

Mayor Billick called the meeting to order and presided as Chairman.


## CONSENT AGENDA（Cont）

$\qquad$ ITEM 4－d
（Discussed separately－see below）
－－RESOLUTION 85－4834
ITEM 4－e
A RESOLUTION AUTHORIZING THE PURCHASE OF VARIOUS ITEMS FOR RESALE AT THE CITY FISHING PIER，CITY DOCK，AND VENDING MACHINES LOCATED AT CITY－OWNED FACILITIES；WAIVING THE REQUIREMENT FOR COMPETITIVE BIDDING THEREON；AND PROVIDING AN EFFECTIVE DATE．

## Title not read．

Mr．Anderson noted that on Agenda Item 4－a，the price per foot was at the same rate as in the contract．Regarding Agenda Item 4－b， he suggested that in the future City Manager Jones obtain quotations from local providers of asphalt and then negotiate rather than going through the bidding procedure．

MOTION：To ADOPT the resolutions for Agenda Items 4－a，4－b，4－c and 4－e as presented．

RETURN TO AGENDA ITEM 4－dge：

## －－－RESOLUTION 85－

ITEM 4－d
A RESOLUTION AWARDING THE BIDS FOR ONE（1） 25 CUBIC YARD REAR－LOADING．REFUSE TRUCK，TWO（2） FRONT－LOADING CAB AND CHASSIS，AND TWO（2） 33 CUBIC YARD FRONT－LOADING COMPACTION UNITS； AUTHORİZING THE CITY MANAGER TO ISSUE PURCHASE URDERS THEREFOR；AND PROVIDING AN EFFECTIVE DATE．

Title not read．．
Charles David，Kenworth of Ft．Myers，took exception to the bid award for the 25 cubic yard rear－loading refuse truck and stated his opinion that his alternate bid was as good or better and less expensive than the bidder who received the award．Mr．Anderson noted that the specifications called for a 20 －thousand pound front spring and Mr．David had only bid on an 18 －thousand pound spring．Mr．Anderson，however，questioned Equipment Management Director Reneau about specifying an automatic power divider on the rear axle that was only available from one manufacturer．Jerry Hughes，Waste Equipment Leasing Company，addressed Council in support of combining the components from Bid Schedule II and III （Attachment \＃3）and contended that the majority of the City＇s fleet were White trucks and the maintenance would be less than switching to a Mack truck at this time．He said he also felt that other alternate bids had not been thoroughly explored to the City＇s benefit．Mr．Reneau expressed his opinion that the bids awarded were for trucks that would require less maintenance over the life of the vehicles，resulting in an overall reduced investment．City Manager Jones outlined the pre－bid conference procedure that had been followed and spoke in support of the staff＇s recommendations．Mr．Barnett expressed his interest in obtaining more information about the matter．

MOTION：TO TABLE this item to the next meeting，October 16， 1985.

## Anderson

Barnett Bledsoe Richardson Schroeder Billick

## CONSENT AGENDA (Cont)

In response to a question from Mr. .Richardson about the proposed transfer station mentioned on page 3 in City Manager Jones' memo of September 24, 1985 (Attachment \#3), the City Manager explained that the County had elected to proceed with plans for a resource recovery program and further City plans would be contingent upon the progress made in that direction.

## RETURN TO AGENDA ITEM 4-a

Doug Workman, Port Royal resident, asked if the paving and guttering on Galleon Drive had been completed. He expressed his opinion that it did not seem complete to him and there appeared to be drainage problems. City Manager Jones responded that the curbing and guttering were completed, but the paving had not yet been finished.

END CONSENT AGENDA-
UPDATE ON NAPLES AIRPORT ACTIVITIES
ITEM 5
Requested by Edward J. Kant, Chairman
of City of Naples Airport Authority
Mr. Kant reported on the completion of several projects such as: new apron ways, new taxi ways, airway lighting, flood lights on ramps, air field drainage, entrance roads, T-hangar improvements, runway lights, service roads, and the upgrading of taxi ways and guidance system. He pointed out that these projects, costing - $\$ 2,567,000$, had resulted in only $\$ 193,000$ "out-of-pocket" because the balance had been funded by the Federal Aviation Administration (F.A.A.), the Federal and State Departments of Transportation (D.O.T.). He noted improvements in the terminal, security procedures and general security. He stated they had finalized the updating of their master plan and would bring it to Council for formal approval shortly. He added that they had received approval of their conceptual water management plan for the 640 acres the airport covers. He further stated that two 8 -unit T-hangars had been added and a third was planned. The airport has added a number of tie-down spaces. The Airport Authority, in addition, plans to construct a new corporate hangar in the northwest quadrant, he explained, and to renovate the old terminal building as a general aviation terminal and for Authority executive offices. The present offices would be renovated and rented. Mr. Kant also stated that they plan to expand the control tower and had ordered new crash-fire-rescue equipment, 90\% of which would be paid for by the F.A.A. and $5 \%$ by the State D.O.T.because they require the use of this equipment. He noted that the Authority also intends to extend and over-lay the main runway, (422); has a proposal for a new office building at the corner of Airport Road and Aviation Drive; plans relandscaping the old terminal; plans to institute a card control access system for $a^{\circ}$ number of access gates; plans a new service road on the northeast side for access to hangars; and will seal several ramps and institute a strong weed control program. He noted some proposed development projects on east U. S. 41 that may be in the airport's approach zone which will be studied, as well as a residential development on the north side of the airport. Mr. Kant confirmed that the Airport Authority will continue to offer free parking. He thanked City Manager Jones and Fire Chief Ijams for their cooperation in crash-fire-rescue programs in the past. In response to a question from Mayor Billick, he noted that they had conducted a noise study recently and would make a report shortly. He expressed the opinion that the airport had many jets flying in and out prior to the start of Piedmont's Airline service and that jets and their noise on take-off were gone sooner than the turbo-props and full propeller planes. He added his opinion that Piedmont's service along with P.B.A.'s would create good competition. In response to a question from Mr. Anderson, he noted that all projects would be paid with current revenue, allocations or bonding, although they did not contemplate any new bond issues.
 machines per group and 750 feet between groups be kept in the
ordinance. Jim McGrath, Naples Civic Association, and Robert Steffens, Park Shore Association, spoke in favor of the proposed ordinance, Mr. McGrath being in favor of not requiring permits at this time. V. K. Rawitzer, Coquina Sands Club, showed pictures of newspaper vending machines in the right-of-way on Gulf Shore Boulevard and noted his support for the proposal. Beautification Council members Almeida Evans and Herb Anderson spoke in support of the ordinance and urged inclusion of the maximum number of machines per group and 750 feet between groups. Mr. Anderson suggested that a vendor could put a double vertical machine in the height allowance provided in the ordinance. After further discussion amoung Council members about the limitations, City Attorney Rynders noted that one limitation without the other would be meaningless. He also noted some housekeeping amendments that would have to made; i.e., designating the City Engineer to enforce the ordinance; filling in the blanks in the title to read "Section $\frac{2-20}{3}$ to Chapter 2 "; Section 3.(c)(2), add " 54 " "; Section 3.(c)(7) delete "approved by the $\qquad$ ""; Section 3.(g) change "twenty" days to "five" days written notice. City Manager Jones noted that the supervision of activities within the City right-of-way fell under the purview of the Engineering Department and that they had the ability to remove machines that were in violation of the ordinance. He further noted that Building \& Zoning inspectors would be made aware of this ordinance and would then notify the respective department. Mr. Schroeder moved that the ordinance be adopted as amended by the City Attorney's suggestions above and in his memo (Attachment \#5) on Second Reading, seconded by Mr. Richardson.

