

DESTINATION PANAMA CITY SPECIAL MEETING

Location: Bay County Government Complex 840 West 11th Street, Panama City, FL 32401 January 24, 2023

(Immediately following City of Panama City Board Meeting)

- 1) Roll Call
- 2) Approval of Minutes November 29, 2022 pg2
- 3) Acceptance of TDT Revenue Reports FY23 Collections thru November 2022 pg6
- 4) Financial Status Report Period Ending December 31, 2022 pg13
- 5) Ratification of hotelbeds.com pg24
- 6) KOSA Mardi Gras Event Grant Application pg52
- 7) CEO Update pg63
- 8) Adjournment

Panama City Community Development Council dba Destination Panama City Agenda Item Summary						
1. PRESENTER NAME: Jennifer M. Vigil President & CEO		2. MEETING DATE: 1/24/2023				
3. REQUESTED MOTION/ACTION Board accept the Board Meeting	on: ng Minutes of 11/29/2022 as presented.					
4. AGENDA PRESENTATION PUBLIC HEARING CONSENT REGULAR	. IS THIS ITEM BUDGETED (IF APPLICABLE)?: YES UDGET ACTION: FINANCIAL IMPACT SUMMARY STATEMENT: DETAILED ANALYSIS ATTACHED?: YES \(\subseteq \text{NO} \subseteq \)	YES 🗌 NO 🗌 IF NO, STATE ACTION REQUIRED 🗌 N/A				
	TION NECESSARY, <u>WHAT ACTION WILL BE ACCOMPLISHED</u> , (129/2022 have been prepared for review and					



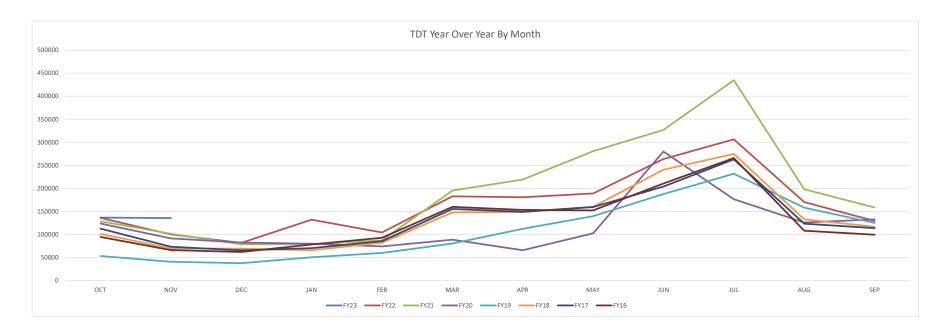
DESTINATION PANAMA CITY SPECIAL MEETING MINUTES Location: Bay County Government Complex 840 West 11th Street, Panama City, FL 32401 November 29, 2022

- 1) Roll Call All DPC Board Members were in attendance Chairman Nirav Banker, Vice Chair Kenneth Brown, and Board Members Jenna Haligas, Greg Brudnicki, Billy Rader, Scott Pilla, and Josh Street.
- 2) Approval of Minutes November 2, 2022
 - a) Board Member Brudnick moved to accept the minutes of November 2, 2022 as presented. Board Member Pilla seconded the motion and it passed unanimously.
- 3) Acceptance of TDT Revenue Reports FY22 Collections thru September 2022
 - a) Board Member Pilla moved to accept the TDT Revenue Report as presented. Chairman Banker seconded the motion and it passed unanimously.
- 4) Financial Status Report Period Ending October 30, 2022
 - a) CEO Vigil explained staff was still waiting for City to provide final September 2022 financial status report so the beginning balances may be adjusted in the future. CEO Vigil also stated the format had changed because this was the first report prepared by the new account Suzanne Kennon. CEO Vigil confirmed the current deposits and transactions are correct and stated that Ms. Kennon would be at the next meeting in January to meet the Board.
 - Board Member Brown moved to accept the financial report as presented. Board
 Member Street seconded the motion and it passed unanimously.
- 5) Marketing RFQ Contract Consideration
 - a) Proposed Contract with MWB and Advanced Travel & Tourism primary
 - Chairman Banker inquired whether or not the decision could be delayed as some board members were not in attendance during the presentations. CEO
 Vigil and Attorney Mike Burke stated that the decision was already made, this

- was just to approve the new contract. Chairman Banker suggested that future RFQ's have presentations and decisions at separate meetings so the decisions are well thought out and not rushed. CEO Vigil agreed and stated she would be sure to handle future RFQ's in that manner.
- ii) Board Member Street stated he felt it was important for all board members to be involved in the decision. Attorney Burke stated that the Board made a decision and needed to move forward.
- iii) Chairman Banker motioned to approve the MWB contract with the addition of a prorated amount for data dashboard to be paid by MWB. Board Member Street seconded the motion and it passed unanimously.
- b) Proposed Contract with Aqua Marketing alternative dropped from agenda after5a approved contract with MWB.
- 6) Marina Civic Center Second Site Location Evaluation
 - a) CEO Vigil presented the second site location evaluation stating the City Administration had requested DPC financial support in evaluating the second site. She also stated that the Marina Civic Center was an important amentity that has yet to be rebuilt and she supported the \$16,000 financial support if it helped to expedite a conference / performing arts center.
 - b) Board Member Brudnicki questioned why DPC should pay. Board Member Street stated that it was tourism dollars not local dollars and he felt it was important information needed by the City to move forward. Board Member Haligas questioned whether it was worth doing if there are not funds to build. Board Member Street stated the results of the second site evaluation could allow the City to move forward with other things at the Marina site (site location one). Board Member Haligas stated it would be good to know if there was a significant cost difference between the two sites. Board Member Pilla stated anything that could help the process move more quickly is important because there is currently a gap in venues and amenities. Board Member Rader inquired whether or not the City owned the land for the second site to which City Manager McQueen stated "about half of it". Board Member Pilla reiterated that \$16,000 was worth paying to have some movement on the

- project. Board Member Street stated the outcome of the second site evaluation could open up opportunities for the marina improvements.
- c) Board Member Brudnicki motioned to approve \$16,000 to City of Panama City as reimbursement for Wilson Butler Second Site Evaluation. Seconded by Board Member Pilla the motion passed unanimously.
- 7) Adjournment

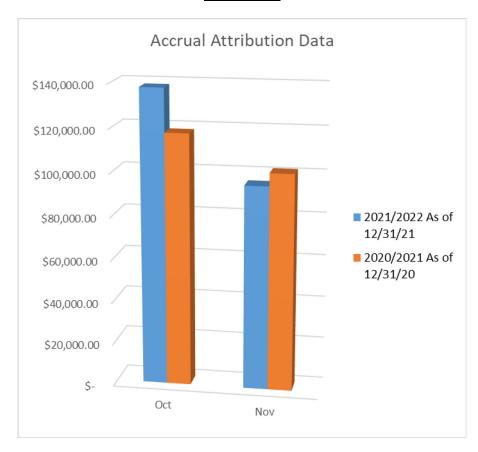
dba De	mmunity Development Council stination Panama City nda Item Summary	
1. PRESENTER NAME:	2. MEETING DATE:	
Jennifer M. Vigil President & CEO	1/24/2023	
3. REQUESTED MOTION/ACTION:		
Board approve the Tourist Development Tax	collections as reported by Bay County Clerk of Cou	rt.
PRESENTATION BUDGET ACTION: FINANCIAL IMPACT CONSENT	BUDGETED (IF APPLICABLE)?: YES \(\) NO \(\) IF NO, STATE ACT. SUMMARY STATEMENT: ATTACHED?: YES \(\) NO \(\)	ION REQUIRED □ N/A
	<u>rнат</u> астіо м w ill ве ассомрLished, (who, where, when & ноw)	nation Panama



	FY23	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15
OCT	136847.79	135,808.08	128,768.79	123,861.73	53,465.19	101,281.73	112,754.00	94,571.27	-
NOV	135808.08	100,118.98	101,630.73	91,643.79	40,942.54	69,765.50	73,327.00	66,059.88	-
DEC		81,802.37	78,649.26	82,443.03	37,691.14	69,355.65	65,657.00	62,079.90	-
JAN		132,165.89	78,908.76	79,980.05	50,642.49	66,053.88	70,339.00	78,155.39	63,069.50
FEB		104,387.19	87,288.10	73,996.73	59,891.56	82,266.95	85,637.00	92,804.00	87,845.52
MAR		182,793.74	195,307.74	88,811.23	80,393.83	147,842.53	155,229.00	159,731.00	200,483.24
APR		180,812.49	219,349.92	66,107.75	112,406.97	148,755.72	149,230.00	153,227.00	130,848.26
MAY		188,943.25	280,541.00	102,481.39	139,913.92	160,287.99	159,517.00	152,286.00	146,220.71
JUN		263,818.71	326,761.40	280,201.96	187,808.86	240,405.16	203,829.00	210,619.00	201,906.34
JUL		306,533.79	434,980.46	176,685.02	231,805.34	275,072.33	262,982.00	265,911.00	238,143.02
AUG		170,409.27	197,980.46	125,871.61	158,028.14	132,766.82	123,488.00	108,223.00	118,070.60
SEP		129,369.86	158,520.08	132,963.41	125,158.45	116,889.75	113,733.00	99,494.00	95,907.58
TOTAL		1,976,963.62	2,288,686.70	1,425,047.70	1,278,148.43	1,610,744.01	1,575,722.00	1,543,161.44	1,282,494.77



