The information provided herein is a compilation of those activities and projects completed by the management and staff of the City of Sikeston during 2015.
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MAYOR AND CITY COUNCIL

FRONT ROW: WARD 3 REPRESENTATIVE KAREN EVANS, MAYOR STEVEN BURCH, AND WARD 4 REPRESENTATIVE MAUDE HARRIS. BACK ROW: AT-LARGE REPRESENTATIVE RYAN MERIDETH, WARD 1 REPRESENTATIVE JOHN GILMORE, WARD 2 REPRESENTATIVE GERALD SETTLES, AND AT-LARGE REPRESENTATIVE BOB DEPRO.

MUNICIPAL MANAGEMENT

Jonathan “J.D.” Douglass, Manager
Carroll Couch, Director of Finance and Administrative Services
Ed Dust, Director of Economic Development
Linda Lowes, Director of Governmental Services
Drew Juden, Director of Public Safety
Jay Lancaster, Director of Public Works
Charles Leible, City Counselor
MESSAGE FROM THE CITY MANAGER

January 2016

Dear Sikeston Residents,

Your city government is tasked with providing traditional municipal services of police and fire protection, street and park maintenance, 911 dispatching, stormwater management, airport maintenance and operation, economic development, planning and development services, animal control, municipal court and other associated services. City employees dedicate time to these fundamental services every day.

Additionally, the City Council has established four broad goal areas for the city to work towards: 1) Housing, 2) Economic Development and Marketing, 3) Quality of Life, and 4) Revenue Enhancement and Financial Stewardship. Below are some highlights from 2015 grouped under each of these goal areas. The remainder of this Annual Report contains information from each department of the city regarding their work and accomplishments during 2015.

**Housing**

City Council goals related to housing include increasing owner-occupied housing, improving property maintenance, eliminating vacant condemned structures, and increasing the stock of quality affordable housing. 2015 accomplishments related to these housing goals include:

- Approval and beginning of construction of new subdivisions along Colonel George E. Day Parkway and Brunt Boulevard;
- Land Clearance for Redevelopment Authority (LCRA) put 27 vacant lots back into private hands by selling those cleared lots to individuals; and,
- Public Works Department partnered with a community group during Make a Difference Day to demolish a blighted house.

**Economic Development and Marketing**

City Council goals related to economic development and marketing include job creation, bolstering community pride, workforce development, bringing more visitors to Sikeston, and increasing retail and entertainment options for residents and visitors. 2015 accomplishments related to these economic development and marketing goals include:

- Issuance of building permits for over $41 million dollars of commercial construction;
- Approval of TIF district and construction of a new movie theater underway;
- Creation of city YouTube and Twitter accounts;
- Increased social media activity via Facebook to engage and inform citizens; and,
- Commencement of construction of a new airport terminal building.

**Quality of Life**

City Council goals related to quality of life include improving city services, improving public safety, and improving infrastructure in order to increase property values and bring/keep good citizens. 2015 accomplishments related to these quality of life goals include:

- Re-boot of adopt-a-street program for litter control;
• Emergency response to Santie Oil fire with no major injuries to fire fighters or civilians;
• Commencement of new flood plain mapping project;
• Purchase of two new fire apparatus (engine and ladder trucks);
• Replacement of four backstops at recreation complex ballfield and repainting of bleachers at VFW Ballpark;
• Installation of new stormwater drains on John R. Boulevard;
• Rebuilt Applegate Drive and stormwater drainage system;
• Replacement of the 911 system and implementation of e-ticketing system; and,
• In addition to smaller street projects, repaved large portion of Wakefield and replaced two intersections with concrete.

Revenue Enhancement and Financial Stewardship
City Council goals related to revenue enhancement and financial stewardship include establishing dedicated funding streams for city services, clearly communicating the city’s finances to the public, and building trust through transparency. 2015 accomplishments related to these revenue enhancement and financial stewardship goals include:
• 71% voter approval of a new ½ cent capital improvement sales tax;
• Clean FY2015 financial audit;
• Completion of 1st annual State of the City address and 2nd annual City Council goal setting retreat;
• Saved $70,000 on health insurance renewal; and,
• Saved $90,000 on recreational complex bathroom replacements and $25,000 on electrical work at the Public Works complex by completing the work in house rather than contracting it out.

The accomplishments listed above are only a brief overview of the actions and projects completed over the past year. You will find more information in the pages that follow. My staff and I welcome your questions and comments regarding 2015 city operations.

Respectfully Submitted,

Jonathan M. Douglass
City Manager
DEPARTMENT OF ECONOMIC DEVELOPMENT:

Function: This department is responsible for the development and administration of programs designed to encourage new business and industry to locate to Sikeston, retain existing business and industry, and assist in the expansion of existing business and industry.

The Department of Economic Development facilitated the purchase of the Village Green Shopping Center with funds received from the sale of the former Brown Shoe Building to Carr Textile. DED continues to market the property to prospective developers.

During 2015, the department facilitated a Basic Skills for Employees class at the Sikeston Career & Technology Center receiving assistance from Tetra Pak, Alan Wire, DeWitt Company and Orgill. This DED program was developed to address the long and short term solutions to our Community’s workforce problems.

Trade shows and conferences attended this past year include the Governor’s Economic Development Conference, SEMA-AAPEX, ICSC, SEDC, and a meeting with the Kentucky Transportation Cabinet.

Throughout the year Economic Development staff assisted the Sikeston Convention & Visitors Bureau with marketing materials, tourism assistance, and website revision.

Local community involvement is important to the DED. Staff attends Historic Downtown Sikeston meetings and assisted with events and also works with several downtown committees. Staff also attends Chamber of Commerce luncheons and meetings and gives presentations to local civic groups as needed.

The Sikeston Department of Economic Development worked with Missouri DED officials and the Missouri Partnership to bring industry leads to Sikeston.

DED staff maintains and updates the DED website, the Location One website and updates the City website and Facebook pages.

Fly-overs were conducted for updated aerial photos of the Industrial Park and other sites.

