CREATER MPLES

AGENDA GREATER NAPLES FIRE RESCUE DISTRICT BOARD OF FIRE COMMISSIONERS MEETING April 9, 2019

I.	Meet	ting Opened										
	A.	Pledge of Allegiance and Invocation										
	B.	Line of Duty Deaths Reading and Moment of Silence										
	C.	Consent Agenda										
		All matters listed under this item are considered routine and action will be taken by										
		motion without separate discussion of each item; if discussion is desired by a mem	iber of									
		the Board, that item(s) will be removed from the Consent Agenda and considered separately.										
			1 - 16									
		1	17 - 20									
		3. Disposition of Fixed Assets #19-004	21 - 22									
	D.	Approval, Additions and Deletions to the Agenda										
	E.	Approval of the GNFD Minutes for March 12, 2019	23 - 26									
	F.	Awards and Recognition										
		1. 15 Year Service Award: Lead Mechanic Jamie Popiol										
		2. 5 Year Service Award: DE: Vaughn Palmateer										
		3. 1 Year Service Award – FFs: Brad Frazier and Raul Suarez-Murias										
	~	4. Probation Completed – Mechanic Matthew Day										
	G.	Fire Chief's District Report - Chief Schuldt Chapter 175 Firefighters' Pension Plan										
	Н.	Chapter 175 Firefighters' Pension Plan										
	I.	Local 2396 Report – President Kevin Nelmes 1. MM63: Senate Bill 72										
		2. Union President / Board Chairman Meeting										
		3. Labor/ Management Update										
II.	OLD	OLD BUSINESS										
	A.	Closed Door Attorney – Client Session - Rey Velazquez ** Time Specific 6:00pm										
	B.	Storm Shutters – Chief Schuldt	39									
	C.	Communications Chain of Command - Chairman Henning										
III.	NEW	V BUSINESS										
	A.	AIW- Resolution 2019-03 Adoption of the County LMS Strategy - Director Bishop	40 - 43									
	B.	AIW- Reserve Fund Investments- Director Bishop	44 - 71									
	C.	AIW - Collier Re-Fueling Agreement - Director Bishop	72 - 77									
	D.	AIW – Property Acquisition – Deputy Chief Martin	78 - 79									
	E.	AIW – Cell Tower Agreement – Director Bishop										
		1. 13 th St. SW	80 - 97									
	Г	2. 40808 E. Tamiami Trail	98 - 99									
	F.	Public Comment on items not listed on the Agenda Comments by Commissioners										
	G.	Comments by Commissioners										
IV.	ADJ	OURNMENT										

Period # 6 ended 03/31/19

	Budgeted	Received to date	% Collected	Over/(Under)	
Taxes	\$30,028,881.00	\$27,286,146.09	90.87%	-\$2,742,734.91	
Inspection Fees New	\$592,155.00	\$356,527.40	60.21%	-\$235,627.60	
Inspection Fee Existing	\$44,050.00	\$30,080.00	68.29%	-\$13,970.00	
Federal Grants aplied for	\$200,362.00	\$0.00	0.00%	-\$200,362.00	
Federal Grants - Hurricane Irma	\$0.00	\$248,430.81		\$248,430.81	
Federal Grants - 30th Avenue Fire	\$0.00	\$87,063.07		\$87,063.07	
Federal Grants - FEMA	\$1,206,030.00	\$0.00	0.00%	-\$1,206,030.00	
FF Supplemental	\$60,960.00	\$14,810.00	24.29%	-\$46,150.00	
MARC Unit - State of Florida	\$84,805.00	\$0.00	0.00%	-\$84,805.00	
FLS Charges & Fees	\$48,650.00	\$53,635.00	110.25%	\$4,985.00	
Interest	\$55,440.00	\$67,711.25	122.13%	\$12,271.25	
Rentals and Leases	\$117,528.00	\$32,681.09	27.81%	-\$84,846.91	
Disposition of Fixed Assets	\$60,000.00	\$62,111.04	103.52%	\$2,111.04	
Contributions and Donations	\$1,500.00	\$152.00	10.13%	-\$1,348.00	
Other Misc. Income	Other Misc. Income \$272,886.00		28.53%	-\$195,038.41	
	\$32,773,247.00	\$28,317,195,34	86.40%	-\$4,456,051.66	
FDOT MM63	·	\$236,434.80	1	÷ ., .50,051.00	
Total		\$28,553,630.14	1		

Expenses

	The state of the s			
	Budgeted	Spent to date	% Spent	Over/(Under)
Legislative Salaries	\$32,500.00	\$15,250.00	46.92%	-\$17,250.00
Executive Salaries	\$1,678,414.00	\$733,512.12	43.70%	-\$944,901.88
Administrative Wages	\$1,181,387.00	\$551,933.74	46.72%	-\$629,453.26
Bargaining Unit Shift Wages	\$10,825,904.00	\$5,185,066.91	47.90%	-\$5,640,837.09
Firefighters Part time	\$125,000.00	\$79,530.31	63.62%	-\$45,469.69
Bargaining Unit Overtime	\$1,752,750.00	\$993,881.67	56.70%	-\$758,868.33
Safer Grant Salaries - Firefighters	\$1,050,000.00	\$142,615.60	13.58%	-\$907,384.40
Safer Grant Overtime - Firefighters	\$50,000.00	\$10,492.47	20.98%	-\$39,507.53
Bargaining Unit- Non- Shift Wages	\$860,560.00	\$404,622.18	47.02%	-\$455,937.82
Earnings Other	\$611,450.00	\$13,887.51	2.27%	-\$597,562.49
Debt Services	\$683,214.00	\$529,661.78	77.53%	-\$153,552.22
FICA taxes	\$1,275,000.00	\$623,152.81	48.87%	-\$651,847.19
Retirement	\$3,158,842.00	\$1,609,822.47	50.96%	-\$1,549,019.53
Life and Health Insurance	\$3,930,390.00	\$2,353,236.06	59.87%	-\$1,577,153.94
Workers Compensation Premium	\$505,600.00	\$343,946.25	68.03%	-\$161,653.75
EE Workers Comp Checks		-\$8,447.48		
Expenses for Grit Claimants	\$2,500.00	\$640.87	25.63%	-\$1,859.13
Unemployment Compensation/PEHP	\$197,000.00	\$200,000.00	101.52%	\$3,000.00
Professional Services	\$1,401,257.00	\$955,177.07	68.17%	-\$446,079.93
Accounting and Auditing	\$31,500.00	\$1,000.00	3.17%	-\$30,500.00
Current Charges	\$42,500.00	\$10,615.23	24.98%	-\$31,884.77
Travel and Per Diem	\$150.00	\$24.45	16.30%	-\$125.55
Communications & Freight	\$176,630.00	\$74,811.99	42.36%	-\$101,818.01
Utility Services	\$186,083.00	\$88,559.03	47.59%	-\$97,523.97
Utility Services - Ochopee	\$12,750.00	\$5,775.11	45.29%	-\$6,974.89
Rental & Leases	\$157,569.00	\$79,490.75	50.45%	-\$78,078.25
Insurance General	\$322,537.00	\$385,405.71	119.49%	\$62,868.71
Repair and Maintenance	\$1,036,680.00	\$239,398.73	23.09%	-\$797,281.27
Printing	\$1,500.00	\$324.12	21.61%	-\$1,175.88
Office Supplies	\$11,500.00	\$7,195.57	62.57%	-\$4,304.43
Fuels and Lubricants	\$270,775.00	\$117,921.12	43.55%	-\$152,853.88
Operating Supplies	\$130,800.00	\$44,186.31	33.78%	-\$86,613.69
Small Equiptment	\$164,982.00	\$67,665.77	41.01%	-\$97,316.23
Uniforms	\$234,796.00	\$91,285.14	38.88%	-\$143,510.86
Book, Dues	\$287,410.00	\$94,327.21	32.82%	-\$193,082.79
Capital Outlay	\$694,305.00	\$96,808.49	13.94%	-\$597,496.51
	\$33,084,235.00	\$16,142,777.07	48.79%	
MM63 Rargaining Unit Shift	455,664,255.66	\$10,142,777.07	40./374	-\$16,933,010.45

MM63 Bargaining Unit Shift

Total

-\$372,373.20

\$15,770,403.87

		0.0000	mp	
Assets				
CASH IN BANK				
10100-001-0000-001	GENERAL FUND CASH ACCOUNT - GNFRD	\$	1,431,697.60	
10100-001-0000-002	PAYROLL - GNFRD	\$	374,688.01	
10100-001-0000-003	DENTAL ACCOUNT (GNFRD)	\$	54,918.01	
10100-001-0000-004	HEALTH FUND (GNFRD)	\$	26,726.25	
10100-001-0000-005	UHC - MEDICARE - GNFRD	\$	59,079.18	
10100-001-0001-001	GENERAL FUND - OPERATIONS	\$	12,354,141.96	
10100-001-0015-000	DEBT SERVICE RESERVE FUND	\$	708,107.81	
10100-001-0200-000	FIRST FLORIDA INTEGRITY BANK	\$	2,071,789.32	
	Total CASH IN BANK:		\$	17,081,148.14
ACCOUNTS RECEIVABL	LE			
11500-001-0001-000	COLLIER COUNTY RECEIVABLE	\$	18,974.67	
11500-001-0003-000	EMPLOYEE RECEIVABLE	\$	8,866.46	
11500-001-0007-000	MISCELLANEOUS RECEIVABLE	\$	48,222.03	
11500-001-0008-000	MISC. RECEIVABLE- PREVENTION	\$	28,260.00	
11500-001-0009-000	COLLIER COUNTY RECEIVABLE	\$	774.07	
11500-001-0011-000	RETURNED CHECKS	\$	160.00	
11500-001-0013-000	FALSE ALARM RECEIVABLE	\$	2,735.43	
	Total ACCOUNTS RECEIVABLE:	-	\$	107,992.66
DUE FROM OTHER FUN	NDS			
13300-001-0000-001	DUE FROM M63	\$	240,866.49	
13300-001-0000-002	M63 - PARAMEDIC LABOR	\$	236,434.80	
	Total DUE FROM OTHER FUNDS:		\$	477,301.29
PROPERTY HELD FOR	SALE			
15000-001-0000-000	PROPERTY HELD FOR SALE	\$	1,000,000.00	
	Total PROPERTY HELD FOR SALE:	-	s	1,000,000.00
PREPAID			,	.,,
15500-001-0001-000	PREPAID INSURANCE	\$	35,421.22	
15500-001-0004-000	DEPOSIT IN ZENNITH FOR GRIT CLAIMS	\$	20,732.79	
10000 001 0001 000	Total PREPAID:		\$	56,154.01
	Total Assets:		\$ ====	18,722,596.10
_iabilities				
VOUCHER PAYABLE				
20100-001-0000-009	EE ELECTIVE LIFE INS - STANDARD INS	\$	-1,149.40	
20100-001-0000-010	EE CONTRIBUTION TO FRS	\$	10.03	
20100-001-0000-013	FSA CONTRIBUTION	\$	7,911.48	
20100-001-0000-022	FSA Contributions from Prior Year	\$	1,384.69	
20100-001-0000-023	UNION LOANS TO EMPLOYEES	\$	31.80	
	Total VOUCHER PAYABLE:		\$	8,188.60
OTHER CURRENT LIAB	ILITIES			
22900-001-0001-000	GRIT BANKRUPTCY DISPURSEMENT	\$	32,404.42	
	Total OTHER CURRENT LIABILITIES:		\$	32,404.42
	Total Liabilities:		\$	40,593.02
Equity	1,010, 2,000		*	,
PREPAID EXPENSES				
27300-000-0000-001	PREPAID EXPENSES	\$	146,811.56	
			•	
	LAND HELD FOR SALE	\$	1,000,000.00	
27300-000-0000-002	LAND HELD FOR SALE Total PREPAID EXPENSES:	\$	1,000,000.00	1,146,811.56

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Greater Naples Fire Rescue District (GNF)

FUND BALANCE	(Continued)			
28100-001-0000-000	FUND BALANCE - RESTRICTED	\$	697,321.00	
28300-001-0000-000	FUND BALANCE ASSIGNED	\$	3,160,440.00	
28400-001-0000-000	FUND BALANCE - UNASSIGNED	\$	2,262,553.32	
28400-001-0000-002	Retained Earnings-Current Year	\$	12,786,510.10	
28400-001-0000-002	FUND BALANCE CURRENT YEAR	\$	-1,371,632.90	
	Total FUND BALANCE:	-	\$	17,535,191.52
	Total Equity:		\$	18,682,003.08
	Total Liabilities & Equity:		\$	18,722,596.10

Run Date: 4/2/2019 5:08:06PM

Greater Naples Fire Rescue District (GNF)

				ORIGINAL				ORIGINAL	
		Period to Date	%	PTD Budget	%	Year to Date	%	Annual Budget	%
Revenue		·							
TAXES									
31100-001-0000-001	AD VALOREM	0.00	0.00	2,298,707.00	84.17	25,483,902.48	89.25	27,584,484.00	84.
31100-001-0000-002	PRIOR YEAR TAXES	461.56	0.07	40,829.50	1.49	5,609.59	0.02	489,954.00	1.4
31100-001-0000-003	WARRANT DISTRIBUTIONS	0.00	0.00	200.00	0.01	1,163.09	0.00	2,400.00	0.
31100-001-0000-004	COUNTY HELD DISTRIBUTIONS	-158.99	-0.02	12.50	0.00	15.13	0.00	150.00	0.0
31100-001-0000-005	AD VALOREM INTEREST	0.00	0.00	125.00	0.00	10,074.44	0.04	1,500.00	0.
31100-001-0000-007	EXCESS FEES	0.00	0.00	8,333.33	0.31	702,925.88	2.46	100,000.00	0.
31100-001-2060-012	AD VALOREM - OCHOPEE	104,655.86	14.85	107,107.75	3.92	517,355.48	1.81	1,285,293.00	3.
31100-001-2060-013	OCHOPEE MANAGEMENT FEE	0.00	0.00	47,091.67	1.72	565,100.00	1.98	565,100.00	1.
Total TAXES:	•	104,958.43	14.89	2,502,406.75	91.63	27,286,146.09	95.56	30,028,881.00	91.
INSPECTION FEES N	EW								
32901-001-0000-010	INSPECTION FEES NEW CONSTRU	55,496.83	7.87	42,437.92	1.55	292,028.67	1.02	509,255.00	1.
32901-001-0000-011	TIMED INSP/RE-INSP FEES NEW C	1,875.00	0.27	833.33	0.03	5,175.00	0.02	10,000.00	0.
32901-001-0000-012	RE-INSPECTON - NEW	6,825.00	0.97	3,541.67	0.13	30,925.00	0.11	42,500.00	0.
32901-001-0000-014	KEY BOX INSPECTION - NEW	0.00	0.00	83.33	0.00	0.00	0.00	1,000.00	0
32901-001-0000-015	HYDRANT THRUST BLOCK	500.00	0.07	375.00	0.01	4,600.00	0.02	4,500.00	0
32901-001-0000-016	HYDRANT THRUST BLOCK RE-INS	100.00	0.01	41.67	0.00	700.00	0.00	500.00	0.
32901-001-0000-017	FIRE FLOWS	1,500.00	0.21	1,708.33	0.06	14,350.00	0.05	20,500.00	0.
32901-001-0000-018	FIRE FLOW RE-INSPECTION	750.00	0.11	75.00	0.00	1,950.00	0.01	900.00	0.
32901-001-2060-000	INSPECTION FEES NEW - OCHOPE	4,071.98	0.58	250.00	0.01	6,798.73	0.02	3,000.00	0
Total INSPECT	ON FEES NEW:	71,118.81	10.09	49,346.25	1.81	356,527.40	1.25	592,155.00	1.
NSPECTION FEES E	XISTING								
32910-001-1000-110	INSP. FEES EXISTING - TIMED	225.00	0.03	62.50	0.00	675.00	0.00	750.00	0.
32910-001-1000-111	OCCUPATIONAL INSPECTION	2,860.00	0.41	2,000.00	0.07	14,085.00	0.05	24,000.00	0.
32910-001-1000-112	RE-INSPECTION FEES - EXISTING	50.00	0.01	125.00	0.00	100.00	0.00	1,500.00	0.
32910-001-1000-113	INSPECTION FEES 0 - 3,000 SQ FT	575.00	0.08	416.67	0.02	2,325.00	0.01	5,000.00	0.
32910-001-1000-114	INSPECTION FEES 3,001 - 30,000 S		0.06	250.00	0.01	1,300.00	0.00	3,000.00	0
32910-001-1000-115	INSPECTION FEES 30,001 - 100,000	600.00	0.09	295.83	0.01	5,260.00	0.02	3,550.00	0
32910-001-1000-116	INSPECTION FEES OVER 100,000 S	2,110.00	0.30	500.00	0.02	5,960.00	0.02	6,000.00	0.
32910-001-1000-117	KEY BOX INSPECTIONS - EXISTING	0.00	0.00	20.83	0.00	0.00	0.00	250.00	0.
32910-001-1000-119	INSP. FEES APARTMENT/CONDO	0.00	0.00	0.00	0.00	300.00	0.00	0.00	0.
Total INSPECT	ON FEES EXISTING:	6,820.00	0.97	3,670.83	0.13	30,005.00	0.11	44,050.00	0.
EDERAL GRANTS									
33100-001-0000-201	FEDERAL GRANTS APPLIED FOR	0.00	0.00	16,696.83	0.61	0.00	0.00	200,362.00	0
33100-001-0000-203	GRANT - HURRICANE IRMA	248,430.81	35.24	0.00	0.00	248,430.81	0.87	0.00	0.
33100-001-0000-204	GRANT- 30th AVENUE FIRE	87,063.07	12.35	0.00	0.00	87,063.07	0.30	0.00	0.

Run Date: 4/2/2019 5:06:31PM

G/L Date: 3/31/2019

Greater Naples Fire Rescue District (GNF)

		Daried to Data	%	ORIGINAL DTD Budget	0/	Voorte Data	0/	ORIGINAL Appual Budget	0/
		Period to Date		PTD Budget	<u></u> %	Year to Date	<u></u>	Annual Budget	%
FEDERAL GRANTS 33100-001-0000-210	FEDERAL GRANTS- FEMA	0.00	ontinued) 0.00	100,502.50	3.68	0.00	0.00	1,206,030.00	3.6
Total FEDERAL		335,493.88	47.59	117,199.33	4.29	335,493.88	1.17	1,406,392.00	4.2
FIREFIGHTERS SUPP		44.040.00	0.40	E 000 00	0.40	44.040.00	0.05	22 222 22	
	FIREFIGHTER SUPPLEMENTAL INC	,	2.10	5,080.00	0.19	14,810.00	0.05	60,960.00	0.1
	MARC UNIT - STATE OF FLORIDA	0.00	0.00	7,067.08	0.26	0.00	0.00	84,805.00	0.2
	FDOT MM63 PARAMEDIC LABOR	64,263.81	9.12	0.00	0.00	236,434.80	0.83	0.00	0.0
	TERS SUPPLEMENT INCOME:	79,073.81	11.22	12,147.08	0.44	251,244.80	0.88	145,765.00	0.4
FIRE & LIFE SAFETY	CHARGES & FEES								
34200-001-0000-202	REIMBURSEMENT FOR OT	800.00	0.11	500.00	0.02	7,250.00	0.03	6,000.00	0.0
	FALSE ALARMS	3,600.00	0.51	2,500.00	0.09	28,500.00	0.10	30,000.00	0.0
	FIRE WATCH	0.00	0.00	208.33	0.01	9,950.00	0.03	2,500.00	0.0
34200-001-0000-206	ISO LETTERS	25.00	0.00	25.00	0.00	200.00	0.00	300.00	0.0
34200-001-0000-207	KEY BOXES SOLD	0.00	0.00	25.00	0.00	0.00	0.00	300.00	0.0
34200-001-0000-208	DUPLICATE NOC'S	110.00	0.02	41.67	0.00	435.00	0.00	500.00	0.0
4200-001-0000-209	DEFICIENCY REVIEWS	700.00	0.10	187.50	0.01	2,100.00	0.01	2,250.00	0
4200-001-0000-210	VARIANCE REQUESTS	100.00	0.01	250.00	0.01	1,000.00	0.00	3,000.00	0
34200-001-0000-211	FIRE WORK PERMITS	0.00	0.00	83.33	0.00	600.00	0.00	1,000.00	0.
34200-001-0000-212	TRAINING DONE BY F & L SAFETY	40.00	0.01	25.00	0.00	250.00	0.00	300.00	0.
34200-001-0000-904	SPECIAL EVENT INSPECTION FEE	750.00	0.11	41.67	0.00	1,800.00	0.01	500.00	0.
34200-001-0000-905	OTHER F & L MISC. INCOME	450.00	0.06	166.67	0.01	1,550.00	0.01	2,000.00	0.
Total FIRE & LIF	E SAFETY CHARGES & FEES:	6,575.00	0.93	4,054.17	0.15	53,635.00	0.19	48,650.00	0.
NTEREST EARNINGS	;								
36100-001-0000-001	INTEREST EARNINGS	15,616.30	2.22	4,620.00	0.17	68,128.88	0.24	55,440.00	0.1
Total INTEREST	EARNINGS:	15,616.30	2.22	4,620.00	0.17	68,128.88	0.24	55,440.00	0.
RENTALS & LEASES		•		•		,		,	•
36200-001-0000-002	CELL TOWER LEASE CONTRACT	3,333.23	0.47	7,500.00	0.27	19,801.19	0.07	90,000.00	0.
86200-001-0000-003	PUBLIC SAFETY - STATION 21	617.25	0.09	600.00	0.02	3,607.05	0.01	7,200.00	0.
36200-001-0000-004	PUBLIC SAFETY - STATION 22	312.89	0.04	344.00	0.01	2,709.61	0.01	4,128.00	0
36200-001-0000-005	PUBLIC SAAFETY - STATION 23	300.00	0.04	600.00	0.02	1,800.00	0.01	7,200.00	0.
86200-001-0000-006	PUBLIC SAFETY - STATION 20	665.02	0.09	750.00	0.03	4,763.24	0.02	9,000.00	0.
Total RENTALS	& LEASES:	5,228.39	0.74	9,794.00	0.36	32,681,09	0.11	117,528.00	0.
DISPOSITION OF FIXE		7,==0.00	• • • • • • • • • • • • • • • • • • • •	2,701.00	0.00	02,001.00	0.,,	117,020.00	0.
	DISPOSITION OF FIXED ASSETS	62,111.04	8.81	5,000.00	0.18	62,111.04	0.22	60,000.00	0.
Total DISPOSITI	ON OF FIXED ASSETS:	62,111.04	8.81	5.000.00	0.18	62,111.04	0.22	60,000.00	0.
CONTRIBUTIONS AND		v=,111.07	0.01	3,000.00	0.10	02,111.0 1	0.22	55,550.00	U.
	CONTRIBUTIONS AND DONATIONS	0.00	0.00	125.00	0.00	152.00	0.00	1,500.00	0.0

