



Ways and Means Committee

6:00 p.m., Tuesday, June 15, 2021

1207 Palm Boulevard, Isle of Palms, South Carolina

Public Comment:

All citizens who wish to speak during the meeting must email their first and last name, address and topic to City Clerk, Nicole DeNeane at nicoled@iop.net no later than **3:00 p.m. on the business day before** the meeting. Citizens may also provide public comment here: <https://www.iop.net/public-comment-form>

Agenda

1. **Call to order** and acknowledgment that the press and the public have been duly notified of the meeting in accordance with the Freedom of Information Act.
2. **Approval of previous meeting's minutes**- May 18, 2021
3. **Citizens' Comments** - All comments will have a time limit of three (3) minutes.
4. **Financial Statements** – Treasurer Debbie Suggs
Financial Reports, Project Worksheets & Financial Legal Analysis
5. **Capital Projects Reports**
 - a. Marina Restaurant Renovation
 - b. Marina Docks Rehabilitation
 - c. Phase III Drainage
 - d. Phase III Drainage Small Internal Projects
6. **Old Business**
Update on the American Rescue Plan and the City's funding allocation
7. **New Business**
 - a. Report of purchase of John Deere Gator UTV for Fire Department in an amount not to exceed \$20,000 [State contract purchase, FY21 Budget, State ATAX]
 - b. Report of purchase of jet ski for Fire Department in an amount not to exceed \$14,000 [FY21 Budget, State ATAX]
 - c. Report of repairs to the Public Safety Building gate in the amount of \$12,167 [FY21 Budget, Capital Projects]
 - d. Consideration of approval of the Axon body camera, in-car camera video software and data storage [State contract purchase, FY22 Budget]
 - e. Consideration of recommendation from the ATAX Committee of an application by the South Carolina Aquarium for funding in the amount of \$10,000 for the Turtle Trek 5k project
 - f. Consideration of recommendation from the ATAX Committee of an application by Veterans of Foreign Wars Post 3137 for funding in the amount of \$12,000 for facilities maintenance
 - g. Consideration of approval of an amount not to exceed \$65,000 for audio visual improvements for Council Chambers [FY22 Budget, Capital Projects Fund]

- h. Consideration of approval of an amount not to exceed \$34,000 for new agenda and video software [FY22 Budget, General Fund]
- i. Consideration of providing free parking in the Municipal Parking Lots from 5:00 – 8:00 p.m. to members of the IOP Cleanup Crew who participate in the beach sweeps on Monday afternoons
- j. Discussion related to the 42nd Avenue ADA boardwalk

8. Miscellaneous Business - Next meeting: 6:00 p.m., Tuesday, July 20, 2021

9. Executive Session – If needed.

10. Adjournment



**Ways & Means Committee Meeting
6:00pm, Tuesday, May 18, 2021
1207 Palm Boulevard, Isle of Palms, SC 29451
and Virtual Meeting via Zoom call due to COVID-19 Pandemic
broadcasted live on YouTube: <https://www.youtube.com/user/cityofisleofpalms>**

MINUTES

1. Call to Order

Present: Council members Pounds, Streetman, Popson, Bell, Buckhannon, Smith, Ward, Moye, and Mayor Carroll

Staff Present: Administrator Fragoso, Asst. Administrator Hanna, Treasurer Suggs, various City Department heads

Also Present: Kirby Marshall, Jack Harrelson

2. Approval of previous meeting's minutes

Mayor Carroll made a motion to approve the minutes of the April 20, 2021 meeting, and Council Member Bell seconded the motion. The motion passed unanimously.

3. Citizen's Comments

Council Member Ward thanked everyone who reached out to him during his recent stay in the hospital. He said he was glad to be at the meeting.

4. Financial Statements – Treasurer Suggs

Treasurer Suggs reviewed the financial reports with Committee members. She said, "The forecast predicts above budget revenues and below budget expenses." She stated that she adjusted the forecast for property taxes down slightly but went up on the forecasted numbers for business licenses and building permits. Parking revenues are still forecasted to come in below budget.

The forecast for General Fund expenditures remains unchanged from last month. Revenues are at 93% of the budget, and Treasurer Suggs anticipates ending the fiscal year \$2.5M ahead of the budget. Expenditures are at 63% of budget with the forecast projecting to end the year at \$20M. The current forecast predicts that the General Fund will have excess revenues over expenses of \$990,000. City Council will decide after the audit is complete how that overage is to be split.

Accommodations Tax revenues are strong, 16% ahead of FY20 and 11% ahead of FY19. The third quarter State Accommodations Tax payment received was 10% ahead of FY19 and FY20.

Treasurer Suggs reported that Charleston County expects to reinstate the County Accommodations Tax pass-through to the Isle of Palms in the amount of \$508,000 for this fiscal year. None of those monies have been received to date, and it has not been included in the forecast. She added, “The County also advises they have included \$385,000 in their budget for FY22, but they also said disbursements will be based on 20% of actual collections on the Isle of Palms.” The County also stated they are interested in a contract that would lay out the “20% arrangement” with the City.

Hospitality Tax is strong, but not yet back to pre-COVID levels, likely due to the lack of a marina restaurant and the closure of Wild Dunes. Local Option Sales Tax continues to perform strongly as compared to FY19 and FY20.

A review of the Drainage Phase 3 project worksheet shows payments to Thomas & Hutton as well as two payments to Gulfstream in the amount of \$330,000. The Public Safety Building Rehabilitation project worksheet details change order credits, unspent contingency monies, and materials savings reductions resulting in \$881,000 remaining unspent. Monies for the training room furniture and parking lot gate repair will be taken from this amount when invoiced.

Updating the Committee on the status of the smaller internal drainage projects, Administrator Fragoso reported that one component of the work at 41st Avenue will likely be delayed until after the season since it will require two weeks of road closures. Council Member Bell would like to see that work completed prior to the restaurant opening.

Council Member Pounds reviewed the legal expenses summary.

5. Old Business –none

A. Discussion and consideration of FY22 Draft Budget

Council Member Pounds no changes have been made to the budget since the last meeting. There will be a Public Hearing for the budget ahead of the City Council meeting next week when a Second Reading of the FY22 Budget will be considered.

B. Update on Marina Dock Rehabilitation Project

Kirby Marshall of ATM and Jack Harrelson of Salmons Dredging gave a brief update on the Marina Rehabilitation Project. He reported that the demolition of the restaurant and face docks went well. The new docks for that area will begin their trip towards the island next week. The gangway construction company is behind schedule. They expect those to be ready at the end of June. He shared a slide detailing the updated construction schedule. The goal is to have the restaurant and face docks completed by the July 4th weekend and the Charter docks completed by mid-August. Construction on the fuel dock will be done following Labor Day. Full project completion is anticipated for mid-November.

Mr. Marshall reported there are no significant lapses in the bulkhead coating. Reports detailing the required testing and thickness will be part of the final reports to the City upon project completion. Mr. Harrelson noted the contractors in charge of the bulkhead recoating have been

very diligent in their work and he feels confident about the work they have done. He also said that marine life affixing to the bulkhead also provides protection.

Council Member Popson stated that he met and spoke with the project manager for the marina rehabilitation and it is “clear they know what they are doing.” He believes the right company is doing the work at the marina.

Committee members briefly discussed the need for a bathymetric study of the marina.

Mr. Marshall and Mr. Harrelson described the process by which the fallen piling will need to be assessed and removed from the floor of Morgan Creek. The higher-than-anticipated cost for this particular project is as a result of the need for a three-person dive team and multiple sets of tools to complete the work.

C. Discussion and consideration of paid parking in 2022

Committee members discussed the need for continued work with SCDOT to resolve issues concerning paid parking. Council Member Moye said it will be necessary to be explicit in the goals and purpose of paid parking and “being very proactive in engaging both SCDOT as well as the broader community.” Mayor Carroll said all local communities need to engage in this conversation to make it easier for everyone to enjoy the beach in a “controlled and safe way.”