Approximately $100,000 in lease rent was generated from the Essex Building this past year.
*Sikeston Economic Development worked on the following commercial, new industry and expansion projects in 2015.*

<table>
<thead>
<tr>
<th>CONSTRUCTION PROJECT</th>
<th>COST OF CONSTRUCTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>ORGILL DISTRIBUTION</td>
<td>$8,000,000.00</td>
</tr>
<tr>
<td>MISSOURI DELTA MEDICAL CENTER</td>
<td>$7,157,000.00</td>
</tr>
<tr>
<td>UNILEVER EXPANSION</td>
<td>$5,334,814.00</td>
</tr>
<tr>
<td>MALCO CINEMA</td>
<td>$4,300,000.00</td>
</tr>
<tr>
<td>LOVE'S TRAVEL STORE</td>
<td>$4,000,000.00</td>
</tr>
<tr>
<td>FED EX expansion</td>
<td>$3,879,300.00</td>
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<tr>
<td>VAST COMMUNICATION/MRV BANK</td>
<td>$1,782,370.00</td>
</tr>
<tr>
<td>GOODWILL</td>
<td>$1,644,500.00</td>
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<tr>
<td>SIKESTON AIRPORT TERMINAL</td>
<td>$850,660.00</td>
</tr>
<tr>
<td>TRACTOR SUPPLY</td>
<td>$811,971.00</td>
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<tr>
<td>AT &amp; T REMODEL</td>
<td>$758,076.00</td>
</tr>
<tr>
<td>RULER FOODS</td>
<td>$562,000.00</td>
</tr>
<tr>
<td>NEW DOMINOS PIZZA</td>
<td>$530,000.00</td>
</tr>
<tr>
<td>CORNERSTONE BAPTIST LIFE CENTER</td>
<td>$494,490.00</td>
</tr>
<tr>
<td>MODOT STORAGE BLDG.</td>
<td>$306,000.00</td>
</tr>
<tr>
<td>ALAN WIRE expansion</td>
<td>$266,500.00</td>
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<tr>
<td>CENTUREY 21 relocate/remodel</td>
<td>$200,000.00</td>
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<tr>
<td>DAIRY QUEEN REMODEL</td>
<td>$182,559.00</td>
</tr>
<tr>
<td>BURCH FOOD expansion</td>
<td>$151,200.00</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$41,211,440.00</td>
</tr>
</tbody>
</table>
DEPARTMENT OF PUBLIC WORKS

STREET, BUILDING MAINTENANCE & VEHICLE MAINTENANCE DIVISIONS:
Function: Maintains more than 100 miles of City streets and alleys with their associated stormwater drainage and rights-of-way; provides upkeep and maintenance to City-owned buildings; and maintains the City’s fleet of cars, trucks and motorized equipment.

The following programs and services were provided by personnel of the Public Works Street and Building Maintenance Divisions:

Spring clean-up Program: This year 879 residents participated in this ten-day program. Approximately 72 tons of trash and debris were removed from the community via this program.

Compost Program: Activity at the Compost Site increased in 2015 with 1,377 residents depositing 276 bags, 1,286 truckloads and 507 trailer loads of residential yard debris at the Compress Road site. We also collected 30 tires from residents. More than 437 man-hours were committed to Compost operations.

Leaf Collection Program: Rather than collect leaves curb-side this year, residents were encouraged to bring their leaves to the compost site. To accommodate this change, the compost site was open Monday through Friday for a period of seven weeks. This revised schedule, which included some late hours and some additional Saturdays, allowed citizens and local lawn contractors to bring leaves to the compost site. During this seven week event, we had 447 residents and 14 local lawn contractors utilize the compost site with the disposal of 90 bags, 339 truckloads, and 263 trailer loads of leaves. To host this event, city staff worked a total of 271 regular man hours and 32 overtime hours.

Community Service Program: A cooperative effort between Sikeston Municipal Court and the Department of Public Works resulted in 889 hours of community service being utilized for Street Division maintenance operations. Twenty-seven (27) individuals participated in this year’s program.

Airport Improvements: The City broke ground on a new 2,800 square foot airport terminal building at the Sikeston Memorial Airport. Construction is scheduled to be complete in early 2016. In addition to the new terminal, the City was also able to make upgrades to the Automated Weather Observation Station (AWOS), so that it now acts as a weather reporting station.

2015 Street & Drainage Improvements: As a part of the contracted street maintenance plan, the City completed the following projects:

- Reconstruction of concrete intersection at Kathleen and Scott
- Reconstruction of concrete intersection at Wakefield Blvd and Allen Blvd
- Reconstruction of concrete intersection at Wakefield Blvd and Davis Blvd
- Milling and Asphalt Resurfacing of West North (RR to N. West)
- Milling and Asphalt Resurfacing of Helen (Pine to Main)
- Milling and Asphalt Resurfacing of Wakefield (Kingshighway to Davis)
During 2015, City Public Works staff repaired a number of damaged sections of street, curbs and gutters in various locations of the community. In addition, Public Works staff continued to identify and improve stormwater drainage issues in a variety of areas throughout the city.

**Facility and Building Maintenance:** Department of Public Works staff completed a significant plumbing project to reroute and re-plumb drainage lines from two different buildings at the Public Works complex. These improvements make the drainage more compliant with Missouri DNR standards.

Because of severe snow and ice loads from past winters, the roof was replaced on one of the main DPW buildings. While the roof work was successfully completed by an outside contractor, additional work to remove and reinstall lights, heaters and accessories was provided by DPW staff.

Both of these projects demonstrated extraordinary skill on the part of our DPW staff and provided significant cost savings.

**Winter Operations:** The winter of early 2015 brought excessive amounts of snow that had to be addressed. Joint efforts of Street, Planning and Parks divisions battled these storms around the clock. To prepare for the winter, the DPW was careful to acquire adequate amounts of rock salt to have on hand. The trucks that were ordered in 2014 were delivered in late February/early March of 2015 nestled between back to back 8”-10” snows.

The introduction of three new snow plow trucks made a remarkable difference in snow plow operations, and was recognized by general public on several occasions. Street staff also utilized the newly fabricated liquid salt brine spreaders that had been installed on three one-ton trucks. The newly acquired snow plow for the DPW front end loader also proved to be a valuable asset.

**Street Division Staffing:** The Street Division added Michael Melton to its work staff as an entry level worker.

**Mosquito Abatement Program:** This program operated 3 days a week from the end of May through September 2015. Approximately 600 gallons of chemicals were applied by the City’s 1 fogging machine during this 5-month program.

**Sikeston Business, Education and Technology Park Maintenance:** As part of our on-going maintenance program, we removed the older bushes that blocked the view of the sign, and improved the lighting of the sign.

**PARKS & RECREATION DIVISION:**

Function: Maintains more than 275 acres of parkland including all playground equipment, baseball and soccer fields, tennis and basketball courts, picnic shelters, concession stands and restroom facilities. Parks Division also operates the Clinton Community Building, and assists the Streets Division with Compost Site operations and snow removal.

Projects completed by the Park Division in 2015 include:

**Park Division Staffing:** After 26 years, long time Parks and Recreation Director, Jiggs Moore, retired at the end of 2015. To fill this void, Dustin Care, formerly of Bonner Springs, Kansas Parks and Recreation Department, was hired to serve as Parks and Recreation Director.

**Walking Trail and Walking Club Development:** Sikeston Parks & Recreation remains committed to providing residents with quality walking trails and programs. From March through November of each
year, the Division partners with the Scott County Health Department to sponsor the Trailblazers and Trailblazers Jr. Walking Clubs. This programming for adults and children, ages 6-12, encourages a healthy lifestyle through education and exercise.

