

## **Operational Improvements**

### Status of Requests for Qualifications (RFQ) Solicitations

Per SRIA Board direction, Requests for Qualifications will soon be released for Coastal Engineering Services and General Engineering Services. Notice of solicitation will be advertised in the Pensacola News Journal, on the Florida Engineering Society website, and the SRIA website (under the new Legal Ads tab).

Additionally, in the spirit of continuous improvement and cost management, the Santa Rosa Island Authority will now be utilizing BidNet Direct to post Requests for Proposals (RFP), Requests for Qualifications (RFQ), and other bid opportunities at no cost to the Authority. Several local jurisdictions within the geographical area currently utilize this system including: Emerald Coast Utilities Authority (ECUA), Escambia County School District, City of Pensacola, City of Milton, University of West Florida, City of Mary Esther and others.

BidNet Direct allows for numerous vendors across the state who are registered with BidNet to access the full RFQ and elect to receive notifications regarding updates or addenda. It also allows SRIA staff to send notices directly to designated vendors whether they are registered vendors with the BidNet system or not. The platform allows for better administration and management of the overall purchasing and bid process and a way to reach vendors that might otherwise not be unaware. (<https://www.bidnetdirect.com/florida/santarosaislandauthority>)

## **Economic Impact of Pensacola Beach**

Tourist Development Tax Collections (Attachment 1 – Full January 7, 2022, report as prepared by Pam Childers, Escambia County Clerk of Circuit Court and Comptroller)

The Tourist Development Tax (TDT) is a tax rate applied to transient rental transactions. In Escambia County the rate is 5% on the total payment received for the rental or lease of living quarters and accommodations (i.e. apartment, condominium, hotel/motel, mobile home or RV park, single-family home, etc.) that are rented for a period of six months or less.

The tax proceeds are statutorily limited in terms of use. In general, proceeds may be used for capital construction of tourist-related facilities, tourist promotion, and beach and shoreline maintenance; however, the authorized uses vary according to the particular levy. The Tourist Development Council (TDC) reviews proposals for the expenditure of funds to determine whether the expenditure complies with the tourist development plan of the ordinance and makes recommendations to the Board of County Commissioners for use of the funds.

<u>Pensacola Beach Area</u>	<b>2020</b>	<b>2021</b>	<b>% change</b>
<b>October</b>	484,281.24	717,495.54	48.15%
<b>November</b>	335,355.32	616,289.75	83.77%
<b>December</b>	155,039.60	382,415.95	146.65%
<b>1<sup>st</sup> Quarter FY - Total</b>	974,676.16	1,716,201.24	76.1%

*\*Note: The TDT rate increased from 4% to 5% on April 01, 2021.*

In the first quarter of FY22, Pensacola Beach Area accounted for 40.8% of all collections received in the County. The second highest area of collections was the Perdido Key Area bringing in 16.7% of the collections' total.

Blue Angels Homecoming Air Show Economic Impact (Full report was distributed to the SRIA Board electronically on 12/16/22). *\*Excerpts are provided below.*

Total economic impact is a function of direct spending by visitors in the Pensacola area, as well as the indirect and induced effects of this spending, such as increased business and household spending generated by tourism dollars.

- The Blue Angels Homecoming Air Show 2021 attracted 64,200 unique attendees, 34,400 out-of-county attendees and 29,800 locals
- 54% of attendees were out-of-county visitors
- Out-of-county visitors spent \$7,763,900 in the Pensacola area during the event (November 5-6, 2021). Spending includes accommodations, restaurants, groceries, transportation, attractions, entertainment, tickets, shopping, and "other" expenses.
- Total economic impact generated by out-of-county visitors was \$11,645,850 in the Pensacola area

Specific to SRIA, as reported by Ms. Johnson at the January Committee meeting, the Blue Angels Homecoming Air Show contributed to an 130.6% increase in November revenues over that of 2020. That equates to nearly \$134,000 increase in collections over 2020 (exactly \$133,935).

## **Beach Projects Update**

- **Crosswalks** – This project was approved by the SRIA Board on November 10, 2021. The Interlocal Agreement with the County to manage the project was approved on January 6, 2022. On-site pre-construction meeting was held with the contractor, Escambia County project manager, and SRIA staff on January 26. Construction of the crosswalks are anticipated to be complete by March.
- **Hurricane Sally Repairs** - This project, in part, includes: repairs to Park East and Park West restrooms, repairs to pavilions at Park West and Quietwater Beach, and walkovers at Park West. The project is already out to bid. A pre-solicitation meeting was held on 1/26 and a site walk-through is scheduled for 1/27. The bid opening is scheduled 2/3/22.

