



GOVERNMENT
CONSULTANTS

GOVERNMENT CONSULTANTS, INC.

Consulting & Advisory Firm

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Jackson, Mississippi 39216

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April 17, 2014

Mayor Billy Hewes
City of Gulfport, Mississippi
P. O. Box 1780
Gulfport, Mississippi 39502-1780

RE: Financial Advisory Services

Dear Mayor:

I submit this letter of contract for financial advisory services between the City of Gulfport, Mississippi and Government Consultants, Inc. regarding various financing options.

The objective of Government Consultants, Inc. as advisor to the City of Gulfport is to achieve the lowest interest rate financing available. Additionally, we strive to structure any and all financings in a manner to ensure municipal services are maintained.

Government Consultants, Inc. will work with the Mayor, City Council, CAO, Director of Finance and any others the City deems necessary to structure the financing options that best meet the needs of the city. Our work is not limited to a particular scope of work, but to whatever is necessary to make the informed decisions concerning the financial needs of the City. Listed below are some of the areas that we know are factors in determining possible financing options and our services are not limited to these areas.

- Review of current budget and budget trends
- Review of revenue sources and revenue trends
- Review of expenditures and expenditure trends
- Review of current debt obligations and maturity dates
- Review of debt capacity for General Obligation Bonds & Revenue Bonds (Rates)
- Review all debt for refinancing or restructuring opportunities
- Review capital need plan:
 - What are the capital needs?
 - What is the projected cost?
 - What is the timetable?
- Analyze the various financing options

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Government Consultants, Inc. will work to provide the information to make the decisions to complete the financing structures necessary to meet the needs of the City. This contract shall be effective May 1, 2014 and shall terminate May 1, 2016. Additionally, this contract may be terminated at any time by either party by giving thirty (30) days written notice to the other party. The fee for the services shall not exceed thirty (30) basis points of the par amount of each financing that is completed. The fees cover all expenses and travel. The City would have no financial obligation to Government Consultants, Inc. if there is no financing structure completed.

Government Consultants, Inc.

Demery F. Grubbs
Financial Advisor/Consultant
Date: May 1, 2014

City of Gulfport, Mississippi



Billy Hewes, Mayor
Date: May 1, 2014