalia and Pension Trust Funds

Council Discussion and call for motion and second with Roll Call Vote to approve a two year audit services Extension with Williams Keepers for the City of Sedalia and Pension Trust Funds led by Chairwoman Boggess.
 - 4. Award RFQ** – Insurance Broker – Worker’s Compensation, Property and Liability/Ancillary Coverages – IMA Financial Group

Council Discussion and call for motion and second to award Insurance Broker for Worker’s Compensation, Property and Liability/Ancillary Coverages to IMA Financial Group led by Chairwoman Boggess
 - B. PUBLIC SAFETY** - Chairman Jack Robinson; Vice Chairman Steve Bloess
 - 1. Strategic Planning Presentation** – Animal Services (Randi Battson, Presenter)
 - 2. Fentanyl Ordinance**

Council Discussion led by Chairman Robinson

O Call for Ordinance of the City of Sedalia Missouri to prohibit unlawful use of drug Paraphernalia with Fentanyl – Mayor Dawson
 - 3. Assistance to Firefighters Grant application** – Plyomovement exhaust system

Council Discussion led by Chairman Robinson

R Call for Resolution Authorizing the Sedalia Fire Department to submit an Assistance to Firefighters Grant Application – Mayor Dawson

C. PUBLIC WORKS – Chairman Bob Hiller; Vice Chairwoman Tina Boggess

1. Presentation – Safe Streets for All – Findings and Recommendations

2. Strategic Planning Presentation – Airport Department (Derrick Dodson, Presenter)

3. Change Order #2 – Storm Drainage Improvements – Poort Excavating, LLC – Project Area #21 – (Deduction of \$11,668.00)

Council Discussion led by Chairman Hiller

O Call for Ordinance Authorizing Change Order number two for Storm Drainage Improvements Project Area #21 – Mayor Dawson

4. Lease Agreement – Growing and Harvesting crops – Lynn Staus - \$2,196.00

Council Discussion led by Chairman Hiller

O Call for Ordinance Authorizing a lease agreement for growing and harvesting crops – Mayor Dawson

5. Budget Amendment – Brick Wall Repair – 100 Block West Main – \$3,780.00

Council Discussion led by Chairman Hiller

R Call for Resolution of the City Council of the City of Sedalia, Missouri stating facts and reasons for the necessity to amend and increase the City's Annual Budget for Fiscal Year 2025 – Mayor Dawson

O Call for Ordinance amending the Budget for the Fiscal Year 2024-2025 regarding Building and Maintenance wall repair – Mayor Dawson

D. COMMUNITY DEVELOPMENT – Chairwoman Rhiannon M. Foster; Vice Chairman Bob Cross

1. Strategic Planning Presentation – Community Development (Sherri Lowry, Presenter)

2. Strategic Planning Presentation – Code Enforcement (Bryan Kopp, Presenter)

IV. OTHER BUSINESS

A. ACCEPTANCE OF BOARD RESIGNATION

B. APPOINTMENTS – None

C. LIQUOR LICENSES

New:

*Paige Shearer dba The Local Tap, 700 South Ohio, Special Event, \$15.00 (Yeagers Cycle – 3100 South Highway 65 – November 20, 2024 – 6:00 PM – 9:00 PM)

V. MISCELLANEOUS ITEMS FROM MAYOR, CITY COUNCIL AND CITY ADMINISTRATOR

VI. GOOD AND WELFARE – “During the 'Good and Welfare' section of our meeting agenda, we invite residents of Sedalia to step forward and directly address their City Council. Each participant is requested to clearly state their name and address and will have three minutes to present their statement. This session is specifically designed for residents to express their views or concerns; it is not intended for dialogue, debate, or question-and-answer interactions with the Council. All statements made during this time will be formally recorded in the public record. We urge participants to keep their remarks respectful and focused on matters relevant to our community. Your contributions are a vital part of our continuous efforts to enrich and improve Sedalia, and we thank you for adhering to these guidelines and helping us maintain the decorum of this important process.”

VII. Closed Door Meeting – Motion and Second to move into closed door meeting in the upstairs conference room pursuant to Subsections 1 (Legal Advice), 2 (Real Estate), 3 (Personnel) and 12 (Negotiated Contracts) of Section 610.021 RSMo.

A. Roll Call Vote for Closed Door Meeting

B. Discussion of closed items

C. Vote on matters, if necessary (require a Roll Call Vote)

D. Motion and Second with Roll Call Vote to adjourn closed door meeting and return to open meeting

VIII. BUSINESS RELATED TO CLOSED DOOR MEETING

A. Motion and Second to return to regular meeting

B. Roll Call

C. Approval of Closed-Door Meeting Items

IX. ADJOURN MEETING

A. Motion and second to adjourn meeting

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<https://global.gotomeeting.com/join/578973061>

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Please be mindful of others on the call by eliminating as much background noise as you can. Mute yourself until you are ready to speak. Do not put the call on hold, if you need to leave even for a short time, hang up as you can always dial back in after your other call. If you hear an echo or squeal, you may have your computer speakers on as well as the phone, mute your computer speakers to eliminate this.

If you want to join in **listen only** mode you can dial the following number and enter the access code.

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[Click on any agenda item to view the related documentation](#)

Access Code: 578-973-061


The City Council reserves the right to discuss any other topics that are broached during the course of this meeting.

IF YOU HAVE SPECIAL NEEDS, WHICH REQUIRE ACCOMMODATION, PLEASE NOTIFY THE CITY CLERK'S OFFICE AT 827-3000. ACCOMMODATIONS WILL BE MADE FOR YOUR NEEDS

POSTED ON NOVEMBER 15, 2024, AT 3:30 P.M. AT THE SEDALIA MUNICIPAL BUILDING, BOONSLICK REGIONAL LIBRARY, SEDALIA PUBLIC LIBRARY AND ON THE CITY'S WEBSITE AT WWW.SEDALIA.COM



OFFICE OF THE CITY ADMINISTRATOR

To: Honorable Mayor Andrew L. Dawson & City Council Members
From: Kelvin Shaw, City Administrator 
Re: Agenda items for City Council meeting on Monday, November 18, 2024, 6:30 p.m.

Presentation – The Pettis County Health Center will present a request for funding from the Opioid Settlement funds. If Council is supportive of the request, then staff will bring a budget amendment to the next meeting.

Finance/Administration Committee – There are four items for consideration through the Finance / Administration Committee.

1. As part of our strategic planning process, we ask that our outside service contractors make a presentation. The contract requires such presentation and essentially, we ask that they report on how the funds were used this fiscal year, and then what services and costs they propose for the next fiscal year. This is an important function for these contracts from a legal standpoint, as we must show the general public purpose for the expenditure of these funds. In addition, from an overall resource allocation standpoint, we must review these services to determine how they stack up against all other priorities. For this meeting, OATS will make such a report of the service contract with them. They provide transit services to the community, and as per the current contract, we help offset the costs with \$25,000.00 so that affordable transportation services are provided to more individuals.
2. Jessica Pyle, Finance Director, will provide an update on major trends in tax revenue collections.
3. The agreement with our current audit firm is due to expire. Three years ago, the City bid out its audit services agreement, and the proposal from Williams-Keepers LLC was chosen as the lowest, best option. The agreement was for a three-year term with an option to renew for up to two additional years. Staff has been pleased with their work and recommends extending the agreement to cover the audits of fiscal years ending March 31st, 2025 and 2026.
4. As presented during the last couple months, our property and liability insurance renewals have not gone well. We were presented renewals from our agent with huge increases (over 80%) in premiums a couple days before it had to be renewed. On top of that, when investigating the increase, we learned that some of the areas we have been paying for coverage on provided little, if any, value in return. In order to prevent reoccurrence of this going forward, staff solicited proposals from insurance brokers. Changing to a fee for service-based arrangement aligns the broker's interest with the City's to manage the insurable risks versus premium costs rather than the past situation of the more insurance the agent sells us, the more commissions they get. Requests for proposals were sent out and we received ten proposals. A review committee was organized, and the proposals were narrowed down to the top four. These top four firms were invited in to meet with the committee. The final selection was narrowed down to two firms, and they were essentially tied. As a deciding factor, each firm was asked to provide a quote for their brokerage services. Insurance Management

Associates, Inc. (IMA) was determined to be the lowest, best overall proposal. Staff recommends awarding an insurance brokerage agreement to IMA to consult with the City on placement of its insurance packages to include property, liability, and workers compensation. This fee-based service will be less than currently being paid in commissions on these policies, while this style also better aligns our interests. IMA is our current broker for our benefits package, and we have found their services to be very professional and the expertise they have shown has been a huge asset in making the transition to the partially self-funded arena for health insurance.

Public Safety Committee – There are three items for consideration through the Public Safety Committee.

1. Randi Battson, Animal Services Manager, will continue this year's presentations of strategic planning for each department. Manager Battson will present at this meeting an overview of the plans for the Animal Control Department.

As a reminder, I ask that in each of the individual presentations that they address the following four questions:

- a) Why is the service needed?
- b) Why should the City be doing it?
- c) What level of service are we providing now?
- d) How are we going to accomplish it? In other words, strategies going forward for services including, any major budget requests related to new or expanded initiatives.

These presentations will all lead up to and set the stage for the Council strategic planning session on January 11th (the second Saturday in January). During this session, we review the highlights of each of these individual department strategic plans to bring them together into an overall plan for the City, to include setting relative priorities. This high-level direction from Council then becomes the basis for the budget development to match that strategy. We will then have budget work sessions February through March, culminating with a budget adoption the last meeting in March.

2. In August, Council adopted an ordinance to help rid our community of the dangerous Fentanyl drug. What we have been experiencing is that with the extremely low bar set for bail, when a drug dealer is caught and arrested they bail out very quickly and hire a lawyer to drag out the case. Sometimes it takes a year for the legal system to run its course, all the while the drug dealer is out on the street selling more drugs to pay for the lawyer to keep them out of jail for the illegal activity. This code allows for the police to submit charges to the state for the Fentanyl just like they have been doing, but now can also charge them with a municipal charge for any paraphernalia they have with traces of Fentanyl on it. The municipal charges can be dealt with much quicker and can carry a sentence of up to ninety days in jail. The idea is to keep the dealer off the street for as much time as we can, while the more serious state charges for the drugs themselves are dealt with. This drives up the penalties for preying on the citizens of Sedalia through dealing these dangerous drugs. Since passing this ordinance in August, we have reviewed the language with several individuals involved in the process of keeping these drugs off our streets. Through this review, it was suggested that the scope of when we could bring these charges could be expanded. Therefore, our Prosecutor has modi-

fied the code to broaden the areas of when these charges can be brought. Staff recommends approval of this tool to help the police and courts rid our community of these drugs.

3. Chief Irwin has been successful in securing Assistance to Firefighters Grants (AFG) to offset some of the costs for equipping our fire department. A new grant cycle is opening and he is requesting authorization to apply for a grant to offset 90% of the cost to upgrade the vehicle exhaust system in the fire station on 16th Street. The current system uses filtration to clean the exhaust from the trucks when they are started in the bay. The upgraded system would take the exhaust and remove it from the bay altogether by venting it to the outside. Staff recommends authorizing him to apply for this grant on behalf of the City.

Public Works Committee – There are five items for consideration through the Public Works Committee.

1. In 2022, Council adopted a vision to eliminate fatalities and serious injuries resulting from traffic crashes by 2032. To assist in implementation of this vision, we were successful in obtaining a grant from the United States Department of Transportation (USDOT) under the Safe Streets For All (SS4A) program. This grant funded 80% of the cost to hire engineers and planners that specialize in transportation to help us further develop the plan. Over the last eight months, staff has, with their assistance, organized an oversight task force to generate community engagement and data analysis to pull together such a plan. The engineering consultants will provide a presentation of the results of this work.
2. Derrick Dodson, our Airport Director, will continue this year's presentations of strategic planning for each department. Director Dodson will present at this meeting an overview of the plans for the Airport.
3. The storm water improvement project in the area of 28th Street and Quincy Avenue, has been finished. As is customary in contracts of this type, estimated quantities are built into the bid and then when the contract is finished these estimates are trued up to actual amounts. In this case, the adjustment resulted in a deduction of \$11,668.00. Staff recommends approval of the final change order and closing out the contract.
4. For the last several years, the City has leased out farm ground that is reserved for potential future expansion of the rail spur. Staff recommends extending the lease agreement with Lynn Staus for another year at the rate of \$2,196.00.
5. The wall separating the public parking and the sidewalk in the 100 block of West Main was hit and damaged again. Staff obtained a quote for \$3,780 for the repairs. Staff recommends a budget amendment to restore the wall. Further, staff is working on a plan to install bollards to protect the walls from future damages.

Community Development Committee – There are two items for consideration through the Community Development Committee.

1. Sherri Lowry, our Community Development Director, will continue this year's presentations of strategic planning for each department. Director Lowry will present at this meeting an overview of the plans for Community Development.
2. Bryan Kopp, our Chief Building Official (CBO), will continue this year's presentations of strategic planning for each department. CBO Kopp will present an overview of the plans for the Building and Property Maintenance Code Enforcement functions.



**CITY OF SEDALIA, MISSOURI
CITY COUNCIL MEETING
NOVEMBER 4, 2024**

The City has an on-line broadcast of Council Meetings available both live and recorded by going to <https://global.gotomeeting.com/join/578973061>.

The Council of the City of Sedalia, Missouri duly met on November 4, 2024 at 6:30 p.m. at the Municipal Building in the Council Chambers with Mayor Andrew L. Dawson presiding. Mayor Dawson called the meeting to order and asked for a moment of legislative prayer led by Chaplain Byron Matson followed by the Pledge of Allegiance.

ROLL CALL:

Jack Robinson	Present	Bob Hiller	Present
Thomas Oldham	Absent	Bob Cross	Present
Chris Marshall	Absent	Rhiannon Foster	Present
Tina Boggess	Present	Steve Bloess	Present

SERVICE AWARDS:

10 Year Pin/Certificate	Jeremy Pepin	Lieutenant	Fire
10 Year Pin/Certificate	Kelvin Shaw	City Administrator	Administration
5 Year Pin/Certificate	Geoffrey Hammond	Equip Operator II	Street
5 Year Pin/Certificate	Kevin Tylar	Commander	Police

Fire Chief Matt Irwin stated that Jeremy Pepin is a highly motivated and dedicated employee who genuinely wants to see the City and Fire Department succeed. He is constantly sharing ideas for improvements, has completed all Fire Certifications offered by the State, achieved promotion to Lieutenant and is Instructor for the Fire I and II programs.

SPECIAL AWARDS:

Police Chief David Woolery presented Sergeant Neva Overstreet with a Life Save award. On October 1, Sergeant Overstreet was working as an instructor at the Central Missouri Police Academy in Warrensburg, Missouri. Kaylee Sanders, a fellow officer had a critical emergency. During the training exercise, Ms. Sanders stated that she went into V-Tac and Cardiac Arrest. Sergeant Overstreet assisted with administering CPR during the event.

RETIREMENT AWARDS: None

MINUTES: The Council Meeting minutes of October 21, 2024 were approved on motion by Foster, seconded by Bloess. All Present in Favor. Oldham and Marshall were Absent.

REPORTS OF SPECIAL BOARDS, COMMISSIONS & COMMITTEES: None

ROLL CALL OF STANDING COMMITTEES:

PUBLIC SAFETY – Chairman Jack Robinson, Vice Chairman Steve Bloess

Presentation – Pettis County Joint Communications Budget

Pettis County Joint Communications Director Dannelle Lauder gave an update on Joint Communications. The National Center for Missing and Exploited Children provides a certification and training opportunity for all Emergency Communications Centers and law enforcement agencies and Pettis County Joint Communications became one of six emergency and Joint Communications Centers to receive certification. Another achievement was related to ISO Ratings. There are two specific categories related to Joint Communications: Emergency Reporting and Telecommunications. This is the first time ISO has been rated since Joint Communications was formed and the first time that all fire departments in the County received a minimum of 1-3-point increase in the area of communications. Joint Communications received 90% for Emergency reporting and 90.44% for Telecommunicators training and expectations.

The department is responsible for 911 services, administrative calls and Officer initiated action. Currently, they are on track to end 2024 with 911 calls slightly higher than the previous year and there is no anticipation of an increase in administrative calls. Joint Communications was successful in installing a phone tree to assist in routing automated calls. Officer Initiated actions will trend up toward the end of the year and be on par with 2023. 911 centers are most scrutinized on answer times and expectations are 90% of the calls answered in less than 5 seconds. Their average time is 4.1 seconds and maintain it 98.32% of the time. Administrative calls have a 10-second expectation at 80% and their team averages 4.6 seconds and are exceeding at a rate of 96.26%.

Since forming Joint Communications in 2021, they have experienced a decrease in the time it takes to dispatch medical emergencies. Joint Communications started with an average response time of 52 seconds, reduced to 44 seconds in 2023 and to date for 2024 is 39 seconds from the point an address is verified.

The proposed Budget for 2025 compared with 2024 reflects a decrease in overall expenditures and Wage and Benefits line items due to expansion positions that were not filled; an increase in new equipment purchase related to end of life for current server; several battery backup systems are nearing end of life; significant decrease in telephone line item; replaced copper POTS analog phone lines with wireless backup this year saving \$10,000.00; expenditures decreased overall by \$75,232.00.

Director Lauder presented the following budget for 2025:

Revenues 2025		Expenditures 2025	
Any Device	\$425,000.00	Salary	\$742,227.89
State Wide Prepaid tax	\$25,000.00	Benefits	\$305,668.41
Pettis County	\$335,268.81	Suppliers and Equip.	\$459,110.14
City of Sedalia	\$435,268.81	Expenditure Total	\$1,507,006.44
Pettis Co Ambulance Dist	\$285,268.81		
Interest	\$1,000.00		
Misc.	\$200.00		
Revenue Totals	\$1,505,806.44		

Director Lauder stated that to balance revenue sources, an increase of \$135,268.81 per agency is required for Pettis County, City of Sedalia and Pettis County Ambulance. Across the State, 48% of counties participate in a 911 Sales tax; 20% are funded through a General Revenue or Law Enforcement Tax; 9% use Any Device fees; and 23% are using a wireline tax of up to 15%.

The National Emergency Member Association reported that 82% of Joint Communication offices are understaffed by up to 34%. Director Lauder reported that she is currently fully staffed with 3 operators in training. Their mental health approach for staff is multi-tiered and they have a system integrated into their call system which monitors the overall workload and stress of each call taker. Counseling sessions for staff during critical debriefings are available for telehealth services and providers come in once every 3 months and provide in person services. A recent study indicated that 31% of Active duty dispatchers could potentially suffer PTSD due to acute stress levels associated with increased call volume.

PUBLIC WORKS – Chairman Bob Hiller; Vice Chairwoman Tina Boggess

Strategic Planning Presentation – Street/Sanitation/Mowing/Alley Maint

Public Works Operations Director Justin Bray presented the Strategic plan for Street, Sanitation, Mowing, Alley Maintenance and the Materials Management Site.

Progress – 2025 Projects

<u>Mill & Overlay Streets, Alleys & Parking Lots:</u>	<u>School Parking Lots:</u>
- Grand- Main Street to 65 Hwy	- Washington School
- S. Kentucky Ave. – 16 th St. to 20 th St.	- Parkview School
- N. Engineer- Reine to Tower	- Skyline School
- S. Ingram Ave. – 16 th – South City limits	<u>Parking Lots:</u>
- Outer Road – West Broadway near Winchester	- Pacific & North Ohio
- Eagleview – Limit to Pro Adams/Pro Energy	- West Main & South Osage
- Warren -16 th to 20 th	- 7 th & South Ohio
- Park- 32 nd to south City limits	Chip & Seal – 0 Blocks planned FY2025
- Alleyways one block east and west of S. Ohio Ave- W. Main street to W. 7 th St.	Cisterns – as requested
Asphalt Repairs – various base failures	<u>Salt used on Roadways:</u>
Crack Seal – Winter and Early Spring	2018 – 516 tons
Culvert Pipe Replacement – as requested	2019 – 1,199 tons
Street Sweeping – As scheduled	2020 – 1,072 tons
Concrete-Demolition CDGB Projects & other small projects	2021 – 555 Tons
<u>Tree Trimming</u>	2022 – 1,072 tons
In house removals – 58 trees	2023 – 84 tons
Outsourced removals – 51 trees	2024 – 344 tons
In house trimming – 757 trees	
Outsourced trimming – 45 trees	

Safe Routes to School:

Sacred Heart – Added pedestrian crosswalk “blink light”; updated signage and painting.

Parkview – Installation of ADA approach to cross 16th and New York.

Updating all school zone signs and roadway marking in high vis paint as well as high vis bollard markings.

2026 Mill & Overlay Projects

1. Grand – 20th to south City limits
2. Emmet – Broadway to Tower
3. Adams/Pro Energy – Cherry Tree to Eagleview
4. 16th Street South Limit – South Barrett Ave.
5. 24th – Ingram to New York
6. Sneed –Broadway to dead-end adjacent to church

7. S. Washington Ave. between E. Main St. and E. 3rd St.
8. E. 10th St. from S. Ingram Ave. to S. Washington Ave.

Alleys

1. Between Broadway and 9th Ingram to South Merriam
2. Between Broadway and 7th Montgomery to Merriam

The department has 4 dedicated haul trucks and 10 dump/plow trucks, however, 5 are down with various repair issues. Director Bray would like to achieve uniformity across the fleet by having the best trucks to suit needs going with a multi-use platform.

Sanitation

One Pick-up Weekly - 4 days/week, 10 hours per day (Tuesday through Friday)

- Residential Trash Tons 4,990 or Pounds collected 9,981,200
- Clean Sweep Sedalia - Bulky pick-up 4 cu yards approx. 15-week schedule 561 Tons or 1,134,000 Pounds collected
- Yard and Tree Debris Twice Monthly Pick-up – 269 scheduled pickups
- “BEST” overlooked service is container rental for large volume of bulky items, garage/household cleanouts, estate cleanups as well as C&D by far the best value.
- Container Rental- Sizes vary from 2,4 and 6-yard dumpsters to 10 and 30-yard roll-off containers

FY 2025 Sanitation Strategic Goals:

Encourage Community Involvement: Increase awareness about option to rent container for waste disposal; Foster community volunteerism to help clean up and maintain neighborhood cleanliness, including keeping alleys litter-free.