**Public Restrooms:** In an effort to make progress and conserve funds, Parks Division staff began the construction of two restroom buildings in the Recreation Complex near the tennis courts and the high school soccer field. Parks Division staff provided the demolition of the older facilities, and is directly involved in nearly all phases of the project, with the exception of the masonry work, which was provided by an outside contractor. The restrooms should be complete in the spring of 2016.

**Facility Maintenance:** During 2015, four backstops were replaced by contractor on ballfields in the Recreation Complex – two on the Little League baseball quad, and the Jr. Babe Ruth and high school softball fields on the north quad. In addition to the backstops, a new metal roof was installed by Park staff on the south picnic shelter of Veteran’s Park replacing its older shingled roof.

**Clinton Community Building:** In 2015, the Clinton Community Building was the site of more than 262 meetings, parties and other events. Rents generated $30,005.20. More than 2,158.75 man-hours were used to maintain and staff the facility.

**Support of Community Programming:** Due to their location and the quality of facilities, Sikeston’s parks host a significant number of local, regional and state events. During the past year Park Division provided logistical support for Sikeston Youth Baseball’s regional softball tournament, and the Sikeston Youth Soccer League’s Annual Invitational Soccer Tournament. Logistical support was also provided to Historic Downtown Sikeston for the St. Patrick Day Celebration, Sikeston in Bloom Festival, Ice Social and Car Show, and Downtown Wine Tasting; the Sikeston Depot for their Cowboy Up! Arts Festival; and the American Legion Cotton Carnival. Parks crews also decorated American Legion Park and Malone Park for the Christmas season.

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**Bandstand – Legion Park:** DPW staff did an exceptional job completing the construction of a new bandstand in Legion Park. This has proved to be a great addition to the park and a much-needed support facility for the various events held in the park. Funding for the project was provided by Historic Downtown.
Fishing Derby: The Park Division, with support from the Park Board, sponsored the annual Kids’ Fishing Derby fishing event for children ages 15 and under at the Recreation Complex Lake.

Honors Board Recognition Program: The Park Board elected Jeff Miles to the Honors Board in recognition of his contributions to youth sports. He is the 44th volunteer to have his name installed on the board.

Cotton Ramble: The Park Division participated in the staging of the 7th Annual Cotton Ramble Bike Ride in October of 2015. Over 250 cyclists rode in this year’s event, the largest to date. The ride included 15, 26, 65 and 100 mile routes. Thanks to the success of this year’s event, the Cotton Ramble Committee was able to donate $2,000 to Historic Downtown Sikeston, the sponsor for the event. Another $500 was donated to the Depot Museum, which allows the committee to use their facility for rider registration.

Lake Maintenance: The Park Division purchased a granular herbicide spreader and successfully treated the lake in the Recreation Complex to remove nuisance aquatic vegetation. The Missouri Department of Conservation both consulted and actively assisted in this project.

Conservation Efforts: With assistance from Potashnick Transport, Inc., the Park Division collected and shipped a tractor/trailer load of Christmas trees to the Corps of Engineers at Lake Wappapello for use as fish shelters in the lake. This has been an annual conservation/recycling effort by the Park Division for many years.

PLANNING & CODE ENFORCEMENT DIVISION

Function: Issues building permits for the new construction and renovation of residential, multifamily and commercial structures; approves flood plain development permits, works with developers in planning and subdividing processes; conducts building and storm water inspections; identifies structures for condemnation in an effort to bring structures back to good order for the safety of the public; issues violations for public nuisances; and assists the city in the control of stray and dangerous animals.

Building Permits Issued: The City of Sikeston Code Enforcement Division issues building permits for a variety of construction projects including shed, new construction, and additions and renovations of residential dwellings and commercial buildings.

In 2015 a total of 30 residential dwelling permits were issued for new construction, consisting of single family and duplex structures. In addition to new construction, there were 34 permits issued for residential alterations and additions.

Additionally, 35 permits were issued for commercial structures. This includes new construction and substantial additions and renovations. During 2015 the City of Sikeston welcomed the following:

- A new 28,084 square foot Malco (8 Screen) Movie Theater
- A new 10,227 square foot Love’s Travel Stop
- A new 15,222 square foot commercial development that includes new space for Vast Communications and welcomes a new MRV Bank
- A new 14,430 square foot Goodwill
- A new 2,887 square foot Airport Terminal at Sikeston Memorial Airport
- A new 2,100 square foot facility for Domino’s Pizza
- A 246,000 square foot expansion to Orgill (Industrial Park)
- A 35,640 square foot expansion to Federal Express (Industrial Park)
- A 24,338 square foot expansion to Unilever/Good Humor (Industrial Park)
- A 11,400 square foot expansion to Alan Wire (Main Plant – Southwest St)
- A 7,500 square foot expansion to the MoDOT Maintenance Facility
- A 5,536 square foot expansion to Burch Foods
- A 7,000 square foot addition to Missouri Delta Medical Center
- A 9,800 square foot addition to Cornerstone Baptist Church
- A 58,652 square foot remodel for AT&T (Downtown)
- A 26,800 square foot remodel for Tractor Supply
- A 19,936 square foot remodel for Ruler Foods
- A 2,707 square foot remodel of old Rick’s Deli for new Century 21 main office
- A 2,546 square foot remodel of Dairy Queen

<table>
<thead>
<tr>
<th>Type of Permit</th>
<th>Number of Permits Issued</th>
<th>Cost of Construction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>27</td>
<td>$2,073,650</td>
</tr>
<tr>
<td>Duplex Residential</td>
<td>3</td>
<td>$422,550</td>
</tr>
<tr>
<td>Multi-Family Residential</td>
<td>0</td>
<td>$0</td>
</tr>
<tr>
<td>Residential Alterations</td>
<td>34</td>
<td>$540,700</td>
</tr>
<tr>
<td>Commercial</td>
<td>35</td>
<td>$41,953,485</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>99</strong></td>
<td><strong>$44,990,385</strong></td>
</tr>
</tbody>
</table>

**Inspections:** The Code Enforcement Department conducts inspections on residential and commercial construction and rental dwelling units to help insure the life, safety and welfare of the occupants, as well as compliance with the adopted building code of the City. Code Enforcement action resulted in the following in 2015:

- 936 inspections of residential and commercial construction projects
- 148 business license inspections
- 585 rental property inspections
- 1,154 violations of property maintenance (derelict vehicles, junk and trash, tall grass, etc.)
- 884 violations were abated

**Animal Control:** The Code Enforcement Department also responds to calls for animal control. In 2015, the Code Enforcement Department responded to 1,082 calls for animal control, with 967 hours spent performing this task.
DEPARTMENT OF PUBLIC SAFETY

ADMINISTRATION/DETENTION DIVISION:

FUNCTION: This division maintains all departmental records; manages the City’s 911 and dispatch operations, detention facility; manages the department’s news media relations; and coordinates emergency management functions.