Committee members discussed the need to speak in opposition of S40 while it remains unsigned on Governor McMaster’s desk.

MOTION: Council Member Bell made a motion to direct City Administration “to work proactively with SCDOT to advance the City’s overall parking plan inclusive of potential paid parking and agreeable solutions that works for both our community and visitors to the island.” The matter will be remanded back to the Public Safety Committee for further guidance and discussion. Mayor Carroll seconded the motion. The motion passed unanimously.

6. New Business

A. Consideration of proposal from Salmons Dredging for the removal and disposal of pile laying on the seafloor adjacent to Dock C in the amount of \$17,230 [Marina Rehabilitation Project, Available Contingency \$372,635]

MOTION: Council Member Pounds made a motion to approve, and Council Member Streetman seconded the motion. The motion passed unanimously.

B. Consideration of recommendation from the Public Safety Committee of the purchase of a 2021 Ford Ranger in the amount not to exceed \$35,000 [State contract base price \$22,253] for the Fire Inspector [FY21 Budget, Capital Projects, Fire Department, Capital Outlay, \$1,994,687]

Administrator Fragoso noted this expense has been deferred many times and the truck needs to be replaced.

MOTION: Council Member Pounds made a motion to approve, and Council Member Bell seconded the motion. The motion passed unanimously.

C. Consideration of recommendation from the Public Works Committee of award of a contract in the amount of \$18,850 to Truluck Construction, Inc. to install drainage infrastructure and grading to address drainage issue at the intersection of 34th and Hartnett Boulevard [FY21 Budget, Capital Projects Fund, Public Works, Drainage Contingency, \$320,000, pg. 18, ln. 54]

Administrator Fragoso said this is the low bid for this project has been recommended by staff. Director Kerr said the project will be completed within 60 days of the company receiving the Notice to Proceed.

MOTION: Mayor Carroll made a motion to approve, and Council Member Bell seconded the motion. The motion passed unanimously.

D. Consideration of proposals for marina parking lot improvements and approval of an amount not to exceed \$50,000 for improvements per marina restaurant lease.

As more information is needed, discussion on this matter is deferred and will be discussed at the next City Council meeting.

E. Consideration of proposal from IPW for the installation of Mr. Boardwalk along the 42nd avenue beach access path in the amount of \$111,108 to be offset by Greenbelt Program funding [FY21 Budget, Beach Preservation Free Fund, Capital Outlay, Repair/Replace/Add Beach Walkovers, \$120,000]

As more information is needed, discussion on this matter is deferred and will be discussed at the next City Council meeting.

7. Miscellaneous Business

The next meeting of the Ways & Means Committee will be Tuesday, June 15, 2021 at 6pm.

8. Executive Session

MOTION: Council Member Pounds made a motion to move into Executive Session in accordance with Section 30-4-70(a)(1) to discuss personnel matters related to the City Administrator. Council Member Streetman seconded the motion. The motion passed unanimously.

The Ways & Means Committee moved into Executive Session at 7:28pm.

The Ways & Means Committee returned from Executive Session at 7:44pm. Council Member Pounds said no decisions were made.

Council Member Moye spoke highly of City Administrator Fragoso's "dedication, work, skill, and tact" over the past 18 months.

MOTION: Council Member Moye made a motion “to provide a compensation increase above and beyond the budgeted approval in the amount of 6% to the City Administrator retroactive to” January 1, 2021. Council Member Ward seconded the motion. The motion passed unanimously.

9. Adjournment

Council Member Buckhannon made a motion to adjourn and Council Member Moye seconded the motion. The meeting was adjourned at 7:47pm.

Respectfully submitted,

Nicole DeNeane
City Clerk

City of Isle of Palms
Financial Statement Summary as of May 31, 2021
(Dollars in Thousands)

	REVENUES						TRANSFERS IN / (OUT)						EXPENDITURES						YTD Actual Net Rev & Exp
	YTD Actual	Annual Budget	Remaining to Collect	YTD Actual as a % of Budget	Current Annual Forecast	Forecast Above or (Below) Budget	YTD Actual	Annual Budget	Remaining to Transfer	YTD Actual as a % of Budget	Current Annual Forecast	Forecast Above or (Below) Budget	YTD Actual	Annual Budget	Remaining to Spend	YTD Actual as a % of Budget	Current Annual Forecast	Forecast Above or (Below) Budget	
General	\$ 10,515	\$10,663	\$ 148	99%	\$ 12,329	\$ 1,666	\$ -	\$ 693	\$ (693)	0%	\$ (297)	\$ (990)	\$ 9,787	\$ 11,356	\$ 1,569	86%	\$ 11,411	\$ 55	728
Capital Projects	3,534	3,280	(254)	108%	3,617	337	-	184	(184)	0%	1,174	990	2,974	7,535	4,561	39%	3,121	(4,414)	560
Muni Accom Tax	786	829	43	95%	1,149	320	-	(291)	291	0%	(291)	-	1,010	1,384	374	73%	1,467	83	(224)
Hospitality Tax	480	640	160	75%	593	(47)	-	(218)	218	0%	(218)	-	584	1,058	474	55%	872	(186)	(104)
State Accom Tax	1,374	1,460	86	94%	1,988	528	-	(584)	584	0%	(584)	-	1,159	1,655	496	70%	1,591	(64)	215
Beach Prserv Fee	790	832	42	95%	1,152	320	-	-	-	-	-	-	9	294	285	3%	294	-	781
Marina	323	297	(26)	109%	271	(26)	-	216	(216)	0%	216	-	543	1,105	562	49%	999	(106)	(220)
Disaster Recovery	5	52	47	10%	10	(42)	-	-	-	-	-	-	-	10	10	0%	-	(10)	5
All Other	171	165	(6)	104%	170	5	-	-	-	-	-	-	158	162	4	98%	156	(6)	13
Total All Funds	\$ 17,978	\$18,218	\$ 240	99%	\$ 21,279	\$ 3,061	\$ -	\$ -	\$ -	0%	\$ -	\$ -	\$ 16,224	\$ 24,559	\$ 8,335	66%	\$ 19,911	\$ (4,648)	\$ 1,754
FY20	14,189												13,923						266

General Fund YTD Revenues							
	FY21 YTD Actual	FY21 Budget	% of FY21 Budget	FY20 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast Above/ (Below) Budget
Prop Tax	\$ 4,703	\$ 4,757	99%	\$ 4,414	107%	\$ 4,753	\$ (4)
LO Sales Tax	651	641	102%	534	122%	906	265
Business Lic	1,519	1,012	150%	1,308	116%	1,563	551
Rental Lic	920	750	123%	983	94%	927	177
Other Lic (Insurnce/Utilities)	204	1,281	16%	227	90%	1,376	95
Build Pmts	661	338	196%	389	170%	675	337
From State	179	215	83%	205	87%	264	49
Parking	1,024	1,211	85%	707	145%	1,211	-
All Other	654	458	143%	533	123%	654	196
Total	\$10,515	\$ 10,663	99%	\$ 9,300	113%	\$ 12,329	\$ 1,666

General Fund YTD Expenditures (YTD target = 92%)							
	FY21 YTD Actual	FY21 Budget	% of FY21 Budget	FY20 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast (Above)/ Below Budget
Mayor/Council	\$ 115	\$ 145	79%	\$ 124	93%	\$ 136	\$ 9
General Govt	1,631	2,041	80%	1,421	115%	2,041	-
Police	2,315	2,707	86%	2,117	109%	2,688	19
Fire	2,975	3,286	91%	3,071	97%	3,411	(125)
Public Works	1,265	1,391	91%	1,182	107%	1,431	(40)
Build & Lic	363	422	86%	370	98%	427	(5)
Recreation	833	1,038	80%	818	102%	968	70
Judicial	221	224	99%	181	122%	226	(2)
BSOs	69	102	68%	60	115%	83	19
Total	\$ 9,787	\$ 11,356	86%	\$ 9,344	105%	\$ 11,411	\$ (55)

City of Isle of Palms Supplemental Financial Information as of May 31, 2021 (*Dollars in Thousands*)

