



STATE OF IOWA

# **Fiscal Year 2011 IOWAccess Revolving Fund Annual Report**

# State of Iowa Fiscal Year 2011 IOWA Access Revolving Fund Annual Report



This report was produced in compliance with Iowa Code section 8A.224 to be submitted to the General Assembly not later than January 31, 2012. A copy of this publication has been filed in compliance with Iowa Code sections 8A.202 (e) and 305.10.

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## IOWAccess Revolving Fund Fiscal Year 2011 Annual Report

The Department of Administrative Services is required to report on the activities funded and the expenditures made from the IOWAccess Revolving Fund. IOWAccess was created in 1998. This program continues to provide funds in support of initiatives to connect Iowans with their government by utilizing the accessibility and technology of the Internet.

This report highlights the Fiscal Year 2011 accomplishments of IOWAccess. Certain services offered through IOWAccess charge a value-added fee. You will find a description of the IOWAccess business model and the processes, based on industry best practices, employed by IOWAccess to fund and monitor projects, along with a listing of projects funded during Fiscal Year 2011.

The Financial Section contains an Income Statement and Balance Sheet for Fiscal Year 2011 as well as a financial projection of the Fiscal Year 2012 budget.

Following is the applicable Iowa Code citation.

### **Iowa Code Section 8A.224 - IOWAccess revolving fund**

*“An IOWAccess revolving fund is created in the state treasury. The revolving fund shall be administered by the department and shall consist of moneys collected by the department as fees, moneys appropriated by the general assembly, and any other moneys obtained or accepted by the department for deposit in the revolving fund. The proceeds of the revolving fund are appropriated to and shall be used by the department to maintain, develop, operate, and expand IOWAccess consistent with this subchapter. The department shall submit an annual report not later than January 31 to the members of the general assembly and the legislative services agency of the activities funded by and expenditures made from the revolving fund during the preceding fiscal year. Section 8.33 does not apply to any moneys in the revolving fund and, notwithstanding section 12C.7 , subsection 2, earnings or interest on moneys deposited in the revolving fund shall be credited to the revolving fund.”*

To seek IOWAccess funds the following guidelines apply:

- The request must be made by the State of Iowa, a county, or local government agency
- The request must meet the mission of the government agency
- The request must provide a service to the citizens of Iowa
- The website/application must provide electronic access to government information or transactions whether federal, state or local
- The government agency can outsource management of the website to a non-profit organization, but the agency is ultimately responsible for the information contained therein.

According to recent surveys, 82.1% of Iowans have access to the Internet. Research from the National Governor’s Association Center for Best Practices indicates that among the public’s highest priority for improvements at state and local levels of government are:



- Improved and more widely accessible governmental services. Most citizens expect more for less in many of their consumer and business purchases - they have similar expectations for government services.
- Government's more efficient use of its resources.
- Providing easier and quicker access to information and more direct contact with officials in all branches of government through e-mail and web sites. There is a growing expectation for more, not less, of this interactive environment.

The funding for IOWAccess applications improves the availability, quality, use, and sharing of data; provides a unique source of funds for innovative e-Government programs; and is used as an adjunct to federal and state funding to improve the effectiveness of government programs, consistent with the goals of IOWAccess.

IOWAccess projects are recommended by an IT procurement review process supported by the Technology Advisory Council role representing state government information technology. Project recommendations are then forwarded to the Director of the Department of Administrative Services for final review and approval. This process is to ensure that IOWAccess efforts are targeted at relevant electronic government services.

### **IOWAccess Business Model**

The purpose of IOWAccess is to create and provide a service to citizens of the state that will serve as a gateway for one-stop electronic access to governmental information, transactions, and services at state, county, or local levels. In this role, the fund supports agency proposals for funding of such projects.

The Department of Administrative Services - Information Technology Enterprise contracts with Iowa Interactive, LLC, a wholly-owned subsidiary of NIC, Inc. to be the Network Manager.

The original Iowa Interactive agreements expired September 30, 2005. The State of Iowa competitively bid the contract for IOWAccess development and support services and Iowa Interactive was awarded the new contract effective April of 2006 for a five-year term, with an option for a one-year extension ending March 31, 2012.

Iowa Interactive provides enhanced access to Driver License Record Abstracts (DLR) as a service provided by IOWAccess. IOWAccess and Iowa Interactive share the \$3.00 value add service fee that is assessed to users who access electronic DLRs. This transaction revenue funds dozens of static and dynamic web services created for state agencies by Iowa Interactive at no cost to the agencies. Iowa Interactive is not paid with General Fund dollars. Instead, Iowa Interactive receives its revenue from their portion of the DLR transaction fees paid by the users of that service.