Safety Initiatives for Sanitation Workers: Currently ranked as fifth most dangerous job; committed to continuing efforts to improve safety for employees and the public; Enhance training programs and implement system for rewarding excellent safety records.

Upgrading Equipment for Enhanced Safety: New equipment purchases now include advanced safety features such as backup cameras, sensors, and automatic braking systems; Vehicles are equipped with LED lighting to increase visibility for employees and the public; Existing equipment being upgraded to LED lighting; develop plan to replace 2009 Grapple Truck.

Current sanitation rates don't allow for equipment replacements, Sanitation Enterprise Fund to repay the general fund for purchased equipment, and rates are much lower than comparable cities and private trash service companies. The main challenge for recycling is landfill costs.

Solutions

Volume based trash service: Provide different sized carts based on use and needs; 35, 65, and 95-gallon carts; Fair system that allows customer options to pay for actual use; Provides motivation for customers to recycle and reduce amount of trash.

Recycling: In conjunction with volume-based trash service; Customers will be encouraged to use drop off site(s) to recycle eligible materials; reduce amount of trash produced which reduces everyone's cost.

Mowing and Alley Maintenance

Mowing and Alley Maintenance mows public places, right-of-ways, easements, City lots and Code Enforcement lots. They also help with abatement mowing on private property, waste clean-ups, assist with demolitions and fill in for Sanitation or at the Materials Management Site when needed.

Director Bray stated that they have retained millings from asphalt projects this year and they are “stored” at the Materials Management Site; Alleys will be graded and millings will be used as surface material; Millings adhere via compaction and do not rut out as badly as gravel; and they nearly form a hard surface.

Director Bray stated he would like to add 1-Equipment Operator for container rentals, pickup on demands as well as a swing man for sanitation route driver vacancies; and 2-Laborers to have (2) 3-man mow crews as well as to fill in on sanitation shortage.

Materials Management Site

Goals: Provide reliable recycling opportunities for City Residents via brush, leaves, grass, glass, metals, electronics and Hazardous Household Waste; Attract and Build/Retain Skilled Workforce that meets demands of growing community; Offer affordable recycled products for gardening and landscaping; Allow for card payment at the facility; and add scale to have more accurate measurements for payment.

<u>Current Products</u>	<u>New FY 2026 Products</u>
Bio Blend Compost	Colored Mulch
Screened mulch	Manned soil
Overs (wood chip 4” & up)	Natural Blend Compost
Wood Chips (3”-under)	Delivery of all products
Asphalt Millings	

FY 2026 Requests: Replace 2008 930H wheel loader; Drive on scale and scale house; Additional concrete walls for zones; Brush grinder; and Camera/security system.

- The airport has land surrounding the runways as a buffer area in order to limit exposure to safety hazards. To put this land to good use, the City has worked with a local farming operation to lease the ground to produce crops and hay. The current lease is due to expire, and staff has negotiated a new lease with Helmig Farms. This lease term is for five years with an option for clearing an additional nine and a half acres, and will increase the term an additional two years. The rental rate is \$50,000 per year.

BILL NO. 2024-198, ORDINANCE NO. 12154 – AN ORDINANCE AUTHORIZING AN AGREEMENT FOR THE LEASING OF FARMLAND ADJACENT TO THE SEDALIA REGIONAL AIRPORT was read once by title.

2nd Reading – Motion by Cross, 2nd by Foster. All Present in Favor. Oldham and Marshall were Absent.

Final Passage – Motion by Cross, 2nd by Bloess. All in Present Favor. Oldham and Marshall were Absent.

Roll Call Vote: Voting “Yes” were Robinson, Boggess, Hiller, Cross, Foster and Bloess. No one voted “No”. Oldham and Marshall were absent.

- Improving the intersection of 65 Highway, State Route B and 32nd Street has been a high priority for the City for several years. We were finally able to get the attention of the Regional Planning Commission a couple years ago to elevate the priority rating. With these priority ratings, Representative Pollitt, with the support and assistance of Senator Crawford, was able to carry an initiative through the state budget to allocate \$4.7 Million for this project. Staff worked with Missouri Department of Transportation to coordinate the approach to making these improvements and they have proposed an agreement to allow the City to manage the project, with their oversight and approvals.

BILL NO. 2024-199, ORDINANCE NO. 12155 – AN ORDINANCE AUTHORIZING A MISSOURI HIGHWAYS AND TRANSPORTATION COMMISSION PLANNING, DESIGN, CONSTRUCTION AND ROAD IMPROVMENTS AGREEMENT was read once by title.

2nd Reading – Motion by Cross, 2nd by Foster. All Present in Favor. Oldham and Marshall were Absent.

Final Passage – Motion by Cross, 2nd by Foster. All Present in Favor. Oldham and Marshall were Absent.

Roll Call Vote: Voting "Yes" were Robinson, Boggess, Hiller, Cross, Foster and Bloess. No one voted "No". Oldham and Marshall were absent.

- The airport utilizes an on-call engineer to assist with planning and project management for capital improvements. When we are able to secure funding to move projects forward, we enter into an agreement for specific projects. Derrick Dodson, Airport Director, has been successful in securing grants to move forward with the rehabilitation of the taxiway and the north section of the runway. Staff recommends approval of the agreement with H.W. Lochner for the design.

BILL NO. 2024-200, ORDINANCE NO. 12156 – AN ORDINANCE AUTHORIZING AN AVIATION PROJECT CONSULTANT AGREEMENT was read once by title.

2nd Reading – Motion by Foster, 2nd by Bloess. All Present in Favor. Oldham and Marshall were absent.

Final Passage – Motion by Foster, 2nd by Bloess. All Present in Favor. Oldham and Marshall were absent.

Roll Call Vote: Voting "Yes" were Robinson, Boggess, Hiller, Cross, Foster and Bloess. No one voted "No". Oldham and Marshall were absent.

- In 2022, the solar arrays at the water filtration plant suffered flood damage. The City's insurance covered the estimate of the cost to repair the equipment to its original state in the amount of \$90,000. Staff recommends that as these units are replaced, they also raise the elevation to prevent the reoccurrence of flood damages. During the budgeting process, \$122,780.00 was appropriated for this item. The sole bid from MC Power for these repairs and improvements came in at \$139,462.00.

RESOLUTION NO. 2114 – A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SEDALIA, MISSOURI, STATING FACTS AND REASONS FOR THE NECESSITY TO AMEND AND INCREASE THE CITY'S ANNUAL BUDGET FOR FISCAL YEAR 2025 was read once by title and approved on motion by Foster, seconded by Bloess. All Present in Favor. Oldham and Marshall were absent.

BILL NO. 2024-201, ORDINANCE NO. 12157 – AN ORDINANCE AMENDING THE BUDGET FOR THE FISCAL YEAR 2024-2025 REGARDING WATER SOLAR ARRAY REPAIRS was read once by title.

2nd Reading – Motion by Foster, 2nd by Hiller. All Present in Favor. Oldham and Marshall were Absent.

Final Passage – Motion by Foster, 2nd by Hiller. All Present in Favor. Oldham and Marshall were absent.

Roll Call Vote: Voting "Yes" were Robinson, Boggess, Hiller, Cross, Foster and Bloess. No one voted "No". Oldham and Marshall were absent.

BILL NO. 2024-202, ORDINANCE NO. 12158 – AN ORDINANCE APPROVING AND ACCEPTING A QUOTE FOR REPAIR AND ELEVATION OF SOLAR ARRAY AT THE WATER FILTRATION PLANT was read once by title.

2nd Reading – Motion by Bloess, 2nd by Foster. All Present in Favor. Oldham and Marshall were Absent.

Final Passage – Motion by Bloess, 2nd by Foster. All Present in Favor. Oldham and Marshall were Absent.

Roll Call Vote: Voting "Yes" were Robinson, Boggess, Hiller, Cross, Foster and Bloess. No one voted "No". Oldham and Marshall were absent.

- In February of this year, Missouri Department of Transportation bridge inspectors discovered significant issues with the Washington Street Bridge. Due to the severity of the findings, the City immediately closed the bridge to all traffic to ensure public safety. As reported in July, the City has partnered with HDR, Inc. to develop a comprehensive plan for repairs. As part of Phase I of their recommendations, the bridge was reopened to allow northbound traffic only for a period, with the goal remaining to restore two-way traffic. As part of the next phase to reopen the bridge to two-way traffic, City crews are addressing corrosion by removing paint and rust from the bridge's substructure. While this preliminary work is underway, HDR, Inc. is finalizing detailed plans and specifications for necessary repairs. To expedite the repair, we have assigned a

City crew to begin working on the project; they will need materials, tools, fencing, and other essential supplies to complete the project. Additionally, we must account for the costs of engineering and the final permanent repairs when planning the budget. Current estimates place the repair expenses at a minimum of \$375,000, with engineering costs projected at \$75,000, bringing the total to \$450,000. Since these repairs were not included in the current budget appropriations, a budget amendment is required.

RESOLUTION NO. 2115 – A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SEDALIA, MISSOURI, STATING FACTS AND REASONS FOR THE NECESSITY TO AMEND AND INCREASE THE CITY’S ANNUAL BUDGET FOR FISCAL YEAR 2025 was read once by title and approved on motion by Cross, seconded by Foster. All Present in Favor. Oldham and Marshall were absent.

BILL NO. 2024-203, ORDINANCE NO. 12159 - AN ORDINANCE AMENDING THE BUDGET FOR THE FISCAL YEAR 2024-2025 REGARDING WASHINGTON STREET BRIDGE REPAIR was read once by title.

2nd Reading – Motion by Cross, 2nd by Foster. All Present in Favor. Oldham and Marshall were Absent.

Final Passage – Motion by Cross, 2nd by Foster. All Present in Favor. Oldham and Marshall were absent.

Roll Call Vote: Voting “Yes” were Robinson, Boggess, Hiller, Cross, Foster and Bloess. No one voted “No”. Oldham and Marshall were absent.

FINANCE & ADMINISTRATION – Chairwoman Tina Boggess; Vice Chairman Thomas Oldham

➤ In accordance with state statutes, each year Council must, by ordinance, call for a general election to be held for the expiring terms of city elected officials.

BILL NO. 2024-204, ORDINANCE NO. 12160 – AN ORDINANCE CALLING A GENERAL ELECTION TO BE HELD ON APRIL 8, 2025 FOR THE PURPOSE OF ELECTING ONE COUNCILMAN FROM EACH OF THE FOUR WARDS IN THE CITY OF SEDALIA, MISSOURI was read once by title.

2nd Reading – Motion by Bloess, 2nd by Foster. All Present in Favor. Oldham and Marshall were absent.

Final Passage – Motion by Bloess, 2nd by Foster. All Present in Favor. Oldham and Marshall were absent.

Roll Call Vote: Voting “Yes” were Robinson, Boggess, Hiller, Cross, Foster and Bloess. No one voted “No”. Oldham and Marshall were absent.

COMMUNITY DEVELOPMENT – Chairwoman Rhiannon M. Foster; Vice Chairman Bob Cross

➤ The City’s economic development efforts and successes are largely dependent on work force development, which in turn is dependent upon the Sedalia #200 School District and State Fair Community College. Last year, Council adopted a resolution to waive permit fees for the expansion at SFCC that was centered primarily on their programs developing skills that support area businesses. These programs overlap with Smith Cotton High School classes to build skill sets essential to maintaining the work force necessary to keep the community thriving. Further, a good share of current construction is developing assets that the whole community will benefit from and expanding upon opportunities for sports tourism. Dr. Fraley, Superintendent, requested assistance for reductions in the amount of permit fees for construction projects.

RESOLUTION NO. 2116 – A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SEDALIA, MISSOURI, TO REBATE PERMIT FEES FOR PROPOSED SEDALIA #200 SCHOOL DISTRICT PROJECTS AS AN ECONOMIC DEVELOPMENT PARTNER IN WORKFORCE DEVELOPMENT AND SPORTS TOURISM was read once by title and approved on motion by Foster, seconded by Bloess. All Present in Favor. Oldham and Marshall were absent.

APPOINTMENTS: None

BIDS:

- Leasing of Airport Farm Land – May 30, 2024
- Repair & Raise Electrical Inverters on Solar Array – October 17, 2024

LIQUOR LICENSES: The following renewal Liquor License was read and approved on motion by Foster, seconded by Bloess. All Present in Favor. Oldham and Marshall were Absent.

*Paige Shearer dba The Local Tap, 700 South Ohio, Liquor by the Drink

MISCELLANEOUS ITEMS FROM MAYOR/COUNCIL/ADMINISTRATOR:

Chairwoman Foster expressed appreciation for all who assisted with Halloween at the Hall. It was well attended and everyone enjoyed participation by the Police and Fire Departments.

City Administrator Kelvin Shaw stated that the downtown event did bring lots of people downtown on Halloween. The Holiday Season is coming and there will be a lot going on. City Administrator Shaw reminded everyone to shop local and Small Business Saturday will be November 30, 2024. He also encouraged everyone to vote.

GOOD & WELFARE:

Albert Reine, 1022 West 7th, addressed Councilman Bloess and inquired that if Pettis County could pull 3 permits to work on the former Sedalia Democrat Building, Veterans should be allowed to pull permits free of charge on their own homes. Mr. Reine directed comments to City Administrator Shaw and encouraged him to take a different job with the City and finish out his retirement.

Michael Cook, La Monte, stated he is a former Sedalia resident who sold his home and his business and left with no plans to return. He has since heard that people unknown to him are talking about him. He is attending this evening to forgive and read scripture.

Gary LoBaugh, 821 South Arlington, inquired if the \$450,000.00 for the Washington Street Bridge repairs is in addition to any Union Pacific funding. He also requested the City make available a paper copy of reports and presentations when given.

Rene Vance, 19813 Tanglenook, announced that the quarterly Senior Center Fundraising Turkey dinner is Sunday, November 10 for \$15 and serving 11 a.m. to 1 p.m. Ms. Vance also asked anyone with spare time to consider volunteering to deliver meals.

Councilman Bloess announced that Ann Kyle at Christ Trinity Church is doing a fundraiser called "The Empty Bowl" to feed people.

The regular meeting adjourned at 7:50 p.m. on motion by Foster, seconded by Cross. All Present in favor. Oldham and Marshall were absent.

THE CITY OF SEDALIA, MISSOURI

Andrew L. Dawson, Mayor

Jason S. Myers, City Clerk

TRAFFIC ADVISORY COMMISSION MEETING

OCTOBER 16, 2024

The Traffic Advisory Commission duly met on Wednesday, October 16, 2024 at 12:00 p.m. at the City of Sedalia Municipal Building. Chairman Esquivel called the meeting to order.

ROLL CALL:

Members		Ex-Officio Members	
Deidre Esquivel	Present	AJ Silvey	Not Present
James Callis	Present	Matt Irwin	Not Present
John Rucker	Present	Chris Davies	Present
Dennis Henderson	Not Present		
Byron Matson	Present	Secretary	Elizabeth Nations
Sherry Broyles	Present		
Charles Leftwich	Present		

Minutes from the September 11, 2024 meeting were approved.

Guests: Operations Director Justin Bray, Chief Office Administrator Tammy Lewis and Sherrie Harris

OLD BUSINESS:

Installation of a 2-way stop at the intersection of Skyline Dr. and Wing Ave.

Sherrie Harris is requesting the installation of a 2-way stop sign facing north and south on Skyline Dr. She states there are many kids in the area, cars are speeding and there is driver inattention.

Ms. Harris, who was in attendance, stated she is in favor of a stop sign to stop the traffic on either Skyline Dr. or Wing Ave.

City Staff conducted traffic counts at the intersection of Skyline Dr. and Wing Ave. as well as at the intersection of Skyline Dr. and Southwest Blvd. (see attached). Mr. Davies also prepared a memo detailing why staff recommends the denial of placing the stop signs at the intersection (see attached).

There was general discussion about the criteria set forth in the Manual on the Uniform Traffic Control Devices for stop signs.

Ms. Broyles motioned to deny the request based on staff recommendations. Mr. Callis seconded. All were in favor.

NEW BUSINESS:

None

OTHER ITEMS FOR DISCUSSION:

The next meeting date is scheduled for November 13, 2024.

The meeting adjourned at 12:19 p.m.

Skyline-Wing-SW Blvd

Location	Motorcycles	Cars	Pickup/Vans	Buses	Single Unit/2 axle	Single Unit/3 axle	Single Unit/4+ axles	Dual Unit/3 or 4 axles	Dual Unit/5 axle	Dual Unit/ 6+ axles	Triple Unit/4 or 5 axle	Dual Unit/6 axle	Dual Unit/7+ axle
2602 Skyline Dr. S/B Lane Half St.	13	756	204	4	25	15	1	2	1				28
2518 Wing on Wing W/B Lane Half St.	20	238	95	5	15	13	1	3	1				31
2525 Wing N/B Lane Half St.		73	21	1					1				53
2700 Skyline on Wing E/B Half St.	1	214	36	1	4	2							11
2522 SW Blvd. E/B Half St.	33	2234	1146	4	54	7	1	13	1		1	1	32
2520 SW Blvd. W/B Half St.	16	1951	503	5	11	5	2	4			1		22
2600 Skyline Dr. 5' S of SW Blvd.	14	1372	167	5	11	297	19	2	13	2	4	1	18
Total	34	1281	356	11	120	339	2	5	4	0	0	0	195

Skyline-Wing-SW Blvd

Location	<20 MPH	21-25 MPH Posted Speed Limit	26-30 MPH	31-35 MPH	36-40 MPH	41-45 MPH	46-50 MPH	>50 MPH
2602 Skyline Dr. S/B Lane Half St.	808	187	35	9	1		2	7
2518 Wing on Wing W/B Lane Half St.	410	5	3	1	2	1		
2525 Wing N/B Lane Half St.	85	42	17	3				2
2700 Skyline on Wing E/B Half St.	263	4	1					1
2522 SW Blvd. E/B Half St.	1487	756	823	345	88	15	3	10
2520 SW Blvd. W/B Half St.	472	958	812	232	27	5	1	13
2600 Skyline Dr. 5' S of SW Blvd.	1908	4	4	2	1	2	2	2

	<20 MPH	21-25 MPH Posted Speed Limit	26-30 MPH	31-35 MPH	36-40 MPH	41-45 MPH	46-50 MPH	>50 MPH
Skyline-Wing Percent	82.9	12.6	3	0.7	0.2	0.05	0.1	0.5
Skyline-SW Blvd.	48.5	21.6	20.6	7.3	1.5	0.3	0.08	0.03

Wing-Skyline Percentage at or below posted 25mph sp

95.5

Skyline-SW Blvd. Percentage at or below posted 25mph speed limit:

70

Total Percentage at or below posted 25mph speed limit:

75

Wing-Skyline Percentage at or below 30mph:

98.5

Skyline-SW Blvd. Percentage at or below posted 30mph speed limit:

91

Total Percentage at or below 30mph:

92

Skyline-Wing-SW Blvd

2602 Skyline Dr. S/B Lane Half St.

Date	Day	Vehicle Count
9/4/2024	Wednesday	165
9/5/2024	Thursday	192
9/6/2024	Friday	208
9/7/2024	Saturday	160
9/8/2024	Sunday	139
9/9/2024	Monday	161
9/10/2024	Tuesday	24
9/11/2024	Wednesday (8hrs)	0
Total		1049

2518 Wing on Wing W/B Lane Half St.

Date	Day	Vehicle Count
9/4/2024	Wednesday	45
9/5/2024	Thursday	76
9/6/2024	Friday	98
9/7/2024	Saturday	70
9/8/2024	Sunday	61
9/9/2024	Monday	60
9/10/2024	Tuesday	12
9/11/2024	Wednesday (8hrs)	0
Total		422

2525 Wing N/B Lane Half St.

Date	Day	Vehicle Count
9/4/2024	Wednesday	94
9/5/2024	Thursday	55
9/6/2024	Friday	0
9/7/2024	Saturday	0
9/8/2024	Sunday	0
9/9/2024	Monday	0
9/10/2024	Tuesday	0
9/11/2024	Wednesday (8hrs)	0
Total		149

2700 Skyline on Wing E/B Half St.

Date	Day	Vehicle Count
9/4/2024	Wednesday	31
9/5/2024	Thursday	59
9/6/2024	Friday	59
9/7/2024	Saturday	37
9/8/2024	Sunday	38
9/9/2024	Monday	41
9/10/2024	Tuesday	4
9/11/2024	Wednesday (8hrs)	0
Total		269

2522 SW Blvd. E/B Half St.

Date	Day	Vehicle Count
9/4/2024	Wednesday	501
9/5/2024	Thursday	630
9/6/2024	Friday	727
9/7/2024	Saturday	483
9/8/2024	Sunday	421
9/9/2024	Monday	686
9/10/2024	Tuesday	79
9/11/2024	Wednesday (8hrs)	0
Total		3527

2520 SW Blvd. W/B Half St.

Date	Day	Vehicle Count
9/4/2024	Wednesday	336
9/5/2024	Thursday	493
9/6/2024	Friday	511
9/7/2024	Saturday	323
9/8/2024	Sunday	286
9/9/2024	Monday	466
9/10/2024	Tuesday	103
9/11/2024	Wednesday (8hrs)	2
Total		2520

2600 Skyline Dr. 5' S of SW Blvd.

Date	Day	Vehicle Count
9/4/2024	Wednesday	263
9/5/2024	Thursday	360
9/6/2024	Friday	375
9/7/2024	Saturday	287
9/8/2024	Sunday	265
9/9/2024	Monday	314
9/10/2024	Tuesday	61
9/11/2024	Wednesday (8hrs)	0
Total		1925

MEMO

TO: Traffic Advisory Committee

FROM: Christopher R. Davies, P.E. City Engineer

DATE: September 30, 2024

SUBJECT: REQUEST FOR INSTALLATION OF STOP SIGNS AT THE INTERSECTION OF WING AVE. AND SKYLINE DR.

