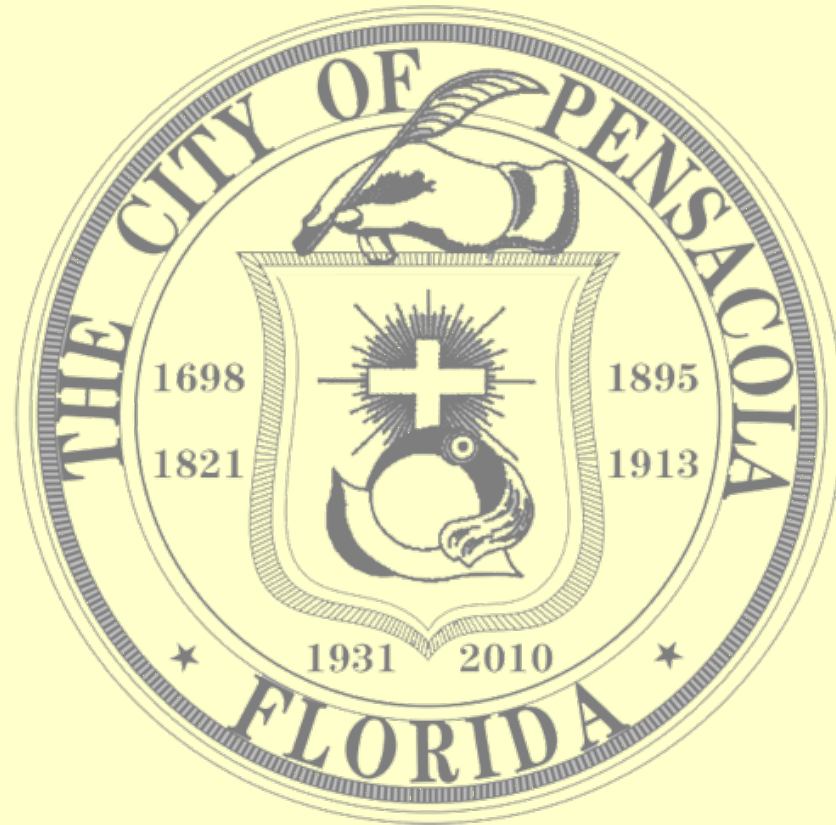


Monthly Financial Review



March/April, 2013



Revenues

April, 2013

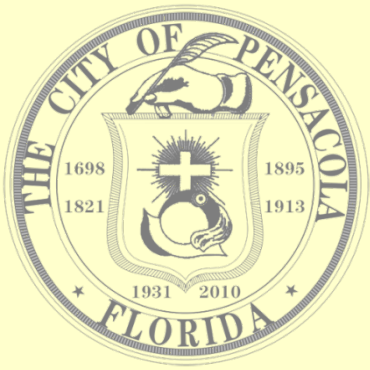
- General Fund

- Six Months Collected

- Franchise Fee & Public Service Tax - 0.94%
 - Half-Cent Sales Tax + 1.48%
 - Communication Services Tax + 1.13%

- Seven Months Collected

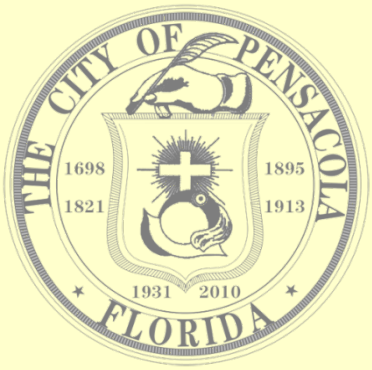
- Municipal Revenue Sharing + 0.94%



Other Funds

April, 2013

- **Local Option Sales Tax** + **3.26%**
- **Local Option Gasoline Tax** + **1.41%**
- Tree Planting Trust Fund \$650,473
- Park Purchases Trust Fund \$38,183
- Econ Devel Trust Fund \$260,352



Issues

- Pensions
- Fire Union Agreement
- Sequester Impact



Contracts/Expenditures Over \$25,000 Approved By Mayor 03/01/13 – 03/31/13

•Formal Bids/RFQ

- NONE

•Contract Renewals/Extensions

- NONE

•Quotations & Direct Negotiations

•Emagination Unlimited

- Airport Advertising & Marketing Services
- SBE – Yes
- Purchase Method – Direct Negotiation
- \$284,000 (Includes cost of advertising)
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 03/01/13 – 03/31/13

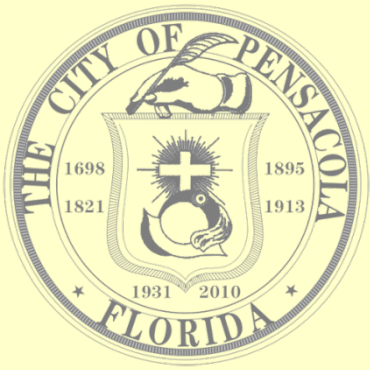
•Quotations & Direct Negotiations

•**EW Bullock Associates**

- Pensacola Energy Advertising & Marketing Services
- SBE – Yes
- Purchase Method – Direct Negotiation
- \$93,000 (Includes cost of advertising)
- Budgeted - Yes