- **Lafitte Cove Dredging** – The bid award was approved by the BOCC on January 18. Scheduling is currently being coordinated with the contractor through Escambia County’s Natural Resources Management Department.
- **Morgan Park Renovations** – A new deck has been constructed, new trail borders have been installed, weeding is complete, and painting is scheduled to occur within the next 3 weeks. The project will culminate with the SRIA Morgan Park Planting Event on February 19.
- **Beach Ball Water Tower** – This project includes repair and repainting of the beach ball water tower. The project is already out to bid. A pre-solicitation meeting is scheduled for 1/26, and the bid opening is 2/2/22.
- **Pensacola Beach Park Rehabilitation Project (Park West and Casino Beach)** – This project includes: pavilion roof replacements for Park West. The project is already out to bid. A pre-solicitation meeting was held on 1/19 with a site walk-through scheduled for 1/27. The bid opening is scheduled for 2/1/22.
- **Pensacola Beach Sign** – Bid solicitation is currently being prepared.

## **Items of Information**

### **Snowbird Beach Bash**

The event was held on January 20 and was a tremendous success, especially given the weather.

# of Snowbird Participants: Approximately 75 people

# Vendor Participants: 23

A special thanks to Ms. Schrock and her team for coordinating all event details; the Pensacola Beach Chamber of Commerce for recruiting vendor participation; Emmanuel, Sheppard & Condon for sponsoring the breakfast; and Our Lady of the Assumption as the event venue.

### **FEMA Flood Mitigation Assistance Information Session**

Date: Thursday, February 17  
 Time: 5:30 pm – 7:00 pm  
 Location: The Beach Church, 920 Panferio  
 Presenter: Jeff Ward, President  
 JSWA, Inc.

### **Morgan Park Planting Event**

Date: Saturday, February 19  
 Time: 9:00 am – 11:00 am  
 Location: Morgan Park, 462 Pensacola Beach Blvd.



# Pam Childers

Clerk of the Circuit Court and Comptroller, Escambia County

Clerk of Courts • County Comptroller • Clerk of the Board of County Commissioners • Recorder • Auditor

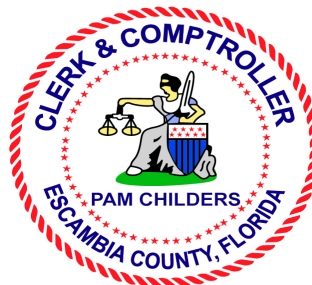
ATTACHMENT #1

## MEMORANDUM

**TO:** Honorable Board of County Commissioners

**DATE:** January 7, 2022

**SUBJECT:** Tourist Development Tax (TDT) Collections



### RECOMMENDATION:

That the Board accepts, for filing with the Board's Minutes, the Tourist Development Tax (TDT) Collections Data for the November 2021 returns received in the month of December 2021, as prepared by the Finance Department of the Clerk and Comptroller's Office. This is the Third month of collections for the fiscal year 2022.

- Total collections for November 2021 were \$1,016,891; this is a 69% increase over the November 2020 return; however, the November 2021 return was remitted at the five percent rate compared to the four percent rate in November 2020.
- A four percent comparison of November 2021 to November 2020 is a 35% increase.
- Total collections year-to-date are \$1,620,162 more than the comparable time frame in Fiscal Year 2020.
- Due to COVID-19, a prior year comparison does not provide the best benchmark; therefore, analyzing the percent change between 2022 and 2020 helps provide a key metric.
- When analyzing November 2021 to November 2019 returns, Escambia County experienced growth of 92% and year-to-date collections are 84% higher than the comparable time frame in Fiscal Year 2020; however, the November 2021 return was remitted at the five percent rate compared to the four percent rate in November 2019
- A four percent comparison of November 2021 to November 2019 is a 84% increase with year-to-date collections being 47% higher.