Throughout the year, men and women of Sikeston Public Safety work with local schools and organizations to promote communication and improve relations. During 2015 they conducted the St. Patrick’s Day 5K, softball tournament, carwash, Law Enforcement Torch Run, and the Fill-the-Boot Campaign to provide funds for the Special Olympics.

This year the department purchased 3-2015 police package Tahoe’s. They were assigned to Chief Juden, Captain McMillen and the Housing Authority Officer. Two used Dodge Chargers, formerly Missouri State Highway Patrol vehicles, were purchased and assigned to the Criminal Investigations Unit. Additionally, the department purchased and installed cameras in both prisoner transport vans.

Equipment upgrades included the replacement of officer duty holsters, helmets, shin guards, shields and straight batons. CIU personnel received upgrades of both holsters and weapon-lights.
PATROL DIVISION:
Function: Personnel are responsible for all law enforcement and crime prevention functions. As public safety officers they are also certified firefighters and respond to fire suppression and hazardous materials incidents.

<table>
<thead>
<tr>
<th>CITY OF SIKESTON</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Population – 16,494</td>
</tr>
<tr>
<td>Population over 18 – 12,298</td>
</tr>
<tr>
<td>Population under 18 – 24.5%</td>
</tr>
<tr>
<td>Males – 46.8%</td>
</tr>
<tr>
<td>Females – 53.2%</td>
</tr>
<tr>
<td>Households – 6,508</td>
</tr>
<tr>
<td>Housing Units – 7,289</td>
</tr>
<tr>
<td>Total Land Area – 17.32 Square Miles</td>
</tr>
</tbody>
</table>

PATROL DIVISION STATISTICAL REPORT OF ACTIVITIES, 2014 AND 2015

<table>
<thead>
<tr>
<th>INCIDENT</th>
<th>2014 STATISTICS</th>
<th>2015 STATISTICS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calls for Service</td>
<td>30,342</td>
<td>25,210</td>
</tr>
<tr>
<td>Arrests</td>
<td>1,718</td>
<td>1,524</td>
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<tr>
<td>Vehicle Stops</td>
<td>2,506</td>
<td>3,593</td>
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<tr>
<td>Traffic Citations</td>
<td>1,962</td>
<td>1,406</td>
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<tr>
<td>Pedestrian Checks</td>
<td>736</td>
<td>548</td>
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<tr>
<td>Homicide</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>Negligent Manslaughter</td>
<td>0</td>
<td>0</td>
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<tr>
<td>Forcible Rape</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td>Robbery</td>
<td>25</td>
<td>32</td>
</tr>
<tr>
<td>Burglary</td>
<td>195</td>
<td>159</td>
</tr>
<tr>
<td>Theft</td>
<td>832</td>
<td>859</td>
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<tr>
<td>Vehicle Theft</td>
<td>23</td>
<td>32</td>
</tr>
<tr>
<td>Arson</td>
<td>3</td>
<td>8</td>
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<tr>
<td>Motor Vehicle Accidents</td>
<td>803</td>
<td>833</td>
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<tr>
<td>Loud Music Calls</td>
<td>156</td>
<td>196</td>
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<tr>
<td>Mental Health Transports</td>
<td>36</td>
<td>49</td>
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<tr>
<td>Alarm Calls</td>
<td>1,248</td>
<td>1,533</td>
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<tr>
<td>Juvenile Violations</td>
<td>71</td>
<td>152</td>
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<tr>
<td>Driving While Intoxicated</td>
<td>42</td>
<td>44</td>
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<tr>
<td>Identity Theft</td>
<td>20</td>
<td>24</td>
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<tr>
<td>Vehicle Pursuit</td>
<td>8</td>
<td>10</td>
</tr>
<tr>
<td>Foot Pursuit</td>
<td>13</td>
<td>17</td>
</tr>
<tr>
<td>Bomb Calls</td>
<td>16</td>
<td>22</td>
</tr>
</tbody>
</table>
SPECIAL OPERATIONS DIVISION:
Function: In addition to being certified police officers and firefighters, personnel within this unit engage in specialized services including but not limited to criminal investigations, housing authority and school resource officer programs, DARE officer programs, power squad, special operations group and bomb squad.

CRIMINAL INVESTIGATIONS UNIT:
The Criminal Investigations Unit consists of certified law enforcement officers serving as general or narcotics detectives.

CRIMINAL INVESTIGATIONS UNIT 2015 CASE LOAD WITH CLEARANCE RATE

<table>
<thead>
<tr>
<th>INVESTIGATOR</th>
<th>TOTAL CASES</th>
<th>CLEARED</th>
<th>CLEARANCE RATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sullivan</td>
<td>12</td>
<td>11</td>
<td>92%</td>
</tr>
<tr>
<td>Rataj (through 10-15)</td>
<td>86</td>
<td>51</td>
<td>59%</td>
</tr>
<tr>
<td>Dees</td>
<td>122</td>
<td>83</td>
<td>68%</td>
</tr>
<tr>
<td>Lawson</td>
<td>198</td>
<td>141</td>
<td>41%</td>
</tr>
<tr>
<td>Caton (through 8-15)</td>
<td>86</td>
<td>51</td>
<td>59%</td>
</tr>
<tr>
<td>Blakely</td>
<td>171</td>
<td>144</td>
<td>81%</td>
</tr>
<tr>
<td>Penrod</td>
<td>114</td>
<td>78</td>
<td>68%</td>
</tr>
<tr>
<td>Dennis</td>
<td>155</td>
<td>115</td>
<td>74%</td>
</tr>
<tr>
<td>2015 Total</td>
<td>914</td>
<td>674</td>
<td>74%</td>
</tr>
</tbody>
</table>

Criminal Investigations personnel served 12 search warrants of which 2 were for Federal charges. They seized $27,311 in cash, 27 guns and 2 vehicles. They conducted 20 controlled buys and seized the following illegal substances:

- Marijuana: 18 pounds
- Methamphetamine: 4 pounds
- X-Pills: 0
- Crack Cocaine: 3 ounces
- Cocaine: 2.5 ounces
- K-2: 0
- Meth Labs: 1
- Heroine: 2.5 pounds
- Mushrooms: 0

115 Pounds of prescription medication was collected through the DPS medication drop box program.

CIU general and narcotics detectives worked multiple serious assaults and four homicides: Tyrussel Davis, Chris West, Sam Sanders, and Devin Alexander. Detectives also conducted 69 interviews at the SEMO N.A.S.V. relating to sexual assault and abuse of adults and children; investigated several armed robberies and first degree assaults, and assisted the City of Miner in the McRoy double homicide.

Over the summer, the Detective Division supplemented the Power Squad in the Street Crimes Unit details, and worked the Sikeston Jaycee Rodeo Detail.

