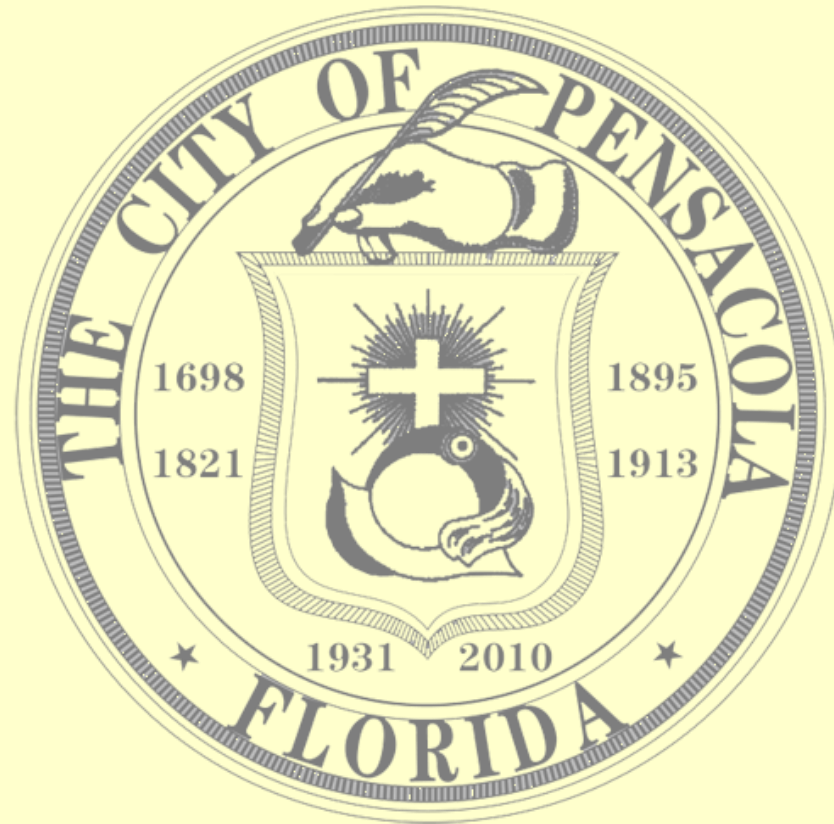
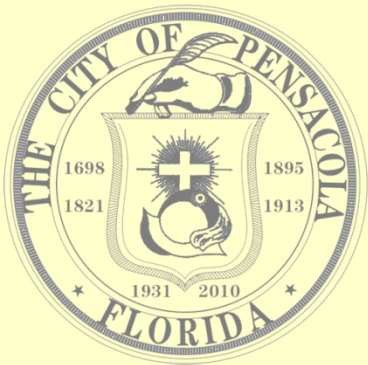


Monthly Financial Review



November, 2012



Revenues

November, 2012

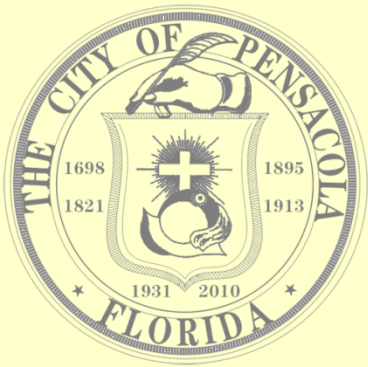
- General Fund

- One Month Collected

- Franchise Fee & Public Service Tax - 0.60%
 - Half-Cent Sales Tax + 3.89%
 - Communication Services Tax -11.17%

- Two Months Collected

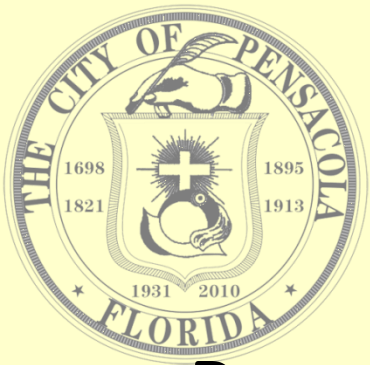
- Municipal Revenue Sharing + 0.94%



Other Funds

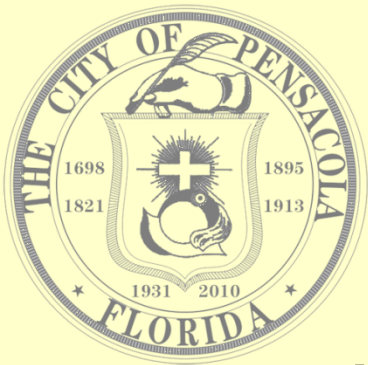
November, 2012

- Local Option Sales Tax + 4.84%
- Local Option Gasoline Tax -21.67%
- Tree Planting Trust Fund \$674,364.92
- Park Purchases Trust Fund \$38,140.99
- Econ Devel Trust Fund \$195,963.14