Panama City



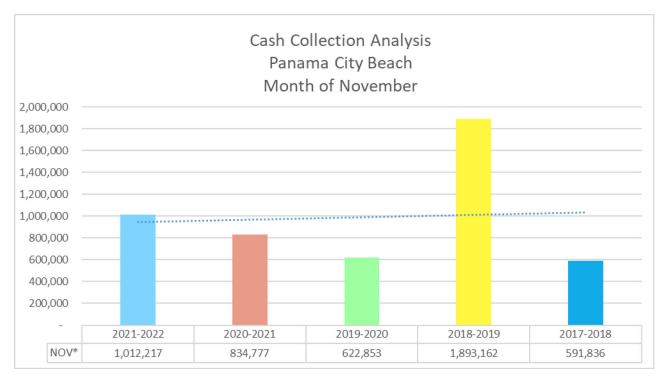
				Accrual Att	rib	ution Data			
		021/2022 As		020/2021 As	1	<u>Variance</u>	Variance %		2020/2021
	<u> </u>	of 12/31/21	9	of 12/31/20				FI	NAL 12/31/21
Oct	\$	137,924.36	\$	117,894.15	\$	20,030.21	16.99%	\$	133,565.86
Nov	\$	95,349.79	\$	101,344.69	\$	(5,994.90)	-5.92%	\$	102,962.22
Dec-Sep	\$	357.25	\$	131.09	\$	226.16			
	\$	233,631.40	\$	219,369.93	\$	14,261.47	6.50%	\$	236,528.08

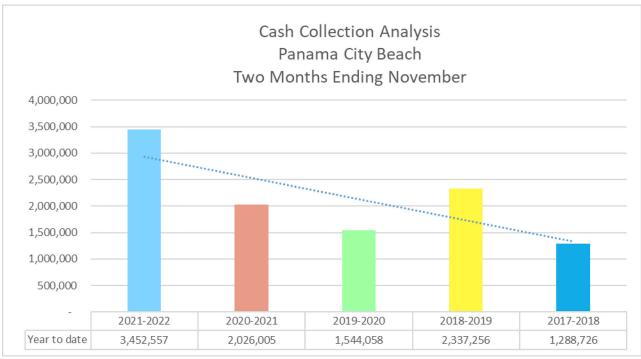


			FY20;	22	Cash//	FY2022 Cash/Accrual Breakdown	Breakc	lown		
		Pa	Panama City	χįζ						
					Colle	Collected in				
		Nov		Dec		<u>Jan</u>	Feb	Mar - Sept		
	Pre	\$	1,646.81	\$	648.85				↔	2,295.66
	Oct	\$ 13	134,081.27	\$	3,843.09				↔	137,924.36
	Nov	\$	80.00	\$	95,269.79				↔	95,349.79
	Dec			\$	357.25				↔	357.25
	Jan								↔	1
Attributed Feb	Feb								↔	1
period	Mar								↔	1
	Apr								↔	1
	Мау								\$	ı
	Jun								\$	ı
	Jul								↔	1
	Aug								↔	1
	Sep								\$	1
	Post								↔	1
		\$ 13	80.808,5	\$	\$ 135,808.08 \$ 100,118.98	\$	\$	\$	⇔ ₁	235,927.06

Bay County Tourist Development Tax, Post Office Box 1230, Panama City, Florida 32402 Express Delivery: 840 w 11th St Suite #3000, Panama City, Florida 32401 Phone: (850) 747-5226 Fax: (850) 747-5212

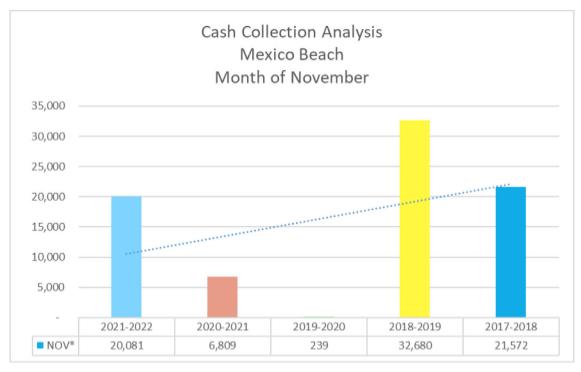


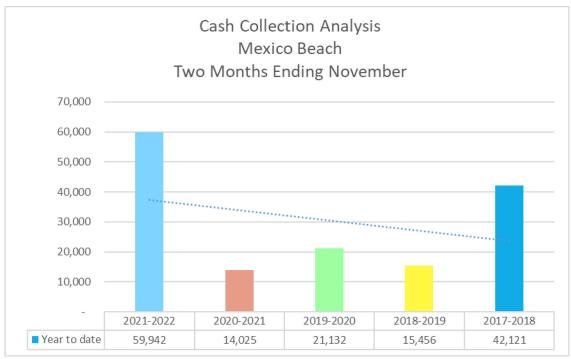




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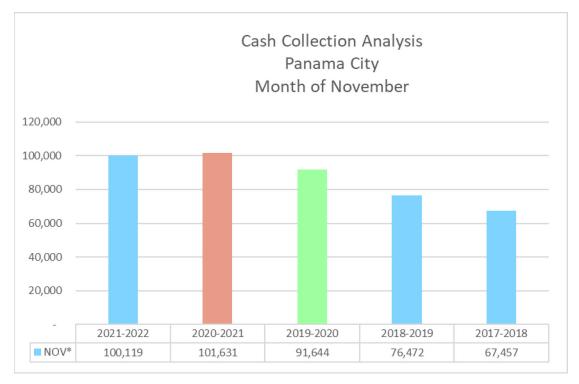


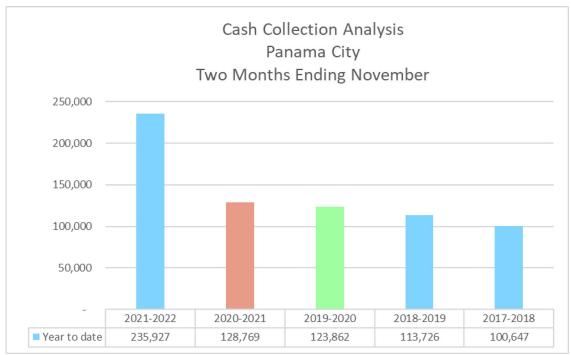




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Panai	ma City Community Developm dba Destination Panama C Agenda Item Summary	City				
1. PRESENTER NAME:		2. MEETING DATE:				
Jennifer M. Vigil President & CEO		1/24/2023				
3. REQUESTED MOTION/AC	TION:					
Board accept the financial s	status reports as presented for period ending D	ecember 31, 2022.				
4. AGENDA PRESENTATION PUBLIC HEARING CONSENT REGULAR	5. IS THIS ITEM BUDGETED (IF APPLICABLE)?: YES UDGET ACTION: FINANCIAL IMPACT SUMMARY STATEMENT: DETAILED ANALYSIS ATTACHED?: YES UND UDGETED	YES ☐ NO ☐ IF NO, STATE ACTION REQUIRED ☐ N/A				
6. BACKGROUND: (WHY IS THE	ACTION NECESSARY, <u>WHAT</u> ACTION WILL BE ACCOMPLISHED, (WHO, WHERE, WHEN & HOW)				
As of 10/1/2022 Suzanne Kennon has provided accounting services for Destination Panama City. Attached is the financial status report for the period ending December 31, 2022. We received the draft final trail balance from Carr, Riggs, and Ingram and have made any necessary adjustments. Once the final audit is complete another review will take place to ensure all accounts balance.						
	the meeting to meet the Board. There is no for mally be introduced to all of the Board Member					

Statement of Net Position As of December 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
10001 Checking - Bankcorp South	621,454.68
Total Bank Accounts	\$621,454.68
Accounts Receivable	
11500 Accounts Receivable (A/R)	145,034.78
Total Accounts Receivable	\$145,034.78
Total Current Assets	\$766,489.46
Fixed Assets	
16500 Allowance for Depreciation	-39,767.00
16600 Fixed Prop Machinery & Equipment	16,665.00
16610 Buildings & Land	1,360,555.00
16630 Furniture & Fittings	2,730.00
Total Fixed Assets	\$1,340,183.00
TOTAL ASSETS	\$2,106,672.46
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20200 Accounts Payable (A/P)	53,735.93
Total Accounts Payable	\$53,735.93
Other Current Liabilities	
20400 Advance Deposits	100,000.00
21600 Compensated Absences	35,891.00
21601 Accrued Payroll	2,660.15
Payroll Liabilities	
21802 Federal Unemployment (940)	18.76
21803 FL Unemployment Tax	151.02
21821 Health Insurance	-3,023.24
21822 Dental Insurance	-17.64
21825 Vision Insurance	-34.06
Total Payroll Liabilities	-2,905.16
Total Other Current Liabilities	\$135,645.99
Total Current Liabilities	\$189,381.92
Total Liabilities	\$189,381.92

