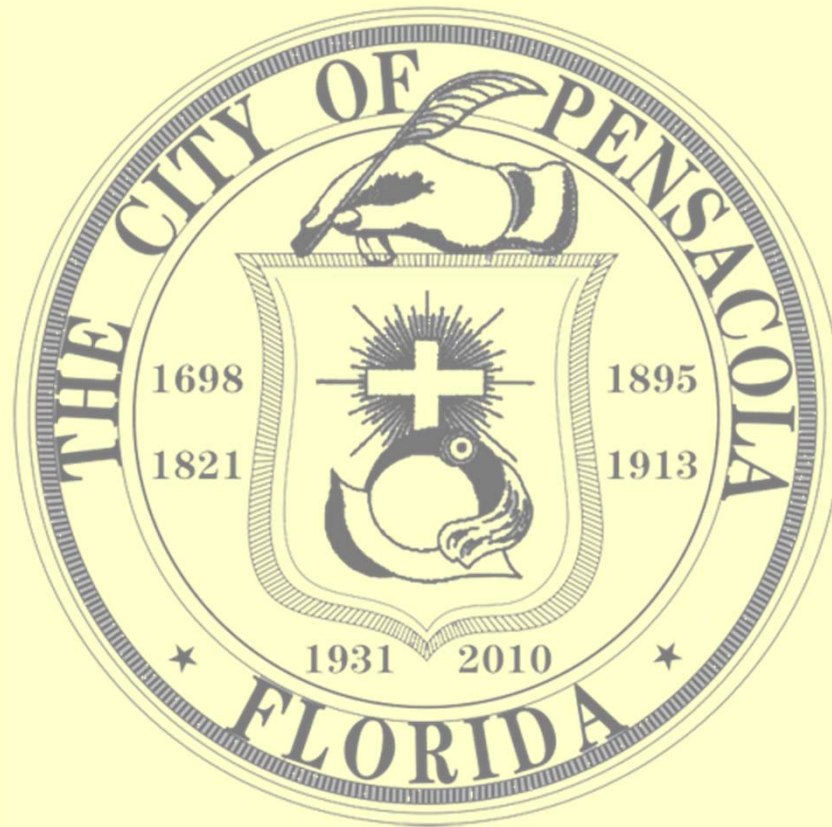
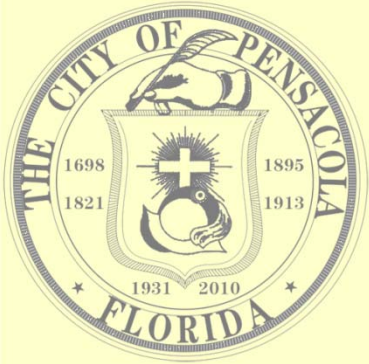


Monthly Financial Review



January, 2012



General Fund

January, 2012

- Revenues

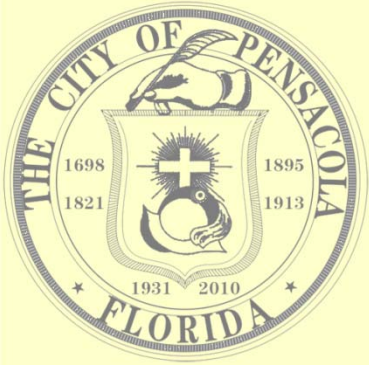
- Three Months Collected

- Franchise Fee & Public Service Tax -12.08%
 - Half-Cent Sales Tax - 5.49%
 - Communication Services Tax - 6.40%

- Four Months Collected

- Municipal Revenue Sharing + 1.27%

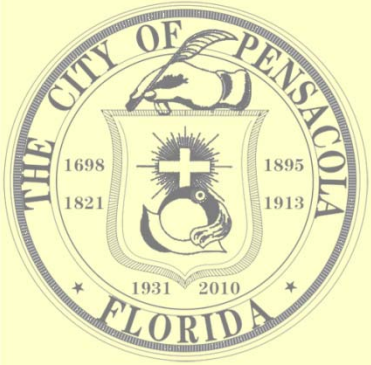
- Expenditure Savings



Other Funds

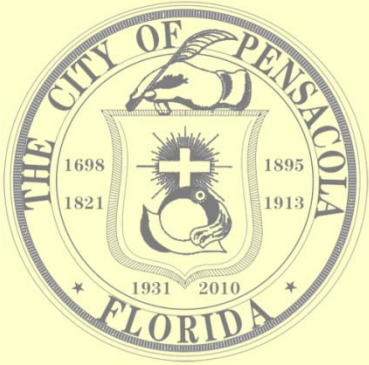
January, 2012

- Local Option Sales Tax -3.80%
- Local Option Gasoline Tax -5.98%
- Inspection Services Fund \$54,500
- Tree Planting Trust Fund \$680,775
- Park Purchases Trust Fund \$38,041
- Energy Services of Pensacola



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 01/01/12 – 01/31/12

•Formal Bids/RFQ

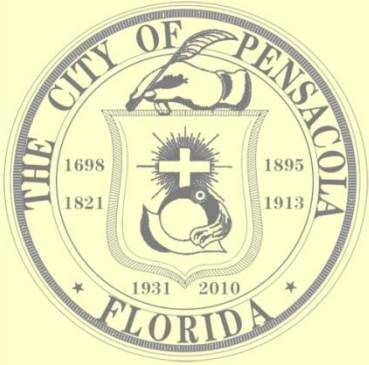
•**The Zimmerman Agency**

- Three Year Marketing & Advertising Services
- SBE – No
- Purchase Method – RFQ# 11-021
- \$82,500

