

Real Property Committee
9:00 a.m., Wednesday, February 6, 2019
Conference Room
1207 Palm Boulevard, Isle of Palms, South Carolina

AGENDA

1. **Call to Order** and acknowledgement that the press and public were duly notified of the meeting in accordance with the Freedom of Information Act.
2. **Election of Chair and Vice Chair**
3. **Approval of Previous Meeting's Minutes**
Regular Meeting of January 8, 2019
4. **Citizens' Comments**
5. **Comments from Marina Tenants**
6. **Old Business**
 - A. Update on RFI for municipal parking lot alternate uses
 - B. Discussion of marina restaurant lease bid process/timeline
 1. Status of building assessment
 2. Status of engaging the services of commercial real estate consultant to guide and advise the City throughout the bidding process
 - C. Update on removal and replacement of the underground storage tanks at the IOP Marina
 - Consideration of a Change Order in the amount of \$12,920.20 to include the replacement of hose reels
 - D. Update on marina docks rehabilitation project
 - E. Status of list of certified arborists
7. **New Business**
 - A. Discussion of proposed revenue generating opportunities
 1. Increase to the residential rental license fee
 2. Standardize the building permit fee
 - B. Discussion of incorporating the end of 41st Avenue to the marina property
 - C. Discussion of FY20 operating budgets for the Front Beach area, Beach Maintenance and Monitoring and the IOP Marina
 - D. Discussion of maximum number of vehicles located at a short-term rental property
8. **Miscellaneous Business**

Tenant Rents Report

Next Meeting Date: 9:00 a.m., Wednesday, March 6, 2019 in the Conference Room
9. **Executive Session** – if necessary
10. **Adjournment**

Real Property Committee

9:00 a.m., Wednesday, January 9, 2019

The regular meeting of the Real Property Committee was held at 9:00 a.m., Wednesday, January 9, 2019 in the City Hall Conference Room, 1207 Palm Boulevard, Isle of Palms, South Carolina. Attending the meeting were Councilmember Ferencz and Ward, Chair Bell, Interim Administrator Fragoso and Clerk Copeland; a quorum was present to conduct business.

1. Chair Bell called the meeting to order and acknowledged that the press and public were duly notified of the meeting in accordance with the Freedom of Information Act.

2. Approval of Previous Meeting's Minutes

MOTION: Councilmember Ferencz moved to approve the minutes of the regular meeting of November 7, 2018 as submitted; Councilmember Ward seconded and the motion PASSED UNANIMOUSLY.

MOTION: Councilmember Ward asked to suspend the rules to elect a Chair and Vice Chair of the Real Property.

Interim Administrator Fragoso stated that the Committees whose membership has changed were the ones with "Election of Chair and Vice Chair" on their agendas. If he wanted to elect a Chair and Vice Chair for 2019, it would have to wait until the next meeting when it would appear on the agenda.

3. Citizens' Comments

Jim Raih, 3904 Cameron Boulevard, said that "until the marina site becomes cash flow positive . . . the City cannot invest in further improvements there;" he stated that the citizens did not buy the marina to have a loss. He opined that replacing the fuel dock and repairing as many docks as possible and replacing docks that are unsafe was generous of the City; he indicated that a master plan for maintenance and upkeep was needed. He reiterated that the marina must carry itself. In conclusion, he said he did not know the amount the City had sold the small piece of property at 1100 Palm, but he noted that the owner of the three (3) lots is asking one point six million dollars (\$1,600,000). Referring to the marina assessment, Mr. Raih opined that the restaurant at the marina was the "premier" site for waterfront dining in the area.

4. Comments from Marina Tenants

Brian Berrigan stated that the marina store will be closed the week of January 21st for renovations; this closing is in conjunction with the replacement of the underground storage tanks. He had a drawing of the marina layout and directed attention to the end of 41st Avenue at the marina site; he asked that the City consider deeding that piece of land to the marina property to make the site less fragmented.

5. Old Business

A. Update regarding 1100 Palm and the right-of-way on Pavilion Drive

Interim Administrator Fragoso recalled that Council, in its November 2018 meeting, examined the appraisal and approved the conveyance of the portion of the building that is encroaching into the right-of-way. According to Section 1.10.18(2) of the Procurement Code, "Sale of real property may not occur until approval of an ordinance upon second reading." Included in meeting packets was a draft of an ordinance for the sale of the City's portion of the house at 1100 Palm, approximately eight hundred fifty square feet (850 sq. ft.) in the right-of-way to be referred to City Council for First Reading.

MOTION: Chair Bell moved to recommend that the draft ordinance be sent to City Council for First Reading; Councilmember Ward seconded.

The sale price was determined by the appraisal of the property that was required by the City Code, and the Interim Administrator added that the buyer will reimburse the City for the cost of the appraisal. The section of the right-of-way has been priced at ten thousand seven hundred twenty-five dollars (\$10,725).

VOTE: The motion PASSED UNANIMOUSLY.

B. Discussion of alternatives available to optimize the municipal parking lot on Pavilion Drive

This discussion started several months ago when the City was looking at ways to use the parking lot in the off-months and to generate revenue for the City. As the discussion of issuing a Request for Information started, Councilmember Ward recalled that the deed for the property had a restriction and suggested that the City look at the deed before proceeding.

A portion of the funds to purchase the property was from the Land and Water Conservation Fund Act that states "no property acquired using those funds or with the assistance of those funds, federal or state, shall be converted to other than public, outdoor recreation uses."

After more research and discussions with SCPRT, the Interim Administrator requested a definition of "outdoor recreational use," and they were unable to do so.

At Council, a structure providing the same amount or more parking was suggested, and, in that case, it would likely get approval from SCPRT.

If it is the will of the Committee, Interim Administrator Fragoso recommended for the City to issue a non-binding Request for Information (RFI) including the stipulation that any idea submitted must provide the same amount of parking as exists today. If any idea appears feasible and in keeping with the aesthetics of Front Beach, the Committee can take it to City Council for consideration.

MOTION: Councilmember Ferencz moved to go forward with an RFI for the municipal parking lot; Councilmember Bell seconded and the motion PASSED UNANIMOUSLY.

C. Status of marina restaurant assessment and lease RFP

A contract has been executed with Hill Construction for a comprehensive assessment of the building; the Interim Administrator is trying to coordinate a meeting with Hill Construction, the architect and the restaurant owners to initiate the observation and site visits. With the work underway, she is hopeful that a report will be ready for Council in February.

D. Update on removal and replacement of the underground storage tanks at the IOP Marina

In early December, a pre-construction meeting was held at the marina to discuss the overall project and its impact on the businesses' operations; representatives from Summit Engineering, who will provide oversight for the project, Jones & Frank, the contractor, and the marina tenants attended. The project is scheduled to begin on January 21st; a temporary three thousand gallon (3,000 gal.) tank will be on-site to provide fuel during the project. Assuming no major weather incidents, the project is expected to take six to eight (6 – 8) weeks.

E. Update on marina docks rehabilitation project

The Committee will come back to this item when Kirby Marshall arrives.

6. New Business

A. Results of design/build RFP for remediation of the Public Safety Building

According to the Interim Administrator, staff reviewed the proposals submitted in the Request for Proposals (RFP) by the two (2) contractors selected by this Committee, Hill Construction and Trident Construction; the proposals were included in the meeting packet.

A Special Meeting for the Real Property Committee has been set for Friday, February 11th to give both contractors an opportunity to explain their proposals and to describe their approach to the project.

B. Consideration of proposals for consulting services (assessment, development of scope of work, bidding and construction oversight) for the marina bulkhead coating/repainting project

The FY19 budget contains one hundred seventy-six thousand dollars (\$176,000) for this project, and a placeholder is in the FY20 budget in case the project is not completed in FY19. The painting or coating of the bulkhead is considered an essential maintenance project; this will be the first time the bulkhead has been coated since it was installed in 2009. The City received two (2) proposals in response to RFP 2018-05; they were from JMT, the company that rehabilitated the bulkhead a few years ago, and ATM, the company under contract for the current marina docks rehabilitation. JMT submitted a cost of twenty-two thousand five hundred dollars (\$22,500), and ATM submitted a cost of twenty-one thousand dollars (\$21,000).