Cash Balances		
	5/31/2021	5/31/2020
General Fund	5,655	3,696
<i>As a % of GF Exp (target is > 30%)</i>	<i>50%</i>	<i>33%</i>
Capital Projects	6,112	4,948
Disaster Recovery	2,735	2,617
Marina	2,657	506
Tourism Funds	3,956	5,189
Beach Preservation	4,235	3,279
Other Restricted	152	137
Total All Cash	25,502	20,372
Deposits at LGIP (.1088%)	24,132	95%
Deposits at BBT	1,370	5%
RESTRICTED CASH	8,343	33%

Fund Balances					
Fund	6/30/2020 Audited Fund Balance (Note 1)	FY21 YTD Actual Net Revenues & Transfers Less Expenses	Current Actual Fund Balance	6/30/21 Budgeted Fund Balance	6/30/21 Forecast Fund Balance
General Fund	\$ 3,648	\$ 728	4,376	\$ 3,648	\$ 4,269
Capital Projects	6,141	560	6,701	2,070	7,811
Muni Accom Tax	1,284	(224)	1,060	438	675
Hospitality Tax	1,113	(104)	1,009	477	616
State Accom Tax	1,681	215	1,896	902	1,494
Beach Funds	3,454	781	4,235	3,992	4,312
Marina (See Note 1)	639	(220)	419	47	127
Disaster Recovery	2,810	5	2,815	2,852	2,820
All Other	139	13	152	142	153
Total All Funds	\$ 20,909	\$ 1,754	\$ 22,663	\$ 14,568	\$ 22,277

Note 1: The comparable amount for the Marina Enterprise Fund is not Fund Balance, but Net Position. To be consistent with the presentation of the other funds, the amount included here for the Marina is the Unrestricted Net Position, which does not include \$6,000,000 of net fixed assets. Unrestricted net position is approx = cash for the Marina.

May Notes:

- Total City YTD revenues are \$17,978,000 or 99% of the FY21 budget of \$18,218,000. The current forecast estimates that the City will end the year with total revenues of \$21,279,000, which is \$3,061,000 or 17% ahead of budget.
- Total City YTD expenditures are \$16,224,000 which is 66% of the FY21 budget of \$24,559,000. The current forecast projects total FY21 expenditures of approximately \$19,911,000. Projects budgeted for FY21 that have been moved to FY22 include Drainage Phase (\$3,375,000) and the replacement of a Fire Engine (\$300,000).
- The current forecast predicts General Fund revenues will exceed General Fund expenditures by approximately \$1,611,000 for the fiscal year ending 6/30/21. The forecast assumes the \$990,000 will be transferred to the Capital Projects Fund, but this treatment won't be finalized by City Council until the year-end audit is completed.
- General Fund expenditures are forecast to end the year approximately \$55,000 higher than the budget (significantly less than forecasted earlier). The primary drivers of this increase are all payroll related and include 1) higher than budgeted overtime in the Fire Dept due to several medical leaves of absence, 2) higher than budgeted wages in Public Works due to a CDL position that was filled earlier than expected, 3) unbudgeted part-time wages in Public Works for a public restroom attendant (budgeted as contract svcs in State Atax Fund) and 4) the re-instatement of the FY20 merit pool that was deferred due to Covid-19.
- The City has \$25.7 million in cash deposits. Approximately \$5.9 million of this total represents unspent bond proceeds and \$8.3 million is restricted for tourism related expenditures or beach preservation.

CITY OF ISLE OF PALMS
LEGAL EXPENSES - JUNE 2020 TO MAY 2021

Legal Issue	City of IOP	Marina	Grand Total
TWWS		64,003	64,003
City Prosecutor	55,055		55,055
GO Bonds	25,300	15,000	40,300
Parking	22,658		22,658
General	21,760		21,760
Marker116 Lease		20,762	20,762
Illegal Tree Cutting	9,960		9,960
Marina		8,684	8,684
Covid	5,986		5,986
Indigent Attorney	4,000		4,000
Labor Attorney	3,705		3,705
Morgan Creek Grill		3,450	3,450
Grand Total	148,423	111,898	260,321

**Heads in
Beds in**

100% reduction
75% reduction
50% reduction
25% reduction

JUN
JUL
AUG
SEPT
OCT
NOV
DEC
JAN
FEB
MAR
APR
MAY
JUN

Assume normal tourism activity resumes by July 2021 (FY22)

Incr from FY15 -4%	Incr from FY16 0%	Incr from FY17 10%	Incr from FY18 -3%	Incr from FY19 -17%	Incr from FY20 16%	Incr from FY20 -9%
		<i>Jul-Apr only</i>	<i>858,189</i>	<i>823,646</i>	<i>955,545</i>	
		<i>% Change fr FY19</i>		<i>-4%</i>	<i>11%</i>	

City of Isle of Palms Revenue w/ Forecasted Declines Related to Covid-19

State Accommodations Tax (Tourism-Related Only)

	FY16	FY17	FY18	FY19	FY20	FY21	FY21 BUDGET
Sept Qtr	518,796	520,784	518,028	546,269	580,306	553,971	435,230
Dec Qtr	179,446	178,830	202,803	203,067	181,550	252,012	136,162
Mar Qtr	66,294	61,586	71,773	103,097	88,638	132,256	66,479
June Qtr	364,938	407,460	413,234	445,779	242,893		334,334
Total Fiscal Yr	1,129,474	1,168,660	1,205,838	1,298,212	1,093,387	938,239	972,204
	1.7%	3.5%	3.2%	7.7%	-15.8%	10.3%	-11.1%
	Incr from FY15	Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY20
	Jul-Mar only			852,434	850,494	938,239	
	% Change fr FY19				0%	10%	

Heads in
Beds in

Jun-Aug
Sept-Nov
Dec-Feb
Mar-May

100% reduction
75% reduction
50% reduction
25% reduction

Assume normal
economic activity
resumes by July
2021 (FY22)

Chas County ATax Pass-Through

	FY16	FY17**	FY18	FY19	FY20	FY21	FY21 BUDGET
1st Payment	276,704	520,000	327,750	381,000	370,500	-	-
2nd Payment	208,390	-	109,250	127,000	-	-	-
Total Fiscal Yr	485,093	520,000	437,000	508,000	370,500	-	-
	1%	7%	-16%	16%	-27%		-100%
	Incr from FY15	Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY20

Charleston County representatives have notified the City to expect a reinstated pass-through of \$508k for FY21; however, no funds have been received. The County also advises they have included a \$385k pass-through for FY22, but disbursements will be based on 20% of actual Atax collections on the IOP.

City of Isle of Palms Revenue w/ Forecasted Declines Related to Covid-19

Hospitality Tax						
	FY16	FY17	FY18	FY19	FY20	FY21 BUDGET
JUL	83,038	85,051	89,309	104,681	88,238	44,119
AUG	87,110	93,123	98,883	101,031	106,673	80,005
SEPT	70,725	77,619	81,373	78,014	78,129	58,597
OCT	66,113	68,348	56,439	69,394	76,033	57,025
NOV	40,576	46,488	70,905	65,210	66,929	50,197
DEC	61,052	40,557	41,260	38,440	56,591	42,443
JAN	24,864	27,883	19,085	31,905	28,058	21,043
FEB	29,443	27,947	28,826	27,373	27,574	20,681
MAR	27,586	39,785	49,744	40,741	21,853	30,556
APR	50,531	57,961	66,633	66,425	12,956	49,819
MAY	71,297	85,246	79,870	85,134	15,429	63,851
JUNE	79,858	92,137	87,753	100,621	46,102	75,466
Deduct last July	(83,038)	(85,051)	(89,309)	(104,681)	(88,238)	(44,119)
Add next July	85,051	89,309	104,681	88,238	66,947	66,179
Total Fiscal Year	694,206	746,402	785,452	792,527	603,275	615,860
	Incr fr FY15 1%	Incr fr FY16 8%	Incr fr FY17 5%	Incr fr FY18 1%	Incr fr FY19 -24%	Incr fr FY20 -6%
			Jul-May only % Change fr FY19	708,349	578,463 -18%	544,715 -23%