## Selected State Government Accomplishments Using IOWAccess Funding

### Department of Economic Development - Business Assistance Portal



The Iowa Department of Economic Development (IDED) Business License Information Center (BLIC) provides a clearinghouse of resources to aid you in finding the information you need. A comprehensive business license search engine [<https://blic.iowa.gov>] enables you to search by licenses, key words, business fact sheets, forms, and wizard. Depending on where you are in the business life cycle, if it's planning your business, registering, keeping up to date on compliance requirements or finding resources and seeking to grow your business, assistance is tailored to your needs.

<https://www.iowa.gov/business/default.aspx?>

### Iowa Child Advocacy Board



Welcome to the Iowa Child Advocacy Board (ICAB). Thousands of children in Iowa are currently under the juvenile court's jurisdiction due to abuse and neglect. The programs and activities of ICAB, its staff and volunteers across the state are dedicated to advocating for these children's best interests. The ultimate result of this project is expected to be improved safety and permanency outcomes for abused and neglected children being served by Iowa's child welfare system.

<https://childadvocacy.iowa.gov/>

### DAS - Iowa School Alerts



School Alerts continues to provide a free, easy-to-use program that provides notifications to parents and care-givers when school needs to be closed, classes are dismissed early or start late. School administrators sign up to post notices about school closings, delays and early dismissals, and media outlets, parents and others can sign up to "watch" certain schools or school districts, and receive instant notifications when notices are posted.

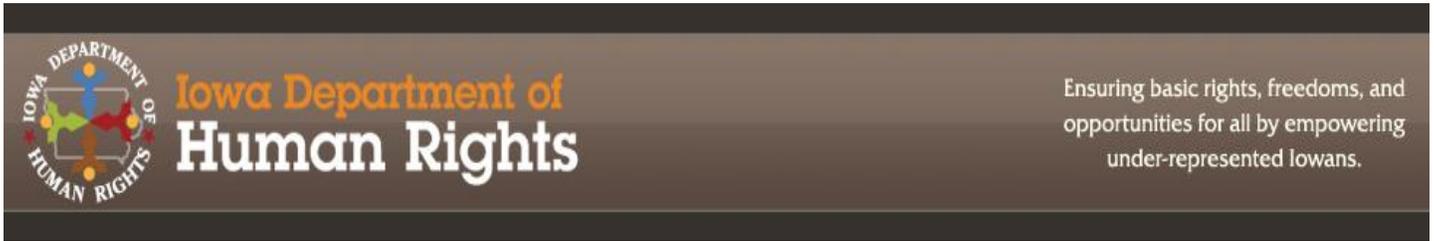
At the end of FY 11, there were 263 school districts in system with 39,966 registered users. For the school year beginning 8/1/10, there were 2,657 notifications issued that generated 854,086 total emails.

<https://schoolalerts.iowa.gov/>



## Selected State Government Accomplishments Developed in Partnership with Iowa Interactive

### Dept. of Human Rights - Website Redesign



The Iowa Department of Human Rights (DHR) is a state agency with a mission to ensure basic rights, freedoms and opportunities for all by empowering underrepresented Iowans and eliminating economic, social and cultural barriers. DHR's core functions are the administration of federal programs to help low income families, research and data analysis pertaining to juvenile and criminal justice issues and advocacy and services to Iowans who have historically been marginalized. Originally conceived in 1987 and reorganized in 2010, DHR serves as an umbrella for several agencies and offices that had previously operated independently.

<http://www.humanrights.iowa.gov/>

### Office of the Governor - Education Summit Conference Registration



#### **IOWA EDUCATION SUMMIT**

Gov. Terry Branstad and Lt. Gov. Kim Reynolds today launched a new Iowa Education Summit web site that allows interested individuals to register and view a full schedule of events. The summit is limited to 1,650 spots. Those wishing to attend the summit are encouraged to register as soon as possible.

“Lieutenant Governor Reynolds and I are pleased today to announce the launch of this site, along with the full calendar of events for the Iowa Education Summit,” said Gov. Branstad. “I have made it a priority of this administration to restore Iowa’s schools as world-class learning institutions. It is our hope that this gathering of leaders will provide us the tools to reestablish Iowa’s education system as best in the nation.”