Interim Administrator Fragoso recommended awarding the contract to ATM because their proposal included an assessment of the bulkhead and developing a maintenance protocol plan. The money in the FY19 budget will cover the engineering services, an assessment, developing the scope of work, overseeing the bidding process, evaluating the bids submitted, recommending a contractor for the project and overseeing the construction.

MOTION: Chair Bell moved to award a contract to ATM in the amount of \$21,000 for consulting services for the marina coating/repainting project; Councilmember Ferencz seconded and the motion PASSED UNANIMOUSLY.

Motion: Chair Bell moved to suspend the rules of order to go back to Old Business, Item E at this time; Councilmember Ferencz seconded and the motion PASSED UNANIMOUSLY.

5. OLD BUSINESS

E. Update on marina docks rehabilitation project

The meeting packets include the three (3) scenarios developed by ATM for the docks on Morgan Creek; Concepts 1 and 2 were presented at the last meeting, and Concept 3 represents the changes suggested in that meeting.

Kirby Marshall of ATM reminded the Committee that Concept 1 was the closest they could come to replacing the docks in-kind with ADA access. In Concept 2, the dock on the north side of the boat ramp has been straightened out reducing congestion and providing added safety. Concept 2 also pushes the long, side-tie dock further out into Morgan Creek; the encroachment should not be a factor from a permitting standpoint, but it could lead to more scrutiny from a permitting agency.

Councilmember Ferencz also noted that in Concept 2 finger docks have been added to the end of the dock running beside Morgan Creek Grill along with the encroachment into Morgan Creek; the finger piers provide approximately one hundred linear feet (100 lnr. ft.) of dock space. An additional one hundred thousand dollars (\$100,000) would be needed for Concept 2 over Concept 1; Concept 2 without the finger piers at the end of the dock running beside Morgan Creek Grill increases the cost of Concept 1 by seventy thousand dollars (\$70,000). With Concept 2 the distance between the transient dock and the dock beside Morgan Creek Grill is about seventy-feet (70 ft.); currently the distance between these two (2) docks is fifty-one feet (51 ft.). In Concept 2 the length of the transient docks are approximately forty feet (40 ft.) longer than in Concept 3 which, according to Marina Manager Berrigan, is significant.

In addition to incorporating the suggestions made at the December meeting, Concept 3 pulls the transient dock back providing a distance of approximately forty-one feet (41 ft.) between the transient dock and the dock beside the restaurant.

Chair Bell stated that part of the situation was weighing the trade-offs of spend and that, in his mind, "the goal was dock remediation, fixing what was broken or non-compliant due to ADA, and there is a minimum that the City can do or it is responsible for and optimize the environment that has a delta of cost." The question is what is in it for the City to spend the additional money to optimize; based on the lease, he sees no reason to optimize when the City would not see a return on its investment.

Mr. Berrigan stated that one (1) reason would be an increase to the number of slips for residents in Concept 2.

Jay Clarke of Morgan Creek Grill stated that the Committee should consider the additional one hundred feet (100 ft.) of dock space in Concept 2 if it would bring additional revenue to the City. He recalled that several years ago he had offered, at his expense, to extend the finger piers on the Intracoastal Waterway; since the changes to those docks are in Phase III, therefore, years in the future; he has asked Mr. Marshall to provide him with a cost estimate to extend them today

Mr. Marshall stated that the extension of the finger piers would create thirty-two foot (32 ft.) slips

making it easy to dock a twenty-five foot (25 ft.) boat and would make them more useful. This idea would also cost approximately one-third ($\frac{1}{3}$) the cost of shifting them out more into the Intracoastal Waterway.

Marina Manager Berrigan offered to commit thirty thousand dollars (\$30,000) to the project if the Committee recommended Concept 2 **with** the finger piers at the end of the restaurant dock.

Councilmember Ferencz reminded those present that the Committee had been told to look at “needs” over “wants.” But Manager Berrigan explained that, in his eyes, the finger docks were a need in that they would be an improvement to the site, would increase efficiency and would increase “dockable” space. He stated that the demand was much greater than the supply.

Chair Bell stated that many residents would agree that access to the marina was a need.

The additional finger piers would create approximately eight (8) twenty foot (20 ft.) slips.

Michael Fiem of Tidal Wave Watersports expressed the opinion that Concept 2 was the best of the three (3) concepts. He added that, if he could afford to do so, he would pay for an ADA gangway at this dock.

Chair Bell said that this project was going to be the required repair of a City-owned asset done for the money it has to spend with the best return for the residents and the marina.

MOTION: Chair Bell moved to take the 3 concepts developed by ATM for the phasing of the marina docks repair and replacement; Councilmember Ferencz seconded and the motion PASSED UNANIMOUSLY.

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6. New Business

C. Discussion of procuring real estate services for the restaurant lease RFP process

The Chair recalled that the City has contracted with Hill Construction for doing the forensics to determine the condition of the restaurant at the marina, but no one in the City knows what to do beyond that to keep moving forward. He questioned the value of a restaurant on the Intracoastal Waterway; generally, he was seeking sound overall advice in a serialized manner to make certain the RFP process moves forward with the best information available to make the decisions going forward.

Interim Administrator Fragoso added that she had wanted the services of a commercial real estate professional to guide and advise the City through the RFP and bidding processes to ensure the best possible results for the City.

Chair Bell stated that, in order to be fiscally responsible to both the City and the residents, the Committee must accept that the City has more real estate available at the marina; the Tidal Wave lease is expiring, the terminus of 41st Avenue and a very limited restaurant space. He is looking for someone who can give the City good advice on what could be done with the parking at the marina and the geography of the property not under lease control to optimize the site for the residents and the City.

Councilmember Ferencz suggested looking for a real estate professional who has experience in marina restaurants or waterside restaurants.

D. Discussion of FY20 operating budget and Capital Plan

Budgets under the purview of the Real Property Committee fall into three (2) categories, and the first is the Front Beach Area, including the public restrooms, parking meters and lots and the beach walkovers. This budget includes:

- Replace white fencing at Ocean Villas or across from The Windjammer \$ 30,000
- Repair, replace or add a dune walkover 100,000
- Mobi Mat 15,000
- Maintenance contingency 25,000

The Interim Administrator stated that she was unaware of a dune walkover that needed to be replaced and no plans have been made to add one (1). The dollar amount of the Mobi Mat has been reduced based on the amount currently in inventory, and, as in other departments, the maintenance contingency will be studied to determine if it should be increased or decreased.

Chair Bell asked what the City would save if the County were to take over the public restrooms.

The Interim Administrator noted that the City has a contract totaling approximately one hundred thousand dollars (\$100,000) annually that pays for the attendant who is on-duty when the restrooms are open; the attendant is to insure that the restrooms remain supplied and clean and to report any problems to Director Pitts. In addition, the City pays for the day-to-day supplies, i.e. toilet paper, paper towels and soap. She noted that, the last time the City approached Charleston County about taking control of the restrooms, they showed no interest.

Chair Bell indicated that this might be the best time to approach them again since they are newly renovated.

Director Kerr said that the City has never broached the County about buying the restrooms although Mayor Carroll has said he would give them to the County; the Director suggested that the City might entertain a long-term lease so that the City retains ownership.

Councilmember Ferencz noted that the dune walkover at the restrooms has been designated an emergency access; that designation is the reason the City could build it as wide as it is.