Issues

- Pensions
 - Actuary Reports As of 9/30/11 Not Approved
 - City Contribution Would Increase Over Current Funding Level By \$2.6 Million
 - Unfunded Actuarial Accrued Liability Increase Would Have Been \$37.5 Million
- Union Agreements



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

• Formal Bids/RFQ

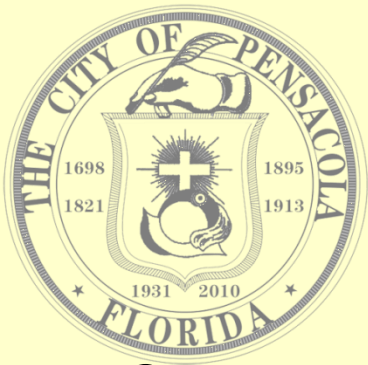
• **Pensacola Lock and Safe**

- Lock and Key Replacement-Airport
- SBE – No
- Purchase Method – Bid #12-040
- \$42,125
- Budgeted – Yes

• Contract Renewals/Extensions

• **Infosend, Inc.**

- Year 2 of Utility Bill Print & Distribution Service
- SBE – No
- Purchase Method – RFP #11-016 (3 Year Contract)
- \$300,000
- Budgeted – Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

Contract Renewals/Extensions

•RESPECT of Florida

- Year 2 of 5 Janitorial Services at Airport
- SBE – No
- Purchase Method – Direct Negotiaton
- \$499,548
- Budgeted – Yes

•Intervistas Consulting, LLC

- Year 2 of 5 Agreement for Air Service Consulting Services
- SBE – No
- Purchase Method – RFQ#11-027 Air Service Development
- \$124,437
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

Contract Renewals/Extensions

•Escambia County

- NPDES Stormwater Mgt Fee Permit, Year 5 of Interlocal Agmt
- SBE – No
- Purchase Method – Renewal
- \$50,000
- Budgeted – Yes

•Executive Landscaping

- Year 3 of 3 Year Contract for Landscape Maint Svcs at Airport
- SBE – Yes
- Purchase Method – Renewal
- \$26,622
- Budgeted – Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

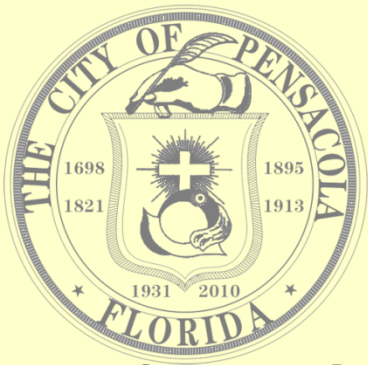
•Contract Renewals/Extensions

•OneSource Lawn Service LLC

- General Mowing and Landscape Maint at Airport
- SBE – Yes
- Purchase Method – One-Year Contract Extension
- \$61,914
- Budgeted – Yes

•Yamaha Motor Corp.

- Year 2 of 4 Year Golf Cart Lease Agreement-Osceola Golf Course
- SBE – No
- Purchase Method – Renewal
- \$46,920
- Budgeted – Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

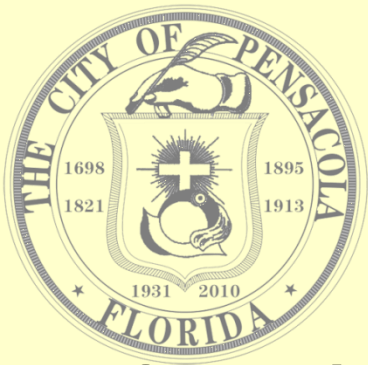
•Quotations & Direct Negotiations

•The Law Office of John Asmar

- Professional Services
- SBE – No
- Purchase Method – Direct Negotiation
- \$120,000
- Budgeted - Yes