<http://iowaeducation.iowa.gov/education-summit/>



## IOWAccess Projects Developed by Agencies including Fiscal Year 2011

Project	Funding Year	Amount Approved	Amount Spent	Balance
DHS - Food Stamps Web Intake - 2 - Execution	FY04	\$100,000	\$111,444	-\$11,444
ITE - Small Project Reserve	FY05	\$175,000	\$120,253	\$54,747
Comm - ABD Licensing & Regulatory Documents Online - 1 - Planning	FY06	\$45,000	\$37,634	\$7,366
DHS Single Online Application Process – 3 & 4 – Design and Implementation	FY07	\$200,000	\$163,899	\$36,101
DNR - Field Office Compliance Database – 2 - Design and Implementation	FY08	\$240,000	\$237,066	\$2,934
IDED - Business License Information Center (BLIC) – 3 - Execution	FY09	\$278,520	\$228,809	\$49,711
Healthcare Provider Licensing Database - 3 - Execution	FY09	\$669,000	\$573,520	\$95,480
ICAB - ICAB Online - 3 - Execution	FY09	\$738,000	\$699,203	\$38,797
DHR - Weatherization Assistance Program - 4 - Hosting	FY09	\$6,500	\$2,641	\$3,859
DAS - Transparency: Searchable Budget Database - 1 - Scope Analysis	FY09	\$30,000	\$24,399	\$5,601
DNR - Special Events - Execution	FY10	\$145,000	\$144,583	\$417
GSE - Vertical Infrastructure Program – Scope Analysis	FY10	\$30,000	\$4,565	\$25,435
SHSI - Museum content Management System - Full Project	FY10	\$20,235	\$10,046	\$10,189
ITE - ARRA Project Phase 2 - Execution	FY10	\$497,635	\$370,375	\$127,260
DVA - Forms Execution	FY10	\$96,728	\$104,282	-\$7,554
DVA - Dynamic Forms - Hosting	FY10	\$3,600	\$0	\$3,600
LSA - Iowa Code and Rules Easy Navigation and Search - Execution	FY10	\$325,000	\$232,112	\$92,888
ITE - Enterprise Licensing System-1-Scope Analysis	FY10	\$35,000	\$25,594	\$9,406
ITE- CyberSecurity Education and Awareness Training-2&3-Design & Implementation	FY10	\$84,666	\$71,175	\$13,491
CSAC - Iowa College Aid Consolidated Admin Apps/Databases and Enhancements - Planning	FY10	\$189,231	\$181,845	\$7,386
IWD - Workers' Compensation PERFECT System -Implementation	FY10	\$25,000	\$0	\$25,000
AMANDA Licensing System Training	FY11	\$68,000	\$0	\$68,000
ITE-AMANDA Phase II-Full Project	FY11	\$468,048	\$0	\$468,048
IDED Business Portal - 3 Execution	FY11	\$28,526	\$0	\$28,526
DPS Electrical / Electrician/ Fire Marshal Licensing and Certification Phase 3 Full Project	FY11	\$608,400	\$0	\$608,400
ICAB - Hosting for Iowa Child Advocacy Board	FY11	\$3,400	\$0	\$3,400
Direct Care Workforce Credentialing System	FY11	\$308,367	\$0	\$308,367
IDALS - Commercial Breeder ePayment - Entire Project	FY11	\$20,000	\$0	\$20,000
DOM - Transparency-Scope Analysis 1	FY11	\$30,000	\$0	\$30,000
		<b>\$5,468,856</b>	<b>\$3,343,445</b>	<b>\$2,125,411</b>



**IOWAccess Projects Completed in Partnership with Iowa Interactive Released to “Live”**

<b>Development Category</b>	<b>Project</b>	<b>Agency</b>
Dynamic Sites	DLR HAVA Lookup Authentication (Change Request 1-1)	Dept. of Transportation
Dynamic Sites	Iowa Insurance Division site Redesign	Iowa Insurance Division
Dynamic Sites	Secretary of State Election Results	Secretary of State
Static Sites	Dept. of Human Rights Static Website Redesign	Dept. of Human Rights
Static Sites	IALERT Website	Dept. of Human Rights
Static Sites	Early Childhood Consolidated Site	Dept. of Management
Static Sites	Electrical Licensing (Change Request 48-4)	Dept. of Public Safety
Static Sites	Electrical Licensing (Change Request 48-5)	Dept. of Public Safety
Static Sites	Electrical Permits and Inspections (Change Request 49-4)	Dept. of Public Safety
Transaction based	Electrical Permits and Inspections (Change Requests 49-3)	Dept. of Public Safety
Transaction based	Education Summit Conference Registration	Office of the Governor
Transaction based	Professional Licensing Division Renewal and Administrative Application (Change Request 2-4.1)	Professional Licensing Division - Commerce
Transaction based	Professional Licensing Division Renewal and Administrative Application (Change Request 2-5)	Professional Licensing Division - Commerce

Detailed financial information at the project level to include expenditures, revenues and staff hours for all IOWAccess funded efforts can be provided upon request.