The Beach Maintenance and Monitoring budget includes:

- Post-storm sand scraping/emergency berm (only if needed) \$250,000
- Required post-project monitoring (years 2-5) 24,142
- On-going monitoring of the entire shoreline 35,000

For the IOP Marina, the following funds have been budgeted:

- Marina docks improvements per ATM schedule \$735,000
- Maintenance contingency for common areas 50,000

- Painting of the bulkhead 176,000
- Marina maintenance for common areas 50,000

The funds for the docks improvements will be spent on the fuel dock area of the marina in FY20; the balance of the improvements to the Morgan Creek side of the marina are planned for FY21. The total for the Morgan Creek docks improvements are approximately one million two hundred sixty-five thousand dollars (\$1,265,000) for Section A of Concept 2.

Interim Administrator Fragoso stated that the funding for painting the bulkhead was a re-budget from FY19; if the project is completed in FY19, that number will be removed from the FY20 budget. She also noted that the Maintenance Contingency for common areas was a duplicate and would not appear in the next version of the FY20 budget.

E. Consideration of revenue generating opportunities

The Chair said that he added this to the Agenda to challenge City administration to look at franchise fees, impact fees, building permits, business license fees, etc.; he stated that the City must find new revenue sources. He asked what were things the City was not doing that could generate income. He stated that schedules he has seen clearly show that the City will not gain enough in property tax revenue to fund the necessary projects facing the City.

Councilmember Ferencz stated that staff and Councilmembers must take their blinders off and consider everything available to generate revenue for the City.

Councilmember Ward cautioned that, when increasing revenue, it should be material across the board, i.e. something that will increase revenues significantly.

F. Discussion of lot coverage and setback requirements

As the member asking that this subject be placed on the agenda, Councilmember Ferencz stated that she was increasingly seeing what she considered huge houses built on island lots; currently the building code allows for forty percent (40%) lot coverage, but these houses are also constructing wrap-around porches, four (4) car driveways and a pool in the back. She questioned that all of these impervious surfaces could equate to forty percent (40%) lot coverage. The Councilmember asked that Director Kerr look at lot coverage on properties like 17 – 30th Avenue; she said that this is a four (4) story property listed on Facebook as an investment property. Having spoken with residents on 30th, she was told that they were putting their houses up for sale because they no longer have a residential street, instead they have rentals that are getting larger and noisier.

In addition, Councilmember Ferencz asked at what stage of the construction process was the lot coverage determined and what happened between the first drawings and the finished construction.

Director Kerr explained that the lot coverage was first checked when the plan was submitted and that the plan was to include all of the porches, driveways and house coverage. The house is then checked when the foundation is up to insure that it adheres to the plans, and the City gets a certified survey down to the inch. In total, a surveyor provides certified statements five or six (5 – 6) times that the size and scale of the house meet plan specifications relative to height, flood, location of the foundation, and before the Certificate of Occupancy is issued, a final certification

of the lot coverage is submitted. The builders hire the surveyors, but they know that their licenses are on the line.

According to Director Kerr, the things that come back are related to pervious material because the City does not count land covered by it; based on the Planning Commission's studies, the City now has a regulation defining the infiltration rate required to be a pervious surface. Some communities define a percentage of vegetation coverage; Sullivan's Island requires that, regardless of the materials used, fifty percent (50%) of the lot must be vegetative. The Director asked that the addresses creating concerns for Committee members be sent to him, and they will be checked by the Building Inspector.

Councilmember Ferez indicated that she was not concerned about aesthetics, but about drainage.

G. Consideration of City arborist

Chair Bell opined that a property owner could have a tree identified as dying for a fee. He wanted the City to have a list of qualified arborists for residents to use that the Building Department staff has confidence in providing a true and accurate certification.

Having met briefly with Director Kerr, Interim Administrator Fragoso stated that they had arrived at a couple of recommendations they thought were worth consideration. The first was for the City to have a list of certified arborists required to be used when seeking to have a tree removed.

Director Kerr then reviewed the permit process for getting a tree removed. They fall into two (2) categories; they are for space to build or for hazardous and diseased trees or trees hazardous to an existing structure. The building code clearly defines the terms when a tree can be removed for construction; as for diseased or hazardous trees, the City Code currently allows an owner to hire an arborist of his choosing who would certify that the tree was diseased or "an imminent hazard" by its location to a house or structure.

The Director agreed that a list of three to five (3 – 5) certified arborists would be the simplest way to handle this issue; if a resident brought a certification from one (1) of the companies or persons on the list, the City would feel confident in issuing the tree removal permit.

The Interim Administrator said that she would seek counsel from Attorney Copeland about the City having a list of certified arborists and credentials.

7. Miscellaneous Business

All tenants were current with their rental payments.

Next Meeting Date: 9:00 a.m., Wednesday, February 6, 2019 in the Conference Room.

For the remainder of 2019, the Real Property Committee will meet on the first Wednesday of the month at 9:00 a.m. as often as possible.

8. Executive Session – not necessary

9. Adjournment

**MOTION: Councilmember Ward moved to adjourn the meeting at 11:00 a.m.;
Chair Bell seconded and the motion PASSED UNANIMOUSLY.**

Respectfully submitted:

Marie Copeland
City Clerk

DRAFT



Proposal

100 Perimeter Park Dr, STE H, Morrisville, NC 27560
Phone: 919-838-7555

No. QUO-0106956

Revision: 3

Date: 1/14/2019

Sales Person : William Jernigan
Phone No.: 803-731-4140
E-Mail: bjernigan@jones-frank.com

Sold to: SUMMIT ENGINEERING
ATTN: MR. ANTHONY MONK

Ship to: CITY OF ISLE OF PALMS
1207 PALM BLVD
Isle Of Palms, SC 29451

RE: REPLACEMENT HOSE REELS

No.	Description	Qty.	Unit Price	Amount
DISPENSING EQUIPMENT				
QUO-WJ	HANNAY SSEP J6030-23-24 HOSE REEL	4		
Features				
STAINLESS STEEL MOTORIZED REEL MANUAL CRANK OPTION TO HOLD 120' OF 1" HOSE MANUAL CRANK PORTION IS NOT STAINLESS				
MISCELLANEOUS EQUIPMENT				
FREIGHT	FREIGHT	1		
INSTALLATION				
INSTALL LABOR	INSTALLATION	1		

TOTAL PRICE: 12,920.20

This proposal has applicable tax included.

TERMS & CONDITIONS

UNLESS FREIGHT IS DEFINED AND INCLUDED ABOVE, FREIGHT CHARGES WILL BE ADDED TO THE INVOICE.

1. PURCHASE ORDER TERMS, CONDITIONS OR PROVISIONS INCONSISTENT WITH THOSE ON THIS AND THE OTHER SIDE HEREOF SHALL BE DEEMED INEFFECTIVE. It is mutually agreed that all terms, conditions and provisions (whether printed, stamped, typed, or written) on customer's purchase order or other communications (except the description and specification of goods, ordered, quantity, price, invoice number, shipping instructions and tax exemption certificate) shall be ineffective, and in lieu thereof, the terms, conditions and provisions on this and the other side hereof shall govern all orders and shall be applicable thereto with the same force and effect as if they physically appeared thereon.

Customer Initials _____

Jones & Frank Initials _____

Jones & Frank - Confidential

Quotation valid for 30 days

QUO-0106956

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shall govern all orders and shall be applicable thereto with the same force and effect as if they physically appeared thereon. An acknowledgment of any such order or communication, or the making of deliveries pursuant thereto shall not be construed as an acceptance or approval of any terms, provisions or conditions printed, stamped, typed or written on such order or communication inconsistent with those herein set forth.

No waiver, alteration or modification of the terms and conditions on this and the other side hereof shall be binding unless in writing and designed by an Executive Officer or Sales Manager of JONES & FRANK. For purposes hereof, the terms "we", "us" and "JONES & FRANK" shall mean JF Acquisition, LLC.