•**Michael G. Moroney & Associates**

- MRO Lease Preparation and Negotiation
- SBE – No
- Purchase Method – Direct Negotiation
- \$75,000
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 03/01/13 – 03/31/13

•State, Federal or Other Buying Contracts

•Sansom Equipment Company

- Eglin Eagle Street Sweeper
- SBE – No
- Purchase Method – National Joint Power Alliance (NJPA)
- \$218,928
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 04/01/13 – 04/30/13

•Formal Bids/RFQ

•NONE

•Contract Renewals/Extensions

•**Southern Light, LLC**

- Lease and Maintenance of Dark Fiber Ring
- SBE – No
- Purchase Method – 5 Year Contract Renewal
- \$50,520
- Budgeted – Yes

•**Wavenet Technologies**

- Annual Contract Renewal for Maintenance Support & Licensing for all City Network Devices
- SBE – No
- Purchase Method – Contract Renewal
- \$30,990
- Budgeted - Yes



Contracts/Expenditures Over \$25,000 Approved By Mayor 04/01/13 – 04/30/13

•Quotations & Direct Negotiations

•Atkins North America, Inc.

- Port Warehouse 9 Modifications Engineering & Design
- SBE – No
- Purchase Method – Direct Negotiation under Continuing A & E Services Contract
- 249,000
- Budgeted - Yes

•TrafficGuard Direct

- Street Bollards
- SBE – No
- Purchase Method – Quotations
- \$34,755
- Budgeted - Yes

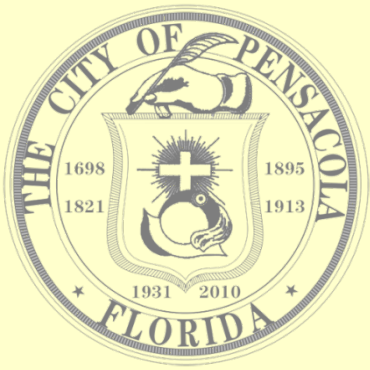


Contracts/Expenditures Over \$25,000 Approved By Mayor 04/01/13 – 04/30/13

•Quotations & Direct Negotiations

•Advance Control Concepts, Inc.

- Security Cameras & Blue Light Station for New Airport Parking Lot
- SBE – No
- Purchase Method – Direct Negotiation with Current Security Services Firm Under Contract
- \$52,711
- Budgeted - Yes



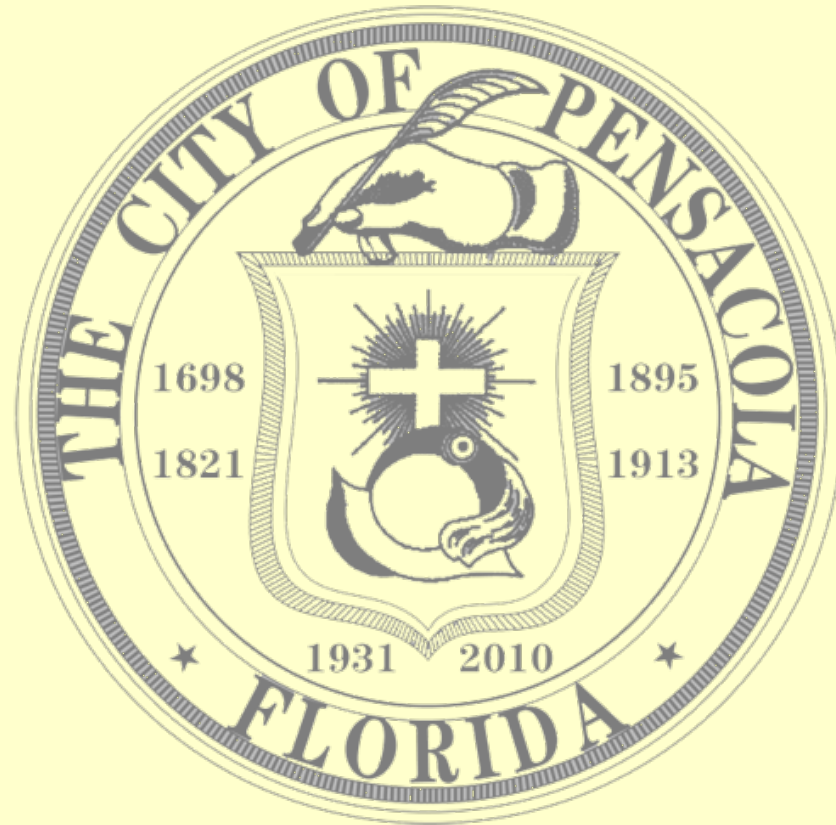
Contracts/Expenditures Over \$25,000 Approved By Mayor 04/01/13 – 04/30/13

•State, Federal or Other Buying Contracts

•**Hi-Lite Markings, Inc.**

- Airport Runway Rubber Removal and Painting
- SBE – No
- Purchase Method – FDOT State Contract BDR27
- \$134,504
- Budgeted - Yes

Monthly Financial Review



March/April, 2013