## IOWAccess Value-Added Fees Approved in Fiscal Year 2011 and Applicable Iowa Code citations

### 8A.201 (7) provides a definition of value-added services

*“Value-added services means services that offer or provide unique, special, or enhanced value, benefits, or features to the customer or user including, but not limited to, services in which information technology is specially designed, modified, or adapted to meet the special or requested needs of the user or customer; services involving the delivery, provision, or transmission of information or data that require or involve additional processing, formatting, enhancement, compilation or security; services that provide the customer or user with enhanced accessibility, security or convenience; research and development services; and services that are provided to support technological or statutory requirements imposed on participating agencies and other governmental entities, businesses, and the public.”*

### 8A.204 (3)c - Technology Advisory Council

*“Advise the department regarding rates to be charged for access to and for value-added services performed through lowAccess.”*

### 8A.221 lowAccess - duties and responsibilities

*“1 . . . The department, in establishing the fees for the value-added services, shall consider the reasonable cost of creating and organizing such government information through lowAccess.”*

*“2.a. Establish rates to be charged for access to and for value-added services performed through lowAccess.”*

Pursuant to code section 8A.204, during Fiscal Year 2011, no value-added fees were proposed.

### IOWAccess Project Process

The IOWAccess revolving fund was established for the purpose of maintaining, developing, operating, and expanding IOWAccess. Consistent with these duties and requirements, the Department of Administrative Services - Information Technology Enterprise has established a process for governmental entities to request funding for the planning and execution of various e-Government projects. The process is based on information technology project management best practices, to assess the relative merits of the projects submitted and make recommendations for funding projects to the Director of the Department of Administrative Services.

Figure 1. IOWAccess Project Lifecycle



Phase 1 - Initiation - This requires the investment of a small amount of resources, resulting in a reliable estimate of the cost of gathering and documenting detailed requirements. The deliverables



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from this phase include a concept paper generally describing the e-Government process or application and a cost estimate for completion of the planning phase.

Phase 2 - Scope Planning - The goal of the Scope Planning phase is to develop accurate cost estimates and well-defined deliverables for the e-Government process or application. The Scope Planning phase documents detailed customer business requirements presented in an array of documentation. Finally, a Return on Investment analysis must be completed using the State of Iowa's award-winning ROI Process. Governmental entities can request funding from IOWAccess for up to 100% of the scope planning phase costs. IOWAccess involvement in the project terminates at conclusion of Scope Planning phase if Design funding is not sought or approved. The agency has access to the deliverables from the Scope Planning process and can proceed using funding sources other than IOWAccess.

Phase 3 - Design - The Design phase requires the preparation of a draft service level agreement between the owner of the application and the service provider in order to provide an accurate estimate of ongoing operational costs. It also provides statements of work and a completion timeline for the application. Another portion of the Return on Investment analysis is submitted which supports the request for Design funding.

Phase 4 - Execution - This phase is the actual implementation and roll-out of the project and includes:

- Application programming and testing
- Creation of the final Service Level Agreement
- Development of an operational budget including ongoing hosting and maintenance costs.

IOWAccess Phase 4 funding can be used for the application programming, testing, and migration of the completed application to a production environment. Consideration of web hosting fees for the application may be considered in the Phase 4 funding.



Following are the financial summaries for the IOWAccess Revolving Fund. The financial information reported by the State of Iowa's partner, Iowa Interactive, can be found in Appendix 1.

<b>Statement of Changes in Net Assets (Income Statement)</b>	
<b>FY 2011</b>	
<b>Resources:</b>	
Appropriation	\$1,000,000
Interest Income	\$9,345
Fees-DMVR	\$3,562,818
<b>Total Revenues</b>	<b>\$4,572,163</b>
<b>Expenditures:</b>	
Travel, IOWAccess Advisory Council	\$0
Travel, Other	\$0
Services, Outside ITE	\$1,732,705
ITE Support Costs for IOWAccess	
Internet Connections/Communication Costs	\$0
Applications Development & Infrastructure Support	\$484,745
Recovery of cost for IOWAccess Manager	\$97,899
Data processing - sw & hw / license fees & maintenance	\$0
Expenses, Other	\$0
IAC Projects:	
Expenditures on projects approved prior to FY2006	\$21,035
Expenditures on projects approved during FY2006	\$1,849
Expenditures on projects approved during FY2007	\$23,920
Expenditures on projects approved during FY2008	\$125,957
Expenditures on projects approved during FY2009	\$310,410
Expenditures on projects approved during FY2010	\$427,037
Expenditures on projects approved during FY2011	
<b>Total Expenditures:</b>	<b>\$3,225,557</b>
<b>Increase (decrease) in Net Assets</b>	<b>\$1,346,606</b>
<b>Net Assets beginning of Year</b>	<b>\$1,637,569</b>
<b>Net Assets, current</b>	<b>\$2,984,174</b>