2. We will not accept goods returned for credit, unless we previously approve such return for credit in writing, in conformance with the Returns Goods Policy and subject to applicable restocking fees.
3. ALL EXPRESS AND IMPLIED WARRANTIES ARE HEREBY DISCLAIMED (INCLUDING THE WARRANTY OF MERCHANTABILITY, THE WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE, AND THE WARRANTY OF TITLE) THAT ARE NOT OTHERWISE INCLUDED ON THE FACE HEREOF, OR PUBLISHED BY THE MANUFACTURERS INVOLVED. IN NO EVENT SHALL THE OBLIGATION OF JONES & FRANK EXTEND BEYOND THE REPAIR OR REPLACEMENT OF ANY PRODUCT SOLD BY IT WHICH PROVES TO HAVE BEEN DEFECTIVE, AND THEN ONLY IF THE PRODUCT IS RETURNED TO THE DESTINATION WE DESIGNATE WITH ALL TRANSPORTATION CHARGES PREPAID AND IS FOUND BY INSPECTION TO HAVE BEEN DEFECTIVE. NO MERCHANDISE SHALL BE RETURNED WITHOUT JONES & FRANK'S PRIOR WRITTEN AUTHORIZATION. WRITTEN NOTICE OF CLAIMED DEFECTS MUST BE GIVEN BY THE CUSTOMER TO JONES & FRANK WITHIN A REASONABLE TIME AFTER DELIVERY OF THE PRODUCT TO THE CUSTOMER, AND IN NO EVENT LONGER THAN TWO WEEKS.
4. By acceptance of proposal, Customer grants to JONES & FRANK a security interest in all equipment or merchandise delivered hereunder which security interest shall remain in full force and effect until JONES & FRANK has received payment in full. Customer agrees to execute all documents necessary to perfect the lien of said security interest, as required by JONES & FRANK prior to delivery of equipment and merchandise. Customer agrees that, if required by JONES & FRANK to do so, it will obtain the execution of any document necessary to perfect said security interest in any equipment or merchandise to be attached to or placed in the ground by the owner of the site, prior to the attachment or burial of such equipment or merchandise. Customer's failure to comply with the terms hereof shall give JONES & FRANK the right to cancel at its option, the agreement without further obligation to Customer.
5. The terms of FOB Shipping Point shall apply to all equipment shipments. JONES & FRANK shall not be responsible for loss or damage to equipment or merchandise while in transit on any carrier not owned by JONES & FRANK. Any claim made for such loss or damage shall be made by Customer against the carrier.
6. Deliveries shall be subject to availability of equipment or merchandise at the time specified for delivery. JONES & FRANK shall have no liability for delays caused by unavailability of equipment or merchandise, or by strikes, fire or other event beyond the control of JONES & FRANK. To the extent there is such delay or suspension resulting in increased cost or expense to JONES & FRANK, JONES & FRANK shall be entitled to receive an adjustment to compensation and any other terms and conditions applicable and as reasonably necessary, on an equitable basis to account for such increase.
7. Orders placed with us and accepted by us are not subject to cancellation except with our consent. Additionally, Customer may, at any time in writing, request changes in, additions to or deletions from the purchase order; however, such changes are subject to our consent. JONES & FRANK will be entitled to an adjustment in compensation for any changes that is performed on a cost-reimbursable or time and materials basis.
8. If items are manufactured in accordance with Customer's designs, blueprints, drawings, samples or specifications, the Customer shall indemnify and save seller harmless from any and all expenses, injury or loss arising out of Claims of Patent Infringement because of the manufacture, use, or sale of such products.
9. The interpretation, validity and enforcement of these Conditions or any resulting order, and all legal actions brought under or in connection with the subject matter of these Conditions or any resulting order, shall be governed by the laws of the

Customer Initials _____ Jones & Frank Initials _____

State of North Carolina (except that any conflict of laws principles of such state that would result in the application of the law of another jurisdiction shall be disregarded).

10. In the event that any suit is instituted concerning or arising out of the agreement, the prevailing party shall be entitled to recover all of such costs, including, but not limited to, the court costs, reasonable attorney's fees and other costs related to collection.

11. If any of these conditions are held invalid the remainder of the conditions shall not be affected thereby.

12. With respect to all items manufactured in accordance with Buyer's design, blueprints, drawings, samples, or specifications, Customer will accept under-runs and over-runs on each individual item not exceeding 10% of the quantities ordered and the billings adjusted accordingly.

13. For any dispensers that require temporary storage by Jones & Frank because they are not being installed by Jones & Frank, and

are not being shipped directly to a customer site, execution of a bill and hold agreement will be required. Jones & Frank will provide up to 30 days of free storage on all new dispensers ordered. All requests for temporary storage of new dispensers must be made in writing at the time of the execution of this agreement. Additionally, an anticipated delivery date to the installation site must be specified. Upon production, Jones & Frank will arrange delivery of finished goods/ dispensers to the Bill & Hold warehouse and invoice the customer. Standard payment terms will apply.

After the initial 30 days of storage of the goods, a fee is charged to the customer at a rate of 0.5% per month of net invoiced amount

of equipment in storage for a maximum of six (6) months after original invoice date. To release equipment for shipment from the Bill & Hold warehouse, customer must advise their Jones & Frank Customer Service Representative via e-mail. It normally takes 3-5

business days to ship equipment from the Bill & Hold warehouse. Customer is responsible for charges until equipment is physically removed from the warehouse. Upon expiration of the 6 month maximum storage period, customer will be notified that the goods will

be shipped to the location noted on the original bill & hold request form. Customers will be notified 3-5 business days in advance of the shipment so as to provide an opportunity to confirm routing instructions. Note: the standard warranty period begins at date of invoice for all equipment. Please do not leave equipment in Bill & Hold for an extended length of time.

14. This proposal is intended for prompt acceptance by Customer and, if not accepted within 30 days, may be withdrawn by JONES & FRANK without notice. In any event, due to the uncertainty of prices of components, prices quoted are those currently in effect. Such prices may be significantly higher at time of delivery and, if so, such increase shall be added to the contract price. JONES & FRANK shall itemize such increases upon receipt of a signed order. If increases are unacceptable to Customer, Customer may elect to cancel its order.

15. Customer shall not assign any rights or delegate any duties or obligations pursuant to the agreement without our written consent. Any assignment or delegation made without our express written consent will be without effect.

16. On any underground tank installation, Customer agrees to supply hold-down product at job site at time of excavation.

17. Any unforeseen underground condition, i.e., water, rock, electric and water lines, disposal of contaminated soils, or other obstacles will be charged to Customer on a time and materials basis

18. Backfill will be with on site material unless otherwise specified.

19. JONES & FRANK reserves the right to approve the credit of all Customers. To Customers with approved credit, JONES & FRANK offers the following terms:

POS, DISPENSER and FLEX PAY KITS: NET 10 DAYS FROM DATE OF INVOICE;

EQUIPMENT WILL BE INVOICED UPON SHIPMENT FROM MANUFACTURER

INSTALLATION: NET UPON COMPLETION WITH PROGRESS PAYMENTS DUE ON PRESENTATION

If Customer's credit is not approved, JONES & FRANK shall notify Customer of that fact within 21 days after receipt of a signed Order. In such event, JONES & FRANK reserves the right to require, at its option, a substantial deposit, or such other payment arrangements as shall be acceptable to JONES & FRANK. Customer's failure to comply with such payment arrangements shall give JONES & FRANK the right to cancel the agreement without further obligation to Customer.

Customer Initials _____

Jones & Frank Initials _____

ACCEPTANCE

This proposal, when accepted by the purchaser, and final approval of Seller's Official Officer, will constitute a bona fide contract between us, subject to all terms and conditions on the reverse side.

It is expressly agreed that there are no promises, agreements or understandings, oral or written, not specified in this proposal.

