

1.1 GRANT APPLICATION FORM

1) **Applicant:** (Legal name of organization as incorporated in the State of Florida)

The City of Daytona Beach

Address: (Mailing) P.O. Box 2451

City: Daytona Beach

State: FL Zip Code: 32115

Address: (Physical Location) 301 South Ridgewood Avenue

City: Daytona Beach

State: FL Zip Code: 32115

Telephone (Area/Number): 386-671-7983

Fax (Area/Number): 386-671-8206

Email: wetzelp@codb.us

Other: rigerh@codb.us

2) **FEID #: 596000304**

3) **Resident County Council District of Project: Josh Wagner**

4) **Contact Person:**

First: J. Paul Last: Wetzel

Title: Support Services Director & Grants Manager

Telephone (Area Code/Number): 386-671-7983

wetzelp@codb.us

5. **Project Title: Peabody Auditorium electrical, signage and kitchen renovation**

6. **Project Location Address: 600 Auditorium Blvd.**

City: Daytona Beach

Zip Code: 32118

7. **Type of Project** (Check One - See ECHO Project Categories - Appendix A – page 1):

- a) Renovation b) Restoration c) New Construction d) Acquisition
- e) Historic Reimbursement f) Off-Beach Parking Reimbursement
- g) Check requested at closing
- h) Other / Explain: _____

8. **ECHO Category** (see definitions in the Guide, Appendix A-page 1 – check all that apply):

- E (Environmental/Ecological) C (Cultural) H (Historical/Heritage) O (Outdoor Recreation)

■ **1.1 APPLICATION FORM** (cont.)

9. **The project site or facility is** (Check One):

Owned by the applicant: Leased by the applicant:
Applicant has a Land / Project Management Agreement:

a) If applicant is leasing, has a Land Management or Project Management Agreement, or is requesting acquisition, list the lessor and current owner, contact, and address:

b) If Leased or Land or Project Management Agreement:

Length of Lease/Agreement: _____ (years remaining)

Lease/Agreement dates: _____ to _____ (include month /day/year)

NOTE: Leases/Agreements must be binding and non-cancelable.

10. Is the project site / facility mortgaged or will it be? Yes No

Current mortgage \$ _____ At closing, mortgage will be \$ _____

Mortgage length: _____ years. Date the term ends: _____

What is the Name and Address of the Mortgagee?

NOTE: Mortgagee or Lessor must agree to sign the Restrictive Covenants document if a grant is awarded unless the project is on State or Federal public land. You must include in this application confirmation from the Mortgagee or Lessor that they are willing to sign a Restrictive Covenants. (See section 1.6 on page 5 of this application)

11. Is the facility in a Community Redevelopment District (CRA)? Yes No

12. **Type of Organization** (must be either "A" or "B" to be eligible):

A) Municipal government or a budgeted organization of Volusia County government.

B) The applicant is a Not-For-Profit corporation, incorporated in the State of Florida and has been classified as a 501(c)(3) tax exempt under Federal Internal Revenue Service regulations and designated in compliance with s.170 of the Internal Revenue Code of 1954.

AND

Has been designated with the 501(c)(3) and incorporated status for a minimum of 2 years prior to the application deadline.

OR

Has been classified as 501(c)(3) incorporated in the State of Florida for less than 2 years at the time of the application deadline but has provided sufficient evidence of operations for a minimum of 10 years in Volusia County and provided the most recent 5 years of Independent Certified Audits and Management Letters of the organization's Annual Financial Statements.

OR

Has been classified as 501(c)(3) registered as a Foreign Corporation doing business in the State of Florida, with a local group within Volusia County that can provide sufficient evidence of public service to Volusia County citizens for the five year period prior to the ECHO application deadline.

13. **Mandatory Workshop Attended by:** Cristy Book & J. Paul Wetzel

Date 8/9/12

■ **1.1 APPLICATION FORM** (cont.)

14. Project Funding (GRANT AMOUNT REQUEST AND MATCH):

1) Standard Grant Request (Up to \$400,000)

- a) Total Amount Requested from the Volusia ECHO Program: **\$ 300,000**
- b) Confirmed Match Funds for this Project: (UC + OM) **\$ 300,000** (from Chart 3.2)
- c) Overmatch (not required) **\$ 0** (from Chart 3.2)
- d) Total Project Cost (This application Grant, Match, and Overmatch): **\$ 600,000**

2) Exceptional Grant Requests (Over \$400,000 up to \$1,800,000.)

| ECHO Confirmed | | |
|--|----------------|------------------|
| | Request | 4:1 Match |
| ANNUAL AMOUNT REQUESTED/MATCHED | | |
| Grant Year #1 | \$ _____ | \$ _____ |
| Grant Year #2 | \$ _____ | \$ _____ |
| Grant Year #3 | \$ _____ | \$ _____ |
| TOTAL EXCEPTIONAL PROJECT: | \$ _____ | \$ _____ |

The availability of the 4:1 Match for all Grant Years must be documented (Tab 3) in Grant Year It is not required; however, that all Match funds be used in the first year and may be shown as Match in the subsequent years – but at a minimum of 4:1.

THE EXCEPTIONAL PROJECT APPLICANT: **AGREES** **DOES NOT AGREE**
TO ACCEPT A GRANT AWARD OF \$400,000 FOR ONE YEAR IF AN
EXCEPTIONAL PROJECT GRANT AMOUNT IS NOT APPROVED BY THE
ECHO GRANT REVIEW PANEL OR THE VOLUSIA COUNTY COUNCIL.

SIGNATURE: 
(OFFICIAL WITH APPLICANT SIGNATURE AUTHORITY)

TYPED NAME: James V. Chisholm

TITLE: City of Daytona Beach Manager

PHONE: 386-671-8009

■ **1.2 EXECUTIVE SUMMARY** (Brief & concise information)

1) **Applicant:** City of Daytona Beach

2) **Project Name:** Peabody Auditorium Electrical, Signage and Kitchen Renovation

3) **ECHO Categories** (check mark): E C H O

4) **Total Project Cost (Estimate):** \$ 600,000

5) **2012/2013 Grant Request:** \$ 300,000

6) **Previous ECHO Grant Awards** (this project complex): \$ 0

7) **Grant Match and Code:** \$ 150,000 Previously Spent Cash (PSC-5), \$ 150,000 Unencumbered Cash on Hand (UC) = Total \$ 300,000

8) **Project Description:** The current, circa 1949 signage, has proven ineffective in identifying the facility and will be replaced by professionally designed and approved signage, see renderings. Next, the current limited kitchen will be renovated to enable food services to patrons thereby enhancing the attendee experience and will produce earned income vital to sustainability. Finally, the current electrical system, circa 1949, does not accommodate specifications of many of today's and future traveling show specifications. This factor negatively affects the quality of programming, attendance/tourism and the venue's contribution to E-Zone revitalization.

9) **Public Use:** The facility has access to over 2065 parking spaces which include overflow parking at the Ocean Center Garage & Ocean Center parking lots facilitated by valet parking service. The venue is usually dark during July/Aug. when the renovation is planned to occur. The public will have unhindered access during the core season -- Sept.-June.

10) **Future Phases:** There are no concurrent or future phases currently being planned beyond the project's signage, electrical or kitchen renovation.

■ **1.3 PROJECT TEAM** (Up to ½ page limit):

1) **Thomas Huger**, Facilities Construction Manager, City of Daytona Beach, 301 S. Ridgewood Ave. Daytona Beach, FL 32115- 386-671-7983; **Edwin Watkins Best**, LC, IESNA, Chairman/CEO, Dickens & Associates, Inc., 232 Bay Street, Daytona Beach, FL 32114 – 386-253-1511; **Dana M. Smith**, RA, Vice President, Design, Inc., 913 N. Nova Road, Holly Hill, FL 32117 – 386-255-6987; **Ron Hatcher**, Representative, Don Bell Signs, 365 Oak Place, Port Orange, FL 32127 – 386-763-4756.

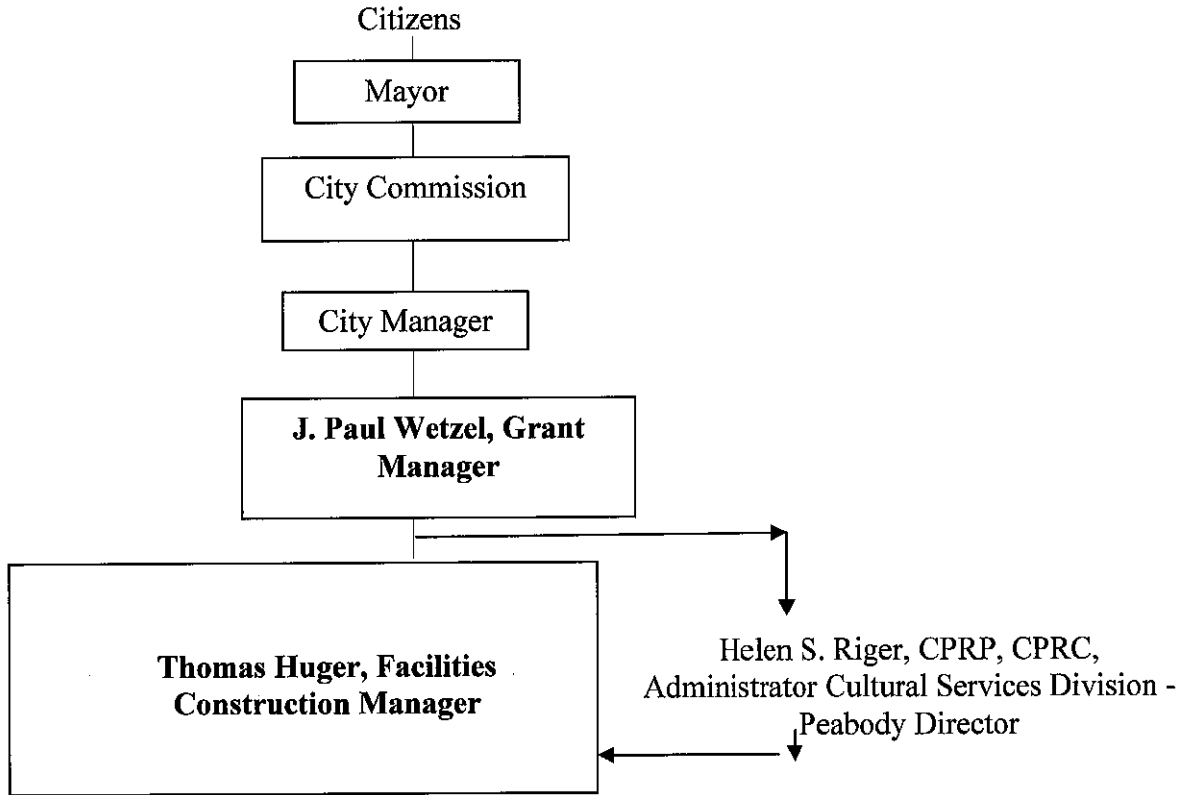
2) List the person(s) who created the section 3.1 budget and their experience with this project type. Thomas Huger, Facilities Construction Manager, City of Daytona Beach; Edwin Best, Electrical Engineer; Dana Smith, RA Architect, Ron Hatcher, Representative – Each has produced budgets for similar project for over 20 years and have been trained and/or degreed in the design, development, construction and budgeting of similar projects.

3) A mechanical contractor is pending and will be selected based upon a bid process via a City approved selection process.

■ **1.4 MANAGEMENT PROSPECTUS & POLICY STATEMENT** (1 single-sided page limit):

1) What is the existing organizational structure of the applicant?

a) Include a list of the names of the staff *dedicated to the completion of this project.*



AND

b) What are their project related responsibilities? Enter the percentage of time they work.

- Paul Wetzel – Grants manager and is responsible for weekly staff meetings relative to the project and reports to the City Manager. He will work 5 to 8% of each 40-hour workweek during the project’s development.
- Thomas Huger – responsible for oversight and project completion including monitoring and coordination between contractor, architect and engineering consultants. He will work 15% of each 40-hour workweek during the project’s development.
- Helen Riger – Responsible for facilitating the onsite project with staff and contractors. She will work 15% of each 40-hour workweek during the project’s development.

2) Management Service Agreement, existing or anticipated, must be fully revealed. Remember, ECHO Projects may not be leased/subleased to a for-profit agency. There are no existing or anticipated management service agreements; this is a City of Daytona Beach staff managed facility.

■ **1.5 NOT-FOR-PROFIT ONLY: IRS STATUS LETTER, CURRENT UNIFORM (ANNUAL) BUSINESS REPORT & LOCAL BUSINESS TAX RECEIPT (PREVIOUSLY CALLED BUSINESS LICENSE) , CHAPTER 496 FLORDIA STATUTES.**

1.5 Does not apply to the applicant, the applicant is a municipality, City of Daytona Beach

■ **1.6 UNRESTRICTED OWNERSHIP OR UNDISTURBED USE OF FACILITY:**

WARRANTY DEED

THIS INDENTURE MADE THIS 14th day of December, A. D. 1943, between THE AUDITORIUM ASSOCIATION, a Corporation not for profit, organized and existing under the Laws of the State of Florida, with its principle place of business in the City of Daytona Beach, Volusia County, Florida, party of the first part, and THE CITY OF DAYTONA BEACH, a municipal Corporation in Volusia County, Florida, party of the second part.

WITNESSETH, That the said party of the first part, for and in consideration of the sum of One Dollar (\$1.00) and other good and valuable considerations to it in hand paid by the said party of the second part, the receipt whereof is hereby acknowledged, has granted, bargained, sold, conveyed and transferred and by these presents does grant, bargain, sell, convey and transfer unto the said party of the second part, its successors and assigns forever, the following described land lying and being in the County of Volusia and State of Florida, to-wit:

Parcel Number 1. The Easterly Ten (10) feet of Lot Number Two (2), all of Lot Number Three (3), and all of Lot Number Four (4), all in Block Number Thirteen (13), of Brush & Stewart's subdivision of all that portion of Lot One (1), Section Four (4), T. Fifteen (15), S. R. Thirty-three (35) E., belonging to Brush & Stewart situated West of Bath Street at Daytona Beach, Volusia County, Florida, according to map of said



subdivision of record in the office of the Clerk of the Circuit Court of Volusia County, Florida.

Parcel Number 2. All of lots numbered seventeen (17) and eighteen (18) except the westerly ninety (90) feet thereof, in Block Number Twelve (12) of Rogers subdivision of Lot Two (2), Section Four (4) T. Fifteen (15) S. R. Thirty-three (33) E., a map of said subdivision being on record in the office of the Clerk of the Circuit Court of Volusia County, Florida.

Also all equipment owned by the party of the first part and used in connection with The Auditorium Building now located upon the above described premises and together with all other assets and property owned by the party of the first part, also all cash and accounts receivable.

As a part of the consideration for this conveyance, upon acceptance of this Deed by the Grantee, the Grantee does hereby covenant and agree to and with the party of the first part, as follows, to-wit:

a. That it will assume and agree to pay the balance of a certain mortgage now upon said property, held by Jennie L. Towne, or by a Trustee for her benefit, the balance of the principal thereof being \$1,000.00 and interest in the amount of \$210.00, accrued to May 18, 1943, together with interest at 6% from May 18, 1943.

b. That it will allow the "FORUM" meetings to continue as heretofore conducted, as long as there is reasonable demand therefor.

c. That it will allow the "CIVIC MUSICALS" to continue as long as there is a reasonable demand therefor.

d. That it will allow the Civic Clubs in Daytona Beach, Florida, to use the "AUDITORIUM" under such reasonable rules and regulations as it may prescribe from time to time.

e. That the "AUDITORIUM" to be conveyed as above, will be used, so far as practicable for high standard programs, conventions, public meetings, Forum and Religious meetings, educational, musical and other high class entertainments.

f. That programs already scheduled be recognized.

This Deed is made in compliance with and pursuant to a resolution adopted by the members of THE AUDITORIUM ASSOCIATION, at a meeting held June 28, A. D. 1943, a certified copy of the minutes of said meeting, which said minutes includes a copy of said resolution, is attached hereto and made a part hereof.

TOGETHER with all the tenements, hereditaments and appurtenances, with every privilege, right, title, interest and estate, dower and right of dower, reversion, remainder and easement thereto belonging or in anywise appertaining: TO HAVE AND TO HOLD the same unto the said party of the second part, its successors and assigns in fee simple forever.

And the said party of the first part does hereby covenant with the said party of the second part that it is lawfully seized of the said premises, that they are free from all incumbrances, and that it has good right, and lawful authority to sell the same; and the said party of the first part does hereby fully warrant the title to said land and will defend the same against the lawful claims of all persons whomsoever.

IN WITNESS WHEREOF, THE AUDITORIUM ASSOCIATION
has caused its name to be signed hereto by its Presi-
dent and Secretary, and its Corporate Seal affixed by
due Corporate Authority, at Daytona Beach, Florida,
the day and year above written.

THE AUDITORIUM ASSOCIATION

THE AUDITORIUM ASSOCIATION

By W.R. Zimmerman
Its President

ATTEST: Norma C. Roberts
Its Secretary

Signed, sealed and de-
livered in the presence
of:

Harvey A. Horn
Louis [unclear]

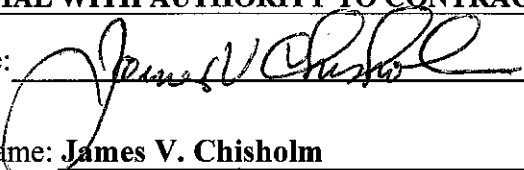
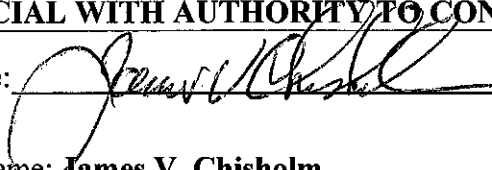



■ **1.7 RESTRICTIVE COVENANTS**

The applicant, City of Daytona Beach has reviewed and agrees with the grantor's restrictive covenants.

■ **1.8 FORM – CERTIFICATION OF INFORMATION AND COMPLIANCE:**

I/We certify that all of the information contained within this application and subsequent attachments is true and correct to the best of my/our knowledge, and that the project for which application is made shall be in compliance with the Americans with Disabilities Act of 1990, and that should a grant be awarded, the organization agrees to comply with the conditions of the grant award agreement including the Restrictive Covenants.

| | |
|---|---------------------|
| 1. OFFICIAL WITH AUTHORITY TO CONTRACT FOR THE OWNER OF THE PROPERTY | |
| Signature:  | _____ |
| Typed Name: James V. Chisholm | _____ |
| Phone Number: 386-671-8010 | Date: <u>3-7-13</u> |
| 2. OFFICIAL WITH AUTHORITY TO CONTRACT FOR THE APPLICANT | |
| Signature:  | _____ |
| Typed Name: James V. Chisholm | _____ |
| Phone Number: 386-671-8010 | Date: <u>3-7-13</u> |
| 3. CHIEF FINANCIAL OFFICER FOR THE APPLICANT | |
| Signature:  | _____ |
| Typed Name: Ms. Patricia Bliss, CFO | _____ |
| Phone Number: 386-671-8060 | Date: <u>3-8-13</u> |
| 4. Additional Requirement Not For Profits - PRESIDENT, BOARD OF DIRECTORS | |
| Signature: <u>N/A</u> | _____ |
| Typed Name: <u>N/A</u> | _____ |
| Executive Board or Board of Directors meeting when this grant application was reviewed and approved. Ex Board meeting date: <u>N/A</u> or Board of Directors meeting date: <u>N/A</u> | |
| Phone Number: <u>N/A</u> | Date: <u>N/A</u> |

■ **1.9 FORM - PROFESSIONAL CERTIFICATION AND RÉSUMÉ:**

(1) Insert this form with at least one of the required signatures shown below AND (2) insert the résumé of Experience of the Professional who signed this form. If exempted from Form 1.9: (1) Insert the Letter of Exemption issued to you by the County in place of the form AND (2) Insert a résumé of experience for the Project Manager to demonstrate their understanding of the project. (See page 26, NFP and GOV Guide).

NOTE: *Acquisition projects for vacant land with no improvements are automatically exempt from providing this form.*

PROFESSIONAL CERTIFICATION - PROJECT ARCHITECT/ENGINEER

NAME AND ADDRESS OF PROJECT ARCHITECT/ENGINEER:

Edwin W. Best, CEO, Consulting Engineer, 232 Bay Street, Daytona Beach, FL 32114

APPLICANT NAME AND PROJECT TITLE:

Edwin W. Best, Consulting Engineer

The following preparatory documents for Project Planning have been completed:

- Preliminary and schematic drawings complete
- Design and development documents complete
- Construction documents complete

I certify that I have reviewed this application and that the technical project information is correct as sited.

ARCHITECT/ENGINEER: Edwin W. Best, CEO, Consulting Engineer
(Print Name)

SIGNATURE:



DATE: 12-5-12

AND/OR

PROFESSIONAL CERTIFICATION - FACILITIES CONSTRUCTION MGR.

NAME AND ADDRESS OF FACILITIES CONSTRUCTION MANAGER:

Thomas Huger, City of Daytona Beach, 301 S. Ridgewood Ave. Daytona Beach, FL 32115

APPLICANT NAME AND PROJECT TITLE:

City of Daytona Beach, Peabody Auditorium electrical, signage and kitchen renovation

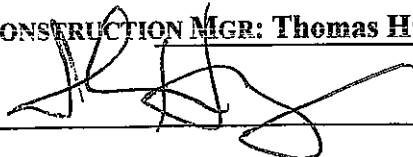
The following preparatory documents for Project Planning have been completed:

- Preliminary and schematic drawings complete
- Design and development documents complete
- Construction documents complete

I certify that I have reviewed this application and that the technical project information is correct as sited.

FACILITIES CONSTRUCTION MGR: Thomas Huger
(Print Name)

SIGNATURE:



DATE: 12-5-12

2) Resumes:

Thomas Huger, Facilities Construction Manager City of Daytona Beach

THOMAS A. HUGER

Facilities Manager that is a results-oriented business professional with proven abilities in strategic planning, managing projects, improving efficiency of operations, team building and detailing project information to determine effective processes for operations. Able to identify areas of strength and weaknesses and implement corporate policies, standards, changes in operations and systems that optimize productivity and bottom line. Demonstrated ability to motivate staff to mainstream productivity and control costs through the most effective uses of manpower and available resources.

Relationship Management

Cross Functional Team Leadership

Financial Operations and Budget

Project Restructuring

Manager / Motivator

Labor Utilization Analysis

Streamlining Operations

Program Development

Real Estate Property Management

Customer Service

Master of Business Administration – Management – Webster University, Saint Louis, Missouri

Bachelor of Business Administration – Finance – Bethune-Cookman University, Daytona Beach

Certified Facility Manager (CFM) – International Facility Management Association

Certified Building Contractor (CBC) – State of Florida

Certified Real Estate Sales – State of Florida

Certified Building Inspector – International Code Council

Certified Residential Combination Inspector – International Code Council

PROFESSIONAL EXPERIENCE

CITY OF DAYTONA BEACH, FLORIDA, Daytona Beach, Fl.

May 2006 to Present

Facilities Construction & Maintenance Manager

Hold autonomous decision making authority for all capital projects and administrative functions of this \$205 million annual budget municipality. Identify and mitigate business and operational risks, with accountability for budgeting, accounting, contract administration/management, project administration/management customer service, payables. Report to City Manager and Deputy City Manager and manage 9 direct, all indirect support staff and outsourced professionals.

- ° Partnered with the City Manager and identified administrative staff project team to formulate action plan for the \$6 million total renovation of the historical City Pier in preparation of a national restaurant chain for revitalization of the beachside entertainment zone, \$5.8 million.

- Successfully project managed the design, construction and completion of the \$24 million, 98,000 sqft, 3 story Police Department.
- Effectively project managed multiple capital projects totaling more than \$15 million in new and renovated facilities in operation for the City to render services for residents and visitors to the area. Generating savings through Owner Direct Purchases and utilization of City workforce in lieu of contracted services for smaller development projects.
- Enhanced Property Maintenance work order system to more efficiently facilitate internal facilities repairs and renovations.
- Operated as an Emergency Manager within the Emergency Management Framework.

THOMAS HUGER, CBC-042331, Daytona Beach, FL.

2000 to 2006

Owner, Consultant, Contractor

Solicit, market, procure, organize, administer, and managed all phases of a general contracting/construction management construction firm including on-site coordination of subcontractors and suppliers, order/purchase all materials, and all day to day situations addressed for residential and commercial renovations, additions, build-outs and new construction. Provided construction-consulting services.

HERITAGE CONSTRUCTION COMPANY, INC., Cocoa, FL.

2001 to 2003

Project Manager and Superintendent

Prepared, submitted and followed up on all required documents for building permits, assisted in identifying capable subcontractors for work to be done. Negotiated and prepared subcontractors agreements, scheduled and supervised on site construction activities to make sure all work is in accordance with construction documents, construction plans/specifications, building codes, approved/disapproved requests for payments. Full utilization of AIA documents.

ASSOCIATED COST ENGINEERS, Orlando, Florida

1999 to 2000

Program Manager-

Owner's Representative/Consulting Project Manager for Orange County Public Schools' 5 – year Capital Plan.

Monitored/managed the day to day activities of two (2) direct project managers, multiple superintendents on approximately 16 different school projects at multiple sites, all with different budgets and project schedules. Project managed all Design Professionals, Construction Managers, general contractors, consultants and other firms under contract to the owner.

BETHUNE-COOKMAN UNIVERSITY, Daytona Beach, Florida

1988 to 1999

Associate Vice President for Fiscal Affairs

Assistant Vice President for Procurement

Director Construction/Renovations

Accountable for construction management; owner's representative (Program/Project Manager/Superintendent) for planning and implementing small, medium, and large renovation and construction projects; site selection, site purchase, site preparation, negotiating and preparing

contracts with design and construction professionals; administering and managing successful contracts from project design through construction, furnishing, and occupancy; purchase and order materials, inspection of day to day work by subcontractors, maintaining quality control, creating and maintaining scheduling, preparing and analyzing bids, maintaining records; approving/disapproving payments; resolving differences and/or opportunities on the jobsite. Supervised multiple subcontractors on all construction and/or renovation projects over an 11-year period. Total responsibility for identifying and negotiating land acquisitions with-in the five-year plan. Responsible for refining, organizing and managing a centralized purchasing and receiving department.

BETHUNE-COOKMAN UNIVERSITY, Daytona Beach, Florida
1988 to 1999

Associate Vice President for Fiscal Affairs

Operations Manager, managing Auxiliary Enterprises, Telecommunications and Postal Services. Responsible to Vice President for Fiscal Affairs for the day-to-day management of the Physical Plant (38 buildings) and Grounds Maintenance Departments (40+ acres).

- Reduced procurement expenditures and average of 10% per year by implementing an automated procurement system.
- Designed, developed and wrote policies/procedures manual for Procurement Department.
- Created a controlled system for acquisition and receipt of services, products, materials, etc.
- Upgrade and improved the efficiency of on campus by installing 500+ line AT &T administrative equipment and a 780 line room to room telecommunication system that initially created a new revenue stream of approximately \$45,000 annually.
- Increased annual revenues 210% by negotiating and executing an exclusive beverage vending agreement.
- Relocated and streamlined mail services, installed Paragon Mail Processor that resulted in reduced postage errors and reduced overhead costs.
- Negotiated the laundry vending agreement that provided new automatic washers and dryers in residence halls and increased revenues 100%.
- Negotiated snack vending agreement that provided new hot, cold and dry snack machines, microwave ovens in residence halls that was projected to increase annual revenues by 125%.
- Researched, identified \$188,857 Volusia County road impact fee credit that reduced the cost of all buildings permit until credit was expended.
- Created and coordinated building project teams that were responsible for programming services during the project planning, all phases of design in the architectural plan development.
- Retrofitted electric water heaters with new gas water heaters that resulted in \$7,000+- annual savings.
- Created \$10,000 savings in water consumption by retrofitting food service ice machines.
- Researched and implemented a \$1.4 million self funded energy efficiency Modernization Program that allowed institution to complete much needed renovations and replaced obsolete, inefficient mechanical equipment.
- Completed Projects List added to the end of Resume'.

COUNTY OF VOLUSIA, Florida

Housing Rehabilitation Manager, Project Manager

Responsible for developing, organizing, implementing and managing \$1.1 million federally funded Community Development Block Grant Housing Rehabilitation Program that provided for the renovation and construction of single-family houses throughout Volusia County. Completed over 360 homes during employment.

CITY OF MIAMI, Miami, Florida

Government Buyer

RICHARDS DEPARTMENT STORES, Miami, Florida

Retail Buyer

AFFILIATIONS Life Member Bethune Cookman University National Alumni Association

Professional Member, International Facility Management Association

Professional Member, Project Management Institute

MILITARY United States Marine Corps, Lieutenant

Honorable Discharge, Platoon Leader/Logistics

Edwin Watkins Best, LC, IESNA
Chairman / C.E.O. /

Since joining the firm in 1978, Mr. Best has served in several capacities with both corporate and project functions. He is thoroughly knowledgeable in a broad range of project types and services. His design, management and problem-solving skills are valuable assets to all clients.

He holds the certification of LC from the National Council on Qualifications for the Lighting Professions, has served as the Southeastern Regional Vice President and a Director of the Illuminating Engineering Society of North America and is often recognized award winner in the field of illumination. Several of his project designs have been published internationally in forums pertaining to the field of illumination. He has, on several occasions, received the "Edwin F. Guth Design of Merit Award" and other awards. (Presented annually by the I.E.S., the Guth Award is given to the designer of a project where the illumination is creative, efficient, effective, cost appropriate and skillfully executed. Judging is by professionals of the I.E.S. and entrants are from around the world.)

Mr. Best is regularly called upon to conduct educational training seminars presenting various topics of lighting to interior designers and decorators, architects, contractors and other groups desiring to upgrade their skills in this field.

Mr. Best served on the Board of the Ponce de Leon Inlet & Port District, the Historic Preservation Board of Volusia County as a Member and Chairman, the Children's Advocacy Center of Volusia and Flagler Counties as a Director and President, United Cerebral Palsy Board as a Member and Vice Chairman and as a member of the Board of Directors of the IESNA.

Education

Daytona Beach Community College
St. Andrews College
University of Central Florida

■ **SECTION 2: SCOPE OF WORK** (Up to 15 Points):

■ **2.1 SCOPE OF PRIOR AND CURRENT PHASE (S)** (1 page limit):

1) What prior phases, if any, have been completed and what were the completion dates? **Electrical** An Electrical Investigation was previously performed by Dickens & Associates, Inc. The report was provided to the CODB and the City is acting on those findings in this application. Four projects updating the building's 1949-era electrical system have previously been phased, leading to this final renovation/modernization project. Included were a building electrical investigation, replacement of entry & exit canopy lighting, replacement of lobby lighting and dimming control system, and power renovations for a new HVAC system. 1) An investigation of the existing electrical system was performed in 2009. This phase-determined adequacy of the existing electrical service, condition of system components, violations of National Electrical Code requirements, and general condition of the emergency power generation system. Cost for this investigation was \$9,000; 2) Canopy lighting was replaced in 2009 with new high efficiency fluorescent lamped fixtures. This project totaled approximately \$28,000; 3) Incandescent lobby lighting, approximately 60 years old, was replaced with a dimmable, high efficiency fluorescent indirect system and modern dimming controls. The cost for this project was \$38,000. 4) In order to accommodate installation of a new high efficiency HVAC system the electrical system received major modifications. Cost of these modifications was approximately \$75,000. Total Cost of prior phases: \$150,000. **Kitchen:** the initial on and off-site preliminary planning has occurred. The architect will undertake the Schematic Design Phase to create enough detail and specificity for a realistic opinion of construction cost to be developed. This phase should be completed within three weeks from October 8, 2012. **Signage:** Planning and design have been completed and approved drawings are included in this application. Signage bid process is pending funding award.

2) What phases of this project, if any, are currently in process at this time? Provide the proposed schedule of completion for these phases. (Be sure to discuss permits that have been received or are in the process.) Planning and design phases are active. **Electrical:** Design for the upgrade of the electrical system is under design at this time. Included will be an increase in service capacity with replacement of the service transformers and addition of new feeders and switchgear, and the correction of Code deficiencies identified in the Investigation Report. **Kitchen:** The existing kitchen is small, crowded and inefficient for the planned purpose of producing meals for event attendees; currently the kitchen is used to feed staff and event participants. The equipment, plumbing and electrical service is inadequate for this purpose and will be upgraded. The re-design will seek to consolidate catering/kitchen activities, improve workflow, service circulation and upgrade the equipment to improve functionality. The outcome is an enhanced visitor experience and additional revenue that supports venue sustainability. **Signage:** initial planning and design phases are underway and are near completion. The consulting team composed of the architect, engineer and signage contractor will manage permitting, and none has been secured to date.

■ **2.2 SCOPE OF ECHO AND MATCH EXPENSES WITH TIMELINE** (3 double-sided page limit):

1) Project facility description and construction sequence:

a) Provide a narrative of the physical description: 1. What exists? 2. What will change and be added? **Electrical:** The existing 3 phase electrical service is essentially that which was in place in 1949. The service is provided through 3 older single phase ariel style transformers which are overloaded and do not have sufficient capacity to meet building demand (prone to fail and potential safety hazard). These will be replaced with a single modern pad-mount transformer of higher capacity sufficient to meet demand and allow

for future electrical needs. New switchgear will be added to meet the higher demands. Additionally, the circa 1949 sound and lighting cables will be replaced. The installation of new multi-cables will enable the theater to provide in-house additional lighting that is fuller and richer allowing for more creative lighting during shows. This in-house capability will be more cost effective and will save the City money that is currently being spent on renting lighting for shows. Stepping up to newer technology will also be more energy efficient and cost effective. This constitutes a major renovation to the 60+ year old system that will enable capacity to meet modern demands for performances and other auditorium activities including providing reliable power with safety for the public and contiguous properties. **Kitchen:** The existing spaces are a combination of bearing and non-bearing masonry partitions and variously house kitchen counters, appliances, dry-storage areas and laundry equipment. The overall conditions of the construction are fair, but there has been extensive interior re-modeling done made necessary by changes in the entertainment industry. The frequency and volume of the planned food-services has rendered the existing facilities obsolete with occasional duplication of required staff. It is proposed to make the food-service spaces more efficient and for the intended purpose to serve venue attendees. The equipment, plumbing and electrical service is inadequate for this type of venue and the initiative to provide meals to patrons. The re-design will seek to consolidate catering/kitchen activities, improve work-flow, service circulation and upgrade the equipment to improve functionality. The outcome is an increased visitor experience and additional revenue that will support its ongoing sustainability. **Signage:** Current signage is inappropriate as determined by visitors who cannot locate the facility, an ongoing issue for many years. The current sign design has been approved by the City's historical council and may be viewed in 8x11 renderings. All of the above projects will occur as per the Construction Activity/Expense Flow Chart, see (c).

- b) Describe expenditures: 1. How will ECHO grant funds be used? 2. How will/have your Match funds be/been used? ECHO funds will be used for the upgrading of the signage to improve public identification of the facility including electrical requirements. The costs include signage production, transport and installation. Per the professionally conducted electrical needs assessment in 2009, ECHO and applicant match will be used for the final phase to upgrade the electrical system, and facilitate venue user specifications required by today's touring shows and public events. This phase of electrical enhancements will abate power failures, provide power backup and increase the safety of venue attendees, staff, facility and adjacent properties. As a note, a portion of the applicant match was pre-spent on electrical completed in 2009 and outlined in section 2.1, #1. The kitchen remodeling enables staff to provide food to attending patrons in a large eating area and art exhibition space, Rose Room. This work encompasses selective demolish and rebuilding of walls, re-configuration of the spaces for maximum usability and accessibility, replace floor/wall/ceiling finishes, up-grade kitchen equipment and improve sanitation and environmental conditions. This cost of the kitchen remodeling will be entirely funded by applicant match. The planned kitchen, as with the electrical and signage upgrades heighten the venue attendee experience and thereby contribute to increased earned income and also benefits tourism including beachside businesses. Additionally, applicant funds will be used for all General Requirements.

(c) Construction Activity Expense Flow Chart – Peabody Auditorium 2013-2014
 If the County is kind enough to award a grant to the City for the Peabody by June 15, 2013

| CONSTRUCTION ACTIVITY/EXPENSE FLOW CHART | 2009 PSC | April – June 2014 | July 2014 | August 2014 | September 2014 | October 2014 |
|---|-----------|-------------------|-----------|-------------|----------------|--------------|
| A. Kitchen | | | | | | |
| Architectural & Engineering Services | | \$12,725 | | | | |
| CM General Requirements | | | | | | \$12,750 |
| Demolition-minor work for kitchen & removal of transformers | | | \$3,500 | | | |
| Equipment | | | | | | \$26,790 |
| Finishes | | | | | | \$5,700 |
| Wood and Plastic | | | | | | \$9,400 |
| Plumbing | | | | | \$4,135 | |
| B. Electrical | | | | | | |
| Previous Phase: Pre spent cash electrical | \$150,000 | | | | | |
| Architectural & Engineering Services | | \$28,500 | | | | |
| Electric | | | | | | \$259,000 |
| C. Signage | | | | | | |
| Equipment | | | | | | \$48,736 |
| Finishes | | | | | | \$3,030 |
| Metals | | | | \$29,934 | | |
| Demolition minor work for installation of marquee | | | \$3,300 | | | |
| ECHO Temporary Signage | | \$500 | | | | |
| ECHO Permanent Signage | | | | | | \$2000 |

- 2) This work will primarily be internal to the building and should have little or no impact on the neighboring facilities. The only possible interruption could be when the electric utility company (FPL) comes to replace the old pole mounted transformers with a new larger pad mounted transformer.
- 3) Document how construction design and operational strategies use “green”/sustainable standards.
 - a) Complete Form 2.2 – Sustainable Design Elements, indicating whether each of the listed items will be used in the design and construction of the site, and to what extent (as a percentage of the site). Write in additional comments if necessary. See page 21 & 22.
 - b) Provide a narrative for the purpose of explaining how the project was designed with the environment in mind. Answer the question: What steps have you taken or will you take to reduce / recycle waste, conserve resources / energy, or utilize / reuse–recycled products during:
 1. the construction stage and
 2. the operational phase? **Kitchen:** Due to the limited size of this project, it is anticipated there to be very little in the way of re-cycled construction waste. However, any will be salvaged, recycled or repurposed. During the construction, phase materials used include new low-VOC construction products (e.g. solid surfaces and paint); floor/ceiling finishes with re-cycled content (e.g. VCT and ceramic tile), locally available products and low-energy LED light fixtures. During the operational phase, all appropriate elements will be positioned on a timer including AC. Usage reports will be monitored and report for recommended action. **Electrical:** All replaced wire will be recycled along with any parts that can be repurposed. Other environmentally friendly elements include energy start approved indoor/outdoor LED lighting, motion sensors to turn lights on and off, fluorescent/LED fixtures, programmable lighting system, and dark sky approved products. AC will be programmed appropriately per venue usage. **Signage:** All salvageable materials will be recycled or repurposed, any lighting will be dark sky products, use fluorescent/LED fixtures and a programmable system to control signage lighting. As much as possible, priority will be given to local products to avoid transportation fuel costs. Staff will regularly monitor electrical consumption and report findings along with recommendations relative to energy savings recommendations
- 4) Provide a timeline of expected public access. The renovation phase for all project elements will start upon ECHO award and conclude by September 2014. This project should not impede public access. All ECHO/applicant funds will be encumbered, and construction completed as required by the grantor’s requirements. All of the aforementioned renovations are schedule during times when the auditorium is normally dark and/or no public access is scheduled. The Construction Activity/Expenditure Flow Chart(s) outlines the specific possible upgrade/renovation timetables and costs.