Food/Bev
Sold in

JUN
JUL
AUG
SEPT
OCT
NOV
DEC
JAN
FEB
MAR
APR
MAY

100% reduction
75% reduction
50% reduction
25% reduction

Assume normal
tourism activity
resumes by July
2021 (FY22)

JUN

City of Isle of Palms Revenue w/ Forecasted Declines Related to Covid-19

Beach Preservation Fee							
	FY16	FY17	FY18	FY19	FY20	FY21	FY21 BUDGET
JUL	162,228	161,068	192,666	199,724	195,287	172,336	172,336
AUG	191,610	218,620	181,842	209,600	213,067	169,596	159,800
SEPT	149,350	136,141	157,274	152,535	152,561	186,938	114,421
OCT	90,398	77,500	75,353	79,534	75,506	129,033	56,629
NOV	61,647	57,777	64,256	63,444	65,882	66,090	49,412
DEC	33,233	36,937	32,877	40,182	34,301	71,683	25,726
JAN	25,309	28,217	28,859	25,836	32,335	34,025	24,251
FEB	20,313	15,332	18,317	13,666	18,596	26,709	13,947
MAR	16,918	20,485	21,562	19,983	9,690	31,080	14,987
APR	51,082	51,166	53,213	53,685	26,422	68,055	40,264
MAY	70,954	92,529	88,875	90,800	7,181		68,100
JUNE	94,270	95,768	94,112	97,999	55,311		73,499
Deduct last July	(162,228)	(161,068)	(139,501)	(199,724)	(195,287)	(172,336)	(172,336)
Add next July	161,068	139,501	199,724	195,287	172,336		146,465
Total Fiscal Year	966,152	969,974	1,069,429	1,042,551	863,187	783,209	787,500

Incr from FY16 0%	Incr from FY17 10%	Incr from FY18 -3%	Incr from FY19 -17%	Incr from FY20 16%	Incr from FY20 -9%
Jul-Apr only % Change fr FY19		858,190	823,646 -4%	955,545 11%	

Heads in
Beds in

JUN
JUL
AUG
SEPT
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DEC
JAN
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APR
MAY

100% reduction
75% reduction
50% reduction
25% reduction

Assume normal
economic activity
resumes by July
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JUN

City of Isle of Palms Revenue w/ Forecasted Declines Related to Covid-19

Local Option Sales Tax					
	FY18	FY19	FY20	FY21	FY21 BUDGET
AUG	83,614	88,713	93,221	87,833	69,916
SEPT	73,671	72,557	83,456	83,149	62,592
OCT	61,352	63,829	62,752	71,963	47,064
NOV	61,040	61,435	65,514	68,054	49,135
DEC	49,732	54,748	59,951	67,342	44,964
JAN	55,282	57,483	64,996	69,592	48,747
FEB	43,314	48,026	53,263	58,840	39,947
MAR	47,589	49,240	50,882	60,533	36,930
APR	60,349	65,794	43,070	83,678	49,346
MAY	77,153	85,394	56,012		64,046
JUNE	70,879	78,238	74,078		58,678
JULY	88,382	92,504	92,789		69,378
Total Fiscal Year					
	772,357	817,962	799,984	650,984	640,742
	Incr from FY17	Incr from FY18	Decr from FY19	Change from FY20	Incr from FY20
		5.9%	-2.2%	12.8%	-19.9%
	Aug-Apr only	561,826	577,104	650,984	
	% Change fr FY19		3%	16%	

When Sales Occurred

JUL
AUG
SEPT
OCT
NOV
DEC
JAN
FEB
MAR
APR
MAY
JUN

100% reduction
75% reduction
50% reduction
25% reduction

Assume normal economic activity resumes by July 2021 (FY22)

City of Isle of Palms
Marina Dock Replacement & Bulkhead Recoating

Contracts and Change Orders Received:

9/10/2018	ATM Eng, Design, Permit, Plans & Bid Docs for Marina Dock Rehabilitation (Tasks 1-4)
3/25/2019	ATM Bulkhead recoating - develop maint protocol, bidding and construction svcs
8/5/2019	ATM Chg Order #2 -modification to facilitate additional marina design and bidding services including coastal conditions assessment, dock areas B&C design development, bidding documents, technical specs, bid pkg development & bidding services. (Tasks 6*-9)
7/28/2020	ATM Chg Order #4 DHEC water/wastewater permits, Clean Vessel Act grant app, dock constr admin
9/22/2020	Salmons Dredging Contract (includes \$86k IPE decking and \$804k bulkhead recoating)
10/27/2020	Salmons Change Order #1 - Builders Risk Insurance
11/13/2020	Salmons Change Order #2 - move watersports dock for regulatory compliance
12/11/2020	Salmons Change Order #3 - remove pony float
12/18/2020	Salmons Change Order #4 - eliminate joint sealant requirement
1/7/2121	Salmons Change Order #5 - relocate and install CT cabinet and meter
1/25/2021	Salmons Change Order #6 - relocate transformer
3/2/2021	Salmons Change Order #7 - fuel hut

Project Expenditures:

Invoice Date	Payee	Description of Work
2/1/2019	ATM	Design, engineering & permitting
5/29/2019	ATM	Consulting on bulkhead recoating
7/10/2019	SC DHEC - OCRM	marina dock permit application fee
8/1/2019	ATM	Design, engineering & permitting
9/25/2019	ATM	Design, engineering & permitting
12/1/2019	ATM	Design, engineering & permitting
1/1/2020	ATM	Design, engineering & permitting
3/31/2020	ATM	plans, specs & bid documents, Dock B&C design, bid pkg
4/24/2020	Army Corp of Engineers	permit fee
5/6/2020	ATM	plans, specs & bid documents, Dock B&C design
6/30/2020	ATM	plans, specs & bid documents, Dock B&C design, bid pkg
8/7/2020	ATM	bidding services & CVAP grant application
9/11/2020	ATM	bidding, permitting and CVAP grant application

FY19 Spending on docks (Total FY19 Budget = \$600k)	24,600
FY20 Spending on docks (Total FY20 Budget = \$147k)	107,257
FY21 Budget (\$2,875k docks + \$334k bulkhead recoat)	3,209,000
Contracts issued + City's contingency	(4,521,508)
Budget Funds Remaining	(1,180,651)

Plan, Design, Permitting & Bidding	Bulkhead Recoating	Dock Construction incl Fuel Hut	Contingency (incls provision for Builders Risk Insurance)	Total
62,000				62,000
	21,000			21,000
68,000				68,000
66,500				66,500
	804,400	2,832,216	667,392	4,304,008
		50,215	(50,215)	-
		23,634	(23,634)	-
		3,195	(3,195)	-
	(37,000)	-	37,000	-
		3,020	(3,020)	-
		12,288	(12,288)	-
		224,404	(224,404)	-
196,500	788,400	3,148,973	387,635	4,521,508

Project Expenditures, continued:

Invoice Date	Payee	Description of Work	Plan, Design, Permitting & Bidding	Bulkhead Recoating	Dock Construction incl Fuel Hut	Contingency (incl provision for Builders Risk Insurance)	Total
10/14/2020	Salmons Dredging	Pay App #1 - marine structure, performance bond			250,200		250,200
11/6/2020	ATM	permitting, grant application, construction admin	14,151				14,151
11/17/2020	ATM	Consulting on bulkhead recoating		945			945
11/24/2020	First Tryon	Financial Advisor for bond issue				7,500	7,500
11/24/2020	Pope Flynn/Womble	Bond Attorneys				7,500	7,500
12/14/2020	ATM	CVAP grant application and construction admin	13,524				13,524
12/15/2020	ATM	Consulting on bulkhead recoating		1,649			1,649
12/30/2020	Salmons Dredging	Pay App #2		187,920	69,340		257,260
1/20/2021	ATM	Consulting on bulkhead recoating		1,879			1,879
1/25/2021	ATM	Design, engineering & permitting	20,294				20,294
1/29/2021	Salmons Dredging	Pay App #3		140,522	153,216		293,738
2/18/2021	ATM	Consulting on bulkhead recoating		477			477
2/26/2021	ATM	Design, engineering & permitting	10,416				10,416
2/28/2021	Salmons Dredging	Pay App #4		121,720	220,924		342,643
3/24/2021	ATM	Consulting on bulkhead recoating		808			808
3/31/2021	Salmons Dredging	Pay App #5		197,060	326,655		523,715
4/30/2021	Salmons Dredging	Pay App #6			151,200		151,200
Total paid			186,884	667,480	1,171,535	15,000	2,040,898
Remaining on contracts			9,617	120,920	1,977,438	372,635	2,480,610