HOUSING AUTHORITY OFFICERS:
In addition to performing the regular functions of a Public Safety Officer, these officers are assigned to assist the Sikeston Housing Authority with the enforcement of Housing and Section 8 regulations. During 2015 they issued 17 trespass orders, completed 117 reports on criminal activities, and served 30 eviction orders to residents found to be in violation of Housing Authority regulations.
SCHOOL RESOURCE OFFICERS:
In addition to performing their regular law enforcement duties, these officers focus on communication and positive interaction with students of Sikeston schools. During 2015 these officers responded to 194 calls for service and filed 90 reports.

POWER SQUAD:
This unit is an overlap shift that helps provide coverage in the high crime areas and with priority calls for service.

During 2015 the Power Squad conducted 206 vehicle stops resulting in 26 arrests, 46 citations issued, 119 warnings issued and 15 clears as a report or investigation. In other activities, the Unit issued 97 Uniform Traffic Tickets, made 41 arrests, and filed 93 reports. The Power Squad was called upon to track suspects on seven occasions resulting in three apprehensions. Officers also participated in five school searches of which three were in-town and two out-of-town.

The Power Squad also assisted other law enforcement agencies on 21 occasions. Agencies assisted include the Scott County Sheriff (5 times), New Madrid County Sheriff (1 time), City of Charleston (2 times), City of New Madrid (2 times), City of Poplar Bluff (1 time), DAEOC (2 times), DEA (5 times) and Highway Patrol (3 times).

Power Squad stops and searches removed the following from Sikeston’s streets:

<table>
<thead>
<tr>
<th>Type</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guns</td>
<td>6</td>
</tr>
<tr>
<td>Marijuana</td>
<td>3 lbs. and 181.1 grams</td>
</tr>
<tr>
<td>Heroin</td>
<td>15 grams</td>
</tr>
<tr>
<td>Methamphetamine</td>
<td>30 grams</td>
</tr>
<tr>
<td>Cocaine</td>
<td>9.5 grams</td>
</tr>
<tr>
<td>Paraphernalia</td>
<td>21 pieces</td>
</tr>
</tbody>
</table>

SPECIAL OPERATIONS GROUP:
This team is composed of law enforcement officers who have received extensive training in weapons and tactical police maneuvers. These men and women are normally on the front-line of hostage, active-shooter or other high-risk incidents. During 2015 the group was activated on 21 occasions, being deployed to 15 incidents.

BOMB SQUAD
In 2006 the cities of Sikeston, Cape Girardeau, Jackson and Poplar Bluff entered into an agreement that created the Southeast Missouri Regional Bomb Squad. With $1.3 million in federal and state funding, the vehicle and equipment were purchased. FBI certified bomb technicians from all four cities man the truck which serves the area of Ste. Genevieve south to the state line, and from the Mississippi River to Willow Springs.

In 2015 the Bomb Team responded to 22 calls for service as follows:

1 – Explosive Precursor
5 – Explosives (military/commercial grade)
10 – IEDs
2 – Hoax IEDs
1 – Suspect Package
3 – Inert Explosives (military/commercial)
FIRE DIVISION:
Function: Responsible for the development and implementation of fire prevention programs and activities, fire suppression, rescue operations, and hazardous materials planning and response.

Major Fires:
The Sikeston Department of Public Safety responded to a major fire at the Santie Oil facility on July 13th, 2015. This catastrophic fire, which started in the propane department, ripped through the business. Even though there was significant damage to the buildings and other real property, there were no injuries to civilians. Three firefighters sustained minor injuries during the operation.

Sikeston D.P.S. received mutual aid from the Cape Girardeau Fire Department, who responded with an aircraft crash truck and crews. We also received assistance from the South Scott County Ambulance Service, New Madrid County Ambulance Service, Stoddard County Ambulance Service, North Scott County Ambulance, New Madrid County Sheriff’s Dept., Scott County Sheriff’s Dept., Missouri Highway Patrol, Missouri Dept. of Natural Resources, Missouri Fire Marshal’s office and the Bureau of Alcohol, Tobacco and Firearms.

During this emergency call the department used 750 gallons of AR-AFFF Fire Fighting foam. Due to petroleum products being released from the facility, we had a large amount of fire hose damaged. This damage was caused by both the exposure to the petroleum products and flammable liquids that ended up catching on fire and rolling across the pavement, burning some of the hoses. We also had 13 sets of firefighting gear, including boots and gloves that were contaminated. The overall cost of the replacement of damaged equipment and the cleaning of contaminated equipment was $61,043.33. Since this incident fell under Haz-Mat regulations, the responsible party was liable for the reimbursement of the cost. This cost was recovered from the insurance company and paid to the City of Sikeston.

In June, the Sikeston Fire Division responded three different times for a mutual aid request from Scott County Rural Fire Protection District to 67 Day Drive. The business was Pallet Connections. The last fire resulted in a significant loss to the property due to several buildings and other mobile equipment burning up in the fire.

The Sikeston Fire Division and Southeast Missouri Regional Haz-Mat Team participated in a Haz-Mat training session with the Missouri National Guard Terrorism Response Team. The teams training scenario was a response to a clandestine lab with booby traps and other improvised explosives. This training was conducted at the Jaycee Rodeo grounds.
Hazardous Material Response
The Sikeston Regional Hazardous Material (Haz-Mat) Team responded to a call on I-55 at the St. John’s Ditch crossing near Matthews, Mo. A Fed-Ex 18 wheeler ran off the road and into the water filled ditch. The truck displayed a placard indicating it had corrosive materials on board. The team utilized two rubber rescue boats to gain access to the trailer, and to also deploy numerous booms capable of absorbing petroleum fluids escaping from the motor and fuel tanks located on the tractor portion of the truck.

Leadership Changes:
In March, Captain Ken Dicus retired from the department after 26 years of service. Lt. Rick Rapert was promoted to Captain and assumed the position of Fire Division Commander. Lt. Todd Peters transferred from Patrol Division to serve as Fire Division Lieutenant.

FIRE DIVISION 2015 CALLS FOR SERVICE

<table>
<thead>
<tr>
<th>Incident</th>
<th>2014 Statistics</th>
<th>2015 Statistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calls for service</td>
<td>814</td>
<td>861</td>
</tr>
<tr>
<td>Structure Fires</td>
<td>85</td>
<td>81</td>
</tr>
<tr>
<td>Vehicle Fires</td>
<td>38</td>
<td>36</td>
</tr>
<tr>
<td>Grass/Brush Fires</td>
<td>57</td>
<td>59</td>
</tr>
<tr>
<td>Motor Vehicle Accidents w/Injuries</td>
<td>181</td>
<td>146</td>
</tr>
<tr>
<td>Alarms Activated, No Fire</td>
<td>159</td>
<td>254</td>
</tr>
<tr>
<td>Smoke Investigations</td>
<td>22</td>
<td>64</td>
</tr>
<tr>
<td>Helicopter Arrivals</td>
<td>53</td>
<td>58</td>
</tr>
<tr>
<td>Coal Train Arrivals/Departures</td>
<td>130</td>
<td>114</td>
</tr>
<tr>
<td>Other Calls</td>
<td>89</td>
<td>49</td>
</tr>
</tbody>
</table>

Equipment Purchases:

2015 78’ Aerial Ladder Fire Truck
This apparatus is equipped with a 78 foot aerial ladder with a 1,000 gpm waterway, a 500 gallon onboard water tank and a fire pump rated at 1,500 gpm. It cost was $698,995. It replaced the Department’s 1993 E-One 75 foot aerial ladder.
2012 Water Tender
This apparatus was purchased by the Sikeston Fire District, but is manned and maintained by Sikeston Fire Division. The vehicle is equipped with a 3,000 gallon water tank and a 500 gpm water pump.

