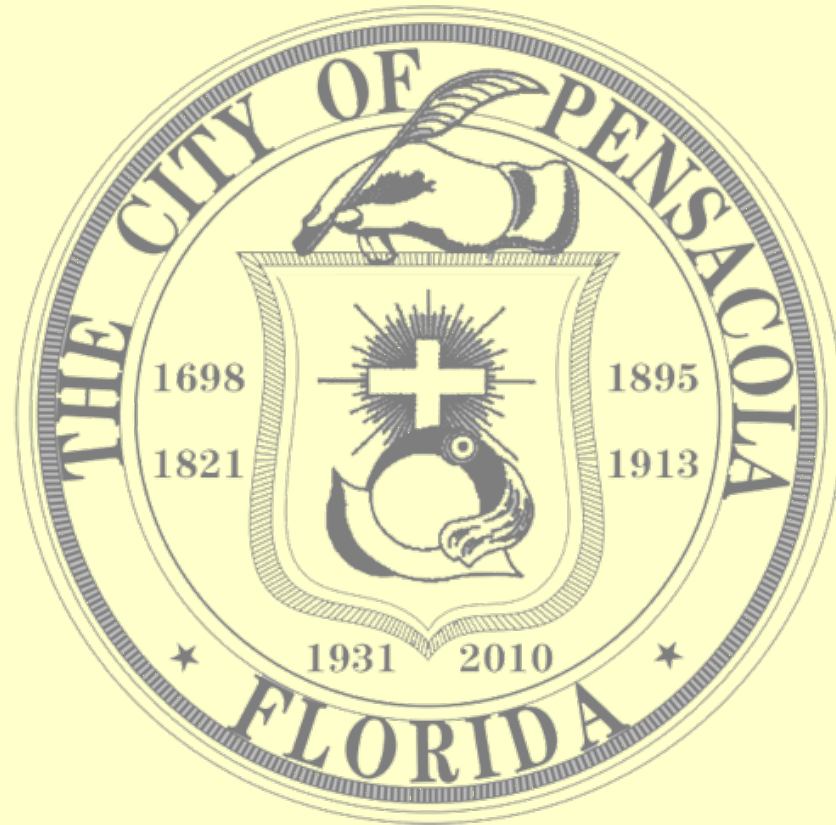


Monthly Financial Review



March, 2012



General Fund

March, 2012

- Revenues

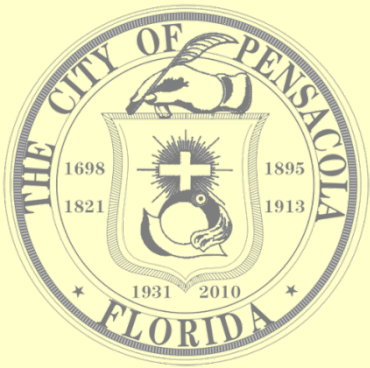
- Five Months Collected

- Franchise Fee & Public Service Tax -12.98%
 - Half-Cent Sales Tax - 4.49%
 - Communication Services Tax - 3.75%

- Six Months Collected

- Municipal Revenue Sharing + 1.27%

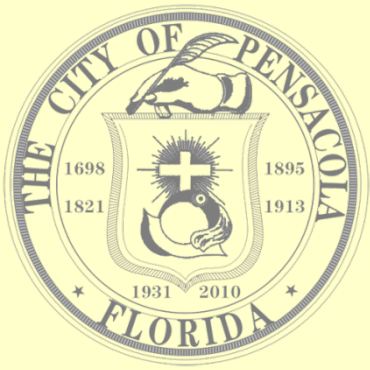
- Expenditure Savings



Other Funds

March, 2012

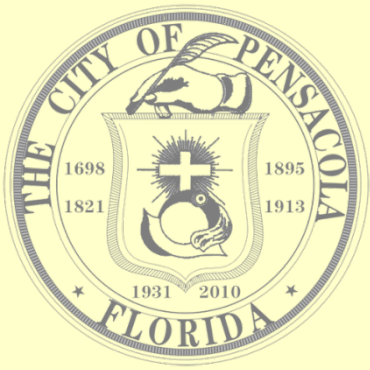
- Local Option Sales Tax -2.68%
- Local Option Gasoline Tax -6.50%
- Tree Planting Trust Fund \$682,092
- Park Purchases Trust Fund \$38,068



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



Contracts/Expenditures Over \$25,000 Approved By Mayor 03/01/12 – 03/30/12

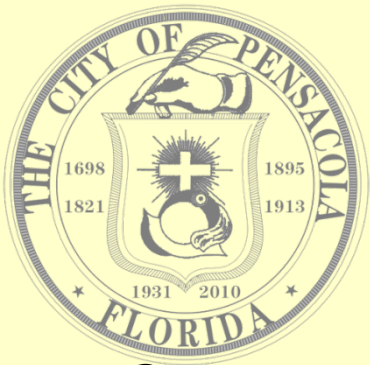
•Formal Bids/RFQ

•**Zimmerman Agency**

- Three-Year Contract Marketing & Advertising Services
- SBE – No
- Purchase Method – RFP #11-02
- \$474,000/annually
- Budgeted - Yes