City of Isle of Palms
Drainage Phase 3

Contracts and Change Orders Approved :

Thomas & Hutton	11/27/2018	Proj .0000 - Outfall Study - surveying, needs assessment & conceptual design
Thomas & Hutton	correction	Proj .0000 - Change Order #1 for Project Admin & Meetings
Thomas & Hutton		Proj .0002 - preliminary assessment of small but high impact projects in basin
Thomas & Hutton		Proj .0003 - design, eng & permitting for small but high impact projects in basin
Thomas & Hutton		Proj .0004 - design, eng & permitting for outfalls @ 30th Ave & Forest Trail + 41st Ave impro
Thomas & Hutton	6/23/2020	Proj .0005 - conceptual assessment of Waterway Blvd elevation study
Thomas & Hutton	7/28/2020	Proj .0003 CO - bidding & construction admin services for internal drainage projects
Thomas & Hutton		Proj .0004 CO - additional permitting efforts for outfalls
Gulf Stream Construction		Construction Contract, internal drainage projects

Project Expenditures:

Invoice Date	Invoice #	Payee	Description of Work
FY 2019		Thomas & Hutton Engineering	Engineering & Design Fees, Projects .00 and .02
FY 2020		Thomas & Hutton Engineering	Engineering & Design Fees, .00, .02, .03 & .04
YTD FY 2021		Thomas & Hutton Engineering	Engineering & Design Fees, .03, .04 & .05
1/1/21		SCDHEC/OCRM	permit
4/1/21		Gulf Stream Construction	Pay App #1
4/22/21		Gulf Stream Construction	Pay App #2
6/1/21		Gulf Stream Construction	Pay App #3
			Total paid
			Remaining on contracts

FY19 Project Spending	93,052
FY20 Project Spending	134,935
FY21 Budget for Small Project Contruction	500,000
FY21 Budget for Outfall Construction	3,120,000
Contracts/Change Orders	(1,133,932)
Budget Funds Remaining	2,714,055

Engineering & Design	Project Admin	Construction	Contingency	Total
100,800				100,800
-	13,000		-	13,000
23,300			-	23,300
62,600				62,600
229,500				229,500
18,900				18,900
30,000				30,000
43,300				43,300
		612,532		612,532
508,400	13,000	612,532	-	1,133,932

87,437	5,615	-	-	93,052
154,087	7,386	-	-	161,473
190,554	-	-	-	190,554
250				250
		239,853		239,853
		93,969		93,969
		89,107		89,107
432,078	13,000	422,929	-	868,257
76,322	-	189,603	-	265,674

City of Isle of Palms
Public Safety Building Repair

FY19 Spending (Phase I)	105,092
FY20 Spending (Phases II and III)	2,272,838
FY21 Capital Project Fund Budget	3,039,374
FY21 Muni Atax Fund Budget	432,040
FY21 State Atax Fund Budget	432,040
Total Project Cost Estimate	6,281,385
Contracts/Change Orders/Relocation	(5,265,448)
Estimated City Contingency	(714,004)
Budget Funds Remaining	301,933

Contracts and Change Orders Received:

Trident Construction Phase I	Investigative work & scope development
Trident Construction Phase II	Design and Engineering
Trident Construction Phase III	Permit Set Pricing w/ flat roof awning (no portico)
Trident Change Order Credit	Contingency Reduction
Trident Change Order Credit	Materials Savings Reduction
William Scotsman, Extra Space Storage, etc	3 Construction trailers for personnel, storage units, supplies
Insight Group	Owners Representative
City Contingency remaining	

Investigation & Design	Construction Admin	Construction	Owners' Rep	Relocation Costs	City's Conting	Total
95,267						95,267
395,647						395,647
33,828	37,851	4,788,833				4,860,512
		(223,578)				(223,578)
		(39,241)				(39,241)
				150,000		150,000
			26,840			26,840
				42,489	671,515	714,004
524,742	37,851	4,526,015	26,840	192,490	671,515	5,979,452

Project Expenditures:

Invoice Date	Payee	Description of Work
--------------	-------	---------------------

5/8/19	Trident Construction	Phase I - Pay App #1	86,420	86,420
6/30/19	Trident Construction	Phase I - Pay App #2	8,847	8,847
10/30/19	Trident Construction	Phase II - Pay App #1	131,049	131,049
1/9/20	Trident Construction	Phase II - Pay App #2	136,142	136,142
1/27/20	Dominion Energy	secondary utility pole for trailers		832
1/21/20	Lowe's	storage boxes		47
FY19	Williams Scotsman	rent on construction trailer		9,825
FY20	Williams Scotsman	rent on construction trailers		64,614
FY20	Extra Space Storage	storage unit rent		1,634
FY21	Williams Scotsman	rent on construction trailers		44,704
FY21	Extra Space Storage	storage unit rent		1,546
2/1/2020	Home Depot/Amazon	parts for trailer setup PD		479
2/10/20	MJK Electric	setup 400Amp electrical meter base		4,150

Public Safety Building Repair Project Expenditures continued:

Invoice Date	Payee	Description of Work	Investigation & Design	Construction Admin	Construction	Owners' Rep	Relocation Costs	City's Conting	Total
2/17/20	Trident Construction	Phase II - Pay App #3	28,065	7,154	3,561				38,779
2/21/20	Royall Hardware	shower for FD trailer					327		327
2/24/20	Lowe's	parts for trailer setup					67		67
3/3/20	MJK Electric	electrical hookup for 3 trailers					7,500		7,500
3/31/20	Various	supplies & furnishing for trailers					6,228		6,228
3/16/20	Bishop & Sons Plumbing	plumbing hookout for 3 trailers					9,500		9,500
3/20/20	MJK Electric	hookup for stove and water heater trailer					1,950		1,950
3/16/20	SC Muni Insurance Rsv Fund	builders risk coverage for PSB						11,390	11,390
4/3/20	Technology Solutions	wiring, accessories & labor for moving IT svc to trailers					8,360		8,360
4/10/20	Miles Pearson	installed 2 fax lines in PD trailer					180		180
4/13/20	Office Depot	power supply					57		57
4/1/20	Home Depot	supplies and storage totes					636		636
4/13/20	Bishop & Sons Plumbing	plumbing hookout for 3 trailers					1,210		1,210
5/1/20	Trident Construction	Phase III Pay App #4	56,641	8,516	216,660				281,817
5/1/20	Trident Construction	Phase III Pay App #5			497,292				497,292
5/7/20	Insight Group, LLC	3rd Party Inspector				1,870			1,870
5/7/20	Homemedics	air purifiers for Police trailer					330		330
6/1/20	Trident Construction	Phase III Pay App #6	10,800		538,496				549,296
6/3/20	Lowe's, HomeDepot, etc	supplies for trailers					1,239		1,239
6/19/20	Insight Group, LLC	3rd Party Inspector				2,888			2,888
6/22/20	Service Master of Charleston	sanitize and transport furnishings from PSB					9,494		9,494
6/30/20	Trident Construction	Phase III Pay App #7	8,526		494,956				503,483
7/25/20	Costco/Lowe's	13x13 Canopy Shelters for equipment					474		474
7/31/20	Trident Construction	Phase III Pay App #8	11,596		491,493				503,088
8/31/20	Home Depot	storm prep and trailer maintenance supplies					634		634
9/1/20	Trident Construction	Phase III Pay App #9	11,596		592,809				604,405
9/1/20	Insight Group, LLC	3rd Party Inspector				5,775			5,775
9/1/20	Insight Group, LLC	Chapter 17 testing services					908		908
9/25/20	Office Depot/Home Depot	wall plate/air filters					65		65
10/1/20	Technology Solutions	ran new CAT 6 cable damaged during construction					498		498
10/2/20	Home Depot	3 Refrigerators for Fire Dept					3,868		3,868
10/7/2020	Trident Construction	Phase III Pay App #10	1,907		496,870				498,778
10/19/20	Insight Group, LLC	3rd Party Inspector and Chapter 17 testing svcs				5,825	640		6,465
10/26/20	All American Awards	dedication plaque						2,614	2,614
10/27/20	Bishop & Sons Plumbing	disconnect trailer plumbing					1,115		1,115