Statement of Net Position As of December 31, 2022

	TOTAL
Equity	
27100 Fund Balance - Unrestricted	1,707,885.62
Retained Earnings	194,086.65
Net Income	15,318.27
Total Equity	\$1,917,290.54
TOTAL LIABILITIES AND EQUITY	\$2,106,672.46

Statement of Revenues, Expenses and Change in Net Position December 2022

	TO	TAL
	DEC 2022	OCT - DEC, 2022 (YTD)
Income		
31000 Bay County TDC Contract	120,716.96	417,767.94
35000 Event Income	40.00	11,028.53
36200 Facility Rent Income	150.00	197.03
38000 Interest Income	359.35	1,030.77
39000 Misc Revenue		644.39
Total Income	\$121,266.31	\$430,668.66
Expenses		
51200 Regular Salaries	22,324.91	66,969.05
52100 FICA	1,688.20	5,049.02
52200 Retirement Contributions	1,363.92	4,162.39
52207 Health Insurance	2,408.07	8,454.22
52208 Dental Insurance	203.18	744.26
52300 Life Insurance	41.20	154.50
52500 Unemployment Insurance	0.00	169.78
53100 Professional Services		2,025.00
53200 Accounting & Auditing	4,929.75	8,248.25
53400 Other Contractual	1,517.61	3,706.40
53401 Marketing Contractual Services	18,740.00	77,816.50
54000 Travel per Diem Staff	4,766.54	5,831.53
54100 Communications	818.30	2,459.35
54200 Postage & Freight		5.20
54300 Utility	765.10	3,095.39
54400 Rentals & Leases	338.19	1,275.46
54500 Insurance	1,015.86	1,015.86
54600 Repair & Maintenance	195.00	3,860.00
54700 Printing & Binding	394.82	766.11
54800 Promotional Activities	42,483.47	188,245.98
54900 Other Current Charges	349.93	1,157.11
55100 Office Supplies		173.25
55200 Operating Supplies	535.12	2,804.77
55400 Books, Pubs, Memberships	6,525.94	18,133.24
56400 Machinery & Equipment	9,027.77	9,027.77
Total Expenses	\$120,432.88	\$415,350.39
NET OPERATING INCOME	\$833.43	\$15,318.27
NET INCOME	\$833.43	\$15,318.27

Destination Panama City Budget vs. Actual

Explanation provided for line items greater than 35% of annual budget

	Actual through Dec 31, 2022	Annual Budget	over Budget	% of Budget Explanation
Revenues				
31000 Bay County TDC Contract	417,767.94	2,178,232.00	-1,760,464.06	19.18%
35000 Event Income	11,028.53	0.00	11,028.53	100.00% Oktoberfest & Downtown After Dark Event Revenue
36200 Facility Rent Income	197.03	0.00	197.03	100.00% SHRM rental
38000 Interest Income	1,030.77	0.00	1,030.77	100.00% Interest earned on operating account
39000 Misc Revenue	644.39	0.00	644.39	100.00% Refund of unopened cases from Oktoberfest (Expensed in prior year)
39500 Cash Carry Forward/County Contract	0.00	325,000.00	-325,000.00	0.00%
Total Income	\$ 430,668.66	\$ 2,503,232.00	-\$ 2,072,563.34	17.20%
Expenses				
51200 Regular Salaries	90.696,99	303,097.60	-236,128.55	22.09%
51500 Special Pay	0.00	13,000.00	-13,000.00	0.00%
52100 FICA	5,049.02	23,027.77	-17,978.75	21.93%
52200 Retirement Contributions	4,162.39	18,074.76	-13,912.37	23.03%
52207 Health Insurance	8,454.22	44,000.00	-35,545.78	19.21%
52208 Dental Insurance	744.26	1,500.00	-755.74	49.62% Includes 4 months of expense (Oct-Jan)
52300 Life Insurance	154.50	1,000.00	-845.50	15.45%
52400 Workers Comp	0.00	3,125.00	-3,125.00	0.00%
52500 Unemployment Insurance	169.78	1,500.00	-1,330.22	11.32%
53100 Professional Services	2,025.00	8,000.00	-5,975.00	25.31%
53200 Accounting & Auditing	8,248.25	25,000.00	-16,751.75	32.99%
53400 Other Contractual	3,706.40	12,000.00	-8,293.60	30.89%
53401 Marketing Contractual Services	77,816.50	300,000.00	-222,183.50	25.94%
54000 Travel per Diem Staff	5,831.53	30,200.00	-24,368.47	19.31%
54001 Travel Per Diem Non-Staff	0.00	8,000.00	-8,000.00	0.00%
54100 Communications	2,459.35	12,000.00	-9,540.65	20.49%
54200 Postage & Freight	5.20	17,000.00	-16,994.80	0.03%
54300 Utility	3,095.39	12,000.00	-8,904.61	25.79%
54400 Rentals & Leases	1,275.46	8,000.00	-6,724.54	15.94%
54500 Insurance	1,015.86	18,000.00	-16,984.14	5.64%
54600 Repair & Maintenance	3,860.00	16,000.00	-12,140.00	24.13%
54700 Printing & Binding	766.11	38,000.00	-37,233.89	2.02%
54800 Promotional Activities	188,245.98	1,200,000.00	-1,011,754.02	15.69%
54900 Other Current Charges	1,157.11	13,000.00	-11,842.89	8.90%
55100 Office Supplies	173.25	2,500.00	-2,326.75	6.93%

Destination Panama City Budget vs. Actual

Explanation provided for line items greater than 35% of annual budget

	Actu	Actual through				
	Dec		Annual Budget over Budget % of Budget	over Budget	% of Budget	Explanation
55200 Operating Supplies		2,804.77	20,000.00	-17,195.23	14.02%	
55400 Books, Pubs, Memberships		18,133.24	40,000.00	-21,866.76	45.33% Destinations I	45.33% Destinations International annual membership \$3,190, US Travel Association membership
					\$6,150, Destir Monthly opera	\$6,150, Destinations Florida annual membership \$3,655, Google Suite renewal \$1,386. Monthly operating subscriptions for Adobe, Quickbooks
55500 Training		0.00	7,500.00	-7,500.00	%00.0	
55700 Operational Reserve for Contingency		0.00	302,706.87	-302,706.87	0.00%	
56400 Machinery & Equipment		9,027.77	5,000.00	4,027.77	180.56%	
Total Expenses	ક્ક	415,350.39	415,350.39 \$ 2,503,232.00 -\$ 2,087,881.61	-\$ 2,087,881.61	16.59%	
Net Operating Income	s	15,318.27 \$		0.00 \$ 15,318.27		
Net Income	s	15,318.27 \$	\$ 00.0 \$	\$ 15,318.27		



A/R Aging Summary
As of December 31, 2022

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Jennifer Vigil - AR	176.00					\$176.00
Tourism Contract	144,858.78					\$144,858.78
TOTAL	\$145,034.78	\$0.00	\$0.00	\$0.00	\$0.00	\$145,034.78

ТВ



A/P Aging Summary As of December 31, 2022

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Auto Owners Insurance	1,015.86					\$1,015.86
Beach TV Cable Company, Inc	484.31					\$484.31
Carr Riggs & Ingram	3,000.00					\$3,000.00
CIT	186.52					\$186.52
City of Panama City		350.73				\$350.73
Destinations Florida	3,655.00					\$3,655.00
eSource Capital, Inc.		1,386.00				\$1,386.00
FPL Northwest FL	414.37					\$414.37
Huddle Up Group, LLC	3,000.00					\$3,000.00
Krewe of St. Andrews Inc.		5,505.87				\$5,505.87
Leake Landscapes	300.00					\$300.00
Miles Partnership, LLLP		5,500.00				\$5,500.00
Panama Business Machines	107.18					\$107.18
Suzanne Kennon	1,929.75					\$1,929.75
UniFirst Corporation	94.98					\$94.98
VISA	26,193.10					\$26,193.10
WOW		612.26				\$612.26
TOTAL	\$40,381.07	\$13,354.86	\$0.00	\$0.00	\$0.00	\$53,735.93

ТВ

All paid as of 1/13/23

1/19/23, 10:55 PM about:blank

Destination Panama City

1/19/23

10001 Checking - Bankcorp South, Period Ending 12/31/2022

RECONCILIATION REPORT

Reconciled on: 01/17/2023

Reconciled by: suzannekennon@yahoo.com null

Any changes made to transactions after this date aren't included in this report.