MOTION: To AMEND the motion to take out reference to a maximum of eight machines in a group, but leave in the requirement of 750 feet between groups.

MOTION: TO AMEND the motion to delete both limitations (Section 3. (d) (1-4).

To ADOPT the ordinance as amended by the City Attorney's suggestions and deleting Section 3. (d) (1-4) on Second Reading.

City Attorney Rynders noted Section 5 of the ordinance which called for a review of it in one year. Mr. Schroeder asked that it be put on the calendar for the first meeting in October 1986.


ITEM 8 ITEM 8-b THE CODE OF ORDINANCES OF THE CITY OF NAPLES TO PROVIDE FOR REGULATIONS AND POLICIES FOR THE USE OF COMMUNITY SERVICE FACILITIES BY GROUPS; PROVIDING FOR FEES; PROVIDING FOR SCHEDULING; AND PROVIDING AN EFFECTIVE DATE. PURPOSE: TO PROVIDE REGULATIONS AND POLICIES FOR THE USE OF CITY RECREATIONAL FACILITIES BY GROUPS.

Title read by City Attorney Rynders.
Public Hearing: Opened - 11:29 a.m. Closed 11:30 a.m.
City Manager Jones reviewed meetings with representatives of youth activities such as Little League and agreed that the proposed fees would be prohibitive to these activities. He suggested Section 2.(4)(d) be changed by deleting "Any and all youth and", and by having Section 2.(4)(f) refer to "(4)(d)" rather than "(4)(e)". Gary Tice, representing the Greater Naples Little - League, thanked City Manager Jones and the Community. Services' staff for their cooperation. In response to a question from Mr. Richardson, the City Manager stated there would be an increased cost for the Police Athletic League and the Little League with the registration fee, but the lighting fees had been deleted.
MOTION: To ADOPT the ordinance as amended by the City Manager's recommendations above on Second Reading.


## Anderson Barnett Bledsoe Richardson Richardison Schroeder Billick (6-0)

City Manager Jones suggested discussion of a procedure for the sale. Mr. Ross suggested keeping it as simple as possible by utilizing the number one underwriter from the previous refunding; i.e., Shearson Lehman with only one man working on it. He noted that his firm would do the official statement and the escrow work. He further noted that since this is the end of the City's fiscal year, the auditor, Ron Wood, would not have preliminary figures available until approximately November 6. At the request of the City Manager, it was the consensus of Council to direct the - staff to move ahead with this project with one managing underwriter.

END FIRST READINGS

## --RESOLUTION 85-4838 ITEM 10

A RESOLUTION AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT BETWEEN COLLIER COUNTY AND THE CITY OF NAPLES FOR THE COUNTY TO PROVIDE SOLID WASTE DISPQSAL FACILITIES FOR THE USE OF THE CITY; AND PROVIDING AN EFFECTIVE DATE.

Title read by City Attorney Rynders.
City Attorney Rynders suggested a change in paragraph 1 of the Agreement where it provides that it "shall be negotiated periodcally by the City and the County" that it should be "between the City and the County." In response to a question from Mr. Richardson about the future disposal of sludge as referred to in City Manager Jones' memo dated September 26, 1985 (Attachment \#7), City Manager Jones noted that dried sludge could be sent to the resource recovery plant; however, he wanted to have the flexibility to compost it and make fertilizer, if that were deemed a more economical disposal method. He added that presently the City creates a wet sludge and had received objections regarding the dumping location. He estimated that it would be about a year before a decision had to be made about acquiring other property for this purpose.

MOTION: TO ADOPT the resolution with the amendment to the Agreement as suggested above.

[^0]City Council Minutes
Date October 2, 1985
--RESOLUTION 85-4839
ITEM 11
A RESOLUTION AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT BETWEEN THE CITY OF NAPLES AND THE COLLIER COUNTY SCHOOL BOARD FOR THE PURCHASE OF RAW WATER, SUBJECT TO THE TERMS AND CONDITIONS SET FORTH IN SAID AGREEMENT; AND PROVIDING AN EFFECTIVE DATE.

## Title read by City Attorney Rynders.

In response to a question from Mr. Richardson, City Manager Jones explained that the billing would be the same basic methodology as is used for water provided to the County for the Wyndemere subdivision.

MOTION: TO ADOPT the resolution as presented.

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\begin{tabular}{ll}
\(* * *\) & \(* * *\) \\
-- RESOLUTION 85-4840 & ITEM 12 \\
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\end{tabular}
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> A RESOLUTION AUTHORIZING THE ISSUANCE OF A CHANGE ORDER TO COVER THE COST OF GROUND STABILIZATION FOR THE EXPANSION OF THE WASTEWATER TREATMENT PLANT; AND PROVIDING AN EFFECTIVE DATE.

Title read by City Attorney Rynders.
City Manáger Jones noted that there had been previous change orders that reduced the price of the contract by $\$ 200,000$ and that even with this change order, the cost was below the original contract.

MOTION: To ADOPT the resolution as presented.

| $\star * *$ | $* * *$ |
| :--- | :--- |
| DISCUSSION/ACTION CONCERNING CITY MANAGER'S |  |
| SALARY. | ITEM 13 |

## SALARY. <br> Requested by Mayor Billick.

Mayor Billick noted there was no resolution for this item, but stated that since it was the beginning of the fiscal year, this was a good time to review the City Manager's salary. He suggested an increase in the range of $\$ 2500$ to $\$ 3000$. Mr. Anderson noted the comparison of city managers' salaries in surrounding areas of comparable size. He stated his opinion that since the City provides water and sewer to a greater area, that the whole area's population should also be taken into consideration when reviewing the City Manager's salary. He also mentioned the increase in population during the winter season; therefore, he suggesed an increase in the range of $\$ 3600$ to $\$ 4000$. Mr. Richardson noted his feeling that the City Manager and staff had done an excellent job on financial matters, but that he was not satisfied with some other things that had occurred. He suggested no increase at the present time. Mr. Bledsoe also voiced some dissatisfaction in certain areas, but suggested an increase in the neighborhood of $\$ 2500$. Mr. Schroeder suggested that $\$ 60,000$ would be an acceptable maximum salary for a city manager, and thought that two steps of $\$ 2500$ each would be appropriate. Mr. Barnett stated he would wait to comment until there was a motion on the floor. Mr. Anderson moved to increase the City Manager's salary $\$ 3600$; his motion died for lack of a second. Mr. Schroeder moved to increase the City Manager's salary by $\$ 2500$, seconded by Mr. Bledsoe. Citizen J. Sandy Scatena addressed Council (Attachment \#8)

Anderson
Barnett
Bledsoe Bledsoe
Richardson Schroeder Billick (6-0)

Anderson
Barnett Bledsoe Richardson Schroeder Billick (6-0)


ATTACHMENT \#1

Supplemental attendance list - Regular Meeting, October 2, 1985

Pastor Howard Hugus
Charles Andrews
William Heil
Thomas Primavera
Zada Lindsay
Ed Kant
Paul Myers
Glenn Chambers
Bob Tiffany
Tish Gray

Ken Tanner, Naples Daily Bruce Green News
Martha Kinkaid
Charles David
Jerry Hughes
Robert Russell
Jim McGrath
Gilbert Weil
Bruce Evans
Charles Long

Doug Workman
V. K. Rawitzer

Almeida Evans
Robert Steffens
Sam Terilli, Miami Herald
Jim Weigel
Gary Tice
Stanley E. Ross
J. Sandy Scatena

News Media
Ed Solberg, TV-9
Lori Rozsa, Miami Herald
Bob Goldberger, WBBH TV-20
Gary Arnold, WEVU TV-26

Margaret Minarich, Naples Star
Marty Bonvechio, Naples Daily News
Mark Hart, News Press
Don Goodwin, Naples Star

Other interested citizens and visitors.