■ **2.3 SCOPE OF FUTURE AND/OR CONCURRENT PHASES** (1 double-sided page maximum):

- 1) Describe concurrent and/or future phases of this project. There are no future phases or concurrent phases for this project of installing the signage, and renovating the electrical and kitchen.

■ 2.2 Form - Sustainable Design Elements

| Sustainable Design Elements | | | | | |
|---------------------------------|---|---|---------|-----|---|
| | G | E | Partial | N/A | Additional Comments |
| Do-it-yourself Energy Audit | x | | | | Evaluation Resources: Audit Providers: |
| Professional Energy Audit | | | | | |
| Insulation Rating | x | | | | Kitchen, Signs and Electrical |
| Recycled/Reused | x | | | | Kitchen, Signs and Electrical |
| Other: | | | | | |
| Low VOC Carpet | | | | | |
| Tile | x | | | | Kitchen |
| Hardwood from renewable sources | | | | | |
| Low VOC Glue | x | | | | Kitchen |
| Other: | | | | | |
| Energy Star approved products | | x | | | Kitchen |
| Programmable Thermostats | | | | | |
| Ceiling Fans | | | | | |
| Other: | | | | | |
| Energy Star approved | | x | | | Kitchen, Signs and Electrical |
| Skylights | | | | | |
| Motion Sensors | x | | | | Kitchen |
| Fluorescent / LED | | x | | | Kitchen, Signs and Electrical |
| Programmable system | x | | | | |
| Other: | | | | | |
| Dark Sky approved products | x | | | | Kitchen, Signs and Electrical |
| Motion Sensor | x | | | | Kitchen |
| Security Design only | | | | | |
| Required Lighting only | x | | | | Kitchen, Signs and Electrical |
| Fluorescent / LEED | x | | | | |
| Programmable system | x | | | | Kitchen, Signs and Electrical |
| Other: | | | | | |
| Energy Star approved | x | | | | Kitchen |
| Other: | | | | | |
| Water base acrylic | x | | | | Kitchen |
| Water base stain | | | | | |
| Natural finishes | | | | | |
| Other: | | | | | |

Legend: G-Grant Project, E-Existing, P-Partial (insert % if not 100%), N/A-Not appropriate for this project type

| | | | | | |
|--------------------------------------|---|---|--|--|---------|
| | | | | | |
| Aerated faucets | | x | | | Kitchen |
| Recirculating sink hot water pumps | | | | | |
| Low flow toilets | | | | | |
| Programmable irrigation w rain gage | | | | | |
| Sprinkler on reclaimed water | | | | | |
| Insulation around water heater | x | | | | Kitchen |
| Insulation around hot water pipes | x | | | | Kitchen |
| Other: | | | | | |
| | | | | | |
| Energy star approved | | | | | |
| Tinted for UV | | | | | |
| Tinted for Heat | | | | | |
| Insulated Windows | | | | | |
| Other: | | | | | |
| | | | | | |
| Energy star approved | | | | | |
| Metal | | | | | |
| Extended Life | | | | | |
| Other: | | | | | |
| | | | | | |
| Bike racks | | | | | |
| Connects directly with light rail | | | | | |
| Located within .25 miles of bus stop | | | | | |
| Percent of green space | | | | | |
| Other: | | | | | |
| | | | | | |
| Porous surface | | | | | |
| Semi-pervious | | | | | |
| Other: | | | | | |
| | | | | | |
| Deciduous trees | | | | | |
| Existing Native Landscape | | | | | |
| Florida Friendly Landscaping Design | | | | | |
| Drought Tolerant | | | | | |
| Natural Pest Control | | | | | |
| Rain Barrel Collection | | | | | |
| Other: | | | | | |

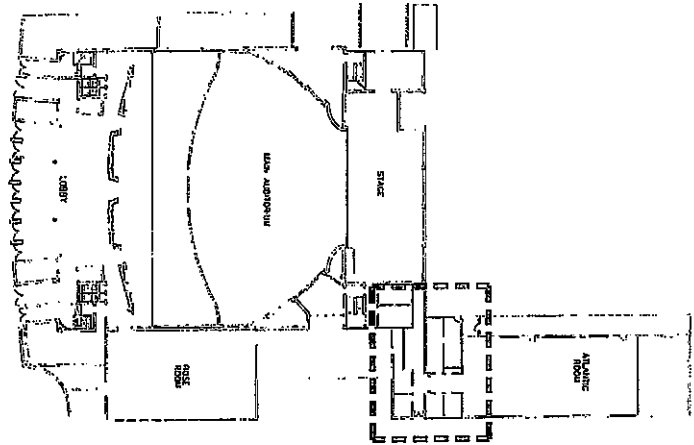
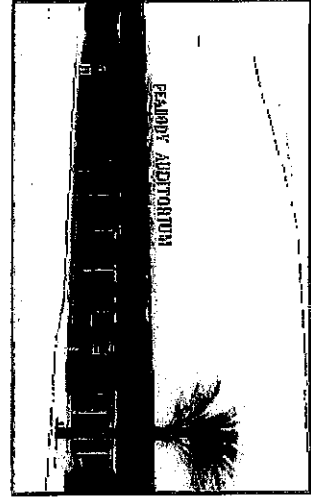
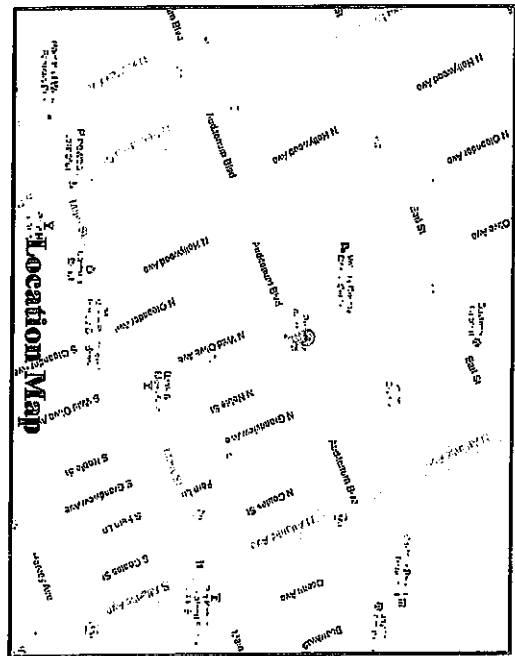
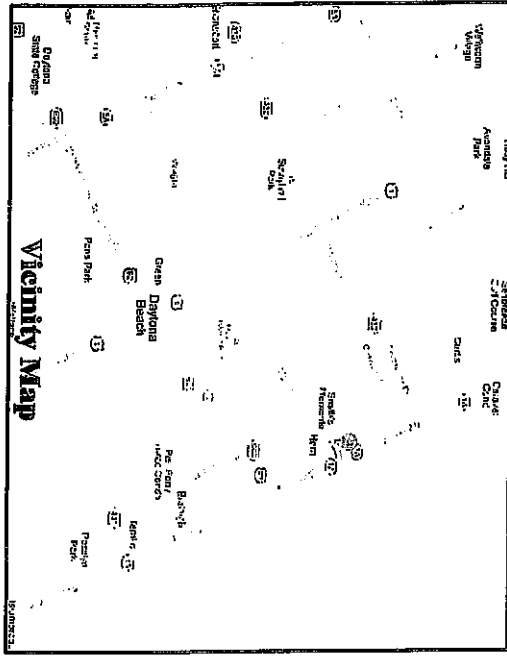
Legend: G-Grant Project, E-Existing, P-Partial (insert % if not 100%), N/A-Not appropriate for this project type

■ **2.4 DRAWINGS AND MAPS** (unlimited pages):

- 1) Insert a street locator map demonstrating the physical location of your project within the local area. This should show the panel how to get to your project site. Make sure it is legible, that North is indicated for directional reference, and the map includes a bar scale for distance.



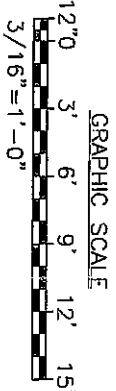
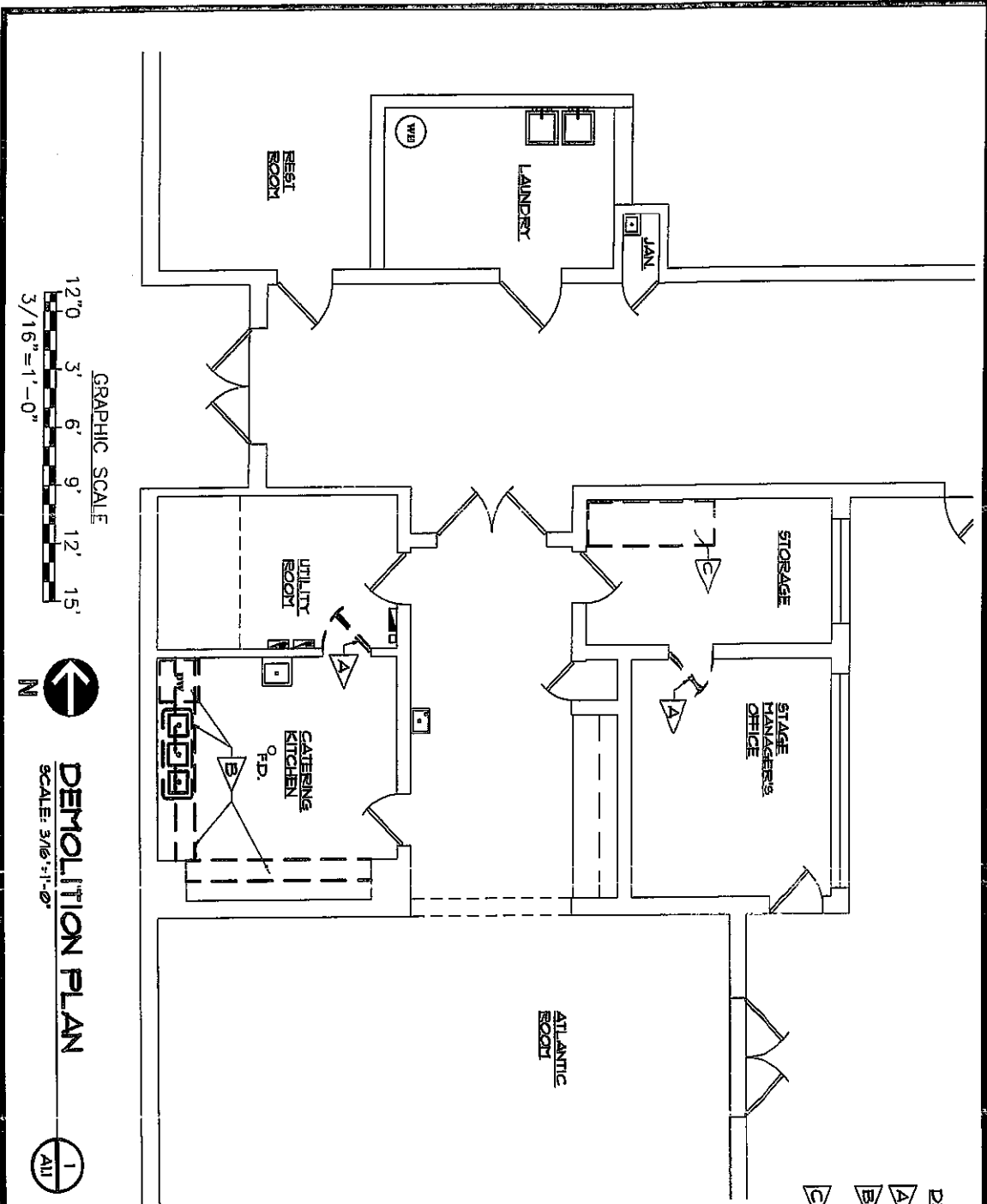
- 2) Some drawings are required by all applicants. Drawings must fold to 8 ½" x 11," fit securely and neatly within the application booklet, be to scale with a bar scale, and include a legend identifying project features.
- 3) Other drawings (not required), which are helpful in understanding the project scope or features. No other drawings are offered by the applicant



Area of Work

**Peabody Auditorium
Catering Area Renovation
Conceptual Drawings
October 26, 2012**

| | |
|----------------------------|---|
| <p>DESIGN, INC.</p> | <p>618 NORTH NOVA RD. HOLLY HILL, FL 32117 AA 28000697 P (386) 255-6867 P (386) 255-6869 F</p> |
| | <p>Peabody Auditorium Catering Area Renovation 600 Auditorium Blvd., Daytona Beach, FL 32116</p> |



DEMOLITION PLAN
SCALE: 3/16"=1'-0"



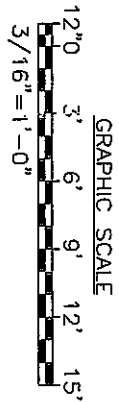
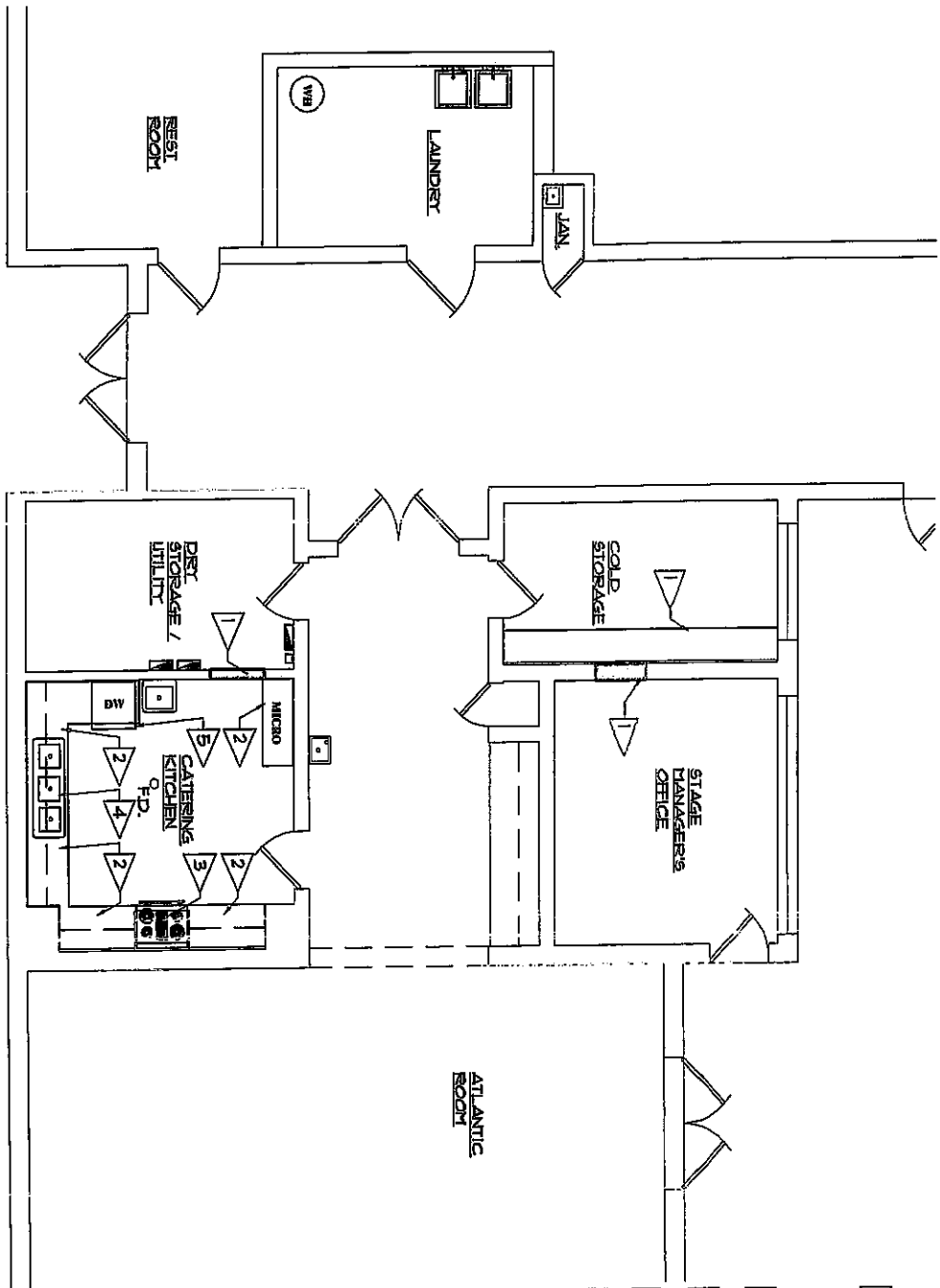
- DEMOLITION NOTES:**
- A** REMOVE DOOR AND FRAME.
 - B** REMOVE COUNTER, CABINETS, AND ASSOCIATED FIXTURES.
 - C** REMOVE WOOD-FRAMED SHELVING.

PRJ. NO. 02206.12
DATE: 10-26-12
DR. BY: HC
SCALE: AS NOTED
DRAWING NO. **A1**

**Peabody Auditorium
Catering Area Renovation**
600 Auditorium Blvd., Daytona Beach, FL 32118

818 NORTH NOVA RD.
HOLLY HILL, FL 32117
AA 28700687 P
(386) 255-8857 P
(386) 255-0859 F





NEW FLOOR PLAN
SCALE: 3/16"=1'-0"



- NEW CONSTRUCTION NOTES:**
- 1- INFILL WALL OPENING WITH 20 GAUGE METAL STUDS AND GYP BOARD EACH SIDE, FLUSH WITH EXISTING SURFACE.
 - 2- PROVIDE NEW COUNTER AND CABINETS.
 - 3- PROVIDE HOOD OVER RANGE.
 - 4- PROVIDE 3-COMPARTMENT SINK.
 - 5- PROVIDE DISHWASHING EQUIPMENT.

| | | |
|--|--|---|
| | <p style="text-align: center;">Peabody Auditorium Catering Area Renovation 600 Auditorium Blvd., Daytona Beach, FL 32118</p> | <p>85 NORTH NOVA RD HOLLY HILL, FL 3297 AA 28000887 1880 285-8887 F 1880 285-8888 F</p> |
| <p style="text-align: center;">A2</p> | <p>PRLO: 02126.12 DATE: 10-26-12 DR. BY: HC SCALE: AS NOTED DRAWING NO.</p> | |

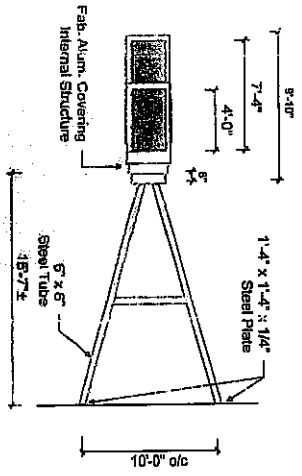
Specifications
 Don Bell Signs to fabricate & install (1) DJF roof sign w/ illuminated channel letters.

Cabinet
 To be aluminum construction w/ smooth finish painted PPGS 300 Blue. Vertical trim to be aluminum w/ smooth finish painted Mathews 30135 Brushed Aluminum w/ external neon illumination. Lower of cabinet (wrap-around on street side).

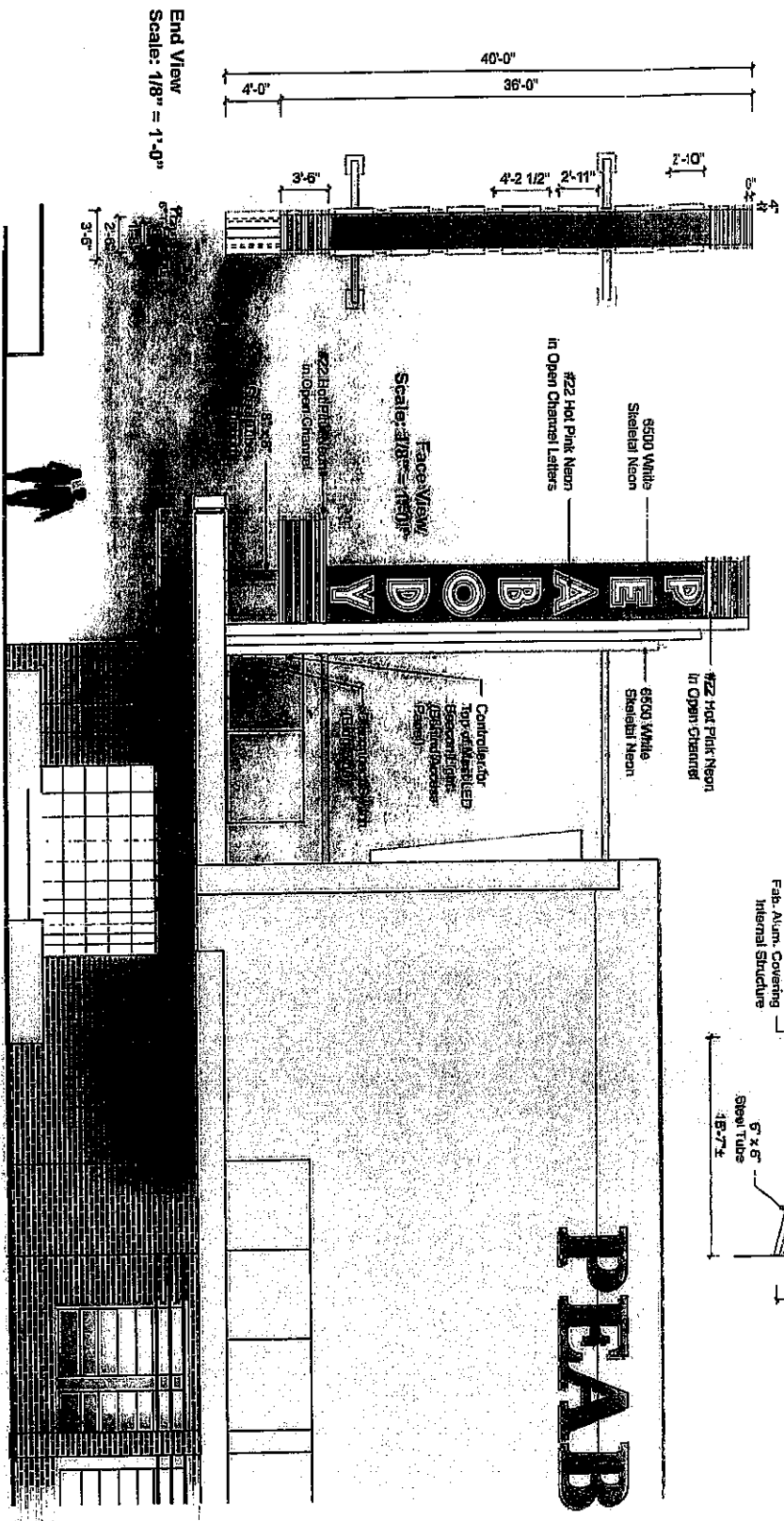
Channel Letters

To be aluminum w/ 'S' returns & interior painted Mathews 30135 Brushed Aluminum.
 To be illuminated w/ # 22 Hot Pink double-stroke neon.
 6500 White Single-stroke perimeter skeletal neon to surround letters & illuminate cabinet faces.
 Support Structure
 To be steel square tube painted Mathews 658-40 Pigeon Gray & attached to existing building front steel end top of entrance overhang from structure (exact method to be determined)

Field survey required to determine:
 Building entrance overhang & wall construction for mounting methods.
 Entrance overhang dimensions.
 Existing grade elevations & distances from front of building edge back to walls, top and bottom.
 Note: Design pending engineering.
 Electrical (TBD).



Top View
 Scale: 1/8" = 1'-0"



End View
 Scale: 1/8" = 1'-0"

Building Partial West Elevation
 Approx. Scale: 1/8" = 1'-0"

PEARBODY

DATE: 09-08-08
 DRAWING NO: 801147 R2
 DESIGNER: M. De Bolt

PROJECT: Peabody Auditorium
 600 AUDITORIUM BLVD.
 ST. PETERSBURG, FL
 34781
 AS NOTED

DESIGNED BY: Adobe Illustrator CS3

SCALE: 1/8" = 1'-0"

PROJECT NO: 1201048 □ 2771048

PROJECT NAME: Peabody Auditorium

PROJECT ADDRESS: 600 AUDITORIUM BLVD., ST. PETERSBURG, FL 34781

PROJECT CONTACT: M. De Bolt

PROJECT PHONE: (813) 921-1530

PROJECT FAX: (813) 921-1531

PROJECT EMAIL: mdebolt@donbell.com

PROJECT WEBSITE: www.donbell.com

PROJECT URL: www.donbell.com

PROJECT ADDRESS: 1000 N. GULF BLVD., SUITE 200, ST. PETERSBURG, FL 34781

PROJECT PHONE: (813) 921-1530

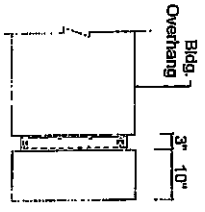
PROJECT FAX: (813) 921-1531

PROJECT EMAIL: mdebolt@donbell.com

PROJECT WEBSITE: www.donbell.com

DON BELL

1000 N. GULF BLVD., SUITE 200, ST. PETERSBURG, FL 34781
 (813) 921-1530
 (813) 921-1531
 www.donbell.com



End View

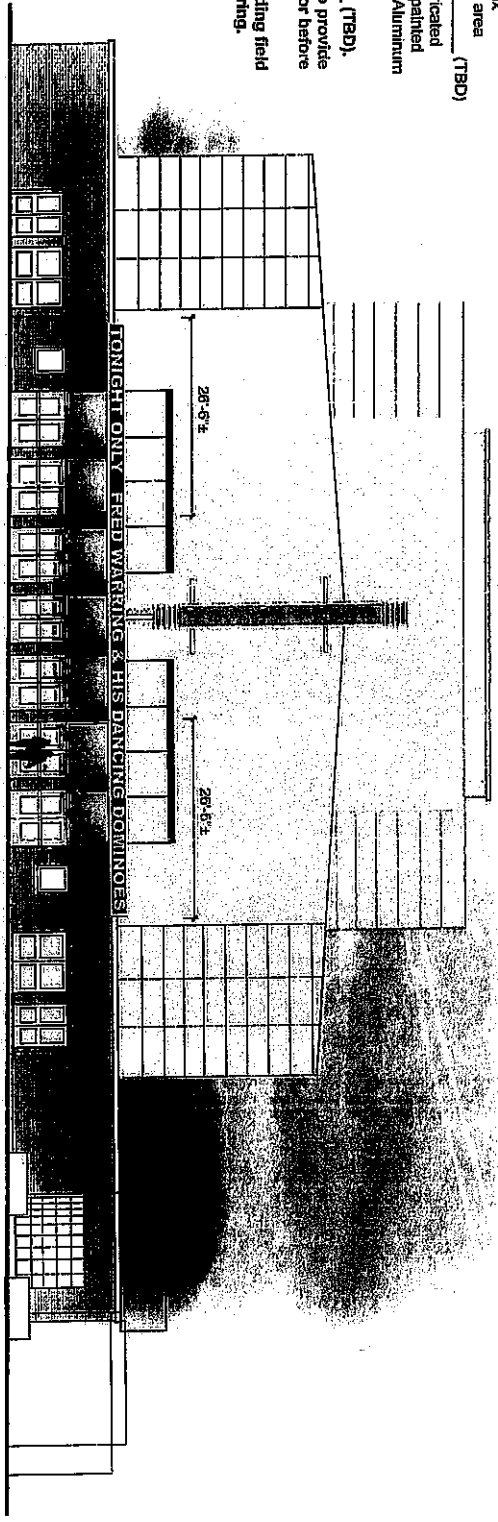
TONIGHT ONLY THER

Elevation of EMC. (1) Required.
Scale: 1/2" = 1'-0"

78'-2"

2'-3 1/2"

- Specifications**
- Don Bell Signs to fabricate & install (1) electronic message center on to building entrance cover fascia.
 - Electronic Message Display (1) S/F cabinet w/ required filler painted Black.
 - 25mm Full Color LEDs w/ up to 2 lines of 7.0" characters.
 - 16 x 928 pixel matrix
 - 1'-4" x 77'-4" active area
 - Communication _____ (TBD)
 - EMC trim to be fabricated aluminum channel painted Matthews Brushed Aluminum
 - Electrical _____ (TBD).
- Notes:** Customer to provide building paint color before production.
Note: Design pending field survey & engineering.



Building Front Elevation.
Approx. Scale: 1/16" = 1'-0"



DESIGN # 801117 R2
DATE: 09-08-08
DESIGNER: M. De Bell

Revised: Code

| | | |
|----------|----------|-----|
| REVISION | DATE | BY |
| 1 | 09-08-08 | MDB |
| 2 | 09-11-08 | MDB |

PROJECT: Feahoby Auditorium
ADDRESS: 600 AVENUE BOND, FT. LAUDERDALE, FL 33309
OWNER: FEABOBY AUDITORIUM
ARCHITECT: ADRIAN GARCIA
AS NOTED

SOFTWARE: Adobe Illustrator CS3

PROJECT: SHEET 2 OF 3

THE COMPANY SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS FROM THE LOCAL, STATE AND FEDERAL AGENCIES. THE COMPANY SHALL BE RESPONSIBLE FOR OBTAINING ALL NECESSARY PERMITS AND APPROVALS FROM THE LOCAL, STATE AND FEDERAL AGENCIES.

DON BELL
SIGNAGE

100 GRANVILLE ST. #217
150 1ST ST. #100
200 1ST ST. #100
200 1ST ST. #100

SURVEY REQUIRED

5'-0" 2'-0"

36'-1 1/2"
CENTER ON WALL BETWEEN PALM TREES

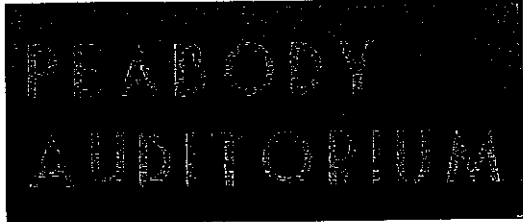
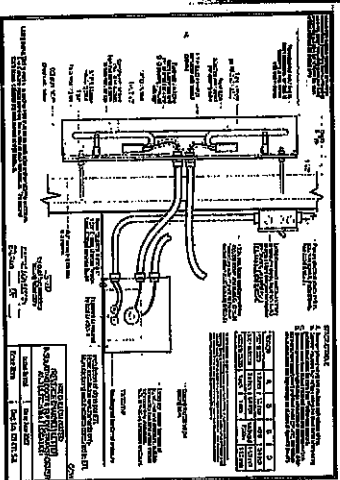
PEABODY

Building West Elevation.
Approx. Scale: 1/8" = 1'-0"

Specifications
 Don Bell Signs to fabricate & install (1) set of aluminum reverse channel letters w/ 5" returns painted _____ (TBD). Letter to have Clear polycarbonate back & mounted to wall w/ 2" standoffs for night halo effect.

Illuminated by:
 Option 1: White LED
 Option 2: #6 White Neon
 Electrical _____ (TBD).

Note: Customer to provide building paint color before production.
 Note: Design pending field survey & engineering.



DESIGN # 801147 R2

DATE 09-08-08

DESIGNER M. De Bolt

REVISOR/DATE

BY: [Signature] DATE: [Blank]

BY: [Signature] DATE: [Blank]

BY: [Signature] DATE: [Blank]

BY: [Signature] DATE: [Blank]

BY: [Signature] DATE: [Blank]

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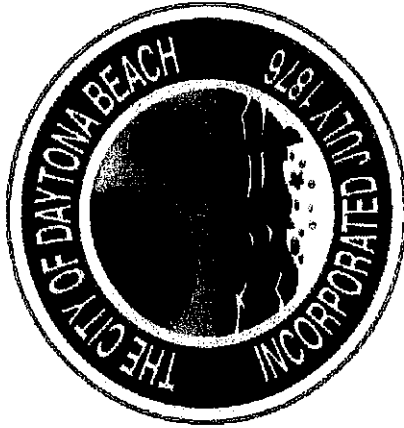
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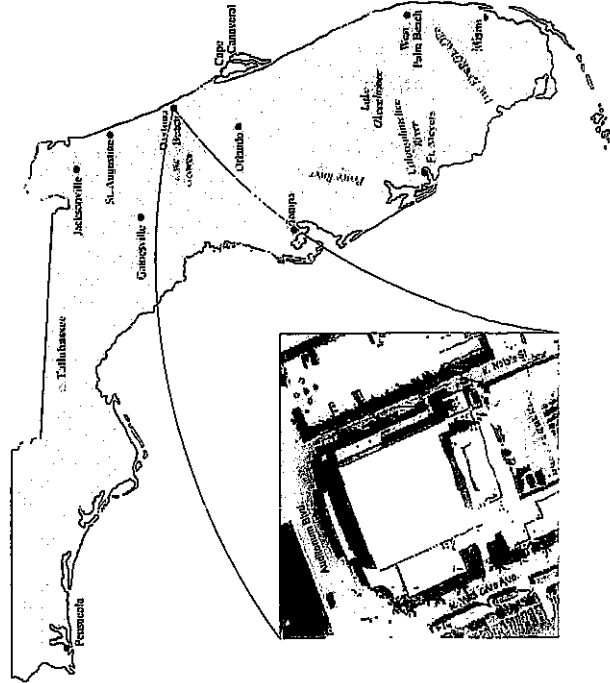
DAYTONA BEACH PEABODY AUDITORIUM ELECTRICAL UPGRADE



MAYOR
GLENN RITCHEY

COMMISSIONERS
ELITH SHELLY
PAM WOODS
KELLY WHITE
ROBERT A. GILLILAND
PATRICK HENRY
CASSANDRA G. REYNOLDS

CITY MANAGER
JAMES CHISHOLM



| DRAWING SCHEDULE | |
|------------------|-----------------|
| SHEET NO. | SHEET NAME |
| E1.0 | COVER SHEET |
| E2.0 | BUILDING PLAN |
| E3.0 | ROOM DETAILS |
| E4.0 | RISER DIAGRAMS |
| E5.0 | PANEL SCHEDULES |

PEABODY AUDITORIUM
ELECTRICAL UPGRADE

600 Auditorium Blvd.
Daytona Beach, FL 32114

DA
Consulting Engineers
DICKENS & ASSOCIATES, INC.
222 Bay Street
Daytona Beach, FL 32114
Phone: (386) 253-1511
Fax: (386) 252-0873

CAR: 000000
ENG: JORGE E. RODRIGUEZ
PER: 46557
DATE: 07/20/07
DRAWN BY: JAKL
CHECKED BY: JAKL
DATE: 07/20/07
REV. BY: EFB
REV. DATE: 07/20/07
SCALE: NTS
COVER SHEET

SHEET
E1.0

SCHEMATIC PLANS NOT FOR CONSTRUCTION

■ **SECTION 3: BUDGET DETAIL / MATCHING FUNDS** (Up To 15 Points):

■ **3.1 PROJECT BUDGET DETAIL CHART-**

- 1) Create and insert your budget (ECHO and Match) detail spreadsheet(s) of Expenses/Revenues. Use the required format shown on pages 34 – 35 of the NFP and GOV Application Guide.