Summary	USD
Statement beginning balance	664,625.93
Statement beginning balance Service charge	-25.00
Interest earned	359.35
Checks and payments cleared (44)	-142,310.66
Deposits and other credits cleared (6)	116,711.40
Statement ending balance	
	
Uncleared transactions as of 12/31/2022	-17,906.34
Register balance as of 12/31/2022	621,454.68 ^{TB}
	0.00
Uncleared transactions after 12/31/2022	21,440.90
Register balance as of 01/17/2023	642.895.58

Details

Checks and payments cleared (44)

AMOUNT	PAYEE	REF NO.	TYPE	DATE
-	Verizon	10164	Bill Payment	11/18/2022
-58,	Fahlgren Mortine	10170	Bill Payment	11/30/2022
	UniFirst Corporation	10176	Bill Payment	11/30/2022
-2,	Bay Arts Alliance	10167	Bill Payment	11/30/2022
-	Earthshine Cleaning	10169	Bill Payment	11/30/2022
-	Principal Life Insurance Comp	10174	Bill Payment	11/30/2022
-3,	Destinations International	10168	Bill Payment	11/30/2022
-	FPL Northwest FL	10171	Bill Payment	11/30/2022
-	Leake Landscapes	10172	Bill Payment	11/30/2022
	Panama Business Machines	10173	Bill Payment	11/30/2022
-2,	Quina Grundhoefer Architects	10175	Bill Payment	11/30/2022
-	Raymond James	10178	Bill Payment	12/06/2022
-	Raymond James	10177	Bill Payment	12/06/2022
-1,	Melissa K. Bowman	DD	Payroll Check	12/09/2022
-1,	Lacey S. Kennedy	DD	Payroll Check	12/09/2022
-3,	Jennifer Vigil	DD	Payroll Check	12/09/2022
-	Lorraine E. Ubowski	DD	Payroll Check	12/09/2022
-1,	Shelbie L. Scippio	DD	Payroll Check	12/09/2022
-3,	IRS		Tax Payment	12/14/2022
	UniFirst Corporation	10188	Bill Payment	12/15/2022
	Brock Lawn and Pest Control,	10182	Bill Payment	12/15/2022
-	Beach TV Cable Company, Inc	10180	Bill Payment	12/15/2022
-	JSC Systems, Inc	10185	Bill Payment	12/15/2022
-15,	VISA	10190	Bill Payment	12/15/2022
-8,	Vertical Communications & Se	10189	Bill Payment	12/15/2022
-	Advanced Fire Protection Ser	10179	Bill Payment	12/15/2022
-2,	Boo Media, LLC	10181	Bill Payment	12/15/2022
-2,	Carr Riggs & Ingram	10183	Bill Payment	12/15/2022
-6,	U.S. Travel Association	10187	Bill Payment	12/15/2022
-	CIT	10184	Bill Payment	12/15/2022
	Florida Department of Revenue	221220248704	Expense	12/20/2022
-3,	WMBB	10200	Bill Payment	12/21/2022
-	Aaron Rich Marketing	10191	Bill Payment	12/21/2022
-	Principal Life Insurance Comp	10195	Bill Payment	12/21/2022
-	Verizon	10198	Bill Payment	12/21/2022
-9,	Laurie Rowe & Company	10193	Bill Payment	12/21/2022
	UniFirst Corporation	10197	Bill Payment	12/21/2022
-	Vertical Communications & Se	10199	Bill Payment	12/21/2022

1/19/23, 10:55 PM about:blank

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
12/23/2022	Journal	15		-2,834.16
12/23/2022	Payroll Check	DD	Lorraine E. Ubowski	-655.22
12/23/2022	Payroll Check	DD	Shelbie L. Scippio	-1,537.92
12/23/2022	Payroll Check	DD	Lacey S. Kennedy	-1,715.06
12/23/2022	Payroll Check	DD	Melissa K. Bowman	-1,282.80
12/23/2022	Payroll Check	DD	Jennifer Vigil	-3,543.81

Total -142,310.66

	Deposits	and oth	ner credits	cleared ((6))
--	----------	---------	-------------	-----------	-----	---

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
12/07/2022	Deposit			100.00
12/15/2022	Receive Payment	A006999	Tourism Contract	85,460.37
12/15/2022	Receive Payment	A006997	Tourism Contract	31,062.41
12/16/2022	Deposit			29.12
12/19/2022	Deposit			50.00
12/19/2022	Deposit			9.50
	•			

Total 116,711.40

Additional Information

Uncleared checks and payments as of 12/31/2022

AMOUNT (USD)	PAYEE	REF NO.	TYPE	DATE
-340.00	BCS Maintenance, LLC	3336	Check	10/29/2021
-100.00	Samuel Weigle	3386	Check	11/24/2021
-1,000.00	Print Source	10186	Bill Payment	12/15/2022
-4,555.79	Public Eye Soar Festival	10196	Bill Payment	12/21/2022
-681.96	Raymond James	10201	Bill Payment	12/21/2022
-10,829.24	Fahlgren Mortine	10192	Bill Payment	12/21/2022
-399.35	mypanhandle.com	10194	Bill Payment	12/21/2022

Total -17,906.34

Uncleared checks and payments after 12/31/2022

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
01/06/2023	Payroll Check	DD	Melissa K. Bowman	-1,286.24
01/06/2023	Payroll Check	DD	Shelbie L. Scippio	-1,542.62
01/06/2023	Payroll Check	DD	Lacey S. Kennedy	-1,734.59
01/06/2023	Payroll Check	DD	Jennifer Vigil	-3,910.61
01/06/2023	Payroll Check	DD	Lorraine E. Ubowski	-746.65
01/11/2023	Tax Payment		IRS	-2,993.09
01/13/2023	Bill Payment	10211	Krewe of St. Andrews Inc.	-5,505.87
01/13/2023	Bill Payment	10220	Raymond James	-681.96
01/13/2023	Bill Payment	10203	Beach TV Cable Company, Inc	-484.31
01/13/2023	Bill Payment	10219	WOW	-612.26
01/13/2023	Bill Payment	10206	City of Panama City	-350.73
01/13/2023	Bill Payment	10213	Miles Partnership, LLLP	-5,500.00
01/13/2023	Bill Payment	10208	eSource Capital, Inc.	-1,386.00
01/13/2023	Bill Payment	10209	FPL Northwest FL	-414.37
01/13/2023	Bill Payment	10212	Leake Landscapes	-300.00
01/13/2023	Bill Payment	10214	Panama Business Machines	-107.18
01/13/2023	Bill Payment	10204	Carr Riggs & Ingram	-3,000.00
01/13/2023	Bill Payment	10207	Destinations Florida	-3,655.00
01/13/2023	Bill Payment	10202	Auto Owners Insurance	-1,015.86
01/13/2023	Bill Payment	10205	CIT	-186.52
01/13/2023	Bill Payment	10215	Suzanne Kennon	-1,929.75
01/13/2023	Bill Payment	10217	UniFirst Corporation	-141.66
01/13/2023	Bill Payment	10210	Huddle Up Group, LLC	-3,000.00
01/13/2023	Bill Payment	10218	VISA	-26,193.10 22

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
01/13/2023	Bill Payment	10216	The Group Travel Leader Inc.	-3,000.00
01/19/2023	Tax Payment		FL U.C. Fund	-151.02
01/31/2023	Tax Payment		IRS	-233.76
Total				-70,063.15
Total				,
	nd other credits after 12/31/2022			
	nd other credits after 12/31/2022	REF NO.	PAYEE	AMOUNT (USD)
Uncleared deposits a		REF NO. A007011	PAYEE Tourism Contract	

Panama City Community Development Council dba Destination Panama City Agenda Item Summary					
1. PRESENTER NAME:	2. MEETING DATE:				
Jennifer M. Vigil President & CEO	1/24/2023				
3. REQUESTED MOTION/ACTION:					
Board ratification of Hotelbeds contract for \$50,0	00 executed by CEO Vigil on December 23, 2022.				
	GETED (IF APPLICABLE)?: Yes 🗆 No 🗆 IF No, STATE ACTION REQUIRED 🗆 N/A				
PRESENTATION BUDGET ACTION: FINANCIAL IMPACT SUMM/ CONSENT BUDGET ACTION: FINANCIAL IMPACT SUMM/	ARY STATEMENT:				
REGULAR DETAILED ANALYSIS ATTAC	HED?: YES NO				
6. BACKGROUND: (<u>WHY</u> IS THE ACTION NECESSARY, <u>WHAT</u>	ACTION WILL BE ACCOMPLISHED, (WHO, WHERE, WHEN & HOW)				
2021. Hotelbeds informed CEO Vigil that a specinot available until after the budget was approved	VISIT FLORIDA Huddle business to business trade show in fic Florida marketing effort would be coming but details were . After reviewing the Florida Program, CEO Vigil reached out to inds in the opportunistic line item of the budget to fund the				
CEO Vigil engaged hotelbeds and a program targ States will launch within the next few weeks.	geting Canada, Germany, and central and Midwest United				
Board Member Pilla has experience with this con	npany and can share his experience.				
CEO Vigil will show video created locally by Wew	a Films that will support the initiative.				
https://promo.bedsonline.com/en/panamacity/foreverflorida/campaign/deals/					



SUMMARY











2022 Forever Florida Co-op Campaign Report



- 6 Participating DMO's in the State
- 402,626 Room Nights produced in participating destinations
- 84% International Increase over 2021 production (FL Average 38%)
- 118K Travel Agents Reached + 24K Strategic Clients





WE WORK WITH OVER 35,000 TRAVEL DISTRIBUTORS AND 200,000 TRAVEL AGENTS GIVING YOU ACCESS TO HIGHER VALUE END CONSUMERS

60%

of our end-customers comes from international markets 55 days

average lead time as our customers have a higher level of planning

2x more \$

typically spent by our customers within your destination

40%

of our bookings are for at least 6 days





How we target the entire travel trade

Hotelbeds gives you access to the highly fragmented B2B travel ecosystem & hard to reach segments.