Run Date: 4/2/2019 5:06:31PM

G/L Date: 3/31/2019

Greater Naples Fire Rescue District (GNF)

		Period to Date	%	ORIGINAL PTD Budget	%	Year to Date	%	ORIGINAL Annual Budget	%
Total CONTRIR	UTIONS AND DONATIONS:	0.00	0.00	125.00	0.00	152.00	0.00	1,500.00	
OTHER MISCELLANE		0.00	0.00	123.00	0.00	152.00	0.00	1,500.00	0.00
36900-001-0000-901	BLS TRAINING	0.00	0.00	20.83	0.00	0.00	0.00	250.00	0.0
36900-001-0000-902	FIRE MARSHALL MOU REIMBURSE		1.87	3,750.00	0.14	26,387.28	0.00		0.0
36900-001-0000-902	GULF AMERICA CORP (GAC) LAND	.,	0.00	8,863.58	0.14	0.00		45,000.00	0.1
86900-001-0000-904	SHOP REVENUE	4,702.37	0.67	7,083.33	0.32	47,955.35	0.00 0.17	106,363.00	0.3
36900-001-0000-906	OTHER MISC. INCOME	10.00	0.07	7,063.33 41.67	0.20	246.33	0.17	85,000.00 500.00	0.2
86900-001-0000-907	FLORIDA DEPT OF CORRECTIONS		0.00	64.42	0.00	0.00			0.0
36900-001-2010-052	REVENUE FF FELLOWSHIP	0.00	0.00	0.00			0.00	773.00	0.0
36900-001-4010-046	VEHICLE REPAIR INSURANCE REII		0.00		0.00	1,561.22	0.01	0.00	0.0
	16			2,916.67	0.11	1,697.41	0.01	35,000.00	0.1
Total OTHER M	ISCELLANEOUS INCOME:	17,911.01	2.54	22,740.50	0.83	77,847.59	0.27	272,886.00	0.8
Total Revenue	e:	704,906.67	100.00	2,731,103.91	100.00	28,553,972.77	100.00	32,773,247.00	100.0
Gross Profit:		704,906.67	100.00	2,731,103.91	100.00	28,553,972.77	100.00	32,773,247.00	100.0
Expenses									
LEGISLATIVE SALAF	RIES								
51100-001-0000-011	LEGISLATIVE SALARIES (COMMISS	2,500.00	0.35	2,708.33	0.10	15,250.00	0.05	32,500.00	0.1
Total LEGISLAT	TIVE SALARIES:	2,500.00	0.35	2,708,33	0.10	15,250,00	0.05	32,500.00	0.1
EXECUTIVE SALARIE	· · · - · · · · · · · - - ·	2,000.00	0.00	2,700.00	0.10	10,200.00	0.03	32,300.00	0.1
51200-001-0000-011	EXECUTIVE SALARIES	114,094.70	16.19	139,472.00	5.11	731,064.45	2.56	1,673,664.00	5.1
51200-001-0000-012	EXECUTIVE 175 PENSION CONTRA	·	0.06	395.83	0.01	2,447.67	0.01	4,750.00	0.0
	VE SALARIES & WAGES:	114,485.66	16.24	139,867.83	5.12				
ADMINISTRATIVE SA		114,465.00	10.24	139,007.03	5.12	733,512.12	2.57	1,678,414.00	5.1
· · · · · · · · · · · · · · · · · · ·	SALARIES - NON BARGAINING (AD	78,743.47	11.17	00 100 00	2.20	400 400 00	4 74	4 400 007 00	
	OVERTIME (NON-BARGAINING)	12,856.26		92,198.92	3.38	489,438.92	1.71	1,106,387.00	3.3
	· ·		1.82	6,250.00	0.23	62,494.82	0.22	75,000.00	0.2
	TRATIVE SALARIES:	91,599.73	12.99	98,448.92	3.60	551,933.74	1.93	1,181,387.00	3.6
	HIFT SALARIES & WAGES								
51310-001-2000-012	BARGAINING UNIT SALARIES - SHI	,	117.77	902,158.67	33.03	5,185,066.91	18.16	10,825,904.00	33.0
51310-001-2000-013	FIREFIGHTERS - PART TIME	11,088.00	1.57	10,416.67	0.38	79,530.31	0.28	125,000.00	0.3
51310-001-2000-014	OVERTIME - SHIFT	154,305.02	21.89	146,062.50	5.35	993,881.67	3.48	1,752,750.00	5.3
51310-001-2050-012	SAFER GRANT SALARIES -FF	52,130.38	7.40	87,500.00	3.20	142,615.60	0.50	1,050,000.00	3.2
51310-001-2050-014	SAFER GRANT OVERTIME - FF	2,711.15	0.38	4,167.00	0.15	10,492.47	0.04	50,000.00	0.1
51310-001-2063-012	BARGAINING UNIT SHIFT MM63	-67,543.78	-9.58	0.00	0.00	-372,373.20	-1.30	0.00	0.0
	ING UNIT SHIFT SALARIES & WAGE	982,834.18	139.43	1,150,304.84	42.12	6,039,213.76	21.15	13,803,654.00	42.1
BARGAINING UNIT -									
51320-001-3000-012	SALARIES - FIRE & LIFE SAFETY	60,310.40	8.56	61,296.67	2.24	376,054.00	1.32	735,560.00	2.2
51320-001-3000-014	OVERTIME FIRE & LIFE SAFETY	4,762.19	0.68	10,416.67	0.38	28,568.18	0.10	125,000.00	0.3

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Total BARGAINII	NG UNIT - NON SHIFT:	65,072.59	9.23	71,713.34	2.63	404,622.18	1.42	860,560.00	2.63
EARNINGS OTHER									
51330-001-9000-011	DISPLACEMENT PAY	0.00	0.00	12.50	0.00	26.90	0.00	150.00	0.00
51330-001-9000-013	HOLIDAY	0.00	0.00	18,750.00	0.69	8,118.24	0.03	225,000.00	0.69
	VACATION	588.48	0.08	10,000.00	0.37	588.48	0.00	120,000.00	0.37
51330-001-9000-015	SICK TIME	1,324.08	0.19	21,666.67	0.79	1,350.02	0.00	260,000.00	0.79
51330-001-9000-016	457 CONTRACTUAL	384.62	0.05	408.33	0.01	2,403.87	0.01	4,900.00	0.01
51330-001-9010-011	LIFE INSURANCE OVER \$50,000	0.00	0.00	0.00	0.00	5,186.12	0.02	0.00	0.00
51330-001-9010-012	LIFE INSURANCE OVER \$50,000	0.00	0.00	0.00	0.00	-5,186.12	-0.02	0.00	0.00
51330-001-9011-012	CLOTHING ALLOWANCE	0.00	0.00	116.67	0.00	1,400.00	0.00	1,400.00	0.00
51330-001-9012-011	DISABILITY BENEFITS	14,616.09	2.07	0.00	0.00	76,600.33	0.27	0.00	0.00
51330-001-9012-012	NET DISABILITY BENEFITS	-14,616.09	-2.07	0.00	0.00	-76,600.33	-0.27	0.00	0.00
Total EARNINGS	S OTHER:	2,297.18	0.33	50,954.17	1.87	13,887.51	0.05	611,450.00	1.87
DEBT SERVICE									
51700-001-0000-071	DEBT SERVICE - PRINCIPAL PAYM	70,473.40	10.00	50,601.17	1.85	423,957.64	1.48	607,214.00	1.85
51700-001-0000-072	DEBT SERVICE - INTEREST PAYME	16,966.90	2.41	6,333.33	0.23	105,704.14	0.37	76,000.00	0.23
Total DEBT SER	RVICE:	87,440.30	12.40	56,934.50	2.08	529,661.78	1.85	683,214.00	2.08
FICA TAXES	ED 00 T41/E0	00 000 10	44.00	400.000.00					
	ER SS TAXES	98,808.46	14.02	106,250.00	3.89	620,812.91	2.17	1,275,000.00	3.89
	ER MEDICARE TAXES	1,151.01	0.16	0.00	0.00	2,339.90	0.01	0.00	0.00
Total FICA TAXE		99,959.47	14.18	106,250.00	3.89	623,152.81	2.18	1,275,000.00	3.89
RETIREMENT CONTR									
	FRS CONTRIBUTIONS	224,445.56	31.84	211,350.83	7.74	1,200,110.10	4.20	2,536,210.00	7.74
	175 RETIREMENT PLAN CONTRIBL	,	3.08	45,769.33	1.68	157,264.17	0.55	549,232.00	1.68
52202-001-0012-022	NATIONWIDE RETIREMENT PLAN	3,370.35	0.48	4,166.67	0.15	21,872.44	0.08	50,000.00	0.15
52202-001-0013-022	DISTRICT DEF COMP MATCH	1,850.00	0.26	1,950.00	0.07	228,775.76	0.80	23,400.00	0.07
Total RETIREME	ENT CONTRIBUTIONS:	251,401.22	35.66	263,236.83	9.64	1,608,022.47	5.63	3,158,842.00	9.64
LIFE AND HEALTH IN	SURANCE								
52205-001-0010-023	INS BENEFITS FIXED - DENTAL	1,196.95	0.17	1,277.83	0.05	21,687.88	0.08	15,334.00	0.05
52205-001-0011-023	INSURANCE BENEFITS FIXED - LIF	3,881.89	0.55	3,776.83	0.14	26,862.43	0.09	45,322.00	0.14
52205-001-0012-023	INS BENEFITS FIXED - MEDICAL	251,463.35	35.67	243,205.25	8.91	1,816,172.65	6.36	2,918,463.00	8.9
52205-001-0013-023	INS BENEFITS FIXED - STD/LTD	8,707.72	1.24	8,592.67	0.31	62,372.64	0.22	103,112.00	0.3
52205-001-0014-023	INS BENEFTIS FIXED - VISION	2,337.88	0.33	2,814.00	0.10	13,877.83	0.05	33,768.00	0.10
52205-001-0015-023	INS BENEFITS - DENTAL CLAIMS	14,753.40	2.09	12,333.33	0.45	66,857.46	0.23	148,000.00	0.45
52205-001-0016-023	INS BENEFITS - MEDICAL HRA	58,676.23	8.32	55,532.58	2.03	345,405.17	1.21	666,391.00	2.03
Total LIFE AND	HEALTH INSURANCE:	341,017.42	48.38	327,532.49	11.99	2,353,236.06	8.24	3,930,390.00	11.99
WORKERS COMPENS	RATION	•		•		, ,		-1,	

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WORKERS COMPENSATION			ontinued)						
	COMPENSATION PREM	42,978.25	6.10	42,133.33	1.54	343,946.25	1.20	505,600.00	1.5
	ERS COMP CHECKS	0.00	0.00	0.00	0.00	-8,447.48	-0.03	0.00	0.0
52210-001-0012-024 EXPENSES	S FOR GRIT CLAIMANTS	218.99	0.03	208.33	0.01	640.87	0.00	2,500.00	0.0
Total WORKERS COMPENS	SATION:	43,197.24	6.13	42,341.66	1.55	336,139.64	1.18	508,100.00	1.5
UNEMPLOYMENT COMPENSATION	ON								
	YMENT TAX	0.00	0.00	1,000.00	0.04	0.00	0.00	12,000.00	0.0
52215-001-0000-026 POST EMP	LOYMENT BENEFITS (P	0.00	0.00	15,416.67	0.56	200,000.00	0.70	185,000.00	0.5
Total UNEMPLOYMENT CO	MPENSATION:	0.00	0.00	16,416.67	0.60	200,000.00	0.70	197,000.00	0.6
PROFESSIONAL SERVICES									
52220-001-0000-031 PROFESS	ONAL SERVICES	6,636.93	0.94	21,666.67	0.79	138,532.13	0.49	260,000.00	0.7
52220-001-0011-031 CONTRAC	TUAL SERV - ADV COLLI	2,525.21	0.36	45,000.00	1.65	463,000.04	1.62	540,000.00	1.6
52220-001-0012-031 CONTRAC	TUAL SERV - IMPACT FE	1,111.63	0.16	1,166.67	0.04	8,077.15	0.03	14,000.00	0.0
52220-001-0013-031 CONTRAC	TUAL SERV - PROPERT)	55,957.14	7.94	14,666.67	0.54	157,279.16	0.55	176,000.00	0.5
52220-001-1000-031 CONTRAC	TUAL SERV - GENERAL (20,835.69	2.96	11,488.67	0.42	138,442.23	0.48	137,864.00	0.4
52220-001-2060-031 CONTRAC	TUAL SERV - OCHOPEE	2,469.62	0.35	1,633.75	0.06	9,621.69	0.03	19,605.00	0.0
52220-001-3000-031 CONTRAC	TUAL SERV FIRE & LIFE	579.76	80.0	3,316.67	0.12	6,272.93	0.02	39,800.00	0.1
	TUAL SERVICES FLEET	1,958.60	0.28	2,116.67	0.08	1,958.60	0.01	25,400.00	0.0
52220-001-8000-031 CONTRAC	TUAL SERV - FACILITEIS	18,055.90	2.56	15,715.67	0.58	31,993.14	0.11	188,588.00	0.5
Total PROFESSIONAL SER	VICES:	110,130.48	15.62	116,771.44	4.28	955,177.07	3.35	1,401,257.00	4.2
ACCOUNTING & AUDITING									
52225-001-0000-032 ACCOUNT	ING & AUDITING	1,000.00	0.14	2,625.00	0.10	1,000.00	0.00	31,500.00	0.1
Total ACCOUNTING & AUD	TING:	1,000.00	0.14	2,625.00	0.10	1,000.00	0.00	31,500.00	0.1
CURRENT CHARGES									
52230-001-0000-037 CURRENT	CHARGES	2,427.59	0.34	3,541.67	0.13	10,620.23	0.04	42,500.00	0.1
Total CURRENT CHARGES	87	2,427.59	0.34	3,541.67	0.13	10,620.23	0.04	42,500.00	0.1
TRAVEL & PER DIEM								•	
52235-001-0010-040 EMPLOYE	E TOLLS REIMBURSEME	0.00	0.00	12.50	0.00	24.45	0.00	150.00	0.0
Total TRAVEL & PER DIEM	X=	0.00	0.00	12.50	0.00	24.45	0.00	150.00	0.0
COMMUNICATIONS & FREIGHT								,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	0.0
52240-001-0000-041 COMMUNI	CATIONS- CELL PHONES	100.00	0.01	2,416.67	0.09	7,415.22	0.03	29,000.00	0.0
52240-001-0000-042 FREIGHT 8	POSTAGE SERVICES	171.58	0.02	291.67	0.01	1,894.01	0.01	3,500.00	0.0
52240-001-0015-041 COMMUNI	CATIONS-GENERAL	9,613.65	1.36	10,010.83	0.37	53,387.45	0.19	120,130.00	0.3
52240-001-2060-041 COMMUNI	CATIONS - OCHOPEE	2,495.73	0.35	2,000.00	0.07	12,115.31	0.04	24,000.00	0.0
Total COMMUNICATIONS 8	FREIGHT:	12,380,96	1.76	14,719.17	0.54	74.811.99	0.26	176,630.00	0.5
UTILITY SERVICES		,		,	3.01	7 1,0 1 1.00	0.20	170,000.00	0.0

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UTILITY SERVICES		(Co	ontinued)		77				
	UTILITIES	13,924.28	1.98	15,506.92	0.57	88,559.03	0.31	186,083.00	0.57
52245-001-2060-043	UTILITY SERVICES - OCHOPEE	725.85	0.10	1,062.50	0.04	5,775.11	0.02	12,750.00	0.04
Total UTILITY SE	RVICES:	14,650.13	2.08	16,569.42	0.61	94,334.14	0.33	198,833.00	0.6
RENTALS & LEASES									
52250-001-0000-044	RENTALS & LEASES	141.86	0.02	666.67	0.02	736.56	0.00	8,000.00	0.0
52250-001-0015-044	RENTALS & LEASES - E-FLEET	9,523.84	1.35	9,764.08	0.36	56,913.11	0.20	117,169.00	0.3
52250-001-2010-044	RENTALS & LEASES - FELLOWSHII	0.00	0.00	0.00	0.00	741.08	0.00	0.00	0.0
52250-001-8000-044	RENTALS & LEASES - FACILITIES/N	6,000.00	0.85	2,700.00	0.10	21,100.00	0.07	32,400.00	0.1
Total RENTALS 8	& LEASES:	15,665.70	2.22	13,130.75	0.48	79,490.75	0.28	157,569.00	0.4
NSURANCE GENERAL	<u>_</u>								
52255-001-0000-045	GENERAL INSURANCE	1,133.95	0.16	26,878.08	0.98	385,405.71	1.35	322,537.00	0.98
Total INSURANC	E GENERAL:	1,133.95	0.16	26,878.08	0.98	385,405.71	1.35	322,537.00	0.9
REPAIR & MAINT									
	REPAIRS- HURRICANE IRMA	0.00	0.00	18,750.00	0.69	70.01	0.00	225,000.00	0.6
52260-001-0700-046	REPAIR - RADIOS	3,173.74	0.45	666.67	0.02	3,446.14	0.01	8,000.00	0.0
52260-001-1000-046	REPAIR & MAINTENACE - ADMIN	2,987.44	0.42	2,083.33	0.08	4,211.55	0.01	25,000.00	0.0
52260-001-2000-046	REPAIR & MAINT - OPERATIONS	199.29	0.03	1,000.00	0.04	6,979.39	0.02	12,000.00	0.0
52260-001-2060-046	REPAIR & MAINT OCHOPEE	478.66	0.07	1,166.67	0.04	10,386.06	0.04	14,000.00	0.0
52260-001-3000-046	REPAIR & MAINT. FIRE & LIFE SAF	2,078.68	0.29	997.92	0.04	2,374.43	0.01	11,975.00	0.0
	VEHICLE REPAIR - GNFRD VEHICL	34,159.96	4.85	33,333.33	1.22	127,415.71	0.45	400,000.00	1.2
52260-001-4011-046	VEHICLE REPAIR - NON GNFRD	3,551.53	0.50	2,500.00	0.09	36,376.12	0.13	30,000.00	0.0
	REPAIR & MAINTENANCE- MARC U	0.00	0.00	7,067.08	0.26	4,068.08	0.01	84,805.00	0.2
52260-001-4060-046	VEHICLE REPAIR - OCHOPEE	6,941.78	0.98	2,666.67	0.10	11,016.43	0.04	32,000.00	0.1
52260-001-4112-046	REPAIR & MAINT - MARINE VESSE	11.62	0.00	500.00	0.02	1,078.62	0.00	6,000.00	0.0
52260-001-4115-046	MARINE VESSEL REP & MAINT - NO	0.00	0.00	0.00	0.00	381.74	0.00	0.00	0.0
52260-001-4160-046	MARINE VESSEL REP & MAINT OC	319.12	0.05	625.00	0.02	374.08	0.00	7,500.00	0.0
52260-001-5000-046	REPAIR & MAINTENANCE - TRAINII	3,450.00	0.49	208.33	0.01	3,572.98	0.01	2,500.00	0.0
52260-001-6000-046	REPAIR & MAINT - SPECIAL OPERA	0.00	0.00	1,666.67	0.06	0.00	0.00	20,000.00	0.0
52260-001-6012-046	REPAIR & MAINTENANCE - SCBA	66.03	0.01	1,208.33	0.04	431.53	0.00	14,500.00	0.0
52260-001-7000-046	REPAIR & MAINTENANCE - MEDICA	0.00	0.00	208.33	0.01	0.00	0.00	2,500.00	0.0
52260-001-8000-046	REPAIR & MAINT - FACILITIES/MAI	2,308.47	0.33	11,741.67	0.43	26,069.66	0.09	140,900.00	0.4
Total REPAIR & I	MAINT:	59,726.32	8.47	86,390.00	3.16	238,252.53	0.83	1,036,680.00	3.1
PRINTING									
52265-001-0000-047	PRINTING & BINDING	324.12	0.05	125.00	0.00	324.12	0.00	1,500.00	0.0
Total PRINTING:		324.12	0.05	125.00	0.00	324.12	0.00	1,500.00	0.00
OFFICE SUPPLIES								,	2.00

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OFFICE SUPPLIES			ontinued)						
52270-001-0000-051	OFFICE SUPPLIES	1,030.45	0.15	958.33	0.04	7,195.57	0.03	11,500.00	0.0
Total OFFICE S	UPPLIES:	1,030.45	0.15	958.33	0.04	7,195.57	0.03	11,500.00	0.0
FUELS & LUBRICAN	TS .								
52275-001-0010-052	FUELS & LUBRICANTS	889.67	0.13	2,625.00	0.10	6,230.60	0.02	31,500.00	0.1
52275-001-0011-052	FUELS & LUBRICANTS - UNLEADER	.,	0.71	3,583.33	0.13	31,474.04	0.11	43,000.00	0.1
52275-001-0012-052	FUELS & LUBRICANTS - DIESEL	9,680.82	1.37	13,750.00	0.50	71,637.20	0.25	165,000.00	0.5
52275-001-0090-052	MARINE NON-ETHANOL UNLEADE	2,404.98	0.34	1,625.00	0.06	8,579.28	0.03	19,500.00	0.0
52275-001-2060-052	FUEL - OCHOPEE	0.00	0.00	981.25	0.04	0.00	0.00	11,775.00	0.0
Total FUELS &	LUBRICANTS:	17,967.27	2.55	22,564.58	0.83	117,921.12	0.41	270,775.00	0.8
OPERATING SUPPLIE	ES								
52285-001-0000-052	OPERATING-GEN-GEN	0.00	0.00	333.33	0.01	0.00	0.00	4,000.00	0.0
52285-001-1000-052	OPERATING SUPPLIES - ADMIN	4.49	0.00	275.00	0.01	585.21	0.00	3,300.00	0.0
52285-001-2000-052	OPERATING SUPPLIES - OPERATION	3,704.25	0.53	3,041.67	0.11	21,110.86	0.07	36,500.00	0.
52285-001-2010-052	OPERATING EXPENSE FF FELLOV	0.00	0.00	0.00	0.00	1,561.22	0.01	0.00	0.0
52285-001-2020-052	OPERATING EXP - HURRICANE MIC	0.00	0.00	0.00	0.00	1,201.91	0.00	0.00	0.0
52285-001-2060-052	OPERATING SUPPLIES - OCHOPER	252.48	0.04	291.67	0.01	1,273.84	0.00	3,500.00	0.0
52285-001-3000-052	OPERATING SUPPLY - FIRE & LIFE	0.00	0.00	1,250.00	0.05	2,288.83	0.01	15,000.00	0.0
52285-001-4000-052	OPERATING SUPPLIES - FLEET	440.25	0.06	666.67	0.02	3,303.71	0.01	8,000.00	0.0
52285-001-5000-052	OPERATING SUPPLIES - TRAINING	428.04	0.06	416.67	0.02	2,584.42	0.01	5,000.00	0.0
52285-001-7000-052	OPERATING SUPPLES - MEDICAL	4,924.43	0.70	4,166.67	0.15	10,147.31	0.04	50,000.00	0.1
52285-001-8000-052	OPERATING SUPPLIES - FACILITIE	0.00	0.00	458.33	0.02	129.00	0.00	5,500.00	0.0
Total OPERATI	NG SUPPLIES:	9,753.94	1.38	10,900.01	0.40	44,186.31	0.15	130,800.00	0.4
SMALL EQUIPMENT									
52910-001-1000-049	SMALL EQUIPMENT - ADMIN	0.00	0.00	1,250.00	0.05	844.86	0.00	15,000.00	0.0
52910-001-2000-049	SMALL EQUIPMENT - OPERATIONS	28,656.73	4.07	7,912.50	0.29	59,948.89	0.21	94,950.00	0.2
52910-001-2060-049	SMALL EQUIPMENT - OCHOPEE	1,162.04	0.16	833.33	0.03	1,264.12	0.00	10,000.00	0.0
52910-001-3000-049	SMALL EQUIP - FIRE & LIFE SAFET	594.00	80.0	1,027.67	0.04	2,594.79	0.01	12,332.00	0.0
52910-001-4000-049	SMALL EQUIPMENT - FLEET	782.00	0.11	416.67	0.02	892.35	0.00	5,000.00	0.0
52910-001-5000-049	SMALL EQUIP - TRAINING	0.00	0.00	766.67	0.03	1,590.66	0.01	9,200.00	0.0
52910-001-6010-049	SMALL EQUIP - DIVE RESCUE	0.00	0.00	208.33	0.01	101.10	0.00	2,500.00	0.0
52910-001-6011-049	SMALL EQUIP - HAZ MAT	0.00	0.00	208.33	0.01	0.00	0.00	2,500.00	0.0
52910-001-6013-049	SMALL EQUIPMENT - USAR	0.00	0.00	208.33	0.01	0.00	0.00	2,500.00	0.
52910-001-6014-049	SMALL EQUIPMENTMERT	0.00	0.00	208.33	0.01	0.00	0.00	2,500.00	0.0
52910-001-7000-049	SMALL EQUIP - MEDICAL	75.00	0.01	416.67	0.02	100.00	0.00	5,000.00	0.0
52910-001-8000-049	SMALL EQUIP-FACILITIES & MAINT	329.00	0.05	291.67	0.01	329.00	0.00	3,500.00	0.0
Total SMALL E	QUIPMENT:	31,598.77	4.48	13.748.50	0.50	67,665,77	0.24	164,982,00	0.5