Public Safety Building Repair Project Expenditures continued:

Invoice Date	Payee	Description of Work
10/28/20	Docu Graphics	move copiers from trailers to PSB
10/31/20	Home Depot/Lowe's/Amazon	misc furnishings and supplies for PSB
11/9/20	Technology Solutions	move network from trailers to PSB
11/13/20	Schindler Elevator	elevator repair
11/17/20	Trident Construction	Phase III Pay App #11
11/19/20	Blitch Plumbing	plumbing repairs
11/29/20	Insight Group	3rd Party Inspector & Chapter 17 structural steel testing
11/30/20	Home Depot/Lowe's/Walmart	misc furnishings and supplies for PSB
12/9/20	Trident Construction	Phase III Pay App #12
12/17/20	Blitch Plumbing	plumbing repairs
12/29/20	Lowe's	misc furnishings and supplies for PSB
1/8/21	Insight Group	3rd Party Inspector & Chapter 17 structural steel testing
1/31/21	Lowe's	supplies for PSB and PSB storage unit
11/2/20	East Cooper Lock & Safe	remove keypad from trailer
2/1/21	Trident Construction	Pay App #13
2/10/21	Lowe's & Home Depot	supplies for shed
3/1/21	Wal-Mart	supplies
4/27/21	Trident Construction	Pay App #14
		Training room furniture (not yet invoiced)
		Parking lot gate repair (estimate, not yet invoiced)
		Total paid
		Remaining on contracts

Investigation & Design	Construction Admin	Construction	Owners' Rep	Relocation Costs	City's Conting	Total
				645		645
				3,105		3,105
				1,920		1,920
				671		671
23,547		606,965				630,512
				471		471
			2,980			2,980
				432		432
		524,951				524,951
				210		210
				1,062		1,062
			330			330
				243		243
				323		323
		36,290				36,290
				243		243
				54		54
9,606	22,181	25,672				57,459
					24,058	24,058
					15,000	15,000
524,742	37,851	4,526,015	19,667	192,490	53,062	5,353,827
(0.00)	(0.00)	(0)	7,173	-	618,452	625,625

Total unused contingency + material savings 881,271



JOHN DEERE

5045205085

YOUR CONTRACT. YOUR QUOTE. YOUR HELP REQUESTED.

**Ensure your equipment arrives with no delay.
Issue your Purchase Order or Letter of Intent.**

To expedite the ordering process, please include the following information in Purchase Order or Letter of Intent:

For any questions, please contact:

- ☐ Shipping address
- ☐ Billing address
- ☐ Vendor: John Deere Company
2000 John Deere Run Cary,
NC 27513
- ☐ Contract name and/or number
- ☐ Signature
- ☐ Tax exempt certificate, if applicable

Joe Breland

Blanchard Equipment Co. Inc.
984 Highway 15 North
Saint George, SC 29477

Tel: 843-563-4522

Fax: 843-563-9557

Email: jbreland@blanchardequipment.com



JOHN DEERE



ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580; DUNS#: 60-7690989

919-804-2000

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Blanchard Equipment Co. Inc.
984 Highway 15 North
Saint George, SC 29477
843-563-4522
vstock@blanchardequipment.com

Quote Summary

Prepared For:

Isle Of Palms Fire Dept.
SC

Delivering Dealer:

Blanchard Equipment Co. Inc.
Joe Breland
984 Highway 15 North
Saint George, SC 29477
Phone: 843-563-4522
jbreland@blanchardequipment.com

Quote ID: 24575270
Created On: 02 June 2021
Last Modified On: 03 June 2021
Expiration Date: 02 July 2021

Equipment Summary	Suggested List	Selling Price	Qty	Extended
JOHN DEERE GATOR™ XUV825M S4 (Model Year 2022)	\$ 18,914.00	\$ 16,455.18 X	1 =	\$ 16,455.18
Free Basic Warranty Inspection	Included, Value of \$ 0.00	\$ 0.00 X	1 =	\$ 0.00
Because of Your Service	Included, Value of \$ 0.00	\$ 0.00 X	1 =	\$ 0.00

Contract: SC Comm Grounds Maint Equip Phase II 4400018714 (PG 8P CG 22)

Price Effective Date: June 1, 2021

Equipment Total **\$ 16,455.18**

* Includes Fees and Non-contract items

Quote Summary

Equipment Total \$ 16,455.18

Trade In

SubTotal **\$ 16,455.18**

Sales Tax - (9.00%) \$ 1,480.97

Est. Service \$ 0.00

Agreement Tax

Total \$ 17,936.15

Down Payment (0.00)

Rental Applied (0.00)

Balance Due \$ 17,936.15

Salesperson : X _____

Accepted By : X _____

**JOHN DEERE**

Selling Equipment

Quote Id: 24575270

Customer Name:

ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):

Deere & Company
2000 John Deere Run
Cary, NC 27513
FED ID: 36-2382580; DUNS#: 60-7690989

ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:

Blanchard Equipment Co. Inc.
984 Highway 15 North
Saint George, SC 29477
843-563-4522
vstock@blanchardequipment.com

JOHN DEERE GATOR™ XUV825M S4 (Model Year 2022)

Hours:

Stock Number:

Suggested List *

Contract: SC Comm Grounds Maint Equip Phase II
4400018714 (PG 8P CG 22)

\$ 18,914.00

Selling Price *

\$ 16,455.18

Price Effective Date: June 1, 2021

* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
57E8M	GATOR™ XUV825M S4 (Model Year 2022)	1	\$ 16,999.00	13.00	\$ 2,209.87	\$ 14,789.13	\$ 14,789.13
Standard Options - Per Unit							
001A	US/Canada	1	\$ 0.00	13.00	\$ 0.00	\$ 0.00	\$ 0.00
0505	Build To Order	1	\$ 0.00	13.00	\$ 0.00	\$ 0.00	\$ 0.00
1008	Yellow Alloy Wheels/Maxxis Bighorn Radial Tires	1	\$ 385.00	13.00	\$ 50.05	\$ 334.95	\$ 334.95
2006	Bench Seat - Yellow	1	\$ 0.00	13.00	\$ 0.00	\$ 0.00	\$ 0.00
2351	Park Position in Transmission W/ Secondary Park Brake	1	\$ 412.00	13.00	\$ 53.56	\$ 358.44	\$ 358.44
2500	Green and Yellow	1	\$ 0.00	13.00	\$ 0.00	\$ 0.00	\$ 0.00
3003	Cargo Box with Spray In Liner, Brake, and Tail Lights	1	\$ 469.00	13.00	\$ 60.97	\$ 408.03	\$ 408.03
3100	Manual Lift	1	\$ 0.00	13.00	\$ 0.00	\$ 0.00	\$ 0.00
4000	OPS with nets	1	\$ 0.00	13.00	\$ 0.00	\$ 0.00	\$ 0.00
4030	Black Roof	1	\$ 649.00	13.00	\$ 84.37	\$ 564.63	\$ 564.63
4199	Less Rear Bumper	1	\$ 0.00	13.00	\$ 0.00	\$ 0.00	\$ 0.00
4249	Less Front Brush Guard	1	\$ 0.00	13.00	\$ 0.00	\$ 0.00	\$ 0.00
Standard Options Total			\$ 1,915.00		\$ 248.95	\$ 1,666.05	\$ 1,666.05
Value Added Services							
	Free Basic Warranty Inspection	1	\$ 0.00			\$ 0.00	\$ 0.00
	Because of Your Service	1	\$ 0.00			\$ 0.00	\$ 0.00
Value Added Services Total			\$ 0.00			\$ 0.00	\$ 0.00
Total Selling Price			\$ 18,914.00		\$ 2,458.82	\$ 16,455.18	\$ 16,455.18