Current Year vs Prior Year						
Cent	Monthly Comparison			YTD Comparison		
	2022	2021	% Change	2022	2021	% Change
1-4 Cents	813,513	601,334	35%	3,362,686	2,583,195	30%
5th Cent	203,378	-	100%	840,671	-	100%
<b>Total</b>	<b>1,016,891</b>	<b>601,334</b>	<b>69%</b>	<b>4,203,357</b>	<b>2,583,195</b>	<b>63%</b>
Current Year vs Benchmark Year						
Cent	Monthly Comparison			YTD Comparison		
	2022	2020	% Change	2022	2020	% Change
1-4 Cents	813,513	529,257	54%	3,362,686	2,280,346	47%
5th Cent	203,378	-	100%	840,671	-	100%
<b>Total</b>	<b>1,016,891</b>	<b>529,257</b>	<b>92%</b>	<b>4,203,357</b>	<b>2,280,346</b>	<b>84%</b>

\*Note: The Tourist Development Tax rate increased from four percent (4%) to five (5%) on 04/01/2021

**Five Percent Tourist Development Tax Collection Data  
Reported In Fiscal Year Format  
Escambia County, Florida  
As of December 31, 2021**

**ATTACHMENT #1**



Year To Date Collections				
Geographic Area	Fiscal Year 2022 YTD Collected	Fiscal Year 2021 YTD Collected	Difference	% Change
Downtown Pensacola	299,838.77	154,579.10	145,259.67	94.0%
Southeast Pensacola	615,809.65	474,479.97	141,329.68	29.8%
Southcentral & Southwest Pensacola	233,318.13	228,366.89	4,951.24	2.2%
Perdido Key Area	704,033.81	253,039.43	450,994.38	178.2%
Northeast Pensacola	273,281.83	218,282.47	54,999.36	25.2%
North Escambia & Northwest Pensacola	360,873.78	279,771.04	81,102.74	29.0%
Pensacola Beach Area	1,716,201.24	974,676.16	741,525.08	76.1%
<b>Total</b>	<b>4,203,357.22</b>	<b>2,583,195.06</b>	<b>1,620,162.16</b>	<b>62.7%</b>

Area by Zip Code(s)		
Geographic Area	Zip Code(s)	Area Description
Downtown Pensacola	32501	Downtown Area
	32502	Other Downtown Area
Southeast Pensacola	32503	Cordova Mall Area
	32504	Airport Area - Davis & Scenic Hwy South of I-10
Southcentral & Southwest Pensacola	32505	South of Michigan, East of Mobile Hwy, & West of Pace Blvd
	32506	Myrtle Grove, Lillian Hwy & Hwy 98 Area
Perdido Key Area	32507	Bayou Chico to Perdido Key South of Sorrento Area
Northeast Pensacola	32514	Ferry Pass Area - Palafox & Scenic Hwy North of I-10
North Escambia & Northwest Pensacola	32526	Bellview Area & South of I-10
	32533	Cantonment Area
	32534	Ensley Area
	32535	Century Area
	32577	Molino Area
Pensacola Beach Area	32561	Pensacola Beach Area

\*Collection rate increased from 4% to 5% on April 1st, 2021 (reflected in May 2021 collections)

\*\*Effective August 1st, 2021, collections reflected by managed property locations

**Five Percent Tourist Development Tax Collection Data By Geographic Area**  
**Escambia County, Florida**  
**Fiscal Year 2022**  
**As of December 31, 2021**