Background:

The City of Sedalia Engineering Department received a request to install STOP signs at the intersection of Wing Avenue and Skyline Drive. The city conducted a traffic count and speed study during the week of September 4, 2024 through September 11, 2024.

Discussion:

The installation of traffic control devices at any intersection is primarily based on the Manual on Uniform Traffic Control Devices (MUTCD) which is a manual all 50 states use as a reference and guide for all traffic control devices to be installed within the public right-of-way. While this is a preliminary guide other information and data should also be used (i.e. accident data, geometry of the intersection, classification of the roadway, volume of traffic).

The intersection which was requested to have STOP signs installed did not meet the minimum criteria to install the signs:

1. Accident History: This intersection does not have a history of accidents happening – the last reported accident was in 2015. Typically when looking at accident history – it is to look back five (5) years.
2. Volume of Traffic: At this intersection is very low – recommendations for installing STOP signs begin when the volume of traffic starts to reach 300 vehicles per hour (VPH) on one leg of the intersection, as evident from the data, the volume of traffic doesn't even meet that criteria for an entire day.
3. Speed: The majority of the traffic (95.5%) is at or below the posted speed limit.

Based on the data and guidance provided by the MUTCD, the installation of STOP signs is not recommended.

If you have any questions or need, additional information please let me know.

Recommendation:

City staff recommends that STOP signs **not be installed** because the warrants were not met per the Manual on Uniform Traffic Control Devices (MUTCD).

To: Kelvin Shaw
From: Jessica Pyle
Date: October 18, 2024
Subject: Financial Audit Engagement Letter FY25 and FY26

I recommend for approval to engage Williams Keepers LLC for the FY25 and FY26 financial audit as proposed in the attached engagement letter.

Williams Keepers LLC performed the financial audit for City of Sedalia for FY22, FY23, and FY24.

Williams Keepers LLC performed the audit on the Fireman's Pension prior to engaging on the financial audit for City of Sedalia.

The quality of their work is more than acceptable. Their services are professional, and they have added value to the City of Sedalia through their financial audit recommendations the last three fiscal years.

I recommend to continue the use of their services for the two-year extension provided in their initial financial audit proposal dated September 18, 2021.

Thank you.

October 7, 2024

City of Sedalia
Honorable Mayor and City Council
200 South Osage
Sedalia, MO 65301

You have requested that we audit the financial statements of the governmental activities, the business-type activities, each major fund, and the aggregate remaining fund information of the City of Sedalia (the City), as of March 31, 2025 and 2026, and for the years then ended and the related notes to the financial statements, which collectively comprise the City's basic financial statements as listed in the table of contents.

In addition, we will audit the City's compliance over major federal award programs for the years ended March 31, 2025 and 2026, if applicable. Please note that references to *Government Auditing Standards*, the Single Audit Act Amendments of 1996, the provisions of the Uniform Guidance, and compliance audit used throughout our engagement letter only apply if the City incurs expenditures of federal awards exceeding \$750,000 during the year ended March 31, 2025 or exceeding \$1,000,000 during the year ended March 31, 2026. Otherwise, those references do not apply.

We are pleased to confirm our acceptance and our understanding of this audit engagement by means of this letter. Our audits will be conducted with the objectives of our expressing an opinion on each opinion unit and an opinion on compliance regarding the City's major federal award programs.

The objectives of our audit of the financial statements are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with auditing standards generally accepted in the United States of America (GAAS) and *Government Auditing Standards* will always detect a material misstatement when it exists. Misstatements, including omissions, can arise from fraud or error and are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

The objectives of our compliance audit are to obtain sufficient appropriate audit evidence to form an opinion and report at the level specified in the governmental audit requirement about whether the City complied in all material respects with the applicable compliance requirements and identify audit and reporting requirements specified in the governmental audit requirement that are supplementary to GAAS and *Government Auditing Standards*, if any, and perform procedures to address those requirements.

Accounting principles generally accepted in the United States of America (U.S. GAAP) require that the management's discussion and analysis and budgetary comparison information be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. As part of our engagement, we will apply certain limited procedures to the required supplementary information (RSI) in accordance with GAAS. These limited procedures will consist primarily of inquiries of management regarding their methods of measurement and presentation and comparing the information for consistency with management's responses to our inquiries. We will not express an opinion or provide any form of assurance on the RSI. The following RSI is required by U.S. GAAP. This RSI will be subjected to certain limited procedures but will not be audited:

- Management's discussion and analysis
- Budgetary comparison schedules
- Pension plan schedules

Supplementary information other than RSI will accompany the City's basic financial statements. We will subject the following supplementary information to the auditing procedures applied in our audit of the basic financial statements and certain additional procedures, including comparing and reconciling the supplementary information to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and additional procedures in accordance with GAAS. We intend to provide an opinion on the following supplemental information in relation to the financial statements as a whole:

- Non-major fund and other combining schedules
- Non-major fund budgetary comparison schedules

We understand the financial statements of the City's discretely presented component unite, the Bothwell Regional Health Center (the Health Center), was audited by another independent certified public accounting firm (the firm) as of and for the years ended May 31, 2024 and 2025. The City will provide us with copies of the audited financial statements of the Health Center. We intend to rely on the work and reports of the firm insofar as they related other amounts included in the City's financial statements. Our auditor's report on the City's financial statements will include a reference to the firm's audit of the financial statements of the component unit.

Schedule of Expenditures of Federal Awards

We will subject the schedule of expenditures of federal awards to the auditing procedures applied in our audit of the basic financial statements and certain additional procedures, including comparing and reconciling the schedule to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and additional procedures in accordance with GAAS. We intend to provide an opinion on whether the schedule of expenditures of federal awards is presented fairly in all material respects in relation to the financial statements as a whole.

Data Collection Form

Prior to the completion of our engagement, we will complete the sections of the Data Collection Form that are our responsibility. The form will summarize our audit findings, amounts and conclusions. It is management's responsibility to submit a reporting package including financial statements, schedule of expenditure of federal awards, summary schedule of prior audit findings and corrective action plan along with the Data Collection Form to the federal audit clearinghouse. The financial reporting package must be text searchable, unencrypted, and unlocked. Otherwise, the reporting package will not be accepted by the federal audit clearinghouse. We will assist you in the electronic submission and certification. You may request from us copies of our report for you to include with the reporting package submitted to pass-through entities.

The Data Collection Form is required to be submitted within the earlier of 30 days after receipt of our auditor's reports or nine months after the end of the audit period, unless specifically waived by a federal cognizant or oversight agency for audits. Data Collection Forms submitted untimely are one of the factors in assessing programs at a higher risk.

Audit of the Financial Statements

We will conduct our audits in accordance GAAS, the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States of America; the audit requirements of Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance). As part of an audit of financial statements in accordance with GAAS and in accordance with *Government Auditing Standards*, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the City's internal control. However, we will communicate to you in writing concerning any significant deficiencies or material weaknesses in internal control relevant to the audit of the financial statements that we have identified during the audit.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Conclude, based on the audit evidence obtained, whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the City's ability to continue as a going concern for a reasonable period of time.

Because of the inherent limitations of an audit, together with the inherent limitations of internal control, an unavoidable risk that some material misstatements or noncompliance may not be detected exists, even though the audit is properly planned and performed in accordance with GAAS and *Government Auditing Standards*. Please note that the determination of abuse is subjective, and *Government Auditing Standards* does not require auditors to detect abuse.

According to GAAS, significant risks of material misstatement include management override of controls, and GAAS presumes that revenue recognition is a significant risk. Accordingly, we have considered these as significant risks.

Our responsibility as auditors is limited to the period covered by our audit and does not extend to any other periods.

We will issue a written report upon completion of our audit of the City's basic financial statements. Our report will be addressed to the Honorable Mayor and City Council of the City of Sedalia. Circumstances may arise in which our report may differ from its expected form and content based on the results of our audit. Depending on the nature of these circumstances, it may be necessary for us to modify our opinions, add an emphasis-of-matter or other-matter paragraph(s) to our auditor's report, or if necessary, withdraw from the engagement. If our opinions on the basic financial statements are other than unmodified, we will discuss the reasons with you in advance. If, for any reason, we are unable to complete the audit or are unable to form or have not formed opinions, we may decline to express opinions or to issue a report as a result of this engagement.

In accordance with the requirements of *Government Auditing Standards*, we will also issue a written report describing the scope of our testing over internal control over financial reporting and over compliance with laws, regulations, and provisions of grants and contracts, including the results of that testing. However, providing an opinion on internal control and compliance over financial reporting will not be an objective of the audit and, therefore, no such opinion will be expressed.

Audit of Major Program Compliance

Our audit of the City's major federal award program(s) compliance will be conducted in accordance with the requirements of the Single Audit Act, as amended; and the Uniform Guidance, and will include tests of accounting records, a determination of major programs in accordance with the Uniform Guidance and other procedures we consider necessary to enable us to express such an opinion on major federal award program compliance and to render the required reports. We cannot provide assurance that an unmodified opinion on compliance will be expressed. Circumstances may arise in which it is necessary for us to modify our opinion or withdraw from the engagement.

The Uniform Guidance requires that we also plan and perform the audit to obtain reasonable assurance about whether material noncompliance with applicable laws and regulations, the provisions of contracts and grant agreements applicable to major federal award programs, and the applicable compliance requirements occurred, whether due to fraud or error, and express an opinion on the City's compliance based on the audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a

reasonable user of the report on compliance about the City's compliance with the requirements of the federal programs as a whole.

As part of a compliance audit in accordance with GAAS and *Government Auditing Standards*, we exercise professional judgment and maintain professional skepticism throughout the audit. We also identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks.

Our procedures will consist of determining major federal programs and, performing the applicable procedures described in the U.S. Office of Management and Budget *OMB Compliance Supplement* for the types of compliance requirements that could have a direct and material effect on each of the City's major programs, and performing such other procedures as we consider necessary in the circumstances. The purpose of those procedures will be to express an opinion on the City's compliance with requirements applicable to each of its major programs in our report on compliance issued pursuant to the Uniform Guidance.

Also, as required by the Uniform Guidance, we will obtain an understanding of the City's internal control over compliance relevant to the audit in order to design and perform tests of controls to evaluate the effectiveness of the design and operation of controls that we consider relevant to preventing or detecting material noncompliance with compliance requirements applicable to each of the City's major federal award programs. Our tests will be less in scope than would be necessary to render an opinion on these controls and, accordingly, no opinion will be expressed in our report. However, we will communicate to you, regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we have identified during the audit.

We will issue a report on compliance that will include an opinion or disclaimer of opinion regarding the City's major federal award programs, and a report on internal controls over compliance that will report any significant deficiencies and material weaknesses identified; however, such report will not express an opinion on internal control.

Management's Responsibilities

Our audit will be conducted on the basis that management acknowledges and understands that they have responsibility:

1. For the preparation and fair presentation of the financial statements in accordance with U.S. GAAP;
2. For the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error;
3. For identifying, in its accounts, all federal awards received and expended during the period and the federal programs under which they were received;
4. For maintaining records that adequately identify the source and application of funds for federally funded activities;
5. For preparing the schedule of expenditures of federal awards (including notes and noncash assistance received) in accordance with the Uniform Guidance;
6. For designing, implementing, and maintaining effective internal control over federal awards that provides reasonable assurance that the City is managing federal awards in compliance with federal statutes, regulations, and the terms and conditions of the federal awards;

7. For identifying and ensuring that the City complies with federal laws, statutes, regulations, rules, provisions of contracts or grant agreements, and the terms and conditions of federal award programs, and implementing systems designed to achieve compliance with applicable federal statutes, regulations, and the terms and conditions of federal award programs;
8. For disclosing accurately, currently, and completely the financial results of each federal award in accordance with the requirements of the award;
9. For identifying and providing report copies of previous audits, attestation engagements, or other studies that directly relate to the objectives of the audit, including whether related recommendations have been implemented;
10. For taking prompt action when instances of noncompliance are identified;
11. For addressing the findings and recommendations of auditors, for establishing and maintaining a process to track the status of such findings and recommendations and taking corrective action on reported audit findings from prior periods and preparing a summary schedule of prior audit findings;
12. For following up and taking corrective action on current year audit findings and preparing a corrective action plan for such findings;
13. For submitting the reporting package and data collection form to the appropriate parties;
14. For making the auditor aware of any significant contractor relationships where the contractor is responsible for program compliance;
15. To provide us with:
 - a. Access to all information of which management is aware that is relevant to the preparation and fair presentation of the financial statements including the disclosures, and relevant to federal award programs, such as records, documentation, and other matters;
 - b. Additional information that we may request from management for the purpose of the audit; and
 - c. Unrestricted access to persons within the City and others from whom we determine it necessary to obtain audit evidence.
16. For adjusting the financial statements to correct material misstatements and confirming to us in the management representation letter that the effects of any uncorrected misstatements aggregated by us during the current engagement and pertaining to the years under audit are immaterial, both individually and in the aggregate, to the financial statements as a whole;
17. For acceptance of nonattest services, including identifying the proper party to oversee nonattest work;
18. For maintaining adequate records, selecting and applying accounting principles, and safeguarding assets;
19. For informing us of any known or suspected fraud affecting the City involving management, employees with significant role in internal control and others where fraud could have a material effect on compliance;
20. For the accuracy and completeness of all information provided;
21. For taking reasonable measures to safeguard protected personally identifiable and other sensitive information; and
22. For confirming your understanding of your responsibilities as defined in this letter to us in your management representation letter.

With regard to the schedule of expenditures of federal awards referred to above, you acknowledge and understand your responsibility (a) for the preparation of the schedule of expenditures of federal awards in accordance with the Uniform Guidance, (b) to provide us with the appropriate written representations regarding the schedule of expenditures of federal awards, (c) to include our report on the schedule of expenditures of federal awards in any document that contains the schedule of expenditures of federal awards and that indicates that we have reported on such schedule, and (d) to present the schedule of

expenditures of federal awards with the audited financial statements, or if the schedule will not be presented with the audited financial statements, to make the audited financial statements readily available to the intended users of the schedule of expenditures of federal awards no later than the date of issuance by you of the schedule and our report thereon.

As part of our audit process, we will request from management and, when appropriate, those charged with governance, written confirmation concerning representations made to us in connection with the audit.

We understand that your employees will prepare all confirmations we request and will locate any documents or invoices selected by us for testing.

If you intend to publish or otherwise reproduce the financial statements and make reference to our firm, you agree to provide us with printers' proofs or masters for our review and approval before printing. You also agree to provide us with a copy of the final reproduced material for our approval before it is distributed.

Nonattest Services

With respect to any nonattest services we perform, including preparing the financial statements and proposing adjusting our correcting journal entries to be reviewed and approved by the City's management, we will not assume management responsibilities on behalf of the City. However, we will provide advice and recommendations to assist management of the City in performing its responsibilities.

The City's management is responsible for (a) making all management decisions and performing all management functions; (b) assigning a competent individual to oversee the services (Jessica Pyle); (c) evaluating the adequacy of the services performed; (d) evaluating and accepting responsibility for the results of the services performed; and (e) establishing and maintaining internal controls, including monitoring ongoing activities.

Our responsibilities and limitations of the nonattest services are as follows:

- We will perform the services in accordance with applicable professional standards.
- The nonattest services are limited to the services previously outlined. Our firm, in its sole professional judgment, reserves the right to refuse to do any procedure or take any action that could be construed as making management decisions or assuming management responsibilities, including determining account coding and approving journal entries.

Other

We will begin the audit and expect to issue our reports by mutually agreed upon dates.

Amanda Schultz, CPA is the engagement partner for the audit services specified in this letter. Her responsibilities include supervising Williams-Keepers LLC's services performed as part of this engagement and signing or authorizing another qualified firm representative to sign the audit report.

We estimate that our fees will be as follows:

Fiscal Year Ending March 31	Financial Statement Audit	Single Audit (if required)*
2025	\$65,000	\$5,000
2026	\$68,500	\$5,000

* Assumes one major federal program.

Our fees are based on the following assumptions and representations:

- The books and records will be ready for audit by a mutually agreed upon date;
- The City will post the year-end accrual and GASB adjustments before the audit and other adjusting entries needed to correct the books and records, if any, will be minimal;
- The books and records and requested supported schedules will be prepared by the City's staff and will be ready for audit at prearranged dates, and the City's staff will be available and provide reasonable assistance during our audit fieldwork;
- The City maintains, and makes available to us, adequate records and supporting documentation to test financial transactions, assets and liabilities;
- The City will provide the management's discussion and analysis with adequate time to review it; and
- There will be no significant or unusual changes in the City's size, federal programs, accounting and regulatory requirements or services to be performed. Any such changes will be discussed with the City in advance so that a renegotiated fee, if appropriate, can be mutually agreed upon.

We will notify you immediately of any circumstances we encounter that could significantly affect this initial fee estimate. Whenever possible, we will attempt to use the City's personnel to assist in the preparation of schedules and analyses of accounts. This effort could substantially reduce our time requirements and facilitate the timely conclusion of the audit.

Despite best intentions, unanticipated delays may arise in getting us information. If that should occur, see additional pricing in Appendix I.

During the course of the engagement, we may communicate with you or your personnel via fax or e-mail, and you should be aware that communication in those mediums contains a risk of misdirected or intercepted communications. Our firm may transmit confidential information that you provided us to third parties in order to facilitate delivering our services to you. We have obtained confidentiality agreements with all our service providers to maintain the confidentiality of your information and we will take reasonable precautions to determine that they have the appropriate procedures in place to prevent the unauthorized release of confidential information to others. We will remain responsible for the work provided by any third-party service providers used under this agreement. By your signature below, you consent to having confidential information transmitted to entities outside the firm. Please feel free to inquire if you would like additional information regarding the transmission of confidential information to entities outside the firm.

Regarding the electronic dissemination of audited financial statements, including financial statements published electronically on your Internet website, you understand that electronic sites are a means to distribute information and, therefore, we are not required to read the information contained in these sites or to consider the consistency of other information in the electronic site with the original document.

Professional standards prohibit us from being the sole host and/or the sole storage for your financial and non-financial data. As such, it is your responsibility to maintain your original data and records and we cannot be responsible to maintain such original information. By signing this engagement letter, you affirm that you have all the data and records required to make your books and records complete.

The audit documentation for this engagement is the property of Williams-Keepers LLC and constitutes confidential information. However, we may be requested to make certain audit documentation available to regulators and federal agencies and the U.S. Government Accountability Office pursuant to authority given to it by law or regulation, or to peer reviewers. If requested, access to such audit documentation will be provided under the supervision of Williams-Keepers LLC's personnel. Furthermore, upon request, we may provide copies of selected audit documentation to these agencies and regulators. The regulators and agencies may intend, or decide, to distribute the copies of information contained therein to others, including other governmental agencies. We agree to retain our audit documentation or work papers for a period of at least five years from the date of our report.

Further, we will be available during the year to consult with you on financial management and accounting matters of a routine nature.

During the course of the audit, we may observe opportunities for economy in, or improved controls over, your operations. We will bring such matters to the attention of the appropriate level of management, either orally or in writing.

We agree to retain our audit documentation or work papers for a period of at least five years from the date of our report.

You agree to inform us of facts that may affect the financial statements of which you may become aware during the period from the date of the auditor's report to the date the financial statements are issued.

At the conclusion of our audit engagement, we will communicate to the Honorable Mayor and City Council the following significant findings from the audit:

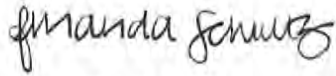
- Our view about the qualitative aspects of the City's significant accounting practices;
- Significant difficulties, if any, encountered during the audit;
- Uncorrected misstatements, other than those we believe are trivial, if any;
- Disagreements with management, if any;
- Other findings or issues, if any, arising from the audit that are, in our professional judgment, significant and relevant to those charged with governance regarding their oversight of the financial reporting process;
- Material, corrected misstatements that were brought to the attention of management as a result of our audit procedures;
- Representations we requested from management;
- Management's consultations with other accountants, if any; and
- Significant issues, if any, arising from the audit that were discussed, or the subject of correspondence, with management.

Please sign and return the attached copy of this letter to indicate your acknowledgment of, and agreement with, the arrangements for our audit of the financial statements and compliance over major federal award programs including our respective responsibilities.

We appreciate the opportunity to be your financial statement auditors and look forward to working with you and your staff.

Sincerely,

WILLIAMS-KEEPERS LLC



Amanda Schultz, CPA
Member Owner

RESPONSE:

This letter correctly sets forth our understanding.

Acknowledged and agreed on behalf of City of Sedalia by:

Name: _____

Title: _____

Date: _____

APPENDIX I

RECONCILIATION ASSISTANCE	Williams-Keepers LLC assistance in reconciling accounts (unfinished PBC items)	Greater of \$250 per reconciliation or actual time incurred at our standard hourly rates
RESCHEDULING	Fieldwork schedule change with less than 10 business days' notice	Lesser of \$5,000 or 15% of fee estimate
FIELDWORK PREPAREDNESS	PBC items are not prepared and provided by due date indicated on the document workflow platform	Lesser of \$5,000 or 15% of fee estimate
COMPRESSED DELIVERY	Timeline for engagement completion is revised and compresses delivery time by 10 or more business days	Lesser of \$5,000 or 15% of fee estimate
SUBSEQUENT REVISIONS	Providing revised account balances or reconciliations after field work begins	Greater of \$250 per revised account or reconciliation or actual time incurred at our standard hourly rates
DOCUMENT WORKFLOW	PBC items not provided through Williams-Keepers LLC preferred document workflow platform	\$1,000

November 18, 2024

City Administrator Shaw,

The Human Resources Department and the City Clerk's Office is recommending IMA Financial Group as the City's Broker for Worker's Compensation, Property & Liability Insurance and all Ancillary Programs. After receiving large increases for Worker's Compensation and Property Insurance renewals (not in a timely manner) & Liability insurance renewal, as well as the lack of customer service, we believed that it was time to complete an RFQ for Brokerage Services.