**STATEMENT OF NET ASSETS (BALANCE SHEET)**

**FY 2011**

	<b>AMOUNTS</b>
<b>Assets:</b>	
Cash	\$4,393,169
Accrued Appropriation	\$0
Accrued Receivables	\$0
	\$4,393,169
<b>Liabilities:</b>	
Accrued Payables	\$0
<b>Net Assets:</b>	\$4,393,169
Approved project obligations remaining	\$2,125,412
Remaining unobligated cash	\$2,267,757

**Fiscal Year 2012 IOWAccess Budget Projection**

**FY 2011 BUDGETED FINANCIAL SUMMARY**

<b>Resources:</b>	
Transfers, DOT	\$750,000
Interest Income - Fund 0297	\$10,000
IMVR Receipts	\$3,351,724
<b>Total Resources</b>	<b>\$4,111,724</b>
<b>Expenditures:</b>	
Transfers, Intra-State	\$2,491,724
Services, Outside IT	\$1,620,000
Equipment, IT & SW	
Other Expenses and Obligations	
<b>Total Expenditures</b>	<b>\$4,111,724</b>



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Appendix 1

**Iowa Interactive, LLC**  
Financial Statements  
December 31, 2010 and 2009



**Iowa Interactive, LLC**  
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**December 31, 2010 and 2009**

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## Report of Independent Auditors

To the Board of Directors of  
Iowa Interactive, LLC

In our opinion, the accompanying balance sheets and the related statements of income, of changes in member's equity and of cash flows present fairly, in all material respects, the financial position of Iowa Interactive, LLC (the "Company") at December 31, 2010 and 2009 and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.



December 22, 2011



**Iowa Interactive, LLC**  
**Balance Sheets**  
**December 31, 2010 and 2009**

	2010	2009
<b>Assets</b>		
Current assets		
Cash	\$ 250,477	\$ 228,320
Trade accounts receivable	183,473	190,810
Prepaid expenses	6,948	8,785
Deferred income taxes	16,238	13,370
Total current assets	<u>457,136</u>	<u>441,285</u>
Property and equipment, net	47,092	76,933
Total assets	<u>\$ 504,228</u>	<u>\$ 518,218</u>
<b>Liabilities and Member's Equity</b>		
Current liabilities		
Accounts payable	\$ 5,068	\$ 2,821
Accrued expenses	74,077	67,813
Due to affiliated companies	-	38,003
Total current liabilities	<u>79,145</u>	<u>108,637</u>
Deferred income taxes, net	1,744	3,540
Other long-term liabilities (Notes 2 and 5)	7,201	12,246
Total liabilities	<u>88,090</u>	<u>124,423</u>
Commitments and contingencies (Notes 2 and 6)	-	-
Member's equity		
Member's equity, 100 units outstanding	100	100
Accumulated earnings	544,553	393,695
Due from affiliated companies	(128,515)	-
Total member's equity	<u>416,138</u>	<u>393,795</u>
Total liabilities and member's equity	<u>\$ 504,228</u>	<u>\$ 518,218</u>

The accompanying notes are an integral part of these financial statements.



**Iowa Interactive, LLC**  
**Statements of Income**  
**Years Ended December 31, 2010 and 2009**

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	<b>2010</b>	<b>2009</b>
Revenues	\$ 3,043,486	\$ 3,191,889
Cost of portal revenues (Notes 2, 7 and 8)	2,830,427	2,773,704
Operating income	<u>213,059</u>	<u>418,185</u>
Interest income	-	14
Loss on disposal of property and equipment	<u>(545)</u>	<u>-</u>
Income before income taxes	212,514	418,199
Income tax expense (benefit)		
Current	82,571	180,173
Deferred	<u>(20,915)</u>	<u>(13,478)</u>
Net income	<u>\$ 150,858</u>	<u>\$ 251,504</u>

The accompanying notes are an integral part of these financial statements.



**Iowa Interactive, LLC**  
**Statements of Changes in Member's Equity**  
**Years Ended December 31, 2010 and 2009**

	<u>Member's Equity</u>		<u>Accumulated Earnings</u>	<u>Due From Affiliated Companies</u>	<u>Total</u>
	<u>Units</u>	<u>Amount</u>			
<b>Balances at January 1, 2009</b>	100	\$ 100	\$ 142,191	\$ -	\$ 142,291
Net income	-	-	251,504	-	251,504
<b>Balances at December 31, 2009</b>	100	100	393,695	-	393,795
Increase in due from affiliated companies (Note 7)	-	-	-	(128,515)	(128,515)
Net income	-	-	150,858	-	150,858
<b>Balances at December 31, 2010</b>	100	\$ 100	\$ 544,553	\$ (128,515)	\$ 416,138

The accompanying notes are an integral part of these financial statements.