3.1 BUDGET DETAIL CHART:

| 3.1 EXPENDITURES – CONSTRUCTION PHASE OF THIS GRANT PROJECT ONLY | | | | |
|---|----|-----------|------|-----------|
| | | Match | ECHO | Total |
| KITCHEN | | | | |
| General Requirements | | | | |
| Mobilization | UC | 3,750.00 | 0 | 3,750.00 |
| Contractor Fee | UC | 9,000.00 | 0 | 9,000.00 |
| <i>Subtotal</i> | | 12,750.00 | 0 | 12,750.00 |
| Architectural Services | | | | |
| Schematic Design | UC | 6,850.00 | 0 | 6,850.00 |
| Final Construction Drawings | UC | 5,875.00 | 0 | 5,875.00 |
| <i>Subtotal</i> | | 12,725.00 | 0 | 12,725.00 |
| Demolition- minor removal of cabinets & materials | | | | |
| Millwork, Plumbing, Misc. | UC | 3,500.00 | 0 | 3,500.00 |
| <i>Subtotal</i> | | 3,500.00 | 0 | 3,500.00 |
| Equipment | | | | |
| Kitchen | UC | 26,790.00 | 0 | 26,790.00 |
| <i>Subtotal</i> | | 26,790.00 | 0 | 26,790.00 |
| Finishes | | | | |
| Floor | UC | 2,000.00 | 0 | 2,000.00 |
| Plaster Repair | UC | 2,200.00 | 0 | 2,200.00 |
| Painting | UC | 1,500.00 | 0 | 1,500.00 |
| <i>Subtotal</i> | | 5,700.00 | 0 | 5,700.00 |
| Wood and Plastic | | | | |
| Rough Carpentry | UC | 2,000.00 | 0 | 2,000.00 |
| Millwork | UC | 7,400.00 | 0 | 7,400.00 |
| <i>Subtotal</i> | | 9,400.00 | 0 | 9,400.00 |
| Plumbing | | | | |
| Piping | UC | 1,835.00 | 0 | 1,835.00 |
| Fixtures | UC | 2,300.00 | 0 | 2,300.00 |
| <i>Subtotal</i> | | 4,135.00 | 0 | 4,135.00 |

| | | Match | ECHO | Total |
|---|----|-----------|------------|------------|
| ELECTRICAL | | | | |
| Electrical Engineering Services | | | | |
| Design Phase | UC | 24,500.00 | 0 | 24,500.00 |
| Bid & Construction Phase | UC | 4,000.00 | 0 | 4,000.00 |
| <i>Subtotal</i> | | 28,500.00 | 0 | 28,500.00 |
| Electric | | | | |
| Demolition (removal of transformer) minor kitchen | | 0 | 15,000.00 | 15,000.00 |
| Materials & labor (contractor) | | 0 | 244,000.00 | 244,000.00 |
| <i>Subtotal</i> | | 0 | 259,000.00 | 259,000.00 |
| Specialties | | | | |
| ECHO temporary sign | UC | 250.00 | 250.00 | 500.00 |

| | | | | |
|---|----|------------|------------|------------|
| ECHO permanent sign | UC | 500.00 | 1,500.00 | 2,000.00 |
| <i>Subtotal</i> | | 750.00 | 1,750.00 | 2,500.00 |
| SIGNAGE | | | | |
| Equipment | | | | |
| Signs (blade and letters) | UC | 32,000.00 | 11,786.00 | 43,786.00 |
| Lifts and Cranes | | 0 | 4,950.00 | 4,950.00 |
| <i>Subtotal</i> | | 32,000.00 | 16,736.00 | 48,736.00 |
| Finishes | | | | |
| Stucco | | 0 | 1,870.00 | 1,870.00 |
| Painting | | 0 | 1,160.00 | 1,160.00 |
| <i>Subtotal</i> | | | 3,030.00 | 3,030.00 |
| Metals | | | | |
| Additional steel for mounting & support | UC | 13,750.00 | 8,750.00 | 22,500.00 |
| Additional labor on steel work | | 0 | 7,434.00 | 7,434.00 |
| <i>Subtotal</i> | | 13,750.00 | 16,184.00 | 29,934.00 |
| Demolition | | | | |
| Façade mounting of signs | | 0 | 3,300.00 | 3,300.00 |
| <i>Subtotal</i> | | 0 | 3,300.00 | 3,300.00 |
| Grand Total | | 150,000.00 | 300,000.00 | 450,000.00 |

2) You must include the “Match Codes” within your budget chart 3.1 (Application Guide, page 32 of the NFP or GOV guide). Include the five items listed on page 32 of the NFP and GOV Guide within your budget chart of 3.1 or discuss them in 3.2(2) (Page 40 of NFP and GOV guides).

| 3.1 INCOME/FUTURE INKIND– CONSTRUCTION PHASE OF THIS GRANT PROJECT ONLY | | | |
|---|------|-------------------|-----------|
| SOURCE | CODE | REVENUE BY SOURCE | TOTAL |
| Cash Government Support | | | |
| ECHO Grant award 2013 (NO CODE) | | \$300,000 | |
| Daytona Beach Race and Recreation | UC | \$150,000 | |
| City of Daytona Beach Match | PSC | \$150,000 | |
| <i>Subtotal</i> | | | \$600,000 |
| Cash Private Support | | | |
| | | | |
| <i>Subtotal</i> | | | 0 |
| Cash Corporate Support | | | |
| | | | |
| <i>Subtotal</i> | | | 0 |
| In-Kind Corporate Support | | | |
| | | | |
| <i>Subtotal</i> | | | 0 |
| TOTAL | | | \$600,000 |

▪ **3.2 MATCHING FUNDS STATEMENT AND CHART** (1 double-sided page limit):

- 1) Compose a statement that addresses:
 - a) Availability and source of matching funds, -- In 2009, the City has expended \$150,000 from General Revenues for a previous phase of this project. It has also secured \$150,000 from the Daytona Beach Racing and Recreation District. Letter and proof of pre-spent match is at the end of this section.
 - b) Contingency fees are not included in the budgets presented in this document and the City is prepared to offset any budget overages from it budget.
 - c) Contractor Fees if not in 3.1, are included in the budget amounts present in this document.
 - d) General Requirements, are not part of the ECHO match, applicant will use its match.
 - e) Alternative sign - if applicable, as required by the grantor, the City is prepared to produce an alternative and permanent sign.
 - f) Applicants using real property as 100% Match must demonstrate availability of cash flow. No real property is being used as match.

- 2) Create and insert your Match summary chart including Match Codes (See the example, page 39 NFP and GOV Guides).

| MATCH VERIFICATION This match may not be used as match for future grant applications | | | | |
|---|-------|------------------|------------------------------------|------------------------|
| TYPE OF MATCH | CODE | MATCH AMOUNT | Divide match by ECHO grant request | PERCENT OF TOTAL MATCH |
| CASH MATCH | | | | |
| Unencumbered Cash-on-Hand | UC | \$150,000 | \$300,000 | 50% |
| TOTAL CASH | | \$150,000 | \$300,000 | 50% |
| OTHER MATCH | | | | |
| Irrevocable Cash Pledge | | \$0 | \$0 | 0.00% |
| Future In-Kind Contribution | | \$0 | \$0 | 0.00% |
| Previously Spent Cash | PSC-5 | \$150,000 | \$300,000 | 50.00% |
| Real Property Value | | \$0 | \$0 | 0.00% |
| TOTAL OTHER MATCH | | \$300,000 | \$300,000 | 100% |
| MATCH GRAND TOTAL | | \$300,000 | \$300,000 | 100.00% |
| OVERMATCH / When used this match may not be used as match for future applications | | | | |
| TYPE OF MATCH | CODE | AMOUNT | | |
| | | 0 | | |
| TOTAL OVERMATCH | | 0 | | |
| TOTAL ALL MATCH | | 0 | | |

▪ **3.3 MATCH DOCUMENTATION** (no page limit)

Insert official documentation of Match. See section 3.3, page 43 in the NFP and GOV Application Guides for specific documents.



July 12, 2012

Mr. Paul McKittrick
Deputy City Manager
City of Daytona Beach
301 S. Ridgewood Avenue Room 240
Daytona Beach, FL 32114

Dear Mr. McKittrick:

As you know by now, and I am happy to say that, the Daytona Beach Racing and Recreational Facilities District has approved the following grants for the City of Daytona Beach:

1. Peabody Kitchen Renovations - \$50,000 per year for 3 years
2. Yvonne Scarlett-Golden Cultural and Educational Center Gymnasium - \$100,000 per year for 3 years
3. Jackie Robinson Ballpark Renovations - \$100,000 per year for 3 years

These are all wonderful and very deserving projects that will benefit those living in and around Daytona Beach.

Please be sure that the use of these funds directly adheres to the scope of the project that was presented to the District and approved by the Board on Tuesday, June 26, 2012. Also, along with the award, comes the responsibility of the recipient to provide semi-annual updates (beginning January 1, 2013), with photos. These updates should describe the status of the project at each interval, as well as any changes to the scope or the completion date. Upon completion of the project, a final update must be provided, also with photos. The updates and photos can be sent via USPS at the address below or via email to me at barbara@daytonabeachcarshows.com.

Again, congratulations on the funding of your Grant Requests. I look forward to seeing the projects come to fruition! Please do not hesitate to email or call me with any questions.

Best regards,

Barbara Kelly
Director, Administration and Logistics

PO Box 1958 • Daytona Beach, FL 32115-1958
www.daytonabeachcarshows.com • 386.255.7355

| | | PEABODY PREVIOUSLY SPENT CASH | | | |
|-------------------------|---|-------------------------------|---|--|--|
| NAME OF FIRM | | TOTAL PAID RECEIPTS | | | |
| Dickens and Assoc. | | \$ 7,546.00 | | | |
| Sesco Lighting | | \$ 12,800.00 | | | |
| Bayshore Electric, Inc. | | \$ 19,500.00 | | | |
| Graybar Electric, Inc. | | \$ 24,395.00 | | | |
| C C M Electric, Inc. | | \$ 15,874.00 | | | |
| R&R Industries, Inc. | | \$ 69,885.00 | This is out of an invoice of \$163,420.74 after retainage - A/C system upgrade. | | |
| | | \$ 150,000.00 | | | |
| | | | | | |
| | | | | | |
| Note: | The funds for the air conditioning system upgrade noted here were totally from a Federal Energy Efficiency Community Block Grant (EECBG), no CRA funds were used. | | | | |

The City of Daytona Beach
COMMISSION-MANAGER PLAN
DAYTONA BEACH, FLORIDA 32115-2451

POST OFFICE BOX 2451
FINANCE DEPARTMENT

PHONE (386) 671-8060
FAX (386) 671-3220

MEMO TO: ECHO
FROM: Patricia Bliss, Chief Financial Officer
DATE: February 8, 2013
SUBJECT: Peabody Auditorium Upgrades



The purpose of this memorandum is to confirm that no Community Redevelopment Agency (CRA) funds were utilized for the upgrades to the Peabody Auditorium's air conditioning system. The City previously spent cash totaling \$150,000 which was derived solely from federal funds obtained through an Energy Efficiency Community Block Grant (EECBG). The cash previously spent is outlined below.

| Vendor | Amount | Funding Source |
|-------------------------|--------------|----------------|
| Dickens and Associates | \$ 7,546.00 | EECBG |
| Sesco Lighting | \$ 12,800.00 | EECBG |
| Bayshore Electric, Inc. | \$ 19,500.00 | EECBG |
| Graybar Electric, Inc. | \$ 24,395.00 | EECBG |
| C C M Electric, Inc. | \$ 15,874.00 | EECBG |
| R & R Industries, Inc. | \$ 69,885.00 | EECBG |
| Total | \$150,000.00 | |

Please feel free to contact me should you have any questions at 386-671-8060.

THE CITY OF DAYTONA BEACH

PURCHASE ORDER

Page 1

| |
|-----------------------------|
| Purchase Order No. 46635 |
|-----------------------------|

Order Date: 01/20/09 Due: 01/09/09 Quote #:

| | |
|--|---|
| VENDOR: # 12765 DICKENS & ASSOCIATES, INC 232 BAY STREET DAYTONA BEACH FL 32114 Fax: (386) 252-0673 | Contact/SHIP TO: Loc # 600210 ANGELA PERCY ENGINEERING DIVISION 950 BELLEVUE AV DAYTONA BEACH FL 32114 TEL 386-671-8611 |
|--|---|

Requisition 49917 Terms: NET 30 DAYS F.O.B. DESTINATION

| Ln No | Account Number | Stock# | Quantity | Unit | Unit Price | Amount |
|--|---------------------------|--------|----------|------|------------|----------|
| Description | | | | | Unit Price | Amount |
| 1 | 131-9-169300-070090-73-13 | | 1.00 | LT | 7,500.000 | 7,500.00 |
| PER CONTINUING CONTRACT 2005-50, VARIOUS ELECTRICAL UPGRADES TO THE PEABODY AUDITORIUM PER THE ATTACHED SCOPE AND FEE PROPOSAL DATED 1/16/09 FOR A LUMP SUM OF \$7500 PLUS \$500 FOR REIMBURSABLES. WORK AUTHORIZATION NO. 7 | | | | | | |
| 2 | 131-9-169300-070090-73-13 | | 1.00 | LT | 500.000 | 500.00 |
| REIMBURSABLES | | | | | | |

State Sales Tax Exempt
Certificate No. 85-8012621557C-0

| | |
|------------|----------|
| Total ---> | 8,000.00 |
|------------|----------|

Special Instructions:

Send Invoices To:

| |
|--|
| ANGELA PERCY PUBLIC WORKS THE CITY OF DAYTONA BEACH P.O. BOX 2451 DAYTONA BEACH, FL 32115-2451 |
|--|

Purchasing Agent (386) 671-8080

Display Purchase Orders

| | | | | | | | |
|-------|---------------------|--------|----------|-------------|--------------|-------------|----------|
| PO# | 46635 | Rev | | #Chg Orders | 0 | Order Dt | 01/20/09 |
| Buyer | Claims for PO 46635 | | | | | | 09/09 |
| Vendo | Total Amount | | | | | | 8,000.00 |
| | Claims To Date | | | | | | 7,546.19 |
| | Balance Available | | | | | | 453.81 |
| PO Ty | | | | | | | 00.00 |
| Dept | | | | | | | 00.00 |
| | Claims Bank | Check# | Check Dt | Void | Claim Amount | Amount Paid | 0.00 |
| Terms | 233928 | WK59 | 407779 | 03/12/10 | 500.00 | 500.00 | 00.00 |
| F.O.B | 231548 | WK59 | 405756 | 01/29/10 | 1,006.00 | 1,006.00 | 00.00 |
| Deliv | 216049 | WK59 | 391877 | 05/08/09 | 535.69 | 535.69 | 00.00 |
| | 212052 | WK59 | 388493 | 02/27/09 | 3,504.50 | 3,504.50 | 00.00 |
| Contr | 210948 | WK59 | 387584 | 02/06/09 | 2,000.00 | 2,000.00 | 00.00 |
| Quote | | | | | | | |
| Appro | | | | | | | |
| Descr | | | | | | | |
| Speci | | | | | | | |

F1-Help F5-Detail

The City of Daytona Beach

VENDOR: DICKENS & ASSOCIATES, INC

12765

| ===== Display Claims ===== | | | |
|----------------------------|-------------------|-----------|------------|
| Claim# 210948 | | Total Amt | \$2,000.00 |
| PO# 46635 | | Due Date | 02/06/09 |
| BasePO? | Hold Cd | Dept | 600210 |
| Vendor# 12765 | Hold Exp | Resp Pty | |
| Batch 134073 | Batch Dt 02/02/09 | Entry Dte | 02/02/09 |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|---|--------------|---|----------------|---------------|
| 10074 | 01/22/09 | | 2,000.00 | |
| 1 LT PER CONTINUING CONTRACT 2005-50, VARIOUS ELECTRICAL UPGRADES TO THE PEABODY AUDITORIUM PER THE ATTACHED SCOPE AND FEE PROPOSAL DATED 1/16/09 FOR A LUMP SUM OF \$7500 PLUS \$500 FOR REIMBURSABLES. WORK AUTHORIZATION NO. 7 | | 131-9-169300-070090-73-13 PEABODY AUDITORIUM | | 2,000.00 |
| 1 LT REIMBURSABLES | | 131-9-169300-070090-73-13 PEABODY AUDITORIUM | | 0.00 |

(Print date and time)
03 Dec 2012 12:46:28

Remit# 1 232 BAY STREET
DAYTONA BEACH FL 32114

Approved by

Approved on

DATE=02/11/2009 SEQUENCE=97076210

Account=6530530900059 Serial Number=387584 Amount=\$3000.00

SUN TRUST BANK 64-78
011

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|---------------|
| 02/06/09 | 387584 | *****3,000.00 |

PAY TO THE ORDER OF
 Three-Thousand Dollars and No Cents

DICKENS & ASSOCIATES, INC
 232 BAY ST
 DAYTONA BEACH FL 32114

James V. Chopra CITY MANAGER
David M. Robertson FINANCE DIRECTOR

⑈387584⑈ ⑆061100790⑆6530530900059⑈

⑈0000300000⑈

SUNTRUST ORL 02102009
ORLANDO, FL 06631921524
2352-015
1500289250

FEB 10 09

0107 20905

DO NOT WRITE / SIGN / STAMP BELOW THIS LINE

REGULAR RUBBER STAMPS
 PAY TO THE ORDER OF
 SUNTRUST BANK
 FOR DEPOSIT ONLY
 DICKENS AND ASSOCIATES INC.
 0146031049823

The City of Daytona Beach

12765

VENDOR: DICKENS & ASSOCIATES, INC

| ===== Display Claims ===== | | | |
|----------------------------|----------|-----------|------------|
| Claim# | 212052 | Total Amt | \$3,504.50 |
| PO# | 46635 | Due Date | 02/27/09 |
| UsePO? | | Dept | 600210 |
| Vendor# | 12765 | Resp Pty | |
| Batch | 134687 | Entry Dte | 02/23/09 |
| | Hold Cd | | |
| | Hold Exp | | |
| | Batch Dt | 02/20/09 | |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|-----------|--------------|------------------|----------------|---------------|
| 10087 | 02/17/09 | | 3,504.50 | |

1 LT PER CONTINUING CONTRACT
 2005-50, VARIOUS ELECTRICAL UPGRADES
 TO THE PEABODY AUDITORIUM PER THE
 ATTACHED SCOPE AND FEE PROPOSAL
 DATED 1/16/09 FOR A LUMP SUM OF
 \$7500 PLUS \$500 FOR REIMBURSABLES.
 WORK AUTHORIZATION NO. 7

131-9-169300-070090-73-13 3,500.00
 PEABODY AUDITORIUM

1 LT REIMBURSABLES

131-9-169300-070090-73-13 4.50
 PEABODY AUDITORIUM

Remit# 1

232 BAY STREET
 DAYTONA BEACH FL 32114

(Print date and time)
 03 Dec 2012 12:46:28

Approved by

Approved on

DATE=03/03/2009 SEQUENCE=95284960

Account=6530530900059 Serial Number=388493 Amount=\$5004.50

SUN TRUST BANK 64-79
611

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|---------------|
| 02/27/09 | 388493 | *****5,004.50 |

PAY Five-Thousand Four Dollars and 50 Cents

TO THE ORDER OF DICKENS & ASSOCIATES, INC.
 202 BAY ST
 DAYTONA BEACH FL 32114

David M. Robertson FINANCE DIRECTOR
David M. Robertson CITY MANAGER

⑆388493⑆ ⑆061200790⑆6530530900059⑆

⑆0000500450⑆

DOCUMENT RECORDERS ADVISE
THIS DOCUMENT IS PROTECTED BY ARTIFICIAL WATERMARKS
KNOW IT AT AN ANGLE TO VIEW

SUNTRUST ORL 03022009
DAYTONA, FL
32114

0126 0787

WITHOUT REGULAR RUBBER STAMPS
PAY TO THE ORDER OF
SUNTRUST BANK
FOR DEPOSIT ONLY
DICKENS AND ASSOCIATES, INC.
0146031049623

DO NOT WRITE / SIGN / STAMP BELOW THIS LINE

The City of Daytona Beach

VENDOR: DICKENS & ASSOCIATES, INC

12765

===== Display Claims =====

| | | | |
|---------------|-------------------|-----------|----------|
| Claim# 233928 | | Total Amt | \$500.00 |
| PO# 46635 | | Due Date | 03/12/10 |
| UsePO? | Hold Cd | Dept | 600210 |
| Vendor# 12765 | Hold Exp | Resp Pty | |
| Batch 146331 | Batch Dt 03/02/10 | Entry Dte | 03/05/10 |

| Invoice # | Invoice Date | Invoice Amount | GL Acct/Obj Desc | GL Amount/Dst |
|---|--------------|----------------|---|---------------|
| 10234 | 03/02/10 | 500.00 | | |
| 1 LT PER CONTINUING CONTRACT 2005-50, VARIOUS ELECTRICAL UPGRADES TO THE PEABODY AUDITORIUM PER THE ATTACHED SCOPE AND FEE PROPOSAL DATED 1/16/09 FOR A LUMP SUM OF \$7500 PLUS \$500 FOR REIMBURSABLES. WORK AUTHORIZATION NO. 7 | | | 131-9-169300-070090-73-13 PEABODY AUDITORIUM | 500.00 |
| 1 LT REIMBURSABLES | | | 131-9-169300-070090-73-13 PEABODY AUDITORIUM | 0.00 |

(Print date and time)
03 Dec 2012 12:46:28

Remit# 1 232 BAY STREET
DAYTONA BEACH FL 32114

Approved by

Approved on

DATE=03/19/2010 SEQUENCE=96042755

Account=6530530900059 Serial Number=407779 Amount=\$500.00

SUN TRUST BANK 88 78
611

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|--------------|
| 03/12/10 | 407779 | *****500.00 |

PAY Five-Hundred Dollars and No Cents

TO THE ORDER OF DICKENS & ASSOCIATES, INC.
 232 BAY ST
 DAYTONA BEACH FL 32114

James J. Chappell CITY MANAGER
David M. Robinson FINANCE DIRECTOR

⑈407779⑈ ⑆061100790⑆6530530900059⑈ ⑆0000050000⑆

Standard 04243 - 11 Security Features

- 1. Documented 11 Security Features
- 2. Documented 11 Security Features
- 3. Documented 11 Security Features
- 4. Documented 11 Security Features
- 5. Documented 11 Security Features
- 6. Documented 11 Security Features
- 7. Documented 11 Security Features
- 8. Documented 11 Security Features
- 9. Documented 11 Security Features
- 10. Documented 11 Security Features
- 11. Documented 11 Security Features

Search box for verification number

SUNTRUST DR 6530530900059
 DAYTONA, FL 06631021584
 000337377

0163 45609

ENDORSE CHECK WITH REGULAR RUBBER STAMPS
 PAY TO THE ORDER OF
 SUNTRUST BANK
 FOR DEPOSIT ONLY
 DICKENS AND ASSOCIATES INC.
 014623109223

DO NOT WRITE, SIGN OR STAMP BELOW THIS LINE

The City of Daytona Beach

VENDOR: DICKENS & ASSOCIATES, INC

12765

===== Display Claims =====

| | | | |
|---------------|-------------------|-----------|------------|
| Claim# 231548 | | Total Amt | \$1,006.00 |
| PO# 46635 | | Due Date | 01/29/10 |
| UsePO? | Hold Cd | Dept | 600210 |
| Vendor# 12765 | Hold Exp | Resp Pty | |
| Batch 145149 | Batch Dt 01/21/10 | Entry Dte | 01/22/10 |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|-----------|--------------|------------------|----------------|---------------|
| 10214 | 01/13/10 | | 1,006.00 | |

1 LT PER CONTINUING CONTRACT
 2005-50, VARIOUS ELECTRICAL UPGRADES
 TO THE PEABODY AUDITORIUM PER THE
 ATTACHED SCOPE AND FEE PROPOSAL
 DATED 1/16/09 FOR A LUMP SUM OF
 \$7500 PLUS \$500 FOR REIMBURSABLES.
 WORK AUTHORIZATION NO. 7

131-9-169300-070090-73-13 1,000.00
 PEABODY AUDITORIUM

1 LT REIMBURSABLES

131-9-169300-070090-73-13 6.00
 PEABODY AUDITORIUM

(Print date and time)
 03 Dec 2012 12:46:28

Remit# 1 232 BAY STREET
 DAYTONA BEACH FL 32114

 Approved by

 Approved on

DATE=02/04/2010 SEQUENCE=97056677

Account=6530530900059 Serial Number=405756 Amount=\$1006.00

SUN TRUST BANK 64-70
811

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|---------------|
| 01/29/10 | 405756 | *****1,006.00 |

PAY One-Thousand Six Dollars and No Cents

DICKENS & ASSOCIATES, INC
 232 BAY ST
 DAYTONA BEACH FL 32114

James V. Chappell CITY MANAGER
David M. Robertson FINANCE DIRECTOR

⑈405756⑈ ⑆06⑆ ⑆00790⑆ ⑆530530900059⑈

⑈0000100600⑈

DOCUMENT REPRODUCED FROM
 THIS DOCUMENT IS PROTECTED BY ARTIFICIAL WATERMARKS
 HOLD AT AN ANGLE TO VIEW

SUNTRUST OF FL 02032010
 ORLANDO, FL
 1636-015 ⑆63102⑆338⑆
 0000421100

4124 4:2661

ENDORSE CHECK
 X REGULAR RUBBER STAMPS
 PAY TO THE ORDER OF
 SUNTRUST BANK
 FOR DEPOSIT ONLY
 DICKENS AND ASSOCIATES, INC.
 0146831049823
 DO NOT WRITE / SIGN / STAMP BELOW THIS LINE

The City of Daytona Beach

12765

VENDOR: DICKENS & ASSOCIATES, INC

=====
 ===== Display Claims =====
 =====

| | | | |
|---------------|-------------------|-----------|----------|
| Claim# 216049 | | Total Amt | \$535.69 |
| PO# 46635 | | Due Date | 05/08/09 |
| UsePO? | Hold Cd | Dept | 600210 |
| Vendor# 12765 | Hold Exp | Resp Pty | |
| Batch 136801 | Batch Dt 05/03/09 | Entry Dte | 05/03/09 |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|---|--------------|---|----------------|---------------|
| 10118 | 04/23/09 | | 535.69 | |
| 1 LT PER CONTINUING CONTRACT 2005-50, VARIOUS ELECTRICAL UPGRADES TO THE PEABODY AUDITORIUM PER THE ATTACHED SCOPE AND FEE PROPOSAL DATED 1/16/09 FOR A LUMP SUM OF \$7500 PLUS \$500 FOR REIMBURSABLES. WORK AUTHORIZATION NO. 7 | | 131-9-169300-070090-73-13 PEABODY AUDITORIUM | 500.00 | |
| 1 LT REIMBURSABLES | | 131-9-169300-070090-73-13 PEABODY AUDITORIUM | 35.69 | |

(Print date and time)
 03 Dec 2012 12:46:28

Remit# 1 232 BAY STREET
 DAYTONA BEACH FL 32114

 Approved by

 Approved on

DATE=05/14/2009 SEQUENCE=95066429

Account=653053090059 Serial Number=391877 Amount=\$941.77

SUN TRUST BANK 66-28
011

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|--------------|
| 05/08/09 | 391877 | *****941.77 |

PAY **Nine-Hundred Forty-One Dollars and 77 Cents**

TO THE ORDER OF **DICKENS & ASSOCIATES, INC**
 232 BAY ST
 DAYTONA BEACH FL 32114

James V. ... CITY MANAGER
David M. Robertson FINANCE DIRECTOR

⑆391877⑆ ⑆051100790⑆6530530900059⑆

⑆0000094177⑆

DOCUMENT IS PROTECTED BY ARTIFICIAL WATERMARKS
HOLD AT AN ANGLE TO VIEW

SUNTRUST DEL 05132099
ORLANDO, FL 32837-0125 946316213341
2000175347

1106 35036

ENDORSE CHECK WITH REGULAR RUBBER STAMPS
X PAY TO THE ORDER OF
SUNTRUST BANK
FOR DEPOSIT ONLY
DICKENS AND ASSOCIATES INC.
014631049823
DO NOT WRITE / SIGN / STAMP BELOW THIS LINE

Purchase
Order No. 47281

Order Date: 03/23/09 Due: 03/18/09 Quote #:

| | |
|--|---|
| VENDOR: # 12903 SESCO LIGHTING INC 1133 WEST MORSE BOULEVARD SUITE 100 WINTER PARK FL 32789 Fax: (407) 629-6213 | Contact/SHIP TO: Loc # 600210 ANGELA PERCY ENGINEERING DIVISION 950 BELLEVUE AV DAYTONA BEACH FL 32114 TEL 386-671-8611 |
|--|---|

Requisition 50666 Terms: NET 30 DAYS F.O.B. DESTINATION

| Ln No | Account Number | Stock# | Quantity | Unit | Unit Price | Amount |
|--|---------------------------|--------|----------|------|------------|-----------|
| 1 | 131-9-169300-080090-73-13 | | 1.00 | LT | 12,800.000 | 12,800.00 |
| PURCHASE OF 7 CUSTOM RINGS WITH FACTORY INSTALLATION FOR THE PEABODY AUDITORIUM CANOPY LIGHTING PER THE ATTACHED INFORMATION | | | | | | |

Total ---> 12,800.00

State Sales Tax Exempt
Certificate No. 85-8012621557C-0

Special Instructions:

Send Invoices To:

ANGELA PERCY
PUBLIC WORKS
THE CITY OF DAYTONA BEACH
P.O. BOX 2451
DAYTONA BEACH, FL 32115-2451

Display Purchase Orders

| | | | | | | | |
|-------|---------------------|--------|----------|-------------|--------------|-------------|-----------|
| PO# | 47281 | Rev | | #Chg Orders | 0 | Order Dt | 03/23/09 |
| Buyer | Claims for PO 47281 | | | | | | 18/09 |
| Vendo | Total Amount | | | | | | 12,800.00 |
| | Claims To Date | | | | | | 12,800.00 |
| | Balance Available | | | | | | 0.00 |
| PO Ty | | | | | | | 00.00 |
| Dept | | | | | | | 0.00 |
| | Claims Bank | Check# | Check Dt | Void | Claim Amount | Amount Paid | 00.00 |
| Terms | 223054 | NK59 | 397423 | 09/04/09 | 12,800.00 | 12,800.00 | 00.00 |
| F.O.B | | | | | | | 0.00 |
| Deliv | | | | | | | 0.00 |
| | | | | | | | 00.00 |
| Contr | | | | | | | |
| Quote | | | | | | | |
| Appro | | | | | | | |
| Descr | | | | | | | |
| Speci | | | | | | | |

F1-Help F5-Detail

The City of Daytona Beach

12903

VENDOR: SESCO LIGHTING INC

Display Claims

| | | | |
|---------------|-------------------|-----------|-------------|
| Claim# 223054 | | Total Amt | \$12,800.00 |
| PO# 47281 | | Due Date | 09/04/09 |
| UsePO? Y | Hold Cd | Dept | 600210 |
| Vendor# 12903 | Hold Exp | Resp Pty | |
| Batch 140409 | Batch Dt 08/28/09 | Entry Dte | 08/31/09 |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|--|--------------|---|----------------|---------------|
| 4310 | 08/25/09 | | 12,800.00 | |
| 1 LT PURCHASE OF 7 CUSTOM RINGS WITH FACTORY INSTALLATION FOR THE PEABODY AUDITORIUM CANOPY LIGHTING PER THE ATTACHED INFORMATION | | 131-9-169300-080090-73-13 PEABODY AUDITORIUM | 12,800.00 | |

(Print date and time)
03 Dec 2012 12:46:28

Remit# 1 1133 WEST MORSE BLVD #100
WINTER PARK FL 32789

Approved by

Approved on

DATE=09/11/2009 SEQUENCE=97051728

Account=6530530900059 Serial Number=397423 Amount=\$12800.00

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
DAYTONA BEACH, FLORIDA
WORKING FUND

SUN TRUST BANK

04-78
811

VOID IN 100 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|----------------|
| 09/04/09 | 397423 | *****12,800.00 |

PAY Twelve-Thousand Eight-Hundred Dollars and No Cents

TO THE ORDER OF
SESCO LIGHTING
1133 W MORSE BL #100
WINTER PARK FL 32789

James V. Chisholm CITY MANAGER
David M. Robertson FINANCE DIRECTOR

⑈397423⑈ ⑆06⑆ ⑆00790⑆ ⑆6530530900059⑈

THIS DOCUMENT IS PROTECTED BY ARTIFICIAL WATERMARKS
HOLD AT AN ANGLE TO VIEW

deposit 6 01 5 1 1 0 9 1 0 0 0 0 0 7 5 4 7 7 4 2 7

For Deposit Only
ENDORSE CHECK HERE
X
SESCO Lighting
081016212
BankFIRST
PAY TO THE ORDER OF
WINTER PARK, FL 32789
083113018
DO NOT WRITE / SIGN / ENDORSE / ALTER THIS LINE
SESCO LIGHTING, I...
061016212

THE CITY OF DAYTONA BEACH
PURCHASE ORDER

Purchase
Order No. 47721

Page 1

Order Date: 05/01/09 Due: 03/23/09 Quote #:

| | |
|--|--|
| VENDOR: # 13880 BAYSHORE ELECTRIC, INC 804 ROOT ST DAYTONA BEACH FL 32114-0000 Fax: 386-257-1920 | Contact/SHIP TO: Loc # 600210 ANGELA PERCY ENGINEERING DIVISION 950 BELLEVUE AV DAYTONA BEACH FL 32114 TEL 386-671-8611 |
|--|--|

Requisition 50731 Terms: NET 30 DAYS F.O.B. DESTINATION

| Ln No | Account Number | Stock# | Quantity | Unit | Unit Price | Amount |
|-------|--|--------|----------|------|------------|-----------|
| 1 | 131-9-169300-080090-73-13 | | 1.00 | LT | 19,500.000 | 19,500.00 |
| | PEABODY AUDITORIUM DIMMER PANEL MODIFICATIONS PER THE ATTACHED PROPOSAL TO INCLUDE NEW SQUARE D ELECTRICAL PANEL MLA AND FEED FROM EXISTING BREAKER PANEL ML; NEW LUTRON DIMMER PANEL DP AND FEED FROM NEW PANEL MLA; NEW LUTRON TIME CLOCK AS SPECIFIED; NEW LUTRON DIMMER CONTROL AS SPECIFIED; GRAFIX-EYE CONTROL CABLING BETWEEN LUTRON COMPONENTS; TERMINATIONS OF DIMMING CIRCUIT CONDUCTORS; FIRE STOPPING AS REQUIRED; CLEAN UP AFTER OUR TRADE. | | | | | |

Total ----> 19,500.00

State Sales Tax Exempt
Certificate No. 85-8012621557C-0

Special Instructions:

Send Invoices To:

ANGELA PERCY
PUBLIC WORKS
THE CITY OF DAYTONA BEACH
P.O. BOX 2451
DAYTONA BEACH, FL 32115-2451

Purchasing Agent (386) 671-8080

Display Purchase Orders

| | | | | | | |
|--------|---------------------|------|-------------|----------|-----------|-----------|
| PO# | 47721 | Rev | #Chg Orders | 0 | Order Dt | 05/01/09 |
| Buyer | Claims for PO 47721 | | | | | 23/09 |
| Vendor | Total Amount | | | | | 19,500.00 |
| | Claims To Date | | | | | 19,500.00 |
| | Balance Available | | | | | 0.00 |
| PO Ty | | | | | | 00.00 |
| Dept | | | | | | 00.00 |
| Terms | 225204 | WK59 | 399032 | 10/09/09 | 6,342.50 | 6,342.50 |
| F.O.B | 220870 | WK59 | 395574 | 07/31/09 | 13,157.50 | 13,157.50 |
| Deliv | | | | | | 0.00 |
| Contr | | | | | | 00.00 |
| Quote | | | | | | |
| Appro | | | | | | |
| Descr | | | | | | |
| Speci | | | | | | |

F1-Help F5-Detail

The City of Daytona Beach

VENDOR: BAYSHORE ELECTRIC, INC 13880

===== Display Claims =====

| | | | |
|---------------|-------------------|-----------|------------|
| Claim# 225204 | | Total Amt | \$6,342.50 |
| PO# 47721 | | Due Date | 10/09/09 |
| UsePO? | Hold Cd | Dept | 600210 |
| Vendor# 13880 | Hold Exp | Resp Pty | |
| Batch 141489 | Batch Dt 09/30/09 | Entry Dte | 10/05/09 |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|-----------|--------------|------------------|----------------|---------------|
| 25421 | 07/20/09 | | 6,342.50 | |

1 LT PEABODY AUDITORIUM DIMMER PANEL 131-9-169300-080090-73-13 6,342.50
 MODIFICATIONS PER THE ATTACHED
 PROPOSAL TO INCLUDE NEW SQUARE D
 ELECTRICAL PANEL MLA AND FEED FROM
 EXISTING BREAKER PANEL ML; NEW
 LUTRON DIMMER PANEL DP AND FEED FROM
 NEW PANEL MLA; NEW LUTRON TIME CLOCK
 AS SPECIFIED; NEW LUTRON DIMMER
 CONTROL AS SPECIFIED; GRAFIX-EYE
 CONTROL CABLING BETWEEN LUTRON
 COMPONENTS; TERMINATIONS OF DIMMING
 CIRCUIT CONDUCTORS; FIRE STOPPING AS
 REQUIRED; CLEAN UP AFTER OUR TRADE.

Remit# 1

804 ROOT ST
 DAYTONA BEACH FL 32114-0000

(Print date and time)
 03 Dec 2012 12:46:28

Approved by

Approved on

DATE=10/14/2009 SEQUENCE=95572552

Account=6530530900059 Serial Number=399032 Amount=\$6342.50

SUN TRUST BANK 06-79
911

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|---------------|
| 10/09/09 | 399032 | *****6,342.50 |

PAY Six-Thousand Three-Hundred Forty-Two Dollars and 50 Cents

PAY TO THE ORDER OF BAYSHORE ELECTRIC, INC
 804 ROOT ST
 DAYTONA BEACH FL 32114-0000

James V. [Signature] CITY MANAGER
David M. [Signature] FINANCE DIRECTOR

⑈399032⑈ ⑆06100790⑆530530900059⑈

⑈0000634250⑈

THIS DOCUMENT IS PROTECTED BY ARTIFICIAL WATERMARKS
HOLD AT AN ANGLE TO VIEW

SUNTRUST ORL 10132669
ORLANDO, FL 32819
⑆06100790⑆530530900059⑈

0199 36010

ENDORSE CHECK HERE

PAY TO THE ORDER OF
 SUN TRUST BANK
 FOR DEPOSIT ONLY
 BAYSHORE ELECTRIC
 OPERATING ACCOUNT THIS LINE
 DO NOT WRITE / SIGN / STAMP

The City of Daytona Beach

13880

VENDOR: BAYSHORE ELECTRIC, INC

Display Claims

| | | | |
|---------------|-------------------|-----------|-------------|
| Claim# 220870 | | Total Amt | \$13,157.50 |
| PO# 47721 | | Due Date | 07/31/09 |
| UsePO? | Hold Cd | Dept | 600210 |
| vendor# 13880 | Hold Exp | Resp Pty | |
| Batch 139301 | Batch Dt 07/22/09 | Entry Dte | 07/22/09 |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|-----------|--------------|------------------|----------------|---------------|
| INVOICE#1 | 06/24/09 | | 13,157.50 | |

1 LT PEABODY AUDITORIUM DIMMER PANEL 131-9-169300-080090-73-13 13,157.50
 MODIFICATIONS PER THE ATTACHED
 PROPOSAL TO INCLUDE NEW SQUARE D
 ELECTRICAL PANEL MLA AND FEED FROM
 EXISTING BREAKER PANEL ML; NEW
 LUTRON DIMMER PANEL DP AND FEED FROM
 NEW PANEL MLA; NEW LUTRON TIME CLOCK
 AS SPECIFIED; NEW LUTRON DIMMER
 CONTROL AS SPECIFIED; GRAFIX-EYE
 CONTROL CABLING BETWEEN LUTRON
 COMPONENTS; TERMINATIONS OF DIMMING
 CIRCUIT CONDUCTORS; FIRE STOPPING AS
 REQUIRED; CLEAN UP AFTER OUR TRADE.