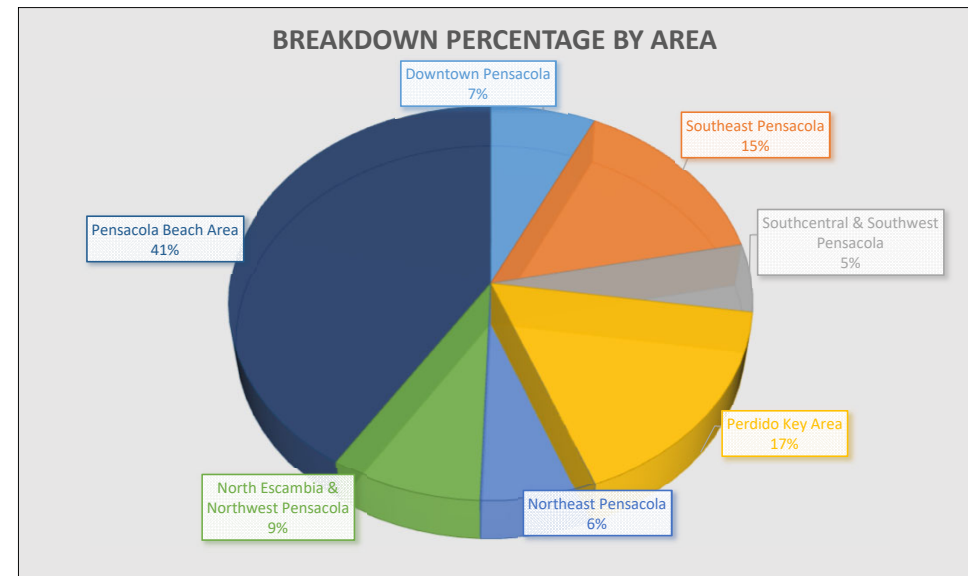
Fiscal Year 2022														
Geographic Area	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Area Total	% of Total
Downtown Pensacola	109,726.38	101,832.25	88,280.14	-	-	-	-	-	-	-	-	-	299,838.77	7.1%
Southeast Pensacola	235,019.97	208,932.56	171,857.12	-	-	-	-	-	-	-	-	-	615,809.65	14.7%
Southcentral & Southwest Pensacola	94,572.88	72,061.82	66,683.43	-	-	-	-	-	-	-	-	-	233,318.13	5.6%
Perdido Key Area	296,558.06	276,015.54	131,460.21	-	-	-	-	-	-	-	-	-	704,033.81	16.7%
Northeast Pensacola	97,756.10	93,438.39	82,087.35	-	-	-	-	-	-	-	-	-	273,281.83	6.5%
North Escambia & Northwest Pensacola	145,136.82	121,629.68	94,107.28	-	-	-	-	-	-	-	-	-	360,873.78	8.6%
Pensacola Beach Area	717,495.54	616,289.75	382,415.95	-	-	-	-	-	-	-	-	-	1,716,201.24	40.8%
<b>Total</b>	<b>1,696,265.75</b>	<b>1,490,199.99</b>	<b>1,016,891.48</b>	-	-	-	-	-	-	-	-	-	<b>\$ 4,203,357.22</b>	<b>100.0%</b>

Fiscal Year 2021														
Geographic Area	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Area Total	% of Total
Downtown Pensacola	49,788.85	58,614.60	46,175.65	48,467.69	42,986.11	62,013.10	84,719.13	112,198.85	127,385.41	175,246.82	168,533.70	114,615.43	1,090,745.34	6.2%
Southeast Pensacola	149,360.52	192,187.20	132,932.25	116,433.25	113,855.32	115,333.28	168,401.48	250,787.22	287,675.16	361,696.51	416,584.02	292,146.85	2,597,393.06	14.7%
Southcentral & Southwest Pensacola	66,599.63	93,004.22	68,763.04	63,191.65	63,040.07	52,587.09	77,361.93	103,844.04	140,453.63	147,654.99	167,592.29	100,655.43	1,144,748.01	6.5%
Perdido Key Area	137,028.26	60,643.25	55,367.92	48,659.72	51,489.18	56,313.59	135,130.90	198,450.29	296,369.06	524,670.16	825,307.98	432,604.16	2,822,034.47	16.0%
Northeast Pensacola	72,416.43	77,637.13	68,228.91	57,351.75	60,068.82	55,325.61	63,201.50	116,768.07	117,664.64	135,354.08	156,745.27	114,564.81	1,095,327.02	6.2%
North Escambia & Northwest Pensacola	87,013.45	117,931.16	74,826.43	65,875.45	55,538.59	59,291.95	117,045.43	158,764.10	183,813.38	213,325.43	233,210.58	125,035.65	1,491,671.60	8.4%
Pensacola Beach Area	484,281.24	335,355.32	155,039.60	146,003.62	128,889.65	166,197.05	476,178.18	653,075.49	954,748.05	1,406,100.73	1,583,206.50	927,991.53	7,417,066.96	42.0%
<b>Total</b>	<b>1,046,488.38</b>	<b>935,372.88</b>	<b>601,333.80</b>	<b>545,983.13</b>	<b>515,867.74</b>	<b>567,061.67</b>	<b>1,122,038.55</b>	<b>1,593,888.06</b>	<b>2,108,109.33</b>	<b>2,964,048.72</b>	<b>3,551,180.33</b>	<b>2,107,613.86</b>	<b>\$ 17,658,986.45</b>	<b>100.0%</b>