Depending on the targeted audience, we have the efficient platform for you:

TRAVEL AGENTS



+200K TRAVEL AGENTS IN 65 COUNTRIES



STRATEGIC CLIENTS



LOYALTY - AIRLINES EMPLOYEE BENEFITS POINT REDEMPTION TOUR OPERATORS

ONE PLATFORM TO TARGET ALL THE TRAVEL TRADE

hotelbeds

bedsonline

USA 88,247

Agents

CANADA

10,152

MEXICO

14,579

Agents

CHINA

11,653 Agents

AUSTRALIA

12,569

FRANCE

9,838

GERMANY

8,052

ITALY

6,130

JAPAN

6,725

LATAM

12,045

UK & IRELAND

11,889

SPAIN

11,735

Agents

GCC

8,106

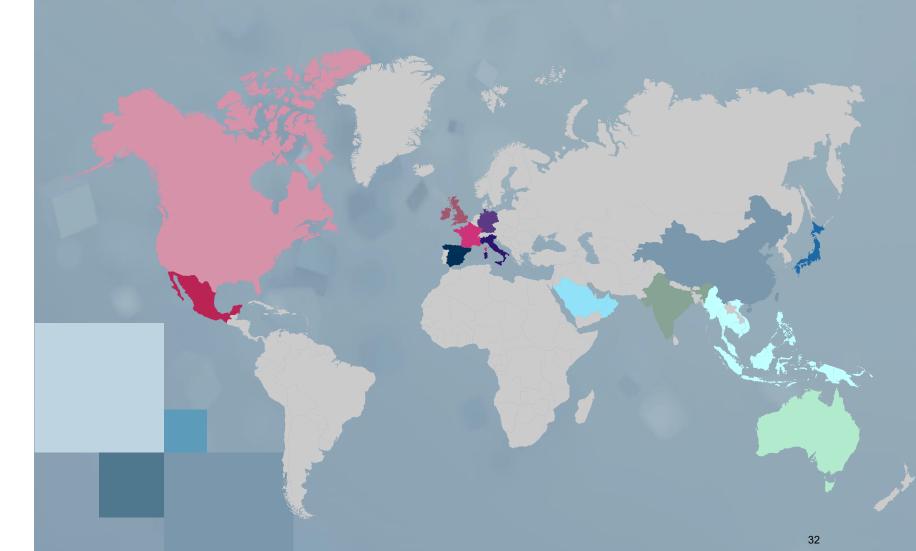
APAC

5,457

BRAZIL

4,503

Choose one or multiple markets and focus your efforts on engaging potential guests via our network of retail travel agent branches.



hotelbeds

Choose one or multiple regions and reach out your potential guests via our B2B travel distributor network.







Why partner with **Hotelbeds Destination Marketing?**



INCREMENTAL INCREASE of PAX/ ROOM NIGHTS



Attract **MORE INTERNATIONAL TOURISM** to your destination



EXTEND VISITOR STAY in your destination



INCREASE AWARENESS of your destination



EDUCATE International Travel Trade about your Destination and promote **SUSTAINABLE TOURISM**

Our **360**° Value Proposition

DEEP ANALYSIS OF BOOKING TRENDSIDENTIFY BEST SOURCE MARKETS and TIMELINE

TANGIBLE ROI &
REPORTING REPORTS
PROVIDED
PRE & POST CAMPAIGN

INCREMENTAL PRODUCTION INCREASE

ACROSS ALL KEY KPIs



UTILIZE GLOBAL
DISTRIBUTION CHANNELS

IDENTIFY THE IDEAL CONSUMER & TRAVEL INFLUENCERS

LOCAL SOURCING
TEAMS IN DESTINATION
NEGOTIATE EXCLUSIVE

PROMOTIONAL RATES

LOCAL SALES TEAM IN SOURCE MARKETS

PROMOTE DESTINATION TOP CLIENTS

Proven Success & Partnerships

We have established partnerships with major Tourism Boards and Travel Associations globally.





















































TIMELINE

Campaign Window: 6 months of campaign

Starting Date: February 1st 2023

End Date: July 30th 2023

SOURCE MARKETS









UK

Audience – Travel Agents & Clients

CANADA

10,152 11,889

Travel Agents Travel Agents

GERMANY USA

8,052 88,247

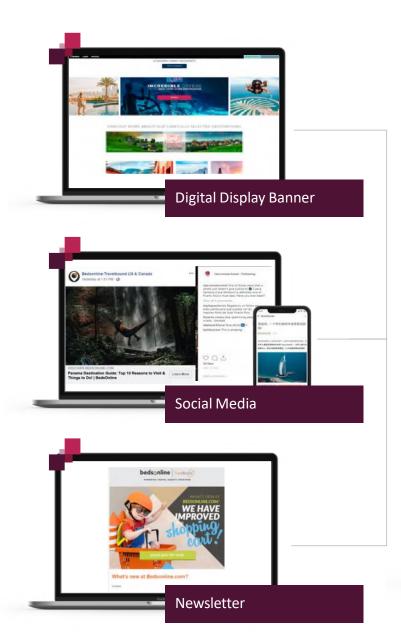
Travel Agents Travel Agents

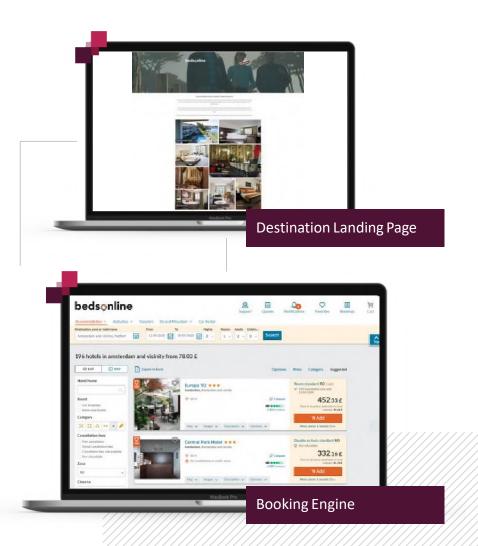
STRATEGIC PARTNERS

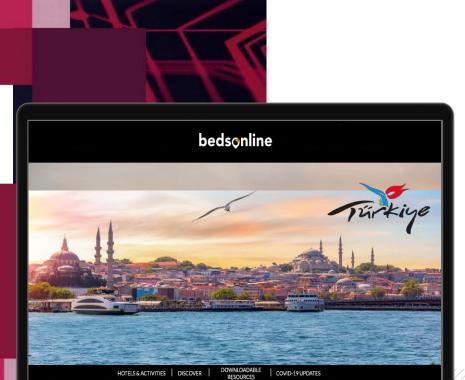
23,969



All marketing leads to dedicated landing page linking to our booking engine







Landing Page

Fully tailor-made page with the content you want to distribute to a B2B audience. Our team will help you to adapt and translate the content for the targeted markets.

Landing pages are educational sites for our travel distributors to learn everything they need to know about your destination and sell it more accurately and confidently to their clients.

bedsonline

Digital Banners

Banners will catch attention of our agents to redirect them on educational content

DIGITAL BANNERS: Premium banner which help to capture the attention of our agents. The banner will link directly to a tailor-made landing page with the list of all hotels and activities participating to the campaign.



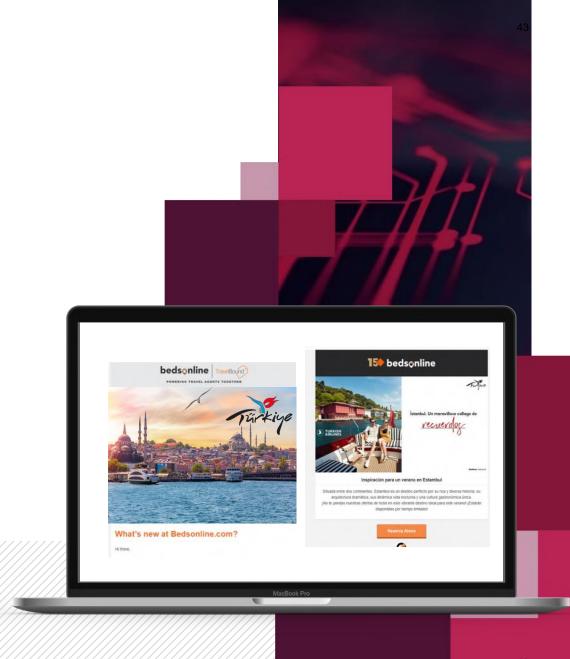


Newsletters

The perfect way to put your suggested agendas, tutorials, and educational materials directly in the hands of travel providers! All our B2B newsletter have an impressive open rate. We educate our agents thru some key content.