## Translation of a letter from the Mayor of Naples, Italy

## Dear Colleague:

It was indeed a great pleasure to have received through your representative, Mr. William W. Heil, the keys to the City of Naples, Florida.

This gesture of friendship which I very much appreciated is particularly significant in which Naples has always had profound ties both in sentiment and labor with your great nation, the United States of America, thanks to the emigration of many of my vigorous and hardworking fellow-citizens who have greatly contributed in the various localities wherever they were established.

I am certain that this step will bring about an increase in good relations between our two cities for the common good of peace as well as social welfare of all the people. With these sentiments I am sending you a fac-simile of the banrer of the City of Naples.

Cordial and warm regards frow the Neapolitan populace, as well as mine personally, to you and the people of Niaples, Florida.

Dott. Carlo D'Amato


AGENDA ITEM 14-d
10/02/85

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TO: HONORABLE MAYOR AND MEMBERS OF CITY COUNCIL
FROM: CITY MANAGER FRANKLIN C. JONES
SUBJECT: THREE (3) REFUSE TRUCKS (BID \#85-66)
DATE: SEPTEMBER 24, 1985
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## BACKGROUND

As part of the 1985/86 Capital Improvement Program, funds were budgeted for the purchase of one (1) rear-loading, 25 cubic yard refuse truck and two (2) front-loading, 33 cubic yard refuse trucks. Authorization to advertise and accept bids for these replacement trucks prior to the adoption of the 1985/86 fiscal year budget was specifically authorized by Ordinance \#85-4760.

## ANALYSIS

Bid invitations were forwarded to twenty-two (22) prospective vendors. A pre-bid conference was held on this subject on August 6, 1985. Upon the call for bids, thirteen (13) proposals were received on the various alternatives offered. After reviewing these proposals with Paul Reneau, Equipment Management Director, and Patrick Park, Solid Waste Manager, we are recommending that this bid be awarded as follows:

ITEM: One (1) 25 cubic yard rear-loading refuse truck (Bid Schedule I)

VENDOR: South Florida Mack Trucks
Fort Myers, Florida
CAB \& CHASSIS: 1986 Mack
COMPACTION UNIT: Dempster
NET BID AMOUNT: \$78,029.00
This is the lowest bid meeting specifications.
The low bid price of $\$ 72,883.00$ was submitted by Waste Equipment Leasing, Ltd:, Jacksonville, Florida. Their bid proposal does not meet our specifications in the following areas:

1. Their hopper holds only 2 cubic yards. Our specifications required a minimum of 3 cubic yards
2. Their packing cycle time is 34 seconds versus 29 seconds specified.
3. Their ejector blade is thinner ( 11 gauge) than specified ( 10 gauge).
4. The cab offered is a standard long nose cab. Our specifications required low profile tilt cab.

September 24, 1985

The second low bid was submitted by Kenworth of Fort Myers, Fort Myers, Florida. Their bid proposal did not meet our specifications in the following areas:

1. The front springs offered on their truck are of an 18,000 pound capacity. Our specifications required that the suspension capacity be equal to the front axle rating of 20,000 pounds.
2. The rear axle offered on their bid is equipped with a manual power divider. Our specifications required an automatic power divider (automatically transfers from 2-wheel drive to 4 -wheel drive and vice-versa).

The third lowest bid of $\$ 77,859.00$ was submitted by Metro Tech Equipment Corporation, Miami, Florida. We are not recommending this bid for the following reasons:

1. Their rear loader hopper has a capacity of 2.7 yards. Our specifications required a minimum of 3 cubic yards.
2. Their packer body has an 11 gauge steel floor instead of 10 gauge as specified.
3. The Packer blade offered is made of $1 / 4$ inch steel instead of 3/8 inch steel as specified.
4. Our specifications required a 16 gauge cab roof with a nonskid surface, which was not offered by Metro-Tech.
5. The cab and chassis offered has a manual power divider while our specifications required an automatic power divider.
6. The cab has no ladder access to the roof as specified.

It is our opinion that these deviations would be detrimental to the operation and maintenance of this vehicle.

ITEM: Two (2) cab \& chassis w/cab-over engine \& tandem rear axle w/dual wheels (Bid Schedule V)

VENDOR: South Florida Mack Trucks Fort Myers, Florida

MAKE \& MODEL: 1986 Mack
NET BID AMOUNT: $\$ 95,964.00$ (includes $\$ 13,000.00$ deduction for trade-in)
This is the lowest bid submitted that meets our specifications.
The lowest net bid price $(\$ 95,014.00)$ was submitted by Truck \& Trailer Service, Fort Pierce, Florida. Acceptance of this bid is not being recommended for the following reasons:

1. The cab \& chassis offered does not meet our specifications in regards to a 16 gauge cab roof with a non-skid surface.
2. The cab has no ladder access to the roof. Our specifications required such access in order to facilitate washing of the vehicle.
3. The vehicle offered has a manual power divider on the rear end while our specifications required an automatic power divider.

It is our opinion that these deviations would be detrimental to the operation and maintenance of these vehicles.

| ITEM: | Two (2) thirty-three cubic yard front-loading <br> refuse compactor bodies (Bid Schedule VI) |
| :--- | :--- |
| VENDOR: | Southland Equipment Corporation <br> Bartow, Florida |
| MANUFACTURER: | E-Z Pack |

This is the lowest bid meeting specifications. The price includes the mounting of the compactor bodies onto the cab and chassis.

The lowest bid for this item was submitted by South Florida Engineers, Tampa, Florida for two (2) compaction units manufactured by Pak-Mor Corporation. We cannot recommend these units since Pak-Mor is currently in Chapter 11 and is without product liability.

The second low bid was submitted by Jim Hardee Equipment Company, Tampa, Florida. Their bid proposal fails to meet our specifications in the following areas:

1. The side walls and roof of the compaction units are thinner than specified ( 11 gauge offered versus 10 gauge specified).
2. The rear discharge door offered has a manual latch. Our specifications required a hydraulic latch capable of a complete lock-down and seal.

It is our opinion that these deviations from our specifications would be detrimental to the operation and maintenance of this equipment.

It should be noted that accepting the lowest bids meeting specifications from both Bid Schedule V and VI represents a savings of $\$ 375.00$ over the alternate low bid meeting specifications submitted by South Florida Mack Trucks on Bid Schedule IV (two (2) front loading refuse trucks, complete).