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\*\*Effective August 1st, 2021, collections reflected by managed property locations

Area by Zip Code(s)		
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**Five Percent Tourist Development Tax Collection Data By Percent**  
**Escambia County, Florida**  
**Fiscal Year 2022**  
**As of December 31, 2021**

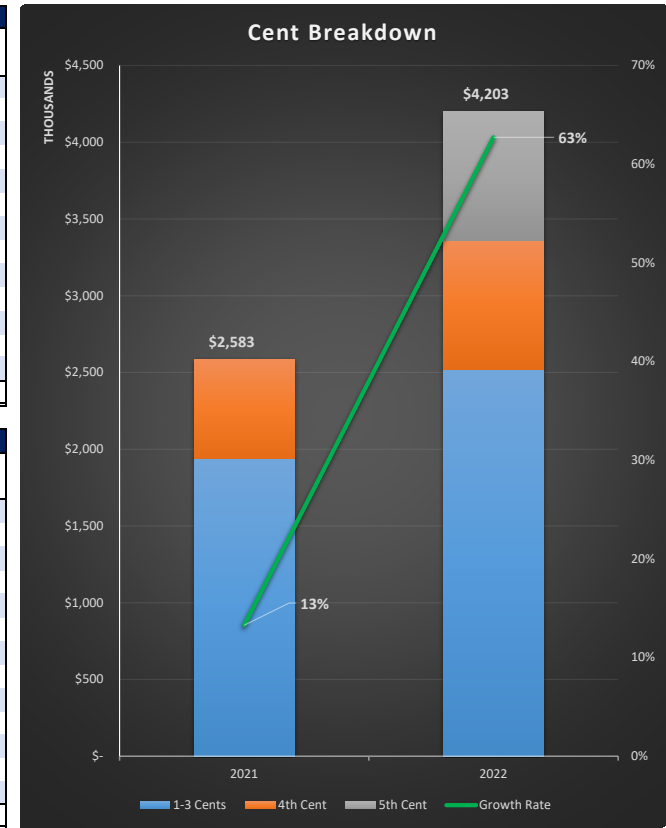


Tourist Development Tax (3%) Percent Tourist Tax Dollars Collected 2013 2022										
Month of Collection	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
OCT	398,299.58	385,209.35	442,267.77	539,766.08	580,905.23	638,832.32	634,965.81	675,149.82	784,866.29	1,017,759.45
NOV	325,198.14	335,284.39	411,054.07	469,350.98	532,756.66	510,223.45	686,079.62	638,167.25	701,529.66	894,119.99
DEC	254,898.32	236,608.16	284,252.75	305,743.25	362,364.41	382,803.40	426,808.31	396,942.52	451,000.35	610,134.89
JAN	207,117.28	230,299.67	251,855.56	288,130.47	292,783.04	340,433.93	340,212.53	374,879.96	409,487.35	-
FEB	205,954.29	233,878.79	247,492.44	279,147.71	298,406.00	312,793.51	349,777.77	365,446.02	386,900.81	-
MAR	283,811.81	286,019.12	309,203.54	367,477.35	377,962.06	393,553.90	420,650.85	445,987.23	425,296.25	-
APR	518,241.62	510,758.43	550,692.54	626,572.22	646,982.44	740,116.85	805,865.41	396,024.16	841,528.91	-
MAY	455,553.86	506,593.46	557,617.44	580,106.01	698,384.24	682,509.49	768,483.99	241,476.27	956,332.84	-
JUN	601,926.69	679,427.99	759,527.89	771,755.66	839,021.02	826,649.51	951,378.19	537,731.75	1,264,865.60	-
JUL	946,229.09	982,132.70	1,059,210.86	1,109,041.17	1,109,688.85	1,278,311.55	1,440,622.52	1,190,777.81	1,778,429.23	-
AUG	1,021,760.90	1,170,208.25	1,283,565.99	1,440,990.57	1,484,514.23	1,587,418.67	1,520,689.42	1,377,953.89	2,130,708.20	-
SEP	636,508.75	736,892.98	716,012.48	688,096.11	725,615.95	828,137.60	906,222.70	703,791.08	1,264,568.32	-
<b>Total</b>	<b>5,855,500.32</b>	<b>6,293,313.27</b>	<b>6,872,753.32</b>	<b>7,466,177.56</b>	<b>7,949,384.12</b>	<b>8,521,784.17</b>	<b>9,251,757.10</b>	<b>7,344,327.75</b>	<b>11,395,513.79</b>	<b>2,522,014.33</b>