Run Date: 4/2/2019 5:06:31PM

G/L Date: 3/31/2019

Greater Naples Fire Rescue District (GNF)

				ORIGINAL				ORIGINAL	
		Period to Date	%	PTD Budget	%	Year to Date	%	Annual Budget	%
UNIFORMS		¥!				10,00		*	
52920-001-1000-052	UNIFORMS - ADMIN	1,937.75	0.27	916.67	0.03	3,405.42	0.01	11,000.00	0.0
52920-001-2000-052	UNIFORMS-OPERATIONS	1,488.00	0.21	7,083.33	0.26	19,991.29	0.07	85,000.00	0.2
52920-001-2011-052	UNIFORMS - BUNKER GEAR	6,049.77	0.86	11,149.67	0.41	66,901.13	0.23	133,796.00	0.4
52920-001-3000-052	UNIFORMS - FIRE & LIFE SAFETY	103.20	0.01	416.67	0.02	987.30	0.00	5,000.00	0.0
Total UNIFORM	is:	9,578.72	1.36	19,566.34	0.72	91,285.14	0.32	234,796.00	0.7
BOOKS, DUES									
52930-001-1000-055	BOOKS, DUES - ADMIN	5,943.11	0.84	3,423.33	0.13	15,937.62	0.06	41,080.00	0.1
52930-001-2000-055	BOOKS, DUES - OPERATIONS	5,033.44	0.71	10,833.33	0.40	57,369.96	0.20	130,000.00	0.4
52930-001-3000-055	BOOKS, DUES - FIRE & LIFE SAFET	641.66	0.09	1,687.50	0.06	7,547.52	0.03	20,250.00	0.0
52930-001-4000-055	BOOKS, DUES - FLEET	1,295.00	0.18	865.00	0.03	4,715.00	0.02	10,380.00	0.0
52930-001-5000-055	BOOKS, DUES - TRAINING	3,176.46	0.45	5,833.33	0.21	5,370.56	0.02	70,000.00	0.2
52930-001-5010-055	BOOKS, DUES - TRAINING CPR	0.00	0.00	83.33	0.00	0.00	0.00	1,000.00	0.0
52930-001-6000-055	BOOKS, DUES- SPECIAL OPERATION	0.00	0.00	100.00	0.00	0.00	0.00	1,200.00	0.0
52930-001-6010-055	BOOKS, DUES-DIVE	315.00	0.04	0.00	0.00	315.00	0.00	0.00	0.0
52930-001-6012-055	BOOKS, DUES - CERT	0.00	0.00	166.67	0.01	3,071.55	0.01	2,000.00	0.0
52930-001-7000-055	BOOKS, DUES - MEDICAL	0.00	0.00	958.33	0.04	0.00	0.00	11,500.00	0.0
Total BOOKS,	DUES:	16,404.67	2.33	23,950.82	0.88	94,327.21	0.33	287,410.00	0.8
CAPITAL OUTLAY									
52940-001-0000-062	CAPITAL OUTLAY - BUILDING & IM	2,200.00	0.31	2,916.67	0.11	2,200.00	0.01	35,000.00	0.1
52940-001-0000-064	CAPITAL OUTLAY - EQUIP & FURN	15,157.23	2.15	16,766.67	0.61	27,925.95	0.10	201,200.00	0.6
52940-001-0000-068	CAPITAL OUTLAY - INTANGIBLE AS	0.00	0.00	416.67	0.02	0.00	0.00	5,000.00	0.0
52940-001-0000-069	CAPITAL OUTLAY - VEHICLES	2,254.80	0.32	20,031.67	0.73	2,254.80	0.01	240,380.00	0.7
52940-001-0000-070	CAPITAL OUTLAY - FIRE & RESCUE	64,427.74	9.14	17,727.08	0.65	64,427.74	0.23	212,725.00	0.6
Total CAPITAL	OUTLAY:	84,039.77	11.92	57,858.76	2.12	96,808.49	0.34	694,305.00	2.1
Total Expens	es:	2,469,617.83	350.35	2,757,019.95	100.95	15,767,462.67	55.22	33,084,235.00	100.9
Net Income f	rom Operations:	-1,764,711.16	-250.35	-25,916.04	-0.95	12,786,510.10	44.78	-310,988.00	-0.9
Earnings bef	ore Income Tax:	-1,764,711.16	-250.35	-25,916.04	-0.95	12,786,510.10	44.78	-310,988.00	-0.9
Net Income (Loss):	-1,764,711.16	-250.35	-25,916.04	-0.95	12,786,510.10	44.78	-310,988.00	-0.9

Run Date: 4/2/2019 5:06:31PM

G/L Date: 3/31/2019

Balance Sheet As of 3/31/2019

Greater Naples Fire Rescue District (IMP)

IMPACT FEES (IBERAIBANK)	\$	5,380,255.88	3	
Total Assets:			\$	5,380,255.88
FUND BALANCE - IMPACT FEES PRIOR YEAR RESTRICTED	\$	4,123,295.69)	
Retained Earnings-Current Year	\$	244,491.79)	
FUND BALANCE IMPACT FEES CURRRENT YEAR	\$	1,012,468.40)	
Total Equity:			\$	5,380,255.88
Total Liabilities & Equity:			\$	5,380,255.88
	Total Assets: FUND BALANCE - IMPACT FEES PRIOR YEAR RESTRICTED Retained Earnings-Current Year FUND BALANCE IMPACT FEES CURRRENT YEAR Total Equity:	Total Assets: FUND BALANCE - IMPACT FEES PRIOR YEAR RESTRICTED \$ Retained Earnings-Current Year \$ FUND BALANCE IMPACT FEES CURRENT YEAR \$ Total Equity:	Total Assets: FUND BALANCE - IMPACT FEES PRIOR YEAR RESTRICTED \$ 4,123,295.69 Retained Earnings-Current Year \$ 244,491.79 FUND BALANCE IMPACT FEES CURRRENT YEAR \$ 1,012,468.40 Total Equity:	FUND BALANCE - IMPACT FEES PRIOR YEAR RESTRICTED \$ 4,123,295.69 Retained Earnings-Current Year \$ 244,491.79 FUND BALANCE IMPACT FEES CURRENT YEAR \$ 1,012,468.40 Total Equity: \$

Run Date: 4/2/2019 5:11:35PM

Greater Naples Fire Rescue District (IMP)

				ORIGINAL				ORIGINAL	
		Period to Date	<u></u> %	PTD Budget	<u></u> %	Year to Date	<u></u> %	Annual Budget	%
Revenue									
IMPACT FEES									
32400-301-0000-110	IMPACT FEES	111,163.36	95.94	108,333.33	98.86	617,010.47	96.18	1,300,000.00	98.80
Total IMPACT FE	ES:	111,163.36	95.94	108,333.33	98.86	617,010.47	96.18	1,300,000.00	98.86
GRANTS									
	FEDERAL GRANT - PUBLIC SAFET	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
33400-301-0000-200	STATE GRANT - PUBLIC SAFETY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total GRANTS:		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
INTEREST EARNINGS									
36100-301-0000-100	INTEREST	4,706.78	4.06	1,250.00	1.14	24,473.89	3.82	15,000.00	1.14
Total INTEREST	EARNINGS:	4,706.78	4.06	1,250.00	1.14	24,473.89	3.82	15,000.00	1.14
OTHER MISCELLANEO	DUS INCOME								
36400-301-0000-000	DISPOSITION OF FIXED ASSETS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
36400-301-0000-001	OTHER MISCELLANIOUS INCOME	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
Total OTHER MIS	SCELLANEOUS INCOME:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
Total Revenue:		115,870.14	100.00	109,583.33	100.00	641,484.36	100.00	1,315,000.00	100.0
Gross Profit:	5.4	115,870.14	100.00	109,583.33	100.00	641,484.36	100.00	1,315,000.00	100.0
Expenses									
IMPACT FEE EXPENSI	E								
51700-301-0000-071	DEBT SERVICES	71,173.15	61.42	32,155.00	29.34	147,072.44	22.93	385,860.00	29.3
51700-301-0000-072	DEBT SERVICES -INTEREST	16,966.90	14.64	6,833.33	6.24	34,455.81	5.37	82,000.00	6.2
52220-301-0000-031	PROFESSIONAL SERVICES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
	CURRENT CHARGES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
	FREIGHT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
	RENTAL AND LEASE EXPENSE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.0
	OPERATING SUPPLIES - SAFER GI		0.00	0.00	0.00	0.00	0.00	0.00	0.0
Total IMPACT FE	EE EXPENSE:	88,140.05	76.07	38,988.33	35.58	181,528.25	28.30	467,860.00	35.5
SMALL EQUIPMENT									
	SMALL EQUIPMENT - OPS - SAFER		0.00	0.00	0.00	0.00	0.00	0.00	0.0
	NEW VEHICLE SMALL PARTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0:0
	SMALL EQUIPMENT AND TOOLS	36,125.34	31.18	0.00	0.00	53,054.63	8.27	0.00	0.0
Total SMALL EQ	UIPMENT:	36,125.34	31.18	0.00	0.00	53,054.63	8.27	0.00	0.0
UNIFORMS									
	UNIFORMS - SAFER GRANT	0.00	0.00	0.00	0.00	4,251.87	0.66	0.00	0.0
52920-301-2011-052	UNIFORMS - BUNKER GEAR - SAFE	0.00	0.00	0.00	0.00	31,126.62	4.85	0.00	0.0
Total UNIFORMS	S:	0.00	0.00	0.00	0.00	35,378.49	5.52	0.00	0.0

Run Date: 4/2/2019 5:10:05PM

G/L Date: 3/31/2019

Impact Fees Income Statement For The 6 Periods Ended 3/31/2019

Greater Naples Fire Rescue District (IMP)

			ORIGINAL			ORIGINAL			
	Period to Date	%	PTD Budget	%	Year to Date	%	Annual Budget	%	
CAPITAL OUTLAY			7160						
52940-301-0000-061 LAND	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
52940-301-0000-062 CAPITAL OUTLAY - BUILDING & IMI	0.00	0.00	0.00	0.00	1,331.09	0.21	0.00	0.00	
32940-301-0000-063 CAPITAL OUTLAY - INFRASTRUCT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
52940-301-0000-064 CAPITAL OUTLAY - EQUIP & FURN	29,166.91	25.17	10,833.33	9.89	125,700.11	19.60	130,000.00	9.89	
2940-301-0000-065 CAPITAL OUTLAY - CONST. IN PRO	0.00	0.00	41,666.67	38.02	0.00	0.00	500,000.00	38.02	
2940-301-0000-066 CAPITAL OUTLAY - PROP UNDER (0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
2940-301-0000-067 CAPITAL OUTLAY - SPECIAL RESP	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
2940-301-0000-068 CAPITAL OUTLAY - INTANGIBLE AS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
2940-301-0000-069 CAPITAL OUTLAY - VEHICLES	0.00	0.00	1,166.67	1.06	0.00	0.00	14,000.00	1.06	
2940-301-0000-070 CAPITAL OUTLAY - FIRE & RESCU	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
2940-301-0010-062 CAPITAL OUTLAY - IMPROV OTHE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
2940-900-0000-059 DEPRECIATION	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Total CAPITAL OUTLAY:	29,166.91	25.17	53,666.67	48.97	127,031.20	19.80	644,000.00	48.97	
Total Expenses:	153,432.30	132.42	92,655.00	84.55	396,992.57	61.89	1,111,860.00	84.55	
Net Income From Operations:	-37,562.16	-32.42	16,928.33	15.45	244,491.79	38.11	203,140.00	15.45	
Earnings Before Income Tax:	-37,562.16	-32.42	16,928.33	15.45	244,491.79	38.11	203,140.00	15.45	
Net Income (Loss):	-37,562.16	-32.42	16,928.33	15.45	244,491.79	38.11	203,140.00	15.4	

Run Date: 4/2/2019 5:10:05PM

Balance Sheet As of 3/31/2019

GNFRD Hydrant Fund (HYD)

Assets 10100-101-0000-001	HYDRANT OPERATING ACCOUNT	\$ 464,686.26	
	Total Assets:		\$ 464,686.26
Equity			
28200-101-0000-001	FUND BALANCE - HYDRANT ASSIGNED (PRIOR YTD)	\$ 432,196.98	
28200-101-0000-003	Retained Earnings-Current Year	\$ 10,999.13	
28200-101-0000-003	FUND BALANCE-CURRENT YEAR	\$ 21,490.15	
	Total Equity:		\$ 464,686.26
	Total Liabilities & Equity:	3	\$ 464,686.26

Run Date: 4/2/2019 5:14:32PM

HYDRANT FUND INCOME STATEMENT For The 6 Periods Ended 3/31/2019

GNFRD Hydrant Fund (HYD)

			ORIGINAL				ORIGINAL	
	Period to Date	%	PTD Budget	%	Year to Date	%	Annual Budget	%
Revenue	5 <u>\</u>			1,				
HYDRANT MAINTENANCE INCOME								
32400-101-0000-900 HYDRANT MAINTENANCE	0.00	0.00	2,500.00	95.24	10,000.00	81.36	30,000.00	95.24
Total HYDRANT MAINTENANCE INCOME: INTEREST EARNINGS	0.00	0.00	2,500.00	95.24	10,000.00	81.36	30,000.00	95.24
36100-101-0000-100 INTEREST EARNINGS	394.33	100.00	125.00	4.76	2,291.78	18.64	1,500.00	4.70
Total INTEREST EARNINGS:	394.33	100.00	125.00	4.76	2,291.78	18.64	1,500.00	4.76
Total Revenue:	394.33	100.00	2,625.00	100.00	12,291.78	100.00	31,500.00	100.0
Gross Profit:	394.33	100.00	2,625.00	100.00	12,291.78	100.00	31,500.00	100.00
Expenses								
52200-101-0000-046 REPAIR AND MAINTENANCE	0.00	0.00	2,916.67	111.11	1,292.65	10.52	35,000.00	111.1
52220-101-0000-031 PROFESSIONAL SERVICES - COUN	0.00	0.00	291.67	11.11	0.00	0.00	3,500.00	11.1
Total Expenses:	0.00	0.00	3,208.34	122.22	1,292.65	10.52	38,500.00	122.22
Net Income From Operations:	394.33	100.00	-583.34	-22.22	10,999.13	89.48	-7,000.00	-22.2
Earnings Before Income Tax:	394.33	100.00	-583.34	-22.22	10,999.13	89.48	-7,000.00	-22.2
Net Income (Loss):	394.33	100.00	-583.34	-22.22	10,999.13	89.48	-7,000,00	-22.2

Run Date: 4/2/2019 5:13:32PM



GREATER NAPLES FIRE RESCUE DISTRICT BOARD OF FIRE COMMISSIONERS Action Item Worksheet

NEW BUSINESS

Agenda Item: Consent

Subject: Policy #902.2 Meeting Room Usage by Outside Organizations- Revision

Meeting Date: April 9, 2019

Prepared By: Tara Bishop, Director

Background:

A recent review of Policy #902.2 Meeting Room Usage by Outside Organizations and the District's needs revealed the need to revise the policy. The District needs to maintain adequate meeting/training space during normal office hours to accommodate internal training and meeting needs. Additionally, the Fire and Life Safety facility and Training facility are not available afterhours due to access/security limitations. Therefore, the policy has been modified to remove both facilities from the Room Reservation availability list.

Funding Source/Financial Impact: N/A

Recommendation:

Staff recommends approving revised Policy #902.2 Meeting Room Usage by Outside Organizations

Potential Motion:

I, move to accept staff's recommendation and adopt revised Policy # 902.2 Meeting Room Usage by Outside Organizations.

They Red

CANTE MATERIAL STATE RESCUE

GREATER NAPLES FIRE RESCUE DISTRICT

POLICIES

POLICY # 902 2

Meeting Room Usage by Outside Organizations

Approved: 11/10/2015

Revised: 03/276/201!

Bishop

Purpose

To identify terms and conditions for utilization of Fire District Meeting Rooms by outside Organizations.

Policy

The Greater Naples Fire Rescue District (GNFD) recognizes that an organization can request to utilize meeting rooms to promote, distribute, or conduct classes, seminars, and training. The District recognizes that meeting rooms can be available to host or conduct training, programs, classes or public meetings.

Definitions:

The following terms shall serve as definitions specifically outlined within this policy.

For Profit Organization - an organization or company to gain a business profit.

Non-Profit Organization- an organization recognized as a non-profit by the IRS or a Government agency.

Meeting Room-considered any one of the five-three public meeting rooms located at the following locations: Each request is considered on a case by case basis.

- Station 73 14575 Collier Blvd Naples, FL 34119
- 2. Station 71 100 13th Street SW Naples, FL 34117
- 3. Station 20 4798 Davis Blvd Naples, FL 34104
- 4. Fire and Life Safety 2700 North Horseshoe Drive, Naples FL 34104 (8:00 AM to 4:30 PM)
- 5. Station 70 Training 4741 Golden Gate Parkway, Naples FL 34116

Rules:

No Smoking inside any building or on the grounds, no alcohol or any other illegal substance.

Organizations shall be limited to use of District facilities no more than 12 times per year.

No meeting room shall be rented to an individual.

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ORIGINAL SIGNED BOFC

Within the policy is the approval, use, and fees associated with utilizing the facility once the request is approved.

Submit an Application with the following information:

- 1. Name, Date, Address, and Phone Number of the person requesting the facility.
- 2. Number of participants.
- 3. Purpose and usage of the facility.
- 4. Dates and times that the facility is requested (e.g., Monday-Friday 1500-1700 hours)
- 5. If a business; provide proof of business ownership (e.g., website, flyer)
- 6. Request two facilities of preference by priority (e.g., Station 73-choice 1; Station 71-choice 2)
- 7. Provide proof of Liability Insurance of \$300,000 naming GNFD as a Certificate Holder.
- 8. The organization will abide by the Code of Conduct of the Greater Naples Fire Rescue District.
- 9. Sign a written agreement provided by the District agreeing to all terms outlined within this policy.
- 10. All costs associated with utilizing the facility must be paid in-full prior to facility utilization.

Payments must be paid to the District at least seven days prior to utilizing the facility. A meeting room reservation will not be guaranteed until all fees are paid.

For Profit Organization Fees Schedule:

- 1. \$25.00 per hour (Minimum Two hours)
- \$500 Security Deposit shall be provided with initial payment. (Deduction may be for damage, if facility not returned equal to or better than when occupied, and any hours beyond contracted hours). (For every 15 minutes or a portion thereof \$50. Example: One hour equals \$200) All damage beyond the security deposit will be assessed to the organization.
- 3. Groups greater than 50 persons shall have a trained crowd manager on site. (Provide certification of Crowd Manager or use GNFD Crowd Manager at \$100 per hour.)

Non- Profit Organization Fees Schedule:

- 1. \$00.00 per hour
- 2. A \$10.00 per hour charge for utilities may be charged for more than two scheduled dates or more than four hours of use.
- A fee of \$100 for carpet cleaning may be charged for a group that schedules 6 events in a year.
- 4. \$100 Security Deposit shall be provided with initial payment. (Deduction may be for damage, if facility not returned equal to or better than when occupied, and any hours beyond contracted hours. (For every 15 minutes or a portion thereof \$10.00 Example: One hour over scheduled time equals \$40) All damage beyond the security deposit will be assessed to the organization.

Page 2 of 3

5. Groups greater than 50 persons shall have a trained crowd manager on site. (Provide certification of Crowd Manager or use GNFD Crowd Manager at \$100 per hour.)

Disclaimer:

The District reserves the right to collect payment from the requestor either in monetary form or receipt of the following acceptable methods of payment (e.g., free student for courses being offered, free text books, or educational materials, other donation).

Refund:

For a refund of the hourly rate a request shall be made seven days prior to the event. A refund of the hourly rate is forfeited for no shows or failure to cancel seven days prior.

For two or more no show events, the group will be canceled and forfeit security deposit.

Security Deposit will be refunded less any damage, cleaning or charges for extra time using facility.

Disclaimer:

The District reserves the right to refund deposits made by the organization securing the facility under extenuating circumstances. These circumstances shall be defined by the Fire Chief or Designee.

Movement:

If the District cannot comply with the original request for a specific agreed upon facility, the District reserves the right to move the "event" to another one of the five listed meeting rooms. The District will make every effort to notify the requestor in a timely manner.

The requestor shall not be moved with less than 24 hours of notice.

Disclaimer:

In the event of a Declared Emergency need of the Fire District the request for use may be cancelled by the Fire District and all funds will be reimbursed.

Contact Information

Contact Greater Naples Fire Rescue Administrative Headquarters at (239) 348-7540 for additional information.