NEWSLETTER SPONSORPSHIP- This opportunity provides sponsorship in the form of a premier banner a top of the monthly Hotelbeds Newsletter distributed regionally to all travel trade partners.

BESPOKE NEWSLETTER- This is a unique opportunity to have a full email communication about your Destination on our bi-weekly email to our agents. Every click will link to our Landing Page for our agents to learn more about your destination and explore the exclusive deals we have negotiated for them.



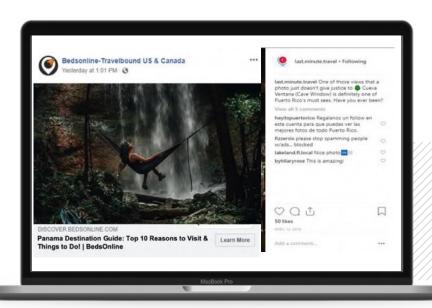
Facebook + LinkedIn

Social Media

Let us help you connect with travel agents and consumers globally to promote your destination!

Showcase your destination directly to travel agents utilizing our source market specific Bedsonline Facebook page.

Linking directly to landing page to incentivize bookings.





bedsonline Tractioned Our latest resources

Downloadable Resources

The perfect way to put your suggested agendas, tutorials, and educational materials directly in the hands of travel providers!

Agents will be able to download everything they need to highlight your city to their clients and create their packages.

One of our agents favorite educational and informative features available for download during the course of the destination campaign.



Buy-in Summary - (USA is being included Complimentary)

	1/4								T
Florida Co-op				Retail Travel	Agents			*Monthly Agents *Monthly	
beds⊙nlin	ie	Feb	Mar	Apr	May	Jun	Jul	Reached	Pageviews
Premium Banner	r	CA,UK,DE	CA,UK,DE	CA,UK,DE	CA,UK,DE	CA,UK,DE	CA,UK,DE	118,340	2.135M
Bespoke Newslette	er	CA,UK,DE				CA,UK,DE		118,340	29.8% Open Rate
Sporsorship Newslet	tter				CA,UK,DE			118,340	29.8% Open Rate
Downloadable Resou	ırces	CA,UK,DE	CA,UK,DE	CA,UK,DE	CA,UK,DE	CA,UK,DE	CA,UK,DE	118,340	1.135M
Social Media			CA,UK,DE				CA,UK,DE	118,340	N/A
Florida Co-op				Strategic Pa	rtners			*Monthly	*Monthly
hotelbed	ds	Feb	Mar	Apr	May	Jun	Jul	Companies Reached	•
Premium Banner	r	AMER/EU	AMER/EU	AMER/EU	AMER/EU	AMER/EU	AMER/EU	23,969	1.2M
Bespoke Newslette	er	AMER/EU			AMER/EU			23,969	34.2% Open Rate
Sporsorship Newslet	tter		AMER/EU			AMER/EU		23,969	34.2% Open Rate
Downloadable Resou	ırces	AMER/EU	AMER/EU	AMER/EU	AMER/EU	AMER/EU	AMER/EU	23,969	1.2M
	-						•		

Buy-in Options

- \$15,000 3 Month campaign all markets included
- \$30,000 6 Month campaign all markets included +1 additional market of choice
- Additional \$20,000 Gold package includes the above plus: dedicated pop-up videos, dedicated booking engine takeover, and white label marketing

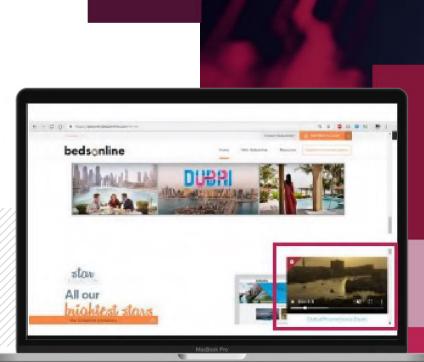
^{*}need to have verbal confirmation by December 15th

Pop-Up Videos

Catch the attention of agents and travel providers through a captivating video specifically on your destination! (every other month)

Pre-loaded pop-up video located on the main landing page.

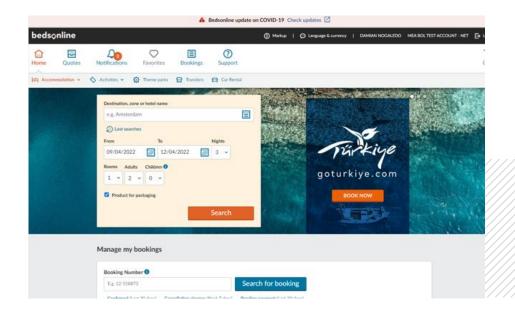
Education + Action: All videos lead to your landing page featuring content on your destination including, hotels, activities, and tours.

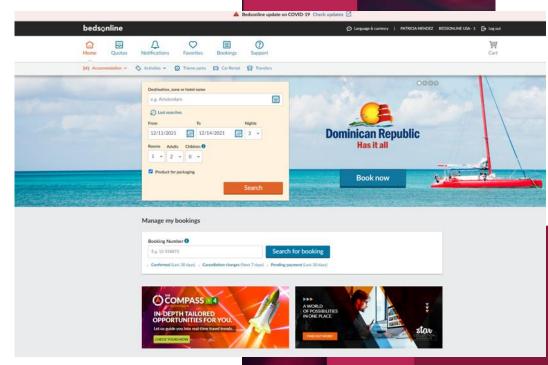


Booking Engine Takeover

Your Banners will be the background of the Search Box for a consecutive 7 days every other month of campaign

No matter what destination our clients are searching, they will be constantly reminded of your destination





White Label

Marketing Solutions

By leveraging our partnership with over 200 companies globally we have exclusive access to their user groups through our White Label Solutions.

Thanks to our B2B2C Partnerships, we can promote your destination directly to highly desirable end customers.

AIRFRANCEKLM GROUP

JOHN LEWIS PARTNERSHIP





80,000 End users

45,000 **End users**

35,000 **End users**

20,000 **End users**

ING ಖ

End users

500,000

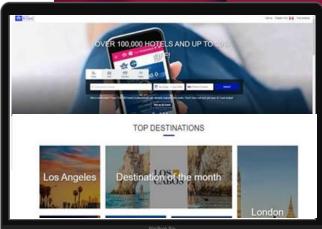
500,000 **End users**



700,000 **End users**









DO YOU WANT TO START ATTRACTING MORE PAX AND INCREASE AWARENESS OF YOUR DESTINATION?

Aaron Boyd

Regional Destination Marketing Manager AMERICAS

hotelbeds

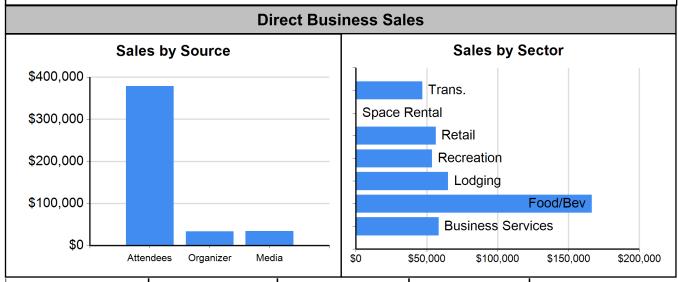


Panama City Community Development Council dba Destination Panama City Agenda Item Summary					
1. PRESENTER NAME: Jennifer M. Vigil	2. MEETING DATE:				
President & CEO	1/24/2023				
3. REQUESTED MOTION/ACTION:					
Board accept CEO recommendation to support KOSA Mardi Gras through exceed \$20,000.	an event reimbursement grant not to				
4. AGENDA 5. IS THIS ITEM BUDGETED (IF APPLICABLE)?: Y	/es ☐ No ☐ IF No, STATE ACTION REQUIRED ☐ N/A				
PRESENTATION BUDGET ACTION: FINANCIAL IMPACT SUMMARY STATEMENT: CONSENT					
REGULAR DETAILED ANALYSIS ATTACHED?: YES \(\subseteq No \(\subseteq \)					
6. BACKGROUND: (why is the action necessary, what action will be accomplished, (who, where, when & how) The Krewe of St. Andrews is a volunteer nonprofit in Panama City that has, for greater than two decades, hosted the largest Mardi Gras parade and festival in Bay County. Destination Panama City annually supports the Krewe of St. Andrews Mardi Gras through the event reimbursement grant program. Over the course of the last 8 years, the KOSA organization has received more than \$100,000 in funding support. CEO Vigil believes the event is both economically and intrinsically important to St Andrews and the City of Panama City. The Mardi Gras event in ingrained in the fabric of the community. It is one of the very few events called out by prior City Commissions as a "signature event" in the City of Panama City. The application submitted by the Krewe is not quite complete and having worked with the organization in the past, CEO Vigil knows the request is low. She contacted the Krewe and has agreed to help with training upcoming KOSA members so the paperwork is more timely and complete. And although the application is not perfect, the event itself is so important that CEO Vigil is requesting up to \$20,000 to ensure the Krewe has the appropriate funding to continue the event at the level it has existed in prior years.					
Attached is the Destinations International Event Impact Calculator with ext event is clearly an economic driver and it adds to the character and identity	•				