Professional Sports Franchise Facility Tax (4%) Percent Tourist Tax Dollars - Collected 2013 2022										
Month of Collection	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
OCT	132,766.53	128,403.12	147,422.59	179,922.03	193,635.08	212,944.11	211,655.27	225,049.94	261,622.10	339,253.15
NOV	108,399.38	111,761.46	137,018.02	156,450.33	177,585.55	170,074.48	228,693.21	212,722.42	233,843.22	298,040.00
DEC	84,966.11	78,869.39	94,750.92	101,914.42	120,788.14	127,601.13	142,269.44	132,314.17	150,333.45	203,378.30
JAN	69,039.09	76,766.56	83,951.85	96,043.49	97,594.35	113,477.98	113,404.18	124,959.99	136,495.78	-
FEB	68,651.43	77,959.60	82,497.48	93,049.24	99,468.67	104,264.50	116,592.59	121,815.34	128,966.94	-
MAR	94,603.94	95,339.71	103,067.85	122,492.45	125,987.35	131,184.63	140,216.95	148,662.41	141,765.42	-
APR	172,747.21	170,252.81	183,564.18	208,857.41	215,660.81	246,705.62	268,621.80	132,008.05	280,509.64	-
MAY	151,851.29	168,864.49	185,872.48	193,368.67	232,794.75	227,503.16	256,161.33	80,492.09	318,777.61	-
JUN	200,642.23	226,476.00	253,175.96	257,251.89	279,673.67	275,549.84	317,126.06	179,243.92	421,621.87	-
JUL	315,409.70	327,377.57	353,070.29	369,680.39	369,896.28	426,103.85	480,207.51	396,925.94	592,809.74	-
AUG	340,586.97	390,069.42	427,855.33	480,330.19	494,838.08	529,139.56	506,896.47	459,317.96	710,236.07	-
SEP	212,169.58	245,630.99	238,670.83	229,365.37	241,871.98	276,045.87	302,074.23	234,597.03	421,522.77	-
<b>Total</b>	<b>1,951,833.44</b>	<b>2,097,771.09</b>	<b>2,290,917.77</b>	<b>2,488,725.85</b>	<b>2,649,794.71</b>	<b>2,840,594.72</b>	<b>3,083,919.03</b>	<b>2,448,109.25</b>	<b>3,798,504.60</b>	<b>840,671.44</b>