2015 Commercial Rescue Pumper
This apparatus is equipped with a 1,030 gallon on-board water tank with a fire pump rated at 1,500 gpm. Its cost was $334,350. This unit replaced a 1990 pumper that was donated to Three Rivers College for use in its firefighter certification program.

1993 Technical Rescue Trailer
This 18 foot enclosed trailer is used for the storage and transport of equipment used in confined space and technical rescues.

Fire Division Training
Sikeston Fire Division personnel participated in over 2,000 hours of training during 2015. These classes include:

- Emergency Operation Center Training
- Web Emergency Operations Center
- Firefighter 1 & 2 Class Programs
- Hazardous Material Awareness & Operations
- Building Collapse Rescue
- SLICE-RS Fire Training
- Coast Guard Tugboat Awareness
- Class B Foam Operations
- Fire Steams
- Emergency Vehicle Driving
- Confined Space Rescue
- Haz-Mat IQ
- Wide Area Search
- Pipeline Emergencies
- Motor Vehicle Extraction
- Familiarization with new fire apparatus
- Incident Command
- Air Monitoring
- High Angle Rescue
- Haz-Woper Training
- Grain Bin Engulfment
- Fire Investigation
- LP Emergencies

Community Training:
Fire Division instructors conducted fire extinguisher, fire prevention and emergency decontamination training to various businesses in the community.

During Fire Prevention Week, Fire Division crews visited 10 schools and day care centers teaching approximately 1,920 children about fire prevention in their homes.
DEPARTMENT OF ADMINISTRATIVE SERVICES:

CITY CLERK DIVISION:
Personnel within the City Clerk’s Division are responsible for municipal elections, the recording and retention of all Council actions and documents, personnel and purchasing administration and the preparation and analysis of municipal financial reports.

CITY TREASURER DIVISION:
The City Treasurer is responsible for all City funds. Personnel within this division oversee municipal investments, make payments on municipal debts and outstanding accounts; oversees the City’s risk-loss programs; and assists the Director of Administrative Services with the preparation of financial reports and personnel administration. The City Treasurer also serves as the City’s Human Resource Director.

CITY COLLECTOR DIVISION:
Personnel within this division are responsible for the collection and timely deposit of all municipal taxes, licensing, and fees.
DEPARTMENT OF GOVERNMENTAL SERVICES:

Function: Provides administrative and technical support to the City Council, City Manager and all municipal departments; responsible for all information technology functions and support, non-emergency communications, and administrative operations of City Hall, Sikeston Municipal Court, and Sikeston Convention and Visitors Bureau.

COMMUNITY OUTREACH:

Historic Downtown Sikeston: Council supports the revitalization efforts spearheaded by Historic Downtown Sikeston. The Governmental Services Director serves as the City’s representative on this organization’s Board of Directors and, like many other city staff members, assists with Downtown events and projects. During 2015 Governmental Services assisted Historic Downtown Sikeston with the submission of two grants.

Sikeston Regional Chamber of Commerce: Council also supports the Sikeston Regional Chamber of Commerce in its efforts to expand and improve local businesses. The City Manager and DED Director serve as ex-official members of its board of directors.

Youth in Government Day: The City acknowledges today’s high school students are tomorrow’s leaders. Governmental Services in cooperation with the Sikeston Optimist Club and Sikeston Public Schools sponsors this annual event which enables Sikeston teens to “shadow” the City’s elected officials and managerial staff. During this day-long exercise students are exposed to municipal functions, and pertinent issues facing the community. Governmental Services coordinates this event, developing discussion topics and preparing briefing material for students, Council, and staff.

Vision Sikeston Leadership Program: The Sikeston Regional Chamber of Commerce and Strategic Plan Implementation Commission created this program to better prepare professionals for community leadership. Governmental Services coordinates the City’s segment of this program and prepares briefing material for program participants.

Adopt-A-Road/Litter Campaign: With litter being a big issue in Sikeston, the idea to do a litter pickup was a great way to show the citizens of Sikeston that City employees can lead by example. What started out as volunteering one hour in 2014 lead to the City re-establishing the Adopt-A-Road Program in 2015. Based on suggestions from the Street Department, the City of Sikeston employees officially adopted Linn Street from Pine to Selma on October 25, 2015. A webpage was designed to give the community an opportunity to learn more about the program and to sign up online if they are interested in helping to keep our community clean. To date, seven additional roads have been adopted. (Governmental Services staff member Rhonda Council spearheaded this effort).

PUBLIC INFORMATION:

In 2015 Governmental Services was asked to expand the City’s presence on social media. In response the City now maintains an active presence on Facebook, Twitter, and YouTube. Programming has been implemented to inform residents of municipal operations and issues, local events, and update residents on possible weather emergencies.

Facebook/Twitter: Formal Facebook programming began in January 2015. At that time the City’s Facebook page had 229 likes. As of the same date in January 2016, the page has 2,227 likes. With the post of the Santie Oil fire video, the City’s Facebook page reached over 50,000 people.
While the bulk of the City’s Facebook viewers reside in the Sikeston area, the City has followers in St. Louis, Southern Illinois, Nashville and Texas. The City’s page also has followers in the Philippines, Indonesia and Turkey.

The City’s Twitter program started in August 2015. To date the City has 21 followers. Efforts are being made to increase this number.

Sikeston.org Website Activity: Redesigned in 2014 for ease of use and to provide greater access to municipal documents and reports, the site has seen a substantial increase in user activity. During calendar year 2014, 24,115 users visited the site on 37,620 occasions generating 90,928 page views. In 2015 the site had 48,191 users with 68,804 sessions. These visits resulted in 147,329 page views. 22.27% of this usage was by Sikeston residents. The City’s site has a large number of viewers in Chicago, Cape Girardeau and St. Louis, with smaller audiences around the state. Governmental Services staff maintains and updates the page regularly.