•Contract Renewals/Extensions

•**Skycon, Inc.**

- One Year Contract Extension (2 of 2 allowed) for Airport Loading Bridge Maintenance
- SBE – No
- Purchase Method – Contract Extension of Contract Approved By Council In 2010
- \$64,480



Contracts/Expenditures Over \$25,000 Approved By Mayor 01/01/12 – 01/31/12

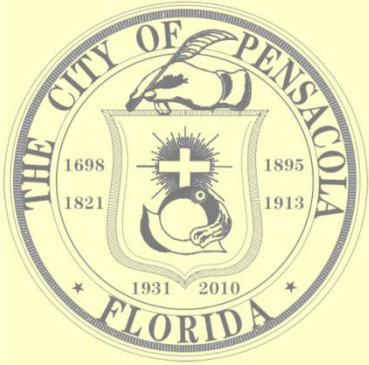
•Contract Renewals/Extensions

•**Sonny Callahan & Assoc.**

- Aviation Advisory Services
- SBE – No
- Purchase Method – Renewal of Existing Contract Through Direct Negotiation
- \$60,999

•**Tyler Technologies, Inc.**

- Annual Maintenance and Support for Inforum Gold Financial Services Software Package
- SBE – No
- Purchase Method –Annual Renewal
- \$125,163



Contracts/Expenditures Over \$25,000 Approved By Mayor 01/01/12 – 01/31/12

•Quotations & Direct Negotiations

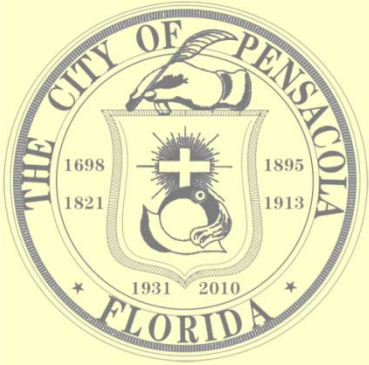
•Allen Enterprises, Inc.

- Replacement Panels for Airport Taxiway Bravo Signage
- SBE – No
- Purchase Method –Sole Source Direct Quote
- \$25,681

•State, Federal or Other Buying Contracts

•Chastang Enterprises

- Five (5) CNG Powered Garbage Trucks
- SBE – No
- Purchase Method – Houston-Galveston Area Council Contract
- \$1,258,880



Contracts/Expenditures Over \$25,000 Approved By Mayor 01/01/12 – 01/31/12

•State, Federal or Other Buying Contracts

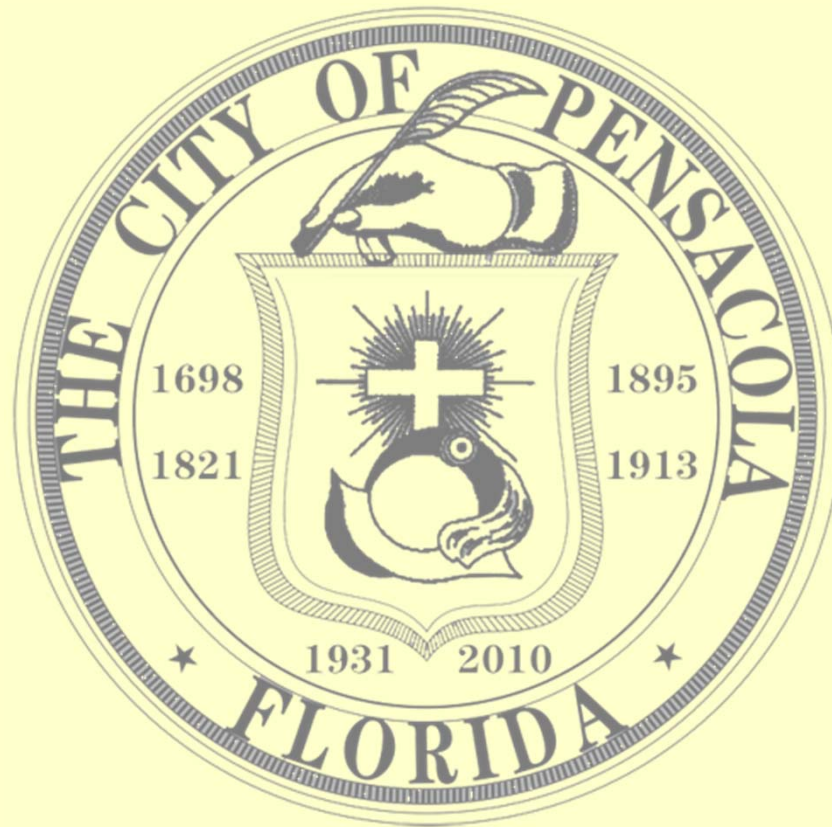
•Wesco Turf, Inc.

- Toro Procore 864 Mower for Golf Course
- SBE – No
- Purchase Method – State of Florida Contract
- \$25,422

FY 2013 BUDGET CALENDAR

- March 1 – Public Input Meeting
 - 5:30 p.m. at Sanders Beach-Corrinne Jones Center
- March 6 – Public Input Meeting
 - 9:00 a.m. at Vickrey Center
- 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



January, 2012