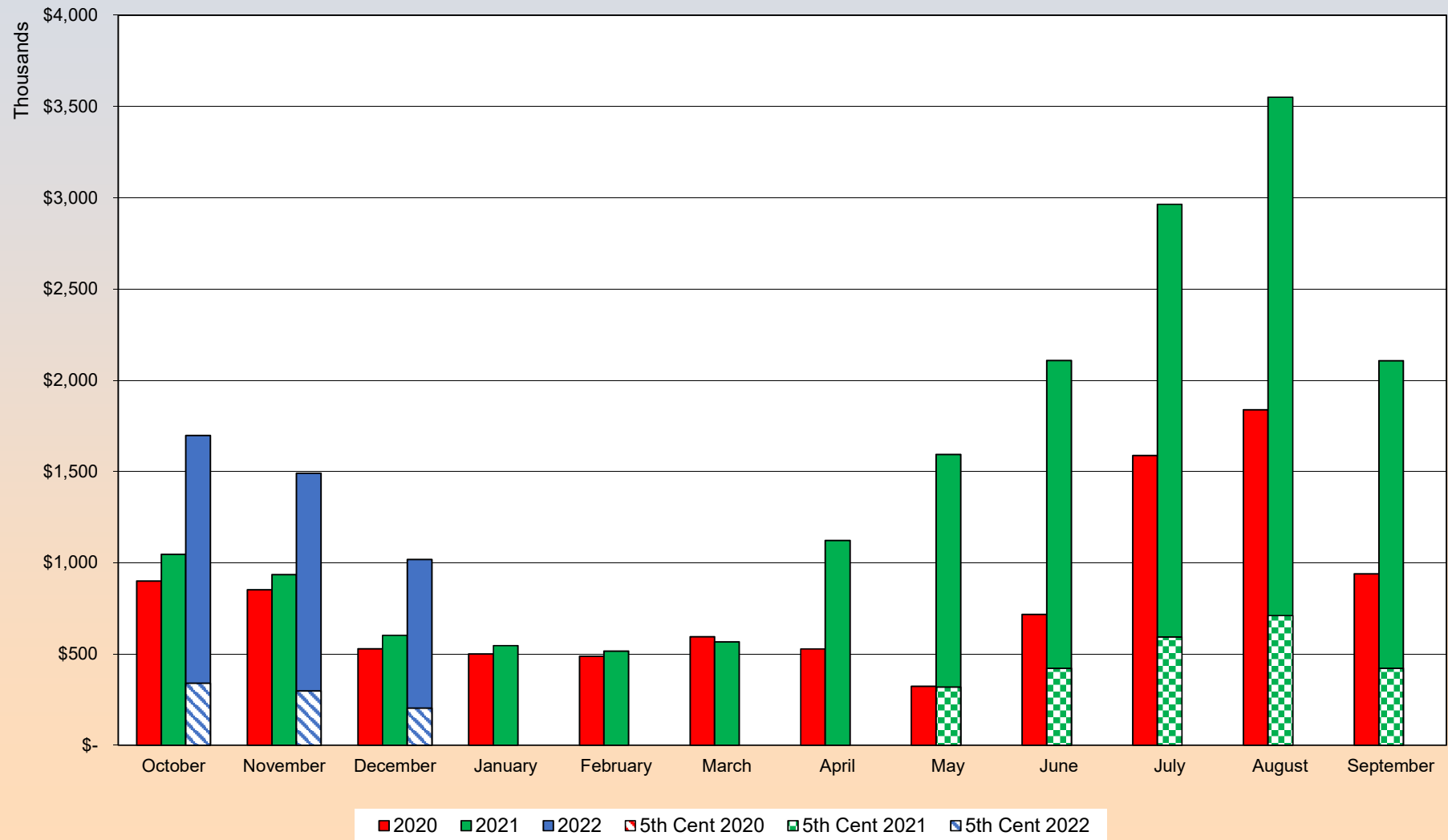
Additional Professional Sports Franchise Facility Tax (5%) Percent Tourist Tax Dollars - Collected 2013 2022										
Month of Collection	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
OCT	-	-	-	-	-	-	-	-	-	339,253.15
NOV	-	-	-	-	-	-	-	-	-	298,040.00
DEC	-	-	-	-	-	-	-	-	-	203,378.30
JAN	-	-	-	-	-	-	-	-	-	-
FEB	-	-	-	-	-	-	-	-	-	-
MAR	-	-	-	-	-	-	-	-	-	-
APR	-	-	-	-	-	-	-	-	-	-
MAY	-	-	-	-	-	-	-	-	318,777.61	-
JUN	-	-	-	-	-	-	-	-	421,621.87	-
JUL	-	-	-	-	-	-	-	-	592,809.74	-
AUG	-	-	-	-	-	-	-	-	710,236.07	-
SEP	-	-	-	-	-	-	-	-	421,522.77	-
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,464,968.06</b>	<b>840,671.44</b>

\*Collection rate increased from 4% to 5% on April 1st, 2021 (reflected in May 2021 collections)