Company Name _____

Signature _____ Date _____

Print Name _____

Print Title _____

Jones & Frank Acceptance

Signature of Officer _____

Title: _____

Date: _____

Customer Initials _____

Jones & Frank Initials _____

Existing Building Fees Comparison

<u>Jurisdiction</u>	<u>Building permit fee for \$1M</u>	<u>Impact fee for \$1M</u>	<u>Water/ Sewer tap fee for \$1M</u>	<u>Plan review fee for \$1M</u>	<u>Zoning fee for \$1M</u>	<u>Bus Lic fee for \$1M</u>	<u>Total fees for \$1M</u>
Isle of Palms	\$2,660.00	\$0.00	\$16,015.00	\$1,330.00	\$50.00	\$4,910.60	\$24,965.00
Sullivan's Island	\$7,659.50	\$0.00	\$4,620.00	\$3,803.00	\$29.75	\$7,662.00	\$23,774.25
Mount Pleasant	\$2,660.00	\$6,161.00	\$10,589.00	\$1,330.00	\$200.00	\$4,311.00	\$25,251.00
City of Charleston	\$3,300.00	0	\$7,971.00	\$1,650.00	\$0.00	\$3,373.00	\$16,294.00

*shaded indicates the number has not been verified by municipality

Building Fees Comparison (With proposed Changes)

<u>Jurisdiction</u>	<u>Building permit fee for \$1M</u>	<u>Impact fee for \$1M</u>	<u>Water/ Sewer tap fee for \$1M</u>	<u>Plan review fee for \$1M</u>	<u>Zoning fee for \$1M</u>	<u>Bus Lic fee for \$1M</u>	<u>Total fees for \$1M</u>
Isle of Palms	\$5,045.00	\$0.00	\$16,015.00	\$2,522.50	\$50.00	\$4,910.60	\$28,543.10
Sullivan's Island	\$7,659.50	\$0.00	\$4,620.00	\$3,803.00	\$29.75	\$7,662.00	\$23,774.25
Mount Pleasant	\$2,660.00	\$6,161.00	\$10,589.00	\$1,330.00	\$200.00	\$4,311.00	\$25,251.00
City of Charleston	\$3,300.00	0	\$7,971.00	\$1,650.00	\$0.00	\$3,373.00	\$16,294.00

*shaded indicates the number has not been verified by municipality

	A	B	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	CITY OF ISLE OF PALMS - MARINA ENTERPRISE FUND REVENUE AND EXPENSE DETAIL																
2	GL Number	Description	ACTUAL FY14	ACTUAL FY15	ACTUAL FY16	ACTUAL FY17	ACTUAL FY18	BUDGET FY19	YTD As Of 12/31/2018	Jan-Dec 2018	FORECAST FY19	INCREASE/ (DECREASE) IN FY19 BUD EXP	FORECAST FY20	FORECAST FY21	FORECAST FY22	FORECAST FY23	FORECAST FY24
3	MARINA REVENUES AND TRANSFERS IN																
4	MARINA REVENUES AND TRANSFERS IN																
5	90-3450.4111	GRANT INCOME	-	-	-	-	-	69,467	-	-	-	(69,467)	-	69,467	-	-	-
6	90-3500.4501	MISCELLANEOUS INCOME	-	-	-	15,791	(15,791)	-	-	(15,791)	-	-	-	-	-	-	-
7	90-3500.4505	INTEREST INCOME	454	690	1,607	3,433	8,993	6,000	7,188	12,625	13,000	7,000	13,650	14,333	15,049	15,802	16,592
8	90-3600.4610	MARINA STORE LEASE INCOME	72,574	74,160	73,420	74,292	76,064	76,860	45,555	77,580	76,860	-	78,397	79,965	81,564	83,196	84,860
9	90-3600.4620	MARINA OPERATIONS LEASE INCOM	165,639	166,648	164,200	167,408	169,929	171,426	109,480	172,336	171,426	-	174,855	178,352	181,919	185,557	189,268
10	90-3600.4630	MARINA RESTAURANT LEASE INCOI	134,857	128,363	136,996	145,737	147,041	150,210	47,745	146,060	150,210	-	153,214	156,278	159,404	162,592	165,844
11	90-3600.4660	MARINA WAVERUNNER LEASE INCC	21,345	22,607	21,801	21,906	22,119	23,000	11,214	16,482	23,000	-	23,460	23,929	24,408	24,896	25,394
12	90-3900.4901	OPERATING TRANSFERS IN	236,852	156,426	268,000	282,425	436,176	435,582	-	436,176	435,582	-	-	-	-	-	-
13		TOTAL REVENUES	631,722	548,893	666,025	710,991	844,531	932,545	221,182	845,469	870,078	(62,467)	443,576	522,324	462,344	472,042	481,957
14		% Increase/(Decrease) from Prior Year		-13%	21%	7%	19%	10%			3%		-49%	18%	-11%	2%	2%
15	MARINA GENERAL & ADMINISTRATIVE EXPENSE																
16	MARINA GENERAL & ADMINISTRATIVE EXPENSE																
17	90-6120.5011	DEBT SERVICE - INTEREST	55,161	35,016	23,280	13,485	8,265	5,220	2,610	4,785	5,220	-	-	-	-	-	-
18	90-6120.5013	BANK SERVICE CHARGES	70	36	-	-	-	-	-	-	-	-	-	-	-	-	-
19	90-6120.5022	WATER AND SEWER	360	360	360	360	360	400	150	150	400	-	400	400	400	400	400
20	90-6120.5026	MAINT & SERVICE CONTRACTS	2,230	5,446	691	3,168	11,730	3,800	3,456	3,643	3,800	-	3,800	3,800	3,800	3,800	3,800
21	90-6120.5061	ADVERTISING	2,990	110	-	-	1,808	-	-	1,808	-	-	-	-	-	-	-
22	90-6120.5065	PROFESSIONAL SERVICES	45,575	11,435	108,158	88,401	51,296	101,500	3,444	48,241	34,500	(67,000)	30,000	30,000	30,000	30,000	30,000
23	90-6120.5079	MISCELLANEOUS	2,750	55	821	-	-	1,000	-	-	-	(1,000)	-	-	-	-	-
24		SUBTOTAL	109,136	52,458	133,310	105,414	73,459	111,920	9,660	58,627	43,920	(68,000)	34,200	34,200	34,200	34,200	34,200
25		% Increase/(Decrease) from Prior Year		-52%	154%	-21%	-30%	52%			-40%		-22%	0%	0%	0%	0%
26	MARINA STORE EXPENSE																
27	MARINA STORE EXPENSE																
28	90-6220.5022	WATER AND SEWER	300	300	300	300	300	300	300	300	300	-	300	300	300	300	300
29	90-6220.5026	MAINT & SERVICE CONTRACTS	850	200	-	6,343	2,340	1,000	500	(1,196)	500	(500)	500	500	500	500	500
30	90-6220.5030	DEPRECIATION	30,378	29,511	19,525	9,539	9,539	10,000	3,862	7,422	6,000	(4,000)	6,000	6,000	6,000	6,000	6,000
31	90-6220.5062	INSURANCE	2,088	2,558	2,302	2,228	2,426	4,305	-	2,426	2,500	(1,805)	2,500	2,500	2,500	2,500	2,500
32	90-6220.5065	PROFESSIONAL SERVICES	800	1,000	1,000	1,035	470	1,070	-	470	1,070	-	1,070	1,070	1,070	1,070	1,070
33	90-6220.5079	MISCELLANEOUS	-	-	190	-	-	1,000	-	-	-	(1,000)	-	-	-	-	-
34		SUBTOTAL	34,417	33,569	23,317	19,446	15,075	17,675	4,662	9,421	10,370	(7,305)	10,370	10,370	10,370	10,370	10,370
35		% Increase/(Decrease) from Prior Year		-2%	-31%	-17%	-22%	17%			-31%		0%	0%	0%	0%	0%
36	MARINA OPERATIONS EXPENSE																
37	MARINA OPERATIONS EXPENSE																
38	90-6420.5026	MAINT & SERVICE CONTRACTS	2,000	1,050	-	-	-	426,000	11,068	11,068	276,000	(150,000)	51,003	51,003	51,003	51,003	51,003
39	90-6420.5030	DEPRECIATION	84,185	84,185	84,185	84,809	94,648	85,000	42,433	94,716	95,000	10,000	95,000	95,000	95,000	95,000	95,000
40	90-6420.5061	ADVERTISING	5,000	2,010	5,000	4,401	4,385	5,000	-	4,385	5,000	-	5,000	5,000	5,000	5,000	5,000
41	90-6420.5062	INSURANCE	61,941	56,189	74,531	83,796	58,264	73,980	7,069	58,380	68,800	(5,180)	68,800	68,800	68,800	68,800	68,800
42	90-6420.5065	PROFESSIONAL SERVICES	925	1,000	1,000	1,000	1,600	-	-	1,600	-	-	-	-	-	-	-
43	90-6420.5079	MISCELLANEOUS	-	-	190	-	-	1,000	-	-	-	(1,000)	-	-	-	-	-
44		SUBTOTAL	154,051	144,434	164,906	174,005	158,897	590,980	60,570	170,148	444,800	(146,180)	219,803	219,803	219,803	219,803	219,803
45		% Increase/(Decrease) from Prior Year		-6%	14%	6%	-9%	272%			180%		-51%	0%	0%	0%	0%
46																	