RFQ Review Committee:

- City Administrator, Kelvin Shaw
- Assistant City Administrator, Matt Wirt
- Police Chief, David Woolery
- Fire Chief, Matt Irwin
- Finance Director, Jessica Pyle
- City Clerk, Jason Myers
- HR Director, Shannon Ramey-Trull

RFQ Responses Received:

1. IMA Financial Group
2. Ollis Akers Arney
3. Lockton Companies
4. Holmes Murphy
5. Assured Partners
6. Gold River Insurance
7. Leavitt Group
8. Mike Keith Insurance
9. Preuitt Insurance
10. Winter-Dent

Top 4 Based on scoring/Interviewed:

1. IMA Financial Group
2. Ollis Akers Arney
3. Lockton Companies
4. Preuitt Insurance

IMA will provide services over the next three-year period with the potential to extend up to a total of five years. They have agreed to fee based compensation versus commission based, in the amount of \$80,000/yr. for the next three years and \$85,000/yr. for years four through five. This allows for transparency and more of a partnership approach with the Broker. Currently we are paying our Agent anywhere from \$125,000 plus.

The committee felt that IMA Financial Group with their vast number of services to include but not limited to, underwriting assessment services, risk control services, claims management services, contract administration services, offer of on-line safety training, webinars, etc. was the most qualified. They have also demonstrated a thorough understanding and experience of working with Municipalities. We currently partner with IMA for the City's employee benefits. We know that they provide superb service and have aided us successfully moving from a fully insured plan to self-insurance seamlessly. Their customer service is top notch!

This recommendation will be followed with City Council approval of the individual contract once they are successfully negotiated and secured.

Sincerely,

Shannon Ramey-Trull
Human Resources Director

Jason S. Myers
City Clerk

Also Attached:

- IMA RFQ Response



MUNICIPAL BUILDING

RESPONSE TO REQUEST FOR QUALIFICATIONS (RFQ)

*to provide Insurance Brokerage
& Consulting Services*

OCTOBER 8, 2024

SEDALIA

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**“PROTECTING ASSETS IS WHAT WE DO,
MAKING A DIFFERENCE IS WHO WE ARE.”**

ROB COHEN, *Chairman & CEO, IMA Financial Group*



Cover Letter



October 8, 2024

Shannon Ramey-Trull
Human Resources Director

City of Sedalia
200 S. Osage Ave.
Sedalia, MO 65301

Dear Shannon,

We are honored to respond to the "Request for Qualifications (RFQ) Insurance Consulting/ Brokerage All Lines."

While we have responded to all questions outlined in the RFP, we would like to highlight the following items that we believe will be impactful to the City of Sedalia:

- + Our model is built upon **transparency, partnership, and teamwork**. Being employee-owned, we are very passionate about our business and most importantly, our clients.
- + Clients get **access to enterprise-wide resources** to find the best intellectual capital within the organization. Our associates are unencumbered by profit center barriers in delivering services to our clients.
- + We reinvest 8% of our revenue in **value-added client services**, twice the industry average of 3.8%. Reinvestment in our company means more value-added resources for the City of Sedalia.
- + We are driven to help our clients "see around corners" in order to anticipate and plan for emerging and transforming risks.
- + Finally, we will deliver by developing mutually agreeable timelines, and deadlines.

Our goal is to assist you in accomplishing your strategic goals. We would welcome the opportunity for our team to meet with the City of Sedalia to further our discussion.

Sincerely,

A handwritten signature in black ink, appearing to read "Nick White".

Nick White
Business Development Executive, MBA
nick.white@imacorp.com
Office: 913.802.6979

A handwritten signature in black ink, appearing to read "Michael Condon".

Michael Condon
Business Development Executive
michael.condon@imacorp.com
Office: 913.312.5550

1. Describe your organization, its history and size (revenue and number of employees, number of licensed agents, and years in business) as well as location(s), and your organizations' business model.

IMA HISTORY

Insurance Management Associates, Inc. (IMA) was formed in 1974 when three agencies joined together, forming the basis for the present company. In 2020, IMA changed our corporate name to IMA Financial Group, Inc. as our original name did not adequately describe our business and the breadth of the services we provided. With over five decades of experience in the industry, IMA has become a trusted leader in commercial insurance, risk management, surety, and employee benefits brokerage and consulting. Our team of knowledgeable and experienced professionals work tirelessly to develop customized solutions that meet the unique needs of each of our clients.

1974

Formation of IMA

Established from existing IMA partnership (roots dating back to the 1930s) and was incorporated in 1974 in Wichita, Kansas

1980s

Midwest Geographic Expansion

Opens Topeka, Kansas and Denver, Colorado Offices

1990s

Horizontal Business Expansion

Adds Wholesale, Wealth, Money Management Capabilities

2000s

Additional Geographic Expansion

Opens Kansas City, Kansas and Dallas, Texas offices

2010s

Round Out Capabilities

Adds IMA Select, Eydent and Highwing; specialization becomes the key differentiator

2020s

"Broker of the Future"

Expands capabilities through vertical expansion and partnerships, leveraging the infrastructure IMA already has in place

Expertise across specialties enables IMA to compete nationally.



At IMA, we understand that businesses face a wide range of risks and challenges, from property damage and liability claims to employee benefits and cyber threats. That's why we offer a comprehensive suite of services that can be tailored to each client's specific needs, including risk assessments, insurance placement, claims management, and employee benefits consulting. Our goal is to help our clients mitigate risk and achieve long-term success.

What sets us apart is our commitment to innovation and our ability to anticipate emerging risks and trends. We are constantly exploring new ways to help our clients protect their assets and grow their businesses. We leverage the latest technology and industry insights to provide cutting-edge solutions that deliver results.

At IMA, we believe that our success is measured by the success of our clients. We strive to build strong, long-lasting relationships with each of our clients based on trust, integrity, and a deep understanding of their unique needs. We are proud to serve businesses of all sizes and industries, and we are confident that we have the expertise and resources to help your business thrive.



Our more than 2,500 associates are located across offices in Alaska, California, Colorado, Connecticut, Florida, Georgia, Hawaii, Illinois, Kansas, Massachusetts, Michigan, New York, North Carolina, Ohio, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Washington, and throughout the U.S. and Canada.

IMA FAST FACTS

- + Incorporated in 1974
- + Employee-owned
- + More than 2,500 employees
- + National in reach, local in service
- + Premium placements of over \$8 billion annually
- + Revenues in excess of \$700 million
- + Client retention leads the industry at 96%
- + IMA invests 2x the industry average in value-added client services
- + Clients with physical operations, exposures and/or employees in every state in the U.S. as well as in over 100 countries around the world

96%
CLIENT
RETENTION RATE

EMPLOYEE-OWNED
50 FOR OVER
YEARS

COMPANY MISSION, VISION AND VALUES

IMA's ownership structure serves as the foundation to our mission, vision, and core values. As an employee-owned organization, IMA is unique in the insurance brokerage marketplace. Owners think differently about the services and products they deliver to their clients. Each IMA associate has a personal stake in maintaining successful partnerships with our clients. We have an entrepreneurial, non-bureaucratic, creative approach to assist our clients in meeting the objectives of their employee benefits and risk management programs.

One of our guiding principles as an organization is to share generously within the communities in which we are doing business. That is why we created the IMA Community Action Committee and IMA Foundation, to ensure that we are giving back in a meaningful way.



**Inc. Best
Workplaces**
2024

Core Values

PROFESSIONALISM

We set the standard with an unwavering commitment to excellence.

RELATIONSHIPS

We nurture relationships built on trust, integrity, honesty, humility, and mutual respect.

EXPERTISE

We are knowledgeable, hands-on, collaborative, innovative, and passionate about service.

BALANCE

Our environment encourages a balance of work, family, and community.

RESULTS

We constantly strive for profitable growth.

EQUITY

We embrace diversity, equity, and inclusion and are uncompromising in our support and encouragement of all voices.

IMA's Commitment

- + Be a trusted advisor to our clients
- + Build and perpetuate a great company
- + Benefit our employees and their families
- + Remain independent



IMA COMMUNITY INVOLVEMENT

One of our guiding principles as an organization is to support and share generously within the communities in which we do business. IMA team members tutor students, deliver meals to the elderly, fundraise for cultural institutions, support the United Way, build homes, work to improve early childhood education, adopt schools, donate to reduce homelessness and volunteer at dozens of local organizations. This is demonstrated through the examples of our leadership, as well as the financial contributions of our corporation and the time dedicated by our employees. Of course, we do these things not for acclaim, but because we live, work, learn and play in our communities.

I Make a Difference Day

IMA's mission to make substantial change for the cities it supports was on display during I Make a Difference Day when our IMA communities came together at once to make lasting improvements. Associates rolled up their sleeves and flew the IMA flag to show that corporate responsibility is everyone's responsibility.

IMA employees, families and friends donated approximately 1,500 hours across the country. It was the annual event's largest showing. Most importantly, IMA showed kids we care, beautified cultural icons, and supported the disadvantaged.



OUR BUSINESS MODEL REVOLVES AROUND PEOPLE.
WE KNOW OUR GREATEST ACHIEVEMENTS OCCUR
WHEN WE WORK TOGETHER.



2. Identify up to three specific instances where your business model has shown a benefit to your governmental entity clients.

IMA provides risk management and self-insured program management for KMIT (Kansas Municipal Insurance Trust) and KWORCC (Kansas Workers Risk Cooperative for Counties) Workers' Compensation pool for many municipalities throughout the state of Kansas.

This program represents a self-insured Workers' Compensation pool that IMA manages. Currently the program has 170 cities and 80 counties under management.

IMA manages the placement of over \$3.5 billion in total insurable values for property coverage in the state of Kansas for Municipalities.

1 / MARKETING THE PROGRAM

MARKETING PROCESS MILESTONES



MARKETING IS A 365-DAY-A-YEAR PROCESS

IMA challenges every program in terms of carriers, coverages, retentions, limits, and alternative financing options in order to constantly refine and optimize a client's risk and exposure.

IMA constantly evaluates their insurance carrier partners and service providers with strict adherence to an internal due diligence and ongoing annual compliance process.

Each company/insurer must meet or exceed the standards set forth in the categories listed below:

- + Market reputation
- + Excellent partnership history with IMA
- + Financial strength rating requirement (e.g., "A" or better with major rating agencies)
- + Financial size requirement (e.g., Size "XV" of \$2B in surplus)
- + Appropriate state licensure
- + Review of existing or future litigation

By establishing a consistent cadence with our clients, IMA is able to focus on both short-term and long-term strategy initiatives. While the typical thought is that the most important renewal is the current renewal, IMA partners with their clients to establish long-term goals and ensures that each renewal works itself towards a best and better outcome. By continuing to communicate throughout the entire year, IMA can be proactive on new developments and share continuous market updates that can change the course of our goals throughout each year.

Collaboration will always be our best asset in selling you to the marketplace and leads to more consistent and better results.

How we can deploy your goals into each renewal is through our submission process:

Best-In-Class Submission

- + IMA structures our submission process differently than most brokers, with a large emphasis on the submission that is delivered to the marketplace:
 - IMA's goal is to create a submission that is thorough and tells the City of Sedalia's story giving underwriters confidence that the City of Sedalia's opportunity is worth their time and attention (hard market means lots of submissions for underwriters to review — we get ours to the top of the stack).
 - IMA tailors each submission specific to each line of coverage, to cut out unnecessary noise and distraction for the underwriters.
 - IMA relays current coverage specifications, along with critical and preferred coverage improvements, working to improve both pricing, but also the protection offered by each policy purchased.
 - IMA will work with prospective carriers to talk directly with the City of Sedalia to develop stronger relationships and allow the City of Sedalia to solidify the submission story IMA delivers to the marketplace.

Indication vs Quote

- + Once 10-12 varying carriers have reviewed the City of Sedalia's submission, IMA negotiates to obtain prospective pricing/terms. IMA refers to this as a non-binding indication.
- + Indications are used to balance the marketplace and allow the City of Sedalia to be strategic in who they wish to move forward in the quoting process.
- + The indication phase is important to avoid market fatigue, which occurs when carriers repeatedly quote the same business, year over year, without success. This leads to future difficulties with markets who are no longer interested in quoting because of past denial of quotes they had previously released.

Quoting Process

- + In a desired marketing effort, IMA will select a few carriers who IMA and the City of Sedalia agree will be our best opportunity for success within each area of coverage. That stated, every situation is different and requires consideration.
 - The reason two to three carriers are optimal, is that it creates leverage and competition, but avoids too many "losers" when time comes to select a single carrier for binding.
- + The quoting process will require more in-depth questions and the potential for risk control visits and in-person/teams underwriting meetings (as mentioned above). This allows the City of Sedalia to further their story outside the submission and create competition amongst those carriers involved with quoting for renewal.

- + Throughout the marketing process, IMA and the City of Sedalia's communication will be instrumental to the success of the program placement.
 - IMA will be in constant communication with the City of Sedalia, providing detailed updates to all key stakeholders involved within the insurance process (this can be tailored to the City of Sedalia's specific wants and needs).
- + Once the marketing process is completed, IMA will provide a detailed summary and recap of all the work accomplished by IMA and the City of Sedalia throughout the marketing process and provide a detailed description of:
 - Our entire marketing list (all carriers and their specific feedback).
 - Improvements made throughout the process (focused on coverage terms and conditions).
 - Pricing comparison against risk/exposure year over year.
 - A solidification that IMA accomplished the goals that were agreed to and discussed with the City of Sedalia at the pre-renewal meeting.
 - Recommendations for how the City of Sedalia should move forward.

The above process leads to further success with underwriters year after year, without pushing carriers to burn out and refuse to review your opportunity year end and year out. Given the market and its constant movement, it is important to partner with a broker who not only has the best interest of the City of Sedalia for today, but for years to come in the marketplace.

Another example of how we can directly assist our clients in your space is through our property risk control and engineering. Insurance aside, it is always the City of Sedalia's top priority to keep both city officials and citizens safe at all times. In partnering with our property risk control services, IMA can provide both human safety recommendations, and insurance recommendations that can drastically swing a renewal opportunity each year.

Given the sizeable structure count and your location in the current hail belt in the U.S., pricing and deductibles have continued to increase. Our clients have taken advantage of our ability to assist in loss control, identify both non-capital and capital projects that can improve your risks and use this information to better tell your story and sell you to the marketplace.

Specific and recent success in this method has led to significant savings for two large clients who entered our partnership earlier this year. Both clients believed they could have received better services from their previous broker, leading to engagement with IMA. Through our loss control and marketing efforts, we were able to save our insureds over 15% each on their respective renewals.

This was all accomplished through true partnership, sharing data, critical thinking, and delivering on a specific plan to tackle the marketplace and create leverage through a strong submission and strong advocates to drive home the process.

3. Provide an overview of the account team that would be assigned. For each member of the team, provide highlights outlining qualifications and experience. Provide a summary of roles and distribution of responsibilities.



MICHAEL CONDON | *Business Development Executive, Government Practice*

Michael joined IMA in 2016. He is responsible for team management, coordination, and creation of comprehensive solutions for clients in both Property & Casualty and Employee Benefit programs for clients. Specializing in the areas of Governments and Municipalities, Real Estate, Hospitality, and Construction, Michael works with leaders throughout the IMA organization for his clients. Michael is a graduate of Iowa State University with a bachelor's degree in Marketing. Michael graduated from the Greater Kansas City Chamber's Centurions Leadership Program in 2019. Michael serves on Kansas City Area community boards for Shawnee Mission East High School, Starlight Theatre and is the President of Board for Children's Mercy Hospital and Red Hot Night for 2025. Finally, Michael is also a Board Member for the IMA Foundation.



NICK WHITE | *Business Development Executive, Government Practice*

Nick has been in the insurance industry since 2003. He has held many roles on the insurance broker side including Account Executive, Commercial Lines Leader, and Business Development Executive. He has spent his career working with local and national accounts on their evolving insurance placements (Employee Benefits and Property & Casualty). His ultimate responsibility is ensuring we deliver on the promises we make to clients from a service and overall client experience. He has a bachelor's degree in Finance and a master's degree in Business Administration. He is published in the *Construction Financial Management Association* magazine regarding "Builders Risk: Is Your Financial Interest Covered?" He is also a key member of IMA's National Government Practice.



DREW HANNAN | *Vice President, Commercial Lines Team Leader*

Drew joined IMA as an Account Manager in July 2017. Drew helps lead the National Accounts team for IMA in Kansas City, working closely with clients to manage and facilitate their insurance programs and renewals each year. His focus is to ensure each client's insurance program accurately reflects their risk profile and mitigates the exposures critical to their operations.

Drew's current role within IMA as a Commercial Lines Leader is to help strategize the overall servicing and placement of his clients' programs. From 2011 to 2015, his focus was international insurance placements, shifting to a Risk Manager from 2015 to 2017.

Drew has a bachelor's degree in Risk Management and Insurance from the Katie School of Insurance at Illinois State University. He has earned the CPCU, ARM-E, and AMIM designations.



LISA FITZMAURICE | *Account Executive*

Lisa is a results-driven Account Executive. Her skills include strategic risk management, contract review, complex insurance placements, training, team building, communication, critical thinking, and planning and testing. Lisa has worked in-depth with large manufacturing clients as well as global companies with complex structures. She has also handled several private equity backed clients and the intricacies of insurance within the mergers and acquisitions. Prior to joining IMA, Lisa worked for a year and a half at a large insurance carrier working directly with large franchise owners placing property and casualty insurance. Prior to that, Lisa spent more than eight years at a global broker as an Account Executive to middle and large accounts. She started as an Account Administrator and worked her way up through promotion to Account Executive. This long tenure has led to several strong carrier relationships. Lisa holds an ARM, AU, and AINS designations.



ROBERT VITZTUM | *Account Specialist*

Robert began working in the insurance industry with IMA in 2021. Since then, he has grown his industry knowledge and relationships with some of IMA's largest accounts. He has experience in large property schedules as well as manufacturing and warehousing. Robert is well-known for his attention to detail and client focus. Robert is one of the newest members on KAIA's Young Agents of Kansas and is currently studying to earn the associate in risk management designation.



SONJA GUENTHER | *Senior Vice President, Workers' Compensation Specialist*

Sonja is a Senior Vice President with IMA and a Workers' Compensation Specialist, responsible for understanding national trends, researching statutory issues, Workers' Compensation audits/analytics, and producing Workers' Compensation communications for IMA clients that will provide strategic insight towards the management of risk. Sonja joined IMA in 2014 and is celebrating nearly 40 years in the insurance industry and more than 40 years as a Workers' Compensation Specialist. Her past insurance positions include carrier underwriting, marketing, and working as a state administrator's Workers' Compensation analyst. She is a published author, speaks regularly to local and international groups on Workers' Compensation topics and has testified on numerous occasions before legislative and regulatory bodies. Sonja holds a Bachelor of Arts in Criminal Justice and a Master of Science in Psychology/Communication, both from Regis University. She holds the following industry certifications: Associate in Risk Management (ARM), Associate in Loss Control Management (ALCM), Certified Insurance Counselor (CIC), and Certified Risk Manager (CRM) and is a board member of the Colorado Chapter of the Workers' Compensation Coalition.

Sonja was very helpful as we worked through the Workers' Compensation audit in determining how the State of Nevada and the NCCI views tips based on the \$36,000 Nevada payroll cap.



FEDRA BRIGG | *Environmental Senior Account Manager*

Fedra joined IMA in 2022, bringing over 20 years of experience in property and casualty insurance, including ten years specializing in environmental insurance. Her background includes carrier underwriting for major insurance companies and marketing for environmental insurance. Fedra has worked with clients from various industries such as construction, manufacturing, education, and municipalities. She specializes in providing the best comprehensive environmental coverage such as Pollution Legal liability, including Storage tank Pollution Liability, and Environmental liability for contractors including Professional Liability. With a strong ability to identify environmental exposures, Fedra ensures that clients receive appropriate coverage while matching them with leading environmental insurance carriers. Fedra earned a bachelor's degree in Business Administration from Notre Dame University and is an active member of Kansas Association of Insurance Agents.



BROCK LEWARK | *Vice President, Executive Risk Solutions*

Brock joined IMA in May 2021. Based in Kansas City, Brock oversees management liability programs, including directors and officers, employment practices, fiduciary and cyber liability, as well as crime, and kidnap and ransom coverage. His areas of expertise include complex mergers and acquisitions, construction, real estate, and ESOP-owned companies across various industries. Brock formerly led Chubb's financial lines and management liability underwriting for the Kansas City branch. Prior to Chubb, he led the private company management liability team at another large brokerage. He has developed a national reputation based on 24 years of commercial insurance brokerage experience and underwriting expertise.



JIM MILLAR | *Vice President, Cyber Risk Solutions*

Jim joined IMA in 2018. He currently works as an Account Executive managing cyber risk and insurance placements for IMA's clients across the country. Jim is focused on educating his clients on cyber risk and aligning business strategy with cybersecurity best practices. Jim quickly acquired a diverse book of clients in the nonprofit, technology, and professional service industries once he joined the company. He was recognized as the Young Producer of the year for IMA Select in 2020 and distinguished as an IMA Core Values Superstar in 2022 for his successes. Jim received his Bachelor of Science degree in Business Administration and Communications from the University of Nebraska – Lincoln. Outside of IMA, Jim has worked as a competitive youth soccer coach in Nebraska and Colorado. He also enjoys snowboarding, hiking, and the great outdoors.



DAVID RANEY | *Claims Account Executive*

David joined IMA in June of 2020. He has over 19 years of claims experience both on the carrier side as well as the brokerage side. This includes handling large and complex losses across all policy lines. David prides himself on advocating for his clients to drive the claims process to positive outcomes. David specializes in auto liability, workers' compensation, general liability, and property claims, in addition to coverage disputes and policy interpretation. Specific industries of experience are property management, multifamily dwellings, construction, and retail.



JAKE LYON | *Risk Control*

Jake is a 20 plus year veteran in the safety and health industry with a degree in Industrial Safety Management from the University of Central Missouri. Starting as a site safety and health professional working in the construction field, Jake has been involved with safety and health on projects ranging from less than \$1 million to excess of \$1 billion. Jake has branched out in the construction industry working in Project Management/Estimating and Site Management. Working in the insurance industry for 14 years, Jake has been responsible for developing and implementing safety and health programs for construction and related trades nationwide for numerous ENR top 400 contractors. Jake works with his clients to establish value added services to help make his clients successful in reducing their overall risk by utilizing the latest trending data and analytics.