## RECOMMENDATION

Based on the above information, I am respectfully requesting authorization to issue a purchase order to South Florida Mack Trucks, Fort Myers, Florida in the amount of $\$ 173,993.00$ for the purchase of a 25 cubic yard rear-loading refuse truck and two (2) front-loading cab and chassis. We are also requesting authorization to issue a purchase order to Southland Equipment Corporation. Bartow, Florida in the amount of $\$ 74,774.25$ for two (2) 33 cubic yard front-loading compaction units. Total expenditures will amount to \$248,767.25.

Funds in the amount of $\$ 191.052 .00$ were requested in the 1985/86 Capital Improvement Program for smaller, lighter duty trucks in anticipation of the start-up of our sanitation transfer station. However, since the construction of this facility is at least 2-3 years away, our specifications were revised to provide for larger, heavier duty trucks and equipment which we feel will result in less equipment repairs and down-time and will have a longer useful life. Over the course of this budget year, we anticipate generating enough savings in our C.I.P. to cover this $\$ 57,715.25$ deficit.

We have attached copies of the seven (7) Bid Schedules for your review.


Prepared by:
Stewart K. Unangst, ${ }^{\text {g }}$, Purchasing Agent
Concurrence:
Frank $\because$ Hanle Finance Director -11-
PREPARED BY: Stewart K. Unangst
PAGE 1 OF 8
BID SCHEDULE I

| BIDDER | Total Bid | Less Disc. | Terms/Disc. | Less <br> Trade-In | MET BID | Delivery | Chassis Mfq./Model | Engine Mfa./Modell | Compaction unit <br> Hfa./Modell | Transalssion Mfa./Modell |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Waste Equip. Leasing Ltd 9365 Phillips Hwy. <br> Jacksonville, FL. 32224 | \$72,883.00 | --- | Net | --- | \$72,883.00 | 90 days | 1986 Ford LTS 9000 | $\begin{aligned} & \text { Cummins } \\ & \text { PT } 240 \end{aligned}$ | $\begin{aligned} & \text { Loadmaster } \\ & \text { UM } 125 \mathrm{HC} \end{aligned}$ | Fuller <br> 11607 L |
| Metro Tech Equip. Corp. 2960 N.H. 73rd St. <br> Mlami, FL. | \$81,358.00 | --- | Net | -3,500.00 | \$77,858.00 | 90-150 days | $\begin{aligned} & 1986 \text { Volvo- } \\ & \text { WX-64ite } \end{aligned}$ | $\begin{aligned} & \text { Cumins } \\ & \text { PT } 240 \end{aligned}$ | Leach $2 R-11$ | Spicer <br> 1453-B |
| Southland Equip. Corp. <br> P.O. Box 1046 <br> Bartow, FL. | \$83,373.00 | -131.95 | 10 days | -3,000.00 | \$80,241.05 | 180 days | $\begin{aligned} & 1986 \text { Mack } \\ & \text { MR } 6855 \end{aligned}$ | Mack EMG-237 | $\begin{aligned} & \text { E-2 Pack } \\ & 6 L 370-25 \end{aligned}$ | $\begin{array}{\|l\|l\|} \hline \text { Mack TRXL } \\ 107-A \end{array}$ |
| Kenworth of Ft. Myers 2671 E. Edison Ave. Ft. Myers, FL. | \$80,474.00 | --- | Net | -3,000.00 | \$77,474.00 | 150 days | $\begin{aligned} & 1986 \text { Kemarth } \\ & \text { L-700 } \end{aligned}$ | $\begin{aligned} & \text { Cummins } \\ & \text { L-10 } 240 \end{aligned}$ | E-Z Pack GL370-25 | Fuller |
| Kenworth of Ft. Myers alternate | \$78,530.00 | --- | Net | -3,000.00 | \$75,530.00 | 150 days | $\begin{aligned} & 1986 \text { Kenorth } \\ & \text { L-700 } \end{aligned}$ | Cumains | $\operatorname{Dempster}_{25}^{11-}$ | Fuller B |
| Palm Peterbuilt, Inc. 4501 S.R. 84 <br> Ft. Lauderdale, FL. <br> 33314 | 91,426.00 | --- | Net | -2,000.00 | \$89,426.00 | 5 days | 1985 Peter- built LCF 310 | Cumins | $\operatorname{Dempster}_{25}^{11-}$ | $\text { Allison } \frac{\stackrel{\pi}{3}}{\frac{\pi}{3}}$ |
| S. FL. Mack Trucks 2150 Rockfill Rd. Ft. Myers, FL. 33901 | \$81,529.00 | --- | Net | -3,500.00 | \$78,029.00 | 180 days | $1986 \text { Mack }$ | Mack | $\begin{array}{r} \text { Dempster } \\ \text { DRK } 25 \end{array}$ | Mack $\quad \underset{ }{\#}$ |
| S. FL. Hack Trucks alteriate | 83,904.00 | --- | Het | --- | 380,404.00 | 180 days | $\begin{aligned} & 1986 \text { Hack } \\ & \text { MR } 6255 \mathrm{~S} \end{aligned}$ | Mack | $\begin{aligned} & \text { E-2 Pack } \\ & \text { GL370-25 } \end{aligned}$ |  |

> | BID NO._ $85-66$ |
| :--- |
| OPENING DATE: $\quad 8-19-85$ |

| BIDDER | Total Bid | Less Disc. | Teras/Disc. | Less <br> Trade-In | NET BID | Delivery | Chassis Hfa. Modell | Engine Mfa./Model: | Transalission Mfg. Model |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Kenworth of Ft . Myers 2671 E. Edison Ave. Ft . Myers, FL. | \$53,183.00 | --- | Net | --- | \$53,183.00 | 150 days | $1986 \underset{\substack{\text { Kenworth } \\ L-700}}{ }$ |  | Fuller |
| Hunt Truck Sales P.0. Box 1612 <br> Tampa, FL. 33601 | \$54,966.50 | --- | Net | -2,000.00 | \$52,966.50 | 90 days | ${ }_{\text {WX64 }}^{1986 \text { White }}$ | Cumalns | Fuller |
| Truck 8 Tratler Service 702 S. Market St Ft. Pierce, FL. 33450 | \$53,507.00 | --- | Net | -1,500.00 | \$52,007.00 | 90-120 days | $1986 \text { WX64 te }$ | Cumains | Fuller |
| Palm Peterbullt, Inc. 4501 S.R. 84 <br> Ft. Lauderdale, FL. | \$56,442.00 | --- | Net | -2,000.00 | \$54,442.00 | 150 days | 1986 <br> Peterbuilt <br> LCF 310 | Caterplllar 3306 | Fuller |
| s. FL. Mack Trucks 2150 Rockflll Rd. <br> Ft. Myers, FL. 33901 | \$56,982.00 | --- | Net | -3,500.00 | \$53,482.00 | 180 days | 1986 Mack MR685S | Mack |  |
|  |  |  |  |  |  |  |  |  |  |