Greater Naples Fire Rescue District Disposition of Fixed Assets # 19-004

To: Board of F	ire Cor	nmissioners				D	ate: 4/2/2019
Inventory No.	Qty.	Description	Condition	Age (years)	Comments Disposal Method	Location	Org Cost
GG692	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG1957	1	Scba Airpack	oos	15 years	Trade for parts/services	Station 72	\$3,469.00
GG3221	1	Scba Airpack	oos	11 years	Trade for parts/services	Station 72	\$2,587.45
GG1963	1	Scba Airpack	oos	15 years	Trade for parts/services	Station 72	\$3,469.00
GG716	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG710	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG3229	1	Scba Airpack	oos	11 years	Trade for parts/services	Station 72	\$577.00
GG1607	1	Scba Airpack	oos	16 years	Trade for parts/services	Station 72	\$3,003.00
GG662	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG680	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG695	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG1954	1	Scba Airpack	oos	15 years	Trade for parts/services	Station 72	\$3,469.00
GG1951	1	Scba Airpack	oos	15 years	Trade for parts/services	Station 72	\$3,469.00
GG698	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG707	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG1968	1	Scba Airpack	oos	15 years	Trade for parts/services	Station 72	\$3,469.00
GG701	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG2970	1	Scba Airpack	oos	12 years	Trade for parts/services	Station 72	\$2,565.50
GG683	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG2969	1	Scba Airpack	oos	12 years	Trade for parts/services	Station 72	\$2,565.50
GG745	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG740	1	Scba Airpack	oos	21 years	Trade for parts/services	Station 72	\$1,895.00
GG3457	1	Thermal Imager S/N A1-2795-I07	non- repairable	11 years	Trade in price reduction	Training	\$9,123.40
GG1379	1	Scott Thermal Imager S/N 109001586	non- repairable	17 years	Trade in price reduction	Training	\$8,825.00
ENFD2795	1	Thermal Imager ISG K-90 S/N 2273	non- repairable	14 years	Trade in price reduction	Training	\$23,770.00

Total:

\$93,101.85

Greater Naples Fire Rescue District Disposition of Fixed Assets # 19-004

Reviewed by: Prepared by:	Tara Bishop, Director Sarah A. Pike, AA	4/2/2	019
We, the undersigne	d, certify that the property items listed on this form are in the	stated condition and warrant disposition.	
	f listed property offered by Commissioner to Signed this 9th day of April 2019.	, seconded by Commissioner	Motion
Commissioner Jeff	Page	Commissioner Kevin Gerrity	
Commissioner Davi	d Stedman	Commissioner Charles Cottiers	
Commissioner Tom	Henning		



I. MEETING OPENED

Chairman Henning called to order the regular meeting of the Greater Naples Fire Rescue District's Board of Fire Commissioners meeting at 5:30pm., on March 12, 2019 at Administrative Headquarters. Present were Commissioners Henning, Page, Cottiers, Gerrity, and Stedman. Executive Staff in attendance: Fire Chief Schuldt, Deputy Chiefs Hanson, Low, Martin, Sapp, and McLaughlin. Staff in attendance: Suanne Woeste and Nicole Chesser. Public in attendance: Kevin Nelmes, George Danz, Debbie Schwarz, Judy Schleiffer, Susan Morris, Daniel Garretto, Jason Bright, Joey Brown, Craig Weinbaum, and Sal D'Angelo. Others were in attendance but did not sign in.

A. Pledge of Allegiance and Invocation

Chairman Henning opened the meeting with the Pledge of Allegiance followed by the invocation by Pastor Jack Strom.

B. Line of Duty Deaths Reading and Moment of Silence

Chief Schuldt reported there were a total of 3 firefighter fatalities for the month of February, bringing the total for 2019 to 5, followed by a moment of silence.

C. 2018 Annual Awards Ceremony and Presentation

The following GNFD members we recognized for their significant contributions during 2018.

- Fire Chief's Values Lieutenant Tom Purcell
- Firefighter of the Year Driver Engineer Daniel Sawyer
- Civilian Employee of the Year Administrative Assistant Susan Morris
- Excellence in Service in Fire and Life Safety Inspector Mike Bays
- Excellence in Service in Chaplaincy- Chaplain Jack Strom
- Tenzinga Excellence in Leadership Award Trophy- Battalion Chief Chris Tobin
- Tenzinga Excellence in Leadership Award Challenge Coin- Assistant Chief J. Nolan Sapp
- Tenzinga Excellence in Leadership Award Challenge Coin-Lieutenant Kevin
- Employees of the Month 2018:
 - o April- HR Specialist Debbie Schwarz
 - o May- Driver Engineer Vaughn Palmateer
 - o September- Administrative Assistant Sarah Pike
 - o October- Administrative Assistant Judy Schleiffer
 - o November- Administrative Assistant Tracey Caparrelli
 - o December- Administrative Assistant Suanne Woeste

D. Consent Agenda

Commissioner Stedman moved to approve the Consent Agenda as presented. Commissioner Page seconded. Motion passed 5-0.

- 1. Treasurer's Report Director Bishop
- Disposition of Fixed Assets 19-003

E. Approval, Additions and Deletions to the Agenda

Commissioner Stedman moved to approve the Agenda as presented. Commissioner Cottiers seconded. Motion passed 5-0.



F. Approval of the GNFD Board Minutes for February 12, 2019

Commissioner Gerrity asked for clarification on the minutes: Section II. Old Business C. ESTF Merger Presentation. The ESTF is not ours to table, the meaning was for GNFD not to participate anymore. The Board agreed that was the intended meaning. Commissioner Gerrity moved to approved minutes as amended. Commissioner Cottiers seconded. Motion passed 5-0.

G. Awards and Recognition

Chief Schuldt recognized the following employees:

- 15 Year Service Award: FF Occhipinti, DE L. Garcia, LT. Asher, and Captain Weinbaum
- 10 Year Service Award: DE Hancock and LT. Grala
- Probation Completed: AA Amanda Eberl
- Florida State Elks Association selected firefighter/paramedic LT. Kevin Nelmes as 2019 First Responder of the year.

H. Fire Chief's Report

Chief Schuldt presented report as submitted and added the following:

- GNFD received 1st check in amount of \$19,575 for hurricane Irma reimbursement. Category B Protective Measures is still being processed, we are expected to receive a total of \$296,574 in reimbursements.
- Legislative update: Staff has travelled to Tallahassee the past few weeks to address
 funding efforts for Station 63, and has been working with DOT Legislative Affairs
 people on language for a future agreement. The County Staff and Legislative
 Affairs team has gone above and beyond in working towards getting the MM63 Bill
 passed.
- On March 8, 2019, the Ochopee Advisory Committee dedicated Station 61 to Chief Alan McLaughlin for his dedicated service as Ochopee Fire Chief (2008-2016).
- The District completed an on-line auction producing approximately \$65,000.00 in revenue. Three fire apparatus, 5 staff vehicles and numerous pieces of loose equipment were included in the disposition of assets.
- The Collier County Fire Chiefs voted to support a public relations campaign to raise awareness of the hazards associated with storm shutters
- Assistant Chief Sapp gave a brief summary on the actions and after actions report on the Naples Estates Clubhouse fire.

** Time Specific 6:30pm Attorney Request- Rey Velazquez

Director Bishop advised District's Counsel Rey Velazquez is on the phone. Attorney Velazquez stated pursuant to section 286.011(8) Florida Statutes, I am advising the governing Board that I desire advice, regarding settlement negotiations strategy in the matter of Christian Tobin, Matthew Trent, Jeff Davenport, Andy Krajewski, Corey Nelson and Forrest Campbell v. Greater Naples Fire Rescue District, Middle District Court, Civil Action No. 2:18-cv-00616-UA-MRM. The subject matter shall be confined to the pending litigation. I'm requesting the session be held Tuesday April 9, 2019 time specific of 6:00 pm. Commissioner Stedman made a motion to have a closed-door attorney-client session April 9, 2019, time specific 6:00pm. Commissioner Cottiers seconded. Motion passed 5-0.



I. Chapter 175 Firefighters' Pension Plan No report

J. Local 2396 Report - President Kevin Nelmes

- The Health and Safety meeting group has finalize the talking points/ lessons learned for the Curlew fire training, the roll out is expected by end of March.
- The Drexel Focus Group that Deputy Chief Low has taken on (that Labor has partnered with) will begin in April.
- Five union members did attended the IAFF Peer Support Group. Deputy Chief Low was also invited and was able to attend 1 day.
- Printing of the PTSD/suicide prevention brochures have been vetted by Deputy Chief Low and executive board member Brian Mading and sent to print. IAFF Local 2396 will pay for ½ the printing cost with the District as a co-sponsored effort.

II. OLD BUSINESS

A. Attorney Request- Rey Velazquez
See above

B. AIW-Fire Chief's Employment Compensation Review

Commissioner Henning followed up on last month's discussion regarding Chief Schuldt's annual review and compensation. It is the Board's responsibility per contract to evaluate the Fire Chief and award a merit increase of at least 2%, if the majority of evaluations are positive. Commissioner Page made a motion to award a merit increase of 2%, to be retroactive to an effective date of October, 2018. Commissioner Stedman seconded. Motion passed 5-0.

III. NEW BUSINESS

A. AIW – State of Florida Deferred Compensation Plan

Commissioner Stedman moved to approve staff's recommendation thereby authorizing participation in the State of Florida Deferred Compensation Plan 457 (b). Commissioner Cottiers seconded. Motion passed 5-0.

B. AIW – Employee Handbook Update

Commissioner Cottiers moved to proceed with adopting the Greater Naples Fire Rescue District Administration Employee Handbook dated March 2019. Commissioner Cottiers seconded. Motion passed 5-0.

C. AIW – Sun Life Dental Administrator Assignment

Commissioner Gerrity made a motion to support staff's recommendation approving Resolution 2019-02; therefore assigning Sun Life Assurance Company the District's dental claims administrator. Commissioner Cottiers seconded. Motion passed 5-0.

D. Public Comment

None



E. Comments by Commissioners

- Commissioners Stedman & Henning thanked Chief Sapp for the thorough afteraction report on the Naples Estates Clubhouse fire.
- Commissioner Gerrity stated that last month a vote was passed to curtail the
 involvement with the Emergency Task Force which he was against. He passed a
 handout to the Commissioners to remind them exactly what the taskforce mission is.
 Henning stated the Board gave direction to the Chief to focus his time on the
 Ochopee merger which involves finances, meeting with attorney and County staff,
 and much more.
 - Gerrity the meetings would be helpful if you wanted to have a discussion with Immokalee about their plans. The ESFT meetings allow staff and Commissioners from both Districts to attend and discuss in the publically announced meeting. The ESTF meetings are more than just about merging with North Collier Fire District.
- Commissioner Cottiers is encouraged by President Nelmes involvement with Staff.
- Commissioner Henning stated he received an email from Chris Tobin regarding an item on the agenda. Clearly this is not following the chain of command. The Board's message to the Chief is to communicate to staff that the chain of command must be followed or there will be consequences.
 - Gerrity A motion cannot be made at this time, let's add to next month's agenda.

IV. ADJOURNMENT

Meeting Adjourned 7:07pm.	
Duly passed with a vote of to	and adopted in session on the 9 th day April 2019.
Chairman Tom Henning	Commissioner David Stedman
Commissioner Charles Cottiers	Commissioner Jeff Page
Commissioner Kevin Gerrity	

Commissioner Stedman made a motion to adjourn. Commissioner Page seconded, Motion passed 5-0.



MARCH, 2019

REPORTING OFFICER	Kingman Schuldt, Fire Chief
TYPE	Monthly - Commission
SUBMITTAL DATE	April 4, 2019

ACTIVITIES REPORT

Strategic Planning – March 14; Staff conducted a strategic planning update session under the guidance of the District's consultant, Fazio International. A review of the existing Plan was discussed, updated and augmented to best address current activities. Staff is currently working with the consultant to refine the findings and it is expected they will return in the next several weeks with the deliverable report. At such time the Union will be provided the opportunity to again participate.

<u>Human Resources</u> – An employment offer was made for the Training Administrative Assistant. The District remains on target to have a replacement for Linda Swisher prior to her retirement in April.

Apparatus & Equipment Checkout – Training for the new Station Check apparatus inventory and checkout program has been completed. All inventories are being confirmed for final input into the database. Implementation is expected in the near future and will allow the District to better account for apparatus and assigned equipment to ensure all are in working order. Staff continues to work closely with the Union to implement the program and meet concerns raised by their members.

<u>Station 60</u> – Bathroom repairs necessary for a water leak remain in progress. Everglades City continues to work in a cooperative manner to facilitate the repairs. The Union President has been kept up to date on the activities.

<u>Station 70</u> – The County has resumed efforts to repair damaged areas of the Station resulting from the termite infestation more than a year ago. The kitchen and radio watch room are largely complete. Crews are to begin repairs to the bathrooms but no schedule has been confirmed.

Knox Box Program – The District hosted a county-wide meeting and presentation by Knox for the purpose of planning a countywide program to include all fire rescue agencies' utilization of a common access key for commercial structures, public schools, and a new residential program. GNFD is the second agency in Florida to implement a full-service program including residences. If other agencies join the GNFD platform it will be the first multi-agency countywide, single use system in Florida. Because of the District's efforts with this project it has been recognized as an industry leader by the Knox Corporation. As a result, we have been asked to host the second Knox Advisory Council meeting in October of this year.



<u>Labor Negotiations</u> – Staff continues to prepare and work cooperatively with the Union to hold labor management meetings and Labor Negotiations. The Union President and his leadership team are maintaining open dialogue to address significant issues.

Alligator Alley Fire Station Funding – Staff continues to work with County and State officials on the current Bills to provide long-term funding. A significant amount of time continues to be committed to the project. The Union President has been very cooperative to assist in communications efforts with the legislators. After recently completing the run of Senate committees with a 19-0 vote in Senate Appropriations to advance SB 72 to the Senate Floor, we are now solely focused on the House to advance the companion bill.

<u>Fleet</u> – In addition to numerous routine repairs and maintenance to the fleet, Engine 90 received a major PM (preventative maintenance) check.

Ladder 72 remains at Ten-8 for body corrosion issues. The District and Pierce are not in agreement on responsibility to make repairs. This is the third time the vehicle has been returned to the dealer for the same issue. To date, Pierce has not agreed to address the issue under what we believe are the terms of the warranty.

Fleet recently completed the final rebranding effort to have the District's trailers updated. In total, the four remaining trailers; haz-mat, training, and logistics (2) have been rebranded.

Fleet executed this year's E-Fleet leasing order, including six new staff support vehicles. This will result in a number of previously purchased vehicles to be sold through the E-Fleet buy-back program.

The new brush truck was delivered on April 1st. Staff is working with members from Station 71 and Fleet to identify equipment and mounting needs. The unit is a 4-wheel drive and will support large-scale wildfire operations. The vehicle carries 800 gallons of on-board water, 20 gallons of foam, and is equipped with a 250 gpm water pump capable of flowing water while the truck is in motion from a cab operated turret nozzle mounted on the front bumper, or ground seeps located underneath the chasis. Firefighting hoses include two 150' hose lines on retractable reels and 200 feet of 1½" hose. The vehicle was acquired with financial assistance of the Golden Gate Land Trust and will be housed at Station 71. The vehicle previously assigned to this station was decommissioned last year after more than 20 years of service. There is a Push Back ceremony in conjunction with the next Golden Gate Land Trust meeting scheduled for May 20th at Station 71.

Facilities Use Study – Staff continues to assess options to expand logistics and fleet facility needs. A potential property has been identified located at 4377 Domestic Avenue. The lot size is about one-acre, existing building approximately 12,250 square feet, and currently housing an automotive repair center. The building includes six service bays with 12 - 16° overhead doors, each between 40° and 70° deep. There are two additional bays of smaller configuration. There is also a 60° automotive paint booth, several offices, and supply storage rooms; listing price of \$2,750,000.



If acquired, the District could relocate the Fleet Management Branch from the current Warren Street facility, and utilize the existing Fleet facility to address logistical and warehousing needs. This would result in the District sunsetting its need to rent a warehouse for Logistical support at the current cost of \$3,000.00/month.

In order to off-set costs staff is exploring possible public-private partnerships with a current fire apparatus service provider. Initial consideration is to lease approximately 3,000 square feet (two bays) to a private partner for use as a regional service center serving fire rescue agencies throughout SW Florida.

Annual Audit – The Finance Section is preparing to conduct the annual audit scheduled to begin April 15th. Additionally, this year staff ordered a random physical field audit that will include three budget components; Impact, General Operating, and FDOT.

<u>Immokalee Fire District</u> – Staff continues to have dialogue to explore the possibility of entering into a partnership agreement whereas training and logistics programs could be cooperatively managed. Staff is currently analyzing the request and developing options for consideration.

<u>Training & Special Operations Offices</u> – Significant progress made on the conversion of the old administrative offices located at Station 70. Interior door reconfigurations are complete, painting is nearing completion, and electrical work is scheduled. New flooring and drop ceiling will be the final phase.

<u>Isles of Capri Town Hall</u> — On March 28 the District participated in a Public Safety Town Hall meeting to address concerns raised by residents over the potential relocation of County EMS services to Marco Island, and a perceived reduction of fire-based EMS services. GNFD presented information on post-merger enhancements, current operations, dispatch procedures, and fire and life safety services. The meeting was very well received with more than 50 residents in attendance. County EMS Chief Butcher was also in attendance.

<u>Upcoming Travel</u>
EMS Advisory Council- Boca Raton April 15-18

Public Programs
24 Events in March
8,447 Contacts in March

60 Events YTD 111,598 Contacts YTD



Customer Satisfaction Surveys
Emergency Response- 0
Fire & Life Safety- 4
Administrative- 1

MEETINGS AND EVENTS

- Participated in the following teleconferences as board or committee member for the following organizations:
 - o Southeastern Association of Fire Chiefs
 - o EMS Advisory Council
 - o Disaster Response Committee
- Meetings
 - o Weekly Command Staff
 - o Legislative Hearings-Tallahassee, FL
 - o 100 Club Dinner
 - o Dr. Lynch Teleconference
 - o GG Civic Association
 - o Strategic Planning
 - o Port of the Islands CID
 - o MM 63 with the County
 - o Fiddler's Creek Firewise Community
 - o Knox Box Presentation
 - o CareerQuest- Seacrest School
 - o Isles of Capri Public Safety Town Hall

February 1 through February 28, 2019

Inspection Statistics

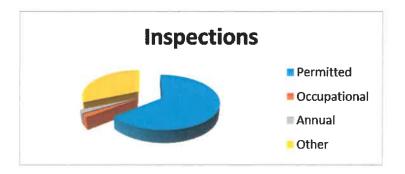
Permitted Inspections: 570

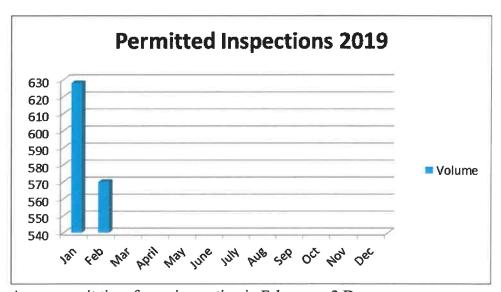
Occupational/Business Tax License Inspections: 27

Annual Inspections: 39

Other Inspections: 288







Average wait time for an inspection in February: 3 Days

Current wait time as of March 29: 2 Days

Investigations

Number of fire investigations: 0

Hours spent: 0

Fire Plans Review Statistics

Fire Plan Building Reviews: 327; decrease of 94 from January

Site Development/Planning Reviews: 63; decrease of 14 from January

Everglades City Building Reviews: 1; decrease of 6 from January

Average Review Time: 2 Days



March 2019

Operations Statistics:

Total Incidents 2121

Total Responses 2394 (based on all apparatus)

Medical / Rescue 1509 calls for service.

Percentage Medical 71.1%

Fire / Other 612 calls for service. Busiest Response Unit EN75 288 Incidents.

Busiest Day of Week Friday 345 Incidents

Busiest Time of Day 12:00 to 12:59 123 Incidents.