DARREN BEARD | *Risk Control Leader*

Darren joined IMA as the Director of Transportation Risk Control in September 2021. Darren provides a practical approach to managing transportation and logistics risk to his clients. Darren's expertise includes interstate and intrastate DOT regulatory compliance, commercial motor vehicle fleet safety, non-regulated fleet safety, fleet safety technology, injury prevention, safety training, and warehousing and logistics safety and compliance. Darren is responsible for developing client-specific service plans, providing solutions and support to assist clients in reducing losses, managing client specific insurance carrier loss control relationships, provide regulatory compliance guidance, perform safety culture assessments and workshops, developing risk control management practices related to transportation and warehousing, providing safety and compliance training, and providing other related reference material and/or guidance documents as needed. Prior to joining IMA, Darren had ten years of experience in the insurance industry providing transportation risk control consultation to clients in the trucking, maritime, energy, construction, manufacturing, distribution, and financial services industries. Darren's prior 20 years of transportation industry experience started in the US Army transporting fuel and supplies. Following an honorable discharge from the military, he worked for a large nationwide transportation and logistics corporation as a regional safety manager and was ultimately promoted to the role of corporate manager of DOT and OSHA regulatory compliance.



ERIK BAILEY | *Contractual Risk Advisor*

Erik is an attorney licensed in the state of Missouri. Prior to taking the bar, he worked several years as a Petroleum Landman, researching mineral rights and negotiating Oil and Gas leases between producers and mineral/land owners. Erik also spent time as a Transaction Manager, negotiating commercial real estate lease terms for Sprint and T-Mobile. Before joining IMA, Erik set up a solo law practice in Kansas City, MO, representing criminal defendants and families in custody cases. He currently resides in Overland Park, KS.

4. Is your firm privately or publicly held?

IMA IS EMPLOYEE-OWNED

Why Employee Ownership Matters

IMA is one of the fastest growing and largest brokers/consultants in the U.S., and our ownership structure is the cornerstone of our success. Employee ownership is a crucial difference between IMA and other private or public insurance brokers. Our ownership structure has enabled us to maintain a model focused on service and value rather than simply sales.

The following results from our ownership structure are critical for the City of Sedalia to understand:

REINVESTMENT IN OUR COMPANY

IMA has always maintained the belief that reinvesting profits into talent, services or resources will ensure stronger client relationships and help retain clients on a long-term basis. We are not constrained to deliver excessive profits on a quarterly basis to ensure viability. **IMA invests more than two times the national average into value-added services and resources for its clients.** This fact is due to our ownership structure and service philosophy.

ATTRACTING & RETAINING TALENT

Our business is essentially the delivery of intellectual capital, and the competition for attracting and retaining talented individuals is fierce. Offering employees ownership is a key advantage in this competition and is a major selling point for employment at IMA. From your perspective, each IMA employee that works with you will have a vested interest in working with you, and we believe this translates into better service. **Our culture naturally attracts talented people who are enabled to be innovators.**

PERPETUATION PLANNING

The founders of IMA had the foresight and vision to create this ownership structure as a plan for continuation that avoids becoming a public company or being sold to another broker. When either of these scenarios occurs, it usually causes the sellers to reduce staff or services in order to improve profitability for the impending sale. These changes impact all clients.

IMA's ownership structure has allowed us to perpetuate internally through an organic system without making structural changes. It has enabled us to remain independent and continue to reinvest in staff and resources for our clients as opposed to potentially selling and causing major service disruption to our clients.

OWNERSHIP CULTURE

Ultimately, owners think differently about the services and products they deliver to clients. As an employee-owned organization, IMA associates have a personal stake in maintaining successful partnerships with our clients. **This fosters a positive culture that our clients feel through superior service.**

The IMA Board of Directors embraces our ownership philosophy, and in 2024 voted to create a plan where every associate receives a stock grant upon joining IMA.

This is a significant investment in our team and allows every associate at our company to be a shareholder. The plan also enables new partners to receive stock grants so 100% of IMA associates are shareholders. This investment represents our deep appreciation for what our employees contribute day in and day out to IMA and reinforces how we can all work together as owners to become one IMA.

5. Describe the professional liability coverage carried by your organization and provide certificate(s) of insurance where applicable.

Financial protection of our firm is a critical concern that we take very seriously. As such, we maintain all proper insurance coverages and limits that provide us with security and peace of mind. We carry in excess of \$5 million in Professional Liability/Errors & Omissions coverage with an A+ rated insurer.

ACORD®		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 9/6/2024		
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</p> <p>IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).</p>						
PRODUCER IMA, Inc. - Wichita Division PO Box 2992 Wichita KS 67201-2992			CONTACT NAME: IMA Wichita Team PHONE (A/C, No, Ext): 316-267-9221 FAX (A/C, No): E-MAIL ADDRESS: sandra.middleton@imacorp.com			
INSURED IMA Financial Group, Inc.; IMA, Inc.; IMA, Inc. dba IMA Insurance Services 430 E. Douglas Street, Suite 400 Wichita KS 67202			INSURER(S) AFFORDING COVERAGE INSURER A: Allied World Insurance Company NAIC # 22730 INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:			
COVERAGES CERTIFICATE NUMBER: 246531697 REVISION NUMBER:						
<p>THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.</p>						
INSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURED	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMPIOP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OED <input type="checkbox"/> RETENTIONS					EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y <input type="checkbox"/> N / A				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Errors & Omissions		03088684	9/1/2024	3/1/2026	Per Claim \$5,000,000 Aggregate \$5,000,000 SIR Per Claim \$500,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) RE: RFP.						
CERTIFICATE HOLDER City of Sedalia 200 S. Osage Ave. Sedalia MO 65301				CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Brenda Vincent		

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6. Provide a list of references with at least 5 clients, their addresses, phone numbers and contact persons with estimated employee size, time period served, and type of insurance brokered.

SEDGWICK COUNTY, KANSAS

2,800 Employees | 5+ Years
Property & Casualty Services

Elizabeth Wingo | 316.660.9682

100 N. Broadway, Suite 610
Wichita, KS 67202

CITY OF DERBY, KANSAS

281 Employees | New Partnership (10/01/24)
Property & Casualty Services

Megan Sneller | 316.788.1519 ext. 1261

611 Mulberry Road, Suite 300
Derby, KS 67037

THE STATE OF KANSAS

10,000+ Employees | 5+ Years
Property & Casualty Services

Lily Lundy | 785.296.0002

900 SW Jackson, Suite 451 S
Topeka, KS 66612-1216

CITY OF MAIZE, KANSAS

55 Employees | 5+ Years
Property & Casualty Services

Nick Gregory | 316.722.7561

10100 Grady Ave.
Maize, KS 67101

USD 259

6,700+ Employees | 3+ Years
Property & Casualty Services

Sean Hudspeth | 316.973.4610

903 S. Edgemoor, Room 102
Wichita, KS 67218



7. How does your organization make sure that any Insurance Company, Fund, Trust or other alternative option is adequately capitalized to pay claims and protect the City and its Tax Payers from the additional risk of assessment or expenses beyond premiums paid?

Every effort will be made by IMA to place the City of Sedalia's insurance coverage with companies that have displayed evidence of being in solid financial condition and size as determined by recognized rating agencies such as A.M. Best.

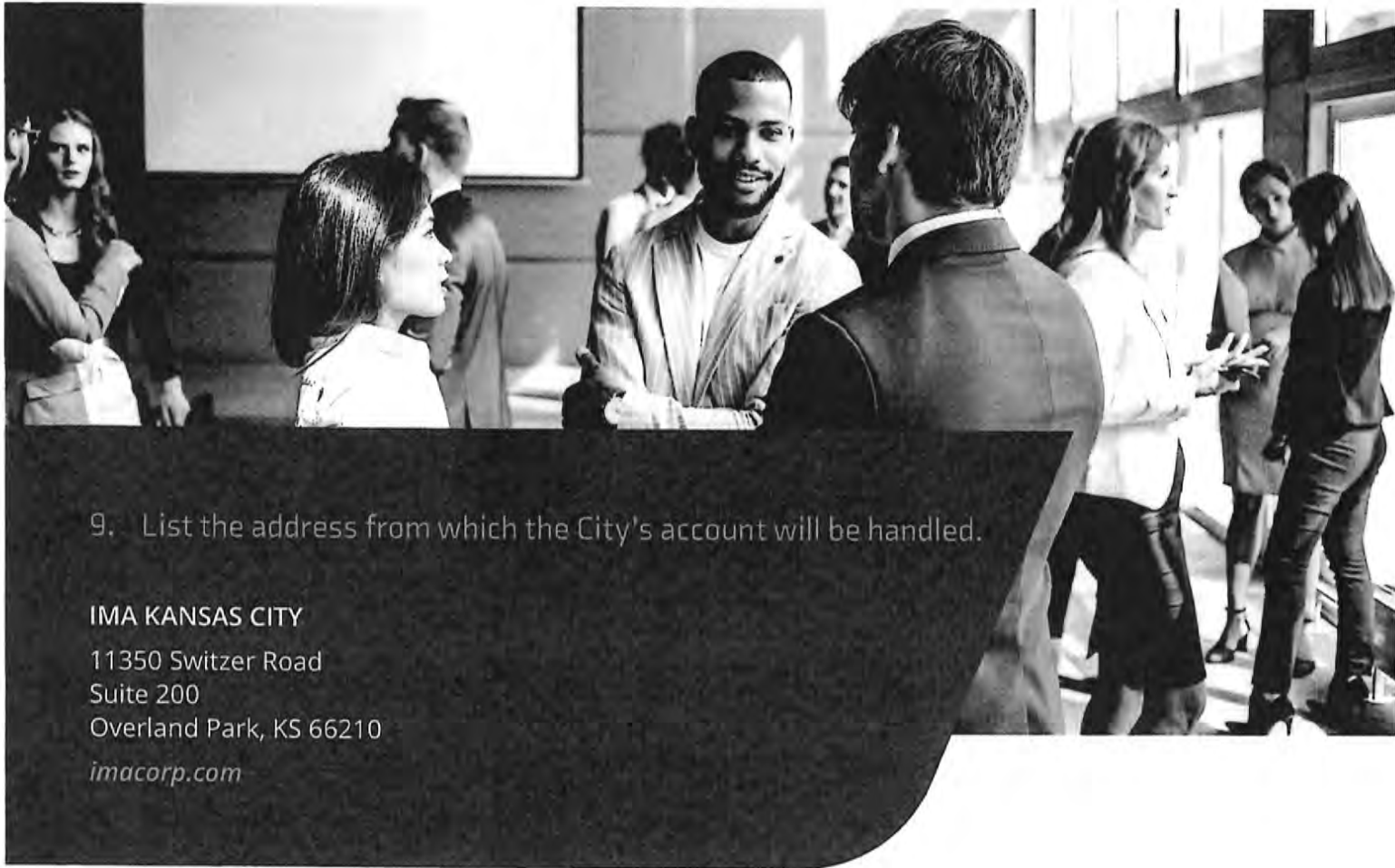
IMA consistently evaluates our insurance carriers and service providers with strict adherence to an internal due diligence and ongoing annual compliance process. IMA's process of compliance ensures our clients are only offered quality and reputable companies and is a critical part to our internal audit procedures. For an insurance carrier or service provider to be approved for placement on behalf of an IMA client, each company/insurer must meet or exceed the standards set forth in the categories listed below.

- + Top tier financial strength rating requirement (e.g., A "excellent" or "superior" with major rating agencies).
- + Market reputation: We seek established companies with a noted history of solvency, success, and service.
- + Appropriate state licensure.
- + Leadership relationship with IMA.
- + Appropriate and adequate Errors & Omission insurance.
- + Review of current, existing, or future litigation.

8. Are there any judgments, claims or suits pending or outstanding against you? If yes, submit details.

There are no ongoing judgments, claims, or suits against IMA or any of our affiliates.





9. List the address from which the City's account will be handled.

IMA KANSAS CITY

11350 Switzer Road
Suite 200
Overland Park, KS 66210
imacorp.com

10. What other resources or value adds does your firm offer?

OUR VALUE STATEMENT

Be a trusted, strategic business partner that provides innovative solutions to complex problems with the goal of helping clients, both internal and external, to manage their overall total cost of risk.

IMA's Risk Control Department is comprised of more than 30 experienced safety and health professionals nationwide with expertise in a variety of industries. Our team's background includes professional environmental and safety consultation that would be available to the City of Sedalia. This includes program development, risk management, fire prevention, driving and fleet safety, catastrophe risk solutions, and expertise through many industry verticals. Our Risk Control group operates off of a team approach to ensure we are providing the best possible services to IMA clients.

We take pride in developing unique and customized solutions for our clients. Our familiarity with cities and municipalities has allowed IMA to spend the time needed to understand the City of Sedalia's business operations while allowing our team to develop relationships with middle and upper management within. Our goal is to become a trusted advisor and partner in your loss prevention program.

We work with our clients to develop a customized service plan to align with your culture, goals, and objectives while also maximizing value-added services available from our insurance carrier partners. We aim to improve your program through strategic engagement and becoming an integral member of your team. In addition to our industry specific consultants, IMA's Risk Control Department has dedicated professionals focused on data analysis, strategic employee engagement, and safety management systems.

- + Industry leading expertise in multiple verticals and specialties.
- + Loss analytics intended to identify pain points and drive down your total cost of risk.
- + Day-to-day risk consultation.
- + Catastrophic risk solutions and response.
- + Leverage of technology for data driven results.
- + Safety culture and employee perception development.
- + Pollution mitigation strategies and spill response management.
- + Engineering evaluation.

+ + + + + + + +

WE WORK WITH OUR
CLIENTS TO DEVELOP A
CUSTOMIZED SERVICE
PLAN THAT ALIGNS WITH
YOUR CULTURE, GOALS,
AND OBJECTIVES



COVERAGE-SPECIFIC SERVICES

Property Services

We offer in-house property engineering expertise to assist in complex property coverage challenges. This includes engineering evaluations, risk solution consultation, property walkthroughs and recommendations, acquisition/greenfield experience, plan review, as well as environmental due diligence expertise, and site investigation and remediation advisory services. Engaging IMA Risk Control's property expertise allows our clients to address questions or concerns that previously may have gone unanswered.

Workers' Compensation Expertise

Our consultants aim to assist in managing your Workers' Compensation program through assessment tools and strategies that provide further insight into your operations. This allows us to identify and advise on hazard mitigation techniques, provide insight on best hiring practices, ensure reporting and investigation programs are effective, and work with you to develop a strategic plan to move forward.

Fleet Expertise

IMA Fleet Risk Control partners with our clients to understand their unique fleet exposures and provide practical solutions to mitigate their risks. We consult with our clients on policies and procedures, driver qualification standards, DOT regulatory compliance, general fleet safety, vehicle telematics/camera implementation, and driver specific safe working methods. Whether owned, non-owned, DOT regulated, or third-party transportation exposures, we have the expertise to address our client's needs.

General Liability Assistance

We understand that general liability exposures and issues can often be the most complicated and stressful claims. Our consultants' goal is to assist you in identifying risk areas on your premises, gaps in employee training, and review of claims history to better avoid general liability risk altogether. We work alongside your team to achieve lowered probability of losses.



THE CITY OF SEDALIA & INSURANCE CARRIER ADVOCACY

IMA Risk Control aims to work with the carrier on the client's behalf to ensure recommendations and unnecessary site visits are limited, whether in-person, over the phone, or virtual. Our goal is to ensure your time is well spent and your efforts are meaningful.

Using client loss data, IMA Risk Control will perform an analysis of losses and develop a service plan to specifically address concerns. The data provided must contain specific fields, time frames, and data sets for insight across all lines of coverage. When ready, your IMA team will work with you to ensure we have the data we need to provide you with valuable loss observations.

IMA RISK MANAGEMENT CENTER

The Risk Management Center is a unique web-based software suite of safety and risk management tools designed to empower your organization's risk prevention efforts. It is easy to access and use and provides a risk reduction and safety center for your entire organization across all departments and locations. As a client of IMA, the Risk Management Center and online tools described below are available to the City of Sedalia free of charge.

The Risk Management Center is right for any organization that wants to proactively manage their risk exposures and develop effective workplace safety programs to reduce claims, losses, and associated costs.

The Risk Management Center enables employers to mitigate Property, Casualty, and Workers' Compensation Risk with numerous online tools including:

- + **Incident Track™** – Record workplace incidents, RCAs, claims, and review loss trend.
- + **Audit Track™** – Create and assign audits to identify issues (e.g., personnel, processes, property related).
- + **Training Track™** – Access and automate training with a best-practices safety library to manage employee training efficiently and effectively.
- + **BBS Track™** – Create, manage, and track standard job hazard analysis forms for job functions.
- + **COI Track™** – Manage your Certificates of Insurance in one place and keep track of renewals.
- + **Job Description Track™** – Create and manage job descriptions and responsibilities. Additionally, the Risk Management Center provides your team with extensive libraries of useful reference, templates, and presentations.
- + **Online Training Library** – Multitude of bilingual PowerPoints, safety videos, policies, procedures, training shorts, quizzes, reference materials, and customer generated content.
- + **Online HR & Benefits Database** – Resources and handbooks for all 50 states.
- + **Create job descriptions and modified duty programs.**

CUSTOMIZED TRAINING OFFERINGS

IMA Risk Control takes pride in offering a variety of valuable training courses to our clients each year. Whether through the IMA Risk Control Training Academy or personalized on-site or virtual trainings, our industry experts provide engaging workshops and classes with beneficial takeaways for your employees. We understand various levels of instruction may be necessary for supervisory or manager level attendees, which is why we aim to create courses targeting specific attendees and topics.

Refer to the *Property and Casualty Section* starting on page 29.

CONTRACT REVIEW

IMA is one of the few brokers in the country to employ in-house attorneys who function solely as contract administrators in assisting our clients with their contract needs. IMA believes this service is best suited in-house due to our understanding of our client's risk tolerance, risk philosophy, insurance coverages, claim trends, and generally accepted practices. By concentrating this service in-house, we are able to see emerging trends in real estate contracts as well as claims and apply those insights towards our review. This approach ensures we are aligned with the latest trends and the City of Sedalia's risk management philosophy.

IMA's Contract Review Team lends their legal expertise to assist the City of Sedalia with contract reviews, advising on contract language recommendations in line with the City of Sedalia's risk management philosophy as well as accepted practices rooted in the real world. The Contract Review Team consists of 15 individuals with diverse insurance and legal backgrounds. The services provided are designed to assist the City of Sedalia with contractual risk transfer mechanisms as they relate to insurance and risk management.

The Contract Review Team can provide contractual risk review for the following types of documents:

 MASTER SERVICES AGREEMENTS	 LEASE AGREEMENTS
 SUPPLY AND DELIVERY CONTRACTS	 RENTAL AGREEMENTS
 SUBCONTRACTOR AGREEMENTS	 RELEASE OF LIABILITY WAIVERS
 FRANCHISE AGREEMENTS	 MERGER & ACQUISITION CONTRACTS OR DOCUMENTS

Our Contract Review Team will assist the City of Sedalia in designing and instituting a plan for assuring that the City of Sedalia's tenants, vendors, and management services providers comply with the contractually required risk transfer components stated within the contract. Our team will review both your insurance policies and the indemnification portions of your agreements to ensure the contract language aligns with your policies, as well as your risk management philosophy. Once the review is completed, the IMA Contract Review Team will work with your risk management department, legal department, and other staff involved with due diligence and tracking customer and vendor compliance issues. Our goal is to ensure the contract language aligns with your policies and best protects the City of Sedalia by appropriately transferring risk onto your tenants, vendors, and customers.

MOD MASTER

Mod Master is helpful analytics tool that can create multiple reports that can provide information to help the City of Sedalia track additional data points for their claims. As an example, one such report would be a claim to mod impact (showing them the amount of points each claim contributes to their mod), or a mod snapshot which includes bar graphs about their expected versus actual losses.

When the City of Sedalia has a large claim that will be coming off of their reporting history or a claim that they expect to increase significantly, IMA can load their current mod worksheet into Mod Master to see how these changes may affect the following year's mod. This report can result in an indication on predicted rates. This would be an estimate as rates change each year. IMA can also make other revisions such as removing claims that a deductible would have eliminated in net reporting states so they can see how much it would have lowered their mod, if they had carried a deductible. If a claim is going to settle, IMA can also look at what the effect is on the mood for a claim if they lose in court and it hits the state per claim accident limitation (large claims are capped at maximum amounts, varying by state).

For the City of Sedalia, IMA offers an annual Mod Analysis Report that provides the client details on why their mod went up or down. It includes comparisons on payrolls, claims, expected loss rates, split points, and more. We also audit the mod worksheet to verify payrolls reported match the final audits and that the claims included are theirs.

IMA can also generate reports that look at the City of Sedalia's losses by cause of injury, by department, by location, etc.

Through the Mod Master program, there are approximately 40+ reports that can be created for the City of Sedalia.



11. Outline services that would be implemented in a Long-Term Plan if selected as the broker of record. Provide specific examples, and any extra costs associated with such services.