	A	B	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	CITY OF ISLE OF PALMS - MARINA ENTERPRISE FUND REVENUE AND EXPENSE DETAIL																
2	GL Number	Description	ACTUAL FY14	ACTUAL FY15	ACTUAL FY16	ACTUAL FY17	ACTUAL FY18	BUDGET FY19	YTD As Of 12/31/2018	Jan-Dec 2018	FORECAST FY19	INCREASE/ (DECREASE) IN FY19 BUD EXP	FORECAST FY20	FORECAST FY21	FORECAST FY22	FORECAST FY23	FORECAST FY24
47	MARINA RESTAURANT EXPENSE																
48	90-6520.5026	MAINT & SERVICE CONTRACTS	850	200	-	14,586	350	350	-	350	500	150	500	500	500	500	500
49	90-6520.5030	DEPRECIATION	6,467	6,467	6,467	5,858	5,250	6,000	2,902	5,287	5,250	(750)	5,250	5,250	5,250	5,250	5,250
50	90-6520.5062	INSURANCE	14,694	12,777	-	-	13,845	16,000	-	13,845	15,000	(1,000)	15,000	15,000	15,000	15,000	15,000
51	90-6520.5065	PROFESSIONAL SERVICES	220	220	175	35	175	175	-	175	175	-	175	175	175	175	175
52	90-6520.5079	MISCELLANEOUS	-	-	-	-	-	1,000	-	-	-	(1,000)	-	-	-	-	-
53		SUBTOTAL	22,231	19,664	6,642	20,479	19,620	23,528	2,902	19,657	20,927	(2,600)	20,924	20,925	20,925	20,925	20,925
54		% Increase/(Decrease) from Prior Year		-12%	-66%	208%	-4%	20%			7%		0%	0%	0%	0%	0%
55	MARINA WATERSPORTS EXPENSE																
57	90-6820.5026	MAINT & SERVICE CONTRACTS	-	-	1,407	-	-	-	-	-	-	-	-	-	-	-	-
58	90-6820.5030	DEPRECIATION	28,456	28,456	28,456	23,576	23,576	24,000	11,566	23,066	-	(24,000)	-	-	-	-	-
59		SUBTOTAL	28,456	28,456	29,863	23,576	23,576	24,000	11,566	23,066	-	(24,000)	-	-	-	-	-
60		% Increase/(Decrease) from Prior Year		0%	5%	-21%	0%	2%			-100%						
62		TOTAL MARINA EXPENSES	348,290	278,580	358,038	342,920	290,628	768,103	89,359	280,920	520,017	(248,085)	285,297	285,298	285,298	285,298	285,298
63		% Increase/(Decrease) from Prior Year		-20%	29%	-4%	-15%	164%			79%		-45%	0%	0%	0%	0%
65		TOTAL NET INCOME	283,431	270,313	307,986	368,071	553,904	164,442	131,823	564,550	350,061	185,618	158,278	237,026	177,046	186,744	196,659
67		CASH BALANCE	504,403	490,016	481,849	685,611	749,096										
68		ESTIMATE FUTURE CASH BALANCES:															
69		BEGINNING CASH									749,096		285,407	402,935	158,211	(88,493)	(895,498)
70		ADD NET INCOME									350,061		158,278	237,026	177,046	186,744	196,659
71		ADD NON-CASH DEPRECIATION									106,250		106,250	106,250	106,250	106,250	106,250
72		LESS CAPITAL ADDITIONS NOT IN EXPENSE (REPLACE UNDERGROUND STORAGE TANKS)									(620,000)						
73		LESS CAPITAL ADDS NOT IN EXPENSE (PER ATM CONCEPT 1)									-		(147,000)	(588,000)	(530,000)	(1,100,000)	(275,000)
74		LESS BOND PRINCIPAL PAYMENT NOT INCLUDED IN EXPENSE									(300,000)						
75		ENDING CASH									285,407		402,935	158,211	(88,493)	(895,498)	(867,589)
77	<i>NOTE: The forecasted negative cash balances in FY22 - FY24 indicate additional funds will be required to complete the Marina dock replacement. Also important to understand the forecast does not contemplate any change in the revenue stream from the Marina restaurant, nor any capital improvements to the restaurant building, even though this lease expires in 2020. More work to be done to address the gap in funding.</i>																