Greater Naples Fire Rescue District	Jan-19	Feb-19	Mar-19	Apr-19	May-19	June-19	July-19	Aug-19	Sept-19	Oct-19	Nov-19	Dec-19	Total
*NA	5	5	6										16
100 Series Fire	34	24	38										96
200 Series Overpressure Rupture, Explosion, Overheat(no fire)		1	1										2
300 Series Rescue & Emergency Medical Service Incident	1305	1396	1509										4210
400 Series Hazardous Condition(No fire)	19	9	16										44
500 Series Service Call	118	125	141										384
600 Series Good Intent Call	426	333	296										1055
700 Series False Alarm & False Call	115	99	113										327
800 Series Severe Weather													0
900 Series Special Incident Type		1	1										2
Grand Total	2022	1993	2121	0	0	0	0	0	0	0	0	0	6136
Responses by day average	65.2	71.2	68.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	16.8
Average by Stations Daily	4	5	5	0	0	0	0	0	0	0	0	0	1
Average Medical vs. other calls for service (combined)	64.5%	70.0%	71.1%	#DIV/0!	68.6%								

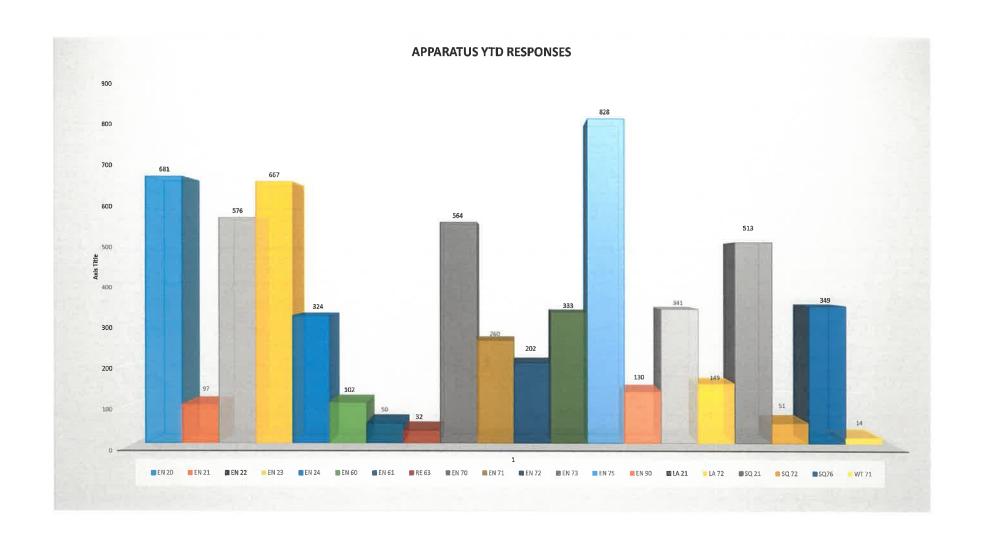
General Types of Assembly Usage	Jan-19	Feb-19	Mar-19	Apr-19	May-19	June-19	July-19	Aug-19	Sept-19	Oct-19	Nov-19	Dec-19	Total
*NA	7	8	7										22
Assembly	70	86	79										235
Educational	10	21	10										41
Heath Care, Detention	278	222	253										753
Industrial , Utility, Defense, Agriculture, Mining		1	1										2
Mercantile, Business	80	90	70										240
Outside or Special Property	388	441	472										1301
Residential	1180	1110	1210										3500
Storage	9	14	19										42
GRAND TOTAL	2022	1993	2121	0	0	0	0	0	0	0	0	0	6136

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	YTD
Mutual Aid Given from GNFD	Incidents												
*NA													0
Bonita Springs Fire													0
City of Naples													0
Florida Forestry Service													0
Immokalee Fire													0
Marco Island													0
North Collier	_												0
Broward County / Dade County		1											
The same of the sa	_			_			-						1
Total	0	1	0	0	0	0	0	0	0	0	0	0	1
	January	February	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	
Mutual Aid Received to GNFD	Incidents												
*NA													0
Florida Forestry													0
City of Naples	1												1
Collier EMS													0
Immokalee Fire													0
Marco Island													0
North Collier			1										1
Ochophee													0
Broward County / Dade County													0
Total	1	0	1	0	0	0	0	0	0	0	0	0	2
Total													-
Automatic Aid Report				** Auto	Aid Call Da	to door no	at include o	calle we w	eren't on a	c woll**			
Automatic Aid Neport	lan.	F.h	Man								A1.		VED
A. to Aid Oisson	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
Auto Aid Given	Incidents												
*NA	204	00	00										0
City of Naples	31	22	38										91
Florida Forestry Service													0
Immokalee Fire			1										1
Marco Island	17	13	18										48
Miami-Dade			1										1
North Collier	79	87	88										254
Total	127	122	146	0	0	0	0	0	0	0	0	0	395
~													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	1
				1 - 10-1		-	1 50.	9	ТОР	- 500	1.00	, 500	1
LAuto Aid Received to GNED	Incidents												
Auto Aid Received to GNFD	Incidents	P .											I .
*NA	Incidents												
*NA Broward County	Incidents												
*NA Broward County Florida Forestry		40	40										0
*NA Broward County Florida Forestry City of Naples	Incidents 20	12	10										42
*NA Broward County Florida Forestry City of Naples Collier EMS		12	10										42 0
*NA Broward County Florida Forestry City of Naples Collier EMS Immokalee Fire	20												42
*NA Broward County Florida Forestry City of Naples Collier EMS Immokalee Fire Marco Island	20	6	4										42 0
*NA Broward County Florida Forestry City of Naples Collier EMS Immokalee Fire	20												42 0 0

ROM 3/1/	2019 TO 3/31	/2019										
Unit	< 4 Min	< 5 Min	< 6 Min	< 7 Min	< 9 Min	< 10 Min	< 11 Min	< 12 Min	> 12 Min			
EN20	37.37	63.13	79.29	87.37	95.96	97.47	97.47	97.98	2.02			
EN22	37.65	55.56	72.22	88.89	96.30	97.53	98.77	98.77	1.23			
EN23	17.78	33.89	45.00	60.56	82.22	89.44	92.22	96.11	3.89			
EN24	11.43	30.00	48.57	65.71	80.00	90.00	92.86	95.71	4.29			
EN60	15.63	25.00	25.00	31.25	46.88	50.00	65.63	71.88	28.13			
EN61	33.33	50.00	66.67	75.00	75.00	75.00	83.33	83.33	16.67			
EN70	40.49	57.06	75.46	86.50	96.93	98.16	98.77	99.39	0.61			
EN71	16.47	29.41	38.82	44.71	62.35	68.24	75.29	82.35	17.65			
EN72	22.54	29.58	39.44	53.52	81.69	87.32	92.96	97.18	2.82			
EN73	18.27	34.62	59.62	75.00	89.42	91.35	94.23	95.19	4.81			
EN75	18.82	38.82	55.69	69.80	88.24	90.20	92.16	93.73	6.27			
EN90	39.13	39.13	47.83	56.52	78.26	82.61	86.96	86.96	13.04			
LA21	23.76	44.55	63.37	76.24	92.08	96.04	98.02	98.02	1.98			1
RE63	14.29	19.05	19.05	23.81	33.33	42.86	47.62	52.38	47.62			1
SQ21	23.21	38.10	53.57	70.83	89.88	93.45	94.64	97.02	2.98			
SQ76	20.00	31.82	47.27	68.18	92.73	96.36	99.09	99.09	0.91			
Zone	Alarms	Avg Resp										
20	218	5				Zo	ne Respor	nse Averag	e			
21	275	6					•		,-			
22 23	170	5		14		13						
23	216	7		12			12					
24 60	69 43	6 13										
61	12	6		10				9				
63	26	12		8		7			7			7
70	203	5			6	7 6	6		7 = 6	6	6	6
71	98	9		6 5	5	2		5				7
72 73	158 108	7										
75 75	286	6		4								
76	49	6		2								
90	32	7										
Out	158	6		0			-	70		-		
	2121			20	21 22	23 24 60	61 63	70 71	72 73	75	76 9	90 Out
												_
												-
												-

Apparatus Response Report

	Jan19	Feb19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Total	YTD
AIR 72	0		0										0	0.00%
AT 23	0		0										0	0.00%
AT 60	0		0										0	0.00%
AT 63	1		4										5	0.07%
AT 90	0	9	0										9	0.13%
BA 20	72	58	73										203	2.96%
BA 60	3	3	6										12	0.18%
BA 70	70	77	67										214	3.12%
BO60	2	2	1										5	0.07%
BO 90	6	10	13										29	0.42%
BR 21	5	1	6										12	0.18%
BR 22	3	3	4										10	0.15%
BR 70	0		0										0	0.00%
BR 71	0		0										0	0.00%
BR 72	1		2										3	0.04%
BR 73	1	3	2										6	0.09%
CA 22	0		0										0	0.00%
CA 223	1	1	5										7	0.10%
CH 200	0		1										1	0.01%
CH 23	0		0										0	0.00%
CH 210	8	5	3										16	0.23%
EMS 25	0	4	1										5	0.23%
EN 20	239	216	226										681	9.94%
EN 21	97	0	0										97	1.42%
EN 22	186	192	198										576	8.41%
EN 23	242	205	220										667	9.74%
EN 24														
EN 60	94	116	114										324	4.73%
EN 61	26	34	42										102	1.49%
	13	21	16										50	0.73%
RE 63	400	32	407										32	0.47%
EN 70	183	194	187										564	8.23%
EN 71	93	73	94										260	3.80%
EN 72	33	85	84										202	2.95%
EN 73	125	86	122										333	4.86%
EN 75	285	255	288										828	12.09%
EN 90	48	37	45										130	1.90%
LA 21	59	138	144										341	4.98%
LA 72	149	0	0										149	2.18%
PU 21	0		0										0	0.00%
PU 22	0		0										0	0.00%
RE 72	0												0	0.00%
SQ 20	0												0	0.00%
SQ 21	131	189	193										513	7.49%
SQ 72	9	39	3										51	0.74%
SQ76	122	103	124										349	5.10%
SQ 272		66	81											
WT 20	3		0										3	0.04%
WT60	2		4										6	0.09%
WT63	7	3	8										18	0.26%
WT 70	8	6	8										22	0.32%
WT 71	5	4	5										14	0.20%
													0	
Total	2332	2270	2394	0	0	0	0	0	0	0	0	0	6849	
Resp.														



	1		-											
WEEK RPT	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	
Sunday	249	298	256	1,01	ividy	0 0111		1.00					803	13.47%
Monday	263	314	292										869	14.58%
Tuesday	322	264	288										874	14.66%
Wednesday	352	284	278										914	15.34%
Thursday	254	213	272										739	12.40%
Friday	266	275	345										886	14.87%
Saturday	257	292	326										875	14.68%
													5960	100.00%
SHIFT	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	
A-Shift	691	587	739										2017	33.48%
B-Shift	689	653	687										2029	33.68%
C-Shift	629	700	649										1978	32.84%
Hour o	f Day	INC						Т:	Of Davi					
0:00	0:59	49						rime	Of Day					
1:00	1:59	61	140											
2:00	2:59	37												
3:00	3:59	33							12	2				
4:00	4:59	33	120						122 12	120	116	117		
5:00	5:59	46						113	09	111	116			
6:00	6:59	55							09		109	102		
7:00	7:59	86	100					98				102	99 99	
8:00	8:59	98											9	93
9:00	9:59	113					86						1	
10:00	10:59	109	80											
11:00	11:59	122												
12:00	12:59	123		= -			1							64 61
13:00	13:59	120	60	A 61										
14:00														61
	14:59	111		49			55							61
15:00	15:59	111 116		49		46	55							61
16:00	15:59 16:59	111 116 109	40	49	37	46	55							61
16:00 17:00	15:59 16:59 17:59	111 116 109 117		49	37 33	46	55							61
16:00 17:00 18:00	15:59 16:59 17:59 18:59	111 116 109 117 102	40	49	37 33	33	55							61
16:00 17:00 18:00 19:00	15:59 16:59 17:59 18:59 19:59	111 116 109 117 102 99		49	37 33	46	55							61
16:00 17:00 18:00 19:00 20:00	15:59 16:59 17:59 18:59 19:59 20:59	111 116 109 117 102 99 99	40	49	37 33	33	55							61
16:00 17:00 18:00 19:00 20:00 21:00	15:59 16:59 17:59 18:59 19:59 20:59 21:59	111 116 109 117 102 99 99 99	40	49	37 33	33	55							61
16:00 17:00 18:00 19:00 20:00	15:59 16:59 17:59 18:59 19:59 20:59	111 116 109 117 102 99 99	40 20 0		37 33			9 9:59 10:59	11-59 12-59 1	2-50 14-50 15	·59 16·59 17·1	59 18-59 19-5	9 20.59 21.59	



March 15, 2019

Kingman Schuldt, Fire Chief Greater Naples Fire Rescue District 14575 Collier Boulevard Naples, Florida 34119

Dear Chief Schuldt,

We are in receipt of your letter expressing concerns regarding fire hazards with affixed storm shutters on structures and the importance of public awareness regarding this issue.

The Collier Commission received a letter from the Collier County Fire and EMS Chiefs Association expressing the Association's decision to create educational materials and promote public awareness within the community. This position statement was also presented by EMS Chief Tabatha Butcher, President of the Chiefs Association, at the Board of County Commission meeting on February 26, 2019. The Board strongly agreed and supported the Association's position to promote public education and awareness prior to consideration or development of a County Ordinance. The County will monitor this situation and continue to work with the Fire Districts on this important issue.

Sincerely,

Len Golden Price, Department Head Administrative and Emergency Services

Len Golden Aice

cc: William McDaniel, BCC Chairman Leo Ochs, County Manager Nick Casalanguida. Deputy County Manager



GREATER NAPLES FIRE RESCUE DISTRICT BOARD OF FIRE COMMISSIONERS Action Item Worksheet

NEW BUSINESS

Agenda Item:

III. A

Subject:

Resolution 2019-03 Local Mitigation Strategy Adoption

Meeting Date:

April 9, 2019

Prepared By:

Tara Bishop, Director

Background:

The District currently has a Hazard Mitigation Grant submitted to the Florida Division of Emergency Management. Adoption of the 2015 Collier County Local Mitigation Strategy is required prior to receiving funding for any approved grant program.

https://www.colliercountyfl.gov/your-government/divisions-a-e/emergency-management/library-cmte-reference/local-mitigation-strategy-2015

Funding Source/Financial Impact: N/A

Recommendation:

Staff recommends adopting the 2015 Collier County Local Mitigation Strategy by approving Resolution 2019-03.

Potential Motion:

I, move to accept staff's recommendation and move for adoption Resolution 2019-03.

Kynd ad



RESOLUTION 2019-03

RESOLUTION TO ADOPT THE COLLIER COUNTY LOCAL MITIGATION STRATEGY

WHEREAS, The undersigned, as the duly authorized authority of GREATER NAPLES FIRE RESCUE DISTRICT (referred to as the "District"), a State of Florida Independent Special District organized and existing under the laws of the State of Florida, does hereby certify that the following is a true and correct copy of a Resolution adopted by the Board of Fire Commissioners of the District through a Resolution with unanimous written consent and that the Resolution remains in full force and effect:

WHEREAS, the District is located in an area that is vulnerable to natural and man-made disasters; and

WHEREAS, the District supports reasonable efforts to make the community better prepared for future disasters and better able to recover after disaster strikes; and

WHEREAS, by adopting the Collier County Local Mitigation Strategy, the framework for future mitigation efforts and post disaster recovery may be made easier and faster; and

WHEREAS, the Federal Emergency Management Agency and The Florida Department of Community Affairs have made funds available for statewide comprehensive local hazard mitigation projects and require local LMS adoption;

WHEREAS, the Board of Fire Commissioner of the Greater Naples Fire District finds that the approval and adoption of the 2015 Local Mitigation Strategy adopted by Collier County Resolution is in the best interest of the citizens and residents of the Greater Naples Fire Rescue District regarding their safety, health and well-being to adopt a Local Mitigation Strategy in order for the District to receive funding any approved grant program, such as the Hazard Mitigation Grant, the Pre-Disaster Mitigation Grant Program and the Flood Mitigation Assistance Grant Program, to name a few,

1 | Page

Resolution 2019-03 Collier County LMS Adoption

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF FIRE COMMISSIONERS OF THE GREATER NAPLES FIRE RESCUE DISTRCIT that the aforementioned Local Mitigation Strategy is hereby adopted.

Commissioner Charles Cottiers

Collier County

Local Mitigation Strategy

EXECUTIVE SUMMARY

Collier County is threatened by a number of different types of natural, technological and societal or man-made hazards. These hazards endanger the health and safety of the people of the county, jeopardize its economic vitality, and imperil the quality of the natural environment. Because of the importance of avoiding or minimizing the County's vulnerability to these hazards, the public and private sector interests of Collier County have joined together to undertake a comprehensive planning process that has culminated in the publication of this document: "The Collier County Local Mitigation Strategy."

This private sector/public sector partnership, named the Collier County Local Mitigation Strategy Working Group, has conducted detailed studies to identify the hazards threatening Collier County and to estimate the relative risks posed to the community by those hazards. This information has been used by the Working group to assess the vulnerability of the public facilities and neighborhoods of Collier County to the impacts of future disasters involving those hazards. With these identified, the Working Group has worked to identify proposed projects and programs that will avoid or minimize these vulnerabilities to make the communities of Collier County much more resistant to the impacts of future disasters.

These projects and programs to reduce the impacts of future disasters are also called "mitigation initiatives" in this document. Mitigation initiatives have been developed and will continue to be developed by the Working Group for implementation whenever the resources to do so become available. As the mitigation initiatives identified in this plan are implemented, Collier County will become a more "disaster resistant" community.

This document details the work of the Collier County Local Mitigation Strategy Working Group (LMSWG) over the past several years to develop the planning organization, to undertake the needed technical analyses, and to coordinate the mitigation initiatives that have been proposed by the participating jurisdictions and organizations. Additionally, this strategy contains the jurisdictional Floodplain Management Plans when required or developed. Through publication of this Local Mitigation Strategy, the Working Group continues to solicit the involvement of the entire community to make the people, neighborhoods, businesses and institutions of Collier County safer from the impacts of future disasters.



GREATER NAPLES FIRE RESCUE DISTRICT BOARD OF FIRE COMMISSIONERS

Action Item Worksheet

NEW BUSINESS

Agenda Item:

III. B

Subject:

Reserve Fund Investments

Meeting Date:

April 9, 2019

Prepared By:

Tara Bishop, Director

Background:

The District currently has \$2,710,789 in a reserve account at First Florida Integrity Bank. Interest rate was .25% through February of 2019, an increase to .83 was issued in March 2019, with another rate adjustment expected for the remainder of 2019 to 1.1% with the funds being placed in a Public Fund Money Market account with is FDIC insured and liquid.

Over the past several months two investment brokers have presented investment proposals, yielding higher returns.

Florida Cooperative Liquid Asset Securities System (FLCLASS) managed by Public Trust Advisors

AAAm rated by Standard and Poor Global Ratings, the highest rating available for a local government investment pool

Current Yield 2.62% daily March 2019

Same day Liquidity

No minimum to invest

Florida Fixed Income Trust (FL FIT) managed by Water Walker Investments

AAAf/S1+ rated by Standard and Poor

Yield 2.66% Jan 2019

Same Day Liquidity

Minimum to invest \$10,000

Cash Pool option

Risk is inherent with investments. Investments in either fund are not insured or guaranteed by the FDIC or any other governmental agency

Funding Source/Financial Impact: Reserve Funds currently held in First Florida Integrity bank. Amount to be invested if any to be determined.

Recommendation:

Staff recommends a full presentation from both investment brokers prior to enrollment.

Potential Motion:

I, move to accept staff's recommendation and place presentations on the May meeting agenda.







An Investment Solution for Public Funds







Florida Cooperative Liquid Asset Securities System

Get to know FLCLASS

FLCLASS (Florida Cooperative Liquid Asset Securities System) is an intergovernmental investment pool authorized under Section 218.415, Florida Statutes, and was created by an interlocal agreement by and among State public agencies - (the "Interlocal") as described in Section 163.01, Florida Statutes.

FLCLASS' objective is safety, liquidity and competitive yields which is offered to ALL public agencies in Florida:

- Maximize Safety: FLCLASS is rated 'AAAm' by Standard and Poor's.
- Competitive Yield: FLCLASS is currently paying a 2.65%* daily.
- Same Day Liquidity: Convenience of a checking account without the transactions fees.
- Transparent Governance by a board of your peers.

Board of Trustees



Ken Burke
Clerk of Court and Comptroller
Pinellas County



Sharon Bock
Clerk of Court and Comptroller
Palm Beach County



Jim Cooke
City Treasurer/ Clerk
City of Tallahassee



Chief Financial Officer
Orange County Tax Collector



Treasurer
Miami-Dade Public Schools

If you have would like to speak to an FLCLASS representative, please contact Matt Tight at matt.tight@flclass.com or call (407) 588-9667.

*As of February 15, 2019. Past performance is not an indicator of future performance or results. Any financial and/or investment decision may incur losses. Any financial and/or investment decision should be made only after considerable research, considerable research, consideration and involvement with an experienced professional engaged for the specific purpose. Daily yield is the dividend factor multiplied by the number of days in the year. Yields can vary over time. Standard & Poor's Ratings in no way guarantee favorable performance results and should not be construed as safety in an investment. You may incur fees associated with wires and/or ACH transactions by your bank, but there will be no fees charged from FLCLASS for such transactions. FLCLASS is administrated by PUBLIC TRUST ADVISORS.

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General Questions
Program Contact Information



ABOUT THE FLORIDA COOPERATIVE LIQUID ASSETS SECURITIES SYSTEM (FLCLASS)

The Florida Cooperative Liquid Assets Securities System ("FLCLASS" or the "Trust") is an independent local government investment pool designed to meet the cash management and short-term investment needs of Florida local government entities. FLCLASS is open to all governmental entities within the State of Florida (the "State") which include, but are not limited to, the following and the officers thereof: any State agency, county, municipality, school district, special district, clerk of the circuit court, sheriff, property appraiser, tax collector, supervisor of elections, authority, board, public corporations, quasi-public authorities or any other political subdivision of the State. FLCLASS is an intergovernmental investment pool authorized under Section 218.415, Florida Statutes and was created by an Interlocal agreement by and among State public agencies (the "Interlocal") as described in Section 163.01, Florida Statutes, as amended. The management of FLCLASS will be under the direction of an appointed Board of Trustees comprised of eligible Participants of the FLCLASS program.

INVESTMENT OBJECTIVES

The primary investment objectives of FLCLASS in order of priority are:

SAFETY: FLCLASS minimizes risks by managing the portfolio in a manner which emphasizes the preservation of principal while maintaining a stable net asset value.

LIQUIDITY: FLCLASS provides daily liquidity to Participants of the program. Portfolio maturity and duration parameters are established to provide for the liquidity needs of the Participants.

TRANSPARENCY: FLCLASS ensures transparency by allowing Participants to efficiently obtain portfolio and account information and will offer dedicated client service support with an easy to use technology platform.

COMPETITIVE RETURNS: FLCLASS's goal is to provide competitive returns for its Participants while adhering to the primary objectives of Safety and Liquidity. The FLCLASS investment policy and guidelines establish the policies, procedures, and strategies to assure that these objectives are met.



OBJECTIVE & PURPOSE

FLCLASS provides a professionally managed investment program for governmental entities. The general objective of FLCLASS is to generate additional investment income for the Participants while maintaining safety and liquidity. The purpose of FLCLASS is to offer a safe, convenient and liquid investment option to Florida governmental entities. By utilizing economies of scale and professional investment management, FLCLASS seeks to generate competitive market returns in a manner that will provide for the safety of principal while meeting the liquidity needs of the Participants.

ELIGIBLE INVESTMENTS

FLCLASS may only be invested in a manner that is permitted pursuant to the laws of the State of Florida and Florida's Investment of Local Government Surplus Funds Act, Florida Statutes, Chapter 218.415. Furthermore, investments are made in accordance with the Trust's own investment policy which is structured to meet Standard & Poor's investment guidelines needed to maintain the highest attainable rating for a Local Government Investment Pool, 'AAAm', which include investments authorized under Section 218.415(16), Florida Statutes. Below is a listing of FLCLASS's permitted investments. Visit www.flclass.com for a copy of the complete FLCLASS Investment Policy.

- · U.S. Treasury Securities
- · Federal Instrumentality Securies
- Agency Securities
- · Repurchase Agreements
- · Tri-Party Repurchase Agreements
- · Commercial Paper
- · Corporate Notes and Bonds

- Certificates of Deposit and Negotiable Bank Deposit Notes
- · Collateralized Bank Deposits
- Municipal Obligations
- Any investment authorized under Section 218.415(16), Florida Statutes

ELIGIBLE FUNDS

- · Operating Funds
- Sales Tax Funds
- Endowments
- · Reserve Funds
- · Construction Funds

- General Funds
- Enterprise Funds
- · Bond Funds
- · Capitalized Interest Funds



FUND HIGHLIGHTS

FLCLASS, an independent local government investment pool (LGIP), open to all political subdivisions, instrumentalities of political subdivisions and State agencies in the State of Florida, is designed to meet the cash management and short-term investment needs of Florida governmental entities.