BODY DIMMER PROJECT

Remit# 1 804 ROOT ST
 DAYTONA BEACH FL 32114-0000

(Print date and time)
 03 Dec 2012 12:46:28

Approved by _____ Approved on _____

DATE=08/04/2009 SEQUENCE=97323298

Account=6530530900059 Serial Number=395574 Amount=\$11841.75

SUN TRUST BANK 0438
011

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|----------------|
| 07/31/09 | 395574 | *****11,841.75 |

PAY **Eleven-Thousand Eight-Hundred Forty-One Dollars and 75 Cents**

TO THE ORDER OF **BAYSHORE ELECTRIC, INC**
 804 ROOT ST
 DAYTONA BEACH FL 32114-0000

James V. Chapp CITY MANAGER
David M. Robertson FINANCE DIRECTOR

⑈395574⑈ ⑆061100790⑆6530530900059⑈

⑈0001184175⑈

9.90 A
10% RETAINAGE

SUNTRUST DEL 68832809
 DELAND, FL 32924
 2025-015
 1700448481

0102 96726

PAY TO THE ORDER OF
 SUNTRUST BANK
 FOR DEPOSIT ONLY
 BAYSHORE ELECTRIC
 OPERATING ACCOUNT
 1000792401
 DO NOT WRITE / SIGN / STAMP BELOW THIS LINE

RECORDING ACCOUNT NUMBER
 IS PROTECTED BY ARTIFICIAL WATERMARK
 HOLD AT AN ANGLE TO VIEW

THE CITY OF DAYTONA BEACH

PURCHASE ORDER

Purchase Order No. 48859

Order Date: 08/03/09

Due: 07/16/09

Quote #:

| | |
|--|--|
| VENDOR: # 10388 GRAYBAR ELECTRIC, INC 930 MASON COURT DAYTONA BEACH FL 32117 Fax: (386) 252-2962 | Contact/SHIP TO: Loc # 600210 ANGELA PERCY ENGINEERING DIVISION 950 BELLEVUE AV DAYTONA BEACH FL 32114 TEL 386-671-8611 |
|--|--|

Requisition 52081 Terms: NET 30 DAYS F.O.B. DESTINATION

| Ln No | Account Number | Stock# | Quantity | Unit | Unit Price | Amount |
|-------|---|--------|----------|------|------------|-----------|
| 1 | 131-9-169300-080090-73-13 | | 1.00 | LT | 24,395.000 | 24,395.00 |
| | PEABODY AUDITORIUM INTERIOR LOBBY COVE LIGHTING OWNER DIRECT PURCHASE PER THE ATTACHED QUOTE #Q9-0438R2 | | | | | |

<<< CHANGE ORDERS >>>

***** Change Order #1 Dated 11/09/09 *****
ORDER AMENDED 11/09/2009 CHANGING VENDOR NAME ONLY.

Total ----> 24,395.00

State Sales Tax Exempt
Certificate No. 85-8012621557C-0

Special Instructions:

Send Invoices To:

| |
|--|
| ANGELA PERCY PUBLIC WORKS THE CITY OF DAYTONA BEACH P.O. BOX 2451 DAYTONA BEACH, FL 32115-2451 |
|--|

Purchasing Agent (386) 671-8080

Display Purchase Orders

| | | | | | | |
|-------|---------------------|-------|-------------|----------|-----------|-----------|
| PO# | 48859 | Rev B | #Chg Orders | 1 | Order Dt | 08/03/09 |
| Buyer | Claims for PO 48859 | | | | | 16/09 |
| Vendo | Total Amount | | | | | 24,395.00 |
| | Claims To Date | | | | | 24,394.90 |
| | Balance Available | | | | | 0.10 |
| U Ty | | | | | | 95.00 |
| Dept | | | | | | 0.00 |
| Terms | 234422 | WK59 | 408082 | 03/19/10 | 1,244.90 | 1,244.90 |
| F.O.B | 231284 | WK59 | 405528 | 01/22/10 | 23,150.00 | 23,150.00 |
| Deliv | | | | | | 0.00 |
| Contr | | | | | | 0.00 |
| Quote | | | | | | 95.00 |
| Appro | | | | | | |
| Descr | | | | | | |
| Speci | | | | | | |

F1-Help F5-Detail

The City of Daytona Beach

VENDOR: GRAYBAR ELECTRIC, INC

10388

| ===== Display Claims ===== | | | |
|----------------------------|----------|-----------|------------|
| Claim# | 234422 | Total Amt | \$1,244.90 |
| PO# | 48859 | Due Date | 03/19/10 |
| UsePO? | Y | Dept | 600210 |
| Vendor# | 10388 | Resp Pty | |
| Batch | 146535 | Entry Dte | 03/15/10 |
| | Hold Cd | | |
| | Hold Exp | | |
| | Batch Dt | 03/10/10 | |

| Invoice # | Invoice Date | Invoice Amount | GL Acct/Obj Desc | GL Amount/Dst |
|-----------|--------------|----------------|------------------|---------------|
| 944024584 | 10/09/09 | 1,244.90 | | |

1 LT PEABODY AUDITORIUM INTERIOR
 LOBBY COVE LIGHTING OWNER DIRECT
 PURCHASE PER THE ATTACHED QUOTE
 #Q9-0438R2

131-9-169300-080090-73-13
 PEABODY AUDITORIUM

1,244.90

(Print date and time)
 03 Dec 2012 12:46:28

Remit# 1

P.O. BOX 403062
 ATLANTA GA 30384-3062

Approved by

Approved on

DATE=03/23/2010 SEQUENCE=97003760

Account=6530530900059 Serial Number=408082 Amount=\$1244.90

SUN TRUST BANK 6128
811

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| | | |
|----------|--------|---------------|
| 03/19/10 | 408082 | *****1.244.90 |
|----------|--------|---------------|

PAY One-Thousand Two-Hundred Forty-Four Dollars and 90 Cents

TO THE ORDER OF GRAYBAR ELECTRIC INC
 P O BOX 403062
 ATLANTA GA 30384

James V. [Signature] CITY MANAGER
David M. [Signature] FINANCE DIRECTOR

⑆408082⑆ ⑆05⑆100790⑆6530530900059⑆

DUPLICATE WHITE SLIP IN STRAP BELOW THIS LINE

X
 20100322
 3751997760
 101 APT-403062

>011000138<
 CR PAYEE ACCT
 LACK END GTD
 BANK OF AMERICA

3612 20 1

403062 009580 nbk2ppa

Doc. dated 3/20/10 Security features

Absence of any of these features may indicate alteration.

The City of Daytona Beach

VENDOR: GRAYBAR ELECTRIC, INC

10388

===== Display Claims =====

| | | | |
|---------------|-------------------|-----------|-------------|
| Claim# 231284 | | Total Amt | \$23,150.00 |
| PO# 48859 | | Due Date | 01/22/10 |
| UsePO? | Hold Cd | Dept | 600210 |
| Vendor# 10388 | Hold Exp | Resp Pty | |
| Batch 144998 | Batch Dt 01/14/10 | Entry Dte | 01/15/10 |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|--|--------------|---|----------------|---------------|
| 944355275 | 10/28/09 | | 23,150.00 | |
| 1 LT PEABODY AUDITORIUM INTERIOR LOBBY COVE LIGHTING OWNER DIRECT PURCHASE PER THE ATTACHED QUOTE #Q9-0438R2 | | 131-9-169300-080090-73-13 PEABODY AUDITORIUM | 23,150.00 | |

(Print date and time)
03 Dec 2012 12:46:28

Remit# 1

P.O. BOX 403062
ATLANTA GA 30384-3062

Approved by

Approved on

DATE=01/25/2010 SEQUENCE=97277695

Account=6530530900059 Serial Number=405528 Amount=\$25173.69

THE CITY of DAYTONA BEACH
 "World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

SUN TRUST BANK

VOID AFTER 90 DAYS

| | | |
|----------|--------|---------------|
| 01/22/10 | 405528 | ****25,173.69 |
|----------|--------|---------------|

PAY Twenty-Five Thousand One Hundred Seventy-Three Dollars and 69 Cents

TO THE ORDER OF GRAYBAR ELECTRIC, INC
 P O BOX 403062
 ATLANTA GA 30384

James V. [Signature] CITY MANAGER
David M. [Signature] FINANCE DIRECTOR

⑈405528⑈ ⑆061100790⑆6530530900059⑈

ENDORSE CHECK WITH
 X
 20100125
 3751997760
 101 AFI-403062

DO NOT WRITE - SIGN STAMP BELOW THIS LINE

>011000138<
 CR PAYER ACCT
 LACK END GFD
 BANK OF AMERICA

403062 006345 nbk4mly 3614 7 1

THIS CHECK CANNOT BE DEPOSITED AT AN ATM OR BY MAIL
 DEPOSITED AT AN ATM OR BY MAIL

| |
|-----------------------------|
| Purchase Order No. 50679 |
|-----------------------------|

Order Date: 12/07/09 Due: 12/01/09 Quote #:

| | |
|---|---|
| VENDOR: # 21689 C C M ELECTRIC, INC 488 PARQUE DR ORMOND BEACH FL 32174 Fax: (386) 673-6960 | Contact/SHIP TO: Loc # 600210 ANGELA PERCY ENGINEERING DIVISION 950 BELLEVUE AV DAYTONA BEACH FL 32114 TEL 386-671-8611 |
|---|---|

Requisition 54157 Terms: NET 30 DAYS F.O.B. DESTINATION

| Ln No | Account Number | Stock# | Quantity | Unit | Unit Price | Amount |
|-------|--|--------|----------|------|------------|----------|
| 1 | 131-9-169300-080090-73-13 | | 1.00 | LT | 7,884.000 | 7,884.00 |
| | PEABODY AUDITORIUM LOBBY LIGHTING: THE COMPLETE ELECTRICAL INSTALLATION OF OWNER FURNISHED LIGHT FIXTURES AND LAMPS IN ACCORDANCE WITH THE DESIGN PREPARED AND DRAWN BY DICKENS AND ASSOCIATES, P.E. THIS PROPOSAL INCLUDES ALL MATERIALS, TAX, TOOLING, AND LABOT TO INSTALL AND WIRE THESE LIGHT FIXTURES AS DEPICTED ON THE REFERENCED DRAWINGS AND IN ACCORDANCE WITH VERBAL INSTRUCTIONS GIVEN BY THE ENGINEER OF RECORD, MR. STEPHEN BYRNE | | | | | |
| 2 | 131-9-169300-080090-73-13 | | 1.00 | LT | 7,990.000 | 7,990.00 |
| | PEABODY AUDITORIUM LOBBY EMERGENCY LIGHTS: THE COMPLETE EXECTRICAL INSTALLATION OF 5 EMERGENCY LIGHT FIXTURES AND LAMPS IN ACCORDANCE WITH THE DESIGN PREPARED AND DRAWN BY DICKENS & ASSOCIATES, P.E. THE PROPOSAL INCLUDES ALL MATERIALS, TAX, TOOLING AND LABOR TO INSTALL AND WIRE THESE LIGHT FIXTURES AS DEPICTED ON THE REFERENCED DRAWINGS AND IN ACCORDANCE WITH VERBAL INSTRUCTIONS GIVEN BY THE ENGINEER OF RECORD, MR. STEPHEN BYRNE | | | | | |

<<< CHANGE ORDERS >>>

***** Change Order #1 Dated 01/20/10 *****
 ORDER AMENDED 01/20/2010 INCREASING PO
 \$1,586.00 TO REFLECT ADDITIONAL COSTS FOR
 EMERGENCY LIGHTS.

(Continued next page)

THE CITY OF DAYTONA BEACH
PURCHASE ORDER

Purchase
Order No. 50679

Page 2

Order Date: Due: Quote #:

| Ln No | Account Number | Stock# | Quantity | Unit | Unit Price | Amount |
|----------|----------------|--------|----------|------|------------|--------|
| | Description | | | | | |

Total ---> 15,874.00

State Sales Tax Exempt
Certificate No. 85-8012621557C-0

Special Instructions:

Send Invoices To:

ANGELA PERCY
PUBLIC WORKS
THE CITY OF DAYTONA BEACH
P.O. BOX 2451
DAYTONA BEACH, FL 32115-2451

Purchasing Agent (386) 671-8080

Display Purchase Orders

| | | | | | | |
|-------|---------------------|--------|-------------|----------|--------------|-------------|
| PO# | 50679 | Rev B | #Chg Orders | 1 | Order Dt | 12/07/09 |
| Buyer | Claims for PO 50679 | | | | | 01/09 |
| Vendo | Total Amount | | | | | 15,874.00 |
| | Claims To Date | | | | | 15,874.00 |
| | Balance Available | | | | | 0.00 |
| J Ty | | | | | | 74.00 |
| Dept | | | | | | 0.00 |
| | Claims Bank | Check# | Check Dt | Void | Claim Amount | Amount Paid |
| Terms | 235356 | WK59 | 409123 | 04/09/10 | 7,990.00 | 7,990.00 |
| F.O.B | 232391 | WK59 | 406620 | 02/12/10 | 7,884.00 | 7,884.00 |
| Deliv | | | | | | 0.00 |
| | | | | | | 0.00 |
| | | | | | | 74.00 |
| Contr | | | | | | |
| Quote | | | | | | |
| Appro | | | | | | |
| Descr | | | | | | |
| Speci | | | | | | |

F1-Help F5-Detail

The City of Daytona Beach

21689

VENDOR: C C M ELECTRIC, INC

=====
Display Claims
=====

| | | |
|---------------|-------------------|----------------------|
| Claim# 235356 | Hold Cd DNM | Total Amt \$7,990.00 |
| PO# 50679 | Hold Exp | Due Date 04/09/10 |
| UsePO? Y | Batch Dt 04/03/10 | Dept 600210 |
| Vendor# 21689 | | Resp Pty |
| Batch 147263 | | Entry Dte 04/03/10 |

| Invoice # | Invoice Date | GL Acct/Obj Desc | Invoice Amount | GL Amount/Dst |
|-----------|--------------|------------------|----------------|---------------|
| | | | 6,404.00 | |
| | | | 1,586.00 | |

1 LT PEABODY AUDITORIUM LOBBY LIGHTING: THE COMPLETE ELECTRICAL INSTALLATION OF OWNER FURNISHED LIGHT FIXTURES AND LAMPS IN ACCORDANCE WITH THE DESIGN PREPARED AND DRAWN BY DICKENS AND ASSOCIATES, P.E. THIS PROPOSAL INCLUDES ALL MATERIALS, TAX, TOOLING, AND LABOT TO INSTALL AND WIRE THESE LIGHT FIXTURES AS DEPICTED ON THE REFERENCED DRAWINGS AND IN ACCORDANCE WITH VERBAL INSTRUCTIONS GIVEN BY THE ENGINEER OF RECORD, MR. STEPHEN BYRNE

131-9-169300-080090-73-13 PEABODY AUDITORIUM 0.00

1 LT PEABODY AUDITORIUM LOBBY EMERGENCY LIGHTS: THE COMPLETE EXECTRICAL INSTALLATION OF 5 EMERGENCY LIGHT FIXTURES AND LAMPS IN ACCORDANCE WITH THE DESIGN PREPARED AND DRAWN BY DICKENS & ASSOCIATES, P.E. THE PROPOSAL INCLUDES ALL MATERIALS, TAX, TOOLING AND LABOR TO INSTALL AND WIRE THESE LIGHT FIXTURES AS DEPICTED ON THE REFERENCED DRAWINGS AND IN ACCORDANCE WITH VERBAL INSTRUCTIONS GIVEN BY THE ENGINEER OF RECORD, MR. STEPHEN BYRNE

131-9-169300-080090-73-13 PEABODY AUDITORIUM 7,990.00

(Print date and time)
03 Dec 2012 12:46:29

Remit# 1 488 PARQUE DR
ORMOND BEACH FL 32174

Approved by _____ Approved on _____

21689

VENDOR: C C M ELECTRIC, INC

| ===== Display Claims ===== | | | |
|----------------------------|----------|-----------|------------|
| Claim# | 232391 | Total Amt | \$7,884.00 |
| PO# | 50679 | Due Date | 02/12/10 |
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| Vendor# | 21689 | Resp Pty | |
| Batch | 145495 | Entry Dte | 02/04/10 |
| | Hold Cd | | |
| | Hold Exp | | |
| | Batch Dt | 02/02/10 | |

| Invoice # | Invoice Date | Invoice Amount | GL Acct/Obj Desc | GL Amount/Dst |
|-----------|--------------|----------------|------------------|---------------|
| | 02/02/10 | 7,884.00 | | |

1 LT PEABODY AUDITORIUM LOBBY LIGHTING: THE COMPLETE ELECTRICAL INSTALLATION OF OWNER FURNISHED LIGHT FIXTURES AND LAMPS IN ACCORDANCE WITH THE DESIGN PREPARED AND DRAWN BY DICKENS AND ASSOCIATES, P.E. THIS PROPOSAL INCLUDES ALL MATERIALS, TAX, TOOLING, AND LABOT TO INSTALL AND WIRE THESE LIGHT FIXTURES AS DEPICTED ON THE REFERENCED DRAWINGS AND IN ACCORDANCE WITH VERBAL INSTRUCTIONS GIVEN BY THE ENGINEER OF RECORD, MR. STEPHEN BYRNE

131-9-169300-080090-73-13 PEABODY AUDITORIUM 7,884.00

1 PEABODY AUDITORIUM LOBBY EMERGENCY LIGHTS: THE COMPLETE EXECTRICAL INSTALLATION OF 5 EMERGENCY LIGHT FIXTURES AND LAMPS IN ACCORDANCE WITH THE DESIGN PREPARED AND DRAWN BY DICKENS & ASSOCIATES, P.E. THE PROPOSAL INCLUDES ALL MATERIALS, TAX, TOOLING AND LABOR TO INSTALL AND WIRE THESE LIGHT FIXTURES AS DEPICTED ON THE REFERENCED DRAWINGS AND IN ACCORDANCE WITH VERBAL INSTRUCTIONS GIVEN BY THE ENGINEER OF RECORD, MR. STEPHEN BYRNE

131-9-169300-080090-73-13 PEABODY AUDITORIUM 0.00

Remit# 1

488 PARQUE DR
ORMOND BEACH FL 32174

(Print date and time)
03 Dec 2012 12:46:28

Approved by

Approved on

DATE=02/17/2010 SEQUENCE=97148880

Account=653053090059 Serial Number=406620 Amount=\$7884.00

SUN TRUST BANK 64-79
811

THE CITY of DAYTONA BEACH
"World's Most Famous Beach"
 DAYTONA BEACH, FLORIDA
 WORKING FUND

VOID AFTER 180 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|---------------|
| 02/12/10 | 406620 | *****7,884.00 |

PAY Seven-Thousand Eight-Hundred Eighty-Four Dollars and No Cents

TO THE ORDER OF C C M ELECTRIC, INC
 488 PARQUE DR
 ORMOND BEACH FL 32174

James V. Clark CITY MANAGER
David M. Robinson FINANCE DIRECTOR

⑆0000788400⑆

⑆50000506900790⑆ ⑆06100790⑆ ⑆530530900059⑆

DOCUMENT RECOVERED FROM
 THIS DOCUMENT IS PROTECTED BY ARTIFICIAL WATERMARKS
 HOLD AT AN ANGLE TO VIEW

SUN TRUST BANK
 ORLANDO, FL
 32809-0115
 02162910
 0631021524
 1900000001

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DEPOSIT ONLY
 X CCM ELECTRIC, INC.
 100000498095
 DO NOT WRITE / SIGN / STAMP BELOW THIS LINE

RESOLUTION NO. 11-109

A RESOLUTION APPROVING EXPENDITURES FOR THE PEABODY AUDITORIUM HVAC IMPROVEMENT PROJECT IN AN AMOUNT UP TO \$606,553; ACCEPTING THE BID OF R & R INDUSTRIES, INC., FOR WORK ON THE PROJECT IN THE AMOUNT OF \$538,313 AS AN EMERGENCY PURCHASE; AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, repairs to the Peabody Auditorium HVAC system are necessary for the safety and welfare of the public and to facilitate use of the Auditorium for cultural, entertainment, and community events; and

WHEREAS, bids for the improvement project were duly called for and advertised; and

WHEREAS, all bids received were opened on April 7, 2011, and are listed on the schedule attached hereto and made a part hereof; and

WHEREAS, all bids received exceeded the engineer's estimate for the project; and

WHEREAS, it is critical that repairs to the HVAC system begin immediately in order that they be completed in time for upcoming scheduled events in the Auditorium, and there is insufficient time to rebid the project as required by section 30-81(e), City Code; and

WHEREAS, section 30-87(4), City Code, authorizes approval of contracts for emergency repairs without competitive bidding; and

WHEREAS, the Deputy City Manager/Operations recommends acceptance of the bid submitted by R & R Industries, Inc., for the project as an emergency expenditure, and approval of a total project budget in the amount of \$606,553; and

WHEREAS, the Chief Financial Officer has submitted a Sufficiency of Funds Certificate.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF DAYTONA BEACH, FLORIDA:

SECTION 1. The City Commission hereby approves the budget for the Peabody Auditorium HVAC Improvement Project and approves expenditures for the project in a total amount up to \$606,553.00.

SECTION 2. The City Commission finds that the lowest and best bid submitted by a responsible bidder for work on the project is the following:

Amount
\$538,313

for the Peabody Auditorium HVAC Improvement Project (Bid No. 0311-0970)

Submitted by

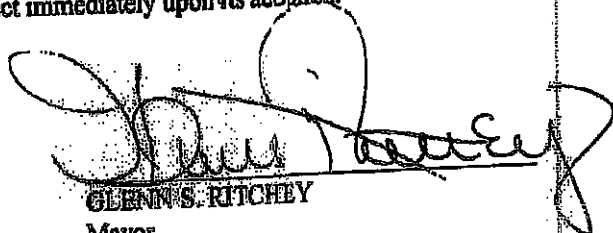
R. & R Industries, Inc.
500 Carswell Avenue
Holly Hill, FL 33117

SECTION 3. The bid is hereby accepted subject to the terms and conditions of the bid documents. The Mayor and City Clerk are hereby authorized to execute an appropriate contract or such documents as may be required.

SECTION 4. It is hereby found that acceptance of the bid approved herein is in the best interest of the City and made pursuant to the emergency purchase provision in section 30-87(4), City Code.

SECTION 5. Additional expenditures for design and contingencies within the total project budget are hereby approved, subject to the provisions of Chapter 30, City Code.

SECTION 6. This Resolution shall take effect immediately upon its adoption.



GLENN S. RITCHEY
Mayor

ATTEST:



JENNIFER L. THOMAS
City Clerk

Adopted: May 4, 2011

VENDOR: R & R INDUSTRIES, INC 10634

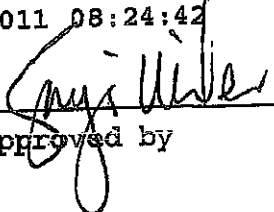
| ===== Display Claims ===== | | | |
|----------------------------|----------|-----------|--------------|
| Claim# 262429 | | Total Amt | \$-18,157.86 |
| PO# | | Due Date | 08/05/11 |
| ClosePO? | Hold Cd | Dept | 600855 |
| Vendor# 10634 | Hold Exp | Resp Pty | |
| Batch 162139 | Batch Dt | Entry Dte | 08/01/11 |

| Invoice # | Invoice Date | Invoice Amount | GL Acct/Obj Desc | GL Amount/Dst |
|--------------|--------------|----------------|---|---------------|
| | | | | |
| RETAINAGE #1 | 07/25/11 | -18,157.86 | | |
| RETAINAGE #1 | | | 001-0-206634 R & R INDUSTRIES - RETAINAGE | -18,157.86 |
| RETAINAGE#1 | | | | |

Remit# 1 500 CARSWELL AV
DAYTONA BEACH FL 32117

(Print date and time)
01 Aug 2011 08:24:42

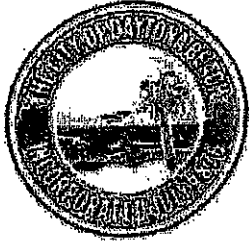
Approved by



Approved on

8-1-11

P.O.# 59929



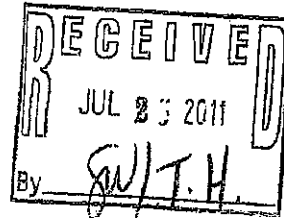
The CITY OF DAYTONA BEACH

— THE WORLD'S MOST FAMOUS BEACH —

FACILITIES INTER-OFFICE MEMO

TO: SONJA WILES
FROM: THOMAS HUGER *THS*
RE: PEABODY AUDITORIUM HVAC UPGRADE
R & R INDUSTRIES, INC.
REQUEST FOR PAYMENT # 1
CONTRACT 0311-0970 RESOLUTION 11-109
PURCHASE ORDER

DATE: July 25, 2011



Please process Pay Application # 1 in accordance with resolutions referenced above.
Payment will be made to R & R Industries, Inc. 500 Carswell Avenue, Holly Hill, FL.
32117. This payment is in the amount of \$ 163,420.74

Thank you.

PUBLIC WORKS _ 950 Bellevue Avenue, Daytona Beach, Florida 32115-2451 _ 386 671-8750
www.ci.daytona-beach.fl.us
R&RIndustriesPeabody

PAYMENT APPLICATION

TO: CITY OF DAYTONA BEACH
 P.O. BOX 2451
 DAYTONA BEACH, FL 32115-2451
 James Huger

FROM: R & R Industries, Inc.
 500 Carswell Ave.
 Holly Hill, FL 32117

FOR: HVAC

PROJECT NAME AND LOCATION: HVAC-Peabody Auditorium
 Peabody Auditorium-Mechanical Improvements
 P.O. BOX 2451
 DAYTONA BEACH, FL 32115-2451

ARCHITECT:

APPLICATION # 1
PERIOD THRU: 07/31/2011
PROJECT #:

DISTRIBUTION TO:
 OWNER
 ARCHITECT
 CONTRACTOR

DATE OF CONTRACT: 07/05/2011

CONTRACTOR'S SUMMARY OF WORK

Application is made for payment as shown below. Continuation Page is attached.

| | |
|--|--------------|
| 1. CONTRACT AMOUNT | \$538,913.00 |
| 2. SUM OF ALL CHANGE ORDERS | \$19,000.00 |
| 3. CURRENT CONTRACT AMOUNT (Line 1 + 2) | \$557,913.00 |
| 4. TOTAL COMPLETED AND STORED (Column G on Continuation Page) | \$181,578.60 |
| 5. RETAINAGE: | |
| a. 10.00% of Completed Work (Columns D + E on Continuation Page) | \$18,157.86 |
| b. 10.00% of Material Stored (Column F on Continuation Page) | \$0.00 |
| Total Retainage (Line 5a + 5b or Column I on Continuation Page) | \$18,157.86 |
| 6. TOTAL COMPLETED AND STORED LESS RETAINAGE (Line 4 minus Line 5 Total) | \$163,420.74 |
| 7. LESS PREVIOUS PAYMENT APPLICATIONS | \$0.00 |
| 8. PAYMENT DUE | \$163,420.74 |
| 9. BALANCE TO COMPLETE WORK | |

ARCHITECT'S CERTIFICATION

concerning the payment herein applied for, by this Application, (2) such Work has been

to pay Contractor's costs for labor, materials lawfully paid for, and (3) Contractor is legally

163,420.74

Dr. David H. Huger
For: R & R Industries, Inc.

PAYMENT APPLICATION

CONTINUATION PAGE

PROJECT: HVAC-Peabody Auditorium
 APPLICATION #: 1
 DATE OF APPLICATION: 07/22/2011
 Peabody Auditorium-Mechanical Improvements
 PERIOD THRU: 07/31/2011
 PROJECT #s:

Payment Application containing Contractor's signature is attached.

| A ITEM # | B WORK DESCRIPTION | C AMOUNT PAID TO DATE | D COMPLETED WORK | | E AMOUNT PAID TO DATE | F ST. BALANCE | G AMOUNT PAID AND ACCRUED TO DATE (G+C-F) | H % COMP. (G/C) | I BALANCE TO COMPLETION (C-G) | J RETAINAGE (If Variable) |
|-------------|-----------------------|--------------------------|-------------------------|--------------------|--------------------------|------------------|--|--------------------|----------------------------------|------------------------------|
| | | | AMOUNT PREVIOUS PERIODS | AMOUNT THIS PERIOD | | | | | | |
| 1 | Equipment | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0% | \$228,920.00 | \$0.00 |
| 2 | Piping | \$145,440.00 | \$0.00 | \$112,000.00 | \$112,000.00 | \$0.00 | \$112,000.00 | 80% | \$28,000.00 | \$11,200.00 |
| 3 | Controls | \$65,000.00 | \$0.00 | \$19,500.00 | \$19,500.00 | \$0.00 | \$19,500.00 | 30% | \$45,500.00 | \$1,950.00 |
| 4 | Concrete | \$4,000.00 | \$0.00 | \$4,000.00 | \$4,000.00 | \$0.00 | \$4,000.00 | 100% | \$0.00 | \$400.00 |
| 5 | Overhead Door | \$4,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0% | \$4,000.00 | \$0.00 |
| 6 | Insulation | \$65,000.00 | \$0.00 | \$13,000.00 | \$13,000.00 | \$0.00 | \$13,000.00 | 20% | \$52,000.00 | \$1,300.00 |
| 7 | Ductwork | \$19,993.00 | \$0.00 | \$2,079.60 | \$2,079.60 | \$0.00 | \$2,079.60 | 20% | \$8,313.40 | \$207.86 |
| 8 | Install Equipment | \$10,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 50% | \$5,000.00 | \$500.00 |
| 9 | Payment & Performance | \$7,330.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 100% | \$0.00 | \$700.00 |
| 10 | Start Up | \$4,330.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 0% | \$4,330.00 | \$0.00 |
| 11 | CO#1-Temp Cooling | \$19,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 100% | \$0.00 | \$1,900.00 |
| | | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | 33% | \$375,734.40 | \$18,157.86 |

CONTINUATION PAGE
 Quantum Software Solutions, Inc. Document

DATE=08/08/2011 SEQUENCE=78093086

Account=6530530900059 Serial Number=428946 Amount=\$163420.74

SUN TRUST BANK

88-70
511

THE CITY of DAYTONA BEACH

"World's Most Famous Beach"

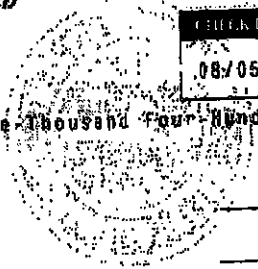
DAYTONA BEACH, FLORIDA
WORKING FUND

VALID AFTER 90 DAYS

| CHECK DATE | CHECK NO. | CHECK AMOUNT |
|------------|-----------|---------------|
| 08/05/11 | 428946 | ***163,420.74 |

PAY One-Hundred-Sixty-Three-Thousand-Four-Hundred-Twenty Dollars
and 74 Cents

TO THE ORDER OF R & R INDUSTRIES, INC
509 CAREWELL AV
DAYTONA BEACH FL 32117



James V. Carr CITY MANAGER
James J. ... FINANCE DIRECTOR

⑆1 28946⑆ ⑆061400790⑆ 6530530900059⑆

FOR THE CITY OF
SUN TRUST BANK
FOR DEPOSIT ONLY
R & R INDUSTRIES, INC
DAYTONA BEACH, FLORIDA

FORM 4.1(1) Business Information

The Purpose of this form is to gather financial information about your organization based on the most recent complete fiscal year prior to this application.

The first column should reflect the last complete fiscal year of record in a MM/DD/YY format on line 2 and 3.

The second column should reflect the first complete fiscal year that follows the completion of the grant project.

1. Attach to this form:
 - a. The Mission Statement for the Organization
 - Present or produce hundreds of events annually, including touring Broadway shows, ballets, symphonies, competitions, comedy and concerts;
 - Be accessible to the public by providing affordable tickets;
 - Attract nationally-recognized talent;
 - Maintain a 2,500 seat auditorium, recognized acoustics and provide a meaningful experience for all audiences;
 - After 60 years, continue to serve the Daytona Beach Symphony Society;
 - Recognize and engage local and regional artists and performers;
 - Select and market programs that are of interest to all audiences.
 - b. Attach the Mission Statement for the project – if it is different from the organization’s statement above. The project’s mission aids and abets the above mission statement.
 - c. Attach a brief statement of criteria and methods used to recruit Board members for your organization. The Peabody is a municipally managed institution and does not have a governing board.

2. Date of prior fiscal year - 10/01/2012 to 9/30/2013 (1st column)

3. Date of fiscal year projections 10/01/2013 to 9/30/2014 (2nd column)

4. For prior and projected FY years above, please provide the following grant information:

Operational funding for this organization

- a. Fundraising, Memberships, Donations, etc
- b. County grant(s)
- c. Grant(s) (non county)

| Fiscal Year | Projected Year |
|-------------|----------------|
| \$40,000 | \$60,000 |
| \$0 | \$300,000 |
| \$100,000 | \$50,000 |

5. Please provide the following information for organization

- a. Administrative costs
- b. Program costs
- c. Education and educational outreach programs
- d. Marketing & advertising

| | |
|-----------|-----------|
| \$6,000 | \$0 |
| \$546,000 | \$700,000 |
| \$0 | \$2,000 |
| \$233,00 | \$254,000 |

6. Employee payroll / volunteer information for organization

- a. Payroll total expense
- b. Number of full time employees
- c. Number of part time employees
- d. Volunteer hours
- e. Value of volunteer hours (@\$ 8.00 per hr rate)

| | |
|-----------|-----------|
| \$200,000 | \$220,000 |
| #2 | #3 |
| #14 | #14 |
| #4,626 | #4,700 |
| \$37,000 | \$37,600 |

7. Contractor service(s) total expense for this project

(Attach list by type of service only – no names are required)

| | |
|-----|-----|
| \$0 | \$0 |
|-----|-----|

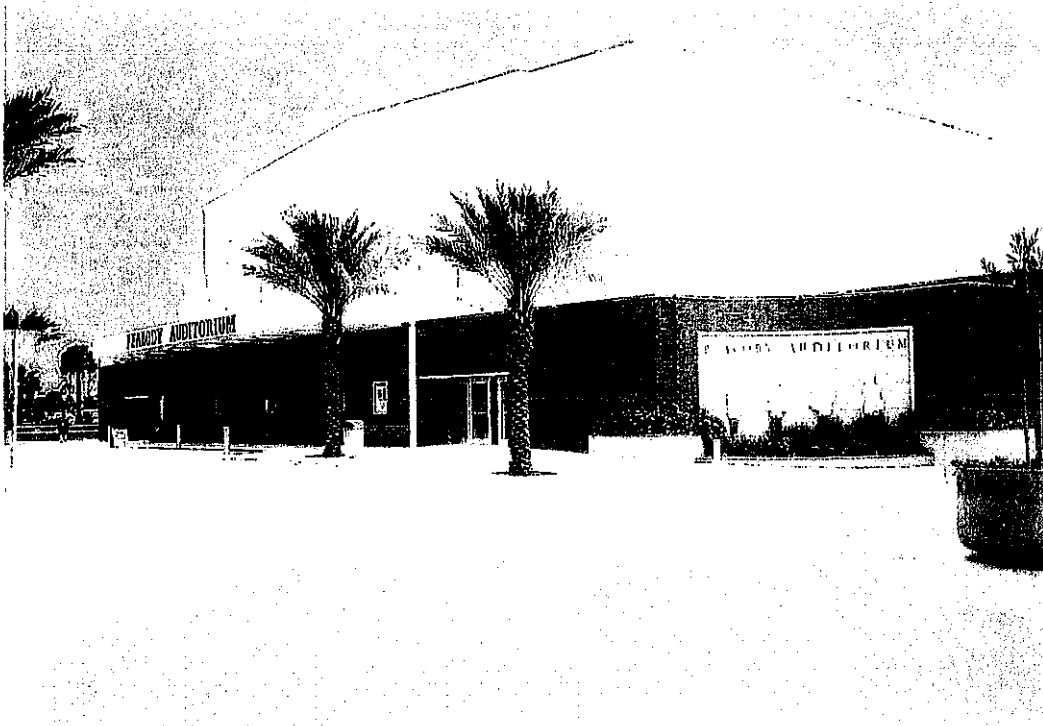
8. Capital funding for this specific project
- a. County ECHO grant(s) (grant(s) for this project)
 - b. County other funds (Other than ECHO grant(s))
 - c. Grant(s)/funds-other (non county)
 - d. Donations

| | |
|-----------|----------|
| \$300,000 | \$0 |
| \$0 | \$0 |
| \$100,000 | \$50,000 |
| \$0 | \$0 |

9. User totals for this project site
- a. Full price (Count Only)/Non-member
 - b. Reduced price (Count Only)/Non member
 - c. Free (Count Only)/Non member
 - d. Members (Count Only)

| | |
|---------|---------|
| #37,050 | #50,000 |
| #10,000 | #10,000 |
| # 4,500 | #4,500 |
| #200 | #230 |

10. Has the organization defaulted on any grant (construction, operational, or programming) in the past five years. Yes ___ No X If yes, provide name of and amount of grant(s), and explain the situation



Peabody Auditorium
FY 2012-2013
Business and Marketing Plan

Cultural Services Division

Prepared By: Helen Riger, Cultural Services Administrator

Mission Statement

The Peabody Auditorium mission is to play a vital role in the arts in Central Florida, to provide diverse cultural activities accessible to all, and to improve the quality of life of our citizens by serving as a partner to social and economic development, rejuvenating neighborhoods, supporting local businesses, promoting education and voluntarism, and establishing and sustaining an inviting gathering place for citizens to celebrate a shared human and cultural experience.