DeAna Reed-Sharpe
Email: drsharpe@mmo.sc.gov
Telephone: (803) 896-6389

Materials Management Office
1201 Main Street, Suite 600
Columbia, SC 29201

Date: 08/21/2020

LOT 2 – JOHN DEERE

Compact Tractors, Wheel Type, Utility, up to 75 PTO HP

% Discount – Equipment:	18%
% Discount – Attachments:	18%
% Discount – Accessories:	18%

PLACE ALL ORDERS DIRECTLY WITH THE VENDOR BELOW:

VENDOR: John Deere Company
2000 John Deere Run
Cary, NC 27513

CONTACT: Andrew Roman
TELEPHONE: (800) 358-5010 Option 2
FAX: (309) 749-2313
E-MAIL: GNSBids@JohnDeere.com

CONTRACT #: 4400018714

MAX CONTRACT PERIOD: June 1, 2018 – May 31, 2023

SC VENDOR #: 7000087345

DELIVERY: 60 – 90 Days ARO

[MAIN INDEX](#)

[LOT 2 INDEX](#)

5045205085

Richard Hathaway

From: Foothills Motorsports <harrison@foothillsmotorsports.com>
Sent: Thursday, June 10, 2021 12:15 PM
To: Richard Hathaway
Subject: [EXTERNAL] Details on your new Skis

[EXTERNAL]

Great speaking with you today!

Links to the ones we spoke about for reference: (The stock images don't do the skis justice they look a lot better in person!

(1) NEW 2021 GTI SE 130 BLUE/ GRAY w/ FACTORY AUDIO/ IBR:

<https://www.foothillsmotorsports.com/inventory/v1/Current/Sea-Doo/Recreation/2021-GTI-SE/130-IBR-Sound-System-Piedmont-South-Carolina---15235541>

(1) NEW 2021 GTI SE 130 Black/ Neon Yellow/ IBR:

<https://www.foothillsmotorsports.com/inventory/v1/Current/Sea-Doo/Recreation/2021-GTI-SE/130-IBR-Sound-System-Piedmont-South-Carolina---15235541>

I would waive the \$800 (destination) and the (\$690) setup/ dealer prep many dealers add saving you a huge chunk right out the gate:

Discount OTD (out the door):

NEW 2021 Seadoo GTI SE 130 IBR w Factory Audio: \$11,699

(1) Blue/ Gray (1) Yellow/ Silver

Destination: \$0

Setup/ Dealer prep: \$0

Tax: \$500 (5% caps at \$500)

Doc/ Title: \$270

Total each ski: \$12,469

This is water-ready. Fire extinguisher and whitel are on-board. You will leave with temporary registration and we handle all the rest. The permanent registrations will be mailed directly to you. You simply enjoy the skis.

I can create a purchase order if you can send me :

-Name: How the should be registered and titled:

-Address

-phone number

Look forward to hearing from you soon! If you would kindly reply back "got it" so I know you received my message. Please let me know and I will lock them down. Talk soon!

Regards,

--

Harrison Herron

Foothills Motorsports

(864)527-7433

Harrison@foothillsmotorsports.com

104 Halter Drive

Piedmont, SC 29673



PARTS & SERVICE FOR HARLEY DAVIDSON

**IRON HORSE MOTORCYCLES**1400 West Roosevelt Blvd. - Morris, North Carolina 28110
(704) 285-9497 FAX (704) 285-2535
MOTOR VEHICLE PURCHASE AGREEMENT & BILL OF SALE

BUYER		CO-BUYER	
ADDRESS		D.S. NO.	
CITY, STATE AND ZIP		DATE 6/7/21	
DESCRIPTION OF PURCHASE		DESCRIPTION OF TRADE-IN	
YEAR 2021	MODEL Sea-Doo	YEAR	MODEL
COLOUR pwc	COLOUR	COLOUR	COLOUR
VEHICLE NO. OR SERIAL NO.	ENGINE NO. 130	VEHICLE NO. OR SERIAL NO.	ENGINE NO.
KEYS		KEYS	

WARRANTY AND AGREEMENT☐ SOLD AS IS: I hereby make this purchase without any warranties, expressed or implied, by this dealer or his agent.☒ SOLD WITH GUARANTEE: The dealer guarantees this vehicle for _____ years, or _____ miles, after date of delivery, and will pay \$_____ of the cash or parts and other cost during repair. All repairs must be made in dealer's service shop. Title, history and good title not guaranteed.

Buyer acknowledges that this agreement includes all of the terms and conditions pertaining to this purchase on both the face and reverse side, and no other agreement or promise of any kind (oral or written) will be recognized. Upon return or refusal of the buyer to sign this agreement, all or part of the cash deposit may be retained in full or in part. This dealer certifies herein to all legal age and appropriate license holder of a copy of this agreement. Not valid unless accepted by Authorized Representative.

NOTE: FIRST SERVICE (PAYABLE BY CUSTOMER) IS DUE

PRIMARY SIGN: _____ D.O.B. _____

Trailer 1599
+ 150
\$1,749

BUYER	X
CO-BUYER	X
SIGNED AND SWORN BEFORE ME, THIS _____ DAY OF _____, 20____	
STATE OF _____	
COUNTY _____	
DEALER X	Carson

SETTLEMENT

CASH PRICE OF VEHICLE	\$ 10,599
TRADE-IN	\$-
SUBTOTAL	\$
DEALER PREP/PRT	\$ 750
TAXABLE TOTAL	\$ 11,349
UNIT TAX	\$ 340.47
DEALER SERVICES	\$ 150
TAG/TITLE/REG	\$ 253.60
NCSI	\$
PARTS/ACCESSORIES	\$
PARTS/ACCESSORIES TAXES	\$
TRADE-IN PAYOFF	\$
TOTAL CASH PRICE	\$ 12,073.07
LESS DEPOSITS	\$
BALANCE ON DELIVERY	\$



Statesboro Powersports

22681 US Hwy 80 E.
Statesboro, GA 30461
912-764-2547

Sales Person: David Anderson

Quote # 12095

Date: 06/09/2021

Buyer: City of Isle of Palms
30 JC Long Blvd, Isle Of Palms, SC
(Charleston) 29451 - mstoren@iop.net
(M) 843-886-6522

Stock#	Unit	VIN	Mi/Hrs	Price
	New 2021 Sea-Doo GTI SE 130 iBR + Sound System (Neon Yellow / Ice Metal)		0	\$11,699.00
Total Unit(s) Price:				\$11,699.00

Invoice Summary

Total Unit(s) Price:	\$11,699.00
Total Freight:	\$499.00
Total Set-Up:	\$399.00
Total Other:	\$0.00
Total F&I:	\$0.00
Total Parts:	\$0.00
Total Service:	\$0.00
Sales Tax:	\$1,019.76
Doc Fees:	\$150.00
Other Fees:	\$0.00
Total Sale Price:	\$13,766.76
Trade-In Allowance:	\$0.00
Trade-In Payoff:	\$0.00
Trade-In Value:	\$0.00
Cash Back:	\$0.00
Down Payments:	\$0.00
Balance Due:	\$13,766.76

Check _____

BUYER: _____

Cash _____

CO-BUYER: _____

Card _____

DEALER: _____

Lien Holder _____

BODY CAMERAS, IN CAR VIDEO AND SaaS: VIDEO STORAGE. SOFTWARE AND DATA Solicitation Number: 5400014480 Contract Period: 09/04/19 to 09/03/2024 Page Last Updated: 09/04/2019	ITMO Procurement Manager Randy Barr, Sr. 803-896-5232 rbarr@mmo.sc.gov
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Body Cameras. In Car Video and SaaS: VENDORS

Axon Enterprise, Inc. – Lot 1 & Lot 2, and Mfg. Product List

Utility Associates, Inc. - Lot 1 & Lot 2, and Mfg. Product List

Lot 1 – Body Worn Cameras, In Car Video, & SaaS Video Storage Fees

Lot 2 – Body Worn Cameras & SaaS Video Storage Fees

Manufacturers Product List – Published Price List of all currently available Body Worn cameras and In Car related products.