E-Newsletter: The focus of this program is to inform residents of upcoming municipal meetings, events, and pertinent issues. The goal is to increase citizen interest and participation in the governing process. Over the course of 2015, Governmental Services drafted and released 32 editions of the City’s E-newsletter, the “Sikeston Scanner”. The newsletter is subscription based with more than 500 residents receiving each edition. The “Scanner” can also be accessed from the City’s Facebook page.

BOARDS & COMMISSIONS:
Governmental Services manages the City’s boards and commissions program, coordinating the program’s application and appointment processes. This program provides citizens with an opportunity to participate in the local governing process. At this time the City has approximately 100 residents serving on 17 separate boards and commissions, and another 50 residents seeking Council appointment.

Strategic Plan Implementation Commission: The Strategic Plan Implementation Commission was created to assist and support Council in attaining the goals identified in the 2009 VISION for Tomorrow Long Term Strategic Plan. Governmental Services staff members coordinate Commission meetings, and have assisted the Commission in the preparation of a status report on the 2009 Vision goals, and developing “Vision” recommendations for coming years.

INTERNAL OPERATIONS:
City Council Support:
Governmental Services prepares, posts, and distributes Council meeting agendas and information packets. During 2015 the department prepared this documentation for 30 City Council meetings. In support of Council’s efforts for transparency in government, Governmental Services posts all Council agendas, Council meeting information packets, and approved minutes to the City’s website, www.sikeston.org.

Governmental Services members also coordinate with the public and media for the signing of Council proclamations.

By November of each year, City Council candidates have filed for election. Governmental Services prepares and issues a 46-page handbook for these candidates, providing an overview of municipal operations and the fiscal year’s budget.

Bill Preparation, Codification:
Throughout the year Governmental Services staff assists in the preparation of legislation to be presented for Council consideration. In 2015 Governmental Services assisted Public Works in the drafting of legislation for the spray/neutering of animals residing with the City. (Council tabled this measure.)
With the passage of municipal laws (ordinances), this legislation must be incorporated into the City’s Code of Ordinances (City Code). Governmental Services manages the codification process. (Sikeston City Code is provided in an electronic format, accessible on the City’s website www.sikeston.org. It is updated quarterly.)

Administrative Action Reporting:
Following each Council meeting the Governmental Services Director prepares an overview of Council actions which is distributed to City Staff, and posted to the City’s Facebook page. On a monthly basis, these Council directives are summarized by department and updated to track progress through completion.

Five-Year Capital Program Improvement Plan:
Each year staff prepares a 5-Year Capital Plan, as required by City Charter, for Council’s consideration and acceptance. Governmental Services compiles the submissions of all City departments, City Manager commentary and project rankings to create this document. Upon Council acceptance, the formal document is posted to the City’s website, www.sikeston.org.

Budget Presentation: In 2015 both the departments of Administrative Services and Governmental Services were asked to improve the City’s fiscal budget presentation to meet the ICMA Certificate of Excellence criteria. In addition to their normal responsibilities in creation of the budget document, Governmental Services prepared departmental organization charts and drafted a preface detailing significant purchases/projects to be undertaken in each of the City’s 5 departments, 17 divisions and 14 funds.

Municipal Record Management and Archival:
The Division of Governmental Services remains actively involved in the archival of municipal documents. It oversees the operation of 2 record storage areas at City Hall, and has been converting documents with permanent retention requirements to a digital, OCR searchable format.

INFORMATION TECHNOLOGY:
The IT unit, with a staffing-level of two full-time employees, is charged with supporting voice and data functions within all five of the City’s departments. The unit manages the City’s wide and local area networks, virtual networks, wireless access, network security, and troubleshoots personal computers and peripherals for all City employees.

The most time and labor intensive project of 2015, involved assisting DPS with planning, coordination, and implementation of hardware and software upgrades for E911, records management software, E-ticket operations and the installation of laptops in patrol cars.

MUNICIPAL COURT DIVISION:
FUNCTION: The Municipal Judge, Prosecuting Attorney and Court Staff are responsible for the adjudication of municipal ordinance and traffic violations, and the collection of all fines and costs assessed by the Court. The judge and prosecuting attorney are appointed by the City Manager in consultation with the City Council.

During calendar year 2015, 2,503 new cases were filed by the Department of Public Safety, Code Enforcement, Municipal Court and Municipal Library. Sixty-seven percent (67%) of these cases resulted from traffic/parking violations with 33% being City ordinance violations. Fines and fees collected in 2015 totaled $317,035.43 as follows:

<table>
<thead>
<tr>
<th>Source of Monies</th>
<th>Amounts Received</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fines</td>
<td>$215,740.90</td>
</tr>
<tr>
<td>Court Costs</td>
<td>20,179.14</td>
</tr>
<tr>
<td>Jail/Transportation Cost Reimbursement</td>
<td>46,605.86</td>
</tr>
<tr>
<td>Fees collected for State/County Agencies</td>
<td>24,550.13</td>
</tr>
<tr>
<td>Fees collected for DPS Training/Digital Equipment</td>
<td>6,707.32</td>
</tr>
<tr>
<td>Restitution</td>
<td>3,251.78</td>
</tr>
<tr>
<td>Total</td>
<td>$317,035.13</td>
</tr>
</tbody>
</table>
Prosecuting Attorney/Conflict Judge: In 2015 Daniel Norton resigned his position as Sikeston Municipal Court Prosecuting Attorney. In March Sikeston attorney Kye Lawrence assumed this contractual position. Also during this period the Scott County Circuit Court indicated it would no longer provide a Conflict Judge to hear cases when Sikeston Municipal Court Judge Frank Marshall had been disqualified. The City entered into a contractual agreement with Judge Stephen Southard to hear these cases.

Senate Bill 5 Implementation: Senate Bill 5 went into effect in 2015 establishing a new classification of traffic offense, limiting fines that may be assessed by municipal courts for these offenses, and mandating special reporting requirements. Numerous staff hours were expended to comply with these requirements. Additionally, the City Clerk is now required to coordinate with the City’s auditor to determine the percentage of City revenue that is derived from minor traffic offenses. Based on the FY-15 audit and the City Clerk’s calculations, the percentage of annual municipal operating revenues derived from minor traffic fines, forfeits, and court costs was .075%.

E-Ticket Implementation: In a joint project, Public Safety and Municipal Court implemented electronic ticket (E-Ticket) processing. Officers will now be able to digitally scan license plates and drivers licenses. This data is merged with into an electronic traffic ticket and digitally downloaded to Municipal Court software. This new technology reduces the time officers and court clerks spend inputting traffic tickets.

Collection of Outstanding Fines, Fees and Costs: In an effort to increase collection of past-due municipal court fines and fees, the Court engaged a professional collections firm in 2015. Defendants with unpaid fines and declared by the municipal judge to be in arrears, will have their unpaid balances sent to the collections agency. The cost of collection, 20% of the unpaid amount, will be paid by the defendant.