SAFETY - LIQUIDITY - YIELD

- · Maintain AAAm rating, and by Standard & Poor's Ratings Services
- · Detailed Credit Review Process
- · Daily Portfolio Surveillance and Stress Testing
- Third Party Custodian holds all Cash and Securities on behalf of the Participants
- · Daily \$1.00 NAV Calculation
- · Conservative Investment Policy
- · Same-Day Availability of Funds
- · Competitive Daily Yields
- Daily Compounding of Interest

CONVENIENCE

- · No Transaction Fees
- No Minimum Investment Amount
- · Unlimited Transactions
- · Unlimited Sub-Accounts
- · Deposits and Withdrawals by Fed Wire or ACH
- · Secure Access to Online Transaction and Reporting System
- Direct Deposit of State and Federal Payments
- Client Service Representatives Available via Toll-Free Phone, Fax and Email



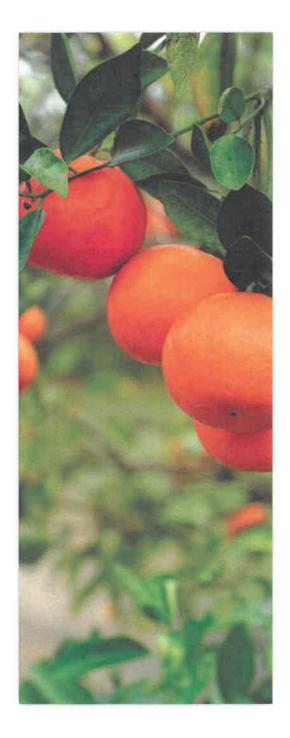
REPORTING

- Complete Transparency
- · Monthly Statements emailed on the First Business Day of each Month
- Transaction Confirmations emailed at Close of Business each day
- · Online System Provides Real-Time Transactional Data
- · Monthly Investment Holdings Reports Available Online
- · Daily Holdings Available Upon Request
- · Financial Transparency Reports Designed for Public Posting

ONLINE CAPABILITIES

- · Secure, Online Transactions via MYACCESS
- Self-Manage Your Investments 24/7, 365 Days a Year
- · Contributions, Withdrawals and Transfers are all accepted
- Pre-Date Important Transactions
- · Real-Time Transactional Information
- · Reliable and Convenient Statement Reporting
- · Read-Only Capabilities





HOW TO JOIN FLCLASS

Enrolling in FLCLASS is simple. Participants may join FLCLASS by one of two methods.

After reading the Interlocal Cooperation Agreement and Information Statement, follow these steps:

1) Approve an Authorizing Resolution

or

2) Sign an Instrument of Adoption

Please visit the FLCLASS Documents Center at www.flclass.com for further information and to complete the FLCLASS registration packet.

After the resolution is adopted and the account registration forms are complete, please forward all documentation to FLCLASS at clientservices@flclass.com or fax to (844) 220-7900.

FUND ADMINISTRATOR AND INVESTMENT ADVISOR

Public Trust Advisors LLC (Public Trust), serves as the Fund Administrator and Investment Advisor for FLCLASS. Public Trust professionals pioneered the development, implementation and management of turnkey local government investment pool (LGIP) solutions for public sector clients. The team at Public Trust has been managing public funds for more than two decades, and has successfully enhanced the income potential of its clients' portfolios while adhering to their investment objectives of safety and liquidity.

The Public Trust fund administration platform combines robust technology with a depth of knowledge built from years of experience to create a powerful and diversified platform. This platform provides state-of-theart processing supporting diverse client requests and transactions while seamlessly interfacing with multiple financial institutions.

Public Trusts' customized administrative services encompass all aspects of fund accounting, transfer agency, shareholder record keeping and reporting capabilities. Public Trust currently serves as the Administrator and Investment Advisor for numerous LGIP programs.

For more information about Public Trust please visit www.publictrustadvisors.com.

THE CUSTODIAN

Wells Fargo Bank, N.A. serves as custodian for FLCLASS pursuant to a Custodian Agreement. Wells Fargo Bank, N.A. acts as safekeeping agent for FLCLASS' investment portfolio(s) and serves, in accordance with the statutes of the State of Florida, as the depository in connection with the direct investment and withdrawal mechanisms of FLCLASS. Wells Fargo does not participate in the Trust's investment decision-making process.

LEGAL COUSEL

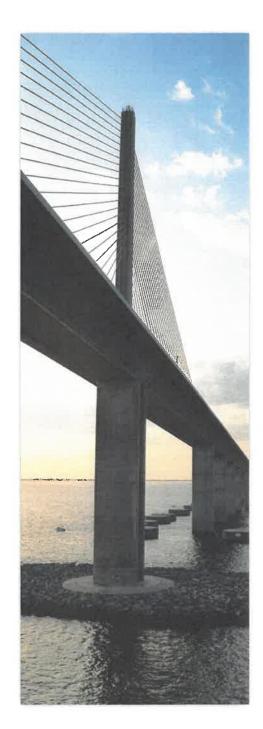
Greenberg Traurig LLP serves as legal counsel to FLCLASS.

Greenberg Traurig LLP 450 South Orange Avenue, Suite 650 Orlando, FL 32801

INDEPENDENT AUDITORS

Templeton & Company, LLP serves as the independent certified public accountant to audit the annual Financial Statements of FLCLASS. The audit contains statements of assets and liabilities, of operations and of changes in net assets. The opinion of the independent certified public accountant on such financial statements is based on an examination of the books and records of FLCLASS made in accordance with generally accepted accounting principles (GAAP).





GENERAL QUESTIONS

Q: WHO OVERSEES FLCLASS?

A: The Board of Trustees oversee the management of FLCLASS. The Board is comprised of Florida government finance and investment officers from a variety of public entity types who are Participants of FLCLASS. The Board is responsible for selecting the Administrator, Investment Advisor and other Service Providers necessary for the pool to operate. The Board has retained the services of Public Trust, with offices in Orlando, FL, to serve as the Administrator and Investment Advisor for FLCLASS.

Q: WHAT ARE THE OBJECTIVES OF FLCLASS?

A: FLCLASS' primary investment objective is the safety of public funds. FLCLASS has been created to offer a safe, efficient and liquid investment alternative while seeking competitive investment returns to meet the liquidity needs of its participants.

Q: WHAT IS THE MINIMUM REQUIREMENT FOR INVESTING IN FLCLASS?

A: There is no minimum investment amount for FLCLASS.

Q: WHAT TRANSACTION FEES DOES FLCLASS CHARGE?

A: FLCLASS does not charge any transaction fees.

Q: WHAT ARE THE LIMITS ON THE NUMBER OF TRANSACTIONS?

A: FLCLASS does not limit the number of transactions.



Q: DOES FLCLASS LIMIT THE NUMBER OF SUBACCOUNTS?

A: FLCLASS does not limit the number of subaccounts.

Q: WHAT ARE THE DAILY TIME CUT-OFFS FOR TRANSACTIONS?

A: Transactions, including withdrawals, contributions and transfers need to be submitted by 3:00pm EST for sameday processing.

Q: FOR A NEXT-DAY ACH, WHAT IS THE CUT-OFF TIME?

A: Next-day ACH requests must be received by 3:00pm EST (24 hours in advance).

Q: WHAT IS MYACCESS?

A: MYACCESS is a secure, internet based transaction system that allows registered FLCLASS Participants to self-manage their FLCLASS investments. MYACCESS is available 24/7, 365 days a year.

Q: HOW DOES AN FLCLASS PARTICIPANT RECEIVE A LOGIN FOR MYACCESS?

A: In order to obtain a MYACCESS registration and instructions, FLCLASS Participants should call Client Services at (844) 220-7600 or email us at clientservices@flclass.com.

Q: WHAT FUNCTIONS CAN MYACCESS PERFORM?

A: MYACCESS allows Participants to make contributions, withdrawals and transfers between subaccounts as well as to other approved FLCLASS Participants. Users can pre-date important transactions, ensuring that they are handled reliably, and avoiding unfortunate timing issues or cash access emergencies. Reporting features available via MYACCESS include access to monthly statements, transaction confirmations and details highlighting past, present and future dated transactions.

Q: HOW LONG DOES IT TAKE TO RECEIVE A REGISTRATION FOR MYACCESS?

A: All new usernames and passwords are system generated and will arrive via email one day after the request is made.





FLORIDA OFFICE

Public Trust Advisors, LLC 201 E. Pine Street, Suite 750 Orlando, Florida 32801 Phone (407) 588-9667

ONLINE

www.flclass.com info@flclass.com

YOUR TEAM

MATT TIGHT

Vice President matt.tight@publictrustadvisors.com

TOM TIGHT

Managing Director tom.tight@publictrustadvisors.com

JOHN GRADY

Managing Director john.grady@publictrustadvisors.com

Current Participants



Cities/Towns

City of Bartow

City of Boca Raton

City of Bradenton

City of Cape Coral

City of Clearwater

City of Cocoa

City of Delray Beach

City of Dunedin

City of Edgewater

City of Frostproof

City of Hollywood

City of Holly Hill

City of Indian Rocks Beach

City of Largo

City of Leesburg

City of Madeira Beach

City of Maitland

City of Mary Esther

City of Miami Beach

City of Naples

City of Oldsmar

City of Plant City

City of Pompano Beach

City of Port St. Lucie

City of Riviera Beach

City of South Bay

City of Stuart

City of St. Pete Beach

City of Sunrise

City of Tallahassee

City of West Palm Beach

Cities/Towns (Cont.)

Town of Indian Shores

Town of Jupiter

Town of Lady Lake

Town of Longboat Key

Town of Medley

Village of Wellington

Counties

Calhoun County

Citrus County

Escambia County

Hernando County

Highlands County

Indian River County

Lee County

Osceola County

Palm Beach County

Pasco County

Pinellas County

Putnam County

Seminole County

St. Lucie County

Volusia County

Wakulla County

School Districts

City of Cape Coral Charter School Authority

School Board of Lee County

School Board of Manatee County

School Board of Miami-Dade

School Board of Polk County

57

Special Districts

Bayshore Fire District

Coral Springs Improvement District

Escambia County Housing Finance Authority

Lehigh Acres Municipal Improvement District

Leon County Consolidated Dispatch Agency

Madison County Sheriff

Metro-Plan Orlando

Osceola County Sheriff

Pinellas County Housing Finance Authority

Spring Lake Improvement District

South Walton Mosquito District

St. Lucie County Fire District

Tampa-Hillsborough Expressway Authority

The Health Care District of Palm Beach County

The Villages Community Development District

West Manatee Fire District

Tax Collectors

Alachua County Tax Collector

Brevard County Tax Collector

Indian River County Tax Collector

Orange County Tax Collector

Putnam County Tax Collector

Trusteed Accounts

Fiduciary Trust Company International

US Bank

Wells Fargo

Higher Education

University of North Florida

4/9/2019 BOFC Mtg.



INVESTMENTS

5502 N Nebraska Ave Tampa, FL 33604 813-238-4800 WaterWalkerInvestments.com



January 10, 2019

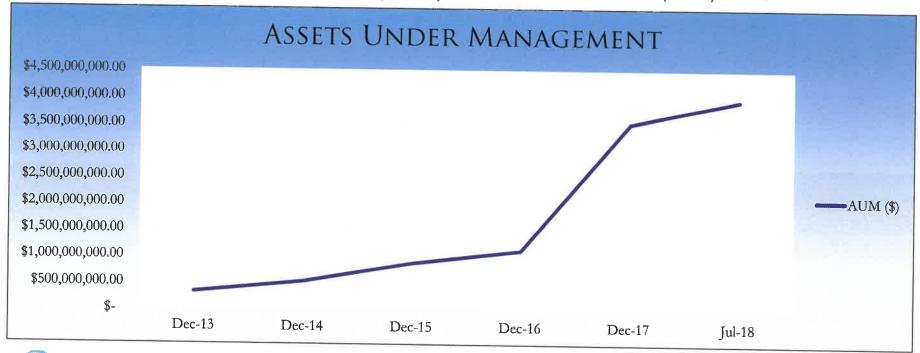
Presented By:

David Jang, Partner Client Advisory Services 407-618-4269 David@waterwalkerinvestments.com

Jeff Kern, Vice President Client Advisory Services 813-440-5087 jkern@waterwalkerinvestments.com

WATER WALKER INVESTMENTS

- Has been managing Florida public funds since 2000
 - Investment Management/Consulting
 - Local Government Investment Pool
- Selected as the investment manager to the Florida Fixed Income Trust in 2010
 - Local Government investment pool created by Florida Statute 163.01
 - Authorized investment under Chapter 218.415 of state investment statutes
- Assets Under Management (AUM) \$3.86 Billion as of 9/30/2018





OUR SERVICES

Florida Fixed Income Trust (FL-FIT)

FL-FIT is an investment solution designed specifically to fit the needs of Florida's local governments. The Trust features various investment pools including:

- Preferred Deposit Pool
- Cash Pool
- Enhanced Cash Pool
- ♦ 1-3 Year Pool



Separately Managed Accounts (SMAs)

Our firm offers a comprehensive solution for those public entities that are interested in outsourcing all or part of the investment process. The services under the SMA include but are not limited to:

- Setting individual goals and objectives for the investment portfolio
- Developing an investment strategy within the parameters of your investment policy.
- Executing Trades
- Actively monitor the portfolio
- Provide monthly online reporting and in-person quarterly performance reviews.

Treasury Management Services & Investment Consulting

Our firm can provide professional oversight to public entity cash & investment portfolios. Services can include:

- Investment Policy Statement review and development
- Cash flow analysis
- Analyze market conditions and review security selection
- Internal controls on the investment process
- Monthly investment reporting and quarterly performance review
- Review & analyze concentration bank compensation structure
- Custody bank analysis
- Develop banking RFP; analyze pricing proposal, assist evaluation committee



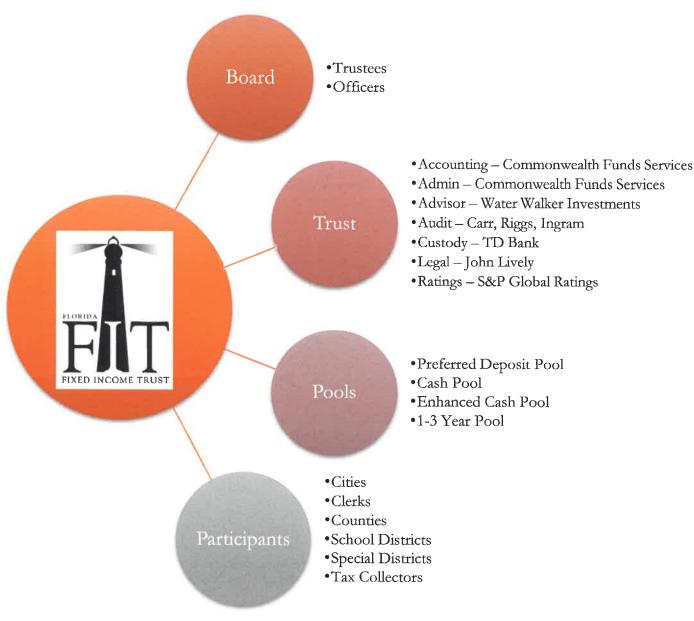
OUR FLORIDA CLIENTS





This presentation is for Institutional Investors Only – Not for Public Distribution

STRUCTURE





FLORIDA FIXED INCOME TRUST

- Oversight provided by a Board of Trustees comprised of your peers in Florida local government;
 - Andrew Jacobsen: Pinellas County Schools Admin
 - E.H. Levering Miami-Dade College
 - Stan Nichols: Santa Rosa County Tax Collector's Office
 - Randy Beach: Wakulla County School District
 - Michael Hollingsed: Orlando Utilities Commission
 - Kenny Blocker: The Villages
 - Amy Ady: City of Kissimmee



The Florida Fixed Income Trust (FL-FIT) is an investment solution specifically designed to meet the diverse needs of Florida's local governments. FL-FIT's four investment pools offer an alternative, liquid, and effective solution to meet your investment horizons. (website: fl-fit.com)

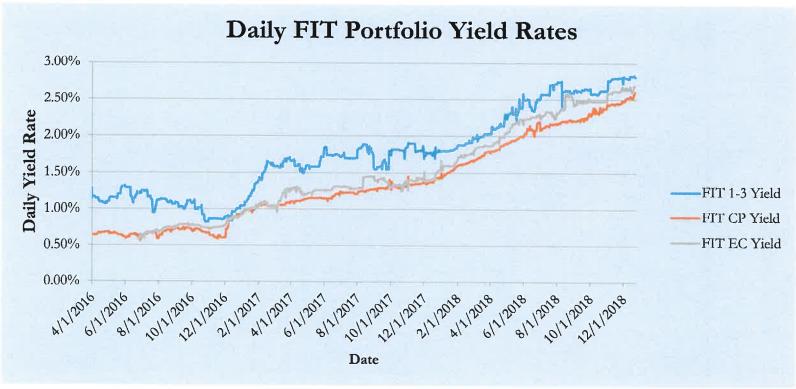
- Preferred Deposit Pool
- Cash Pool
- Enhanced Cash Pool
- 1-3 Year Pool

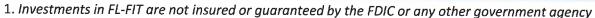


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CURRENT PARTICIPANT YIELDS

Date	Fund	Daily Rate	Source
1/8/2019	FL-FIT Preferred Deposit Pool	2.38%	www.fl-fit.com
1/8/2019	FL-FIT Cash Pool	2.66%	www.fl-fit.com
1/8/2019	FL-FIT Enhanced Cash Pool	2.69%	www.fl-fit.com
1/8/2019	FL-FIT 1-3 Year Pool	2.83%	www.fl-fit.com





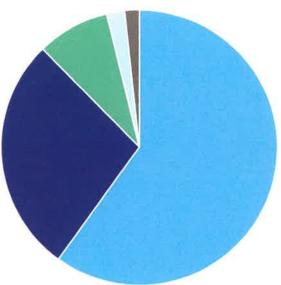
^{2.} Performance data quoted represents past performance; past performance does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance of the fund may be lower or higher than the performance quoted.



CASH POOL CHARACTERISTICS AS OF 9/30/2018

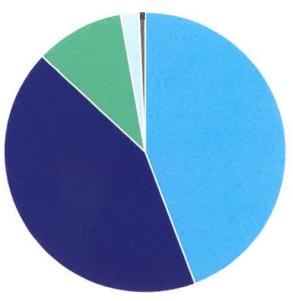
- Floating Net Asset Value managed to dollar in dollar out
- Next Day Liquidity
- AAAf/S1+ rated by Standard & Poor Global Ratings





- Commercial Paper 59.95%
- Certificate of Deposit 27.71%
- Collateralized Bank Deposit 8.54%
- US Treasury Note 2.10%
- Money Market Fund 1.71%

Credit Quality



- A-1 44.21%
- A-1+ 42.75%
- **AAA 10.25%**
- AA+ 2.10%
- A-2 0.70%



Disclaimer: Although the FIT Portfolios seek to preserve the value of the investments at \$1.00 per share, it is possible to lose money by investing in the portfolios.

Water Walker Investments Honored

The Water Walker Investments Team is pleased and honored to be the recipient of The FASD's Associate Member of the Year Award.



Media Release

FLORIDA ASSOCIATION OF SPECIAL DISTRICTS

2713 Blairstone Lane Tallahassee, FL 32301

For more information, contact:

Fred Crawford, Executive Director fcrawford@cmc-associates.com

June 25, 2018

FOR IMMEDIATE RELEASE

Water Walker Investments – FASD Associate Member of the Year Award

Tampa, FL – Water Walker Investments received the Associate Member of the Year Award for 2018 at the Florida Association of Special Districts (FASD) Annual Conference in Orlando.

The FASD Associate Member of the Year Award is presented to the company whose continuous support of the Association provides the opportunity to meet and exceed the expectations of the membership. The companies nominated for this award will represent associate members who exhibit, sponsor, advertise and advise for the betterment of the association and the industry.

Water Walker's David Jang is a long-time, regular speaker for FASD programs. Water Walker has supported FASD for years along with the entire Water Walker team including Brent Wertz, Jeff Huenink, and Jeff Kern. Water Walker always step up to help the FASD membership regarding the challenges of investing public funds. Water Walker has further helped FASD by developing a revenue sharing investment program through their Fixed Income Trust program.

FASD unifies and strengthens special purpose government through education, the exchange of ideas and active involvement in the legislative process. For information about FASD, please visit www.fasd.com.



PRESENTER'S BIOS



David Jang Partner, Client Advisory Services 28 Years Investment Experience

David Jang is a Partner and manages the Client Advisory Services Team at Water Walker Investments. He directs the firm's marketing, client service, business development, and serves on the investment committee. David's comprehensive approach enables him to assist his clients gain greater efficiencies with their banking/custodial relationships as well as consult and manage their operating surplus investment and bond proceed portfolios to ensure adherence to state investment statutes and bond indentures.

Prior to joining Water Walker Investments, David spent 14 years working with Florida government clients and 28 years in investment advisory services.

David earned his Bachelor's degree in Economics from the Wharton School, University of Pennsylvania. He earned the Association of Financial Professionals (AFP) designation of Certified Treasury Professional (CTP). David also has FINRA Series 7, 24, 63, and 65 licenses and is a Registered Investment Advisor with the Florida Department of Financial Regulation.



Jeff Kern Vice President, Client Advisory Services 33 Years Investment Experience

Jeff Kern is a Vice President and member of the Client Advisory Services Team at Water Walker Investments where his focus is business development. Jeff is responsible for developing and servicing client relationships, including cities, counties, special districts, and other public entities. He serves on several of the firm's committees, including investment and credit.

Jeff brings a wealth of experience to Water Walker Investments after spending 28 years with the Sarasota County Clerk and Comptroller where he was responsible for managing treasury and banking operations for a portfolio of nearly \$1 billon.



Mr. Kern earned a Bachelor's Degree in Finance from Florida State University.

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CONTACT INFORMATION

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- brian@waterwalkerinvestments.com



S&P RATINGS DEFINED

Principal Stability Fund Ratings*						
Category	Definition					
AAAm	A fund rated 'AAAm' demonstrates extremely strong capacity to maintain principal stability and to limit exposure to principal losses due to credit risk. 'AAAm' is the highest principal stability fund rating assigned by S&P Global Ratings.					
AAm	A fund rated 'AAm' demonstrates very strong capacity to maintain principal stability and to limit exposure to principal losses due to credit risk. It differs from the highest-rated funds only to a small degree.					
Am	A fund rated 'Am' demonstrates strong capacity to maintain principal stability and to limit exposure to principal losses due to credit risk, but is somewhat more susceptible to the adverse effects of changes in circumstances and economic conditions than funds in higher-rated categories.					
BBBm	A fund rated 'BBBm' demonstrates adequate capacity to maintain principal stability and to limit exposure to principal losses due to credit risk. However, adverse economic conditions or changing circumstances are more likely to lead to a reduced capacity to maintain principal stability.					
BBm	A fund rated 'BBm' demonstrates speculative characteristics and uncertain capacity to maintain principal stability. It is vulnerable to principal losses due to credit risk. While such funds will likely have some quality and protective characteristics, these may be outweighed by large uncertainties or major exposure to adverse conditions.					
Ehm	A fund rated 'Dm' has failed to maintain principal stability resulting in a realized or unrealized loss of principal.					

^{*}The ratings from 'AAm' to 'BBm' may be modified by the addition of a plus (+) or minus (-) sign to show relative standing within the rating categories.