CORE INSURANCE CONSULTING & BROKERING SERVICES

INSURANCE & RISK MANAGEMENT BROKERING/ CONSULTING SERVICES	UNDERWRITING ASSESSMENT SERVICES	RISK CONTROL SERVICES
<ul style="list-style-type: none"> + Risk Management Objective Setting + Core Brokering & Consulting + Carrier/Partner Marketing + Cost Reduction Strategies + Customer Service Plan + Bi-Annual Program Review 	<ul style="list-style-type: none"> + Pre-Underwriting + Exposure Reviews + Coverage Analysis + Cost & Limit Benchmarking + Deductible Studies + Carrier Evaluations + E-Mod Projections + Audit Reviews 	<ul style="list-style-type: none"> + Safety Program Development + Accountability Systems + Customized Training + Loss Trending & Analysis + Crisis Management + Fleet Management + Online Training + Communications
CLAIMS MANAGEMENT SERVICES	CONTRACT ADMINISTRATION SERVICES	EDUCATION, COMMUNICATIONS, & TECHNOLOGY TOOLS
<ul style="list-style-type: none"> + Claims Advocacy Services + Ongoing Claims Management + Quarterly Claims Reviews + Counsel & Settlement Negotiations 	<ul style="list-style-type: none"> + Review Sub-Agency or Sub-Contractor Agreements + Evaluate Insurance Requirements + Developing Sub-contractor Requirement Forms 	<ul style="list-style-type: none"> + Custom Online Employee and HR Portals + Employee Briefs + Online Safety Training + CSR24 System + Employee Booklets + IMA University + Webinars

IMA SERVICE DEPARTMENTS, SPECIALTY UNITS & RESOURCES

IMA will begin the relationship with the City of Sedalia by bringing the IMA team and conducting a 'Kickoff Meeting' whereby IMA will set expectations for both parties and draft the Client Service Plan. IMA's Client Service Plan is a list of action items that are expected to be completed by the IMA team on behalf of the City of Sedalia. This includes claims reviews, risk control meetings, experience MOD projections, payroll reports/audit projections, etc. This report is fully customizable by the City of Sedalia and something IMA drafts every year.

1

Property site visits, employee safety training, OSHA on-location walk throughs, safety program reviews, DOT fleet safety reviews, and helping review and implement current loss prevention measures and emergency response programs.

2

IMA will score the City of Sedalia's current risk management program against industry best practices. Eliminating concerns if there are any areas of improvement needed in the City of Sedalia's risk management programs.

3

Working closely with IMA's claims team, IMA Risk Control Advocates will use the insights learned from the predictive analytics to work with the City of Sedalia to develop customized ways to address micro-exposures that pose the potential for significant losses. For example, if the predictive analytics provides insight that a certain type of claim, that occurs in a certain state, with individuals of certain characteristics, at certain times, under certain project managers generates a serious claim; then added and creative focus can be brought to bear on that micro-risk exposure to help prevent the frequency of that situation.





Property & Casualty Insurance

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+ + + + + + + + + +
+ + + + + + + + + +

1. Provide an overview of your approach to strategic planning.

IMA is committed to understanding the City of Sedalia's goals and needs and we will use this information to present strategic thoughts and ideas that you may not have explored. Our strategic planning dialog is vital to our partnership and for driving long-term results. We couple our strategic planning with ensuring that we tactically execute on your program, and also confirming that no transactional items fall through the cracks.



We seek to execute strategically, tactically, and transactionally:

TRANSACTIONAL

IMA is constantly and diligently scanning the environment and mining data to deliver solutions to clients before clients even know they have a problem.

SERVICES INCLUDE:

- + Understand unique insurance marketplace to uncover industry-leading risk solutions
- + Strong national network of risk management and insurance carrier relationships
- + Constantly monitoring changing regulatory requirements for every step of the supply and distribution chain
- + In-depth analysis to help determine optimal risk retention
- + Strong relationships with carriers and underwriters to obtain best possible rates and broadest coverage terms
- + Leverage deep, historical data analytics to forecast positive and negative trends to take action, instead of reacting

TACTICAL

IMA works with clients when they need help with specific situations. IMA is there to intervene and help advocate for the best possible outcomes.

SERVICES INCLUDE:

- + Partnership with strategic carriers to find the broadest terms and conditions
- + Establishment of Plan B and C carrier options
- + Expert and strategic claims advocacy for all lines of coverage
- + Expert attorney-based contract review
- + Alignment of cyber executive, environmental, and other risk management programs with company's risk exposures
- + Location-based safety training and accountability tools

STRATEGIC

IMA supports the execution of transactions in a "need it yesterday" time frame. These are necessary to the flow of business in which accuracy and speed are essential.

SERVICES INCLUDE:

- + Certificate management
- + Contract review
- + Online policy and safety resource repository.
- + Continuous and immediate same-day service response
- + Claims management
- + Quarterly in-person business updates and accountability discussions
- + Customized financial entity or location allocations
- + Experience modification review

2. What technology resources or knowledge does your company offer clients to streamline or improve their administration? Is there an additional cost?

As one of the most tech-forward brokers in the industry, technology is integral to IMA's identity. In our mission to become "the Broker of the Future," IMA has dedicated innovation teams working throughout the enterprise to deliver the best technology experience to our clients and associates available. We deploy the most modern technology stack in the industry to allow our clients to be more efficient and in better control of your insurance and risk management programs. With over 120 systems and applications deployed, our technology investment is twice the national average compared to other brokers. From day one, IMA clients are able to customize their technology journey with us to create the experience they want — not simply the one offered. From digitalized submissions and renewals to ERM platforms to fully connected digital claims and accident reporting-IMA is unique in our ability to bring a myriad of technology platforms to our clients to better serve them.

Some highlights of various platforms clients may incorporate into their service plan include, but are not limited to:

- + Indio – We eliminate PDFs to be completed at renewal. Our renewal platform, Indio, allows clients to update their information digitally – dramatically reducing repetitive application completion and potentially costly-errors.
- + TrustLayer – For clients with large certificates of insurance schedules, we deliver an online compliance platform to help our clients gain oversight on their clients, vendors, and partners.
- + Highwing – IMA's proprietary market submission platform enables clients to receive the maximum number of options and increase carrier interest, which results in a more competitive program for our clients.
- + Aclaimant – A digitized incident reporting platform that brings accident reporting and claims management into one platform.
- + Power BI – We utilize a customized version of Microsoft Power BI to help unlock our data and allow us to make smarter recommendations for clients in the areas of coverage design, carrier recommendations, and claims experience.
- + CSR24 – Our client self-service portal enables clients quick access to their policy data, service requests and key contacts.
- + e-Certs – This online resource allows schools to generate their own certificates of insurance as needed, particularly valuable for those off-hour emergency requests.

indio™

TrustLayer

highwing

@claimant®

Power BI

CSR24

e-Certs

IMA not only invests in the latest technology for our clients and associates, we also have an innovation team that has successfully spun-out entire companies that originated from IMA in-house technology. Highwing is an example of this. Now a successful Insurtech in its own right, Highwing was born in IMA Labs and helps our team (and now other brokers) make smarter insurance submissions to the marketplace. IMA is also an active participant in the technology ecosystem. As owner-members of BrokerTech Ventures, IMA helps emerging insurance technology startups build solutions and products that benefit brokers and their clients. Through its accelerator program and VC fund, BrokerTech Ventures is moving the entire industry forward and IMA is a proud supporting partner of these efforts.



3. What resources or tools do you offer your clients to benchmark or compare their plans' performance or costs with other organizations of their size and in their geographical area?

IMA uses a variety of resources to provide our clients with live market updates and benchmarking data to better understand the overall trends in the marketplace and judge the renewal each year. A main source of information is from the quarterly reports provided by CIAB, the Council for Insurance Agents and Brokers. They compile renewal data each quarter from brokers around the U.S. and summary the results for that quarter. This helps show the trends in the marketplace while also allow you the opportunity to judge your renewal overall versus many others.

Below is a summary from their latest report:

2024-2025 INSURANCE MARKET UPDATE (CIAB)

Insurance Market Overview (SOURCE: CIAB Q2 2024 data):

WORKERS' COMPENSATION	Q2 2024 average rate increase of -2.2%. Frequency of claims are lower based on better safety but somewhat offset by an inflationary increase in the medical cost of claims.
PROPERTY	Q2 2024 average rate increase of 8.9%. Double digit increases are slowing down from +17% six months ago. Inflation effecting building material and costs, higher reinsurance costs from natural disasters, high claim frequency and severity are among the leading causes. Carriers sometimes are requiring both higher building value limits along with higher rates.
AUTOMOBILE	Q2 2024 average rate increase of 9.0%. The two primary factors are vehicle repair costs and nuclear verdicts. Additional items pushing costs up are more vehicles on the road, distracted driving, and higher medical cost on injuries. The type of vehicle and fleet size continue to be a concern and qualifier for carriers.
GENERAL LIABILITY	Q2 2024 average rate increase of 5.1%. While the frequency of claims is steady; it is the cost of litigation that is driving a higher severity or cost of a claim when they occur.
UMBRELLA	Q2 2024 average rate increase of 7.2%. Carriers are reducing capacity for example lowering the primary limit available to be offered from \$20M to \$10M. Clients with larger auto fleets or perceived high-risk products are especially difficult to place. Similar to the reasons on automobile, the increase is caused by litigation cost increases and 'nuclear' verdicts.
CYBER LIABILITY	Q2 2024 average rate increase of -1.7%. Large rate increases in 2021 and 2022 have slowed down and Q2 2024 is the first quarter with a rate decrease in many years. The change is based on improved risk management strategies and added competition among carriers. Ransomware, phishing, and social engineering attacks are still the primary causes of loss.

In addition to CIAB, IMA is constantly meeting with carriers in the marketplace to understand their trends and appetite. This can also be achieved through industry publications, which can be offered by business publications, carriers, and wholesalers alike.

Similar to many of the other themes in our proposal, we achieve information sharing through consistent and clear communication patterns tailored to our clients desire and need.

4. Please explain the process and timeline that you recommend for new clients.

We will be ready to engage as your insurance and risk management partner and implement the transition timeline as soon as your evaluation is complete. We can begin our work immediately upon your direction and implementing our transition plan is not tied to the date of contract.



TRANSITION

The transition phase is an important time when we begin to understand the unique needs and culture of the City of Sedalia, analyze past and current programs and initiatives, set goals, and implement an action plan for ongoing service.



BROKER OF RECORD LETTER EXECUTION

Once the Broker of Record letter has been executed and provided to IMA, we will immediately submit it to your insurance carriers. There is typically a waiting period of 5-10 days, depending on carrier and placement, before our appointment as your broker is official. However, we do not rest during this period.



ONBOARDING/DISCOVERY MEETINGS

We would schedule several onboard/discovery meetings to allow your team and the IMA team to build relationships, understanding the City of Sedalia's financial risk tolerance, and review existing insurance programs.

During the meetings, we learn about your risk management and insurance objectives, claims needs, overall risk management goals, and timelines while keeping these three goals in mind:

- + Get to know each other – preferred work style, preferred communication path, who we are as individuals, roles, and responsibilities.
- + Learn about your organization – state of the union, risk philosophy, and any other initiatives.
- + Identify issues – what's working, what needs to change, carrier performance, and training opportunities/needs.

The goal of the onboarding meeting is to understand your program administration needs and how we can support the City of Sedalia in the areas of contract review, policy delivery, certificates of insurance, auto insurance cards, invoices, and other key administrative areas. By the end of the meeting, we will have a clear direction for the next steps and will draft an annual service plan that outlines our service commitments to the City of Sedalia for our brokerage services, including claims, risk control and data analytics. This plan will identify upcoming deadlines and deliverables, responsible parties, and expected completion dates.

PROGRAM ASSESSMENT MEETING

Combining our policy review efforts with the information we learn at the discovery meeting will help us assess your current insurance program and determine the key areas for improvements. Our findings are presented at the Program Assessment Meeting and will further guide our service to the City of Sedalia.

Within 30 days of receiving policies, IMA will provide an official review of all improvements necessary and suggestions appropriate to make improvements to the program.

Some improvements will occur instantly, while others will need to be sought through the next renewal and marketing of the program.

Outside of our regularly scheduled engagement to keep up with communication, an example timeline of a renewal process for your renewal is below. This will help you visualize how we will utilize both the renewal process to stay in touch with your team but weave this process into our overall communication process throughout the entire year.

ACTION	DUE DATE	RESPONSIBLE PARTY
1. RENEWAL PLANNING 9/1/2025 RENEWAL		
Create business review agenda	5/4/2025	IMA
Update/create exposure workbook	5/4/2025	IMA
Request/gather renewal applications	5/4/2025	IMA
Schedule all client-facing meetings	5/14/2025	IMA
Pre-renewal request delivered to client	5/24/2025	IMA
Internal review meeting (IMA Only)	5/24/2025	IMA
Business review and risk assessment meeting	6/3/2025	The City & IMA
Client to deliver pre-renewal information (exposures)	6/23/2025	The City & IMA
2. QUOTE SOLICITATION		
Submission to markets	6/28/2025	IMA
Respond to outstanding carrier questions	Ongoing during quoting process	IMA
Receive and review quotes	7/23/2025	IMA
Finalize carrier negotiations	8/2/2025	IMA

ACTION	DUE DATE	RESPONSIBLE PARTY
3. CARRIER/PROGRAM SELECTION		
Present proposal	8/12/2025	The City & IMA
4. BINDING		
Bind coverage	8/27/2025	IMA
Issuing certificates, auto ID cards, and invoices	8/29/2025	IMA
5. FOLLOW-UP		
Summary of coverage bound	8/31/2025	IMA
Update/create policy digest	10/1/2025	IMA
Issued policies, endorsements	10/1/2025	IMA
Discuss client service needs (365-day process)	Ongoing, as needed	The City & IMA
6. FOLLOW-UP		
Quote additional coverage as needed	30-day turnaround time preferred	The City & IMA
Contract review	As needed	The City & IMA
Certificate & auto ID card issuance	As needed	The City & IMA
Loss control services	As requested by client	The City & IMA
Claim reviews	As desired	The City & IMA



5. Describe your organization's experience working with governmental entities.

GOVERNMENT ENTITY EXPERIENCE

Becoming familiar with the operations and risks of the City of Sedalia is critical to the structuring of insurance coverage, consulting on retained risks and offering services that will enhance the City of Sedalia's risk management program. We understand that all public entities are unique, and we analyze and work to understand each one. To do this, IMA would propose a complete "risk review." This would include meeting with the risk management staff to fully understand your current program, areas of concern with that program, constraints to amending the program and potential changes based on our discussions and risks identified. In addition, we would utilize our account management, risk control, and specialty practices personnel where needed, in conjunction with the City of Sedalia staff, to meet with various departments to assess exposure and needs.

Over the years, IMA has established itself as a trusted partner for municipalities across the country, offering tailored insurance and risk management solutions. Our dedication to excellence and a client centric approach have been at the core of our success in serving municipalities.

Our track record of excellence in this sector can be summarized as follows:

- + **Specialized Expertise** – We have a dedicated team of experienced professionals who specialize in serving municipalities. Their deep understanding of the unique challenges and regulatory requirements in this industry allows us to develop customized insurance and risk management strategies that are both effective and compliant.
- + **Risk Assessment and Mitigation** – Our approach begins with a comprehensive assessment of a municipality's risk profile. We work closely with our clients to identify potential exposures and design strategies to mitigate these risks, ensuring that the municipality is adequately protected.
- + **Tailored Solutions** – We understand that each municipality has distinct needs and priorities. Our team collaborates closely with our clients to create tailored insurance programs that address their specific concerns, whether it be property, liability, Workers' Compensation, or other coverage areas.
- + **Claims Management** – In the event of a claim, our claims management team is ready to provide swift and efficient support.
- + **Client Satisfaction** – Our commitment to client satisfaction is unwavering. We continually seek feedback and adjust our services to better meet the evolving needs of municipalities.
- + **Long-Term Partnerships** – We don't just aim to be a vendor; we strive to be a trusted partner for our municipal clients. Our long-term relationships are a testament to our dedication to their success.

We believe that our comprehensive approach to risk management, commitment to client success, and specialized knowledge make us an ideal partner for municipalities seeking to protect their interests and their communities.

6. What steps do you take to ensure your clients are up-to-date on current laws and legislation that may impact their plans or administration? Are there additional expenses or costs for your compliance services or assistance?

IMA maintains memberships in both local and national chapters of industry associations keeping us apprised of state and federal updates. To meet regulatory and legislative demands, IMA provides a full suite of compliance advisory services, including performing compliance reviews with each client and providing general and targeted communications, educational bulletins, webinar sessions, and analytics tools. **KC Rippstein** is also available for ongoing one-on-one conference calls or meetings with our clients on an as-needed basis, coordinated by your service team.

7. Describe the service team the City would rely on.

Refer to the response to the *question three* on *page 33*.

8. Does your firm sponsor seminars, webinars, or other venues to communicate trends and compliance issues? If so, are these conducted in an interactive format? Are these government specific? Please indicate any costs associated with these programs.

IMA is a partner with numerous national networks and associations as well as subscribers to various resources. Through these partnerships and resources, IMA has access to a broad array of information that can provide the City of Sedalia with a strong national and local perspective on legislative and regulatory issues.

In addition to IMA's owned offices, IMA is a partner in Intersure, Assurex Global, and the WBN. These organizations combined create one of the world's largest privately held risk management, commercial insurance, and employee benefits brokerage consulting groups, employing more than 20,000 insurance professionals on six continents. The independent insurance brokers who constitute these organizations place annual premiums in excess of \$25 billion annually. Through these partnerships we are able to keep abreast of local, national, and international trends and changes related to all aspect of the industry.





SEEING AROUND CORNERS

As trained risk professionals, IMA has a strong understanding of the insurance landscape. IMA has created an internal infrastructure to constantly scan the environment to identify emerging trends that could affect clients, negatively or positively.

IMA assimilates this information, screens it, and relates it back to our clients in a number of ways:

- + The "Risk in Focus" report highlights emerging physical industry risks that can severely disrupt business operations. The report offers insights into how businesses can effectively prevent, prepare, and manage the disruption from these risks with the latest advice from supply chain and loss control experts.
- + The "Markets in Focus" report scans the current insurance market to provide commentary on general insurance market trends as well as industry-specific insurance trends to help clients prepare and plan for their insurance renewals.
- + IMA provides quarterly updates specific to D&O/Executive Liability, as well as publications (whitepapers) on emerging issues impacting the D&O industry. The updates address marketplace trends and cases of interest that impact coverage implications. The whitepapers address a variety of issues. For example, IMA recently published a detailed report on the new SEC cybersecurity disclosure rules, a copy of which can be shared with the City of Sedalia.

Sleep better at night,
knowing who manages
your risk.

IMA created the following tools in response to clients' requests.

The infrastructure includes:

- + Client Interactions
- + Industry Observations
- + Insurance Carriers
- + Court cases
- + Potential legislation
- + Economic conditions
- + Accountants
- + Outside Consultants
- + Industry Associations
- + Economists
- + Claims Professionals



MARKETS IN FOCUS

A publication that provides commentary and in-depth analyses on general insurance market trends as well as industry-specific insurance trends.



RISK IN FOCUS

A publication that discusses important emerging industry-specific risks that could adversely impact clients and their risk management programs.



INSURANCE INSIGHTS

Carefully curated, industry news articles that are relevant to our clients' risk management programs.



9. Describe your capabilities in ongoing plan performance monitoring, plan performance forecasting, claims experience analysis, benchmarking, and reporting.

IMA conducts an annual business review meeting with all of our clients to address the items above. As mentioned before, we want to help the City of Sedalia “see around corners.” Our goal is to arm your team with as much information as possible, as timely as possible, to avoid surprises and unwanted results.

PLAN PERFORMANCE MONITORING & FORECASTING

On a monthly basis, IMA will prepare and provide custom designed reports to the City of Sedalia's criteria that illustrate monthly and annual claim and expense data. On a periodic basis, IMA will prepare claim analysis using our data warehousing program against comparative benchmarks. Outside of monthly reporting, IMA will continuously monitor significant trends and their impact on overall program performance.

Claim and forecast reporting provided by IMA includes, but is not limited to, these key financial areas:

- + Large Claim Tracking
- + Budget Projections
- + Renewal Reports

CLAIMS EXPERIENCE ANALYSIS

IMA's Claims Management services play a key role in any organization's risk management program. We believe in claims advocacy and management, not simply claims monitoring. Our experienced, persistent, and energized claims advocacy team works with all elements of a loss, whether it is Workers' Compensation, general liability, property, or financial services. The purpose of us as advocates is to effect positive change in the management of claims at the TPA and carrier level on behalf of our clients.

Your claims advocate would represent your interests, while communicating between all parties, assuring that the necessary information flows effectively and is timely. One of the first initiatives would be to perform an open claims analysis and engage in helping you close out the respective claims as efficiently as possible.

In developing your service plan, the following claims management capabilities of IMA will be combined with your existing techniques to provide the best possible claims management program:

- + Review of your claim process
- + Policy interpretation and coverage analysis
- + Administrative oversight of prior and current policy year claims as necessary
- + Coordinate and conduct in-service claim reviews with carriers on open claims
- + Serve as your claims advocate

BENCHMARKING

IMA has a full array of analytical services available for our clients, both from in-house capabilities within our dedicated Risk Management Department.

While IMA's team strives to be strategic in our approach as it relates to our meetings with our clients, we cannot overstate our accessibility when our clients need our team members. At a minimum, we are connecting quarterly with our clients to understand their strategic goals, new challenges, as well as to understand any additional servicing needs. As a new client of IMA, we anticipate working more closely with the City of Sedalia on a frequent basis regarding strategy and goal setting.

IMA will conduct the following quarterly and semi-annual planning meetings, but not limited to:

- + Initial Strategy/Risk Management Planning Meeting
- + Implementation Meeting
- + Quarterly Performance/Stewardship Reporting Meeting
- + Quarterly Claims Review Meetings
- + Pre-Renewal/Carrier Performance
- + IMA Report Card
- + Renewal
- + Post Renewal
- + Carrier Performance
- + Annual Planning Meeting

10. Describe your process of assisting with claims management resolution.

CLAIMS MANAGEMENT

Claims Advocacy

IMA's commitment to assisting our clients in mitigating risk is reflected in our investment in an experienced Claim Team. IMA Claim's industry knowledge, carrier, and third-party adjustor relationships, and understanding of policy language and coverage applications provides clients with the best protection in the industry in the event of a claim. The Claim Team possesses a wide breadth of industry and claims experience as former claim adjusters, risk managers, and attorneys. Our team is well equipped to guide the City of Sedalia through the complexity of a large property claim, working with all parties involved to push for advance payments and early resolution, and helping to navigate the claim process.