•**Hub City Ford**

- Compressed Natural Gas Mid-Size Sedan
- SBE – No
- Purchase Method – ITB #12-0019
- \$26,690
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 03/01/12 – 03/30/12

•Contract Renewals/Extensions

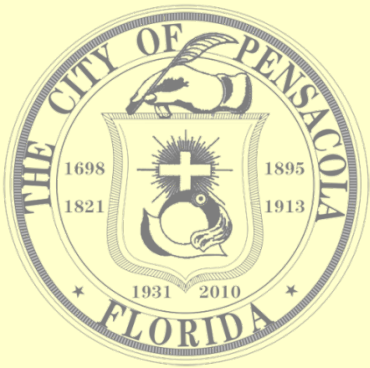
•Michael G. Moroney

- Airport Consulting Service
- SBE – No
- Purchase Method – Direct Negotiations
- \$66,000
- Budgeted – Yes

•Quotations & Direct Negotiations

•Lower Brothers Co.

- Repair & Painting of Tennis Courts (I-110 & Roger Scott)
- SBE – No
- Purchase Method – Quotations
- \$33,000
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 03/01/12 – 03/30/12

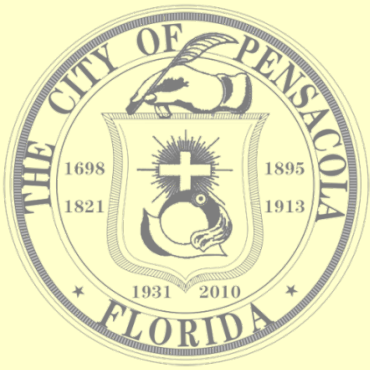
•Quotations & Direct Negotiations

•Pensacola Blue Wahoos

- Baseball License & Sponsorship (Airport)
- SBE – No
- Purchase Method –Direct Negotiations
- \$33,000
- Budgeted - Yes

•Bellview Site Contractors

- Airport Erosion Control Projects
- SBE – Yes
- Purchase Method –Quotations
- \$58,743
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 03/01/12 – 03/30/12

•Quotations & Direct Negotiations

•Hill Enterprises

- Rolling Insulated Door Replacements Airport ARFF
- SBE – No
- Purchase Method –Quotations
- \$67,000
- Budgeted – Yes

•State, Federal or Other Buying Contracts

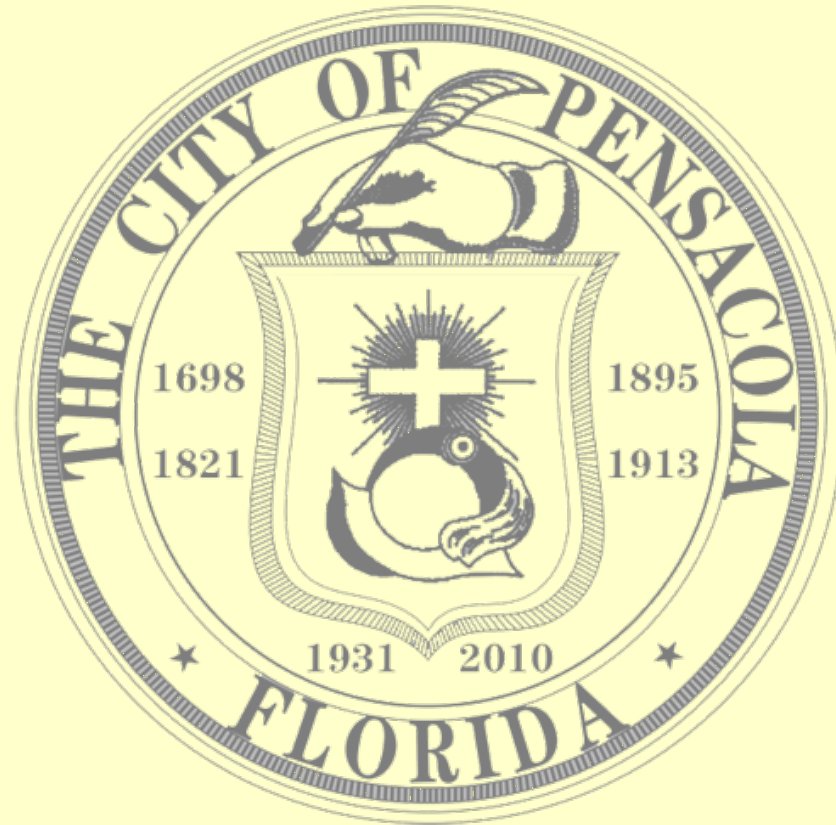
•Dana Safety Supply

- Marked Police Vehicle Accessories
- SBE – No
- Purchase Method – City of Tallahassee Contract
- \$40,744
- Budgeted - Yes

FY 2013 BUDGET CALENDAR

- June 11 – Proposed Budget Distributed to City Council & Available for Public & media
- July 1 – Property Appraiser Certifies Property Valuation
- July 19 – Council Approves TRIM Notice
- July 23 – 25 – City Council Workshop On Budget
- September 5 – First Public Hearing
- September 12 – Final Public Hearing

Monthly Financial Review



March, 2012