S&P RATINGS DEFINED

Category	Definition
AAAf	The fund's portfolio holdings provide extremely strong protection against losses from credit defaults.
AAf	The fund's portfolio holdings provide very strong protection against losses from credit defaults.
Af	The fund's portfolio holdings provide strong protection against losses from credit defaults.
BEBF	The fund's portfolio holdings provide adequate protection against losses from credit defaults.
BBf	The fund's portfolio holdings provide uncertain protection against losses from credit defaults.
Bf	The fund's portfolio holdings exhibit vulnerability to losses from credit defaults.
CCCf	The fund's portfolio holdings make it extremely vulnerable to losses from credit defaults.

^{*}The ratings from 'AAf' to 'CCCf' may be modified by the addition of a plus (+) or minus (-) sign to show relative standing within the major rating categories.

Fund Volatility Ratings							
Category	Definition						
\$1	Funds that possess low sensitivity to changing market conditions are rated S1. These funds possess an aggregate level of risk that is less than or equal to that of a portfolio comprised of government securities maturing within one to three years and denominated in the base currency of the fund. Within this category, certain funds are designated with a plus sign (+). This indicates the fund's extremely low sensitivity to changing market conditions. These funds possess an aggregate level of risk that is less than or equal to that of a portfolio comprising the highest quality fixed-income instruments with an average maturity of 12 months or less.						
S2.	Funds that possess low to moderate sensitivity to changing market conditions are rated S2. These funds possess an aggregate level of risk that is less than or equal to that of a portfolio comprising government securities maturing within three to seven years and denominated in the base currency of the fund.						
S3	Funds that possess moderate sensitivity to changing market conditions are rated S3. These funds possess an aggregate level of risk that is less than or equal to that of a portfolio comprising government securities maturing within seven to 10 years and denominated in the base currency of the fund.						



DISCLOSURES

This presentation is only intended for institutional and/or sophisticated professional investors. This material is intended for informational purposes only and should not be relied upon to make an investment decision, as it was prepared without regard to any specific objectives, or financial circumstances. It should not be construed as an offer or to purchase/sell any investment. Any investment or strategy referenced may involve significant risks, including, but not limited to: risk of loss, illiquidity, unavailability within all jurisdictions, and may not be suitable for all investors. To the extent permitted by applicable law, no member of Water Walker Investments Team and/or Florida Fixed Income Trust or any officer, employee or associate accepts any liability whatsoever for any direct or consequential loss arising from any use of this presentation or its contents, including for negligence. This material is not intended for distribution to, or use by, any person in a jurisdiction where delivery would be contrary to applicable law or regulation, or it is subject to any contractual restriction. No further distribution is permissible without prior written consent.

The views expressed within this material constitute the perspective and judgment of Water Walker Investments and/or Florida Fixed Income Trust at the time of distribution and are subject to change. Any forecast, projection, or prediction of the market, the economy, economic trends, and equity or fixed-income markets are based upon current opinion as of the date of issue, and are also subject to change. Opinions and data presented are not necessarily indicative of future events or expected performance. Information contained herein is based on data obtained from recognized statistical services, issuer reports or communications, or other sources, believed to be reliable. No representation is made as to its accuracy or completeness.

Performance data quoted represents past performance; past performance does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance of the fund may be lower or higher than the performance quoted.



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NEW BUSINESS

Agenda Item:

III. C.

Subject:

Collier Re-Fueling Agreement

Meeting Date:

April 9, 2019

Prepared By:

Tara Bishop, Director

Background:

As a matter of last resort and in preparation for unforeseen natural disasters, the District and County had drafted an interlocal agreement for re-fueling and the associated costs. Collier County shall be a provider of fuel of last resort. The District has procured two fueling tenders to satisfy fuel needs in case of emergencies and established commercial accounts as a second layer of fuel supply. The County Agreement would only be utilized as a third level of need in case of an emergency.

Funding Source/Financial Impact: N/A

When and if needed funds would come from the General Fund and generally be eligible for reimbursement due to a declared disaster.

Recommendation:

Staff recommends executing the Interlocal agreement for re-fueling between the District and Collier County.

Potential Motion:

I, move to accept staff's recommendation thereby entering into a re-fueling interlocal with Collier County.

Segre and

STANDARD FORM

INTERLOCAL AGREEMENT FOR RE-FUELING

Between Collier County and Greater Naples Fire Rescue District

This Agreement for Re-fueling (Agreement) is made and entered	into this	, day of
, 20 (effective date) by and between Collier	r County, as	the provider of
fuel of last resort, and Greater Naples Fire Rescue District ("User" of	or "Agency"), as the user of
fuel on the site of wildfire operations, collectively (th	e "Parties")	

WITNESSETH

In consideration of these premises, the sum of Ten Dollars (\$10.00), and other good and valuable consideration, the receipt and sufficiency of which is hereby mutually acknowledged, it is agreed by and between the Parties as follows:

- 1. This Agreement is entered into pursuant to the provisions of the Florida Interlocal Cooperation Act of 1969, set forth in §163.01, et seq., *Fla. Stat.*, and is further authorized pursuant to the parties' respective home rule powers or other powers granted by the Florida Constitution or general law.
- 2. Collier County shall be a provider of fuel of last resort. User should make a good faith effort to establish commercial accounts to meet the needs of their jurisdiction as well as those of incoming mutual-aid resources assisting the respective Independent Fire Districts.
- 3. Request for emergency refueling by Collier County shall be reported to the Collier County Director of Emergency Management or designee. Request for Emergency Management assistance after hours shall be made through the Collier County Sheriff's Office 911 Center. The Director of Emergency Management or designee will evaluate the request and make contact with Collier County's Fleet Management for deployment.
- 4. User is required to submit an open purchase order to Collier County's Department of Emergency Management on March 1st annually of each year for fuel expenses against which fuel expenses will be invoiced. The amount of the Purchase Order may be minimal, for example \$10.00, to provide a placeholder for an undeterminable future event.
- 5. Collier County will only charge for fuel at its wholesale or governmental entity cost. Collier County will not charge for the services of the re-fueling vehicle or its operator. Fuel will be commercial grade "regular unleaded" fuel as well as "red-dye" diesel.
- 6. In all cases the User, as the authority having jurisdiction, will be responsible for all costs including those of its respective local district assets and resources as well as those costs associated

with all mutual aid resources assisting that authority having jurisdiction. No billing will be conducted by Collier County to the in-county or out of county mutual aid organizations. Collier County will not seek Fire Management Assistance Grants or the Stafford Act under the Federal Emergency Management Agency's guidance and eligibility for reimbursement of future fuel purchases except on behalf of Collier County owned assets. Terms are net 30 days to the jurisdiction requesting re-fueling supplies and delivery resources.

- 7. Each User shall provide from the requesting fire department an officer at the re-fueling site to co-sign each stamped fuel ticket and compile a corresponding fuel log, co-signed by either the County fuel truck operator or a member of County Emergency Management staff. An invoice will be generated from said stamped tickets and sent to the requesting fire department for payment in full against the Purchase Order on file. Terms are net 30 days. Sample Fuel Ticket and Sample Fuel Log are attached.
- 8. Should Collier County acquire the electronic capability to accept another governmental agencies Purchasing Card, those services may be utilized as long as Collier County is not charged any handling or fee charges for the use of such Purchasing Cards. Pump stamped tickets and a corresponding fuel log as described above are still required. An invoice will be generated from said stamped tickets and sent to the requesting fire department for both in-county and out-of-county mutual aid resources without challenge with payment in full against the Purchase Order on file. Terms are net 30 days.
- 9. Collier County may elect at its discretion the use of its automated pump and fuel dispensing system at fixed sites, by the issuance of certain programmed key fob devices. Should those devices be used, the Agency using those devices is responsible for payment for fuel dispensed to the Agency or in-county or out-of-county mutual aid resource, without challenge. Terms are net 30 days.
- 10. This Agreement shall be valid for a period of three years with (3) one-year automatic renewals, with a 60-day written notice of termination by either party.
- 11. If User is an Independent Fire District, rights to this Agreement may be transferred should User merge or consolidate with a previously named Independent Fire District. However; an annual purchase order must be submitted for fuel services to be rendered by Collier County.
- 12. Collier County shall not be liable, under any circumstance, for the failure or delay to deliver fuel under the terms of this Agreement.
- 13. User shall indemnify and save harmless Collier County, from any loss or damages User may suffer as a result of claims, suits, demands, damages, losses, fines, penalties, interest, expenses costs or judgments, including attorneys' fees and costs of litigation, arising out of User's use of fuel as set forth in this Agreement.

14. All notices required under the	is Agreement shall be directed to the following offices:
For the County:	Office of the County Manager 3301 East Tamiami Trail
For the User:	Naples, Florida 34112 Greater Naples Fire Rescue 14575 Collier Blvd Naples, FL 34119
	or the benefit of the Parties hereto, and their successors in ause of action shall accrue upon or by reason hereof, to or for arty hereto.
16. This Agreement shall be governous The parties further agree that all disp having jurisdiction over Collier Court	verned and construed under the laws of the State of Florida. Dutes shall be resolved exclusively in state or federal court in inty.
17. This Agreement shall be bind	ling upon the Parties hereto, and their successors and assigns.
agreed upon. This Agreement may	e agreement between the Parties and contains all the terms only be changed by a writing signed by both parties. The it its sole cost in the Public Records of Collier County.
IN WITNESS WHEREOF, year first above written.	, the Parties have executed this Agreement on the date and
COUNTY:	
ATTEST: CRYSTAL K. KINZEL, CLERK	BOARD OF COUNTY COMMISSIONERS COLLIER COUNTY, FLORIDA
By:, Deputy Clerk	By:, CHAIRMAN
Approved as to form and legality:	, CHAIRMAN
Jennifer A. Belpedio Assistant County Attorney	
DISTRICT:	BOARD OF FIRE COMMISSIONERS GREATER NAPES FIRE RESCUE DISTRICT
ATTEST: COMMISSIONER	CHARIMAN

		BES-	8851
Event Name			
Authorized By			
In or Out	of County R	esource	
Task Assignment			
Arrival or Departure _			
Sold to .	Date		20
Name			
Address			
PHONE NO.	THEOLET Z	TRUCK NO.	
TIME A. M.	\$	PAID	CHARGE
			PAYMENT
DISTRIBUTOR SALESMAN	1	100	
		\$	
DELIVERY RECEIVED YOUR SALE NO.	CUSTOMER'S SIGNATUR	\$	107Н8
YOUR SALE NO.	CUSTOMER'S SIGNATUI	S RE DELIVERY	тотна
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YOUR SALE NO. PREVIOUS SALE NO. GALLONS DELIVERED	CUSTOMER'S SIGNATUI ENC	S DELIVERY OT DELIVERY	
YOUR SALE NO. PREVIOUS SALE NO. GALLONS DELIVERED PRODUCT	CUSTOMER'S SIGNATUI ENC	S DELIVERY OT DELIVERY	
YOUR SALE NO. PREVIOUS SALE NO. GALLONS DELIVERED PRODUCT	CUSTOMER'S SIGNATUI END STAP	S DELIVERY OT DELIVERY	

Collier County Emergency Re-fueling Log For Office Use Only Event Page Number Date Start Time **Fueling Team** Fire Official Emergency Mgmt Rep. Fleet Operator Department Phone: Re-fueling location (s) Date Time Agency/Appratus Number BES Ticket # Mileage Diesel Unleaded License Plate Comment Driver Initials Total Gallons Total

APPROVED:

NOTES:

Total



OLD BUSINESS

Agenda Item: III. D.

Subject: Property Acquisition

Meeting Date: April 9, 2019

Prepared By: Wayne J Martin Deputy Chief, Planning Section

Background

At Board direction staff continues to research short, and long-term solutions to accommodate continued growth in the Fleet, Logistics, and Training Sections.

Consideration has been given to acquire new space for a Logistics facility. The District owned property next to Station 21 was explored and the estimated cost to construct a 5,000 square foot building will be between \$900,000 and \$1,000,000.

Acquiring property to accommodate future needs has produced a very few unacceptable options with a financial impact of more than one-million dollars, pre-construction.

A potential property has been identified at 4377 Domestic Avenue. The lot is approximately one acre in size with a 12,250 square foot structure, currently housing an automotive repair center. The building includes six service bays with 12 - 16' overhead doors, each between 40' and 70' deep. There are two additional service bays of smaller configuration. There is also a 60' automotive paint booth, several offices, and supply storage rooms; listing price of \$2,750,000.

If acquired, the District could relocate the Fleet Management Branch from the current Warren Street facility and then utilize the existing Fleet facility to address current Logistical and warehousing needs. The District could then eliminate its current need to lease warehouse space at the current cost of \$3,000.00/month, plus utilities and common area maintenance.

There has been preliminary consideration to seek out a public private partnership with a current fire apparatus service provider. By leasing approximately 3,000 square feet (two bays) to the private partner for use as a regional service center would provide revenue or the ability to off-set costs associated with purchase of the new facility.

Funding Source/Financial

A combination of Impact fees, financing, and general fund. Allocations to be determined.

Hird. Ow



OLD BUSINESS

Agenda Item: III. D.

Subject: Property Acquisition

Meeting Date: April 9, 2019

Prepared By: Wayne J Martin Deputy Chief, Planning Section

Recommendation

- 1. Authorize staff to enter into formal negotiations with RSJW Management, LLC for the purchase of 4377 Domestic Avenue, Naples, Florida 34104. The agreement would be subject to appraisal, inspection, and financing.
- 2. Authorize staff to enter into formal discussion with Hall Mark REV to develop a partnership agreement in effort to off-set costs associated with the purchase and operational expenses.
- 3. Authorize staff to develop a funding strategy utilizing Impact fees, subject to legal opinion, for a portion of the purchase (8,450 square feet larger than the current Fleet facility). And, develop financing options with a lender of choice.

Potential Motion

Authorize the Fire Chief to enter into negotiations with RSJW Management LLC for the purchase of 4377 Domestic Avenue, enter into formal partnership discussions with Hall Mark REV, and develop a funding strategy with the assistance with the District's legal team. All actions, with final approval of the Board of Fire Commissioners.





NEW BUSINESS

Agenda Item: III. E 1.

Subject: Cell Tower Agreement @ 13th St SW

Meeting Date: April 9, 2019

Prepared By: Tara Bishop, Director

Background:

The District currently receives revenue from Verizon and T-Mobile for cell tower usage at Station 71, 13th Street S.W. The District has been contacted by several agencies representing Verizon and T-Mobile in efforts to renegotiate the current contracts. The current contracts are set for renewal in 2020 and have one remaining final renewal and lease expiration in 2025; however, each contract has a termination clause thereby allowing the carries to break the lease and discontinue funding. Small cell technology and HB 687 signed into law by Governor Scott, pre-empts to the state the regulation of telecommunications companies putting "small wireless facilities in rights of way." Which translates into potential lost revenue, by allowing cell companies to place technology in public right of ways for minimal compensation.

Offers:

Towerpoint

Buys out both current contracts. Payment is guaranteed to the District even if tower is decommissioned.

A. \$940,000 paid in one Lump sum at closing

B. \$1,110,000 payed in 10 installments of \$111,000 per year. Guaranteed even if tower is decommissioned.

Verizon

Verizon	Current	Proposed
Monthly	\$3,333.25	\$2,250.00
Annual	\$39,999.00	\$27,000.00
Escalation rate	2% annually	7.5% every 5 years
Termination Clause	12 months of guarantee rent \$39,999	First 5-year term guarantee \$135,000

T-Mobile

Current Annual rent \$39,398.40

Proposed Renewal	Option A	Option B
Base rent paid annually	\$34,284.00	\$35,782.00
Escalation rate	2% annual	10% term (every 5 years)
Rate guarantee 5 years	\$178,415.31	\$178,910.00



NEW BUSINESS

Agenda Item: III. E 1.

Subject: Cell Tower Agreement @ 13th St SW

Meeting Date: April 9, 2019

Prepared By: Tara Bishop, Director

<u>Funding Source/Financial Impact:</u> General fund impact varies depending on renewal option selected.

Recommendation:

Staff recommends moving forward with renegotiating the current cell tower leases and forwarding proposals to legal for compliance review and additional term comparison.

Potential Motion:

I, move to accept staff's recommendation and authorize staff to continue work with the vendors and seek legal review.

GNFD CELLULAR TOWER LEASE AGREEMENTS

In June 1999, the District entered into a lease and construction agreement with **Sprint Spectrum**, **L.P.** (SSLP) for an initial five-year term. The District agreed to allow SSLP to construct a certain communications tower on a portion of the District's property. Upon completion of the construction of the tower, SSLP agreed to transfer title to the tower and all related rights to the District. Upon title transfer, SSLP would lease such tower space to maintain and operate at SSLP's sole expense a personal communication service system facility. In consideration of this arrangement, the District agreed to charge an annual rent of \$10,800. Such annual rent was waived for the initial term and for four additional terms of five years each since SSLP paid for all construction costs associated with construction of the tower.

In August 2000, the District entered into a lease agreement with Omnipoint Holdings, Inc., presently T-Mobile USA, Inc. ("T-Mobile"), for an initial five-year period. The District agreed to lease tower antenna space located at the Golden Gate Fire Station to T-Mobile. As consideration for this arrangement, T-Mobile agreed to pay the District annual rent of \$22,800 plus applicable sales tax. This lease agreement has a renewable clause for four additional terms of five-years each with certain defined annual rent adjustments. The lease was renewed for an additional term with a 20% increase during fiscal year 2005, resulting in an annual rental payment of \$27,360. This lease was renewed for a second additional term in fiscal year 2010. This lease was renewed for a third additional term in fiscal year 2015. The rent was increased by 20%, resulting in an annual rent payment of \$39,398. Current annual rent payment of \$39,398.

In August 2005, the District entered into a communications site lease agreement related to the communications tower located at Golden Gate Fire Station #71 with Alltel Communications, presently known as Verizon, for an initial five-year term. The lessee is granted five additional five-year renewal terms following the initial five-year term. Pursuant to the agreement, Alltel agreed to pay the District monthly rent totaling \$2,500 plus applicable sales tax. The rent will be increased each year thereafter by four percent. A first amendment to the lease agreement was entered into on December 11, 2008, in order to reduce the tenant rent. This amendment commences on January 1, 2009, and expires on December 31, 2013. On January 1, 2009, the rent was decreased to \$2,200 per month. The rent shall be increased by 2% every anniversary thereafter. Alltel, presently known as Verizon, will pay all utility charges applicable to the tower. In April 2011, the monthly rent was increased an additional \$556 per month due to improvements made to their antenna holdings on the communication tower. The prior year monthly rent of \$3,141 was increased by 2% to \$3,204 in January 2017. Rent collected in 2018 was \$39,020.17.

The District also receives from Collier County 56% of the rental agreement for the cell tower at Station 70, resulting in annual revenue of \$21,853.17 in 2018.

Total Cell Tower revenue collected in 2018 \$100,271.74



January 25, 2019

Greater Naples Fire Rescue 4741 Golden Gate Pkwy Naples, FL 34116 - 69

Re: Letter Agreement to Purchase Interest in Wireless Site

Dear Ms. Tara Bishop:

In consideration of the sum of \$100.00 ("Option Fee"), the receipt and sufficiency of which is hereby acknowledged, your signature below grants to TowerPoint Capital, LLC and its successors and assigns, including its asset holding company TowerPoint Acquisitions, LLC, ("TowerPoint") an exclusive option ("Option") to purchase your interest in the Lease ("Lease" as further described in Exhibit A) through an assignment of the Lease and the grant of an underlying telecommunications easement pursuant to the terms herein. TowerPoint may exercise the Option at any time within 180 calendar days of the date you sign this Letter Agreement (the "Option Period"). The Option Period will be extended for the length of any delay in delivering the due diligence items listed in Exhibit B. TowerPoint may exercise the Option by delivering executable closing documents to you. TowerPoint's exercise of the Option will require you to sell to TowerPoint the Lease on the terms set forth in a mutually agreed upon Easement Agreement and other documentation as required by the escrow/closing agent for the transaction - TitleVest Agency, Inc. The basic terms of the transaction are as follows:

Purchase Price: \$940,000.00 paid in a lump sum at closing.

99 Year Purchase Term of Easement and Lease Assignment

Revenue Sharing Provisions:

- TowerPoint Site Management Agreement: 50% in favor of the Landlord
- New Tenant Rent: 50% in favor of Landlord (New Tenant Rent will be generated from tenants collocating equipment on the equivalent of up to 250 sq. ft. adjacent to the existing tower installation.)

TowerPoint pays for due diligence costs, the title insurance policy, and standard closing costs. Each party bears its own legal expenses. Landlord pays transfer/stamp or other tax (if any) and recording fees. Purchase price shall be pro-rated at closing based on interim monthly or annual rent payments and a rent check redirection period of the two (2) months following closing. Landlord shall retain rent checks for pro-rated periods and during the redirection period.

During the Option Period, you agree not to directly or indirectly solicit, initiate or participate in any discussions or negotiations with, or encourage or respond to any inquiries or proposals by, any persons, company or group other than TowerPoint concerning your Lease. You agree to promptly notify TowerPoint if any person, company or group seeks to initiate any discussions regarding your Lease. You further agree to work in good faith with TowerPoint to close this transaction. This Letter Agreement is intended as and shall be a legally binding commitment for you to sell your Lease. In the event of a breach of this Letter Agreement by you, TowerPoint shall, in addition to its other rights and remedies (including recording a copy of this Letter Agreement), be entitled to compensation for its time, effort and expense to evaluate this transaction and, in any action to enforce this Letter Agreement, to recovery of its reasonable attorneys' fees. The terms of this Letter Agreement are confidential and may not be disclosed without the prior written consent of TowerPoint, except to professionals engaged to evaluate and conduct the transaction on your behalf. You acknowledge that TowerPoint has given you no tax or legal advice in evaluating the transaction.

To the extent the terms of this Letter Agreement represent an offer by TowerPoint, the terms herein are subject to change by TowerPoint after February 28, 2019 if this Letter Agreement is not mutually executed. TowerPoint reserves the right to change the terms of this Letter Agreement following expiration.

Sincerely, TowerPoint Capital, LLC	Accepted and Agreed: Greater Naples Fire Rescue	
Jesse M. Wellner, Chief Executive Officer January 25, 2019	Landlord's Signature	Date
	Print Name:	
	Title:	



Exhibit A

Site Location and Lease Terms

Site Location: 100 SW 13th St, Golden Gate, FL 34120

Wireless Tenants	Current Rent	Rent Payment Frequency	Escalation (CPI, % or \$)	Escalation Frequency	Date of Next Escalation
T-Mobile	\$39,398.40	Annually	20%	Term	August 1, 2020
Verizon	\$29,030.40	Annually	20%	Term	August 1, 2020

Pricing is based on the Lease Terms above and is subject to confirmatory due diligence of the Lease Terms.