The role of an IMA Claim Advocate is to represent your interests, while communicating between all parties, assuring necessary information flows effectively and timely. IMA Claim Advocates play a key role in any organizations' risk management program. At IMA, we believe in claims advocacy and management, not simply claims monitoring. We strive to effect positive change in the management of claims at the TPA and carrier level on behalf of our clients.

Onboarding of Claims Advocacy

The City of Sedalia will be assigned a claim advocate, who has access to subject-matter experts in every line of coverage. The assigned claim advocate will provide proactive claim support, accessing additional expertise, as needed, to ensure the City of Sedalia receives the best claim advocacy under any circumstance. As the City of Sedalia's appointed broker, IMA's first step will be to perform a comprehensive review of the City of Sedalia's current claims processes and procedures. Understanding the City of Sedalia's risk appetite and claim philosophy is vital to developing a service plan that meets the City of Sedalia's specific needs. The assigned claim advocate will lead discussions with the City of Sedalia to gain a comprehensive understanding of the City of Sedalia's internal claims structure, claims philosophy and goals, in conjunction with discussions on identifying specific areas in which IMA can assist with identifying improvements in management of claims. The goal is to leverage IMA's knowledge, experience, relationships, and industry contacts to assist in resolving claims.

CLAIMS LIFECYCLE

PRIOR TO CLAIM

- ✦ Review current claim program for each line of coverage
- ✦ Develop custom reporting procedures
- ✦ Address choice of counsel
- ✦ Assign, engage and orient designated adjusters/TPAs
- ✦ Pre-determine settlement goals and consultation levels

REVIEWING THE CLAIM

- ✦ Review all claim facts with you
- ✦ Identify any potential coverage issues
- ✦ Determine your desired outcome
- ✦ Strategize with you to develop an action plan
- ✦ Respond promptly, advise and advocate

CONTROLLING THE CLAIM

- ✦ Advocate for optimal coverage
- ✦ Develop clear and concise action plans with your adjusters
- ✦ Ensure adjusters are proactively managing outcomes
- ✦ Hold all stakeholders accountable to move claim toward resolution

CONCLUDING THE CLAIM

- ✦ Communicate potential settlement prior to claim closure
- ✦ Continually monitor and revise protocols
- ✦ A good claim is a closed claim

Litigation Management

In cases where the City of Sedalia is a defendant in litigation, the assigned advocate will work with the City of Sedalia to explore and identify any relevant facts which may impact the development of defenses, counterclaims, crossclaims, and third-party claims. Upon notice of the claim, your advocate will work with the City of Sedalia, defense counsel, and the assigned liability adjuster to identify areas of available risk transfer in the corresponding contracts and push for responsible parties to pick up the City of Sedalia's tender of defense and indemnity. Claim advocacy includes open and consistent communication with the City of Sedalia, defense counsel, and the adjuster to ensure the claim is moving in the right direction, participating in strategy meetings with defense counsel and the adjuster, and coordinating with all potential affected excess insurers throughout the course of the claim.

Coverage Disputes

In the event the City of Sedalia receives a claim denial or a reservation of rights letter from a carrier, your Claim Advocate will discuss the details with the City of Sedalia, conduct a thorough review of the coverage letter to determine which, if any, of the insurer's coverage position statements are reasonable, and engage with the insurer claim professional to understand their position and ensure they are fully aware of all pertinent facts surrounding the claim. We will discuss our findings with the City of Sedalia, presenting the options available, and develop a go-forward strategy guiding the City of Sedalia through the claim process, troubleshooting coverage issues, and protecting the City of Sedalia's rights under the insurance policies. If necessary, IMA will leverage our relationships with executive-level contacts with the insurer to attempt negotiation of an insured friendly interpretation of any ambiguities regarding coverage.

IMA CLAIMS MANAGEMENT

- Communication: Clients count on the IMA claims group for responsiveness and accessibility.
- + Dedicated claims specialists: We understand the nuances and buried meanings of policy language. We recognize the hurdles, pitfalls and delays that can impact resolution.
- + Innovative, fresh ideas: We stay continually abreast of industry trends and best practices
- + Qualified expertise: Solid advice from professionals with experience as loss adjusters in every type of claim situation.
- + Quick and appropriate claims resolution: We will work diligently with the carrier and to ensure expedient resolution of claim issues.
- + Relationships with all major carriers: We'll ensure quality service and experienced claims handling.
- + Results: We see the big picture. We achieve the best possible outcomes.

11. Describe any additional service options that may be of interest.

SPECIALIZED SERVICES

IMA Service Departments, Specialty Units & Resources available to the City of Sedalia:

- + Insurance Consulting/Brokering Services
- + Risk Management Consult Services
- + Enterprise Risk Management Consulting
- + OCIP/WRAP Unit
- + Loss Control Services
- + Claims Management Services
- + Contract Administration Services
- + Compliance Services
- + Alternative Risk Financing Services
- + Environmental Risks Specialty Unit
- + IMACC Certificates Management Program
- + Executive Risks Specialty Unit
- + Data Privacy/Cyber Risks Specialty Unit
- + Aviation Risks Specialty Unit
- + M&A/Reps & Warranties Solutions
- + Surety Bonding Specialty Unit
- + Global Risk Solutions
- + Online Service Center
- + Online Safety Training
- + Online Certificates Program
- + CSR24 – Online Risk Management and Insurance Warehousing Site
- + RMS System
- + MyWave



Beyond the scope of simply marketing and placing coverages for the City of Sedalia, IMA has invested in internal staff, resources, and technologies to provide specialized services that our clients find invaluable. The following are short descriptions of some more frequently utilized areas of additional service:

CONTRACT REVIEW

The Contractual Risk Review Department can provide contractual risk review for the following types of documents, among others:

- + IMA employs in-house attorneys who function solely as risk advisors to assist our clients, augmenting a client's review of its contracts.
- + The Contract Review Team ensures contract language is aligned with your risk appetite and is supported by the coverage provided by your insurance policies.
- + The IMA Contract Review Attorneys have extensive experience with industry standard risk transfer provisions.
- + More than just contract review — the team can also provide training, aide with insurance compliance, and general advisement to reduce risk exposure.

Contractual Risk Assessment Services

Training/Education:

- + Specified trainings to meet clients request for more information/knowledge.
- + Trainings provided to all levels or groups within client organizations.

General Legal Support:

- + Access to general legal support and research for insurance related legal/contract questions.

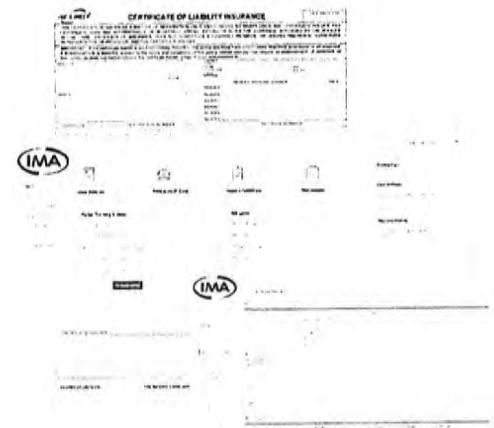
SAFETY & LOSS CONTROL

IMA appreciates the business and human importance of being an absolute safe place to be employed. IMA is not naïve to think that any broker's services to perform loss visits, conduct education and training, and having a website full of information is value-added in the case of the City of Sedalia's well-executed strategic safety program. Even though IMA has a full suite of those services, IMA's Risk Control group is constantly working to find value for those clients who already excel at loss prevention and are looking to get better.

CERTIFICATES OF INSURANCE MANAGEMENT

IMA has invested in a digital technology called **CSR24**, which creates, delivers, and stores insurance certificates. Enabling the City of Sedalia to have near-instantaneous access to existing and newly created certificates of insurance. IMA recognizes that managing and issuing Certificates of Insurance (COI) is critical to the City of Sedalia's operations. The importance of getting the accuracy and timeliness of issuance is crucial. IMA also recognizes the sheer volume of activity associated with this transactional service poses workload issues.

As certificate of insurance issuance is closely tied to contract review, our team oversees the certificate issuance group. IMA commits to the City of Sedalia that our team and a certificate technician will work with you to map out the current process and design from scratch a certificate of insurance workflow that works for the City of Sedalia. IMA looks to provide dedicated certificate technicians to the City of Sedalia as part of the personalized workflow.



PREMIUM ALLOCATION & INVOICING SERVICES

IMA's Service Team working with the City of Sedalia is experienced when it comes to providing premium allocations and invoicing for individual locations on a multi-location schedule. This is a common, everyday activity at IMA, especially in the lives of our service team focused on multi-family housing and commercial property. We perform this work routinely for clients similar to the City of Sedalia.

IMA possesses the capability to "loss-rate" (experience rate) a client's account by projecting expected losses within a risk retention level. If the client agrees to approach the alternative risk insurance marketplace, a carrier will agree to "loss-rate" the account. In other words, a carrier will determine its premium based on the number of expected losses it expects to pay above the client's retention, plus its operating costs. The expected losses are determined by the historical loss "experience" of the client. Simply put, IMA can project expected losses using the same methodologies as an insurer. Accordingly, IMA can negotiate the best terms and conditions for a client in the alternative risk marketplace.

ENVIRONMENTAL SERVICES

IMA Environmental Expertise

IMA's dedicated environmental team provides depth, experience, and the broad base of knowledge necessary to identify an operation's environmental exposures and the best solutions available for similar risks.

IMA Environmental Overview

- + \$34M in premium placed annually
- + Over 800 programs placed annually
- + Exposures located throughout the world

How IMA Helps You

- + Identify environmental risk specific to your business
- + Negotiate and facilitate coverage
- + Contractual analysis within the scope of insurance, indemnification agreements/environmental reports, and risk management
- + Claims advocacy and support
- + Regulatory guidance
- + Customized risk transfer solutions



ERS VALUE PROPOSITION

Team Depth

The ERS team is comprised of 20 associates who represent over 260 of combined years in the business. This breadth of experience and industry knowledge results in an expert understanding of executive risk and preferred coverage treatments. Our collective proficiency extends throughout the Tech, Energy, Construction, Manufacturing, Real Estate, Hospitality, FI, Healthcare and Non-Profit industries. Our team possesses the capacity to serve a diverse client base regardless of size, class of business or complexity of operations.



Business Insurance Creativity

The seasoned ERS team embrace creative problem solving through analysis and communication savvy. Capitalizing on the collective intellectual resources, the centralized team aims to help you navigate the whitewater of today's business environment.

Market Prowess

ERS retains close professional ties with all of the notable D&O carriers — partnerships forged through years of collaborative efforts. The result is a reliable lineup of carriers that value coverage and client support in a manner that aligns with IMA's mission to protect assets while making a difference. Our strong relationships allow ERS to perform precise, targeted marketing that is specific to the risk characteristics and unique operations of our clients. We have the leverage within the marketplace to drive competitive coverage no matter how challenging the risk.

Tailored Programs

ERS doesn't sell insurance and doesn't work for insurance companies. **Our duty is to you.** We don't assume "one size fits all" and we don't push needless limits. We ask questions, do our homework and thoughtfully analyze your risk. We believe in proposing insurance programs that actually fit your unique risk profile. Risk should be tailored and transferred selectively. Educated purchases after careful consideration equal insurance money spent wisely.

Claims Advocacy

Insurance is purchased to protect against the expenses and risk associated with claims. In addition to the attention paid to the terms of insurance policies placed by ERS, we monitor industry trends and positions taken by carriers to ensure we understand the legal basis behind such trends. IMA strives to offer our clients the most comprehensive and customized policies available in the market which are tailored to their needs.

Despite the foregoing, claims occur, and coverage is never assured. Therefore, IMA has a dedicated in-house attorney and claims team available to assist clients throughout the claims process, from inception through resolution. We encourage our clients to engage us whenever there is a question about whether something needs to be tendered to their insurer(s) and remain available to work with our client's legal departments and/or defense counsel to assist in the resolution of claims. Our goal is to act as a liaison between the policyholder and the insurance carrier to minimize the time and resources better utilized elsewhere. We pride ourselves on providing advocacy as the situation requires, whether it be tenacious and assertive, or collaborative and measured. This approach has led to historically favorable claims outcomes and more than 95% client retention rates.

Thought Process

IMA matches our clients with carriers that have the best blend of the following important factors:

- + Cutting-edge, market-leading terms and conditions
- + Strong financial ratings
- + Experience in Executive Liability lines with dedicated underwriting resources
 - Large risk-spread
 - Reputation of consistency (in both hard and soft markets)
- + Excellent claims-paying reputation with claims groups — operate with a spirit of partnership and open-communication
- + Historical relationships with IMA
 - Drive favorable results
 - Leverage mutually agreeable outcomes rather than a non-renewal



AREAS OF FOCUS

We focus on the marketing and placement of the following Executive Risk lines of coverage:

Directors & Officers Liability

D&O liability insurance protects the organization and personal assets of directors/officers from catastrophic financial loss in the event of actual or alleged wrongful acts arising from the execution of their day-to-day duties and management functions; litigation expenses alone can amount to millions of dollars. D&O coverage can also protect the directors and officers from personal financial loss relating to these expenses. It is common for directors to require that a company purchase D&O liability insurance before they serve on its board.

Employment Practices Liability

An EPL policy covers your organization for allegations brought by employees for violations of employment law. It is designed to address an organization's exposure to most employment-related claims, on a first and third-party basis, which can include charges of wrongful termination, discrimination, sexual harassment, etc. In the event of an employment-related claim or Equal Employment Opportunity Commission (EEOC) charge, an EPL policy can protect your company from costly defense expenses as well as adverse judgments or settlements.

Fiduciary Liability

Under the Employee Retirement Income Security Act (ERISA), fiduciaries of retirement and other employee benefit plans can be held personally liable for losses to a benefit plan incurred as a result of their alleged errors, omission or breach of their fiduciary duties. Fiduciary liability insurance protects any employee who has discretionary authority over a plan or who assists in its administration. When claims do occur, they are generally catastrophic in nature and expensive. Investigations usually show that breaches of fiduciary duties towards one plan participant are breaches to all plan participants. Fiduciary coverage is a valuable risk transfer and should be an important consideration for any company that sponsors benefit plans.

Crime

Crime coverage guards principally against employee dishonesty, which is most commonly manifested through employee theft and/or embezzlement. The manipulation of electronic fund transfers by outside parties can inflict serious financial harm upon employers of all size and scope. Avoidance of this emerging fraud exposure — and many other crippling losses to the balance sheet — begins with a well-brokered crime policy.

Kidnap & Ransom

K&R coverage primarily provides reimbursement for ransoms paid to kidnappers. It also features access to expert crisis management services before, during and after the kidnapping of an employee. Routine international business can expose employees to malicious activities such as abduction, extortion, wrongful detention or hijackings. K&R coverage can help alleviate the concerns and mitigate the risks that accompany international business travel.

Cyber & Privacy Liability

Advances in information technology have led to new risks associated with network security. As such, the insurance industry has recognized the need for a distinct insurance solution, creating policies with well-tailored coverage and access to loss control services. IMA has more than thirty domestic and international carrier partners that provide this specialized coverage, which can be customized specifically to your operations and areas of concern.

Professional Liability/Errors & Omissions

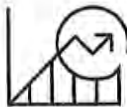





Professional Liability/E&O coverage protects against claims alleging financial damages that arise from the delivery of professional services to clients through an alleged violation of their respective profession's code of conduct. This coverage is commonly sought by lawyers, architects, engineers, accountants and medical professionals, but is also purchased by contractors, property managers, bankers, mortgage brokers, consultants, franchisors and many others that provide services for a fee.



COMPLEX RISK

IMA understands that no two clients are alike. Clients are as unique in their risk profile and appetite as they are sophisticated in their structures.

Our Complex Risk Solutions team helps clients understand risk financing options and helps improve loss control processes, turning claims history into actionable insights for performance improvements.

Complex Risk & Captive Consulting Services + Solutions	 Alternative risk financing program feasibility, design and modeling	 Loss development, trending and forecasting
 Claims management and risk control strategies	 Self-insurance analysis and filings	 Excess and reinsurance placements
 Online access to insurance companies	 Third-Party Administration (TPA) selection and oversight	 Data management and benchmarking studies
 Annual actuarial analysis of loss reserve accruals	 Policy rating and issuance	 Loss cost multiplier review

12. Provide an outline of the Company's brokerage fees and/or commission's structure.

IMA is committed to 100% transparency regarding its compensation for services provided to the City of Sedalia. IMA believes in compensation set for value provided and that is accomplished through disclosure and negotiation with our clients. IMA formally discloses commissions or fees related to newly placed or renewed lines of coverage each year following a client's renewal.

Our goal is to find a compensation methodology that is equitable for both the City of Sedalia and IMA. We want to find a fair amount that allows IMA to deliver our full arsenal of resources on an "anytime, anywhere, anyplace" basis for the benefit of the City of Sedalia. There is no fee schedule and no hourly rates.

METHOD OF COMPENSATION

IMA is flexible as to the method of compensation for our services. Our compensation may be derived from a flat fee billed to the City of Sedalia or from insurance company commissions, or a combination of these sources. The choice is made by each client based on philosophical and financial considerations. IMA does not have a preference; we service clients utilizing both methods of compensation.

ONE FEE VERSUS "A LA CARTE"

IMA's pricing model is an all-inclusive structure. We do not charge our clients on a piecemeal basis or track the hours of work performed to arrive at an amount for our compensation. These compensation methods are counterintuitive to our philosophy — doing whatever it takes to ensure that our clients' objectives are met.

IMA COMPENSATION PROPOSAL

Regardless of whether the City of Sedalia elects to compensate IMA via commissions, fees, or a combination, our team commits to being fully transparent with any compensation we receive and will provide annual compensation transparency reporting. Our compensation proposal will encompass all the services addressed in this proposal.





About IMA Financial Group

Based in North America, IMA Financial Group, Inc. is an integrated financial services company focused on protecting the assets of its widely varied client base through insurance, risk management, employee benefits and wealth management solutions. As an employee-owned company, IMA's 2,500-plus associates are empowered to provide customized solutions for their clients' unique needs.

BILL NO. _____

ORDINANCE NO. _____

**AN ORDINANCE OF THE CITY OF SEDALIA MISSOURI TO PROHIBIT
UNLAWFUL USE OF DRUG PARAPHERNALIA WITH FENTANYL.**

WHEREAS, the City of Sedalia, like most communities, has tragically suffered loss of life due to the epidemic of illegal fentanyl abuse; and

WHEREAS, the Mayor and Council believes that increased criminal penalties for fentanyl use will decrease the availability of fentanyl in Sedalia; and

WHEREAS, the Mayor and Council believes that a decrease in the availability of fentanyl will save lives in Sedalia and surrounding communities; and

WHEREAS, the current process for prosecution of fentanyl use by the State of Missouri often has the defendant out of jail for months awaiting trial, during which time they continue to traffic fentanyl and endanger lives; and

WHEREAS, the City Code already criminalizes the use of scales to test and analyze controlled substances and criminalizes the use of containers or bags to store or conceal controlled substances as unlawful use of drug paraphernalia; and

WHEREAS, a municipal offense has a statutory maximum jail sentence of ninety (90) days in jail; and

WHEREAS, the Mayor and Council, in their desire to dissuade fentanyl use, desire that any defendant who pleads or is found guilty of using paraphernalia with fentanyl or a fentanyl derivative be sentenced to the maximum jail term of ninety (90) days; and

WHEREAS, the Sedalia Police Department possess a TruNarc laser drug tester that the Mayor and Council desire to be used to prove the items of paraphernalia were used to traffic fentanyl in court to prosecute the defendant drug dealers.

**NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY
OF SEDALIA, MISSOURI AS FOLLOWS:**

SECTION 1: §36-236 Unlawful Use of Drug Paraphernalia

“(b) In the event that the controlled substance referenced in section (a) is fentanyl or a fentanyl derivative, the City of Sedalia shall be authorized to bring a municipal charge of unlawful paraphernalia with fentanyl. In such circumstances, the ordinance shall carry a mandatory ninety (90) day jail term, said sentence to be commenced immediately upon guilty plea or conviction. At trial, the results of a NarTec laser field test shall be admissible to prove the presence of fentanyl on the subject paraphernalia. Any identifiable mass of fentanyl, no matter how small, will be

sufficient for a conviction under this section. A valid prescription in the name of the defendant for fentanyl will be admissible at trial.

(c) The purpose of this section is to limit the danger fentanyl dealers and users present to the public while awaiting trial on state felony charges, a process which can take many months.”

SECTION 2: The provisions of any ordinance or code section in conflict with any provision of this ordinance are hereby repealed to the extent of such conflict.

SECTION 3: This ordinance shall be in full force and effect following final passage and approval.

SECTION 4: The provisions of this ordinance are severable and if any provision hereof is declared invalid, unconstitutional, or unenforceable, such determination shall not affect the validity of the remainder of this ordinance.

Read two times by title, copies of the proposed ordinance having been made available for public inspection prior to the time the bill is under consideration by the Council and passed by the Council of the City of Sedalia, Missouri this 18th day of November 2024.

Presiding Officer of the Council

Approved by the Mayor of said City this 18th day of November 2024.

ATTEST:

Andrew L. Dawson, Mayor

Jason S. Myers
City Clerk

RESOLUTION NO. _____

**A RESOLUTION AUTHORIZING THE SEDALIA FIRE DEPARTMENT TO SUBMIT
AN ASSISTANCE TO FIREFIGHTERS GRANT APPLICATION.**

WHEREAS, the City of Sedalia, Missouri, Sedalia Fire Department is applying for grant funds through an Assistance to Firefighters Grant for the purchase of a plyomovement exhaust system for Fire Headquarters. It is a 90/10 grant match.

**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF
SEDALIA, MISSOURI** as follows:

Section 1. The City Administrator is hereby authorized to sign the grant application for Assistance to Firefighters grant funds and any other official project documents that are necessary to obtain such assistance, including any agreements, contracts or other documents that are required.

Section 2. In the event a grant is awarded, the City of Sedalia is prepared to complete the project within the time period identified on the signed project agreement.

Section 3. In the event a grant is awarded, the City of Sedalia will comply with all rules and regulations of the grant program, applicable Executive Orders and all state laws that govern the grant applicant during the performance of the project.