**Iowa Interactive, LLC**  
**Statements of Cash Flows**  
**Years Ended December 31, 2010 and 2009**

	2010	2009
<b>Cash flows from operating activities</b>		
Net income	\$ 150,858	\$ 251,504
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	35,346	44,637
Loss on disposal of property and equipment	545	-
Deferred income taxes	(20,915)	(13,478)
Changes in operating assets and liabilities:		
(Increase) decrease in trade accounts receivable	7,337	(24,281)
(Increase) decrease in prepaid expenses	1,837	(1,440)
Increase (decrease) in accounts payable	2,247	(548)
Increase in accrued expenses	6,264	7,754
(Decrease) in other long-term liabilities	(5,045)	(12,294)
Net cash provided by operating activities	<u>178,474</u>	<u>251,854</u>
<b>Cash flows from investing activities</b>		
Purchases of property and equipment	(6,050)	(20,561)
Payments to affiliated companies, net	<u>(112,264)</u>	<u>-</u>
Net cash used in investing activities	<u>(118,314)</u>	<u>(20,561)</u>
<b>Cash flows from financing activities</b>		
Payments to affiliated companies, net	<u>(38,003)</u>	<u>(256,165)</u>
Net cash used in financing activities	<u>(38,003)</u>	<u>(256,165)</u>
Net increase (decrease) in cash	22,157	(24,872)
<b>Cash</b>		
Beginning of year	<u>228,320</u>	<u>253,192</u>
End of year	<u>\$ 250,477</u>	<u>\$ 228,320</u>

The accompanying notes are an integral part of these financial statements.



## Iowa Interactive, LLC

### Notes to Financial Statements

#### December 31, 2010 and 2009

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#### 1. The Company and Basis of Presentation

Iowa Interactive, LLC, formerly Iowa Interactive, Inc. (the "Company"), was incorporated on November 19, 1997 for the purpose of operating as a provider of electronic government services for the public information portal of the state of Iowa (the "State"). The Company operates the public information portal to allow businesses and citizens to complete transactions and obtain government information via the Internet. The Company is a wholly owned subsidiary of NICUSA, Inc. ("NICUSA"). NICUSA is a wholly owned subsidiary of NIC Inc. ("NIC").

In April 1998, the Company entered into a five-year contract with the State to provide web content development and other services for the State's government portal, Iowa.gov. Under the contract, the Company funded initial development and ongoing operational costs of the portal. The current contract runs through September 30, 2012. Revenues under this contract were approximately \$1,961,000 and \$2,252,000, respectively, for the years ended December 31, 2010 and 2009.

In October 2006, the Company entered into a contract with the Polk County, Iowa Treasurer ("PCT") to serve as the integrated public access portal manager to establish, operate and maintain a portal for the purposes of providing electronic access to information and electronic transactions with the PCT and other Iowa county treasurers. The Company is responsible for the development and ongoing operating costs of the portal and is paid by the PCT from transaction-based fees generated from users of the portal, primarily for payments of property taxes and renewals of motor vehicle licenses. This contract expires on December 31, 2011 and the PCT has elected to have the Company continue to provide transition services under this contract on a month-to-month basis for a period of up to six months. Revenues under this contract were approximately \$1,082,000 and \$940,000, respectively, for the years ended December 31, 2010 and 2009.

#### **Basis of Presentation**

Certain amounts in the 2009 financial statements have been reclassified to conform to the 2010 presentation.

#### 2. Summary of Significant Accounting Policies

##### **Property and Equipment**

Property and equipment are carried at cost less accumulated depreciation. Depreciation is computed using the straight-line method over estimated useful lives of the assets. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is included in the statements of income for the period. The cost of maintenance and repairs is charged to expense as incurred; significant renewals and betterments are capitalized.

The Company periodically evaluates the carrying value of property and equipment to be held and used when events and circumstances warrant such a review. The assets are reviewed in total, since the uses of certain assets are provided free of charge for the benefit of the State's portal. The carrying value of property and equipment is considered impaired when the anticipated undiscounted cash flows from the assets are less than the carrying value. In that event, a loss is recognized based on the amount by which the carrying value exceeds the fair value of the assets. Fair value is determined primarily using the anticipated cash flows discounted at a rate commensurate with the risk involved. Losses on assets to be disposed of are determined in a similar manner, except that fair values are reduced for the cost to dispose. The Company did not record any impairment losses on property and equipment during 2010 or 2009. There is considerable judgment necessary to determine future cash flows and, accordingly, actual results could vary significantly from such fair value estimates.