•Sonny Callahan & Associates

- Airport Consulting Services
- SBE – No
- Purchase Method – Direct Negotiation
- \$60,999
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

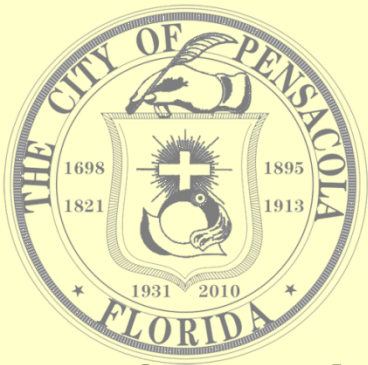
•Quotations & Direct Negotiations

•TWF, LLC

- Communication Services
- SBE – Yes
- Purchase Method – Direct Negotiation
- \$60,000
- Budgeted - Yes

•Kwan Software Engineering

- Digital Evidence Management Software
- SBE – No
- Purchase Method – Sole Source Quote
- \$31,269
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

•Quotations & Direct Negotiations

•Louis Ray, Jr.

- Legal Services/Special Magistrate Judge
- SBE – No
- Purchase Method – Direct Negotiation
- \$30,200
- Budgeted - Yes

•Motorola Solutions

- 1st Qtr 800 Mghz Radio System Service Agreement
- SBE – No
- Purchase Method – Single Quote
- \$74,048
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

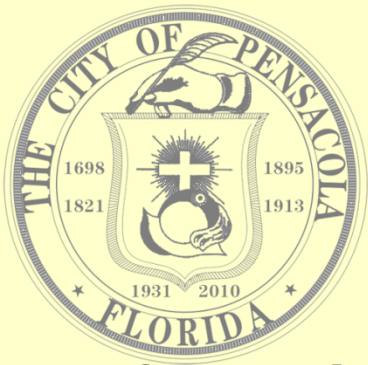
•Quotations & Direct Negotiations

•Diamond M Concrete

- Sanders Beach Ram Repair
- SBE – No
- Purchase Method – Quotations
- \$33,654
- Budgeted - Yes

•William D. Wells

- Code Enforcement Legal Services
- SBE – Yes
- Purchase Method – Direct Negotiation
- \$42,000
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

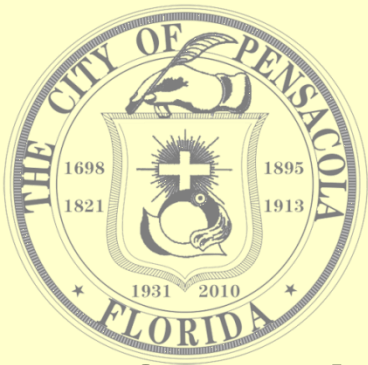
•Quotations & Direct Negotiations

•**B & H Photo-Video.Com**

- Tricastor Video Equipment
- SBE – No
- Purchase Method – Quotations
- \$26,556
- Budgeted - Yes

•**Floyd Brothers**

- TRACON Facility Access Driveway Construction
- SBE – Yes
- Purchase Method – Quotations
- \$44,517
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

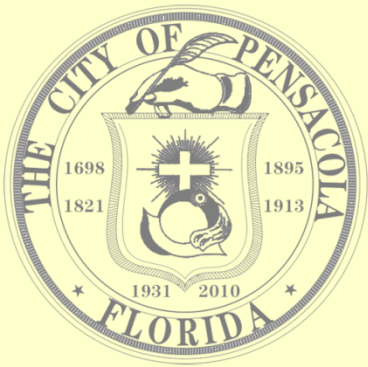
•Quotations & Direct Negotiations

•Floyd Brothers

- General Aviation Parking Expansion
- SBE – Yes
- Purchase Method – Quotations
- \$36,615
- Budgeted - Yes

•Advanced Control Concepts

- Add Security System Equip & Service for 4 new Gate Stations-
Pensacola Energy
- SBE – No
- Purchase Method – Single Quotation from Current Security
Contractor
- \$90,400
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

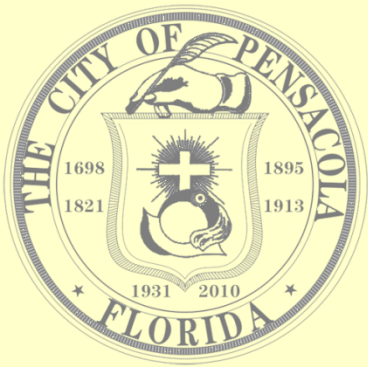
•State, Federal or Other Buying Contracts

•Nortrax, Inc.