PASSED by the Council of the City of Sedalia, Missouri, this 18th day of November, 2024.

Presiding Officer of the Council

ATTEST:

Jason S. Myers
City Clerk

Sedalia Fire Department
DEPARTMENTAL MEMORANDUM
Office of the Fire Chief

To : Assistant City Administrator Matthew Wirt

From : Fire Chief Matthew Irwin

Date : November 13, 2024

Ref : Assistance to Firefighters grant (AFG)

The Sedalia Fire Department is requesting a resolution to apply for the 2024 Assistance to Firefighters grant. This grant is a 90/10 match grant. The Sedalia fire Department would like to request funds for plymovement exhaust system for fire headquarters. Current systems at fire headquarters recirculate filtered exhaust within the engine bays; a plymovement system attaches to the truck and exhausts it out of the building.

If awarded a grant there would need to be a budget amendment done in the future to address the matching funds.

BILL NO. _____

ORDINANCE NO. _____

AN ORDINANCE AUTHORIZING CHANGE ORDER NUMBER TWO FOR STORM DRAINAGE IMPROVEMENTS PROJECT AREA #21.

WHEREAS, the City has received change order number 2 from Poort Excavating, LLC for Storm Drainage Improvements Project Area #21; and

WHEREAS, under the change order, the City of Sedalia shall receive a deduction in the sum and amount of Eleven Thousand Six Hundred Sixty-eight Dollars (\$11,668.00) from Poort Excavating, LLC as more fully described in the proposed change order attached and incorporated by reference herein.

NOW THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF SEDALIA, MISSOURI, as follows:

Section 1. The Council of the City of Sedalia, Missouri hereby approves and accepts change order number 2 by and between the City of Sedalia, Missouri and Poort Excavating, LLC in substantively the same form and content as the change order has been proposed.

Section 2. The Mayor or City Administrator are authorized and directed to execute and the City Clerk is hereby authorized and directed to attest and fix the seal of the City of Sedalia, Missouri on the change order in substantively the same form and content as the change order has been proposed.

Section 3. The City Clerk is hereby directed to file in his office a duplicate or copy of the change order after it has been executed by the parties or their duly authorized representatives.

Section 4. This ordinance shall take effect and be in full force and effect from and after its passage and approval.

Read two times by title, copies of the proposed ordinance having been made available for public inspection prior to the time the bill is under consideration by the Council and passed by the Council of the City of Sedalia, Missouri this 18th day of November 2024.

Presiding Officer of the Council

Approved by the Mayor of said City this 18th day of November 2024.

ATTEST:

Andrew L. Dawson, Mayor

Jason S. Myers
City Clerk



Let's Cross Paths

City of Sedalia

200 S. Osage

Sedalia, MO 65301

(660) 827-3000 www.sedalia.com

To: Kelvin Shaw, City Administrator
Matthew Wirt, Assistant City Administrator
Through: Chris Davies, City Engineer
From: Jeremy Stone, Public Works Project Manager
Date: November 4, 2024
Subject: 2021-160B Storm Drainage Improvements Project Area 21-Change Order #2

The Public Works Department has received Change Order #2 (attached) request from Poort Excavating, LLC. for the above mentioned project, which is located in the area of W. 28th Street and S. Quincy Avenue within the City of Sedalia. This project is a part of the Department of Natural Resources ARPA Grant funded stormwater project and this change order has been reviewed and approved by the Department of Natural Resources which is a requirement of this project.

This project was completed on October 25, 2024. Change Order #2 details final quantity adjustments and details a time extension request.

The total deduct for Change Order #2 is \$11,668.00, which would decrease the total project cost from \$155,221.00 to \$143,553.00.

Thank you for your consideration.

CHANGE ORDER

SHEET NO. (1) OF 1

SEQUENCE NO.: Change Order #2

TO POORT EXCAVATING, LLC CONTRACTOR

STORM DRAINAGE IMPROVEMENTS

PROJECT AREA 21

PROJECT NO.: 2021-160B

YOU ARE HEREBY DIRECTED TO MAKE THE FOLLOWING CHANGES FROM THE CONTRACT

1. DESCRIPTION AND REASON FOR CHANGE: (ATTACH SUPPLEMENTAL SHEETS IF REQUIRED)

FINAL QUANTITY ADJUSTMENTS

WE REQUEST A TIME EXTENSION OF 35 CALENDAR DAYS, CHANGING THE COMPLETION DATE FROM 9/20/24 TO 10/25/24.
 JOBSITE EXPERIENCED 17 DAYS OF WEATHER DELAY
 JOBSITE ALSO EXPERIENCED A WATER MAIN LEAK CAUSING PART OF SITE TO HAVE CONTINUAL WATER RUNNING ONTO IT.
 WE EXPERIENCED 14 CALENDAR DAYS OF DELAY FOR WATER LEAK TO BE LOCATED AND RESOLVED BY OTHERS
 WE EXPERIENCED 4 DAYS OF DRYING TIME NEEDED BEFORE WORK COULD BE RESUMED IN THIS AREA AFTER LEAK WAS RESOLVED

2. ESTIMATE OF COST OF WORK AFFECTED BY THIS CHANGE ORDER.

(A) EST. LINE NO.	(B) ITEM NO.	(C) ITEM DESCRIPTION	(D) UNITS PREVIOUSLY PROVIDED FOR	(E) UNITS TO BE CONSTRUCTED	(F) UNITS OVERRUN, UNDERRUN, CONTINGENT	(G) CONTRACT OR AGREED UNIT PRICE	(H) AMOUNT OF OVERRUN OR PLUS CONTINGENT	(I) AMOUNT OF UNDERRUN OR MINUS CONTINGENT
(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
	7	WATER MAIN REPLACEMENT	45 LF	33 LF	-12 LF	\$192.00		\$2,304.00
	8	TYPES 1 & 2 CURB AND GUTTER	50 LF	54 LF	+4 LF	\$50.00	\$200.00	
	9	REMOVE AND REPLACE ASPHALT PAVEMENT	100 SY	92.4 SY	-7.6 SY	\$90.00		\$684.00
	13	CONCRETE COLLAR	1 EA	0 EA	-1 EA	\$1000.00		\$1000.00
	16	48" EQUIV. RCPA	74 LF	64 LF	-10 LF	\$473.00		\$4730.00
	18	SODDING	1050 CY	0 CY	-1050 SY	\$9.00		\$9,450.00
20		SEEDING AND STRAW MAT	0	1400 CY	1400 SY	\$4.50	\$6,300.00	
		CALENDAR DAYS	60	85	35			
							\$6,500.00	\$18,168.00

3. SETTLEMENT FOR COST OF THE ABOVE CHANGE TO BE MADE AT CONTRACT UNIT PRICES, EXCEPT AS NOTED:

1. CONTRACT AMOUNT		\$147,741.00	4. COMMENTS:
2. OVERRUN THIS ORDER (H-I)	-\$11,668.00		
3. OVERRUN PREVIOUS (LINES 4 ON PREV. ORDERS)	\$7,480.00		
4. TOTAL OVERRUN TO DATE (2 + 3)		-\$4,188.00	
5. TOTAL (1 + 4)		\$143,553.00	
			THE TERMS OF SETTLEMENT OUTLINED ABOVE ARE HEREBY AGREED TO.
			OWNER'S SIGNATURE DATE
			CONTRACTOR'S SIGNATURE DATE

BILL NO. _____

ORDINANCE NO. _____

AN ORDINANCE AUTHORIZING A LEASE AGREEMENT FOR GROWING AND HARVESTING CROPS.

WHEREAS, the City of Sedalia, Missouri, has received a proposal to enter into a lease agreement by and between the City of Sedalia, Missouri, and Lynn Staus for growing and harvesting crops; and

WHEREAS, under the proposal, the City of Sedalia, Missouri, shall receive the sum and amount of Two Thousand One Hundred Ninety-six Dollars (\$2,196.00) as consideration therefore, from Lynn Staus for said operations as more fully described in the proposed agreement attached to this ordinance and incorporated by reference as though agreement were set forth herein.

NOW THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF SEDALIA, MISSOURI as follows:

Section 1. The Council of the City of Sedalia, Missouri, hereby approves and accepts the lease agreement by and between the City of Sedalia, Missouri and Lynn Staus as the agreement has been proposed.

Section 2. The City Administrator is hereby authorized and directed to execute and the City Clerk is hereby authorized and directed to attest and fix the seal of the City of Sedalia, Missouri, on the agreement in substantively the same form and content as the agreement has been proposed.

Section 3. The City Clerk is hereby directed to file in his office a duplicate copy of the agreement after it has been executed by the parties or their duly authorized representatives.

Section 4. This ordinance shall be in full force and effect from and after its passage and approval.

Read two times by title, copies of the proposed ordinance having been made available for public inspection prior to the time the bill is under consideration by the Council and passed by the Council of the City of Sedalia, Missouri this 18th day of November, 2024.

Presiding Officer of the Council

Approved by the Mayor of said City this 18th day of November, 2024.

Andrew L. Dawson, Mayor

ATTEST:

Jason S. Myers
City Clerk

LEASE AGREEMENT

This lease made and entered into this ____ day of _____ 2024, by and between the City of Sedalia, Missouri, a municipal corporation, hereinafter designated as "Lessor", and Lynn Staus, 2673 S. Marshall, Sedalia, Missouri 65301, hereinafter designated as "Lessee", witnessed:

In consideration of promises and agreements hereinafter set forth, the Lessor does hereby lease to the Lessee and the Lessee does hereby take the premises hereinafter described upon the terms and conditions, as follows:

1. The real estate and premises leased hereunder consists of approximately 18 acres, more or less owned by the Lessor, not presently or during the term of the Lease utilized by the Lessor for rail spur operations. The leased property is to be used and maintained by Lessee for growing and harvesting crops. The approximate description is a 1,340' by 580' tract of land bounded by Cedar Drive on the East, with the Southern boundary being approximately 750' North of Reine Avenue as generally outlined in Exhibit A (the "Premises").
2. No poultry or other animal manure shall be used as fertilizer on the Premises. Weeds should be kept to a minimum and excessive erosion shall be mitigated.
3. The said lease Premises shall be used by the Lessee solely for a growing and harvesting grain crops, and such use shall be such that it will not interfere or otherwise impair the rail spur operations.
4. The term of this Lease shall be from the later of the date signed by the last party or receipt of rental payment through December 1, 2024. Absent written notification by either party prior to the expiration of such then current term, this lease will renew for a one year period ending the following December 1.
5. The rental to be paid by the Lessee to the Lessor is two thousand one hundred ninety-six dollars (\$2,196.00), payable upon execution of this Lease.
6. The agricultural operations and the expenses thereof of maintaining the crop land shall be the sole responsibility of the Lessee. Lessor is not responsible or liable for any loss, claim, damage or expense as a result of any accident, injury or damage to any person or property occurring anywhere on the Premises, unless resulting from the negligent or willful misconduct of Lessor. Nothing in this Agreement is intended to act as a waiver of sovereign immunity for Lessor. Lessee shall not encumber or allow any other party to encumber the Premises acting on their behalf. Lessee understands and agrees that Lessee and anyone acting on Lessee's behalf does not have the right to file for mechanic's lien or any other kind of liens on the Premises.

7. The Lessee does hereby agree to indemnify and hold harmless the Lessor of and from any claims or demands for loss and damages to both property and persons of any kind and nature arising out of the farming and agricultural operations performed by the Lessee or the agents of the Lease.
8. Entry onto Premises. Lessor shall have the right to enter the premises at any reasonable time to view or inspect the same or to show the same to prospective purchasers or tenants, or to make any repairs or improvements deemed necessary by Lessor.
9. Assignment and Subletting. This lease shall not be assigned nor shall the land or any part thereof be sublet; nor shall the land be used or permitted to be used, for any purpose other than as is above provided, without the written consent of Lessor.
10. Surrender on Termination. Lessee shall deliver peaceful possession of the premises to Lessor upon termination hereof for any reason.
11. Termination by either party. This lease may be terminated by either party at any time by the terminating party giving the other party thirty (30) days written notice of the election to terminate the lease. If Lessor terminates the Lease under this paragraph, then, at the option of Lessee, Lessor shall pay to Lessee a proportional amount equal to what the rental payment would be.
12. Termination by Lessor for cause. If any default is made in the payment of rent or any part thereof at the time provided, or if Lessee assigns or subleases, or abandons or vacates the land, or if after ten (10) days' written notice setting forth the default, default shall continue by Lessee in the performance of any other covenant, term or condition to be performed by Lessee, Lessor shall have the right to reenter and take possession of the land and Lessee upon written demand shall peacefully surrender possession thereof to Lessor, and all rights and interests of Lessee to possession and control hereunder shall cease and terminate, but nothing herein contained shall affect Lessor's right to the rental for the term herein specified. Upon taking possession hereunder Lessor may, at its election, terminate and end this lease upon giving Lessee written notice thereof, or Lessor may re-let the property and Lessee shall be liable for and will pay as it accrues the difference in the rental for the balance of the term.
13. Severability. If any provision of this Agreement is held to be invalid, illegal or unenforceable in whole or in part, the remaining provisions shall not be affected and shall continue to be valid, legal and enforceable as though the invalid, illegal or unenforceable part had not been included in this Agreement.

IN WITNESS WHEREOF, this Lease is executed at Sedalia, Missouri on the date first above written in duplicate.

CITY OF SEDALIA ("LESSOR")

BY: _____
Kelvin Shaw, City Administrator Date _____

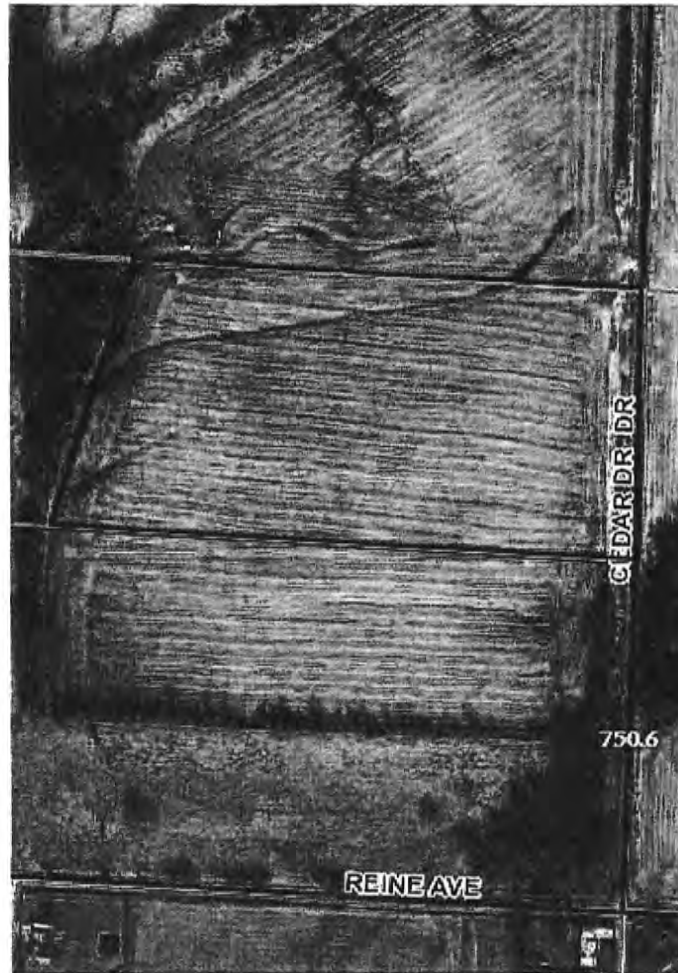
ATTEST:

Jason S. Myers, City Clerk

LESSEE

BY: _____
Lynn Staus Date _____

Exhibit A
General Map



**CITY COUNCIL
OF THE CITY OF SEDALIA, MISSOURI**
RESOLUTION NO. _____

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SEDALIA, MISSOURI,
STATING FACTS AND REASONS FOR THE NECESSITY TO AMEND AND INCREASE
THE CITY'S ANNUAL BUDGET FOR FISCAL YEAR 2025.**

WHEREAS, Section 67.010 of the Revised Statutes of Missouri requires each political subdivision of the State of Missouri ("State") to prepare an annual budget and establishes the requirements for that budget; and

WHEREAS, the City of Sedalia, Missouri ("City"), is a city of the third classification created pursuant to Chapter 77, RSMo, and is a political subdivision of the State of Missouri; and

WHEREAS, the City Council of the City adopted and approved the City's annual budget for Fiscal Year 2025 in accordance with the requirements of Section 67.010, RSMo, by Ordinance No. 11990 on March 18, 2024, and

WHEREAS, Sections 67.030 and 67.040 authorize and provide a procedure for the City Council to amend the City's annual budget to increase expenditures in any fund; and

WHEREAS, expenses for City's operations for Fiscal Year 2025 have been higher than budgeted, but do not exceed revenues plus the City's unencumbered balance brought forward from previous years; and

WHEREAS, the City Council of the City desire to state the facts and reasons necessitating an amendment to increase certain expenditures in the Fiscal Year 2025 annual budget.

NOW THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF SEDALIA, MISSOURI, AS FOLLOWS:

Section 1. Expenditures from the City's General Fund must be increased by a total of \$3,780 above the amount authorized in the adopted annual budget for Fiscal Year 2025. An amendment to increase said budget is necessary for the following facts and reasons:

A. Repair brick wall from street car crash.

Section 2. This Resolution shall take effect immediately upon its execution by the Mayor or otherwise as provided by law.

PASSED by the City Council of the City of Sedalia, Missouri, on November 18, 2024

Presiding Officer of the Council

ATTEST: _____
Jason S. Myers, City Clerk

BILL NO. _____

ORDINANCE NO. _____

**AN ORDINANCE AMENDING THE BUDGET FOR THE FISCAL YEAR 2024-2025
REGARDING BUILDING AND MAINTENANCE WALL REPAIR.**

**NOW THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF
SEDALIA, MISSOURI** as follows:

Section 1. The 2024-2025 fiscal year budget beginning April 1, 2024 and ending March 31, 2025 is hereby amended to modify certain budgeted line items as they appear on the attached schedule and made a part hereof as Exhibit A as if fully set out herein.

Section 2. This ordinance shall be in full force and effect from and after its passage and approval.

Read two times by title, copies of the proposed ordinance having been made available for public inspection prior to the time the bill is under consideration by the Council and passed by the Council of the City of Sedalia, Missouri this 18th day of November 2024.

Presiding Officer of the Council

Approved by the Mayor of said City this 18th day of November 2024.

Andrew L. Dawson, Mayor

ATTEST:

Jason S. Myers
City Clerk

Exhibit A
City of Sedalia
FY25 Budget Amendment 11/18/2024 Building & Maintenance Wall Repair

Account / Description	Current Budget	Change	Amended Budget	Comments
Expenditures / Uses of Funds				
10-17-222-05 Building & Grounds Maintenance	58,550.00	3,780.00	60,330.00	Brick Wall Crash Repair
Total Expenditure Change		<u>3,780.00</u>		
		<u>(3,780.00)</u>		Net Increase (Decrease) In Projected Fund Balance

To: ACA Matthew Wirt

From: Director Fred Yates

Date: November 12th, 2024

Ref: Brick Wall Repair 100 Block of West Main St.

Sometime Wednesday November 6th 2024 the brick wall (west side wall) separating the sidewalk from the parking lot at 100 West Main St. was struck by a vehicle and partially knocked down. The brick mason, John Bronson, quoted the total repairs as follows:

Repair the damage done by the vehicle. \$3,780

This repair including materials and labor is itemized as follows:

Relay Block (New)	\$1600
-------------------	--------

Relay cap stones (New)	\$2180
------------------------	--------

The Cap Stone bid expires in 30 days from November 12th 2024 and will require a \$2000 down payment to order them custom built.

The repairs were not part of the building maintenance budget for FY25. To complete the repairs, it is necessary to authorize a budget amendment for \$3,780 in the building maintenance general repair budget line.

Fred Gates

Statement

No.

TO:

City of Sedalia

DATE

11-12-2024

AMOUNT REMITTED

DETACH AND MAIL WITH YOUR REMITTANCE. YOUR CANCELLED CHECK IS YOUR RECEIPT.

DATE	DESCRIPTION	CHARGES	CREDITS	BALANCE
	Relay Screen wall Main St.	PREVIOUS BALANCE ▶		
	Relay Block (new)		1600 ⁰⁰	
	Relay Cap stones (new)		2180 ⁰⁰	
			<u>3780⁰⁰</u>	
	Bid includes material & labor - Stone Bid (caps) is good for 30 days 6-8 lead time on stone			
CURRENT	OVER 30 DAYS	OVER 60 DAYS	TOTAL AMOUNT	

BILL NO. _____

ORDINANCE NO. _____

AN ORDINANCE APPROVING A SPECIAL WARRANTY DEED FOR THE SALE OF PROPERTY COMMONLY KNOWN AS _____ FROM THE CITY OF SEDALIA, MISSOURI TO.

WHEREAS, The City of Sedalia, Missouri has received a proposal from _____ to purchase property commonly known as _____ for the sum and amount of _____ as contained in the special warranty deed attached hereto and incorporated by reference.

NOW THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF SEDALIA, MISSOURI, AS FOLLOWS:

Section 1. The Council of the City of Sedalia, Missouri, hereby approves the giving of a special warranty deed by the City of Sedalia, Missouri to _____ for the conveyance of property commonly known as _____ in substantially the same form and content as proposed.

Section 2. The Mayor or City Administrator are authorized to accept said deed and execute any and all closing documents on behalf of the City of Sedalia, Missouri and the City Clerk is hereby authorized and directed to file in his office the said deed after recording said deed and ordinance with the Pettis County Recorder of Deeds.

Section 3. This ordinance shall be in full force and effect from and after its passage and approval.

Read two times by title, copies of the proposed ordinance having been made available for public inspection prior to the time the bill is under consideration by the Council and passed by the Council of the City of Sedalia, Missouri this 18th day of November, 2024.

Presiding Officer of the Council

Approved by the Mayor of said City this 18th day of November, 2024.

Andrew L. Dawson, Mayor

ATTEST:

Jason S. Myers
City Clerk