BID SCHEDULE IV
volssimsuen vorzoedioj



Unit $M$ Model $\substack{\text { Maxon FLE- } \\ 20-34}$
E-Z Pack
FLHC800-33/23
-
Hell HFP-34
-
Dempster
DFN $80-34$
Pak Mor

| Pak-Mor |
| :--- |
| FL-832 |

Capital FL-
1032
\#
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| BIDDER | Total BId | Less Disc. | Terms/Disc. | Less <br> Trade-In | MET BID | Delivery | Compaction <br> Unit <br> Mfg./Model |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Waste Equip. Leasing Jacksonville, FL. | \$76,956.00 | --- | Net | -.. | \$76,956.00 | 60 days | $\underset{\substack{\text { Maxon FLE- } \\ 20-34}}{ }$ |  |
| Southland Equip. Corp. Bartow, FL. | \$75,150.00 | -375.75 | \$8/10 days | -13,000.00 | \$61,774.00 | 30 days | E-Z Pack FLHC800-33/23 |  |
| Jim Hardee Equip. Co. Tampa, FL. | \$69,540.00 | --- | Net/30 days | -15,000.00 | \$54,540.00 | 45 days | Hell HFP-34 |  |
| MTA Equipment Corp. P.O. Drawer 688 Amelia Island, FL. | \$78,054.40 | --- | Net | --- | \$78,054.00 | 30-45 days | Dempster DWW 80-34 |  |
| S. FL. Engineers Tampa, FL. | \$59,040.00 | -295.20 | k\%/10 days | -10,000.00 | \$48.744.80 | 30 days | Pak-Mor FL-832 | 穿 |
| White's Refuse Equip. 2873 N.H. 21st Ave. Ft. Lauderdale, FL. | \$77,600.00 | --- | Net | --- | \$77,600.00 | 45-60 days | $\begin{gathered} \text { Capital } \\ 1032 \end{gathered}$ |  |

PREPARED BY: Stewart $K$. Unangst
PAGE 7 OF 8

CITY OF NAPLES
PREPARED BY: Stewart K. Unangst
PAGE 8 OF 8 Bid tabulation


Saturday, November 2nd

## Music - Karen Peterson

- Live music from noon - 10 p.m.
- one main location - poolside (chickee) alternative locations see list

Beach Activities

- volleyball
- para sailing Mark Bayo - Marco Island
- tubing
- tan contest

Windsurfing Regatta David Frye (261-2222) Richard Russell (394-8762)

- Entrants from SW Florida 30 - 50 boards
- Olympic Course - modified
- starting times:
pre-registration - by mail
8:00 a.m. Registration
9:00 a.m. Captains Meeting
10:00 a.m. First Race begins
- the event should continue until 3-4 p.m.
- cost: $\$ 5$ entry fee (checks payable to NAPLES CENTENNIAL FOUNDATION)
- Committee Boat
- two chase boats
- radio station - we need to get a local station to broadcast from the beach, that way we can use their remote to announce the races otherwise, we will need to set-up a P.A. system
- prizes

Richard Russell said his shop will offer $\$ 150$ in prize merchandise G\&R Sailboats - Rich will contact Jeff or Ron Borqueyer for their involvment other prizes ??

Tennis Tournament - Rob Dowling (261-5683)

- Open tournament
- three divisions- men's doubles
- three divisions - women's doubles
- starting times: 8:30 a.m.
- cost: \$15 per team
- prizes: to be determined
- awards for wildest team outfits

```
Golf Tournament - Jim Duffy
                                    Les Rushing
                        V. Booker
    - open tournament
    - time:
    - entry fee:
    - flights:
    - modified rules:
    - "refreshments" offered throughout the course
    - prizes: to be determined
    - additional prize for the zaniest golf attire
```

Saturday evening, November 2nd

- music will continue
- food and drinks will be available

The attached revised version of the Newspaper Rack Ordinance up for second reading October 2, 1985, is a result of my discussions with representatives from five (5) newspapers which are distributed in the City of Naples, and input from other groups and individuals who have been aware of and concerned about the problem. The provisions of the ordinance are modified in only very minor respects with the exception that the entire requirement for a permit has been deleted.

The representatives of the affected newspapers indicated to me that with only very minor exceptions they could live with all the specifications for beautifying newsracks in the city. One was a concern about bolting the newsracks to the concrete base and the height of the newsrack bolted to pedestals, and the other was the number of newsracks permitted within a distance of 750 feet. We have resolved the issues about height and bolting. The newspaper representatives may appear at the October 2 meeting and request consideration of another distance in Section 3(d) instead of the 750 feet now provided. The provision for enforcement which provided for removal of the newsracks was satisfactory to them.

The point which they made with me was that the purpose of the ordinance was to enhance the attractiveness of the newsracks through enforcement of certain specifications. If the newsracks do in fact comply or can be made to comply with those specifications, then the goal of the ordinance has been achieved. There is no additional need for a permit. The permit does not directly beautify newsracks; rather it adds bureaucracy to the enforcement process. Their suggestion is that if the program requires revision after a year's experience, a change can be made. An appropriate provision has been added to the ordinance reflecting that intention in Section 5.

My discussions with the staff and others concerned about the ordinance have indicated that it appears to be a satisfactory attempt to solve the problem of unsightly newsracks in the city. Therefore, I recommend adoption of the ordinance at second reading with the appropriate amendments to conform the ordinance to the form attached hereto.


David W. Rynders, City Attorney
DWR/plr

September 6, 1985

Franklin C. Jones
City Manager
Naples, Florida
735 Eighth Street, South
Naples, Florida 33940
Dear Frank:
After discussion with the City staff, we have undertaken a refunding analysis of the City's outstanding $\$ 9,030,000$ Water and Sewer Revenue Refunding Bonds, Series 1984-A. It was felt that a refunding of the Series 1984-A Bonds would be timely in light of the lower interest rates available today than were available at the time that issue was completed.

The refunding plan would be to call in the Series 1984-A Bonds in 1997, the first date at which there is no call premium. Proceeds from the transaction would be placed in escrow and invested in U. S. Treasury obligations. The earnings from these U. S. Treasury obligations would be used to make the debt service payments on the Series 1984-A bonds until the call date of those bonds. Consequently, the Series 1984-A bonds would no longer have a lien on the water and sewer revenues. In effect, the City would be substituting the Series 1984-A bonds with bonds carrying lower interest rates. It is these new refunding bonds which would have the lien on the water and sewer revenues.

We feel that this plan would be beneficial for several reasons:
(1) The annual debt service to the City would be reduced in nearly every year.
(2) The City would be able to retire its debt over a shorter period of time and capture the associated lower interest rates. Currently, the City's debt service extends out to 2013 with maturities not starting until 2003; the refunding plan would shorten this to 2006 with maturities beginning in 1986.
(3) The shorter debt service period would result in gross savings of approximately \$10,000,000 and present value savings of $\$ 400,000$ to $\$ 500,000$.