Initial Here:



Exhibit B

Required Due Diligence Items

- Executed Lease including any and all Amendments thereto (as well as any lease commencement letters, notices, or other correspondence regarding the Lease)
- Proof of Rent Payments under the Lease (minimum of 3 months received in the last 6 months); e.g.: copies of rent checks/stubs and/or direct deposit statements.
- 3. Landlord Request for Information (RFI): Completed and executed including social security numbers for individuals with 20% or greater ownership positions in the entity which owns the property.
- 4. Landlord's comments or Landlord's counsel's comments, if any, to the Easement Agreement ("Easement") to be provided under separate cover (to be finalized in a mutually agreeable Easement) or return the Easement with each page initialed showing approval of the form Easement.
- If an existing mortgage is in place on the property: A Mortgage Statement and Lender contact information for obtaining a non-disturbance agreement from Lender (required only if the property is encumbered by a Mortgage, Deed of Trust, Line of Credit or similar instrument).
- 6. Legal entity organizational documents (including any Amendments thereto) showing proof of authority, as applicable below, for all entities owning an interest in the Property:

Corporation	LLC	General Partnership	Limited Partnership	Condominium Association	Cooperative Corporation (i.e.: Housing Co-op)	Trust
Articles of Incorporation	Articles of Incorporation	Certificate of Partnership	Certificate of Limited Partnership	Condominium Declaration	Articles of Incorporation	Trust Agreement
Signed Corporate Bylaws	Signed Operating Agreement	Signed General Partnership Agreement	Signed Limited Partnership Agreement	Signed Condominium Bylaws	Signed Corporate Bylaws	Certificate of Trust

Within 10 days of signing this Letter Agreement, I agree to provide to TowerPoint the Required Due Diligence Items listed above to facilitate a timely close under the terms of this Letter Agreement.

Initial Here:

Submitted by: Nicole Sikes, Ph: (678) 987-4975, Email: nicole.sikes@towerpoint.com



January 25, 2019

Greater Naples Fire Rescue 4741 Golden Gate Pkwy Naples, FL 34116 - 69

Re: Letter Agreement to Purchase Interest in Wireless Site

Dear Ms. Tara Bishop:

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Purchase Price: \$1,110,000.00 paid in 10 installment payments with TowerPoint paying \$111,000.00 of the Purchase Price at closing and 9 additional installments of \$111,000.00 annually thereafter.

99 Year Purchase Term of Easement and Lease Assignment

Revenue Sharing Provisions:

- · TowerPoint Site Management Agreement: 50% in favor of the Landlord
- New Tenant Rent: 50% in favor of Landlord (New Tenant Rent will be generated from tenants collocating equipment on the equivalent of up to 250 sq. ft. adjacent to the existing tower installation.)

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To the extent the terms of this Letter Agreement represent an offer by TowerPoint, the terms herein are subject to change by TowerPoint after February 28, 2019 if this Letter Agreement is not mutually executed. TowerPoint reserves the right to change the terms of this Letter Agreement following expiration.

Sincerely, TowerPoint Capital, LLC	Accepted and Agreed: Greater Naples Fire Rescue .		
Jesse M. Wellner, Chief Executive Officer January 25, 2019	Landlord's Signature	Date	
	Print Name:		
	Title:		



Exhibit A

Site Location and Lease Terms

Site Location: 100 SW 13th St, Golden Gate, FL 34120

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Exhibit B

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- 1. Executed Lease including any and all Amendments thereto (as well as any lease commencement letters, notices, or other correspondence regarding the Lease)
- 2. Proof of Rent Payments under the Lease (minimum of 3 months received in the last 6 months); e.g.: copies of rent checks/stubs and/or direct deposit statements.
- 3. Landlord Request for Information (RFI): Completed and executed including social security numbers for individuals with 20% or greater ownership positions in the entity which owns the property.
- 4. Landlord's comments or Landlord's counsel's comments, if any, to the Easement Agreement ("Easement") to be provided under separate cover (to be finalized in a mutually agreeable Easement) or return the Easement with each page initialed showing approval of the form Easement.
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Corporation	LLC	General Partnership	Limited Partnership	Condominium Association	Cooperative Corporation (i.e.: Housing Co-op)	Trust
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Signed Corporate Bylaws	Signed Operating Agreement	Signed General Partnership Agreement	Signed Limited Partnership Agreement	Signed Condominium Bylaws	Signed Corporate Bylaws	Certificate of Trust

Within 10 days of signing this Letter Agreement, I agree to provide to TowerPoint the Required Due Diligence Items listed above to facilitate a timely close under the terms of this Letter Agreement.

Initial Here:

Submitted by: Nicole Sikes, Ph: (678) 987-4975, Email: nicole.sikes@towerpoint.com





January 14, 2019

Greater Naples Fire Rescue District - Suanne Woeste Site Name: Baker Site ID: 91258

Dear Suanne,

As discussed during our telephone conversation, Md7, LLC is working with Verizon Wireless to facilitate certain modifications to the cell site lease ("Lease") on your property. These modifications will allow Verizon Wireless to meet current business requirements and enhance your site's value to the overall network.

Changes in the Wireless Industry

Recent industry developments are changing how wireless telecommunications carriers operate. In the past, carriers primarily focused on rapidly building out their networks in order to provide the best coverage. Today, while consumers are enjoying greater services and better coverage, operating costs continue to escalate.

Eliminating Risk and Increasing Value

As a result of this shift, Verizon Wireless is re-evaluating its network. Network engineers are reviewing which communications facilities will remain active in the network to reduce expenses and streamline operations.

Criteria for Cellular Site Retention/Rent Guarantee Period

Verizon Wireless would like to include this site in its long-term portfolio under the following terms:

- New Rent Amount: \$2,250.00 per month, commencing on April 1, 2019
- New Rent Escalator: Seven Point Five Percent (7.5%) every 5 years (next increase on April 1, 2024)
- Additional Renewal Terms: Seven (7) additional five (5) year renewal terms

Verizon Wireless will modify its termination rights under the Lease to guarantee your rental income at an amount of \$135,000.00 for the next 60 months.

Note: To maintain its long-term flexibility, Verizon Wireless will also require the addition of language, substantially in the form of the following, to the Lease:

Use. Notwithstanding anything contained in the Lease to the contrary, all improvements, equipment, antennas and conduits shall be at LESSEE's expense and their installation shall be at the discretion and option of LESSEE. LESSEE shall have the right to replace, repair, add or otherwise modify its utilities, equipment, antennas and/or conduits or any portion thereof and the frequencies over which the equipment operates ("LESSEE Modifications"), whether the equipment, antennas, conduits or frequencies are specified or not on any exhibit attached to the Lease.

LESSOR acknowledges and agrees that any provision in the Lease that provides for (i) LESSEE to obtain LESSOR's consent for LESSEE Modifications, (ii) an increase in rent as consideration for LESSEE Modifications, (iii) LESSEE to submit engineering designs, including, but not limited to, a structural analysis, to LESSOR for approval prior to making LESSEE Modifications and (iv) an amendment to memorialize LESSEE Modifications, are hereby deleted.

The foregoing proposal does not constitute a binding offer to amend the Lease. No legal obligation is created by this letter or any other written or oral communications until an Amendment to the Lease is signed by both Landlord and Verizon Wireless. Verizon Wireless values its affiliation with you and hopes that you choose to secure your site(s) to continue a long and mutually profitable relationship in the years to come. After having reviewed these options, please contact me prior to 1/21/19.

Sincerely,

Tyler Thomas
Md7 - Authorized Agent of Verizon
Office - (858) 997-4022
10590 West Ocean Air Dr. Ste. 500 Gen Diagn. Gr. Chino

41010040

-- Mobile



LEASE EXTENSION PROPOSAL - TERM SHEET

To: Tara Bishop

From: Samuel Apresa on behalf of T-Mobile

Subject: Site #: 6NC1029A | Lease #: 33833 | Focus #: MF-307476.1

Date: April 3, 2019

On the terms and conditions set forth below, T-Mobile would consider extending its existing lease agreement for the site

located at:

Property / Site Address: 100 SW 13 ST. NW Naples , Florida 34117

Current Term Expiration Date: Aug 24, 2020

New Rent

A. New Base Rent \$35,782.00 В. New Rent Frequency Annual C. **New Escalations** 10 % D. New Escalation Frequency Term

New Term

A. Number of Renewal Terms 4 B. Renewal Term Length (months) 60

Rent Guarantee Period

A. Rent Guarantee Period (months) 60

B. Rent Guarantee Value \$178,910.00

Other

Please verify or write in the correct legal ownership for this Property. Is this correct? Yes / No A. Greater Naples Fire Rescue District

В. Please verify or write in the correct address for the Property where the Site is located. Is this correct? Yes / No 100 SW 13 ST. NW Naples , Florida 34117

C. Please verify or write in the correct address for notice and correspondence. Is this correct? Yes / No 14575 Collier Blvd. Naples, Florida 34119

Landlord Initial:	
Tenant Initial:	

^{**}This proposal will expire at the close of business 10 days from the date of this Term Sheet unless extended by a T-Mobile officer or director. Landlord may consent to the above terms outlined above by initialing as indicated above and returning to T-Mobile (add POC). Please note that this proposal is not a binding commitment and is subject to review and approval of documentation by all parties. Participation in this program is not required and T-Mobile will continue to abide by the terms of the original Lease Agreement between the parties, including exercising termination rights where they exist. If the parties agree to move forward with the proposed lease extension, they will enter into a mutually acceptable lease amendment, which documents the agreed upon terms and conditions in this Term Sheet.



LEASE EXTENSION PROPOSAL - TERM SHEET

To: Tara Bishop

From: Samuel Apresa on behalf of T-Mobile

Subject: Site #: 6NC1029A | Lease #: 33833 | Focus #: MF-307476.1

Date: April 3, 2019

On the terms and conditions set forth below, T-Mobile would consider extending its existing lease agreement for the site located at:

Property / Site Address: 100 SW 13 ST. NW Naples , Florida 34117

Current Term Expiration Date: Aug 24, 2020

New Rent

A. New Base Rent \$34,284.00
B. New Rent Frequency Annual
C. New Escalations 2 %
D. New Escalation Frequency Annual

New Term

A. Number of Renewal Terms 4B. Renewal Term Length (months) 60

Rent Guarantee Period

A. Rent Guarantee Period (months) 60

B. Rent Guarantee Value \$178,415.31

Other

A. Please verify or write in the correct legal ownership for this Property. Is this correct? Yes / No Greater Naples Fire Rescue District

- Please verify or write in the correct address for the Property where the Site is located. Is this correct? Yes / No
 100 SW 13 ST. NW Naples , Florida 34117
- C. Please verify or write in the correct address for notice and correspondence. Is this correct? Yes / No 14575 Collier Blvd. Naples , Florida 34119

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How evolution of 5G networks and small cell technology is impacting the market and value of cell tower leases

Feb 21, 2018by American City & County Contributor in Viewpoints RSS

By James Kennedy

Most government agencies lease ground space to wireless carriers, tower companies or other businesses and mistakenly view the payments received from these "cell tower leases" as a steady flow of monthly or periodic income with little in the way of landlord responsibilities and almost no downside. Although landlord responsibilities may be minimal, the financial risks of cell tower leases can be significant due to lost opportunity costs associated with mismanagement of the lease or failure to negotiate key terms into the governing lease.

Most cell tower leases contain an "early termination clause," providing the tenant (typically a wireless carrier or tower company) with the means to terminate the lease without cause, with little notice, no obligation to return the subject site to the pre-lease condition, and nominal or no early termination penalty.

Though most local agencies do not realize it, a commonly utilized mechanism is available to protect against these concerns, while simultaneously generating significant one-time monies for the agency. A local government agency may sell future rental payments due under a cell tower lease to a wireless carrier or tower company.

By doing so, the agency replaces the relatively small monthly payments called for in the lease with a lump-sum payment that often equals upwards of 160 times the monthly payments. For example, if an agency receives \$2,500 a month under a cell tower lease agreement, it could sell the future revenue streams for between \$400,000 to \$475,000 that is paid immediately upon closing of the transaction.

In conducting this "lump-sum sale" of future cell tower lease payments, governments can avoid the procedural and political complexities, risks and uncertainties associated with most alternatives, such as raising taxes or selling bonds. These transactions may be finalized within a manner of weeks or months, and shift the risk of early lease termination or tenant default from the local agency to the wireless carrier or tower company <u>purchasing</u> the asset. Provided the transaction is responsibly negotiated, and provided the transaction documents include key terms necessary to protect the agency's long-term interests, a local agency's sale of its cell tower leases is a fast, politically neutral, and relatively risk-free mechanism for generating significant and instantly available revenues for the jurisdiction.

That said, the days of free-market rents and large lump-sum lease buyouts may soon pass. Carriers and tower companies are gearing up to rollout "small cell" <u>facilities</u> and 5G network speeds, and are actively lobbying members of the federal and state legislature for the right to install wireless facilities on public property for a faction of the cost the carrier or tower company would otherwise pay the local agency for a permit or property rights. In most cases, such legislation places a "cap" on the amount a local government may charge for a small cell installation, and the resulting revenues are insufficient to cover even the agency's administrative expenses. Put simply, the legislation results in a compelled subsidy from the local agency to private wireless carriers and tower companies.

For this reason, small cell facilities will be significantly cheaper for carriers and tower companies than traditional cell towers, both in terms of acquiring the underlying property right as well as facility / equipment costs. Though cell towers will remain an integral component of wireless networks, carriers and tower companies will likely attempt to renegotiate existing lease terms and threaten to decommission existing tower sites claiming that such facilities are no longer necessary. Such efforts will initially focus on cell tower facilities located on rooftops or within the public right-of-way, as these locations are targeted by small cell legislation, and eventually expand to other locations such as government buildings or private property; thereby threatening the collapsing the current free-market for such leases in just a few years.

As a result, the process will soon begin to affect the way future cell tower leases are negotiated and the rates that will be paid by carriers and tower companies, as the legislatively subsidized small cell rates will eventually set a broader precedent for the entire cell tower lease market. As of this writing, 14 states have already passed small cell legislation in various forms (with all containing small cell legislative subsidies capping small cell node fees at just \$250 per year per node) which is already impacting local governments and cell tower lease rates in those fourteen states to varying degrees.

Perhaps most significant, is the question of what will happen to local governments and private landlords when these leases begin to disappear altogether with virtually no notice (as is most often permitted under the existing lease terms). The stable revenue stream generated by cell tower leases may dry up overnight, leaving local governments and private parties scrambling to identify ways to replace it.

Local governments, especially those in states that have not yet passed a smaller cell bill, should scrutinize the sale of their cell tower leases now. Officials should work with state and

federal lawmakers to prevent the passage of small cell bills in their currently proposed form, which assign significant and arbitrary reductions to small cell (and ultimately cell tower and rooftop lease) rates. Because of the complexity of these issues, local governments should consider retaining a consultant that specializes in wireless transactions to ensure an equal bargaining position with carriers and tower companies. It appears that inquiries with cooperative purchasing firms are the best place to begin the RFP/bidding process for either a consultant or bids for the purchase of cell tower leases.

With the advancement of small cell technology, some experts predict that by 2019 — when small cell density is predicted to reach more than four million nationally (per the Small Cell Forum) — carriers and tower companies will force steep rent reductions, threaten decommissioning of cell tower sites, and seek more expansive rights than are common in today's market. Local governments can and should act now to protect their cell tower assets and leases, either by marketing and selling the future lease payments as described above, and/or by actively lobbying members of the legislature to preserve local control of wireless facilities.

http://americancityandcounty.com/blog/how-evolution-5g-networks-and-small-cell-technology-impacting-market-and-value-cell-tower-lease

Infrastructure Affected by Sprint T-Mobile Merger

From Jen Koester

https://insidetowers.com/infrastructure-affected-sprint-t-mobile-merger/

According to multiple reports, Sprint is preparing to merge with T-Mobile in a \$32 billion transaction. Analysts believe that combining the third and fourth largest wireless carriers will create stronger competition for industry giants, AT&T and Verizon. Although the agreement has not been made final, as rumors of the pending merger swell, landlords are growing curious of how such a merger will affect their existing cell tower leases.

Having towers decommissioned due to redundancy is a very real possible result of this merger. When T-Mobile bought Metro PCS in 2013, it implemented a plan to shut down over 10,000 of Metro PCS's 12,500 macrocells due to redundancy. A similar action could result for landowners with T-Mobile cell sites given that Sprint and T-Mobile are equally focused on urban centers and major highways throughout the US. Like Sprint and T-Mobile, T-Mobile and Metro PCS were operating on incompatible networks when they merged. T-Mobile then chose to make the move to LTE, resulting in the decommissioning of towers that did not support the network.

Sprint currently has five different radio standards: CDMA, LTE, WiMAX, TDD-LTE and iDEN. Merging with T-Mobile will bring the incompatible GSM/UMTS network into Sprints' portfolio for a total of six networks. It is currently unknown which network(s) Sprint will move forward with in the future. However, when the time comes for Sprint to drop one or several networks, the corresponding towers could also be decommissioned.

T-Mobile and Sprint today operate a total of 110,000 towers. If the merger is approved, the companies plan to shutter 35,000 towers and build 10,000 new towers, resulting in the end ownership of a total of 85,000 towers. Concurrently, the companies said they would increase the number of small cells they operate from a combined 10,000 today to a combined 50,000 over the coming years if the transaction is approved.

Unfortunately, with industry mergers, it is common to see cell towers shut down due to redundancy, changing technology, and a number of other factors. Partnering with a qualified lease consultant can help ensure that you as a landlord do not lose potential rent income due to decommissioning. Jarred Saba, CEO of Lease Advisors states, "Taking advantage of a cellular lease buyout could mean safeguarding your future lease income from the risks associated with major industry changes like these." With the possibility of site decommissioning as a result of this potential merger, many lease owners may want to consider a lease buyout.

Verizon-AT&T Team Up with Tillman to Construct Cell Towers

Zacks Equity Research November 16, 2017

AMT CCI SBAC T VZ

https://www.zacks.com/stock/news/283162/verizonatampt-team-up-with-tillman-to-construct-cell-towers

U.S. telecom service providers **Verizon Communications Inc** (VZ - <u>Free Report</u>) and **AT&T Inc** (T - <u>Free Report</u>) are collaborating over a cell tower deal. Although, they compete fiercely in the domestic wireless market, their partnership marks a new move in the lucrative wireless-tower industry.

AT&T and Verizon have inked a joint deal with Tillman Infrastructure to build cell towers in the United States. Privately held, Tillman is the owner and operator of towers, small cells and smart cities infrastructures. Per the deal, Tillman will construct customized towers and lease it to Verizon and AT&T. Construction work of the towers will begin in the first quarter of 2018. Installation of equipment in the already completed sites will begin as soon as possible.

Currently, both Verizon and AT&T carry a Zacks Rank #3 (Hold).

These new structures will add to the overall communications infrastructure in the country and will fulfill the availability of towers in newer locations. The build-outs will also help the wireless carriers relocate equipment from their current towers.

The companies are focusing on technology innovation, with further investment in the updated software platforms to provide the best customer experience in their network.

The Motive

The partnership implies that the biggest U.S. wireless carriers are willing to strike deals with other vendors to secure prices for towers. Moreover, carriers are always looking for alternative partners to reduce their dependence on specific customer base, thanks to the already saturated domestic wireless market.

Domestic telcos are moving away from traditional tower leasing model, in order to cut down spending as data consumption continues to rise. Notably, these companies plan to create a diverse community of suppliers and tower operators, to maintain a healthy market competition.

Additionally, AT&T and Verizon are striving to expand their network capacity in order to meet consumers' demand for more cellular data. The companies are also reviewing their

long-term contracts for renewal and trying to gain new vendor partners to diversify their infrastructure lineup.

The Consequences

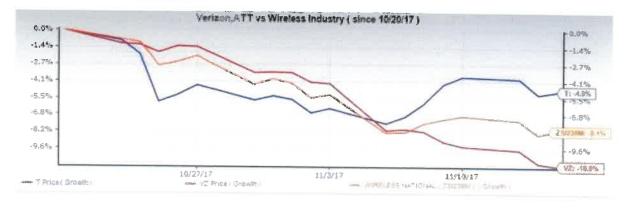
The U.S. cell tower market is currently dominated by three companies — American Tower Corp. (AMT - Free Report), SBA Communications Corp. (SBAC - Free Report) and Crown Castle International Corp. (CCI - Free Report).

Customer concentration is very high for these tower companies as they heavily depend on the top four wireless carriers — Verizon, AT&T, Sprint, T-Mobile US — for a major part of their quarterly revenues. The loss of any of these customers or consolidation will have a negative impact on the companies' top line. Moreover, the ongoing consolidation trend among telecom and cable-TV operators may generate significant financial fluctuations for the company.

In such a scenario, the joint venture move is sure to pose severe competitive threat to established tower companies.

Price Performance

Despite such positives, the wireless carriers portray a disappointing price performance. In the past month, shares of AT&T and Verizon have lost 4.9% and 10.9%, respectively, compared with the <u>industry</u>'s decline of 8.4%.





NEW BUSINESS

Agenda Item:

III. E. 2.

Subject:

Proposed Cell Tower @ 40808 E Tamiami Trail

Meeting Date:

April 9, 2019

Prepared By:

Tara Bishop, Director

Background:

The District has been contacted by SmartLink, representing AT&T Wireless. AT&T is seeking to improve its service near Tamiami Trail in Collier County and the parcel owned at 40808 Tamiami Trail (Fleet 66) could be an ideal location. AT&T would lease approximately 10,000 square feet (100' x 100') and AT&T would build a fenced area which would enclose their equipment and the tower. AT&T would absorb all construction costs, and improved service to the area would benefit all AT&T users

This property is currently titled to Collier County as part of the Ochopee MSTU. Any future communications would need to involve the County.

Funding Source/Financial Impact: To be determined

Initial communications are AT&T would offer a monthly rent of \$800/month for 30 years plus a 2% escalation per year, which will total over \$300,000 over the 30-year lease.

Recommendation:

Staff recommends moving forward with discussions with Collier County and AT&T.

Potential Motion:

I, move to accept staff's recommendation authorizing staff to work with Collier County and AT&T on an agreement.

Kind Parl

Tara Bishop

From:

Christina Warr < christina.warr@smartlinkllc.com>

Sent:

Tuesday, March 26, 2019 1:07 AM

To:

Tara Bishop

Subject:

AT&T Tower at 40808 E Tamiami Trail in Ochopee

Hi Tara,

Thank you for your time on the phone last week. As we discussed, I represent AT&T Wireless in their Florida real estate division. I'm reaching out because AT&T is seeking to improve its service near Tamiami Trail in Collier County and the parcel owned by the Collier County Fire District with the PID of # 01148440000 could be an ideal location.

AT&T would lease approximately 10,000 square feet (100' x 100') and AT&T would build a fenced area which would enclose their equipment and the tower. AT&T would absorb all construction costs, and improved service to the area would benefit all AT&T users. In addition, AT&T would offer the County a monthly rent of \$800/month for 30 years plus a 2% escalation per year, which will total over \$300,000 over the 30-year lease.

I am happy to answer your questions and provide additional details in the future. However, today, I am merely seeking confirmation of the county's interest so I can forward this location to AT&T as a potential candidate.

Please confirm, and let me know if you have any immediate questions.

Thank you,

Chrissy Warr



Chrissy Warr | Senior Real Estate Specialist Smartlink

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