Executive Summary

Purpose:

The purpose of this document is to set forth a plan for marketing and advertising Cultural Activities at The Peabody to supplement Main Street Redevelopment activities as part of the E-Zone concept.

Target Market:

The Cultural Services Division provides a variety of events and activities with different target markets. We market to seniors, working adults, college students, and youth 18 and under, and families that live within a two hour driving distance from Daytona Beach. Many of our events also target tourists visiting Volusia County including Conventioneers attending events at the Ocean Center or at hotels within the county.

History:

The Cultural Services Division of the City of Daytona Beach functions as an Enterprise Fund. Formed 12 years ago, the Division's purpose is to effectively market City-owned facilities and the Cultural Arts and Community Events programs to maximize usage of City facilities, increase revenues and foster a positive image for the City. The division helps to organize and plan events for the City's cultural facilities including the Peabody Auditorium and works with outside event producers, organizations, businesses and private individuals to facilitate community and tourism events to enhance economic development within the City.

The Peabody Auditorium is located in the heart of "e-zone" of the City of Daytona Beach. The goal of this facility compliments the goals of the Redevelopment

Department to establish a world class entertainment & business district to further the City's image as a convention and family tourist destination and further the City's reputation as "The World's Most Famous Beach".

The historic Peabody Auditorium, built in 1949, remains Central Florida's premiere performing arts center drawing more than 65,000 residents and visitors annually to its stage. The Peabody has renowned acoustics and 2,521 seats, all with an unobstructed stage view. Performers choose to return to the Peabody because they find the theater uniquely welcoming and accommodating. The Peabody has undergone a recent revival with new seats, stage floor, dressing rooms, and renovations throughout.

The Peabody stage has been honored by the likes of Liberace, Red Skelton, Liza Minelli, Shirley MacLaine, Elvis Presley, Tony Bennett, James Taylor, Arthur Fiedler and the Boston Pops, Margo Fonteyn, Rudolf Nuryev, Tom Jones, Louie Armstrong, Jackie Mason, Itzhak Perlman, Gregory Peck, Frank Sinatra, Simon & Garfunkel, Willie Nelson, Jerry Seinfeld, Al Hirt, Sammy Davis Jr., Engelbert Humperdinck, David Copperfield and Dave Brubeck. Acclaimed Broadway musicals and touring productions including CATS, A Chorus Line, 42nd Street, Chicago, STOMP, Cabaret, Joseph & the Amazing Technicolor Dreamcoat, Evita, Blast, The Producers, Rent, RAIN the Beatles Experience, Drowsy Chaperone, Hairspray, The Rat Pack, Movin Out, Annie, Jesus Christ Superstar, The Backyardigans and Riverdance have also graced the stage. The world-renowned London Symphony Orchestra made the Peabody its Central Florida home over the past 34 years and the Daytona Beach Symphony Society has made the Peabody Auditorium its home for the last 61 years.

Auditorium Boulevard

A new location able to be used for events and activities is Auditorium Boulevard between Grandview Avenue and South Wild Olive Avenue. This location in front of the Peabody Auditorium and adjacent to the South side of the Ocean Center is ideal for small festivals and events prior to performances. Additionally, the Peabody Auditorium has added the new Backstage Café Patio on the Westside of the facility which can be used for cultural and food & beverage activities.

Cultural Services Key Staff

Helen Riger, CPRC – Cultural Services Administrator – Peabody Auditorium

Director - For over 15 years she has been responsible for developing, coordinating and permitting community and tourism events on City properties, and programming and managing the City's Oceanfront Bandshell and 2,521 seat Peabody Auditorium.

Prior to her work with the City of Daytona Beach, she served as the Director of Public Relations for Embry-Riddle Aeronautical University for 10 years. Ms. Riger is a graduate in Journalism from the University of Florida with a minor in Marketing. She is a certified Public Relations Professional by the Public Relations Society of America.

Jill Jaquet – Peabody Manager - Jill Jaquet has served as the Acting Manager of the Peabody Auditorium since December 2007. Ms. Jaquet earned Bachelor's Degrees in English and Psychology and a Florida Teacher Certification in English & Social Sciences 7-12. She furthered her education with coursework in finance and completed the equivalent undergraduate degree coursework in Finance.

Ms. Jaquet's career includes serving as Assistant Theatre Manager at the Strand-Capitol Performing Arts Center in York, PA,. Her current responsibilities include researching and bidding on artists and shows, booking, renting the auditorium to outside promoters, negotiating contracts, working with the Cultural Services team to promote and advertise shows, and supervising operations at the Peabody Auditorium.

Beverly Prestwood –Food & Beverage Manager – Beverly Prestwood has a BA from Stetson University. She has over twenty years experience in Food and Beverage management for Jerry's Caterers, most of those years were spent at the Daytona Beach International Airport location. She was hired by the Cultural Services Division of the City of Daytona Beach On March 31, 2009.

Some of her experiences include: Gift Shop Management, Accounts payable, Daily Cash management, Airline Catering, Private Air Craft Catering, Off Premises Catering, Large and Small Banquets, Cafeteria Management, Bar Management, Snack Bar Management, Table Service Restaurant Management, and an emphasis on Special Event Catering.

A new program implemented this year by Ms. Prestwood includes local restaurants providing a themed menu for every show at the Peabody Auditorium. The goal is to bolster sales and exposure for local businesses while enhancing the reputation of the Peabody.

Edwin Larry Fricke – Maintenance Supervisor – Edwin graduated from Orange park High School and then enlisted in the United States Navy where he served for four years as an A.M.S. Maintenance Supervisor. After receiving an honorable discharge, he became a carpenter. For over twenty years he learned both residential and commercial applications in both new and existing structures. He opened his own business and managed crews.

Edwin was hired by the City of Daytona Beach ten years ago as a carpenter in the Property Maintenance Division. He joined the Cultural Services team four years ago as the Maintenance Supervisor. Some of his responsibilities include: Maintenance of the Peabody, Bandsheli and Boardwalk property, and overseeing remodeling, renovation and new construction.

Terri Montgomery – Office Specialist

Terri started with the Peabody Auditorium 3 yrs ago as a volunteer usher. She then added to her volunteer duties at the Peabody Auditorium by assisting in the office answering phones and inquiries from the public. Mrs. Montgomery came on board as a part-time employee in the Cultural Services Department in April 2006 and was put on permanent staff in December of that year.

Ms Montgomery's background is as a police dispatcher for 25 years. Her experience includes customer service, and working with different local and government agencies as well as local businesses. She is responsible for processing community event applications, and assisting with house managing the Peabody Auditorium including supervising the volunteer usher base.

Christy Book – Senior Account Clerk. Ms. Book joined the Cultural Services Division in June of this year. She is a graduate of Indian River State College and has 30 years of experience including serving as lead staff accountant for Manheim Daytona Beach. Her occupational experience includes accounting, auditing, billing, customer service and supervising staff.

Product Definition

Historic Performing Arts Facility

Outdoor staging area for festivals & Activities

Art Gallery

Broadway in Daytona Beach

Dance Floors

Obstacles

Competition for entertainment dollars in surrounding markets within a two hour drive to Daytona Beach

A percentage of Theater Patrons are snowbirds and leave the Daytona Beach area from May-September

There is a perception that parking is a problem in the area

Strengths

The Peabody Auditorium has been in operation for over 63 years.

Survey results indicate that 77.90% of Peabody Patrons come from within a 25-100 mile radius of the Peabody Auditorium. Over 65,000 people attended Peabody Auditorium events in 2010-2011.

A professional staff with experience putting on cultural and community and tourism events.

The Peabody Advisory Board oversees plans for the Peabody Auditorium

The Unique Selling Proposition:

Historic Premier Performing Arts Center providing year-round programming close to The World's Most Famous Beach and within the Main Street Redevelopment Area.

The Marketing Plan

Target Audience

- The target audience is residents of Volusia County, business leaders and tourists who live within driving distance to our City.

Goal

- Draw new tourists and local residents to the Main Street Redevelopment Area year-round through programming at least one 30 entertainment events, one outdoor street festival, and year-round art exhibits in the Rose Room.

Objectives

- Produce events that will bring residents and tourists of all ages to the Peabody and the Main Street Redevelopment Area year-round.
- Leverage sponsorship funds to generate trade opportunities with regional media.
- Utilize strategies that offer existing businesses the opportunity to participate and co-promote thereby increasing business at these locations on event days.
- Reinforce the city's reputation as "The World's Most Famous Beach" by including content-driven messages within marketing and advertising.

Strategies

- Utilize the Division's comprehensive marketing plans for each event to include media interviews and distribution of various marketing materials that promote the programs including print advertising, radio & television advertising, billboards, and Website, Facebook & Email.
- Increase presentations to community and tourism groups to improve participation at festivals and events

Measurements

- Implement message specific "calls to action" that can be tracked.

- Increase number of patrons and people on email mailing lists and Facebook
- Increase number of merchants participating in the programs
- Increase patronage to Main Street Redevelopment area on days of programs
- Work with individual businesses to establish additional measurement opportunities.
- Complete surveys at events to track satisfaction of customers, attendance at events and demographics of attendees

Confirmed Event Schedule 2012-2013

| Play Date | On Sale | Day & Time | Food Service | Event |
|--------------------------|----------|------------|--------------|--|
| Oct 13 | Now | Sat 7:30 | | Little Texas, After Dark Country Music |
| Oct 22 | Phone | Mon 10am | | Martha Speaks, Theatre Works, 800-497-5007 for ticket |
| Oct 26, 27 | Free | Fri & Sat | | Everybody's Flower Show, 10am-5pm |
| Nov 3 | Now | Sat 7:00 | | National Symphony of Cuba; Gershwin, Beethoven |
| Nov 4 | Now | Sun 7:00 | Resv | Capitol Steps; Washington, DC, Political Satire |
| Nov 9 | Now | Fri 7:30 | ala C | Cheech & Chong; Comedy Duo |
| Nov 11 | Phone | Sun 3:00 | | USO Tribute, The USO performers. |
| Nov 13 | Now | Tue 7:30 | Resv | LeAnn Rimes, Country, Pop Diva |
| Beethoven Weekend | | | | |
| Nov 16 | Now | Fri 7:00 | | Jacksonville Symphony; Egmont Overture, Symphony No |
| Nov 17 | Now | Sat 7:00 | | Jacksonville Symphony; Lenore Overture, Symphony No |
| Nov 18 | Now | Sun 3:00 | | Sonata Sunday, Adam Golka; Hammerklavier ++ |
| Nov 20 | 10/8 | Tue 7:30 | Resv | Mannheim Steamroller, Christmas by Chip Davis |
| Dec 6 | Now | Thu 7:00 | | Kings of Swing, Big Band, from swing to pop |
| Dec 8, 9 | Soon | Sat & Sun | | The Nutcracker, Tchiakovsky's Christmas ballet |
| Jan 9 | 10/15 | Wed 7:30 | | Creedence Clearwater Revisited, more CCR |
| Jan 16 | Phone | Wed 10am | | Bunnacula, Theatre Works, 800-497-5007 for tickets |
| Jan 19 | Now | Sat 7:30 | Resv | Don Williams, Gentle Giant Country |
| Jan 20 | 11/12 | Sun 7:00 | Resv | Elvis Lives, The Ultimate Tribute |
| Jan 24 | 441.0457 | Thu 10am | | The Civil War, A youth play of four partisans. VSA Volun |
| Winterfest | | | | |
| Jan 25 | Now | Fri 7:00 | | The Barber of Seville; Rossini's opera buffa |
| Jan 26 | Now | Sat 7:00 | | Igudesman & Joo; Classical, pop culture and comedy |
| Jan 27 | Now | Sun 3:00 | | China National Symphony; Xia Guan, He/Chen, Rachma |
| Feb 1 | Soon | Fri 8:00 | ala C | The O-Jays, 59 Chart Hits, R & B |
| Feb 2 | 10/15 | Sat 7:30 | Resv | 103 Years of Broadway, The Great Broadway show tun |
| Feb 12 | Soon | Tue 2pm | Resv | Hooray for Hollywood, Movie themes and ballads |
| Feb 13 | Soon | Wed 7:30 | Resv | An Evening with Kenny Rogers |
| Feb 15 | Now | Fri 7:00 | | Vienna Boys Choir, A first time here |
| Feb 28 | Subsc | Thu 7:30 | Resv | Midtown Men, Original Jersey Boys Cast |
| Mar 2 | Now | Sat 7:00 | | Tchaikovsky's Ballet, Romeo & Juliet; Russian National |
| Mar 22 | Now | Fri 7:00 | | Beethoven Orchestra of Bonn; Beethoven 3 pieces |
| Mar 24 | 10/29 | Sun 7:00 | Resv | Bill Cosby, the King of straight face comedy |
| Apr 7 | Subsc | Sun 7:00 | Resv | "Hair" Winner, Best Musical Revival of 2009 |
| Apr 15 | Phone | Mon 10am | | Give a Mouse a Cookie, Theatre Works, 800-497-5007 t |

| | | | | |
|---------|-------|----------|------|--|
| Apr 15 | Free | Mon 7pm | | U.S. Army Field Band, Ambassadors of Jazz |
| May 20 | Subsc | Mon 7:30 | Resv | Dreamgirls; Story of the 1960's Motown Singing Group |
| Jun 11 | Soon | Tue 3&6 | | Scoobie-Do, New stage show for youths |
| June 20 | Subsc | Thu 7:30 | Resv | West Side Story; The Greatest Broadway Love Story |

Presenter

Theatre Works, School Children Presentations
 Broadway in Daytona Beach, Season subscription & Individual sho

Media Plan –

Cable Television – cable television buys will be targeted on various stations to get the message out to the desired audiences. A blending of a cash and trade schedule will be used for each event.

Beach Channel – commercial spots will be aired within hotel rooms along A1A and other Beach Channel locations monthly.

Radio- ads will run on AM and FM radio stations within the Volusia/Flagler and Seminole Counties.

Print Advertising newspapers and regional magazines- articles/advertisements will be placed in popular local magazines and newspapers.

Posters, Rack Cards & Postcards- rack cards and posters are distributed each week to surrounding hotels, gift shops, shopping areas and businesses.

Banners-promoting events displayed at the Hilton, Bandshell, Boardwalk, and Ocean Walk Shoppes.

Press Releases and calendar listings- distributed to local media sources for advertisement.

Billboards-will promote upcoming shows and activities in surrounding areas within a 200 mile radius.

Website & Email The Peabody currently has two websites: PeabodyAuditorium.org and BroadwayinDaytonaBeach.com - There is also a current list of upcoming shows, ticket information and parking maps. Both sites have clickthroughs to Ticketmaster.com our ticketing system. These websites are continually updated with new programs and information. They are user friendly and easily navigated affording customers an easy way to stay informed.

- Email and Eblasts are used to reach specific audiences for information about upcoming shows and advertising purposes.
- Email lists are continually updated to reach a wider range of past and potential customers.

Facebook The Peabody has a Facebook following of more than 1,500 people. The site is update daily with information about shows, contests and stories.

Events & Festivals Events and festivals are a key marketing opportunity to highlight The Peabody and the "e-zone". The events and festivals give residents of many central Florida cities a reason to come to the Peabody and surrounding areas. They also introduce them to numerous venues they may patronize in the future. Each event is a marketing opportunity for businesses in the "e-zone".

Marketing and Advertising Budget

Peabody Auditorium **\$254,000**

Website & Email Marketing Tools:

Ticketmaster eblasts

Zgraph eblasts

Peabody Advertising:

Brighthouse cable television

Beach Channel, within hotels/motels

WHOG, WKRO, WSBB, WNDB, WSBB, WROD Radio (Volusia County)

Sunny 105.9 & 107.7 (Orlando)

News-Journal

Orlando Weekly

Orlando Sentinel North

Entertaining U Magazine (St. Augustine)

Posters printed and distributed

Rack Cards & Postcard printed

Banners for Main Street

Graphic Design Services

Press Releases and calendar listings

Websites – Peabody Auditorium & Broadway in Daytona Beach uploads

Deland, Ormond and Flagler Magazines

Printing & Direct Mail

Purchase of required Ad materials

Billboard May-August

PEABODY

AUDITORIUM

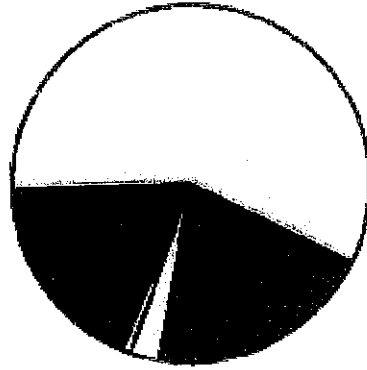
DAYTONA BEACH, FLORIDA



THE CITY OF DAYTONA BEACH, FLORIDA
OFFICE OF THE CITY CLERK



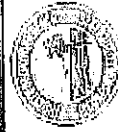
Hometown



- Within 25 mile radius: 57.30%
- 25 - 100 mile radius: 20.60%
- 100 - 250 mile radius: 2.70%
- 250 - 500 mile radius: 0.80%
- Over 500 mile radius: 19.60%



Data capture results provided by:
PROGRESSIVE
The Marketing Edge

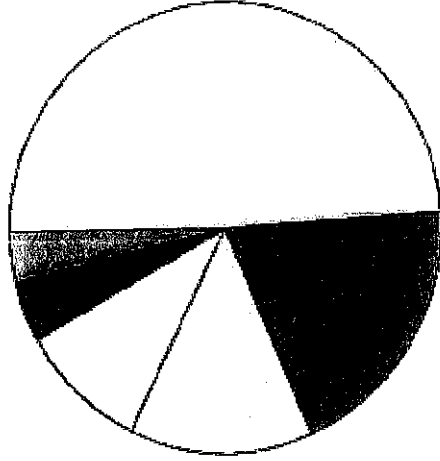


The CITY OF COVINGTON, LOUISIANA



How did you hear about us?

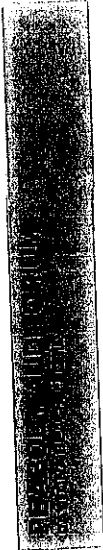
- Print Media / Advertisements: 49%
- Marketing Collateral: 19.20%
- TV / Radio: 13.9%
- Word of Mouth / Personal Recommendation: 9.9%
- Internet / Websites: 4.4%
- Other: 3.6%



Data capture results provided by:



THE UNIVERSITY OF SOUTH FLORIDA



How did you hear about us?

| | |
|------------------------------|----|
| DB News Journal: | 83 |
| Peabody Brochure: | 33 |
| Peabody Rack Card: | 1 |
| Broadway Brochure: | 7 |
| Peabody Media: | 2 |
| Peabody Website: | 5 |
| Flyer / Poster in Theater: | 6 |
| Broadwayindaytonabeach.com: | 6 |
| Orlando Sentinel: | 12 |
| Personal Recommendation: | 24 |
| Hometown News: | 5 |
| Deland Magazine: | 5 |
| Daytona Times: | 11 |
| Exclusive Living: | 0 |
| Ormond/Port Orange Magazine: | 2 |
| WNDB Radio: | 3 |
| 105.1: | 2 |
| 106.7: | 3 |
| Codb.us: | 0 |
| WROD: | 1 |
| WELE: | 0 |
| WVYB: | 1 |
| WESH - TV: | 7 |
| WFTV: | 3 |
| Cable TV: | 14 |
| Other: | 9 |



Data capture results provided by:

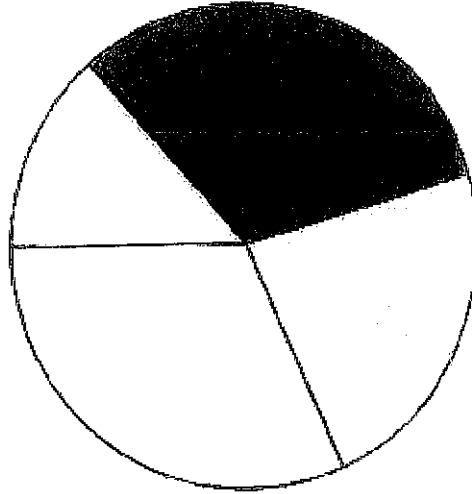


The City of Daytona Beach
FLORIDA 32119



Income

- (Under \$25,000): 13.70%
- (\$25,001 - \$50,000): 31.70%
- (\$50,001 - \$75,000): 22.80%
- (\$75,001 & Over): 31.70%



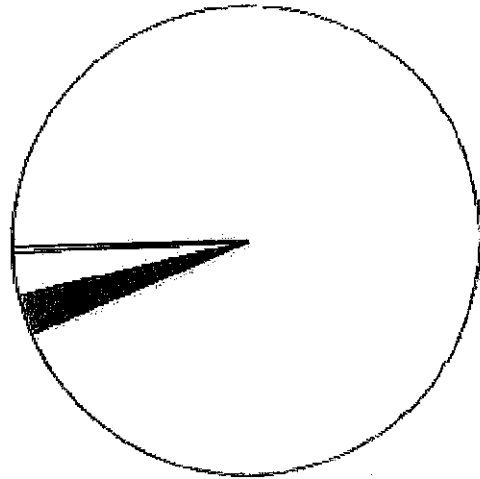
Data capture results provided by:



THE UNIVERSITY OF NORTH CAROLINA



Race



- White: 93.80%
- Black: 2.90%
- Hispanic: 2.90%
- Asian: 0.40%



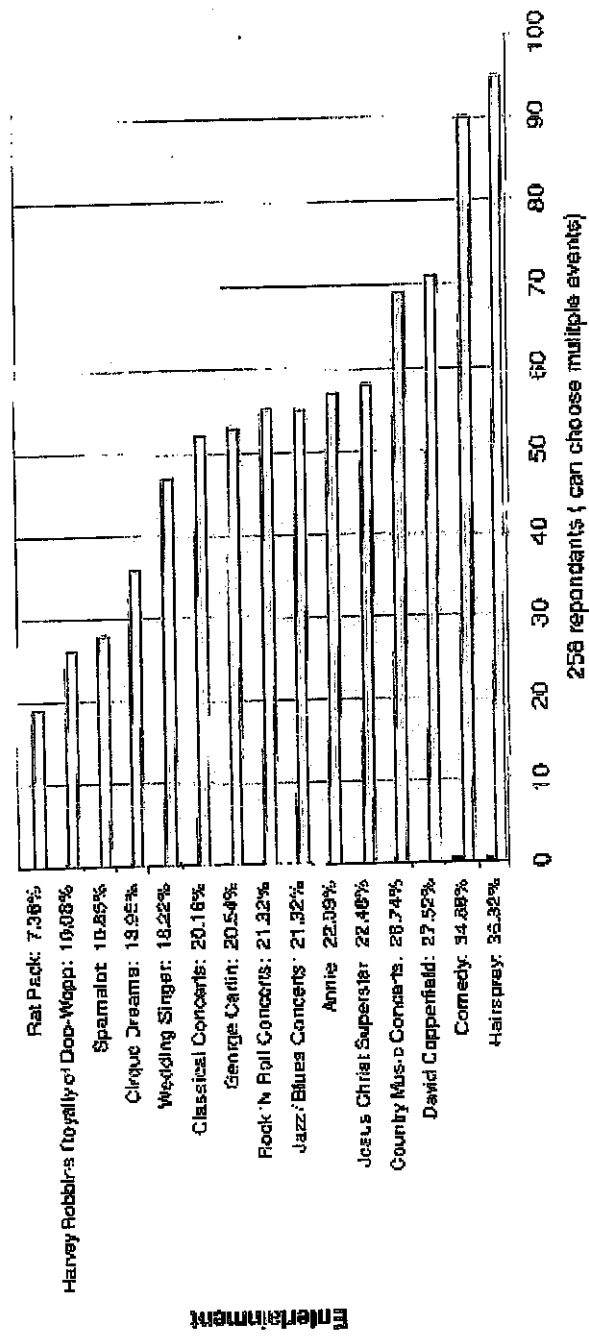
Data capture results provided by:



THE OFFICE OF LAW ENFORCEMENT

REDACTED

Future interest



Entertainment

258 respondents (can choose multiple events)



The City of Evanston, Illinois
Department of Public Works

Data capture results provided by:



SECTION 4: OPERATING FORECAST DETAIL (Up to 15 Points):

■ **4.1 OPERATING FORECAST NARRATIVE** (Up to 1 double-sided page limit):

- 1) Complete Form 4.1 (1), page 12. Insert Business Plan and Feasibility Study. A feasibility study was unnecessary for this non-capital facility renovation project. However, staff engaged professionals to ensure that the electrical issues were warranted and compiled input from patron comments on lack of adequate signage. The kitchen renovation was also prompted by data that indicated patrons usually purchased food prior to attending the Peabody Auditorium's performances or activities. The survey used is attached in section 6, page 211. Staff has prepared a spacious eating space that doubles for a local art exhibition area. The current business plan has not been modified due to this project and will continue to manage expenses, revenues as it has in the past toward an ultimate goal of self-sufficiency. A marketing plan for the Peabody Auditorium is attached at the end of this section and reflects a variety of media that are selected for each performance or activity based upon the intended target market. The business plan for the Peabody Auditorium is found at the end of this section.
- 2) Narrative will include the use of the facility and related costs (operating revenues/expenditures) for 2013 - 2017 relative to section (3) below.
 - a) What staff will be needed? Currently, there are two full time and 14 part time employees. The city will not need additional staff because of this project.
 - b) What additional maintenance will be required? There will be no additional maintenance required. Two members of staff will continue to maintain the facility during and after the project.
 - c) What new programs will be added? In the past, the City was unable to attract Broadway shows such as the Blue Man Group, or Jersey Boys that require special effects in lighting and sound. Additionally, there have been times that due to the power requirements we have had to rent generators to insure that adequate power would be available for concert productions. New electric service would allow us to add additional modern lighting and sound connections which would enable the city to negotiate contracts with major Broadway touring companies to get bigger and more modern Broadway shows such as Beauty and the Beast, Phantom of the Opera, and Ghost, as well as other large musical shows and concerts.
 - d) What new revenue sources for operations will you have? The Cultural Services Administrator is marketing Dinner and a Show tickets to individuals and groups. These dinner tickets range from \$15 to \$35. Approximately 100 tickets are available each show for this program. Sponsorships for show and events range from \$5,000 to \$35,000. Peabody Patron Memberships are marketed to individuals and businesses. These memberships range from \$10 to \$10,000, these counts as contributed income. The Peabody, with limited resources, will consider other grant resources in 2014 (public and private sector), e.g. the State of Florida Cultural Facilities program.
- 3) User fees by inserting the fee schedule or state, "No fees will be charged."

PEABODY RENTAL RATES

Non-Ticketed Events:

ALL PER SINGLE DAY

Local non-profit/graduation
For Volusia County schools

\$1,350.00

Ticketed Events:

| | |
|--|---|
| Local non-profit Civic Ballet, Central Florida Cultural Endeavors effective 2009, Daytona Beach Symphony Society | \$1,200.00 vs. % of intake* |
| Corporate, Special Events, Concerts & for profit theater | \$2,800.00 vs. percentage of intake* |
| Percentage of intake from concerts and for-profit theater shows put on by outside producers: | |
| \$25,000 to \$50,000 | 10% of gross to City |
| \$50,000 to \$75,000 | 12% of gross to City |
| \$75,000 to \$100,000 | 14% of gross to City |
| \$100,000 up | 18% of gross to City |
| Ticket Office | \$15.00 per hour |
| Surcharge – Box office fee | \$3.00 for each paid ticket |
| Seat Charge | \$1.00 per ticket |
| Capital Improvement Surcharge | \$1.00 per ticket |
| Rental of Rose Room, or Atlantic Room – Rehearsal Room without theatre | \$500.00 per day |
| Rental of Lobby without theatre | \$750.00 per day |
| Rental of Rose Room or Atlantic Room – Rehearsal Room with theatre. | \$250.00 per day |
| Fire/EMS | \$30.00 per hour |
| Commission on merchandise sales – 20%, if lessee sells, 25% if we provide sellers (Note: State of Florida sales tax is 6.5%. Seller must show proof of a State of Florida sales tax ID# or sales tax will be collected on gross merchandise sales. | |

A cleaning fee will be assessed after review of the application.

b) Statement of use of facility; organized groups, individual use only, or both.
Organized groups and individuals use the Peabody Auditorium and all user fees are uniform throughout the County.

4) Provide a five-year budget projection spreadsheet, 2013/14, 2014/15, 2015/16, 2016/17, and 1017/18.

| Operational Periods | FY 2013/14 | FY 2014/15 | FY 2015/16 | FY 2016/17 | FY 2017/18 |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|
| Revenue | | | | | |
| Peabody Sponsorship | 60,840 | 62,057 | 63,298 | 64,564 | 65,855 |
| Peabody Promotional | 500,000 | 510,000 | 520,200 | 530,604 | 541,216 |
| Cultural Svc Staff Charge | 87,000 | 88,740 | 90,515 | 92,325 | 94,172 |
| Cultural Svc Credit Card Fees | 3,200 | 3,264 | 3,329 | 3,396 | 3,464 |
| Cultural Svc Ticket Print Fees | 1,700 | 1,734 | 1,769 | 1,804 | 1,840 |
| Peabody Broadway Shows | 400,000 | 408,000 | 416,160 | 424,483 | 432,973 |
| Peabody Auditorium Seat Charge | 32,460 | 33,109 | 33,771 | 34,447 | 35,136 |
| Peabody Auditorium | 430,000 | 438,600 | 447,372 | 456,319 | 465,446 |
| Peabody Aud - Cap Imp Sur | 33,000 | 33,660 | 34,333 | 35,020 | 35,720 |
| Peabody Aud - Promo/Conc Sales | 98,000 | 99,960 | 101,959 | 103,998 | 106,078 |
| Symphony Box Office | 9,400 | 9,588 | 9,780 | 9,975 | 10,175 |
| Symphony Processing Fee | 9,700 | 9,894 | 10,092 | 10,294 | 10,500 |
| Symphony Capital Imp Fees | 9,700 | 9,894 | 10,092 | 10,294 | 10,500 |
| | \$ 1,675,000 | \$ 1,708,500 | \$ 1,742,670 | \$ 1,777,523 | \$ 1,813,074 |
| | | | | | |
| | | | | | |
| Expenses | | | | | |
| Personnel Costs | 200,000 | 204,000 | 208,080 | 212,242 | 216,486 |
| Professional Services | 333,000 | 339,660 | 346,453 | 353,382 | 360,450 |
| Utilities | 110,000 | 112,200 | 114,444 | 116,733 | 119,068 |
| Property Maintenance | 59,000 | 60,180 | 61,384 | 62,611 | 63,863 |
| Printing & Binding | 20,000 | 20,400 | 20,808 | 21,224 | 21,649 |
| Promotional Activities | 545,000 | 555,900 | 567,018 | 578,358 | 589,926 |
| Advertising | 230,000 | 234,600 | 239,292 | 244,078 | 248,959 |
| Other Contractual Services | 86,000 | 87,720 | 89,474 | 91,264 | 93,089 |
| Credit Card Fees | 20,000 | 20,400 | 20,808 | 21,224 | 21,649 |
| Materials & Supplies | 72,000 | 73,440 | 74,909 | 76,407 | 77,935 |
| | \$ 1,675,000 | \$ 1,708,500 | \$ 1,742,670 | \$ 1,777,523 | \$ 1,813,074 |

- 5) Provide evidence of maintenance and replacement plans. As a routine each month a formal review of the facility is conducted and a report is prepared and shared with key staff. This review also occurs after each performance or activity and input from the auditorium users influences issues relative to maintenance and replacement. The proposed signage, electrical and kitchen upgrades are expected to remain useful and in working condition for 40 years. Kitchen equipment will have to be replaced as needed. The budget includes funding for maintenance and repair. The City provides funding for the venue in its annual budget and is noted as such in Section 4, number (4) five year budget projection spreadsheet from 2013 through 2018 line item 'property maintenance' expense.
- 6) Provide:
- a) Two measurable operational goals.
 1. Each year incrementally advance the objective of financial sustainability by increasing revenue 2% more than the prior year.
 2. Increase and monitor the quality of the programmatic offerings and the overall patron experience with the implementation of the proposed signage, electrical, kitchen renovations and overall visitor experience.
 - b) Following each goal, describe how the goals will be tracked. (Guide, see appendix D)
 1. The first goal will be tracked by current monthly, quarterly and annual budget monitoring and reporting procedures.
 2. Formally engage segments of each audience in a written survey at each show and online survey bi-annually to all patrons; and use the findings to make adjustments to the tactical elements of the goal. A sample survey was noted earlier and located in section 6, Page 211.

▪ **4.2 FISCAL STABILITY** (Up to ½-page limit):

- 1) Describe fiscal stability from 2 years prior through 5 years after project construction. To effectively manage its financial resources, the City Commission adopts a balanced budget in which our expenditures are equal to or less than revenues. As part of our financial management process, the City prepares five-year projections of all funds.
- 2) If you have had problems, how were they resolved? If you have nothing remarkable, make a statement to that affect. Use the Audit or Review Management Letter and your Response Letter to complete this section. No problems hence, no further statement.

▪ **4.3 FINANCIAL AUDIT / REVIEW AND/OR OTHER FINANCIAL DOCUMENTS:**

Insert the appropriate required documents as determined in the Application Guide, page 45 of the GOV guide and page 46 of the NFP.



**MOORE STEPHENS
LOVELACE, P.A.**
CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITOR'S MANAGEMENT LETTER

The Honorable Mayor and
Members of the City Commission
City of Daytona Beach, Florida

We have audited the financial statements of the City of Daytona Beach, Florida (the "City"), as of and for the fiscal year ended September 30, 2011, and have issued our report thereon dated January 23, 2012.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and OMB Circular A-133, *Audits of States, Local Governments, and Non-Profit Organizations*. We have also issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters, Independent Auditor's Report on Compliance with Requirements That Could Have a Direct and Material Effect on Each Major Federal Award Program and Major State Project and on Internal Control over Compliance, and Schedule of Findings and Questioned Costs. Disclosures in those reports, which are dated January 23, 2012, should be considered in conjunction with this management letter.

Additionally, our audit was conducted in accordance with the provisions of Chapter 10.550, Rules of the Auditor General, which govern the conduct of local governmental entity audits performed in the State of Florida. This letter includes the following information, which is not included in the aforementioned auditor's reports or schedule:

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. Findings and recommendations reported in the preceding annual financial audit report have been addressed or are no longer relevant, as summarized in Appendix B.

Section 10.554(1)(i)2., Rules of the Auditor General, requires our audit to include a review of the provisions of Section 218.415, Florida Statutes, regarding the investment of public funds. In connection with our audit, we determined that the City complied with Section 218.415, Florida Statutes.

Section 10.554(1)(i)3., Rules of the Auditor General, requires that we address in the management letter any recommendations to improve financial management. In connection with our audit, we have reported any such recommendations in Appendix A hereto.

Section 10.554(1)(i)4., Rules of the Auditor General, requires that we address violations of provisions of contracts and grant agreements or abuse that have an effect on the financial statements that is less than material but more than inconsequential. In connection with our audit, we did not have any such findings.

The Honorable Mayor and
Members of the City Commission
City of Daytona Beach, Florida

Section 10.554(1)(i)5., Rules of the Auditor General, provides that the auditor may, based on professional judgment, report the following matters that have an inconsequential effect on the financial statements, considering both quantitative and qualitative factors: (1) violations of provisions of contracts or grants agreements, fraud, illegal acts, or abuse, and (2) control deficiencies that are not significant deficiencies. In connection with our audit, we have reported any such recommendations in Appendix A hereto.

Section 10.554(1)(i)6., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The legal authority is disclosed in the notes to the financial statements.

Section 10.554(1)(i)7.a., Rules of the Auditor General, requires a statement be included as to whether or not the local governmental entity has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and identification of the specific condition(s) met. In connection with our audit, we determined that the City met one of the conditions described in Section 218.503(1)(e), Florida Statutes, specifically regarding fund balance deficits, or total or unrestricted net assets deficits. The City reports seven proprietary funds with a net deficit equity position in its financial statements as of September 30, 2011, and discloses them individually in Note 3.B. in the notes to the financial statements. Generally, the City discloses multi-year plans to address each deficit, primarily through future charges for services and other user and rental fees. While the combined deficits may reflect a deteriorating financial position, the City's management has positive and sufficient local unrestricted net assets in its other major enterprise funds that are available to cover current fund deficits.

Section 10.554(1)(i)7.b., Rules of the Auditor General, requires that we determine whether the annual financial report for the City for the fiscal year ended September 30, 2011, filed with the Florida Department of Financial Services pursuant to Section 218.32(1)(a), Florida Statutes, is in agreement with the annual financial audit report for the fiscal year ended September 30, 2011. In connection with our audit, we determined that these two reports were in agreement.

Pursuant to Sections 10.554(1)(i)7.c. and 10.556(7), Rules of the Auditor General, we applied financial condition assessment procedures. It is management's responsibility to monitor the City's financial condition, and our financial condition assessment was based, in part, on representations made by management and the review of financial information provided by same. As part of our assessment, we evaluated the results of financial indicators developed by the Office of the Auditor General for quantitative analysis. Of 18 financial indicators analyzed, we determined that 5 were favorable, 11 were unfavorable, and 2 were inconclusive. These results showed a negative trend when compared to the prior year. See Appendix A hereto for further commentary on the results of financial condition assessment procedures.

Pursuant to Chapter 119, Florida Statutes, this management letter is a public record and its distribution is not limited. Auditing standards generally accepted in the United States of America require us to indicate that this letter is intended solely for the information and use of the Mayor, City Commission, management, and the State of Florida Auditor General and is not intended to be, and should not be, used by anyone other than these specified parties.

Moore Stephens Lovelace, P.A.
MOORE STEPHENS LOVELACE, P.A.
Certified Public Accountants

Orlando, Florida
January 23, 2012

Appendix A
Management Letter - Summary of Current Year Observations and Recommendations
The City of Daytona Beach, Florida
Year Ended September 30, 2011

2011-1 Results of Financial Condition Assessment Procedures

Observation: Rules of the Auditor General, Chapter 10.550, require certain disclosures in the management letter when financial condition assessment procedures reveal a declining financial position, and whether the declines are due to deteriorating financial position. It further calls for representing whether resources are available to fund the deficit(s). As of September 30, 2011, the City is facing a declining financial position, and the declines appear due to deteriorating financial position.