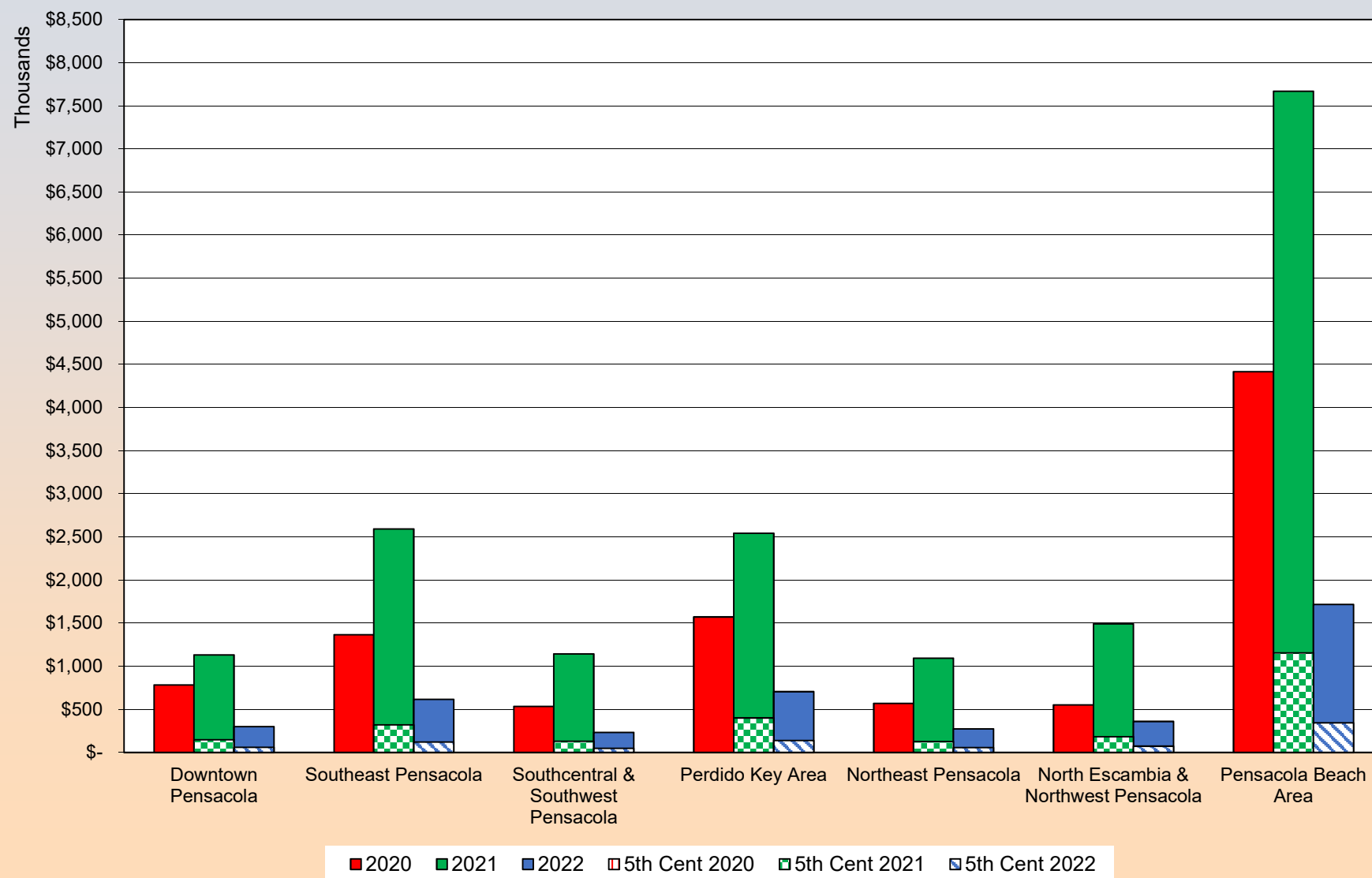
Current Year vs Prior Year				
Month of Collection	2022	2021	Variance	% Change
OCT	1,696,265.75	1,046,488.38	649,777.37	62.1%
NOV	1,490,199.99	935,372.88	554,827.11	59.3%
DEC	1,016,891.48	601,333.80	415,557.68	69.1%
JAN	-	545,983.13	(545,983.13)	Pending
FEB	-	515,867.74	(515,867.74)	Pending
MAR	-	567,061.67	(567,061.67)	Pending
APR	-	1,122,038.55	(1,122,038.55)	Pending
MAY	-	1,593,888.06	(1,593,888.06)	Pending
JUN	-	2,108,109.33	(2,108,109.33)	Pending
JUL	-	2,964,048.72	(2,964,048.72)	Pending
AUG	-	3,551,180.33	(3,551,180.33)	Pending
SEP	-	2,107,613.86	(2,107,613.86)	Pending
<b>Total</b>	<b>4,203,357.22</b>	<b>17,658,986.45</b>	<b>(13,455,629.23)</b>	<b>-76.2%</b>

**Tourist Development Tax Collections**  
**3-Year Comparison by Month**  
**Returns through November 2021 (Collected in December 2021)**





**Tourist Development Tax Collections**  
**3-Year Comparison of Total Collections by Geographic Area**  
**Returns through November 2021 (Collected in December 2021)**



**Tourist Development Tax Collections**  
**3-Year Trend**  
**Returns through November 2021 (Collected in December 2021)**