If you have any questions, do not hesitate to call.
Sincerely,

J. Timothy Tinsley Asst. Vice President

JTT/rw

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cc: Frank W. "Bill" Hanley
    Stanley E. Ross
```

City of Naples, Florifa
Annual Debt Service Difference
Outstanding Deot Service vs. Debt Service After Refunding

| Date | Current <br> Net Deot <br> Service <br> at Sept. 1 | Debt <br> Service <br> After <br> Refunding | Annual Savings |
| :---: | :---: | :---: | :---: |
| 10/01/85 |  |  |  |
| 09/01/86 | ,-2,348, 832. 72 | 2, 267,191.46 | 81,641. 26 |
| 09/01/87 | 2, 353, 975.75 | 2, 333, 515.00 | 20,460.75 |
| 09/01/88 | 2, 352, 049.49 | 2,330, 052. 50 | 21,996. 39 |
| 09/01/89 | 2, 319, 926. 20 | $2,327,552.50$ | $(7,626.30)$ |
| 09/01/90 | 2, 323, 676.20 | $2,332,802.50$ | $(9,125.30)$ |
| 03/01/31 | 2, 335, 176.20 | 2, 328, 715.00 | 6,461. 20 |
| 03/01/92 | 2, 343, 256.20 | 2, 335, 670.00 | 7,586.20 |
| 09/01/93 | 2, 348, 296. 20 | 2, 327, 885.00 | 20,411. 20 |
| 03/01/94 | 2, 360, 296. 20 | 2, 331, 085.00 | 29, 211.20 |
| 09101/95 | 2, 367, 346. 20 | $2,333,645.00$ | 34, 301. 20 |
| 07/01/36 | 2, 380, 546. 20 | 2, 329, 405.00 | 51,141.20 |
| 09/01/97 | 2, 387, 086. 20 | $2,328,155.00$ | 58, 931. 20 |
| 09/01/38 | 2, 397, 326.20 | 2, 334, 035.00 | 63,291. 20 |
| 09/01/99 | 2,410,176.20 | 2, 330,485.00 | 73,691. 20 |
| 09/01/00 | 2,415, 356.20 | 2, 328,075.00 | 87, 281. 20 |
| 09/01/01 | 2, 382, 706. 20 | 2, 335, 725. 00 | 46,981. 20 |
| 07/01/02 | 2, 295, 206. 20 | 2, 326, 725.00 | $(31,518.80)$ |
| 09/01/03 | 2,417, 706. 20 | 2, 332, 231.25 | 85,474. 35 |
| 03/01/04 | 2, 448, 418. 70 | 2, 329, 362. 50 | $118,456.20$ |
| 09/01/05 | 2, 464, 606. 20 | 2, 333, 462. 50 | 131,143.70 |
| 03/01/06 | 2, 462, 893. 70 | 2,332, 200.00 | 130,693. 70 |
| 03/01/07 | 1, 308, 503.10 |  | $1,308,503.10$ |
| 03/01/08 | 1, 302,412.50 |  | 1,302,412.50 |
| 03/01/09 | 1, 233,750.00 |  | 1, 293,750.00 |
| 03/01/10 | 1, 353, 34, 75 |  | 1,353, 343.75 |
| 09/01/11 | i, 328,412.50 |  | 1,328,412.50 |
| 07/01/12 | 1,346, 218.75 |  | 1,346,218.75 |
| 09/01/13 | 1,346, 575.00 |  | 1,346, 575.00 |
|  | 59, 194, 675. 16 | $48,888,575.31$ | 10,306, 099.95 |

Present Value Difference
$1,343,633.66$
Less: Present Value of
future Treasury purchases
Present Jalue Savings


BACKGROUND: Collier County is about to commit itself to a third party for the operation of a solid waste disposal facility. It is anticipated that the agreement would provide for a private contractor to operate a resource recovery facility within the County that would burn solid waste to generate electricity.

In order to be able to assure an adequate and steady supply of solid waste for this purpose, the County has enacted an ordinance which requires waste disposal operators to deposit their waste with the County. That ordinance excluded the Cities of Everglades and Naples. At this time the County is requesting that we execute an interlocal agreement which provides that the City of Naples will also use their solid waste disposal facility.

ANALYSIS: The agreement that has been drafted allows us to negotiate rates with the County and also allows us to operate our horticultural landfill. In addition, the agreement gives us some flexibility in the area of sludge disposal since we may be using that sludge to compost yard materials to create fertilizers. Aside from these activities it commits the City to utilize the County solid waste disposal facility for a period of 25 years.

CONCLUSIONS \& RECOMMENDATIONS: We recommend that the Council approve the execution of this agreement.

Respectfully submitted,
 City Manager
FCJ/tan
enc.

Qity Council Merting - Detobes 2, 1985-ATTachment *8 - page 1
Cond hoorning, Ms. Thayo und City Counilmens.
Tow The Rord: tmy neme iv SenolyScatene Thd I reside At 2990 Buingecte Rnive, As A hroperty Durnes, establiskee membes of the Buanesss Cominunity yid Cencerned Citijen - 7 am here At this PiAf Council therting of disciusos ours City Maneger's Salary.

According to the City's Pesoonnel Records -
Tu. Gones gicduated from torida State Cruveraity in 1968 with A Bachelorofs cierice degre in Accounting. He came to Noplew in Decembes of 1919 As \#unsuice Derector with $A$ Salary of $\$ 23,500 . \infty$. He remainesl in this Position unth Apill 1981 - Tecocking A Salary of $\$ 35,549.00$. Thens, on Augast 161981 , Yth. Gones was Apponsted to the pocition of Acting City Mondges Ar A Solary of 42 ,500.00 Cindecobes l 1981 , he wAS Appointed fity Whandes-his Salary was in erigaed Wo $\$ 4 \%, 250.00$. On Detoler 1983, hio Sdlaref WAs mereasee to \$50,000.00. On Oetober1, 1984 his salang WAS MCséased to \$55,000000. Thio As zow frow, was fist ons year Ago.

In Addition to his Solary, on Afil 21, 1982, Th Oqnes ul As granted 200.00 A mouthe hein of the use of A City Cas.

Then, on Apiul 1,1985 , Thi, foneo ghpprovecl the uppenditures of \#' 1975,00 for the installation of A mobile Phere in his privats casi. To this decte - thia mobile phons hav coot the taxPayew of Naples $A$ total of $\$ 2,345,42$.
(Ser Paqk 2 $\longrightarrow$ )

In Segtembers of 1984, Mu. Gones enrolloil
in Berrey nivessitg, moimi Shores 7 loudar to work towned A XMBA Degree. This Executír MBA Program exitendos oress 4 femestess, Mreats 7 day each werk on Alternate Friday And suturdayo) from $8{ }^{39} \mathrm{~A} . \mathrm{m}$ to $430 \mathrm{D} . \mathrm{m}$. Sernesters run fi Iom Sofitembers through Secember and from fameary through Aphil. in ordess to be acuarded this thastess of Quanciss Administration Degre, you muent Complete 2 years sticely. ( 36 sementes houro) Fo date- Mi. Gones has camplefted 7 yeas of thi's Drogram At $A$ total cont to the Taf()dyers of Neplew of $\$ 2900,00$. Assuming wier havs coot the Taxpayens of the lity of Naples $\$ 7 \mathrm{Y}, 8002,00$.

Ancthe concern of mins and others (ity Taxpayeze is the fact that Mi Gonev can olsent hixself from lite Stall fuesy oftes truday duriing the Thonthos of daney thiough Apsil ynd eptembes through (leembers of each zeas. An Seppambes 1985- Op, Foney Attended Clesos on Triday, Sefotembes 13 ame Fuday Septemhes 27.

Semstime this month, Detolees 1995 Thi. Jones, will be eusen A City Cas), Yasterday, Tm. Goness peesonally told me that hos untends) to use thios Cite Cass tevere to
 Qatur days to Attend his Classes. N (io meanus that he quill be swiving a fopsopinately 1000 Thules each month usund A A Pity Cas PThe rax poyess of the lity of Napla will be peywing the experisess

Anothes concern is the fact tharthe
(ity of Ne pleses wois elf - visueses. Thus if
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In concusion, ma mayou anality Councilmen, mi. fones has many funigs ferifito thit tre questerioble of certainfy to caine phis salary of 555,00000 plues is not fustificicalle.

Af this time, I will place in to the Record Exhibito No. y through No. 4 wher Luill subutaptiats all the skeatements that have fust mods.

MINUTES OF THE REGULAR MEETING OF THE NAPLFSS CITY COUNCIL HELD IN THE COUNCIL CHAMBER NAPLES, FLORIDA, ON WEDNESDAY, APRIL 21, 1982, AT 9:10 A.M. ATTACHMENT \#9 - page 1
$1 /: \ddots$
$\cdots$
$\cdots$

Present: Stanley R. Billick Mayor
R. B. Anderson
C. .C. Holland

Harry Rothchild
Wade H. Schroeder
Randolph I. Thornton
Kenneth A. Wood
Councilmen

AGENDA ITEM 12. Discussion/action on City Manager's notice of his dasire to reseive a car allowance for use of his personal vehicle in lieu of his City furnished vehicle. Requested by Councilman Holland