## **Iowa Interactive, LLC**

### **Notes to Financial Statements**

#### **December 31, 2010 and 2009**

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#### **Revenue Recognition**

In connection with revenues generated under the contract with the State, the Company recognizes revenues from the State on a per transaction basis when the services are provided. In connection with revenues generated under the contract with PCT, the Company recognizes transaction-based revenues net of the transaction fees due to the government when the services are provided.

#### **Cost of Portal Revenues**

The Company expenses as incurred the employee costs to develop, operate and maintain the government portals as cost of portal revenues in the statements of income. Cost of portal revenues includes all direct costs associated with operating the portals on an outsourced basis including employee compensation (including stock-based compensation), telecommunications, data processing, bank fees, fees required to process credit card and automated clearinghouse transactions, maintenance and all other costs associated with the provision of dedicated client service such as office facilities.

#### **Stock-Based Compensation**

The Company measures stock-based compensation cost at the grant date, based on the calculated fair value of the award, and recognizes an expense over the employees' requisite service period (generally the vesting period of the grant). The Company estimates compensation cost related to awards not expected to vest.

Eligible employees of the Company participate in NIC's stock option and restricted stock plan and stock purchase plan. For the years ended December 31, 2010 and 2009, the Company recognized approximately \$42,000 and \$29,000, respectively, in stock-based compensation expense, which has been included in cost of portal revenues in the Company's statements of income.

#### **Income Taxes**

Deferred income taxes are recognized for the tax consequences in future years of differences between the tax basis of assets and liabilities and their financial reporting amounts at each year end based on enacted laws and statutory tax rates applicable to the periods in which the differences are expected to affect taxable income. NIC, along with its subsidiaries, files a consolidated federal income tax return. The provision for income taxes is generally allocated to the Company under the separate return method; however, when the Company generates losses or credits, it is given benefit for such losses or credits as they are used by other members of the consolidated group.

The Company does not recognize a tax benefit for uncertain tax positions unless management's assessment concludes that it is "more likely than not" that the position is sustainable, based on its technical merits. If the recognition threshold is met, the Company recognizes a tax benefit based upon the largest amount of the tax benefit that is greater than 50 percent likely to be realized. The Company recognizes interest and penalties, if any, related to unrecognized tax benefits in income tax expense in the statements of income. See Note 5 for additional information regarding the Company's liability for unrecognized tax benefits at the balance sheet dates.

#### **Fair Value of Financial Instruments**

The carrying value of the Company's accounts receivable and accounts payable approximate fair value.



## **Iowa Interactive, LLC**

### **Notes to Financial Statements**

### **December 31, 2010 and 2009**

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#### **Indemnification**

Under the Company's contracts with both the State and PCT, the Company has agreed to fully indemnify the State and PCT against third party claims that the Company's services infringe upon the intellectual property rights of others and against claims arising from the Company's performance or the performance of the Company's subcontractors under the contract. The Company has not experienced such claims. Accordingly, the Company had not accrued any liability on the aforementioned indemnification obligations at the balance sheet dates.

#### **Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **Recent Accounting Pronouncements**

In 2009, the FASB issued authoritative accounting guidance which establishes general standards of accounting for and disclosure of events that occur after the balance sheet date but before financial statements are issued or are available to be issued. Although there is new terminology, the standard is based on the same principles as those that previously existed in the auditing standards. The guidance was adopted by the Company during the year ended December 31, 2009. The Company has performed an evaluation of subsequent events through December 22, 2011.

### **3. Concentration of Credit Risk**

Financial instruments that potentially subject the Company to significant concentrations of credit risk consist primarily of cash and accounts receivable. The Company limits its exposure to credit loss by depositing its cash with high credit quality financial institutions and monitoring the financial stability of those institutions. During November 2010, the Federal Deposit Insurance Corporation ("FDIC") adopted a final rule to implement Section 343 of the Dodd-Frank Wall Street Reform and Consumer Protection Act, which provides temporary unlimited deposit insurance coverage for noninterest bearing commercial checking accounts at all FDIC-insured depository institutions effective December 31, 2010 through December 31, 2012. At December 31, 2010, the Company's cash was held entirely in domestic noninterest bearing commercial checking accounts. The Company performs ongoing credit evaluations of its customers and generally requires no collateral to secure accounts receivable. Due to the high credit worthiness of the Company's customers, the Company considers accounts receivable to be fully collectible. Accordingly, no allowance for doubtful accounts has been recorded. The Company has not experienced any significant credit losses for the periods reported.

The highest volume, most commercially valuable service the Company offers is access to driver history records (referred to as DMV) through the portal. This service accounted for approximately 55% and 58% of the Company's revenue in 2010 and 2009, respectively. All DMV revenues generated by the Company are billed to the State. At December 31, 2010 and 2009, 91% and 93%, respectively, of the Company's trade accounts receivable were from the State.