For fiscal year 2011, the City did not achieve unassigned fund balance levels required by its Fiscal Integrity Ordinance for the General Fund. Primary reasons for this situation are 1) excess expenditures over revenues over several fiscal periods. We noted that deficiencies of expenditures over revenues of governmental funds for the past four years averaged over \$20 million. 2) Tax revenue decreased to fiscal year 2005 levels. Property tax revenue is controllable, whereas state revenue sharing is not.

The City reports seven proprietary funds in a deficit net asset position. The deficits were caused by expenses outpacing revenues over several fiscal periods. The effect of the condition is that the City met one of the conditions described in Section 218.503(1), Florida Statutes, specifically, 218.503(1)(e). The City has unrestricted net assets available in other major enterprise funds to cover the deficits; however, the City typically plans on recouping the deficits in future periods through charges for services or user or rental fees.

Recommendation: We recommend the City continue to monitor its overall financial position, and take certain steps to restore sound financial health and stability to the City. The City should adopt appropriate charges for services and user fees to alleviate current deficits. To be most effective, the revenue rate increases should be combined with cost-cutting measures.

Management Response: During FY 2011 the City Manager along with Department heads began the process of reviewing charges for services and user fees across all funds with the intent of setting fees for full cost recovery. In September 2011 the CFO and City Manager began discussions on a strategy to recover fund balance and review of expenditure reductions to come in line with declining revenue trends. Currently, meetings are being held with all Departments to reduce expenditures and brainstorm revenue generating ideas. A plan to recover fund balance through budget reductions and user fees is scheduled to be presented to the City Commission for approval in February.

Appendix A
Management Letter - Summary of Current Year Observations and Recommendations
The City of Daytona Beach, Florida
Year Ended September 30, 2011

2011-2 Physical Security Controls

Observation: Physical security controls of the IT infrastructure are an important consideration in the protection of information assets, including the network, servers, systems and information. Specific details of these observations are not disclosed in this report to avoid the possibility of compromising City information. However, appropriate IT management has been notified of our specific findings.

Recommendation: The City should update some of the current practices and physical infrastructure to ensure that the security of the physical IT assets are adequately protected.

Management Response: A revised Policy and Procedures for IT physical security controls has been completed and will be presented to the City Commission for approval by fiscal year end.

2011-3 End-User Security Controls

Observation: End-user security controls are intended to protect the confidentiality, integrity, and availability of data and IT resources. Our audit identified certain end-user security controls related to user authentication and desktop management that needed improvement. We are not disclosing specific details of the issues in this report to avoid the possibility of compromising City data and IT resources. However, we have notified appropriate IT management of the specific findings. Without adequate security controls, the confidentiality, integrity, and availability of data and IT resources may be compromised, increasing the risk that City data and IT resources may be subject to improper disclosure, modification, or destruction.

Recommendation: The City should improve its security controls related to end-user and desktop security management to ensure the continued confidentiality, integrity, and availability of City data and IT resources.

Management Response: A revised Policy and Procedures for end user security has been completed and will be presented to the City Commission for approval by fiscal year end.

Appendix A
Management Letter - Summary of Current Year Observations and Recommendations
The City of Daytona Beach, Florida
Year Ended September 30, 2011

2011-4 Network Security Controls

Observation: Our audit identified certain security concerns related to network security controls and management. We are not disclosing specific details of the issues in this report to avoid the possibility of compromising City data and IT resources. However, we have notified appropriate IT management of the specific issues. Without adequate network security controls, the confidentiality, integrity, and availability of data and IT resources may be compromised, increasing the risk that City data and IT resources may be subject to improper disclosure, modification, or destruction.

Recommendation: The City should improve its security controls related to network management to ensure the continued confidentiality, integrity, and availability of City data and IT resources.

Management Response: A revised Policy and Procedures for network security has been completed and will be presented to the City Commission for approval by fiscal year end.

2011-5 Policies and Procedures

Observation: Each IT function needs complete, well-documented policies and procedures to describe the scope of the function and its activities. Sound policies and procedures provide benchmarks against which compliance can be measured and contribute to an effective control environment. We identified certain areas where the City lacked written policies and/or procedures to support IT functions or where existing procedures could be strengthened:

- User Account Management
- Log Management
- Change Control
- Encryption Management
- Security Awareness Program & Policies
- Personal Computing Device Management

Without written policies and procedures, the risk is increased that IT controls may not be followed consistently and in a manner pursuant to management's expectations.

Recommendation: The City should establish or strengthen written policies and procedures to document management's expectations for the performance of the above-listed IT functions.

Management Response: A revised Policy and Procedures for IT functions has been completed and will be presented to the City Commission for approval by fiscal year end.

Appendix A
Management Letter - Summary of Current Year Observations and Recommendations
The City of Daytona Beach, Florida
Year Ended September 30, 2011

2011-6 Data Backup Controls

Observation: Data backup controls are put in place to ensure that data is available for restoration, in the event that the production data becomes unavailable. It is important that backup data be encrypted and moved off-site to further protect the backup data from disclosure and destruction.

Recommendation: The City should implement out-of-area data backup storage, as well as encryption of backup data that is stored off-site.

Management Response: The IT Department is in the process of implementing off-site storage procedures as well as near redundant back-up systems.

2011-7 Business Continuity/Disaster Recovery Program

Observation: Business continuity controls are intended to ensure continuous service to meet City business requirements, ensure that IT services are available, as required, and lessen the business impact in the event of a major disruption. Business continuity planning identifies and provides information on supporting resources needed and the roles and responsibilities of those involved in the recovery process, including user department personnel. We identified several areas for improvement in the City's current disaster recovery controls. Specific details of these observations are not disclosed in this report to avoid the possibility of compromising City information. However, appropriate City personnel have been notified of the deficiencies.

Recommendation: The City should continue to develop and enhance the current Disaster Recovery Plan, including the development of a formal plan to progressively exercise the plan.

Management Response: The IT Department is in the process of updating the City's IT disaster recovery plan including near redundancy off-site back-up for immediate cross over in the event of an emergency.

Appendix B
The City of Daytona Beach, Florida
Status of Prior Year Observations, Recommendations and Management Responses
September 30, 2011

The following table summarizes the status of the prior year findings and management letter comments issued by the external auditor in fiscal year 2010:

| | Corrective Action Not Yet Complete | Comment Has Been Addressed Or Is No Longer Relevant | Prior Year Reference Number |
|---|--|--|-----------------------------------|
| P-Card Purchasing Policy | | x | 2010-1 |
| Recording of Estimated Closure and Post Closure Liabilities | | x | 2010-2 |
| Utility Billing Discrepancies | | x | 2010-3 |
| Federally Funded Procurement Actions | | x | 2010-4 |

THE CITY OF DAYTONA BEACH, FLORIDA
COMPREHENSIVE ANNUAL FINANCIAL REPORT
FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2011

Prepared by:
Finance Department

Lautie Matta
Chief Financial Officer

THE CITY OF DAYTONA BEACH, FLORIDA
STATEMENT OF NET ASSETS
SEPTEMBER 30, 2011

| | Primary Government | | | Component Unit |
|--|-------------------------|----------------------------|-----------------------|------------------|
| | Governmental Activities | Business - Type Activities | Total | |
| ASSETS | | | | |
| Equity in pooled cash and investments | \$ 24,023,853 | \$ 5,010,919 | \$ 29,034,772 | \$ 63,155 |
| Receivables (net) | 3,063,232 | 8,232,747 | 11,295,979 | - |
| Notes receivable (net) | 444,214 | 936,746 | 1,380,960 | - |
| Due from other governments | 2,737,237 | 233,787 | 2,971,024 | 25 |
| Internal balances | 382,428 | (382,428) | - | - |
| Inventories | 814,384 | 601,063 | 1,415,447 | - |
| Prepaid items | 214,538 | 166,414 | 380,952 | - |
| Other assets | 641,994 | 640,843 | 1,282,837 | - |
| Restricted assets: | | | | |
| Cash and cash equivalents | 6,682,264 | 14,757,126 | 21,439,390 | - |
| Capital assets not being depreciated: | | | | |
| Land | 26,845,268 | 7,014,531 | 33,859,799 | - |
| Construction in progress | 8,813,910 | 5,651,172 | 14,465,082 | - |
| Capital assets net of accumulated depreciation: | | | | |
| Buildings | 32,947,528 | 23,557,831 | 56,505,359 | - |
| Improvements other than buildings | 7,914,006 | 43,905,907 | 51,819,913 | - |
| Equipment | 6,623,077 | 38,713,860 | 45,336,937 | - |
| Infrastructure | 22,935,018 | - | 22,935,018 | - |
| Total assets | <u>145,082,951</u> | <u>149,040,518</u> | <u>294,123,469</u> | <u>63,180</u> |
| LIABILITIES | | | | |
| Accounts payable | 2,557,391 | 1,821,732 | 4,379,123 | 17,194 |
| Contracts payable | 309,918 | 177,159 | 487,077 | - |
| Accrued liabilities | 543,861 | 185,966 | 729,827 | 41 |
| Due to other governments | 375,076 | 682,406 | 1,057,482 | - |
| Deposits | 41,996 | 4,550,949 | 4,592,945 | - |
| Unearned revenue | 1,623,557 | 579,909 | 2,203,466 | - |
| Accrued interest payable | 248,582 | 1,571,574 | 1,820,156 | - |
| Long-term liabilities: | | | | |
| Portion due or payable within one year: | | | | |
| Claims payable | 2,688,659 | - | 2,688,659 | - |
| Bonds and notes payable | 2,726,311 | 5,898,466 | 8,624,777 | - |
| Capital lease payable | - | 23,283 | 23,283 | - |
| Other liabilities | 2,167,804 | 622,584 | 2,790,388 | - |
| Portion due or payable after one year: | | | | |
| Claims payable | 5,070,140 | - | 5,070,140 | - |
| Bonds and notes payable | 62,003,828 | 81,559,274 | 143,563,102 | - |
| Other liabilities | 4,332,203 | 1,441,301 | 5,773,504 | - |
| Total liabilities | <u>84,689,326</u> | <u>99,114,603</u> | <u>183,803,929</u> | <u>17,235</u> |
| NET ASSETS | | | | |
| Invested in capital assets, net of related debt | 77,344,195 | 32,002,621 | 109,346,816 | - |
| Restricted for: | | | | |
| Capital projects | 3,541,569 | 4,551,595 | 8,093,164 | - |
| Debt service | 2,721,148 | 3,960,814 | 6,681,962 | - |
| Economic environment | 9,917,096 | - | 9,917,096 | - |
| Other purposes | 5,669,306 | 139,948 | 5,809,254 | - |
| Unrestricted (deficit) | <u>(38,799,689)</u> | <u>9,270,937</u> | <u>(29,528,752)</u> | <u>45,945</u> |
| Total net assets | <u>\$ 60,393,625</u> | <u>\$ 49,925,915</u> | <u>\$ 110,319,540</u> | <u>\$ 45,945</u> |

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

THE CITY OF DAYTONA BEACH, FLORIDA
BALANCE SHEET
GOVERNMENTAL FUNDS
SEPTEMBER 30, 2011

| | General | Redevelopment Trust | FIFC/ 2011 A and B Bond Fund | Capital Projects | Nonmajor Governmental Funds | Total Governmental Funds |
|--|---------------------|------------------------|------------------------------------|---------------------|-----------------------------------|--------------------------------|
| ASSETS | | | | | | |
| Equity in pooled cash and investments | \$ 3,390,044 | \$ 8,068,769 | \$ - | \$ 806,708 | \$ 7,160,584 | \$ 19,426,105 |
| Accounts receivables (net) | 2,585,457 | - | - | - | 100 | 2,585,557 |
| Taxes receivable | 218,481 | - | - | - | 13,921 | 232,402 |
| Notes receivable | 114,065 | 241,660 | - | - | 88,489 | 444,214 |
| Accrued interest receivable | 102,070 | - | - | - | - | 102,070 |
| Due from other governments | 1,559,304 | 42,453 | - | 661,743 | 473,737 | 2,737,237 |
| Inventories | 285,061 | - | - | - | - | 285,061 |
| Prepaid items | 6,247 | - | - | - | - | 6,247 |
| Restricted cash | - | - | 2,686,100 | 3,053,396 | 281,024 | 6,020,520 |
| Deposits | 1,150 | - | - | - | - | 1,150 |
| Total assets | \$ 8,261,879 | \$ 8,352,882 | \$ 2,686,100 | \$ 4,521,847 | \$ 8,017,855 | \$ 31,840,563 |
| LIABILITIES AND FUND BALANCES | | | | | | |
| Liabilities: | | | | | | |
| Accounts payable | \$ 1,011,509 | \$ 306,660 | \$ - | \$ 374,694 | \$ 361,786 | \$ 2,054,649 |
| Contracts payable | - | 30,293 | - | 279,625 | - | 309,918 |
| Accrued liabilities | 472,808 | 9,139 | - | - | 15,774 | 497,721 |
| Due to other governments | 239,398 | 1,495 | - | - | 120,515 | 361,408 |
| Deposits | 37,931 | - | - | - | 4,065 | 41,996 |
| Deferred revenue | 973,700 | - | - | 880,230 | 251,752 | 2,105,682 |
| Total liabilities | 2,735,346 | 347,587 | - | 1,534,549 | 753,892 | 5,371,374 |
| Fund Balances: | | | | | | |
| Non-Spendable: | | | | | | |
| Inventories | 285,061 | - | - | - | - | 285,061 |
| Prepaid items | 6,247 | - | - | - | - | 6,247 |
| Notes receivable | 114,065 | 216,660 | - | - | 78,417 | 409,142 |
| Restricted: | | | | | | |
| Debt service | - | - | 2,686,100 | - | 283,630 | 2,969,730 |
| Community redevelopment | - | 7,788,635 | - | 809,439 | 1,354,094 | 9,952,168 |
| Human services | - | - | - | - | 1,233 | 1,233 |
| Culture and recreation | - | - | - | 1,000 | 1,143,225 | 1,144,225 |
| Transportation | - | - | - | 82,489 | 1,070,403 | 1,152,892 |
| Public Safety | 24,370 | - | - | - | 1,293,909 | 1,318,279 |
| Permitting | - | - | - | - | 102,638 | 102,638 |
| Infrastructure projects | - | - | - | - | 835,376 | 835,376 |
| Planning | - | - | - | - | 52,917 | 52,917 |
| City Hall renovation | - | - | - | - | 54,399 | 54,399 |
| Leisure services | 186,639 | - | - | - | - | 186,639 |
| Other capital projects | 20,534 | - | - | - | 993,722 | 1,014,256 |
| Committed: | | | | | | |
| Capital projects | 27,952 | - | - | 1,711,396 | - | 1,739,348 |
| Assigned: | | | | | | |
| Capital projects | 404,991 | - | - | 382,974 | - | 787,965 |
| Public safety | 15,838 | - | - | - | - | 15,838 |
| Other purposes | 69,349 | - | - | - | - | 69,349 |
| Unassigned | 4,371,487 | - | - | - | - | 4,371,487 |
| Total fund balances | 5,526,533 | 8,005,295 | 2,686,100 | 2,987,298 | 7,263,963 | 26,469,189 |
| Total liabilities and fund balances | \$ 8,261,879 | \$ 8,352,882 | \$ 2,686,100 | \$ 4,521,847 | \$ 8,017,855 | \$ 31,840,563 |

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

THE CITY OF DAYTONA BEACH, FLORIDA
RECONCILIATION OF THE BALANCE SHEET OF GOVERNMENTAL FUNDS
TO THE STATEMENT OF NET ASSETS
SEPTEMBER 30, 2011

Amounts reported for governmental activities in the statement of net assets are different because:

| | |
|---|----------------------|
| Fund balances - total governmental funds | \$ 26,469,189 |
| Capital assets used in governmental activities are not financial resources and, therefore, are not reported in the funds. | 105,768,350 |
| Internal Service Funds are used by management to charge the costs of fleet maintenance, employment services, property maintenance, information systems, and insurance to individual funds. The assets and liabilities of the Internal Service Funds are included in governmental activities in the statement of net assets. | (2,013,696) |
| Changes in Deferred Revenue | 482,125 |
| Long-term liabilities, including bonds payable, are not due and payable in the current period and, therefore, are not reported in the funds. | <u>(70,312,343)</u> |
| Net assets of governmental activities | <u>\$ 60,393,625</u> |

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

THE CITY OF DAYTONA BEACH, FLORIDA
 COMBINING STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCES
 GOVERNMENTAL FUNDS
 FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2011

| | General | Redevelopment Trust | FIFC/ 2011 A and B Bond Fund | Capital Projects | Nonmajor Governmental Funds | Total Governmental Funds |
|--|---------------------|---------------------|------------------------------------|---------------------|-----------------------------------|--------------------------------|
| REVENUES | | | | | | |
| Taxes | \$ 35,174,567 | \$ - | \$ - | \$ - | \$ 2,303,677 | \$ 37,478,244 |
| Licenses and permits | 6,101,184 | 14,461 | - | - | 1,116,646 | 7,232,291 |
| Intergovernmental | 6,921,413 | 3,298,406 | - | 1,779,082 | 1,714,496 | 13,713,397 |
| Charges for services | 2,751,352 | 117,147 | - | - | - | 2,868,499 |
| Special assessments/impact fees | - | - | - | - | 1,094,795 | 1,094,795 |
| Fines and forfeitures | 2,884,997 | - | - | - | 591,050 | 3,476,047 |
| Income on investments | 244,384 | 18,135 | 88,966 | 76 | 22,573 | 374,134 |
| Miscellaneous | 511,393 | 172,728 | - | 30 | - | 684,151 |
| Total revenues | 54,589,290 | 3,620,877 | 88,966 | 1,779,188 | 6,843,237 | 66,921,558 |
| EXPENDITURES | | | | | | |
| Current operating: | | | | | | |
| General government | 5,541,586 | 55,241 | - | - | 1,235,848 | 6,832,675 |
| Public safety | 46,662,879 | - | - | - | 522,535 | 47,185,414 |
| Transportation | 6,982,340 | 277,755 | - | 3,039,776 | 433,576 | 10,733,447 |
| Economic environment | - | 2,796,358 | - | - | 2,123,175 | 4,919,533 |
| Human services | - | - | - | - | 16,963 | 16,963 |
| Culture and recreation | 3,688,234 | 8,895 | - | 13,449 | - | 3,710,578 |
| Capital outlay | 1,196,165 | 4,434,089 | - | 2,571,217 | 842,671 | 9,044,142 |
| Debt service: | | | | | | |
| Principal | 62,117 | - | 1,144,118 | - | 787,690 | 1,993,925 |
| Interest and fiscal charges | - | - | 2,135,556 | - | 1,230,347 | 3,366,103 |
| Total expenditures | 64,133,321 | 7,572,338 | 3,279,674 | 5,624,442 | 7,193,025 | 87,802,780 |
| (Deficiency) of revenues (under) expenditures | (9,544,031) | (3,951,461) | (3,190,708) | (3,845,254) | (349,768) | (20,881,222) |
| Other financing sources (uses): | | | | | | |
| Transfers in | 10,136,696 | 2,611,269 | 2,179,464 | 600,000 | 449,867 | 15,977,296 |
| Transfers (out) | (2,937,277) | (2,911,877) | - | - | (283,960) | (6,133,114) |
| Debt issuance | - | - | 34,599,710 | - | - | 34,599,710 |
| Premium on debt issuance | - | - | 161,993 | - | - | 161,993 |
| Payment on refunding debt | - | - | (34,612,440) | - | - | (34,612,440) |
| Total other financing sources (uses) | 7,199,419 | (300,608) | 2,328,727 | 600,000 | 163,907 | 9,993,445 |
| Net change in fund balances | (2,344,612) | (4,252,069) | (861,981) | (3,245,254) | (183,861) | (10,887,777) |
| Fund balances - beginning | 7,871,145 | 12,257,364 | 3,548,081 | 6,232,552 | 7,447,824 | 37,356,966 |
| Fund balances - ending | \$ 5,526,533 | \$ 8,005,295 | \$ 2,686,100 | \$ 2,987,298 | \$ 7,263,963 | \$ 26,469,189 |

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

THE CITY OF DAYTONA BEACH, FLORIDA
 RECONCILIATION OF THE STATEMENT OF REVENUES, EXPENDITURES,
 AND CHANGES IN FUND BALANCES OF GOVERNMENTAL FUNDS
 TO THE STATEMENT OF ACTIVITIES
 FOR THE FISCAL YEAR ENDED SEPTEMBER 30, 2011

Amounts reported for governmental activities in the statement of activities are different because:

| | |
|--|-----------------------|
| Net change in fund balances - total governmental funds | \$ (10,887,777) |
| Governmental funds report capital outlays as expenditures. However, in the statement of activities the cost of those assets is depreciated over their estimated useful lives and reported as depreciation expense. This is the amount by which capital outlay exceeded depreciation in the current period. | 4,095,198 |
| The net effect of various miscellaneous transactions involving capital assets (i.e., sales, trade-ins, and donations) is to decrease net assets. | 459,571 |
| Revenues in the statement of activities that do not provide current financial resources are not reported as revenues in the funds. | 482,125 |
| The issuance of long-term debt (i.e., bonds, notes, leases) provides current financial resources to governmental funds, while the repayment of the principal of long-term debt consumes the current financial resources of governmental funds. Neither transaction, however, has any effect on net assets. Also, governmental funds report the effect of issuance costs, premiums, discounts, and similar items when debt is first issued, whereas these amounts are deferred and amortized in the statement of activities. This amount is the net effect of these differences in the treatment of long-term debt and related items. | 1,844,661 |
| Some expenses reported in the statement of activities do not require the use of current financial resources and, therefore, are not reported as expenditures in governmental funds. | (960,549) |
| Internal service funds are used by management to charge the costs of fleet maintenance, employment services, property maintenance, information systems, and insurance to individual funds. The net revenue of certain activities of internal service funds is reported with governmental activities. | <u>(397,655)</u> |
| Change in net assets of governmental activities | <u>\$ (5,364,426)</u> |

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



The CITY OF DAYTONA BEACH

"THE WORLD'S MOST FAMOUS BEACH"

Office of the City Manager

February 15, 2012

To the Honorable Mayor and
City Commissioners, and
Citizens of The City of Daytona Beach

Submitted herewith is the Comprehensive Annual Financial Report of The City of Daytona Beach, Florida, for the fiscal year ended September 30, 2011 as required by City Charter and Florida Statutes. This report was prepared by the City's Finance Department in conformity with generally accepted accounting principles (GAAP) and audited in accordance with generally accepted auditing standards by an independent firm of licensed certified public accountants, Moore Stephens Lovelace, P.A. The responsibility for both the accuracy of the data presented and the completeness and fairness of the presentation including all disclosures rests with the City. We believe the data, as presented, is accurate in all material respects, that it is presented in a manner designed to fairly set forth the financial position and results of operations of the City as measured by the financial activities of its various funds. All disclosures necessary to enable the reader to gain general understanding of the City's financial activities have been included.

Independent Audit

The City's Finance Department has prepared and is responsible for the content of this financial report and it is management's representations concerning the finances of The City of Daytona Beach. Consequently, management assumes full responsibility for the completeness and reliability of all of the information presented in this report. To provide a reasonable basis for making these representations, management of the City has established a comprehensive internal control framework that is designed both to protect the City's assets from loss, theft, or misuse and to compile sufficient reliable information for the preparation of The City of Daytona Beach's financial statements in conformity with GAAP. Because the cost of internal controls should not outweigh their benefits, The City of Daytona Beach's comprehensive framework of internal controls has been designed to provide reasonable rather than absolute assurance that the financial statements will be free from material misstatement. As management, we assert that, to the best of our knowledge and belief, this financial report is complete and reliable in all material respects.

The City of Daytona Beach's financial statements have been audited by the independent certified public accounting firm of Moore Stephens Lovelace, P.A., and they have issued an unqualified opinion on the financial statements for the fiscal year ended September 30, 2011.

The independent audit of the financial statements of the City was part of a broader, federally mandated "Single Audit" designed to meet the needs of federal and state grantor agencies. The standards governing Single Audit engagements require the independent auditor to report not only on the fair representation of the financial statements, but also on the City's internal controls and legal requirements involving the administration of federal and state awards.

GAAP requires that management provide a narrative introduction, overview, and analysis to accompany the basic financial statements in the form of Management's Discussion and Analysis (MD&A). This letter of transmittal is designed to complement the MD&A and should be read in conjunction with it. The City of Daytona Beach's MD&A can be found immediately following the report of the independent accountants.

Profile of The City of Daytona Beach

The City of Daytona Beach, Florida, is an incorporated municipality of the State of Florida located within the County of Volusia. The City, which currently encompasses 72 square miles, is located on the central east coast of the State of Florida, 89 miles south of Jacksonville and 50 miles northeast of Orlando.

The City was incorporated on July 26, 1876, and operates under a Commission-Manager form of government. It is a full service City empowered to levy a property tax on both real and personal property located within the City and provides general government, public safety, public works, planning, leisure, economic development and cultural services to its 61,615 residents. To provide these services, the City operates nine (9) enterprise activities: a water and sewer system, a solid waste system, a marina, a municipal golf course, a stormwater system, a tennis center, a cultural services division, the municipal stadium and Jackie Robinson Ballpark, and pier operations.

Policy-making and legislative authority are vested in the City Commission consisting of the mayor, elected city-wide, and six (6) commissioners elected by district. The City Commission is responsible for, among other things, setting policy, passing ordinances and resolutions, adopting the budget, appointing committee and board members, and hiring the City Manager and City Attorney. The City Manager is responsible for carrying out the policies and directives of the City Commission, overseeing the day-to-day operations of the City and for appointing various department heads. The City Commission is elected on a non-partisan basis. The mayor, elected in 2007, shall serve a term ending in 2012. Commissioners from zones 1, 3, and 5, elected in 2010 shall serve terms ending in 2014. Commissioners from zones 2, 4, and 6, elected in 2007 shall serve terms ending in 2012. Thereafter, the mayor and commissioners shall be elected to terms of four (4) years.

To effectively manage its financial resources, The City of Daytona Beach prepares and adopts an annual operating budget and a five-year capital program that encompasses all funds as necessary. The budget process starts each January with a strategic planning session with the City Commission and City Management. Later, the operating department managers submit their requests to the City Manager, who then reviews these requests and considering available revenue sources, prepares his proposed budget. The City Manager's proposed budget is submitted to the City Commission by July 15th of each year. Budget workshops are scheduled as necessary, and two (2) advertisements and two (2) public hearings are held with final adoption by September 30, all in compliance with the Florida Truth in Millage (TRIM) requirements. The legal level of budgetary control is at the department level by fund at which management may not overspend appropriated amounts.

Financial Reporting Entity

This financial report includes all funds and component units of The City of Daytona Beach in accordance with Governmental Accounting Standards Board, Statement No. 14, which clarifies the criteria in defining the governmental reporting entity.

Included as part of this report is the fiscal information that the City maintains for the Daytona Beach Downtown Development Authority, which is a dependent taxing entity.

The Daytona Beach Housing Authority is not a part of this report because the City's accountability does not extend beyond making appointments to their board and the City cannot impose its will on the Daytona Beach Housing Authority, nor does the City derive any financial benefit or burden from the relationship.

The City, in conjunction with the County of Volusia and two (2) other cities in Volusia County have created the Eastern Volusia Regional Water Authority, whose purpose is to protect the area's future water supply. The Eastern Volusia Regional Water Authority is composed of one member from the governing board of each of the municipalities and county. During FY 2010-11, the City did not contribute to the Eastern Volusia Regional Water Authority.

Overall Financial Condition

Local economy. The economy of the Daytona Beach area is heavily tourist-oriented and currently draws more than 8,100,000 tourists annually for family vacations or to attend any of the seven (7) major special events held in the City throughout the year. The City is rich in outdoor amenities providing access to recreation on 23 miles of Atlantic Ocean beach. These major special events and the numerous smaller events continue to grow in participation and in financial impact to the City.

The local economy continued to experience a slow-down in FY 2010-11 as consumer confidence remains at historically low levels. The local area unemployment rate decreased from 11.9% in FY 2009-10 to 10.8%, which is comparable to the State unemployment rate of 10.6%. Building construction has decreased slightly resulting in lower building permit revenues in FY 2010-11. Due to a decrease in property values during the year the continued investment in the City's five (5) redevelopment districts showed a decrease this year. The local economy, similar to most cities, is still trying to rebound from the recession, however there are indications that more jobs will be established through companies such as Crane Performance Products, Teledyne ODI, Custom Filling and Packaging, Daytona Beverages, ARK Technologies and Advance Transit Manufacturing, who are moving to or expanding their operations in Daytona Beach. These new facilities will also provide an expansion of the City's tax base in the long-term.

Financial planning and budgeting. The City continued to stress expenditure control in preparing the FY 2010-11 General Fund budget. The City ad valorem millage rate for FY 2010-11 was 6.3044, which was the rollback rate. While the millage increased from the prior year rate of 5.42476, actual property tax collections decreased 2.6% due to a decrease in property assessments. To ensure that sound financial management policies and procedures are in place to assure maximum protection and use of public funds, the City adopted the Fiscal Integrity Principles Ordinance in June 2004, which was subsequently revised in FY 2006-07, FY 2007-08 and FY 2010-11.

Relevant financial policies. The City Commission recognizes the need to meet seasonal shortfalls in cash flows, its susceptibility to emergency or unanticipated expenditures or to the possibility of revenue shortfalls during any fiscal year. To address these issues, the City Commission included in the Fiscal Integrity Principles Ordinance a policy to maintain an unreserved fund balance in the General Fund and other major enterprise funds of not less than 10% of next year's budgeted expenditures (excluding operating transfers). The unassigned fund balance at September 30, 2011 was slightly less than the 10% requirement; therefore the City will be implementing a plan to restore the balance back to that level by the end of FY 2013. Additionally, in order to help facilitate maintaining this fund balance reserve, City policy requires the issuance of Quarterly Financial Analysis reports which include the General Fund and all other major funds of the City to City management and the City Commission. For FY 2010-11 budget cuts were necessary in many areas to offset declining property tax revenues. An early employee retirement program was formalized during the FY 2010-11 budget process whereby the City projects savings of \$8.8 million over the next eight (8) fiscal years.

Major initiatives. A major initiative commenced in FY 2009-10 to renovate the Daytona Beach Pier and to create an entertainment oriented redevelopment area on the beachside known as the "E-Zone" has continued in FY 2010-11. The City has signed a contract with Crab Addison, Inc., owner and operator of the Joe's Crab Shack restaurant chain, to operate a restaurant on the pier. This is anticipated to create a minimum of 200 new jobs and will serve as the anchor that will draw residents and visitors to the E-Zone. The City's purchase of several strategic properties in this area in FY 2010-11 also will be used as an incentive to new development.

Another major initiative to resurface numerous city streets continued in FY 2010-11. This includes upgrading water, sewer, and stormwater lines on those streets where feasible. The FY 2011-12 budget also includes funding for continuing flood remediation and stormwater infrastructure improvements. Funding for a midtown cultural/education community facility began in FY 2009-10 and will be completed by April 2012. The City continues to provide for

neighborhood improvements and economic and community development in the FY 2011-12 budget through various applications for funding for local housing assistance and proactive code enforcement.

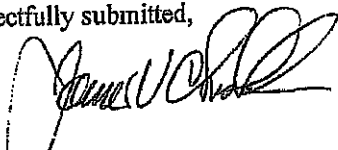
Certificate of Achievement Award

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to The City of Daytona Beach for its comprehensive annual financial report for the fiscal year ended September 30, 2010. This was the 39th consecutive year that The City of Daytona Beach has achieved this prestigious award. In order to be awarded a Certificate of Achievement, a government must publish an easily readable and efficiently organized comprehensive annual financial report. This report must satisfy both generally accepted accounting principles and applicable legal requirements. A Certificate of Achievement is valid for a period of one (1) year only. We believe that our current comprehensive annual financial report continues to conform to Certificate of Achievement Program requirements and we are submitting it to the GFOA to determine its eligibility for another certificate.

Acknowledgments

A comprehensive financial report of this nature could not have been prepared without the dedicated efforts of all staff members concerned. We would like to express our appreciation to all those who helped to produce this report and for their interest and support in planning and conducting the fiscal operations of the City.

Respectfully submitted,



James V. Chisholm
City Manager



Laurie Matta
Chief Financial Officer



**MOORE STEPHENS
LOVELACE, P.A.**
CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITOR'S REPORT

The Honorable Mayor and
Members of the City Commission
City of Daytona Beach, Florida

We have audited the accompanying financial statements of the governmental activities, the business-type activities, the discretely presented component unit, each major fund, and the aggregate remaining fund information of the City of Daytona Beach, Florida (the "City"), as of and for the year ended September 30, 2011, which collectively comprise the City's basic financial statements, as listed in the table of contents. These financial statements are the responsibility of the City's management. Our responsibility is to express opinions on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinions.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, business-type activities, the discretely presented component unit, each major fund, and the aggregate remaining fund information of the City as of September 30, 2011, and the respective changes in financial position, and, where applicable, cash flows, thereof and the budgetary comparison for the general fund and major special revenue fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated January 23, 2012, on our consideration of the City's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in conjunction with this report in considering the results of our audit.

The Honorable Mayor and
Members of the City Commission
City of Daytona Beach, Florida

INDEPENDENT AUDITOR'S REPORT
(Concluded)

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis and the required supplementary information, as listed in the table of contents, be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the City's basic financial statements. The introductory section, the other supplementary information section, and the statistical section, listed in the table of contents, are presented for additional analysis and are not a required part of the financial statements. The other supplementary information section is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The other supplementary information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole. The introductory section and statistical section have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we do not express an opinion or provide any assurance on them.

Moore Stephens Lovelace, P.A.

MOORE STEPHENS LOVELACE, P.A.
Certified Public Accountants

Orlando, Florida
January 23, 2012

MANAGEMENT'S DISCUSSION AND ANALYSIS

On behalf of The City of Daytona Beach, management presents to the readers of the City's financial statements, this narrative overview and analysis of financial activities of The City of Daytona Beach for the fiscal year ended September 30, 2011. We are providing this discussion and analysis to assist the reader in a better understanding of the City's overall financial position. This discussion and analysis should be considered in conjunction with the additional information in the Letter of Transmittal, beginning on page 4, and the City's financial statements beginning on page 27.

FINANCIAL HIGHLIGHTS

- The assets of the City exceeded its liabilities at the close of FY 2010-11 by \$110,319,540 (net assets), which represents a decrease in net assets of \$4,069,495 or 3.6% from the prior fiscal year.
- The City's governmental funds reported combined ending fund balance of \$26,469,189 a decrease of \$10,887,777 from the prior fiscal year, primarily due to the completion of several large multi-year capital projects in the Redevelopment Funds and the Capital Projects Fund and due to lower than budgeted revenues for electric franchise fees, communication taxes, investment interest and red light cameras. Approximately 6.8% of this amount is available for spending at the City's discretion.
- At the end of FY 2010-11, the General Fund unassigned fund balance was \$4,371,487 or 6.8% of total expenditures. This represents a decrease of \$2,054,499 from the prior fiscal year.
- During the fiscal year, the City's total debt decreased by \$7,485,720. Governmental debt decreased by \$2,006,654 and business-type debt decreased \$5,479,066. These decreases were the result of principal retirement.

USING THIS ANNUAL REPORT

This discussion and analysis is intended to serve as an introduction to the City of Daytona Beach's basic financial statements. The City's basic financial statements are comprised of the following three components: 1) government-wide financial statements, 2) fund financial statements and 3) notes to the financial statements. This report also contains other supplementary information in addition to the basic financial statements.

Government-Wide Financial Statements. The *government-wide financial statements* are designed to provide readers with a broad overview of the City's finances, in a manner similar to a private-sector business.

The *statement of net assets* presents information on all of the City's assets and liabilities, with the difference between the two reported as *net assets*. Over time, increases and decreases in net assets may serve as a useful indicator of whether the financial position of the City is improving or deteriorating.

The *statement of activities* presents information showing how the City's net assets changed during the most recent fiscal year. All changes in net assets are reported as soon as the underlying event giving rise to the change occurs, *regardless of the timing of related cash flows*. Thus, revenues and expenses are reported in this statement for some items that will only result in cash flows in future fiscal periods (e.g., uncollected taxes and earned but unused vacation leave).

Both of the government-wide financial statements distinguish functions of the City that are principally supported by taxes and intergovernmental revenues (*governmental activities*) from other functions that are intended to recover all or a significant portion of their costs through user fees and charges (*business-type activities*). The governmental activities of The City of Daytona Beach include general government services, police, fire, streets, economic development and recreation services. The business-type activities of the City include water and sewer, solid waste, marina, golf course, stormwater improvement, tennis center, cultural services, municipal stadium, Jackie Robinson Ballpark and the pier.

The government-wide financial statements include not only The City of Daytona Beach itself (known as the *primary government*), but also the legally separate Downtown Development Authority for which the City discretely reports separately from the primary government. The government-wide financial statements can be found on pages 27 and 28 of this report.

Fund Financial Statements. A *fund* is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The City of Daytona Beach, like other state and local governments, uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements. All of the funds of the City can be divided into three categories: governmental funds, proprietary funds and fiduciary funds.

Governmental Funds. *Governmental funds* are used to account for essentially the same functions reported as *governmental activities* in the government-wide financial statements. However, unlike the government-wide financial statements, governmental fund financial statements focus on *near-term inflows and outflows of spendable resources*, as well as on *balances of spendable resources* available at the end of the fiscal year. These funds are reported using the modified accrual accounting method, which measures cash and all other financial assets that can be readily converted into cash. Such information may be useful in evaluating a government's near-term financing requirements.

Because the focus of governmental funds is narrower than that of the government-wide financial statements, it is useful to compare the information presented for *governmental funds* with similar information presented for *governmental activities* in the government-wide financial statements. By doing so, readers may better understand the long-term impact of the government's near-term financing decisions. Both the governmental fund balance sheet and the governmental fund statement of revenues, expenditures, and changes in fund balances provide a reconciliation to facilitate this comparison between *governmental funds* and *governmental activities*. These reconciliations can be found on pages 30 and 32.