Mr. Anderson noted that other agencies in Naples provide a higher mileage allowance than City Manager Jones was requesting and that the City Manager could have done it administratively without consulting Council. City Attorney Rynders confirmed the second statement. Mr. Rothchild noted that others were usually reimbursed $\$ .20 / \mathrm{mi}]$ for the use of their personal cars. In response to a question from Mr. Holland, $M r$. Anderson noted that the use of a car for personal use had been a provision of employment for the prior City Manager. Sue Smith, citizen, spoke in opposition to the request. After further discussion, Mr. Anderson moved to approve the request by City Manager Jones to receive $\$ 200.00$ a month in lieu of the use of a City car, seconded by Mr. Schroeder and carried on roll call vote, 4-3; Mr. Anderson, yes; Mr. Holland, no; Mr. Rothchild, no; Mr. Schroeder, yes; Mr. Thornton, yes; Mr. Wood, nc Mayor Billick, yes.

PURCHASE ORDER $\underset{\text { ATtrachunitito - page } 2}{\text { Ex }}$
City of Naples
This No.
$0: 57{ }^{7}$
must appear on all acknowledgments, delivery tickets, packages, statements. and invoices.

To:


Goff Communications 2549 Dora Street Ft. Myers, FL. 33301 Attn: Glen McKaever

Vendor \# $\qquad$

Deliver To:

## City Manager

$\qquad$

Finance Department City of Naples 735-8th St., South Naples, Fla. 33940



Approved By:



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solden fn Ki！

Mobile Phons Expenditures for City Manegen's phonein fies Sreivate-cas.
(1) 32.75 - Monthly focal service charge for mobile Phone.
(2) 21.00 - Cernecting charge paid to Teleghone $P_{0}$.
(3) - Local callos $20 \phi$ per minutes After the firit 2 minutes which Are free
(4)

- Ejtra chasqe for long distance callos
(i) Apul1,1985- Cas telephone - 11 channeles Standard Antenne- \$1,850,00 Frotallation Phas ${ }^{2}$ - $\frac{125.00}{1995100}$

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\text { Charge - } \frac{1,975,00}{1,970}
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(2) $X_{84.30-B u l l d a t e d ~ A p u i l ~ 26, ~ 1985-F r o m 4 / 22 ~ t o ~ 5121,85 ~}^{\text {- }}$
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(5) 58.82- Billdated August 22,1985 - From 8122 to 912185 3 316.23 - Total Billo to 9121/85
\$1,975.00- Molile Phone. polus mistallation chorges)
316.23 - Teleghome changes to 912185

* 2.291.23- Total spent on Molile Phon from

Apuil1, 1985 to Sestember 21, 1985

* \$2,291.23-Total from April 1,1985 to Sypt,21,1985

$82,345.42$ - Total spent on Mobile Phone from Apiel 1, 1985 to (Detoles 21, 1985


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Jones, Tranklin C.
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305-758-3392
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FRANKLIN C. JONES, JR. $\quad$ PRAt $10854-264-64-5252$
PHYLLIS M. JONES 600 FAIRWAY TER. NAPLES, FL 33940


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BARRY UNIVERSITY
MIAMI，FIORIDA．331\＄1

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INTERPRETATION OF JR：：L：


ATTACHMENT \＃9－page 11

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# APPLICATION FOR ADMISSION EXECUTIVE MBA PROGRAM BARRY UNIVERSITY 

Dean, School of Business
Barry University,
11300 N.E. Second Avenue
Miami Shores, FL 33161

.
No application fee is required. Upon notification of acceptance into the Program, a $\$ 500$ non-refundable deposit, which is applied to the first year's tuition, is required to confirm the applicant's intention to participate in the Program. Tuition is $\$ 4,500$ per year. The balance of the first year's tuition is due at the beginning of the Program, however, the University will consider other tuition payment plans proposed by the applicant or the applicant's organization.

## APPLICATION FOR ADMISSION EXECUTIVE MBA PROGRAM BARRY UNIVERSITY

Please Type
NAME . DATE

ADDRESS
$\qquad$
Colleges/Universities Attended: $\qquad$
Professional Certification:

Honors/Awards/Recognition:

Describe your Firm/Organization and your responsibilities: (Attach an organizational chart)
$\qquad$ sex $\qquad$ Marital Status
$\qquad$ Social Security Number:

The Executive MBA . . . an exciting, innovative program designed to allow executives to keep pace in their profession without career interruption . . . is now being offered by Barry University.

The Barry Executive MBA program curriculum has been developed to integrate basic disciplines with innovation and entrepreneurship. Learning modules have been coordinated to give the manager a core of professional knowledge and a broadened framework for decision making. A full range of traditional and non-traditional learning techniques are used including case studies, research projects, computer simulation, interaction groups and lecture.
Students remain together through the entire two year program. facilitating team development through group dynamics and the sharing of experience and expertise. Full day classes are held on alternate Fridays and Saturdays between September and April.

For further information about the Executive MBA program write or call: Dean, School of Business, Barry University, 11300 Northeast Second Avenue, Miami Shores. Florida 33161. Telephone (305) 758-3392.

## Executive MBA Program



It is my nope and prayer that the new the interpretation of Berry as an inter. national Catholic university offering juality education, assuring rewligious dimension and providing community service
Sister Jeanne O'Laughiln, O.P. Ph.D. Prosident, Bary Univeralty


Tom confident the new Executive MBA Program will achieve its gow and surpass ine siandards of excellence the Lee Auwitch
Lee Auwitch Mlami Reviow Publishing Co.


Our Schoot of Business is committed
Out School of Business is commilted toundations of our nation's growfh." Inez Andress.
Cheirman, Boerd of Trustees.
Barry University
 Vice President. Administration Multinational Conglomerate

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Regardiess of arevious successes oxeculives must keep constantly informed of enenges occunng in ina protessional enwroncent Renee Mottrem.

Bary Unive
tor tomorrow
Octavio 0 . Buigas
Charman of the Board \& CEO
Southesst Enterprises, Inc.







## FIRST SEMESTER

 blems with course materials.
## XMB 610 COMPUTERS AND EXECUTIVE APPLICATIONS

This course is offered on the premise that managers and executives atimevels. will increasingly find application of computers critical to their success in ${ }^{2}+$ planning and decision making. Participants are introduced to severapsoitware packages and applications, including VisiCalc, Profile, General"LedgerikVisilink graphics, data banks and network services. XMB 680 MANAGERIAL ECONOMIC̄S

This course attempts to provide an indepth understanding and appreciation of the effects of changing economic conditions on the operations of the firm. application of economic logic to the management process.

## EXECUTIVE DEVELOPMENT I

Executives do an individual case analysis of their own firm's operation. A detailed written report is prepared with guidance and
assistance from assigned faculty members. The reports are evaluated on structure, content, and completeness. Reports are initiated
in the first semester and completed during the second semester.
assistance from assigned faculty members. The reports are evaluated on structure, content, and completeness. Reports are initiated
in the first semester and completed during the second semester.