**Iowa Interactive, LLC**  
**Notes to Financial Statements**  
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**4. Property and Equipment**

Property and equipment consisted of the following:

	2010	2009	Useful Lives
Furniture and fixtures	\$ 92,345	\$ 92,345	8 years
Equipment	130,276	131,195	3–5 years
Purchased software	24,481	35,078	3 years
			Lesser of 5 years
Leasehold improvements	<u>18,779</u>	<u>18,779</u>	or term of lease
	265,881	277,397	
Less: Accumulated depreciation	<u>(218,789)</u>	<u>(200,464)</u>	
	<u>\$ 47,092</u>	<u>\$ 76,933</u>	

Depreciation expense for the years ended December 31, 2010 and 2009 was \$35,346 and \$44,637, respectively.

**5. Income Taxes**

At December 31, 2010 and 2009, deferred tax assets and liabilities resulted primarily from differences between book and tax depreciation, stock-based compensation, and accrued but unused employee vacation expense. Management believes NIC's consolidated taxable income in the future will more likely than not be sufficient to utilize the Company's net deferred tax asset.

A reconciliation of the beginning and ending amount of the liability for unrecognized income tax benefits (included in other long-term liabilities in the balance sheets) for the years ended December 31, 2010 and 2009 is as follows:

	2010	2009
Balance at beginning of year	\$ 12,246	\$ 24,540
Additions for tax positions of prior years	4,092	48
Additions for tax positions of current year	3,109	-
Expiration of the statute of limitations	<u>(12,246)</u>	<u>(12,342)</u>
Balance at end of year	<u>\$ 7,201</u>	<u>\$ 12,246</u>

It is expected that the amount of unrecognized tax benefits will change in the next 12 months. However, the Company does not expect the change to have a significant impact on its results of operations or financial condition.

The Company recognizes accrued interest and penalties associated with uncertain tax positions as part of income tax expense in the statements of income. At December 31, 2010 and 2009, accrued interest and penalty amounts were not material.

State income tax returns are generally subject to examination for a period of three to five years after filing of the respective return.



## Iowa Interactive, LLC

### Notes to Financial Statements

#### December 31, 2010 and 2009

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#### 6. Operating Leases

The Company leases its office space and certain equipment under noncancelable operating leases. The future minimum lease payments under all noncancelable operating leases at December 31, 2010 are as follows:

<b>Fiscal year</b>	
2011	\$ 39,702
	<u>\$ 39,702</u>

Base rent expense for the years ended December 31, 2010 and 2009 was approximately \$47,000 and \$50,000, respectively.

During November 2011, the Company extended its operating lease for office space for an additional six-month term through June 30, 2012. Rent payments during this extension total approximately \$20,000.

#### 7. Related Party Transactions

Amounts due from affiliated companies at December 31, 2010 consist primarily of cash that is advanced to affiliates and that is reduced by the payment of taxes and operating expenses paid by the affiliates on behalf of the Company. Management believes that the receivable from affiliates will likely not be settled in the ordinary course of business and, as a result, has classified the receivable from affiliates as contra-equity within member's equity on the balance sheet at December 31, 2010. At December 31, 2009, the balance due to affiliated companies was \$38,003.

The Company receives certain general and administrative services from NIC and its affiliates. Such services are performed on a centralized basis, benefit all affiliates and include, among others, executive and operations management, technical consultation, human resource management, information technology, security, legal, accounting support and payroll processing. NIC charges the Company for such services based on an allocation methodology which NIC management believes fairly allocates amounts based on benefits received. In 2010 and 2009, the Company recognized approximately \$804,000 and \$813,000, respectively, in expense related to these services, which is included in cost of portal revenues in the statements of income.

The Company's ultimate parent company, NIC Inc., maintains an unsecured revolving credit agreement, which is available to finance working capital, issue letters of credit, and finance general corporate purposes. The Company has guaranteed the obligations of NIC Inc. in connection with this credit agreement.

#### 8. Employee Benefit Plans

The Company, in conjunction with affiliated companies, sponsors a defined contribution 401(k) profit sharing plan. In accordance with the plan, all full-time employees are eligible immediately upon employment. A discretionary match of up to 5% of an employee's salary and a discretionary contribution may be made to the plan as determined by NIC's Board of Directors. Expense related to Company matching contribution totaled approximately \$30,000 and \$27,000 for the years ended December 31, 2010 and 2009, respectively. No discretionary contributions were made for the years ended December 31, 2010 and 2009.

Eligible employees of the Company also participate in NIC's employee stock option and restricted stock plan and stock purchase plan (Note 2).

**END OF REPORT**