S	T
1	CITY OF ISLE OF PALMS - MARINA ENTERPRISE FUND REVENUE AND EXPENSE DETAIL *NOTES*
2	NOTES
3	
4	MARINA REVENUES AND TRANSFERS IN
5	GRANT INCOME Boating Infrastructure grant - this is a reimbursable grant so work has to be completed before the grant can be received.
6	MISCELLANEOUS INCOME
7	INTEREST INCOME
8	MARINA STORE LEASE INCOME Forecast assumes 2% annual CPI adjustment, but no add'l rent
9	MARINA OPERATIONS LEASE INCOM Forecast assumes 2% annual CPI adjustment, but no add'l rent
10	MARINA RESTAURANT LEASE INCOM Forecast assumes no change in rent structure (even though current lease expires in 2020) and 2% annual CPI
11	MARINA WAVERUNNER LEASE INCO Forecast assumes 2% annual CPI adjustment, but no add'l rent
12	OPERATING TRANSFERS IN
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16	MARINA GENERAL & ADMINISTRATIVE
17	DEBT SERVICE - INTEREST Last payment on Marina bond was made 2/1/19
18	BANK SERVICE CHARGES Last payment on Marina bond was made 2/1/19
19	WATER AND SEWER Irrigation around sign
20	MAINT & SERVICE CONTRACTS Includes stormwater fee
21	ADVERTISING
22	PROFESSIONAL SERVICES Recurring provisions for legal fees (\$10,000) and UST tank tests (\$2,000). Incls CPA review of tenant financials (\$18,000) in case Council wants to do this annually. Don't expect to spend all of FY19 Budget amts for engineer/CPA
23	MISCELLANEOUS
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27	MARINA STORE
28	WATER AND SEWER Annual fireline charge
29	MAINT & SERVICE CONTRACTS Annual termite inspection
30	DEPRECIATION FY14 fuel system replacement fully depreciated in FY18
31	INSURANCE Underground storage tank insurance on (2) fuel tanks
32	PROFESSIONAL SERVICES DHEC underground storage tank fees
33	MISCELLANEOUS -
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37	MARINA OPERATIONS
38	MAINT & SERVICE CONTRACTS Marina maintenance contingency for common areas not covered by leases. Calculated as 1% of insured boat ramp, bulkhead and dock value. Don't expect to spend all of the \$250k FY19 Budget amt for dock repairs.
39	DEPRECIATION -
40	ADVERTISING -
41	INSURANCE Includes property and liability for the ramp, bulkhead and docks and underground storage tank insurance on (2) fuel tanks
42	PROFESSIONAL SERVICES -
43	MISCELLANEOUS -
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	S	T
1	CITY OF ISLE OF PALMS - MARINA ENTERPRISE FUND REVENUE AND EXPENSE DETAIL *NOTES*	
2	NOTES	
47	MARINA RESTAURANT	
48	MAINT & SERVICE CONTRACTS	Annual termite inspection
49	DEPRECIATION	
50	INSURANCE	Portion of dock insurance attributable to restaurant docks
51	PROFESSIONAL SERVICES	Backflow test
52	MISCELLANEOUS	
53		
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56	MARINA WATERSPORTS	
57	MAINT & SERVICE CONTRACTS	
58	DEPRECIATION	FY13 & FY14 Watersports dock improvements fully depreciated in FY18
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1	CITY OF ISLE OF PALMS - FRONT BEACH AND PARKING MANAGEMENT EXPENDITURE DETAIL - ALL FUNDS																	
2	GL Number	Description	DEPT	ACTUAL FY14	ACTUAL FY15	ACTUAL FY16	ACTUAL FY17	ACTUAL FY18	BUDGET FY19	YTD As Of 12/31/2018	Jan-Dec 2018	FORECAST FY19	INCREASE/ (DECREASE) IN FY19 BUD EXP	FORECAST FY20	FORECAST FY21	FORECAST FY22	FORECAST FY23	FORECAST FY24
4	GENERAL FUND - BSO WAGES AND FRINGES (BSO compensation expense also reviewed by Public Safety Committee)																	
5	10-5710.5002	OVERTIME WAGES	BSO	365	44	7,278	3,449	1,300	3,421	160	633	400	(3,021)	1,500	1,500	1,500	1,500	1,500
6	10-5710.5003	PART-TIME WAGES	BSO	33,511	44,594	92,144	85,750	80,480	117,451	54,247	109,193	110,000	(7,451)	110,000	110,000	110,000	110,000	110,000
7	10-5710.5004	FICA EXPENSE	BSO	2,592	3,414	7,534	6,824	6,259	9,247	4,166	8,405	8,446	(801)	8,530	8,530	8,530	8,530	8,530
8	10-5710.5005	RETIREMENT EXPENSE	BSO	-	-	686	280	1,073	-	996	2,050	-	-	-	-	-	-	-
9	10-5710.5006	GROUP HEALTH INSURANCE	BSO	-	-	-	-	35	-	-	-	-	-	-	-	-	-	-
10	10-5710.5007	WORKERS COMPENSATION	BSO	418	380	2,161	4,891	3,977	6,507	1,682	2,901	5,288	(1,219)	5,288	5,288	5,288	5,288	5,288
11		TOTAL		36,885	48,431	109,802	101,193	93,125	136,626	61,251	123,181	124,134	(12,492)	125,318	125,318	125,318	125,318	125,318
12		% Increase/(Decrease) from Prior Year			31%	127%	-8%	-8%	47%			33%		1%	0%	0%	0%	0%
14	MUNICIPAL ATAX FUND - PARKING MANAGEMENT AND FRONT BEACH MAINTENANCE																	
15	30-5620.5010	PRINT AND OFFICE SUPPLIES	FBCH	2,626	3,273	13,054	19,912	15,021	24,300	12,012	26,862	20,800	(3,500)	20,800	24,300	20,800	20,800	24,300
16	30-5620.5013	BANK SERVICE CHARGES	FBCH	2,857	11,549	14,742	27,588	26,582	28,000	20,743	29,877	30,000	2,000	30,000	30,000	30,000	30,000	30,000
17	30-5620.5020	ELECTRIC AND GAS	FBCH	3,069	14,421	41,950	42,532	44,953	43,400	16,882	41,166	43,400	-	43,400	43,400	43,400	43,400	43,400
18	30-5620.5021	TELEPHONE/CABLE	FBCH	2,684	5,587	2,799	1,376	3,386	12,400	1,397	3,258	4,000	(8,400)	4,000	4,000	4,000	4,000	4,000
19	30-5620.5022	WATER AND SEWER	FBCH	1,589	2,451	4,772	1,407	4,539	3,300	2,556	5,102	5,000	1,700	5,000	5,000	5,000	5,000	5,000
20	30-5620.5025	NON-CAPITAL TOOLS & EQUIPMEN	FBCH	13,823	-	1,262	785	5,395	3,000	1,796	5,028	3,000	-	3,000	3,000	3,000	3,000	3,000
21	30-5620.5026	MAINT & SERVICE CONTRACTS	FBCH	21,333	33,001	20,770	33,248	34,348	33,500	17,418	29,929	33,500	-	38,500	50,500	38,500	38,500	38,500
22	30-5620.5027	MACHINE/EQUIPMENT REPAIR	FBCH	6,240	9,171	8,342	26,301	11,832	13,520	13,520	621	13,520	-	14,000	14,000	14,000	14,000	14,000
23	30-5620.5041	UNIFORMS	FBCH	1,705	2,151	4,700	2,576	4,432	5,000	97	4,453	5,000	-	5,000	5,000	5,000	5,000	5,000
24	30-5620.5054	STREET SIGNS	FBCH	511	1,238	78,190	14,581	15,454	5,000	-	13,960	5,000	-	5,000	5,000	5,000	5,000	5,000
25	30-5620.5062	INSURANCE	FBCH	987	301	949	1,306	1,477	1,572	744	1,488	1,572	-	1,600	1,600	1,600	1,600	1,600
26	30-5620.5065	PROFESSIONAL SERVICES	FBCH	13,261	13,363	39,646	37,375	32,063	30,800	21,240	50,347	35,000	4,200	35,000	35,000	35,000	35,000	35,000
27	30-5620.5067	CONTRACTED SERVICES	FBCH	3,000	12,400	9,474	4,612	10,600	11,800	3,000	9,200	10,800	(1,000)	11,800	11,800	11,800	11,800	11,800
28	30-5620.5079	MISCELLANEOUS	FBCH	1,208	1,465	1,344	280	188	7,500	-	188	7,500	-	7,500	7,500	7,500	7,500	7,500
29	30-5620.5085	CAPITAL OUTLAY	FBCH	85,860	67,500	64,230	23,052	-	40,000	-	-	20,000	(20,000)	20,000	116,000	20,000	80,000	20,000
30		TOTAL		160,753	177,870	306,223	236,930	210,269	263,092	111,405	221,479	238,092	(25,000)	244,600	356,100	244,600	304,600	248,100
31		% Increase/(Decrease) from Prior Year			11%	72%	-23%	-11%	25%			13%		3%	46%	-31%	25%	-19%
33	HOSPITALITY TAX FUND - PARKING MANAGEMENT AND FRONT BEACH MAINTENANCE																	
34	35-5620.5085	CAPITAL OUTLAY	FBCH	-	6,750	2,290	-	-	-	-	250	-	-	-	-	-	-	-
36	STATE ATAX FUND - PUBLIC RESTROOM OPERATIONS																	
37	50-5620.5020	ELECTRIC AND GAS	FBCH	752	755	524	569	641	950	209	590	700	(250)	700	700	700	700	700
38	50-5620.5022	WATER AND SEWER	FBCH	13,116	15,405	13,868	11,496	9,321	15,000	4,817	9,032	15,000	-	15,000	15,000	15,000	15,000	15,000
39	50-5620.5026	MAINT & SERVICE CONTRACTS	FBCH	8,235	5,985	8,280	52,059	4,917	20,000	1,203	2,752	20,000	-	20,000	20,000	20,000	20,000	20,000
40	50-5620.5044	CLEANING/SANITARY SUPPLY	FBCH	6,027	6,656	6,421	7,648	5,656	8,000	3,452	5,405	7,500	(500)	7,500	7,500	7,500	7,500	7,500
41	50-5620.5062	INSURANCE	FBCH	2,598	1,765	3,248	3,688	5,003	4,170	4,228	8,335	4,170	-	4,170	4,170	4,170	4,170	4,170
42	50-5620.5065	PROFESSIONAL SERVICES	FBCH	9,039	70	70	70	70	70	-	70	70	-	70	70	70	70	70
43	50-5620.5067	CONTRACTED SERVICES	FBCH	115,528	126,454	127,607	141,041	115,853	161,000	62,220	104,801	150,000	(11,000)	150,000	150,000	150,000	150,000	150,000
44	50-5620.5079	MISCELLANEOUS	FBCH	70	-	-	-	-	2,500	-	-	2,500	-	2,500	2,500	2,500	2,500	2,500
45	50-5620.5084	CONSTRUCTION IN PROGRESS	FBCH	-	13,646	-	32,021	4,226	-	-	-	-	-	-	-	-	-	-
46	50-5620.5085	CAPITAL OUTLAY	FBCH	-	-	-	-	388,348	70,000	57,410	445,758	60,000	(10,000)	-	-	-	-	-
47		TOTAL		155,365	170,737	160,018	248,592	534,035	281,690	133,540	576,744	259,940	(21,750)	199,940	199,940	199,940	199,940	199,940
48		% Increase/(Decrease) from Prior Year			10%	-6%	55%	115%	-47%			-51%		-23%	0%	0%	0%	0%
50	GRAND TOTAL			353,003	403,788	578,333	586,715	837,430	681,408	306,195	921,654	622,166	(59,242)	569,858	681,358	569,858	629,858	573,358
51	% Increase/(Decrease) from Prior Year				14%	43%	1%	43%	-19%			-26%		-8%	20%	-16%	11%	-9%