The City of Daytona Beach has four (4) major individual governmental funds. Information is presented separately in the governmental fund balance sheet and in the governmental fund statement of revenues, expenditures, and changes in fund balances for the General Fund, Redevelopment Trust Fund, FIFC/2011 A and B Bond Fund, and Capital Projects Fund all of which are considered to be major funds. Data from the other governmental funds are combined into a single, aggregated presentation. Individual fund data for each of these nonmajor governmental funds is provided in the form of *combining statements* elsewhere in this report.

A budgetary comparison statement has been provided for the General Fund and Redevelopment Trust Fund (special revenue fund) to demonstrate compliance with the budget. The basic governmental fund financial statements can be found on pages 29-34 of this report.

Proprietary Funds. The City of Daytona Beach maintains two (2) different types of proprietary funds. *Enterprise funds* are used to report the same functions presented as *business-type activities* in the government-wide financial statements. The City uses enterprise funds to account for its water and sewer, solid waste, marina, golf course, stormwater improvement, tennis center, cultural services, municipal stadium, Jackie Robinson Ballpark and the pier.

Internal service funds are an accounting device to accumulate and allocate costs internally among the City's various functions. The City uses internal service funds to account for its fleet of vehicles, employment services, central property maintenance, consolidated insurance and its information technology systems. These internal service funds have been included within *governmental activities* in the government-wide financial statements.

Proprietary funds provide the same type of information as the government-wide financial statements, only in more detail. The proprietary fund financial statements provide separate information for the water and sewer operation, solid waste, stormwater improvement, and the marina, all of which are considered to be major funds. Conversely, internal service funds are combined into a single, aggregated presentation in the proprietary fund financial statements. Individual fund data for the internal service funds is provided in the form of *combining statements* elsewhere in this report. The basic proprietary fund financial statements can be found on pages 35-38 of this report.

Fiduciary Funds. Fiduciary funds are used to account for resources held for the benefit of parties outside the government. Fiduciary funds are *not* reflected in the government-wide financial statements because the resources of those funds are *not* available to support the City's programs. The accounting used for fiduciary funds is much like that used for proprietary funds. Individual fund data for the fiduciary funds is provided in the form of *combining statements* elsewhere in this report. The basic fiduciary fund financial statements can be found on pages 39 and 40 of this report.

Notes to the Financial Statements. The notes provide additional information that is essential to a full understanding of the data provided in the government-wide and fund financial statements. The notes to the financial statements can be found on pages 41-86 of this report.

Other Information. In addition to the basic financial statements and accompanying notes, this report also presents certain *required supplementary information* on pages 87 and 88 concerning The City of Daytona Beach's progress in funding its obligation to provide pension benefits and other post-employment benefits to certain employees. The combining statements referred to earlier in connection with nonmajor governmental funds, nonmajor enterprise funds and internal service funds are presented immediately following the required supplementary information on pensions and other post-employment benefits. Combining and individual fund statements and budget and actual schedules can be found on pages 89-116 of this report.

GOVERNMENT-WIDE FINANCIAL ANALYSIS

As noted previously, over time net assets may serve as a useful indicator of a government's financial position. The assets of the City exceeded its liabilities at the close of FY 2010-11 by \$110,319,540, which represents a decrease in net assets of \$4,069,495 or 3.6% from the previous fiscal year. This decrease in net assets was due to lower than budgeted revenues for red light cameras, electric franchise fees, communication taxes and investment interest. The largest portion of the City's net assets reflects its investment in capital assets (e.g., land, buildings, equipment, and infrastructure) less any related debt used to acquire those assets that is still outstanding. It should be noted that the resources needed to repay capital-related debt must be provided from other sources, since the capital assets themselves cannot be used to liquidate these obligations.

An increase of \$976,712 occurred in net assets invested in capital assets, net of related debt from the prior fiscal year. Restricted net assets decreased \$8,019,878 primarily due to a large number of ongoing capital projects at the end of FY 2009-10 that were completed in FY 2010-11. In the fiscal year ended September 30, 2002 the City increased its long-term debt by a net \$33,774,191 of which \$26,889,000 was in accordance with approved development agreements such that funds were contributed to developers to support public areas in their specific development projects. While the funds were contributed to developers for public areas, the City did not realize the addition of any capital assets on the City's records. If the City had not incurred this debt, the City's net assets as of September 30, 2011 would have increased to \$137,208,539. The following is a comparison of net assets for the fiscal years ending September 30, 2011 and 2010:

The City of Daytona Beach, Florida
Net Assets

| | Governmental Activities | | Business-Type Activities | | Total Primary Government | |
|--|----------------------------|----------------------|-----------------------------|----------------------|-----------------------------|-----------------------|
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| Current and other assets \$ | 39,004,144 | 51,486,618 | 30,197,215 | 35,700,938 | 69,201,359 | 87,187,556 |
| Capital assets | 106,078,807 | 101,693,882 | 118,843,303 | 122,213,241 | 224,922,110 | 223,907,123 |
| Total assets | <u>145,082,951</u> | <u>153,180,500</u> | <u>149,040,518</u> | <u>157,914,179</u> | <u>294,123,469</u> | <u>311,094,679</u> |
| Current liabilities | 5,700,381 | 5,075,400 | 9,569,695 | 14,399,387 | 15,270,076 | 19,474,787 |
| Long-term liabilities | 78,988,945 | 82,347,049 | 89,544,908 | 94,883,808 | 168,533,853 | 177,230,857 |
| Total liabilities | <u>84,689,326</u> | <u>87,422,449</u> | <u>99,114,603</u> | <u>109,283,195</u> | <u>183,803,929</u> | <u>196,705,644</u> |
| Net assets: | | | | | | |
| Invested in capital assets, net of related debt | 77,344,195 | 78,195,233 | 32,002,621 | 30,174,870 | 109,346,816 | 108,370,103 |
| Restricted | 21,849,119 | 29,940,997 | 8,652,357 | 7,326,684 | 30,501,476 | 37,267,681 |
| Unrestricted (deficit) | <u>(38,799,689)</u> | <u>(42,378,179)</u> | <u>9,270,937</u> | <u>11,129,430</u> | <u>(29,528,752)</u> | <u>(31,248,749)</u> |
| Total net assets | <u>\$ 60,393,625</u> | <u>\$ 65,758,051</u> | <u>\$ 49,925,915</u> | <u>\$ 48,630,984</u> | <u>\$ 110,319,540</u> | <u>\$ 114,389,035</u> |

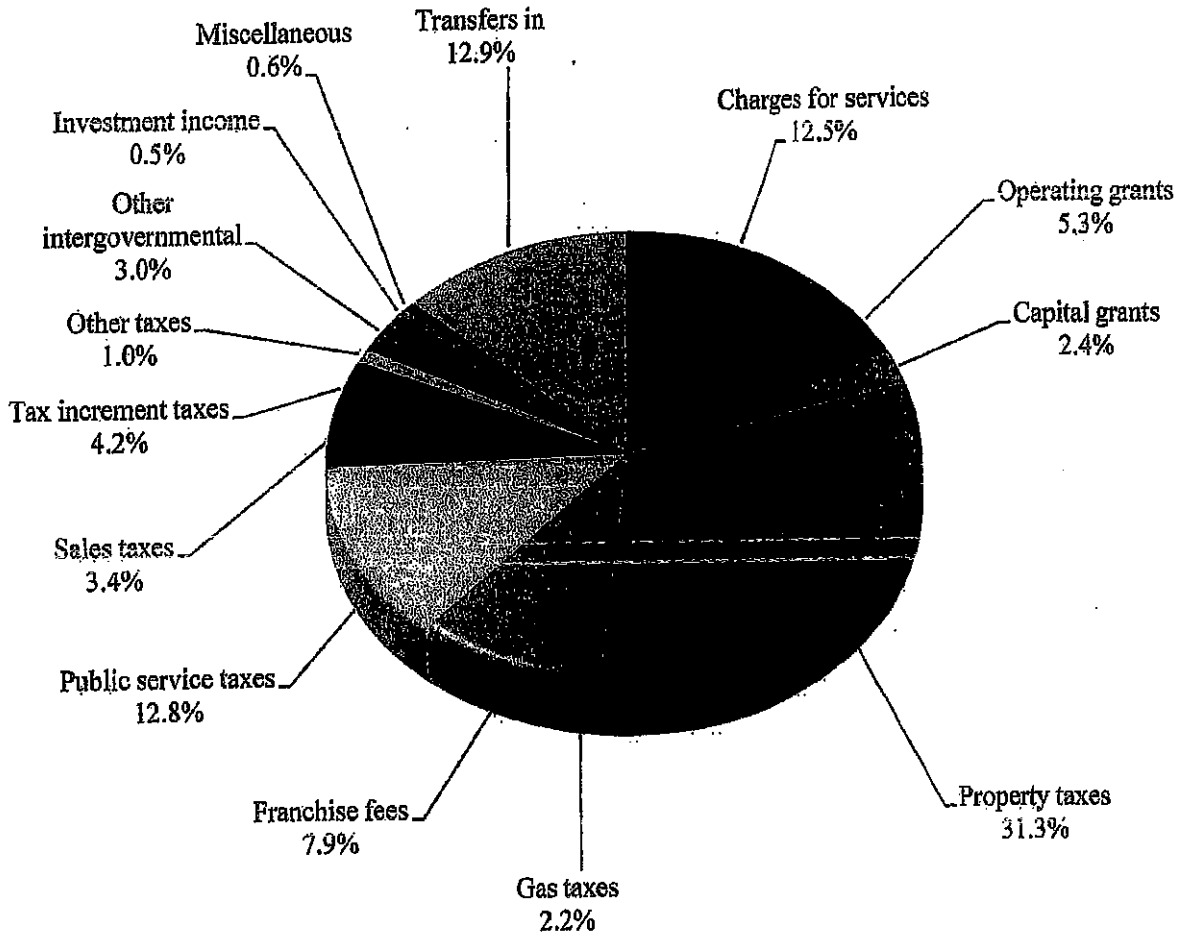
Statement of Activities. The following is a comparison of major revenue and expense categories for the fiscal years ending September 30, 2011 and 2010:

The City of Daytona Beach, Florida
Changes in Net Assets

| | Governmental | | Business-Type | | Total | |
|--|----------------------|----------------------|----------------------|----------------------|-----------------------|-----------------------|
| | Activities | | Activities | | Primary Government | |
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| REVENUES | | | | | | |
| Program revenues: | | | | | | |
| Charges for services | \$ 9,632,308 | \$ 7,336,614 | \$ 65,294,725 | \$ 62,800,852 | \$ 74,927,033 | \$ 70,137,466 |
| Operating grants | 4,073,771 | 5,290,920 | 18,977 | 63,674 | 4,092,748 | 5,354,594 |
| Capital grants | 1,855,292 | 3,286,674 | 1,281,603 | 1,105,481 | 3,136,895 | 4,392,155 |
| General revenues: | | | | | | |
| Property taxes | 24,170,806 | 24,415,008 | - | - | 24,170,806 | 24,415,008 |
| Gas taxes | 1,687,713 | 1,708,363 | - | - | 1,687,713 | 1,708,363 |
| Franchise fees | 6,099,169 | 6,272,497 | - | - | 6,099,169 | 6,272,497 |
| Public service taxes | 9,875,635 | 10,226,089 | - | - | 9,875,635 | 10,226,089 |
| Sales taxes | 2,654,618 | 2,623,736 | - | - | 2,654,618 | 2,623,736 |
| Tax increment taxes | 3,257,502 | 4,804,731 | - | - | 3,257,502 | 4,804,731 |
| Other taxes | 755,346 | 775,103 | - | - | 755,346 | 775,103 |
| Other intergovernmental | 2,283,238 | 2,280,392 | - | - | 2,283,238 | 2,280,392 |
| Income on investments | 374,134 | 807,213 | 54,458 | 73,880 | 428,592 | 881,093 |
| Other general revenues | 490,710 | 521,634 | 683,834 | 724,884 | 1,174,544 | 1,246,518 |
| Total revenues | <u>67,210,242</u> | <u>70,348,974</u> | <u>67,333,597</u> | <u>64,768,771</u> | <u>134,543,839</u> | <u>135,117,745</u> |
| EXPENSES | | | | | | |
| General government | 8,001,811 | 9,159,626 | - | - | 8,001,811 | 9,159,626 |
| Public safety | 46,541,000 | 49,971,569 | - | - | 46,541,000 | 49,971,569 |
| Transportation | 13,099,200 | 10,091,889 | - | - | 13,099,200 | 10,091,889 |
| Economic environment | 5,567,234 | 7,730,105 | - | - | 5,567,234 | 7,730,105 |
| Human services | 16,963 | 27,000 | - | - | 16,963 | 27,000 |
| Culture and recreation | 4,482,221 | 5,853,255 | - | - | 4,482,221 | 5,853,255 |
| Interest on long-term debt | 4,799,421 | 3,489,865 | - | - | 4,799,421 | 3,489,865 |
| Water and sewer system | - | - | 33,094,587 | 33,860,111 | 33,094,587 | 33,860,111 |
| Solid waste management | - | - | 8,620,577 | 8,938,976 | 8,620,577 | 8,938,976 |
| Halifax Harbor Marina | - | - | 3,611,338 | 3,518,190 | 3,611,338 | 3,518,190 |
| Municipal Golf Course | - | - | 2,116,504 | 2,196,769 | 2,116,504 | 2,196,769 |
| Stormwater improvement | - | - | 5,341,941 | 5,430,617 | 5,341,941 | 5,430,617 |
| Cultural services | - | - | 2,078,848 | 2,419,559 | 2,078,848 | 2,419,559 |
| Daytona Beach Pier | - | - | 73,179 | 252,710 | 73,179 | 252,710 |
| Municipal Stadium/Jackie Robinson Ballpark | - | - | 501,067 | - | 501,067 | - |
| Florida Tennis Center | - | - | 667,443 | 640,555 | 667,443 | 640,555 |
| Total expenses | <u>82,507,850</u> | <u>86,323,309</u> | <u>56,105,484</u> | <u>57,257,487</u> | <u>138,613,334</u> | <u>143,580,796</u> |
| Increase (decrease) in net assets before transfers | (15,297,608) | (15,974,335) | 11,228,113 | 7,511,284 | (4,069,495) | (8,463,051) |
| Net transfers - in (out) | <u>9,933,182</u> | <u>13,445,463</u> | <u>(9,933,182)</u> | <u>(13,445,463)</u> | - | - |
| Increase (decrease) in net assets | (5,364,426) | (2,528,872) | 1,294,931 | (5,934,179) | (4,069,495) | (8,463,051) |
| Net assets-beginning | 65,758,051 | 68,286,923 | 48,630,984 | 54,565,163 | 114,389,035 | 122,852,086 |
| Net assets-ending | <u>\$ 60,393,625</u> | <u>\$ 65,758,051</u> | <u>\$ 49,925,915</u> | <u>\$ 48,630,984</u> | <u>\$ 110,319,540</u> | <u>\$ 114,389,035</u> |

Governmental Activities. The following is a summary of the City's governmental revenues by source for the fiscal year ended September 30, 2011:

**Governmental Activities - Revenue by Source
Fiscal Year Ended September 30, 2011**

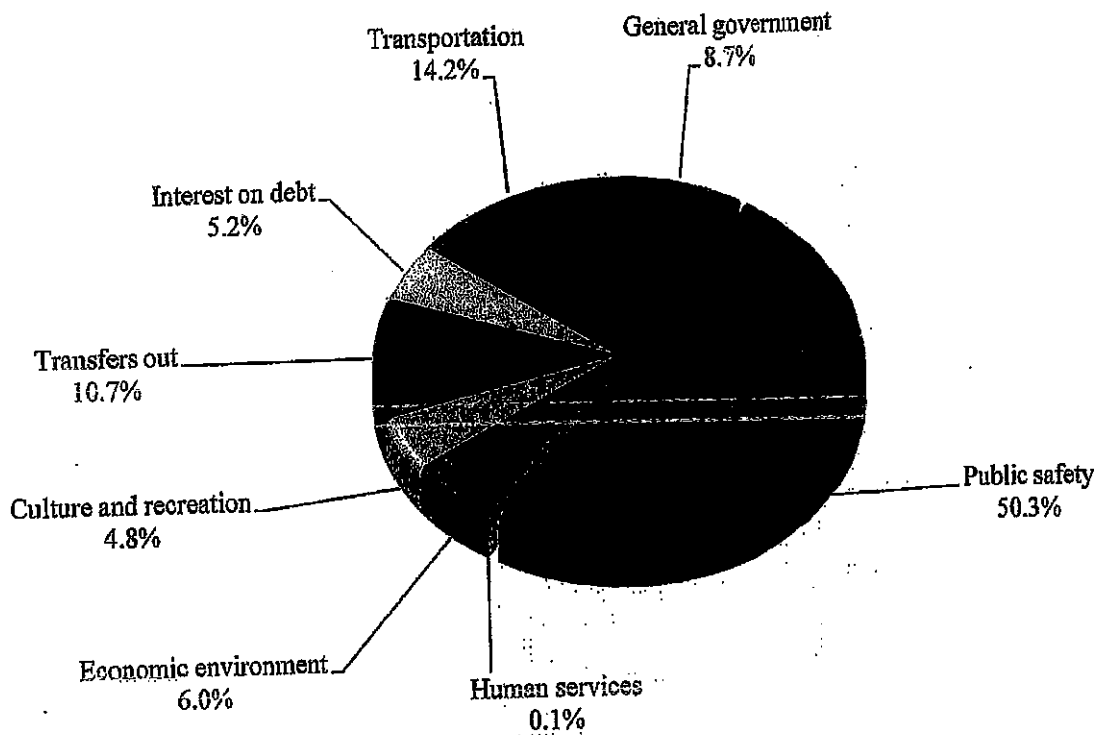


The Changes in Net Assets table on page 17 reflects a governmental revenue decrease of \$3,138,732 or 4.5% from the previous fiscal year. This decrease was due to the following:

- (1) Decrease in grant revenue of \$2.6 million due to several grants received in FY 2009-10, particularly the Neighborhood Stabilization Grant of \$1.1 million and several ECHO grants.
- (2) Decrease in property taxes of \$.24 million and tax increment taxes of \$1.5 million due to the decline in assessed property values.
- (3) Decrease in investment income of \$.43 million due to the continued decline in interest rates and a decrease in cash available for investment.

The following is a summary of the City's governmental expenses by function for the fiscal year ended September 30, 2011:

**Governmental Activities - Expense by Function
Fiscal Year Ended September 30, 2011**



Overall, governmental expenses decreased 4.4% compared to the previous fiscal year. This decrease is primarily the result of decreased costs across most General Fund departments as well as decreased capital expense related to the Neighborhood Stabilization Grant as compared to FY 2009-10.

Business-Type Activities. The major source of revenue for business-type activities is charges for services, which increased \$2,493,873 during the year. This increase is primarily due to annual CPI increases in the Water and Sewer System Fund, Solid Waste Management Fund and the Stormwater Improvement Fund, while the Halifax Harbor Fund experienced a decrease due to vacancies for boat slip rentals related to the economic downturn.

Both of the government-wide financial statements distinguish functions of the City that are principally supported by taxes and intergovernmental revenues (*governmental activities*) from other functions that are intended to recover all or a significant portion of their costs through user fees and charges (*business-type activities*). The governmental activities of The City of Daytona Beach include general government services, police, fire, streets, economic development and recreation services. The business-type activities of the City include water and sewer, solid waste, marina, golf course, stormwater improvement, tennis center, cultural services, municipal stadium, Jackie Robinson Ballpark and the pier.

The government-wide financial statements include not only The City of Daytona Beach itself (known as the *primary government*), but also the legally separate Downtown Development Authority for which the City discretely reports separately from the primary government. The government-wide financial statements can be found on pages 27 and 28 of this report.

Fund Financial Statements. A *fund* is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The City of Daytona Beach, like other state and local governments, uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements. All of the funds of the City can be divided into three categories: governmental funds, proprietary funds and fiduciary funds.

Governmental Funds. *Governmental funds* are used to account for essentially the same functions reported as *governmental activities* in the government-wide financial statements. However, unlike the government-wide financial statements, governmental fund financial statements focus on *near-term inflows and outflows of spendable resources*, as well as on *balances of spendable resources* available at the end of the fiscal year. These funds are reported using the modified accrual accounting method, which measures cash and all other financial assets that can be readily converted into cash. Such information may be useful in evaluating a government's near-term financing requirements.

Because the focus of governmental funds is narrower than that of the government-wide financial statements, it is useful to compare the information presented for *governmental funds* with similar information presented for *governmental activities* in the government-wide financial statements. By doing so, readers may better understand the long-term impact of the government's near-term financing decisions. Both the governmental fund balance sheet and the governmental fund statement of revenues, expenditures, and changes in fund balances provide a reconciliation to facilitate this comparison between *governmental funds* and *governmental activities*. These reconciliations can be found on pages 30 and 32.

The City of Daytona Beach has four (4) major individual governmental funds. Information is presented separately in the governmental fund balance sheet and in the governmental fund statement of revenues, expenditures, and changes in fund balances for the General Fund, Redevelopment Trust Fund, FIFC/2011 A and B Bond Fund, and Capital Projects Fund all of which are considered to be major funds. Data from the other governmental funds are combined into a single, aggregated presentation. Individual fund data for each of these nonmajor governmental funds is provided in the form of *combining statements* elsewhere in this report.

A budgetary comparison statement has been provided for the General Fund and Redevelopment Trust Fund (special revenue fund) to demonstrate compliance with the budget. The basic governmental fund financial statements can be found on pages 29-34 of this report.

Proprietary Funds. The City of Daytona Beach maintains two (2) different types of proprietary funds. *Enterprise funds* are used to report the same functions presented as *business-type activities* in the government-wide financial statements. The City uses enterprise funds to account for its water and sewer, solid waste, marina, golf course, stormwater improvement, tennis center, cultural services, municipal stadium, Jackie Robinson Ballpark and the pier.

Internal service funds are an accounting device to accumulate and allocate costs internally among the City's various functions. The City uses internal service funds to account for its fleet of vehicles, employment services, central property maintenance, consolidated insurance and its information technology systems. These internal service funds have been included within *governmental activities* in the government-wide financial statements.

Proprietary funds provide the same type of information as the government-wide financial statements, only in more detail. The proprietary fund financial statements provide separate information for the water and sewer operation, solid waste, stormwater improvement, and the marina, all of which are considered to be major funds. Conversely, internal service funds are combined into a single, aggregated presentation in the proprietary fund financial statements. Individual fund data for the internal service funds is provided in the form of *combining statements* elsewhere in this report. The basic proprietary fund financial statements can be found on pages 35-38 of this report.

Fiduciary Funds. Fiduciary funds are used to account for resources held for the benefit of parties outside the government. Fiduciary funds are *not* reflected in the government-wide financial statements because the resources of those funds are *not* available to support the City's programs. The accounting used for fiduciary funds is much like that used for proprietary funds. Individual fund data for the fiduciary funds is provided in the form of *combining statements* elsewhere in this report. The basic fiduciary fund financial statements can be found on pages 39 and 40 of this report.

Notes to the Financial Statements. The notes provide additional information that is essential to a full understanding of the data provided in the government-wide and fund financial statements. The notes to the financial statements can be found on pages 41-86 of this report.

Other Information. In addition to the basic financial statements and accompanying notes, this report also presents certain *required supplementary information* on pages 87 and 88 concerning The City of Daytona Beach's progress in funding its obligation to provide pension benefits and other post-employment benefits to certain employees. The combining statements referred to earlier in connection with nonmajor governmental funds, nonmajor enterprise funds and internal service funds are presented immediately following the required supplementary information on pensions and other post-employment benefits. Combining and individual fund statements and budget and actual schedules can be found on pages 89-116 of this report.

GOVERNMENT-WIDE FINANCIAL ANALYSIS

As noted previously, over time net assets may serve as a useful indicator of a government's financial position. The assets of the City exceeded its liabilities at the close of FY 2010-11 by \$110,319,540, which represents a decrease in net assets of \$4,069,495 or 3.6% from the previous fiscal year. This decrease in net assets was due to lower than budgeted revenues for red light cameras, electric franchise fees, communication taxes and investment interest. The largest portion of the City's net assets reflects its investment in capital assets (e.g., land, buildings, equipment, and infrastructure) less any related debt used to acquire those assets that is still outstanding. It should be noted that the resources needed to repay capital-related debt must be provided from other sources, since the capital assets themselves cannot be used to liquidate these obligations.

An increase of \$976,712 occurred in net assets invested in capital assets, net of related debt from the prior fiscal year. Restricted net assets decreased \$8,019,878 primarily due to a large number of ongoing capital projects at the end of FY 2009-10 that were completed in FY 2010-11. In the fiscal year ended September 30, 2002 the City increased its long-term debt by a net \$33,774,191 of which \$26,889,000 was in accordance with approved development agreements such that funds were contributed to developers to support public areas in their specific development projects. While the funds were contributed to developers for public areas, the City did not realize the addition of any capital assets on the City's records. If the City had not incurred this debt, the City's net assets as of September 30, 2011 would have increased to \$137,208,539. The following is a comparison of net assets for the fiscal years ending September 30, 2011 and 2010:

The City of Daytona Beach, Florida
Net Assets

| | Governmental Activities | | Business-Type Activities | | Total Primary Government | |
|--|----------------------------|----------------------|-----------------------------|----------------------|-----------------------------|-----------------------|
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| Current and other assets | \$ 39,004,144 | \$ 51,486,618 | \$ 30,197,215 | \$ 35,700,938 | \$ 69,201,359 | \$ 87,187,556 |
| Capital assets | <u>106,078,807</u> | <u>101,693,882</u> | <u>118,843,303</u> | <u>122,213,241</u> | <u>224,922,110</u> | <u>223,907,123</u> |
| Total assets | <u>145,082,951</u> | <u>153,180,500</u> | <u>149,040,518</u> | <u>157,914,179</u> | <u>294,123,469</u> | <u>311,094,679</u> |
| Current liabilities | 5,700,381 | 5,075,400 | 9,569,695 | 14,399,387 | 15,270,076 | 19,474,787 |
| Long-term liabilities | <u>78,988,945</u> | <u>82,347,049</u> | <u>89,544,908</u> | <u>94,883,808</u> | <u>168,533,853</u> | <u>177,230,857</u> |
| Total liabilities | <u>84,689,326</u> | <u>87,422,449</u> | <u>99,114,603</u> | <u>109,283,195</u> | <u>183,803,929</u> | <u>196,705,644</u> |
| Net assets: | | | | | | |
| Invested in capital assets, net of related debt | 77,344,195 | 78,195,233 | 32,002,621 | 30,174,870 | 109,346,816 | 108,370,103 |
| Restricted | 21,849,119 | 29,940,997 | 8,652,357 | 7,326,684 | 30,501,476 | 37,267,681 |
| Unrestricted (deficit) | <u>(38,799,689)</u> | <u>(42,378,179)</u> | <u>9,270,937</u> | <u>11,129,430</u> | <u>(29,528,752)</u> | <u>(31,248,749)</u> |
| Total net assets | <u>\$ 60,393,625</u> | <u>\$ 65,758,051</u> | <u>\$ 49,925,915</u> | <u>\$ 48,630,984</u> | <u>\$ 110,319,540</u> | <u>\$ 114,389,035</u> |

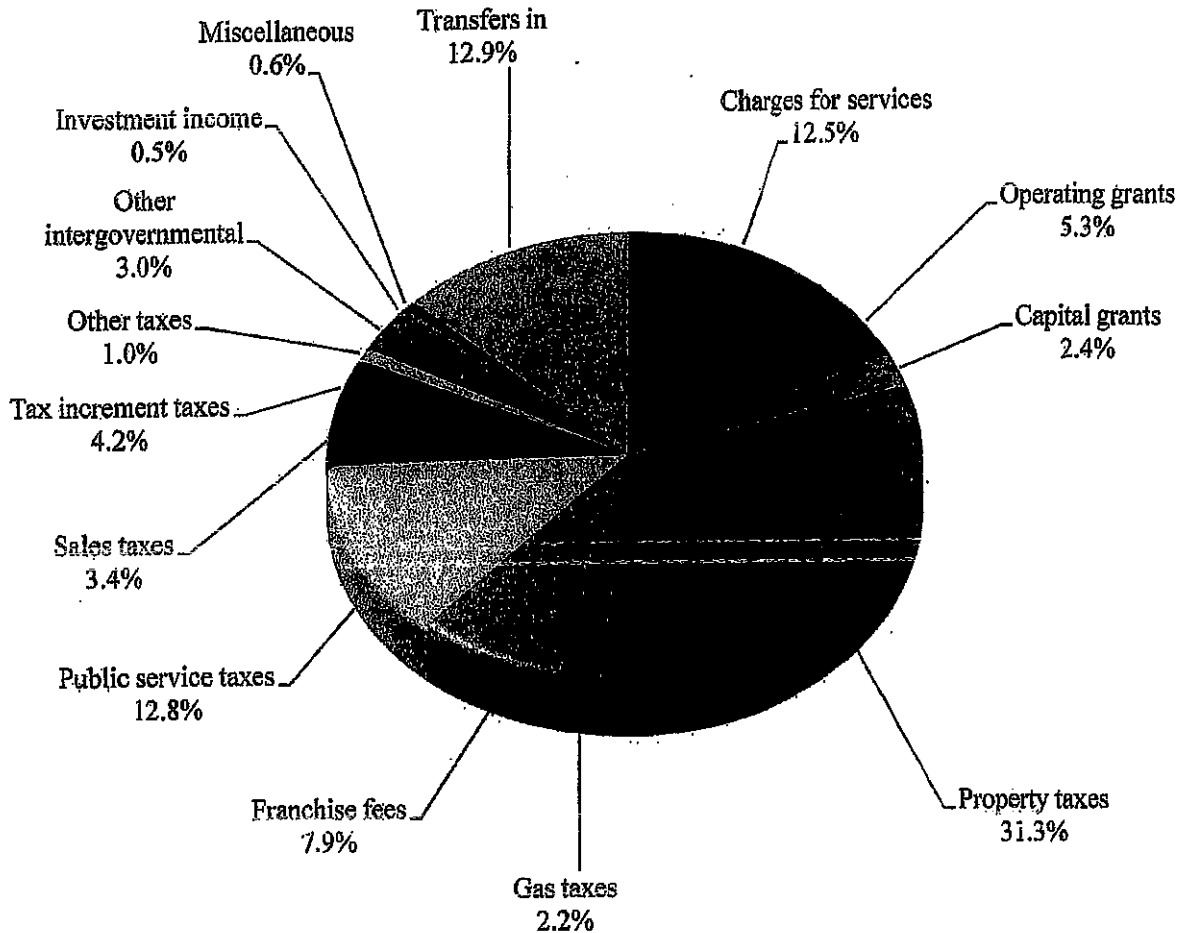
Statement of Activities. The following is a comparison of major revenue and expense categories for the fiscal years ending September 30, 2011 and 2010:

The City of Daytona Beach, Florida
Changes in Net Assets

| | Governmental Activities | | Business-Type Activities | | Total Primary Government | |
|--|----------------------------|---------------|-----------------------------|---------------|-----------------------------|----------------|
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| REVENUES | | | | | | |
| Program revenues: | | | | | | |
| Charges for services | \$ 9,632,308 | \$ 7,336,614 | \$ 65,294,725 | \$ 62,800,852 | \$ 74,927,033 | \$ 70,137,466 |
| Operating grants | 4,073,771 | 5,290,920 | 18,977 | 63,674 | 4,092,748 | 5,354,594 |
| Capital grants | 1,855,292 | 3,286,674 | 1,281,603 | 1,105,481 | 3,136,895 | 4,392,155 |
| General revenues: | | | | | 24,170,806 | 24,415,008 |
| Property taxes | 24,170,806 | 24,415,008 | - | - | 1,687,713 | 1,708,363 |
| Gas taxes | 1,687,713 | 1,708,363 | - | - | 6,099,169 | 6,272,497 |
| Franchise fees | 6,099,169 | 6,272,497 | - | - | 9,875,635 | 10,226,089 |
| Public service taxes | 9,875,635 | 10,226,089 | - | - | 2,654,618 | 2,623,736 |
| Sales taxes | 2,654,618 | 2,623,736 | - | - | 3,257,502 | 4,804,731 |
| Tax increment taxes | 3,257,502 | 4,804,731 | - | - | 755,346 | 775,103 |
| Other taxes | 755,346 | 775,103 | - | - | 2,283,238 | 2,280,392 |
| Other intergovernmental | 2,283,238 | 2,280,392 | - | - | 428,592 | 881,093 |
| Income on investments | 374,134 | 807,213 | 54,458 | 73,880 | 1,174,544 | 1,246,518 |
| Other general revenues | 490,710 | 521,634 | 683,834 | 724,884 | 134,543,839 | 135,117,745 |
| Total revenues | 67,210,242 | 70,348,974 | 67,333,597 | 64,768,771 | | |
| EXPENSES | | | | | | |
| General government | 8,001,811 | 9,159,626 | - | - | 8,001,811 | 9,159,626 |
| Public safety | 46,541,000 | 49,971,569 | - | - | 46,541,000 | 49,971,569 |
| Transportation | 13,099,200 | 10,091,889 | - | - | 13,099,200 | 10,091,889 |
| Economic environment | 5,567,234 | 7,730,105 | - | - | 5,567,234 | 7,730,105 |
| Human services | 16,963 | 27,000 | - | - | 16,963 | 27,000 |
| Culture and recreation | 4,482,221 | 5,853,255 | - | - | 4,482,221 | 5,853,255 |
| Interest on long-term debt | 4,799,421 | 3,489,865 | - | - | 4,799,421 | 3,489,865 |
| Water and sewer system | - | - | 33,094,587 | 33,860,111 | 33,094,587 | 33,860,111 |
| Solid waste management | - | - | 8,620,577 | 8,938,976 | 8,620,577 | 8,938,976 |
| Halifax Harbor Marina | - | - | 3,611,338 | 3,518,190 | 3,611,338 | 3,518,190 |
| Municipal Golf Course | - | - | 2,116,504 | 2,196,769 | 2,116,504 | 2,196,769 |
| Stormwater improvement | - | - | 5,341,941 | 5,430,617 | 5,341,941 | 5,430,617 |
| Cultural services | - | - | 2,078,848 | 2,419,559 | 2,078,848 | 2,419,559 |
| Daytona Beach Pier | - | - | 73,179 | 252,710 | 73,179 | 252,710 |
| Municipal Stadium/Jackie Robinson Ballpark | - | - | 501,067 | - | 501,067 | - |
| Florida Tennis Center | - | - | 667,443 | 640,555 | 667,443 | 640,555 |
| Total expenses | 82,507,850 | 86,323,309 | 56,105,484 | 57,257,487 | 138,613,334 | 143,580,796 |
| Increase (decrease) in net assets before transfers | (15,297,608) | (15,974,335) | 11,228,113 | 7,511,284 | (4,069,495) | (8,463,051) |
| Net transfers - in (out) | 9,933,182 | 13,445,463 | (9,933,182) | (13,445,463) | - | - |
| Increase (decrease) in net assets | (5,364,426) | (2,528,872) | 1,294,931 | (5,934,179) | (4,069,495) | (8,463,051) |
| Net assets-beginning | 65,758,051 | 68,286,923 | 48,630,984 | 54,565,163 | 114,389,035 | 122,852,086 |
| Net assets-ending | \$ 60,393,625 | \$ 65,758,051 | \$ 49,925,915 | \$ 48,630,984 | \$ 110,319,540 | \$ 114,389,035 |

Governmental Activities. The following is a summary of the City's governmental revenues by source for the fiscal year ended September 30, 2011:

**Governmental Activities - Revenue by Source
Fiscal Year Ended September 30, 2011**

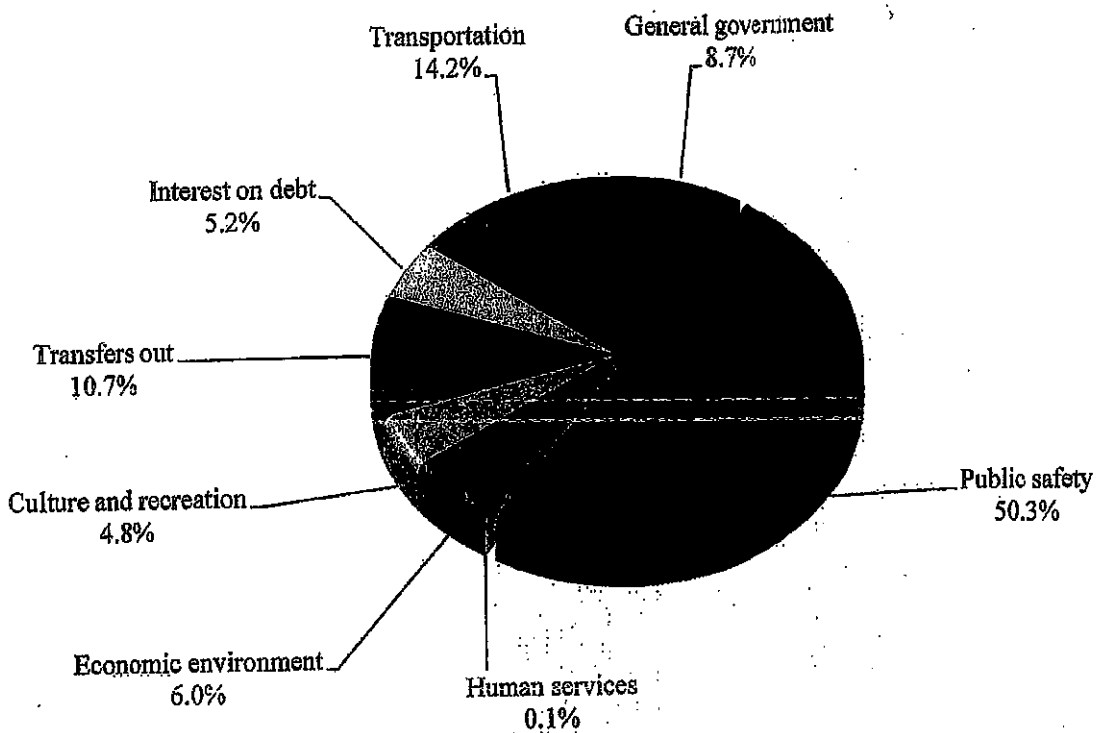


The Changes in Net Assets table on page 17 reflects a governmental revenue decrease of \$3,138,732 or 4.5% from the previous fiscal year. This decrease was due to the following:

- (1) Decrease in grant revenue of \$2.6 million due to several grants received in FY 2009-10, particularly the Neighborhood Stabilization Grant of \$1.1 million and several ECHO grants.
- (2) Decrease in property taxes of \$.24 million and tax increment taxes of \$1.5 million due to the decline in assessed property values.
- (3) Decrease in investment income of \$.43 million due to the continued decline in interest rates and a decrease in cash available for investment.