TOURISM DIVISON:
Function: This division manages Sikeston Convention & Visitors Bureau (CVB) operations. The CVB promotes and markets tourism in the Sikeston area thereby enhancing the community’s economic well-being. Funding for CVB operations is generated by the City’s 4% lodging tax. These monies are restricted in use to tourism promotion and marketing.

Opening of Visitors Center: In a collaborative effort with the Sikeston Depot Museum & Gallery the Convention & Visitors Bureau opened a Visitors Center at the Depot Museum, 116 W. Malone Avenue. Since its opening in August 2015, the Center has served 855 visitors.

Community Promotion Efforts: Realizing a key aspect to Sikeston’s tourism attraction is the number and quality of its events and festivals. All local event organizers were invited to participate in the Convention & Visitors Bureau’s Community Promotions Committee meetings. Input provided by participants has led to the creation of “event weekends”, where complimentary events are planned by several organizations. The result, visitors to our community have a full day of varied activities in which to participate. This not only creates a greater draw to our community, visitors extend their stay creating a positive impact on the local economy. In support of this effort the CVB printed a hospitality map with 2015 Rodeo Week Events. This was distributed to all Sikeston-Miner motels, Lambert’s Café and Cotton’s Steak House. Brochures were provided to the Jaycees, Downtown Merchants, and mailed to individuals seeking Sikeston event information.

KBSI/WDKA Rodeo Promotion: This marketing opportunity was sparked by Community Promotions Committee discussions. KBSI/WDKA’s Marketing Director (and Sikeston native) Karen Wade offered the CVB free video promotional spots to be aired twice during the period June 29 through August 7, 2015. Featured on these spots were the Sikeston Jaycee Bootheel Rodeo, Rodeo Week events, the City, Three Rivers College, SEMO University – Sikeston Campus and Sikeston area merchants. Twenty organizations/businesses participated in this promotion.
**Gateway Monument/Wayfinding Signage Project:** During 2015 the CVB formed a working committee consisting of Chamber of Commerce, Historic Downtown Sikeston representatives along with DPW, CVB and Governmental Services staff to develop the foundation for a city-wide gateway monument/wayfinding signage program. This group met monthly and identified locations and verbiage for a wayfinding signage system to bring visitors off the Interstate and U.S. 60 to locations where local events are normally held, i.e. Rodeo Grounds, Downtown Sikeston and City Parks. Council awarded Workshop Design, LLC the contract for final design and development of engineering specifications.

**Promotional Video:** The CVB is working with professional videographer Oral Friend on a video featuring the Sikeston-area fall events. Filming was completed in October. This video and its clips will be used on City websites and Facebook pages to both inform and promote the community. A second video featuring spring/summer events is planned for 2016.

**CVB Photo Contest:** CVB staff members Rhonda Council and Kathy Medley are again spearheading the CVB's Annual Photo Contest that kicked-off in December 2015. Contest categories include Sikeston in Season; Family, Friends & Fun; and Sikeston Special Events. Entry forms are available online at [www.visitsikeston.com](http://www.visitsikeston.com). Photographs received will be used on the City’s websites and in CVB advertising and promotions.

The 2014-2015 contest generated over 140 entries that are now part of the CVB’s photo library. Future plans call for contest winning photographs to be enlarged, framed, and displayed on a “Life in Sikeston” wall in City Hall.

**Marketing Efforts:**

**Print Advertising:** During calendar year 2015 the CVB expended $27,371 to obtain a total of 3.8 million impressions in the following magazines and newspaper inserts: Show-Me Missouri Magazine, St. Louis Magazine, Missouri Life Magazine, Midwest Traveler Magazine, Madden Spring & Fall newspaper inserts, and TravelerFun Spring & Fall newspaper inserts. These advertisements feature the area’s numerous festivals and events.

**Fulfillment Pieces:** The CVB expended $3,900 to print its annual calendar of events, re-print the popular “Historic Homes Walking/Driving Tour” brochure, and print a Rodeo hospitality map with a complete listing of Rodeo-week events. All these pieces are mailed to individuals seeking travel/tourism information about our area, and distributed to local motels and Visitor Centers throughout the State.

**Electronic Fulfillment:** Whenever possible, the CVB incorporates electronic promotion with its print advertising. In addition, the CVB maintains an electronic brochure that can be viewed both on desktops and smart devices. This provides visitors with easy access to local event and hospitality information. It also eliminates the personnel, print and postage expenses associated with responding to visitors inquiries by mail.

**CVB E-Newsletter:** Similar in nature to the “Sikeston Scanner”, the CVB publishes an electronic newsletter, the “Travelgram”. During 2015 the CVB published 25 editions providing 31,165 readers with local festival and event information, as well as providing suggested self-guided itineraries.

**Search Engine Marketing:** To maximize Sikeston’s presence on the Internet, the CVB uses search engine management. This tool uses the purchase of “ad words” to increase the ranking (appearance in search results) on Google and Bing Internet searches. For example, the CVB rolled out its “Hunting Self-guided Itinerary” in November. During December 2015, hunters searching for Missouri hunting sites saw a listing for the CVB Hunting Itinerary 35,739 times. From these searches 617 individuals actually accessed the CVB’s website.

**Digital Behavioral Targeting:** Using this marketing tool, St. Louis area residents that frequently access travel and event sites were identified. This is matched with the St. Louis area zip codes from which the CVB has received inquiries. When a St. Louis resident, living in the specified zip codes, accesses a travel site, a specially designed
CVB advertisement appears on their smart phone. Behavioral marketing is still being tested to determine its return on investment.

Billboards: The CVB placed billboards along I-55 North, I-55 South and I-57 (between Charleston and Sikeston) for a cost of $12,825.

Marketing Results:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Website Visits</td>
<td>18,278</td>
<td>34,505</td>
<td>22,533</td>
</tr>
<tr>
<td>800 Calls</td>
<td>189</td>
<td>309</td>
<td>68</td>
</tr>
<tr>
<td>SEM Clicks Delivered</td>
<td>15,435</td>
<td>15,457</td>
<td>10,233</td>
</tr>
<tr>
<td>Reader Inquiries</td>
<td>15,522</td>
<td>15,030</td>
<td>7,004</td>
</tr>
<tr>
<td>Visitor Center Attendance</td>
<td>N/A</td>
<td>N/A</td>
<td>855</td>
</tr>
</tbody>
</table>

Sikeston 4% Lodging Tax Receipt History

<table>
<thead>
<tr>
<th>Fiscal Year Ending June 30, 2015</th>
<th>$107,953.50</th>
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<tbody>
<tr>
<td>Fiscal Year Ending June 30, 2014</td>
<td>$34,976</td>
</tr>
<tr>
<td>Fiscal Year Ending June 30, 2013</td>
<td>$29,058</td>
</tr>
<tr>
<td>Fiscal Year Ending June 30, 2012</td>
<td>$34,676</td>
</tr>
</tbody>
</table>