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1	CITY OF ISLE OF PALMS - FRONT BEACH AND PARKING MANAGEMENT EXPENDITURE DETAIL - ALL FUNDS *NOTES*
2	NOTES
3	
4	GENERAL FUND - BSO WAGES AND FRINGES (BSO compensation expense also reviewed by Public Safety Committee)
5	OVERTIME WAGES
6	PART-TIME WAGES Assume same staffing levels as summer 2018. Forecast amount based on calendary year 2018 actual.
7	FICA EXPENSE
8	RETIREMENT EXPENSE
9	GROUP HEALTH INSURANCE
10	WORKERS COMPENSATION
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14	MUNICIPAL ATAX FUND - PARKING MANAGEMENT AND FRONT BEACH MAINTENANCE
15	PRINT AND OFFICE SUPPLIES Supplies for kiosks & ticketing devices (\$6,000), residential parking decals/hangtags/booklets (\$9,000), enforcement supplies (\$5,000), parking lot annual passes (\$800). Repl kiosk covers in FY21 and FY24 (\$3,500)
16	BANK SERVICE CHARGES Processing fees paid for parking kiosk credit card transactions.
17	ELECTRIC AND GAS Landscape lighting in Front Beach area
18	TELEPHONE/CABLE Service for 3 call boxes (\$1,000) and internet service for 12 BSO enforcement tablets (\$3,000).
19	WATER AND SEWER Irrigation
20	NON-CAPITAL TOOLS & EQUIPMENT Provision for surveillance camera replacements if needed
21	MAINT & SERVICE CONTRACTS Sidewalks (\$5k) parking lot (\$5k), irrig (\$2.5k), lighting (\$2.5k), benches/cans (\$2k), road patch (\$5k), surveil camera maint (\$1.5k), table/printer maint (\$5k), kiosk internet svc & data downlds (\$10k). Expect replacement of 12 enforcement tablets and 12 printers in FY21 (\$12k total)
22	MACHINE/EQUIPMENT REPAIR Annual Parkeon maintenance contract for 18 kiosks
23	UNIFORMS BSO uniforms
24	STREET SIGNS Replace beach and/or parking signs as needed
25	INSURANCE Property & liability coverage on parking kiosks, lights and fixtures in Front Beach area
26	PROFESSIONAL SERVICES Includes all T2 Parking Enforcement program fees, including residential parking permit mgt (\$33,500) + amored car service for kiosk collections (\$1500)
27	CONTRACTED SERVICES Beach recycling collection and parking lot trash pickup contracts
28	MISCELLANEOUS Provision for unanticipated costs. Covers all parking and front beach maintenance.
29	CAPITAL OUTLAY Replace sections of white fencing in Front Beach area as needed. FY19- Replace 12 streetlight fixtures for estimated \$96,000. FY23 - Rehab Breach Inlet boat ramp and replace gate for an estimated cost of \$60,000.
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33	HOSPITALITY TAX FUND - PARKING MANAGEMENT AND FRONT BEACH MAINTENANCE
34	CAPITAL OUTLAY -
35	-
36	STATE ATAX FUND - PUBLIC RESTROI
37	ELECTRIC AND GAS -
38	WATER AND SEWER Includes outside showers
39	MAINT & SERVICE CONTRACTS Maintained higher budget despite lower YTD expense. Increased provision reflects goal to maintain current good condition of the renovated facility.
40	CLEANING/SANITARY SUPPLY Supplies for front beach restrooms
41	INSURANCE -
42	PROFESSIONAL SERVICES Backflow tests
43	CONTRACTED SERVICES Elevated forecast amounts to allow for increased costs associated with any new contracts.
44	MISCELLANEOUS -
45	CONSTRUCTION IN PROGRESS No construction anticipated in FY19-FY24
46	CAPITAL OUTLAY Parking kiosk replacements in FY19 came in approx \$10,000 under budget. No further replacements planned until FY25.
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1	CITY OF ISLE OF PALMS - BEACH REVENUE AND EXPENDITURE DETAIL *NOTES*
2	NOTES
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4	REVENUES - BEACH RESTORATION FUND (55), BEACH MAINTENANCE FUND (57) AND BEACH PRESERVATION FEE FUND (58)
5	DONATIONS OF CASH Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
6	GRANT REVENUE Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
7	INTEREST Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
8	OPERATING TRANSFERS IN Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
9	INTEREST INCOME Beach Maintenance Fund closed and replaced with Beach Preservation Fee Fund #58
10	OPERATING TRANSFERS IN Beach Maintenance Fund closed and replaced with Beach Preservation Fee Fund #58
11	OPERATING TRANSFERS OUT Beach Maintenance Fund closed and replaced with Beach Preservation Fee Fund #58
12	BEACH PRESERVATION FEE Follows forecast estimate of 3% annual increase in tourism revenues
13	INTEREST INCOME
14	OPERATING TRANSFERS OUT
15	
16	
17	EXPENDITURES - BEACH RESTORATION FUND (55), BEACH MAINTENANCE FUND (57) AND BEACH PRESERVATION FEE FUND (58)
18	DEBT SERVICE - PRINCIPAL Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
19	DEBT SERVICE - INTEREST Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
20	BANK SERVICE CHARGES Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
21	MAINT & SERVICE CONTRACTS Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
22	PROFESSIONAL SERVICES Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
23	BEACH NOURISHMENT Beach Restoration Project Fund closed. Beach Preservation Fee Fund #58 now holds all Beach funds.
24	PROFESSIONAL SERVICES Beach Maintenance Fund closed and replaced with Beach Preservation Fee Fund #58
25	BANK SERVICE CHARGES
26	MAINT & SERVICE CONTRACTS Matching fund provision for dune vegetation planting program
27	PROFESSIONAL SERVICES \$250k ea yr for post-storm sand scraping if needed, req'd post project monitoring (FY20,FY21 & FY23), ongoing monitoring of entire shoreline (\$35k ea yr), beach related legal fees (\$10k/yr), update beach mgt plan in FY22 for \$40k & \$700k in FY24 for potential design of next off-shore proj
28	CAPITAL OUTLAY \$100k per year to repair/replace/add beach walkovers + \$15k (FY20) or \$30k (FY21-FY24) per year to purchase additional mobi-mat material for beach accesses. FY19 expense less than budgeted.
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