## SECOND SEMESTER

KKin examination of current marketing concepts and practices relating product development, pricing, promotion and distribution. Attention is given to managing the marketing effort and applying the current marketing concepts. Marketing problems are analyzed from the perspective of top management and considerable time is devoted to strategic planning and the executives' own marketing experiences.

## XMB $659^{\circ}$ QUANTTTATIVE ANALYSIS IN

 BUUSINESS DECISIONSTherpurpose of this course is to reactivate latent skills in problem formulation and dection inaking within the context of what is often called operations stochastupprocesses to problems in optimizationatics, linear programming and expécted value Madel types include product mix, inventory control, que theory payoff matrices quality control and other concepts essential to
Eveck

## XMB 660 ACCOUNTING FOR BUDGETING AND CONTROL

An appreciation of accounting concepts for planning budgeting, and control is and management decision-making. Topics to be covered iner computational areas financial statements, cost accounting, time preference concepts, and the use computers in accounting.

## THIRD SEMESTER

## XMB 609 STRATEGIC PLANNING SYSTEMS

The purpose of strategic planning is to formalize the functions creating innovation and change. This course presents advanced concepts for the design, implementation, and use of strategic planning systems with some emphasis devoted to environmental scanning and allocation of strategic resources.
This course is designed to assist top managers in the service and product industries to better understand what computerized management information systems can and cannot do and to explore the consequences and potential impact of computer and computer-assisted management systems on the attitudes and performance behavior of executives. Topics include design and selection of appropriate management information systems for financial, statistical, and programmatic planning, reporting, and control purposes; and management of the processes of developing special purpose information systems.

## EXECUTTVE DEVELOPMENT II

Executives work together in teams in the analysis of a designated firm's operation as if the executives were management consultants. The final report is a complete description of the firm's operation with strengths and weaknesses evaluated. Formal presentations are made by the team to the class to which the CEO and other officers of the firm are invited. The CEO is given equal time to respond to the report. The project is initiated in the third semester and presented in the Seminar course in the fourth semester.

## FOURTH SEMESTER

## XMb 608 Labor and human <br> resources management

A study of the formulation of labor-management relations policy and a survey of the historic, economic, and legal contexts of industrial relations with the constraints they place on policy. An analysis will be made of the major issues facing management and labor, including wage and benefit determination, negotiation and administration, management rights, union security, contract with the thanagement of human resources, including manpower planning and forecasting, performance appraisal and reward structures.

## XMB 690 SOCIAL, LEGAL AND ETHICAL

ASPECTS OF BUSINESS
An examination of the legal and social environments of business along with the norms and values developed by firms to meet the challenges of government regulation, community pressure and public demands for accountability. Topics include: forms of business organizations, securities regulation, consumer protection, occupational safety and health, antitrust, equal employment

## XMB 699 ORGANIZATION POLICY SEMINAR

An integrative course which draws on the functional areas of management, marketing, finance, and economics to develop top-level policies and strategies.
Through the extensive use of comprehensive case studies, executives are given the opportunity to strengthen decision-making techniques. Executive Development il projects are presented in this class.

## XMB 611 MANAGEMENT INFORMATION SYSTEMS

[^1]


Sister Judith Shield, O.P. Associate Professor of Economics oss $V$
oss $V$
Kisj
it iu
jo
M.A.,

Edward A. Tomeski N
Professor of Business Administ Ritior
D.P.A., New York University
M.S., Columbla University
B.S., Fairleigh Dickinson University sumsias sr ب.
 and Coordinator of Computer and Public Administration Majors. His books include Executive Use of Computers, The
Computer Revolution, People Oriented Computer Systems, and Computers in Business. His articles have appeared in many $\frac{n}{ㄹ}$
A., Western Michigan Univers
B.A., Siena Heights College


Edward A. Tomeski
Professor of Business Administ ©itior
D.P.A., New York University
M.S., Columbia University
B.S., Fairleigh Dickinson University
Edward A. Tomeski N
Professor of Business Administ Ritior
D.P.A., New York University
M.S., Columbla University
B.S., Fairleigh Dickinson University



 Florida State Univers

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Barry thnuersity
11300 N.E. Second AuEnue Theaini Shores, Flouder 33161-Phone NO. 305-758-3392
(EMBS) Espentive Master of Bucuress Administration
The X In B A frogram which extends over four Sernesters theeto one day each warle on altesnats
 Semesters run from Septembes through' Decemker and from Ganuary through April. Studento remdin togethes for the enthres two years allowing groupe Aynamics establiskeal in the ferst Semestes to continue through the entires Plogram.

Executives who complete 3 s sementes kous) plogram Maintaining $A$ " $B$ "Aucraqe Are ywarded the master of Busesess Adminiatration (IMBA) degree at the University Spring Convention.

City Corencil mesting-moreh 16,1982
(Ohisis An excespot from the minutes of the litep Pouncil MEsting) "Ohis plan would tho reimburaean employes $100 \%$ for AN approved College credit Course that the employer passed-matcluing the benefito in the vegotiateel agreement with uniort inployees,' Colleqe Puimburoment - $\frac{\text { Grods/and Peimpuroed }}{C \text { orabovz } 100 \%}$
Aherz passed fy city Paunail en masch 트, 1982

Fraurbeinc (enes- Eity Manager - Daples, Elonida) (Appociteol Nowimber) 18 , 1981 - Mr. Gones LíA. formar ly Hhe. Tinance Nirzctor of the Ci.tig of Naples. Whe wass Appointen to thies Porition Decoinlaen5, 1977.)
The. Jone's Curreset salarey - \$55,000.00 mally plues" "200.00 wes month nin licu of the Line of A Eity con. Threc we\&ko, 1.5 uorking dayo, yuid vacationta. दn.
 apprepiriately ${ }^{*} 211.60$ penday. Hhuw, tuc.re téme. thay 7M. Genco tarese off A day cwitkout using hio earned Vacation - it couto the Taipayeso of Noples Afforadinded. $\$ 211.60$.

For the Record: Mi. Zones harensed A tolal of 111 hawso of vacatienteine, frem Ganuauy1, 1985 to Sastornhuido, 1985. Thiw comes to $A$ total of 13 daye anel 7 housa, AAs of Seftember 20,1985 , Yhi goneo hav, A bafance of 83,70 Thacise of vacation time. Thiveomes to $A$ totel of Appicasinatety 10 doujo aved 4 housas.


[^0]:    Anderson Barnett
    Bledsoe
    Richardson Schroeder
    Billick

[^1]:    ## XMB 620 FINANCIAL MANAGEMENT

    XMB 620
    ANALYSIS Development of the executive's ability to apply the principal techniques of financial analysis to corporate financial problems is the objective of.this course. These meaningful techniques range from the analysis of current asset management to capital investment decisions. Case studies are used extensively. XB 620 .