53

Event Impact SummaryDestination: Panama City Beach, FL

Event Parameters		Key Results	
Event Name:	KOSA 2023	Business Sales (Direct):	\$446,960
Organization:	KOSA / DPC / COPC	Business Sales (Total):	\$718,594
Event Type:	Other cultural (commemorations, religious, heritage, special interests, parades)	Jobs Supported (Direct):	247
Start Date:	2/10/2023	Jobs Supported (Total):	291
End Date:	2/12/2023	Local Taxes (Total):	\$14,065
Overnight Attendees:	420	Net Direct Tax ROI:	\$10,881
Day Attendees:	5580	Estimated Room Demand:	491

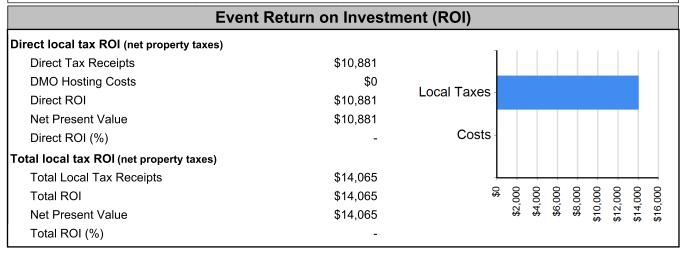


Industry	Attendees	Organizer	Media/Sponsors	Total
Lodging	\$61,329	\$3,702	\$0	\$65,031
Transportation	\$46,650	\$75	\$151	\$46,877
Food & Beverage	\$161,125	\$5,000	\$426	\$166,551
Retail	\$56,347	\$0	\$0	\$56,347
Recreation	\$53,624	\$0	\$0	\$53,624
Space Rental	\$0	\$0	\$171	\$171
Business Services	\$0	\$24,768	\$33,591	\$58,359
TOTAL	\$379,076	\$33,545	\$34,339	\$446,960

Event Impact Details

Destination: Panama City Beach, FL Event Name: KOSA 2023 2023 Organization: KOSA / DPC / COPC

	Economic Impact	Details	
	Direct	Indirect/Induced	Total
Business Sales	\$446,960	\$271,634	\$718,594
Personal Income	\$156,678	\$68,961	\$225,639
Jobs Supported			
Persons	247	44	291
Annual FTEs	5	1	6
Taxes and Assessments			
<u>Federal Total</u>	<u>\$41,237</u>	<u>\$22,068</u>	<u>\$63,305</u>
State Total	<u>\$29,672</u>	<u>\$8,638</u>	\$38,310
sales	\$22,163	\$4,075	\$26,238
income	\$0	\$0	\$0
bed	\$0	-	\$0
other	\$7,509	\$4,563	\$12,072
Local Total (excl. property)	<u>\$10,881</u>	<u>\$3,184</u>	<u>\$14,065</u>
sales	\$3,694	\$679	\$4,373
income	\$0	\$0	\$0
bed	\$3,066	-	\$3,066
per room charge	\$0	-	\$0
tourism district	\$0	-	\$0
restaurant	\$0	\$0	\$0
other	\$4,121	\$2,505	\$6,626
property tax	\$8,108	\$3,479	\$11,588



Estimated Room Demand Metrics		
Room Nights (total)	491	
Room Pickup (block only)	0	
Peak Rooms	221	
Total Visitor Days	5,117	



DESTINATION PANAMA CITY (PCCDC)

EVENT ASSISTANCE GRANT PROGRAM APPLICATION

١.	APPLICATION INFORMATION:
1.	Organization Name: Krewe of St. Andrews
2.	Organization Contact: Donald Cox
3.	Contact Email: donald.cox@richmark.us
4.	Contact Phone: 850-624-2513
5.	Address: PO Box 16791, PC Florida 32406
6.	Organ <u>izat</u> ion Type:
	Private
	Non-Profit (501c3) or (501c6)
	Other
7.	Tax ID#:20-1568457
11.	EVENT INFORMATION
1.	Event Name: Krewe of St. Andrews Mardi Gras
2.	Event Date(s): February 10th, 11th, and 12th
3.	Event Location: Historic St. Andrews
4.	Amount of Financial Assistance Requested: \$9200.00
5.	Type of In-Kind Assistance Requested:
	Graphic Design
	Postage
	Pri <mark>nting</mark>
3	✓ Media Placement
6.	Has the Location / Facility been secured: Yes
7.	Facility Name: St. Andrews, Bayview Avenue, Oakland Terrace
8.	Facility Contact: Chris Pfahl
9.	Type of Event: (Check all that apply)
	Arts (Music, Performance & Visual Arts)
	Cultural / Holiday
	Culinary

	Sports
	Groups (Reunions, Conferences, Seminars)
10.	Eve <u>nt</u> History:
	New Event
	Recurring Event
	i. How many years: 26
	ii. Has your event received DPC prior funding? <u>yes</u>
11.	Attached Docum <mark>en</mark> ts:
	✓ Event Budget
	✓ Detailed Media Budget
	Letters of Community Support
	Letters of Lodging Partnership Agreement
	List of Sponsors, Type & Amount of Sponsorship
	Event Schedule
	IRS Form W9
101	ECONOMIC IMPACT
	Total Expected Participants
1.	a. Adult – Visitor 250
	b. Adult – Local 250
	c. Youth – Visitor 50
	d. Youth – Local 75
2.	Tota <mark>l Ex</mark> pected Spectators
	a. Adult – Visitor 5,0000
	b. Adult – Local 25,000
	c. Youth - Visitor 2500
	d. Youth – Local 5000
3. I	Projected L <mark>engt</mark> h of Stay <u>1-2 nights</u>
4.]	Projected Num <mark>ber</mark> of Rooms <u>100</u>
5. 1	Projected Room Night Cost <u>129.00</u>

IV. SIGNATURES & ACKNOWLEDGEMENTS

APPLICANT SIGNATURE / DISCLAIMER

We, the undersigned certify that we have read and understand the Destination Panama City (PCCDC), Event Grant Assistant Program Policy and have been appointed by our organizations as an Authorized Agent.

(handled N (OX)	Treasurer	Ř
Authorized Signature, Applicant	Title	Date
	Event Coordinator	
Authorized Signature, Applicant	Title	Date

Destination Panama City will contact the applicant organization with any questions and notify them of a final decision or board recommendation.

All events occurring within the city limits of Panama City must have a Panama City Special Events Permit. This document can be found at: https://www.pcgov.org/documentcenter/view/1809

Each organ<mark>ization awarded a grant, must sign a Memorandum of Understanding that includes reporting requirements, reimbursement processes, brand guidelines and standards for marketing purposes, and a volunteer hour agreement.</mark>

It should be understood that Tourist Development Taxes are statutorily purposed. In regards to events, the following excerpt from Florida Statute 125.0104 shall be applied in considering all grant applications: "Promote and advertise tourism in the State of Florida and nationally and internationally; however, if tax revenues are expended for an activity, service, venue, or event, the activity, service, venue, or event shall have as one of its main purposes the attraction of tourists as evidenced by the promotion of the activity, service, venue, or event to tourists."

jennifer@DestinationPanamaCity.com



2023 Event Budget:

Description	Amount
Media Spend	\$2,000.00
Banners for Parade	\$500.00
Entertainment/Stage/Sound	\$6,000.00
Emcee for Main Parade	\$700.00
Total requested	\$9,200.00
Thank you for the bead reimbur	sement!

Media Budget:

Description		Amount
WMBB (TV in Dothan/Bay)	2 weeks	\$1,000.00
Facebook Ads	entirety	\$500.00
Radio ESPN	2 weeks	\$500.00

Media placement:

WMBB: 2 weeks in Dothan/Bay Facebook: 7 state regional targeted

Radio: 2 weeks out in Bay

0000009 01/04/19



Consumer's Certificate of Exemption

DR-14 R. 01/18

Issued Pursuant to Chapter 212, Florida Statutes

85-8014970913C-9	1.1/30/2018	11/30/2023	501(C)(3) ORGANIZATION
Certificate Number	Effective Date	Expiration Date	Exemption Category

This certifies that

KREWE OF ST ANDREWS INC 1561 CHANDLEE AVE PANAMA CITY FL 32405-4612

Krewe of St. Andrews, Inc. P. O. Box 16791 Panama City, FL 32406-6791

is exempt from the payment of Florida sales and use tax on real property rented, transient rental property rented, tangible personal property purchased or rented, or services purchased.