- Small Tractor Loader
- SBE – No
- Purchase Method – Florida Sheriff's Contract
- \$45,036
- Budgeted – Yes

•Hub City Ford Mercury

- Light and Medium Duty Trucks
- SBE – No
- Purchase Method – State of Florida Contract
- \$234,184
- Budgeted – Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

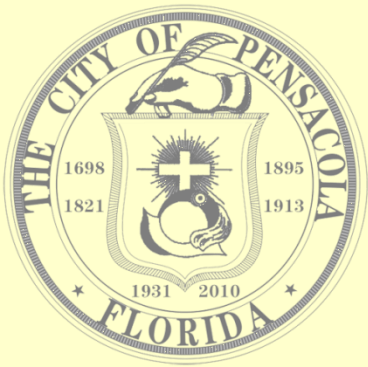
•State, Federal or Other Buying Contracts

•**Vigilant Solutions**

- License Plate Readers
- SBE – No
- Purchase Method – Houston-Galveston Area Contractor
- \$30,000
- Budgeted – Yes

•**Fedlight Supply, LLC**

- Lighting Equipment for New Long Term Parking Lot
- SBE – No
- Purchase Method – GSA Contract
- \$124,080
- Budgeted – Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 10/01/12 – 11/30/12

•**State, Federal or Other Buying Contracts**

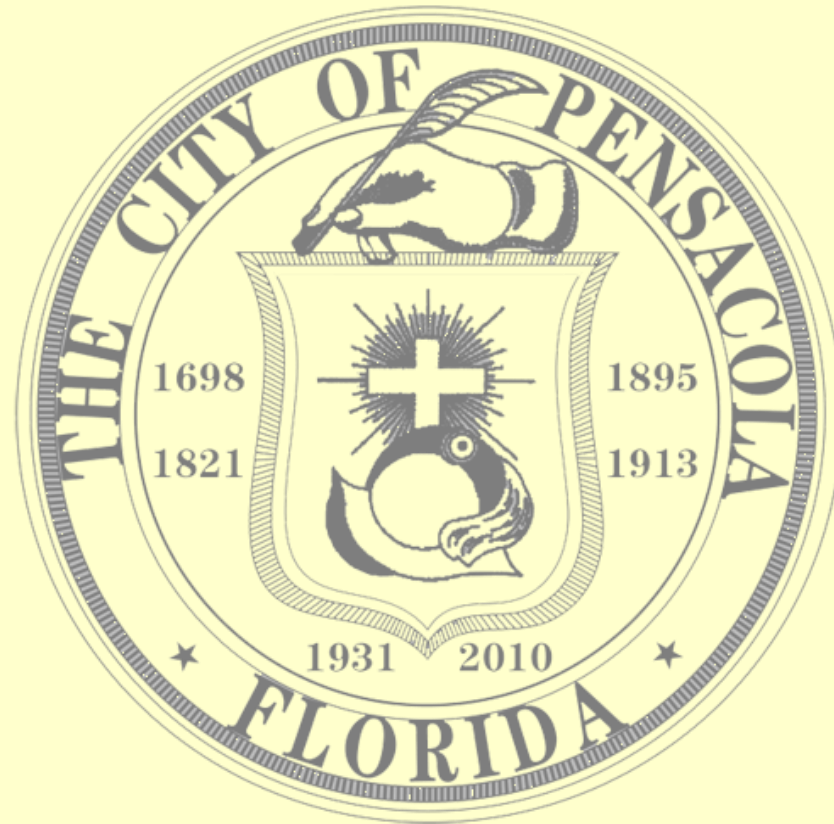
•**CDW Government Inc.**

- E-Mail Archive Software & Hardware
- SBE – No
- Purchase Method – State of Florida Contract
- \$68,324
- Budgeted – Yes

•**Hub City Ford Mercury, Inc.**

- Unmarked Ford Expedition-Police
- SBE – No
- Purchase Method – State of Florida Contract
- \$26,830
- Budgeted – Yes

Monthly Financial Review



November, 2012