The following is a summary of the City's governmental expenses by function for the fiscal year ended September 30, 2011:

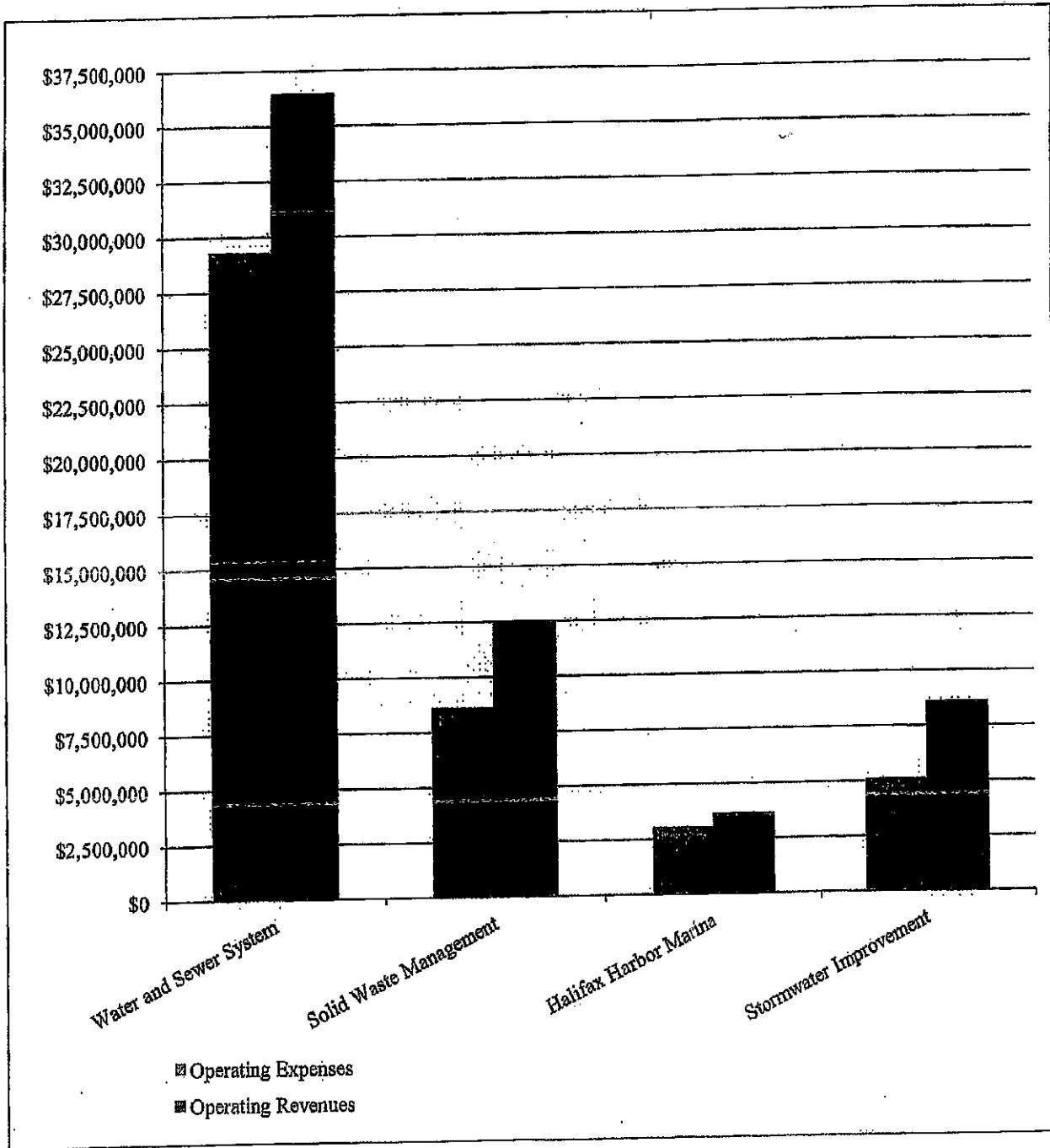
**Governmental Activities - Expense by Function
Fiscal Year Ended September 30, 2011**



Overall, governmental expenses decreased 4.4% compared to the previous fiscal year. This decrease is primarily the result of decreased costs across most General Fund departments as well as decreased capital expense related to the Neighborhood Stabilization Grant as compared to FY 2009-10.

Business-Type Activities. The major source of revenue for business-type activities is charges for services, which increased \$2,493,873 during the year. This increase is primarily due to annual CPI increases in the Water and Sewer System Fund, Solid Waste Management Fund and the Stormwater Improvement Fund, while the Halifax Harbor Fund experienced a decrease due to vacancies for boat slip rentals related to the economic downturn.

Business-Type Activities – Operating Expenses and Operating Revenues (Major Funds)
Fiscal Year Ended September 30, 2011



Water and Sewer System Fund operating revenues increased \$1,297,177 or 3.7% from the prior fiscal year to \$36,465,905 primarily due to the 6.2% annual CPI adjustment, which was partially offset by a decrease in water and sewer tap fees and a decreased customer base. Operating expenses decreased \$542,127 or 2.8% from the prior fiscal year to \$29,287,682. The majority of expense reduction is due to a decrease in personal services expense related to the early retirement plan initiated in FY 2009-10. Included in expenses is depreciation of \$6,789,975. The fund reported net operating income of \$7,178,223, a 42.5% increase from the prior year.

The Solid Waste Management Fund operating revenues increased \$644,325 or 5.4% from the prior fiscal year to \$12,487,913. This increase in revenues was the result of the annual CPI increase of 6.2% that was partially offset by decreased billing due to vacancies and foreclosures resulting from the continued housing market situation. Operating expenses decreased \$338,647 or 3.8% from the prior fiscal year to \$8,600,329 primarily due to a FEMA reimbursement expense incurred in FY 2009-10. This decrease was partially offset by increased landfill expense in FY 2010-11. The fund reported net operating income of \$3,887,584 for FY 2010-11, as compared to \$2,904,612 in FY 2009-10, a 34% increase.

The Halifax Harbor Fund continued to be profitable in FY 2010-11 and reflected net operating income of \$623,425, although this is a decrease of \$448,635 compared to FY 2009-10. Decreased net operating revenue is primarily a result of decreased boat slip rentals.

The Stormwater Improvement Fund operating revenues increased \$477,903 or 5.9% from the prior fiscal year to \$8,605,635. This increase was primarily due to the annual CPI rate increase of 6.2%, effective October 1, 2010. For FY 2010-11, the net operating income for the Stormwater Improvement Fund was \$3,505,297, an increase of \$685,627 from the previous fiscal year.

FINANCIAL ANALYSIS OF THE CITY'S FUNDS

As stated previously, The City of Daytona Beach uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements.

Governmental Funds. The focus of the City's governmental funds is to provide information on near-term inflows, outflows, and balances of spendable resources. Such information is useful in assessing the City's financing requirements. In particular, *unassigned fund balance* may serve as a useful measure of a government's net resources available for spending at the end of the fiscal year. As of September 30, 2011, governmental funds reported combined fund balances of \$26,469,189, which is a decrease of \$10,887,777 or 29.1% in comparison with the prior fiscal year. This decrease is primarily due to lower than budgeted revenues for electric franchise fees, communication taxes, investment interest, red light cameras and the completion of several large capital projects that had reserves in the prior year. Approximately 16.5% of this total amount, \$4,371,487 constitutes unassigned fund balance, which is available for spending at the City's discretion. The remainder of fund balance (\$22,097,702 or 83.4%), is not available because it has already been classified as: 1) non-spendable items such as inventories, prepaids, and notes receivable; 2) restricted by external resource providers, enabling legislation or other legal requirements; 3) committed by formal action of the City Commission or 4) assigned through the City's intent for specific purposes.

The General Fund is the chief operating fund of the City. As of September 30, 2011, the unassigned fund balance in the General Fund was \$4,371,487 which is a decrease of \$2,054,499 compared to the 2009-10 fiscal year. The FY 2010-11 unassigned fund balance amount represented 6.7% of total FY 2011-12 General Fund budgeted expenditures (excluding transfers), which was below the level required by the Fiscal Integrity Principles Ordinance. The Finance Department is preparing a proposal for the City Commission that recommends a plan to increase the unassigned fund balance to the required 10% level over the next two years.

The Redevelopment Trust Fund is a special revenue fund that reports the activities of the five (5) tax increment redevelopment areas of the City. For fiscal year ended September 30, 2011, the Redevelopment Trust Fund reflected an operating deficit of \$3,951,461 when revenues are compared to expenditures including transfers. This deficit is the result of capital expenditures for land acquisitions, boardwalk and Bandshell improvements, streetscapes and Manatee Island improvements. Ending fund balance at September 30, 2011 was \$8,005,295. More detailed financial information on the Redevelopment Trust Fund can be found on page A-4 in the Other Supplementary Information section.

The FIFC/2011 A and B Bond Fund is a debt service fund that reports activity related to the Florida Intergovernmental Financing Commission (FIFC) Capital Revenue Bonds, Series 2001 C-1 and C-2 and Capital Improvement Revenue Bonds, Series 2011 A and B. During FY 2010-11, the City issued Capital Improvement Revenue Bonds, Series 2011 A and B for the purpose of refinancing FIFC Capital Revenue Bonds, Series 2001 C-1 and C-2. This resulted in a net present value savings of \$2,214,259. As of September 30, 2011, this fund reflected a fund balance of \$2,686,100, all of which was restricted for debt service.

The Capital Projects Fund reflected a total fund balance of \$2,987,298 during FY 2010-11 compared to \$6,232,552 in the prior fiscal year. This is due to the completion of several large multi-year projects.

Proprietary Funds. The City of Daytona Beach's proprietary funds provide the same type of information found in the government-wide financial statements, but in more detail. Other pertinent information concerning the finances of the enterprise funds have already been addressed in the discussion of business-type activities.

GENERAL FUND BUDGETARY HIGHLIGHTS

During the year, the total City budget was amended two (2) times by the City Commission. The difference between the original General Fund expenditure budget and the final amended budget was an increase of \$7,206,472 or 11.1% of the original budget. General Fund amendments were needed due to increases to the police department budget of \$231,396 to record various law enforcement grants and an increase for anticipated red light camera ticket expenses of \$4,485,810. The remainder of \$2,489,266 was attributable to increases for capital improvements and various donations and grants for various City departments. Actual General Fund expenditures (including transfers out) were less than final appropriations by \$3,690,515. This savings, which is spread throughout all departments, is the result of a variety of successful operational and cost efficiency efforts.

CAPITAL ASSETS AND DEBT ADMINISTRATION

Capital Assets

At September 30, 2011, the City had \$224,922,108 invested in various capital assets, net of depreciation, for all activities as reflected in the following schedule. This represents a net increase (consisting of additions and deletions) of \$1,014,985 from the prior fiscal year. The following is a summary of the City's capital assets as of September 30, 2011 and 2010:

**The City of Daytona Beach, Florida
Capital Assets (Net of Depreciation)**

| | Governmental Activities | | Business-Type Activities | | Totals | |
|--------------------------------------|----------------------------|-----------------------|-----------------------------|-----------------------|-----------------------|-----------------------|
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| Land | \$ 26,845,268 | \$ 25,142,580 | \$ 7,014,531 | \$ 6,782,719 | \$ 33,859,799 | \$ 31,925,299 |
| Buildings | 32,947,528 | 34,392,462 | 23,557,831 | 25,435,677 | 56,505,359 | 59,828,139 |
| Improvements other than buildings | 7,914,006 | 7,027,459 | 43,905,907 | 40,865,443 | 51,819,913 | 47,892,902 |
| Equipment | 6,623,077 | 7,535,999 | 38,713,860 | 41,522,558 | 45,336,937 | 49,058,557 |
| Infrastructure | 22,935,018 | 20,856,684 | - | - | 22,935,018 | 20,856,684 |
| Construction in progress | 8,813,910 | 6,738,698 | 5,651,172 | 7,606,844 | 14,465,082 | 14,345,542 |
| Total | <u>\$ 106,078,807</u> | <u>\$ 101,693,882</u> | <u>\$ 118,843,301</u> | <u>\$ 122,213,241</u> | <u>\$ 224,922,108</u> | <u>\$ 223,907,123</u> |

The investment in capital assets includes land, buildings, improvements other than buildings, equipment, infrastructure and construction in progress.

This year's major additions to capital assets, not including construction in progress, are as follows:

- South Street stormwater improvements - \$2,150,524
- Earl Street water line river crossing - \$1,851,711
- West International Speedway Boulevard streetscape improvements - \$1,709,432
- Boardwalk Oceanfront Park improvements - \$1,213,172
- Land purchase at 45 South Ocean Avenue - \$887,604
- Silver Beach and A1A streetscape improvements - \$727,995
- Land purchases in the South Atlantic Community Redevelopment Agency - \$600,061
- Palmetto Avenue and Live Oak Avenue streetscape including force main - \$485,105
- Rehabilitation of storm sewer lines - \$441,548
- Replacement of force main at LPGA Boulevard and the Tomoka River - \$345,947
- LPGA Fuel Station Replacement - \$294,920
- Manatee Island Transformer - \$245,765
- Bethune Point Park baseball field renovation - \$234,774

Additional information regarding the City's capital assets can be found in Note 8 on page 62 of this report.

Debt Administration

At fiscal year-end, the City had \$154.8 million in bonds and notes outstanding as compared to \$162.3 million the previous fiscal year as shown in the table below.

**The City of Daytona Beach, Florida
Outstanding Debt**

| | Governmental Activities | | Business-Type Activities | | Totals | |
|----------------------------|----------------------------|----------------------|-----------------------------|----------------------|-----------------------|-----------------------|
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| General obligation bonds | \$ 19,315,000 | \$ 20,045,000 | \$ - | \$ - | \$ 19,315,000 | \$ 20,045,000 |
| Revenue bonds | 34,599,710 | 45,101,558 | 44,390,290 | 47,908,442 | 78,990,000 | 93,010,000 |
| State revolving fund loans | - | - | 18,150,703 | 19,464,520 | 18,150,703 | 19,464,520 |
| Loans payable | 11,654,666 | 2,429,472 | 26,703,318 | 27,260,628 | 38,357,984 | 29,690,100 |
| Capital lease payable | - | - | 23,283 | 113,069 | 23,283 | 113,069 |
| Total | \$ 65,569,376 | \$ 67,576,030 | \$ 89,267,594 | \$ 94,746,659 | \$ 154,836,970 | \$ 162,322,689 |

Governmental debt decreased \$2,006,654 and business-type debt decreased \$5,479,065 due to principal retirement as required under various bond and loan agreements. Currently, the City has 100% fixed rate debt. Of the outstanding debt, approximately 12% is backed by the full faith and credit of the government and the balance is secured by various revenue sources. The City's general obligation bond is rated AA- by Standard & Poor's and AA2 by Moody's Investors Service. The 2011 A and B Revenue Bonds are rated A+ by Standard & Poor's and Aa3 by Moody's Investors Service.

On June 23, 2011 the City completed the refinancing of the Florida Intergovernmental Financing Commission Capital Revenue Bonds, Series 2001 C-1 and C-2 with the Capital Revenue Bonds, Series 2011 A and B that resulted in a net present value savings of \$2.2 million of debt service expense for the City. Additional information on the City's long-term debt can be found in Note 13 on page 67 of this report.

Fiscal Integrity Principles Ordinance

On June 2, 2004, the City Commission established the Fiscal Integrity Principles Ordinance to institute sound financial policies and procedures in assuring the optimal use of public funds. The Ordinance was amended on March 7, 2007 and August 6, 2008. Some of the more salient points of the Ordinance, which was used as a basis for the FY 2005-06 through FY 2010-11 budgets, include: maintaining a General Fund unreserved fund balance of a minimum 10% of the next fiscal year's budgeted expenditures (excluding transfers), establishing a minimum \$500,000 up to 1% of total expenditures as an operating reserve, limiting new personnel requests to an increase in services and funding with new recurring revenue, limiting annual salary increases to increases in recurring revenues, performing user fee rate studies when an operating loss has occurred for two (2) consecutive years and retained earnings falls below 10%, preparing and updating a 5-year financial plan annually, and establishing a Budget Review Committee to review and verify the assumptions and estimates underlying the annual budget and 5-year financial plan. This ordinance was amended in FY 2010-11 to establish Renewal and Replacement Funds for the Water and Sewer System and Stormwater Improvement enterprise funds for the purpose of maintaining infrastructure and the quality of services provided. Annually the City will appropriate 8% of the second preceding fiscal year actual operating revenues for the specific fund.

ECONOMIC FACTORS AFFECTING NEXT YEAR'S BUDGET AND RATES

Many factors are considered each year by the City Commission in its efforts to establish an operating budget, evaluate its personnel needs, and develop uniform user fees that are reasonable, and more importantly, capable of cost recovery. Some of the major factors considered in this process are the local economy, civilian labor force, unemployment rates, and inflation rates. The most recent estimates available for unemployment data in the Greater Daytona Beach Area are compiled by the Florida Agency for Workforce Innovation on the Florida Research and Economic Database (FRED). This agency estimates a local area unemployment rate of 10.8% at the end of September 2011, which is a 9.2% decrease as compared to the 11.9% rate experienced one year earlier. These estimates are slightly higher than the state's 10.6% and 11.6% unemployment rates at September 30, 2011 and 2010, respectively. Inflationary trends for the Greater Daytona Beach Area are consistent with those trends experienced at the state and national levels.

Over the last five (5) fiscal years the City has seen property tax revenues significantly decrease due to re-assessment decreases, legislative tax reform and voter approved Amendment 1. Beginning with fiscal year 2007-08 as the base year, property tax revenue collected was \$28.3 million, compared to the adopted \$20.4 million for FY 2011-12; this represents a 29% reduction or a cumulative reduction of \$35.3 million over the last five (5) fiscal years. For FY 2011-12, the City has continued to see property values decrease and expects sales tax revenues to be flat.

For the fourth consecutive year, property assessments have decreased. This is the result of what has been called the worst economic crisis since the great depression. The property assessment (including new construction) provided by the Volusia County Property Appraiser for FY 2011-12, reflects a decrease in assessments of \$300 million or 8% when compared to FY 2010-11. Additionally, new construction is down \$23.8 million or 53.2% when compared to FY 2010-11. The City's budget for FY 2011-12 is based on a property tax rate of 6.2598 mills, which is 7.99% below the rolled-back rate.

In general, total revenue for all funds, reflects a decreasing trend over the last five (5) fiscal years, however the FY 2011-12 budget of \$205.6 million is \$19.3 million or 10.3% more than the prior year budget of \$186.3 million. This budget is higher than prior years due to utilization of appropriated fund balances to implement the Renewal and Replacement funds for the Stormwater and Water and Sewer Funds of \$3,437,886, estimated debt financing for the Automated Meter Reading Program of \$12 million, and an increase in a new revenue source for red light cameras. The reductions from property taxes, sales tax revenues, increased Police and Fire pension costs and other operating costs over the last five (5) fiscal years have significantly impacted the City's budget. City management has responded to this challenge in the FY 2011-12 budget through a continued re-organization effort that has resulted in a reduction in work force of nine (9) full-time positions and a decrease of \$1.4 million in salaries and benefits, which includes a significant reduction in pension contributions for non Police and Fire bargaining unit employees, due to new State legislation in the spring of 2011. Total full time positions of 829 budgeted in FY 2011-12 is the lowest personnel level since FY 1977-78. However, despite the financial restraints put on all local governments, the City continues with a long-term strategic focus on improving the quality of life for all citizens. It is anticipated that the City's spending requirements will be met with current financial resources.

FINANCIAL CONTACT

This financial report is designed to provide our citizens, taxpayers, customers, investors, and creditors with a general overview of the City's finances and to show the City's accountability for the money it receives. If you have questions regarding this report or need additional financial information, contact the Chief Financial Officer, 301 South Ridgewood Avenue, P. O. Box 2451, Daytona Beach, Florida 32115-2451. Additional financial information can be found on the City web-site <http://ci.daytona-beach.fl.us/finance>.

■ **SECTION 5: PROJECT IMPACT / NEED** (Up to 40 points, 2 pages, double-sided, limit):

■ **5.1 How will your project meet the goals set by Resolution 2000-156?**

The Peabody Auditorium mission is to play a vital role in the arts in Central Florida, to provide diverse cultural activities accessible to all, and to improve the quality of life of our citizens by serving as a partner to social and economic development, rejuvenating neighborhoods, supporting local businesses, promoting education and voluntarism, and establishing and sustaining an inviting gathering place for citizens to celebrate a shared human and cultural experience.

Since its inception in 1949, the Peabody Auditorium, an historic community landmark, has presented over 6,000 Cultural programs to over 1,080,000 people. Including the early years of what was simply called "The Auditorium," the City of Daytona Beach nears its 100th year providing a wide variety of entertainment for a variety of individuals and groups.

The Peabody stage has hosted many of the world's biggest names in entertainment. Over the decades Peabody patrons have enjoyed Tim Conway, Bob Newhart, Mannheim Steamroller, Liza Minelli, Shirley MacLaine, Elvis Presley, Tony Bennett, James Taylor, The Temptations, Tom Jones, Louie Armstrong, Itzhak Perlman, Gregory Peck, Frank Sinatra, Simon & Garfunkel, Willie Nelson, Dionne Warwick, Jerry Seinfeld, Sammy Davis Jr., David Copperfield, Vince Gill to name a few and acclaimed Broadway musicals and touring productions, including Beauty and the Beast, Cabaret, Avenue Q, CATS, A Chorus Line, Chicago, Stomp, Riverdance, Rent, Drowsy Chaperone, Annie, Movin' Out, Jesus Christ Superstar, and Fiddler on the Roof.

The facility has been home to the Daytona Beach Symphony Society for over 60 years and hosts many community organization performances such as the Civic Ballet of Volusia County Nutcracker and programs by The Very Special Arts students and Volusia County School students. The theater has hosts free community programs including a Flower Show, and Arts on Stage an indoor art show and stage performances. The Rose Room Art Gallery showcases works by regional artists throughout the year. Exhibits appear for a period of weeks to months to allow the citizens ample time to view and enjoy these original works.

The Cultural Services Division took over management of the Peabody in the fall of 2006. At that time the Peabody featured 3-4 events annually. Over the past six years the City has worked diligently to upgrade the facility in order to improve our patrons experience at the theater. Additionally, Staff worked to greatly expand the programming being offered to the community. The 2011-2012 Peabody performance schedule featured 35 events including Broadway shows, concerts, comedy, symphony, children's shows, ballet and opera.

The Peabody has expanded its educational outreach to our community. In the past year, the Peabody hosted Spencer's Theatre of Illusion. Professional magician Kevin Spencer worked with students at Monarch Academy, a school in Daytona Beach for children with autism spectrum disorders. Also, the students of New Smyrna Beach High School Culinary Arts Academy had the opportunity to work very closely with Singing Chef Andy Lo Russo at the High School and then participated in a cooking demonstration during the Taste of Italy event held at the Peabody.

Many new organizations and promoters are renting the theater and bringing Daytona Beach great shows such as Jerry Seinfeld and the Nutcracker Ballet. Attendees at multiple day and weeklong events such as Sweet Adelines, National Collegiate Cheerleading Championships, various churches, several dance competitions, and area conventions occupy thousands of hotel rooms each year and fill local restaurants.

As an average since 2006, approximately 183,000 attendees experienced the Peabody of which 60% are Volusia County residents. See section 6 document page 152 that outlines history, past season programming and more. See section 6 document page 154 for the current season. The programs at the Peabody and the addition of the proposed new electrical system, kitchen, and new signage outlined in this application will heighten the overall experience of the attendee.

The Peabody is located within the Ezone – Main Street Redevelopment Area. Because of the numbers of people attending Peabody events adjacent Volusia County hotels, restaurants and other tourism related business benefit. According to a study provided by the Convention & Visitors Bureau an estimated 2,500 to

8,000 rooms are rented; the larger number is when conferences/conventions occur. Show cast, crews and patrons eat locally prior to and after events. Over 20 technicians are employed throughout the year to manage lighting, sound, wardrobe, show load in and out with a payroll of over \$100,000. Peabody produces about \$30,000 in revenue for City print/sign businesses and over \$158,000 in print and electronic media. Security and cleaning service experience \$6,000 and \$12,000 respectively each season. Overall about 40 businesses benefit from the Peabody and include hardware, grocery, stage supply, beverage wholesale, office supply, taxi, charter bus, fuel, uniform supply and others. The Peabody in essence is a unique way for the City to affect quality of life and advance the economy. The key is to sustain this institution as it acts as one of the region's 'cash cows' for local business.

The Peabody Auditorium will celebrate its 65th Anniversary during the 2013-2014 season. To highlight the history of the Peabody a new Peabody Historical Exhibit was recently unveiled to the public, honoring city residents who have had a long history with the Auditorium. The initial exhibit, now on the walls of the lobby, includes memorabilia from the Tippen Davidson Family & the London Symphony Orchestra, the Drew Murphy & the Daytona Beach News Journal and Jim & Sharon Bridges. The Cultural Services staff takes preservation of the Peabody's historic resources very seriously. New exhibits are planned to be unveiled during the 65th Anniversary along with a booklet outlining the history of Peabody and the collection. The booklet and historic collection will enable the Peabody to share its history with our citizens and visitors for years to come.

Although much of the nation and this local area continue to experience difficult economic times, the Peabody Auditorium remains a bright shining star. Volusia County citizens benefit from the Peabody's performing arts programs which provide more than entertainment. Cultural programming inspires creativity, nourishes and enriches minds and hearts, teaches and motivates, and provides cultural and educational experiences to young people as well as adults.

■ **5.2 Provide three measurable program goals regarding subjects discussed in 5.1. Describe a goal, followed by the detail on how you will measure the goal.**

1. **Goal One:** Increase favorable audience experience data by 5% each year after initiating the first/base year survey. Approximately 25 onsite surveys will be taken at each performances or activity to measure audience satisfaction, an online survey will be also used. Data will be compiled and reported to staff management. Findings will be used to make comparative analysis and prompt adjustments to any outstanding issues or strategic decision making.
2. **Goal Two:** Quantitatively increase attendance each year for those residing outside Volusia County, currently 40% are outside the County. Work with hospitality industry to provide overnight stay numbers. Comparative attendance related data is currently compiled by staff annually and reported.
3. **Goal Three:** Compile audience spending data pre and post Peabody events with select Ezone businesses via ticket stub discounts and current survey findings to increase annual outcomes. Comparative attendance related data is currently compiled by staff annually and reported.

Dear Peabody Patron,

The Peabody Auditorium staff would like to ensure our patrons have an enjoyable experience. We hope you will take a minute or two and answer our survey questions to better serve you and the rest of our audience.

We appreciate your support of the Peabody Auditorium.

1. Were you able to find the Peabody Auditorium easily? Yes ___ No ___ Don't know ___ Comment _____

2. Was the signage on and to the facility helpful? Yes ___ No ___ Don't know ___ Comment _____

3. Was the facility temperature appropriate? Yes ___ No ___ Don't know ___ Comment _____

4. How likely are you to revisit the Peabody Auditorium in the next 12 months? Very likely ___ Fairly Likely ___ Not likely ___ Comment _____

5. If you dined at the Peabody Auditorium's Backstage Café (Rose Room) prior to the event was your experience? Excellent ___ Good ___ Fair ___ Comment _____

6. Would you like to learn about advertising in the Peabody Auditorium print and electronic materials? Yes ___ No ___ Don't know ___ Comment _____
If yes, provide email address or phone contact _____

7. Would you like to learn how your family name, name of a loved one, or business would appear on a Peabody Auditorium Facility feature by making a tax-deductible contribution? Yes ___ No ___ Don't know ___
Comment _____
If yes, please provide email address or phone contact _____

8. Rate the overall experience you had at the Peabody Auditorium. Excellent ___ Good ___ Fair ___
Comment _____

9. Is there something we can do to improve your Peabody Auditorium experience? Yes ___ No ___
Don't know ___ Comment _____

10. How did you first hear about the Peabody Auditorium's 2012-2013 season?
Please circle all that apply and specify the publication or station so we may reach ALL of our Peabody Patrons.
Brochure _____ Peabody Auditorium rack card _____
Newspaper Article/Ad _____ Peabody Auditorium website _____
Television commercial _____ Eblast _____
Radio advertisement _____ Personal recommendation _____
Billboards _____ Twitter _____
Postcards _____ Facebook _____

11. Please give your email or name and address if you would like to be added to our mailing list.
E-mail: _____ Name: _____
Phone: _____ Address: _____

12. Are you interest in our membership program and becoming a Peabody Patron? Yes ___ No ___
If yes, please provide Name _____ Address _____

Please tell us about yourself. Your responses help us plan future events and are kept strictly confidential.
Please circle the response for each of the demographics listed that most accurately describes you.

Gender: (please circle) Male Female

Age Range: (please circle) Under 18 18-24 25-34 35-44 45-54 55-64 65-74 75+

Total annual household income: Under \$25,000 \$25,001-\$50,000 \$50,001-\$75,000 \$75,001 & Over

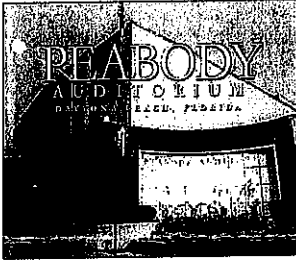
What is the highest level of education that you have completed?
A. Less than high school C. 2-year college/technical/associates degree
B. High School D. 4-year college degree

Did you stay over night in the area as a result of attending the show? Yes ___ No ___ How many nights? _____

Thank you for taking time to complete our survey. Please give your completed survey to the ushers. If you know of any individual or group that might enjoy more information about upcoming shows at the Peabody Auditorium, let our box office know and we will be happy to provide the information. We look forward to seeing you again soon.

THE PEABODY

Central Florida's Premiere Performing Arts Center



The historic Daytona Beach Peabody Auditorium, completed in 1949, remains Central Florida's premiere performing arts center with renowned acoustics and 2,521 seats, all with a superb stage view. The Peabody annually features touring Broadway shows, music and dance, concert artists, civic programs, and juried competitions. The auditorium has proudly served as the summer home to the London Symphony Orchestra for over 35 years and the Daytona Beach Symphony Society for the past 58 years. Situated in a historic beachside neighborhood, the Peabody

Auditorium is a favorite venue for a host of returning performance artists and production companies.

It was the vision of one man, Simon J. Peabody, a successful businessman who called Daytona Beach home from 1907 until 1933, that gave birth to the Peabody Auditorium. Simon Peabody donated land in 1920 and the original Peabody Auditorium frame structure was built. Sergei Rachmaninoff, Paderewski, and the John Philip Sousa Band performed in the wooden structure before it was destroyed by fire in January 1946. In the fall of 1947 construction started on the current performing arts center with the emphasis on function and fireproofing. The current Peabody has double reinforced fire brick construction throughout, virtually guaranteeing that the fate of the first structure would not become the fate of the replacement.

The U.S. Navy Band performed the inaugural show in early 1949 making the 2008-2009 season the 60th Anniversary of the Peabody Auditorium. The Peabody originally seated 2,554, with the number of seats reduced through the years to 2,521 to allow for handicapped seating. Not only was the Peabody Auditorium the largest indoor performing arts center, but one of the few in existence in Florida, making it the preeminent showplace for international and national artists as well as community and civic programs. The Peabody is rich in entertainment history, having hosted performances by Liberace, Red Skelton, Liza Minelli, Shirley MacLaine, Elvis Presley, Sammy Davis, Jr., Tony Bennett, James Taylor, Arthur Fiedler and the Boston Pops, Margo Fonteyn, George Carlin, Jerry Seinfeld, Rudolf Nuryev, Frank Sinatra, and Johnny Cash. Acclaimed Broadway musicals and touring productions have included *Cats*, *A Chorus Line*, *42nd Street*, *Chicago*, *STOMP*, *Joseph & the Amazing Technicolor Dreamcoat*, *The Producers*, *Evita*, *Chicago*, *Rent*, and many others.

In recent years, well over two million dollars have been spent for such improvements as new cushioned seating, carpeting, stage curtains and floor, an elevator and new restrooms in the balcony, technical stage and sound equipment, and most recently renovation of the Rose Room, Atlantic Room, and an upgraded catering kitchen.

The 2008-2009 season added more famous names to the Peabody's ongoing history. Among the shows and stars were Dionne Warwick, David Copperfield, Travis Tritt, the Doobie Brothers, Oak Ridge Boys, and Broadway spectacles including *Hairspray*, *Annie*, *Jesus Christ Superstar*, *Movin' Out*, *RAIN: The Beatles Experience*, *The Rat Pack*, and *The Drowsy Chaperone*. Broadway in Daytona Beach offerings in 2009-2010 included *Cirque Dreams Illumination*, *Tap Dogs*, *The Christmas Music of*

Mannheim Steamroller, Avenue Q, Cabaret and Disney's Beauty and the Beast. The Peabody Presenting Series included Alice Cooper, Bob Newhart, Marvin Hamlisch, Vince Gill, the Irish Tenors, and Louise Pitre.

Our blockbuster offerings for the 2010-2011 season were tremendous and included Legally Blonde, Fiddler on the Roof, Lord of the Dance, Grease and A Chorus Line. Peabody Presenting Series shows will bring A Christmas Carol, Cirque D'or, Michael Bolton, Capitol Steps, Merle Haggard, 101 Years of Broadway, Pink Floyd Experience, Steppin' Out With My Baby: The Songs of Irving Berlin, Tim Conway & Friends, Church Basement Ladies 2: A Second Helping, Engelbert Humperdinck, and Max & Ruby Bunny Tales to the theater.

Our 2011-2012 season brought us great talent including Henson Alternative Stuffed and Unstrung, The Fab Four, 102 Years of Broadway, My Fair Lady, The Wizard of Oz, Gordon Lightfoot, The Lennon Sisters, Miracle on 34th Street, The Spencers Theatre of Illusion, U.S. Air Force Concert, Roberta Flack, George Jones, A Taste of Italy with singing Chef Andy Lorusso, Ray Stevens, Spamalot, Cirque Mechanics Boom Town, Johnny Mathis, Neil Sedaka, and Stomp.

2012-2013 SEASON AT A GLANCE

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|----------------------------|--|
| OCTOBER 13 | WINGS & WAVES AFTER DARK WITH COUNTRY BAND "LITTLE TEXAS" |
| OCTOBER 22 | MARTHA SPEAKS (THEATREWORKS) |
| OCTOBER 26 & 27 | EVERYBODY'S FLOWER SHOW (COUNCIL OF GARDEN CLUBS) |
| NOVEMBER 3 | NATIONAL SYMPHONY ORCHESTRA OF CUBA (DBSS) |
| NOVEMBER 4 | CAPITOL STEPS |
| NOVEMBER 9 | CHEECH & CHONG COMEDY |
| NOVEMBER 13 | LEANN RIMES |
| NOVEMBER 16 | BEETHOVEN WEEKEND (DBSS) |
| NOVEMBER 17 | |
| NOVEMBER 18 | |
| NOVEMBER 20 | THE CHRISTMAS MUSIC OF MANNHEIM STEAMROLLER |
| NOVEMBER 28 | RALPHIE MAY COMEDY |
| DECEMBER 6 | KINGS OF SWING |
| JANUARY 9 | CCR-CREEDENCE CLEARWATER REVISITED |
| JANUARY 16 | BUNNICULA (THEATREWORKS) |
| JANUARY 19 | DON WILLIAMS COUNTRY |
| JANUARY 20 | ELVIS LIVES |
| JANUARY 24 | THE CIVIL WAR (VSA VOLUSIA) |
| JANUARY 25 | THE BARBER OF SEVILLE (DBSS) |
| JANUARY 26 | IGUDES MAN & JOO-CLASSICAL MUSICAL COMEDY (DBSS) |
| JANUARY 27 | CHINA NATIONAL SYMPHONY ORCHESTRA (DBSS) |
| FEBRUARY 1 | THE O'JAYS |
| FEBRUARY 2 | 103 YEARS OF BROADWAY |
| FEBRUARY 12 | HOORAY FOR HOLLYWOOD |
| FEBRUARY 13 | AN EVENING WITH KENNY ROGERS |
| FEBRUARY 15 | VIENNA BOYS CHOIR (DBSS) |

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|----------------------|---|
| FEBRUARY 28 | MIDTOWN MEN |
| MARCH 2 | ROMEO & JULIET BALLET (DBSS) |
| MARCH 22 | BEETHOVEN ORCHESTRA BONN (DBSS) |
| MARCH 24 | BILL COSBY |
| APRIL 5 | HOP 2 IT CHILDREN'S SHOW WITH JACK HARTMANN |
| APRIL 7 | HAIR |
| APRIL 11-13 | NATIONAL COLLEGIATE CHEERLEADING CHAMPIONSHIPS |
| APRIL 15 | IF YOU GIVE A MOUSE A COOKIE (THEATREWORKS) |
| APRIL 15 | U. S. ARMY FIELD BAND JAZZ AMBASSADORS |
| APRIL 19-20 | SWEET ADELINES STATE COMPETITION |
| APRIL 26-28 | ENCORE DANCE COMPETITION |
| MAY 3 & 4 | DANCE TROUPE COMPETITION |
| MAY 20 | DREAMGIRLS |
| JUNE 11 | SCOOBIE DOO |
| JUNE 20 | WEST SIDE STORY |