Important Information for Exempt Organizations

DR-14 R. 01/18

- 1. You must provide all vendors and suppliers with an exemption certificate before making tax-exempt purchases. See Rule 12A-1.038, Florida Administrative Code (F.A.C.).
- 2. Your Consumer's Certificate of Exemption is to be used solely by your organization for your organization's customary nonprofit activities.
- Purchases made by an individual on behalf of the organization are taxable, even if the individual will be reimbursed by the organization.
- 4. This exemption applies only to purchases your organization makes. The sale or lease to others of tangible personal property, sleeping accommodations, or other real property is taxable. Your organization must register, and collect and remit sales and use tax on such taxable transactions. Note: Churches are exempt from this requirement except when they are the lessor of real property (Rule 12A-1.070, F.A.C.).
- 5. It is a criminal offense to fraudulently present this certificate to evade the payment of sales tax. Under no circumstances should this certificate be used for the personal benefit of any individual. Violators will be liable for payment of the sales tax plus a penalty of 200% of the tax, and may be subject to conviction of a third-degree felony. Any violation will require the revocation of this certificate.
- If you have questions about your exemption certificate, please call Taxpayer Services at 850-488-6800. The mailing address is PO Box 6480, Tallahassee, FL 32314-6480.

Form W-9
(Rev. October 2018)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

*****************************	1 Name (as shown on your income tay return) Name is required as the fire	mstructions and the lat	test inforn	nat	ion.												
	Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. KREWE OF ST. ANDREWS, INC.																
	2 Business name/disregarded entity name, if different from above				-												
	,																
n page 3.	3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. Individual/sole proprietor or C Corporation S Corporation Partnership Trust/estate									4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):							
	Individual/sole proprietor or C Corporation S Corporation S Corporation	☐ Trus	t/e	state													
typi	Limited liability company. Enter the tax classification (C=C corporation	S-S assessment D. D. I				Exempt payee code (if any) 5											
Print or type. See Specific Instructions on page	Note: Check the appropriate box in the line above for the tax classifica LLC if the LLC is classified as a single-member LLC that is disregarded another LLC that is not disregarded from the owner for U.S. federal tax is disregarded from the owner should check the appropriate box for the		Exemption from FATCA reporting code (if any)														
bec	V Other (see instructions) ▶ 50°	(Applies to accounts maintained outside the						the U.S.)									
8	5 Address (number, street, and apt. or suite no.) See instructions. PO BOX 16791	Requeste	ester's name and address (optional)														
ഗ്	6 City, state, and ZIP code																
U	PANAMA CITY, FL 32406-6791																
	7 List account number(s) here (optional)																
	· Francisco	140															
Par	Taxpayer Identification Number (TIN)																
Enter your TIN in the appropriate box. The TIN provided must match the name gives an line 1 to avoid 1.50								ocial security number									
Dacku	WILLINGIANG FOR INDIVIDUALS THIS IS DEPORTABLE FOR A COLOR OF THE PROPERTY OF		for a	T	T			T	1								
resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a							-		-								
my, later.									j								
Note: If the account is in more than one name, see the instructions for line 1. Also see <i>What Name and Number To Give the Requester</i> for guidelines on whose number to enter.							Employer identification number										
	to enter.			2	0	- 1	5	6	8	4	5	7					
Part	II Certification									7	5	<u>'</u>					
Under	penalties of perjury, I certify that:																
Serv	number shown on this form is my correct taxpayer identification nun not subject to backup withholding because: (a) I am exempt from ba ice (IRS) that I am subject to backup withholding as a result of a failu onger subject to backup withholding; and									nal R	eve	nue at I am					
3. I am	a U.S. citizen or other U.S. person (defined below); and																
4. The	FATCA code(s) entered on this form (if any) indicating that I am exem	npt from FATCA reportin	a is correc	et.													
you hav acquisit other th	ation instructions. You must cross out item 2 above if you have been refailed to report all interest and dividends on your tax return. For real erion or abandonment of secured property, cancellation of debt, contribution an interest and dividends, you are not required to sign the certification,	notified by the IRS that yo state transactions, item 2	u are curre does not a	ntl	ly. Fo	or mo	rtgag	ge inte	erest	paid							
Sign Here	Signature of U.S. person >			1	1	a	1.	0									
_		Treas		1	/ 4	4/	1	7									
	eral Instructions references are to the Internal Revenue Code unless otherwise	 Form 1099-DIV (div funds) 															
noted.		 Form 1099-MISC (various types of income, prizes, awards, or gross proceeds) 															
related	developments. For the latest information about developments to Form W-9 and its instructions, such as legislation enacted by were published, go to www.irs.gov/FormW9.	 Form 1099-B (stock or mutual fund sales and certain other transactions by brokers) 															
		 Form 1099-S (proceeds from real estate transactions) 															
	ose of Form	 Form 1099-K (merchant card and third party network transactions) 															
identific	idual or entity (Form W-9 requester) who is required to file an ion return with the IRS must obtain your correct taxpayer ation number (TIN) which may be your social security number	 Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition) 															
(OOIN), II	Idividual taxpayer identification number (ITIN) adoption	• Form 1099-C (canceled debt)															
(EIIV), to	r identification number (ATIN), or employer identification number report on an information return the amount paid to you, or other	• Form 1099-A (acquisition or abandonment of secured property)															
returns i	reportable on an information return. Examples of information nolude, but are not limited to, the following.	Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.															
• Form 1	099-INT (interest earned or paid)	If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding,															

KREWOFS-01

62 JBENNETT

JBENNET

DATE (MM/DD/YYYY)

ACORD

CERTIFICATE OF LIABILITY INSURANCE

1/13/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

this certificate does not comer rights t	O tile	CCIL	ilicate floider ill fled of se										
PRODUCER Maury, Donnelly & Parr 24 Commerce St. Baltimore, MD 21202					CONTACT NAME: PHONE (A/C, No, Ext): (410) 685-4625 E-MAIL ADDRESS: FAX (A/C, No): (410) 685-3071								
Dalumore, and 21202					INSURER(S) AFFORDING COVERAGE								
					INSURER A: American Casualty Co. of Reading, PA								
INSURED					INSURER B:								
The Krewe of St. Andrews					INSURER C:								
P.O. Box 16791	INSURE												
Panama City, FL 32406	INSURE	8											
				INSURE									
COVERAGES CER													
THIS IS TO CERTIFY THAT THE POLICI INDICATED. NOTWITHSTANDING ANY F CERTIFICATE MAY BE ISSUED OR MAY EXCLUSIONS AND CONDITIONS OF SUCH	PER	REMI TAIN,	ENT, TERM OR CONDITION THE INSURANCE AFFOR	N OF A DED BY	NY CONTRAC	CT OR OTHER	R DOCUMENT WITH RESPEC	CT TO	WHICH THIS				
INSR LTR TYPE OF INSURANCE	ADDL	SUBR	POLICY NUMBER	BELINI	POLICY EFF	POLICY EXP	LIMITS						
A X COMMERCIAL GENERAL LIABILITY	INSD	WVD	POLICY NUMBER		(MM/DD/YYYY)	(MM/DD/YYYY)		-0.7	1,000,000				
CLAIMS-MADE X OCCUR	X		4025932845		7/1/2022	7/1/2023	DAMAGE TO RENTED	\$	300,000				
8							MED EXP (Any one person)	\$	10,000				
							PERSONAL & ADV INJURY	\$	1,000,000				
GEN'L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE	\$	2,000,000				
X POLICY PRO-							PRODUCTS - COMP/OP AGG	\$	2,000,000				
OTHER:								\$					
AUTOMOBILE LIABILITY							COMBINED SINGLE LIMIT (Ea accident)	\$					
ANY AUTO							BODILY INJURY (Per person)	\$					
OWNED SCHEDULED AUTOS								\$					
HIRED AUTOS ONLY NON-OWNED AUTOS ONLY							PROPERTY DAMAGE (Per accident)	\$					
7,0,000,000								\$					
UMBRELLA LIAB OCCUR	×						EACH OCCURRENCE S	\$					
EXCESS LIAB CLAIMS-MADE							AGGREGATE	\$					
DED RETENTION \$								\$					
WORKERS COMPENSATION AND EMPLOYERS' LIABILITY							PER OTH-						
ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)		N/A					E.L. EACH ACCIDENT	3					
							E.L. DISEASE - EA EMPLOYEE	B					
If yes, describe under DESCRIPTION OF OPERATIONS below							E.L. DISEASE - POLICY LIMIT						
DESCRIPTION OF STREET								•					
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHIC	LES (A	CORE	101 Additional Remarks Schedu	ile may b	e attached if mor	e snace is requir	ed)						
Certificate holder is listed as an additional	insure	d	. 14., riaminariai Nolliaika Golleda	, may be	onou ii iiloi	pass is requir							
	7												
u													
CERTIFICATE HOLDER				CANO	ELLATION								
CERTIFICATE HOLDER				CANC	ELLATION								
City of Panama City, Florida 9 Harrison Avenue Panama City, FL 32401					SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.								
					AUTHORIZED REPRESENTATIVE								
(C)					-				- 1				

CEO Update:

St Andrews School

Repair & Maintenance – Sewer backup, building enclosure

Tourism impact

MWB Immersion Trip

Website Enhancements