CONTRACT #: 4400021613
VENDOR # 7000250551

Axon Enterprises Inc.

Attention: Sales

17800 N. 85th Street

Scottsdale, Arizona 85255

Email or fax orders to

Phone: 800-978-2737

Fax: 480-991-0791

Email: contracts@axon.com

Contract Terms & Conditions

Axon Enterprises Inc. Contract Pricing

CONTRACT #: 4400021612

VENDOR # 7000238298

Utility Associate, Inc.

250 E. Ponce de Leon Avenue, Suite 700

Decatur, GA. 30030

PLACE SEND PURCHASE ORDERS TO:

Address:

Utility Associates, Inc.

Attention: Inside Sales

250 E. Ponce de Leon Avenue, Suite 700

Decatur, GA. 30030

Or

Place, phone or email orders to:

Phone: 800-597-4707

Email: orders@utility.com

Contract Terms & Conditions

Utility Associates Inc. Contract Pricing



AXON

Isle Of Palm Police Dept - SC

AXON SALES REPRESENTATIVE

Carson Kluttz
(480) 502-6220
ckluttz@axon.com

ISSUED
5/18/2021



Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737

Q-267864-44336.007CK

Issued: 05/18/2021

Quote Expiration: 06/15/2021

Account Number: 442309

Payment Terms: Net 30
Delivery Method: Fedex - Ground

SHIP TO

Matt Storen
Isle Of Palm Police Dept - SC
30 JC Long Blvd
Isle of Palms, SC 29451
US

BILL TO

Isle Of Palm Police Dept - SC
P.O. Box 508
Isle of Palms, SC 29451
US

SALES REPRESENTATIVE

Carson Kluttz
Phone: (480) 502-6220
Email: ckluttz@axon.com
Fax:

PRIMARY CONTACT

Matt Storen
Phone: (843) 886-6522
Email: mstoren@iop.net

Year 1

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	500	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	22	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	22	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	9	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	3	0.00	0.00	0.00
73449	RESPOND DEVICE LICENSE	60	25	0.00	0.00	0.00
Hardware						
73202	AXON BODY 3 - NA10		25	699.00	299.00	7,475.00
74210	AXON BODY 3 - 8 BAY DOCK		1	1,495.00	1,495.00	1,495.00
11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK		30	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		25	0.00	0.00	0.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	0.00	0.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
Other						
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		1	0.00	0.00	0.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00

Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
73665	RESPOND DEVICE PAYMENT	12	25	108.00	67.08	1,677.00
73827	AB3 CAMERA TAP WARRANTY	60	25	0.00	0.00	0.00
73828	AB3 8 BAY DOCK TAP WARRANTY	60	1	0.00	0.00	0.00
Services						
85144	AXON STARTER		1	2,750.00	0.00	0.00
					Subtotal	18,765.00
					Estimated Shipping	0.00
					Estimated Tax	1,472.85
					Total	20,237.85

Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
Other						
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	317.00	951.00
73665	RESPOND DEVICE PAYMENT	12	25	108.00	108.00	2,700.00
					Subtotal	18,765.00
					Estimated Tax	1,472.85
					Total	20,237.85

Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
Other						
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	317.00	951.00
73665	RESPOND DEVICE PAYMENT	12	25	108.00	108.00	2,700.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		1	0.00	0.00	0.00
73309	AXON CAMERA REFRESH ONE		25	0.00	0.00	0.00
					Subtotal	18,765.00
					Estimated Tax	1,472.85
					Total	20,237.85

Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
Other						
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	317.00	951.00

Year 4 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
73665	RESPOND DEVICE PAYMENT	12	25	108.00	108.00	2,700.00
Subtotal						18,765.00
Estimated Tax						1,472.85
Total						20,237.85

Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
Other						
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	317.00	951.00
73665	RESPOND DEVICE PAYMENT	12	25	108.00	108.00	2,700.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		1	0.00	0.00	0.00
73310	AXON CAMERA REFRESH TWO		25	0.00	0.00	0.00
Subtotal						18,765.00
Estimated Tax						1,472.85
Total						20,237.85

Year 6

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	12	9	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	12	3	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	12	22	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	12	22	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	12	500	0.00	0.00	0.00

Year 6 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
Other						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	1,217.00	3,651.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
73827	AB3 CAMERA TAP WARRANTY	12	25	0.00	0.00	0.00
73828	AB3 8 BAY DOCK TAP WARRANTY	12	1	0.00	0.00	0.00
					Subtotal	18,765.00
					Estimated Tax	1,472.85
					Total	20,237.85

Year 7

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
Other						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	1,217.00	3,651.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
					Subtotal	18,765.00
					Estimated Tax	1,472.85
					Total	20,237.85

Year 8

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
Other						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	1,217.00	3,651.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
73309	AXON CAMERA REFRESH ONE		25	0.00	0.00	0.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		1	0.00	0.00	0.00
Subtotal						18,765.00
Estimated Tax						1,472.85
Total						20,237.85

Year 9

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
Other						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	1,217.00	3,651.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
Subtotal						18,765.00
Estimated Tax						1,472.85
Total						20,237.85

Year 10

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	25	336.00	336.00	8,400.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	1	354.00	354.00	354.00
Other						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	1,217.00	3,651.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	12	500	4.80	4.80	2,400.00
73310	AXON CAMERA REFRESH TWO		25	0.00	0.00	0.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		1	0.00	0.00	0.00
Subtotal						18,765.00
Estimated Tax						1,472.85
Total						20,237.85
Grand Total						202,378.50

Discounts (USD)

Quote Expiration: 06/15/2021

List Amount	200,400.00
Discounts	12,750.00
Total	187,650.00

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1	20,237.85
Year 2	20,237.85
Year 3	20,237.85
Year 4	20,237.85
Year 5	20,237.85
Year 6	20,237.85
Year 7	20,237.85
Year 8	20,237.85
Year 9	20,237.85
Year 10	20,237.85
Grand Total	202,378.50

Tax is subject to change at order processing with valid exemption.

Axon's Sales Terms and Conditions

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at www.axon.com/legal/sales-terms-and-conditions) and the **Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience** (posted at www.axon.com/legal/sales-terms-and-conditions), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. **The Axon Customer Experience Improvement Program Appendix ONLY applies to Customers in the USA.** In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it contemplates the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix. Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature:	_____	Date:	_____
Name (Print):	_____	Title:	_____
PO# (Or write N/A):	_____		

Please sign and email to Carson Kluttz at ckluttz@axon.com or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

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Axon Internal Use Only

		SFDC Contract #:
		Order Type:
		RMA #:
		Address Used:
		SO #:
Review 1	Review 2	
Comments:		



AXON

Isle Of Palm Police Dept - SC

AXON SALES REPRESENTATIVE

Carson Kluttz
(480) 502-6220
ckluttz@axon.com

ISSUED
5/19/2021



Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737

Q-298763-44336.006CK

Issued: 05/19/2021



Quote Expiration: 06/30/2021

Account Number: 442309

Payment Terms: Net 30
Delivery Method: Fedex - Ground

SALES REPRESENTATIVE

Carson Kluttz
Phone: (480) 502-6220
Email: ckluttz@axon.com
Fax:

PRIMARY CONTACT

Jeff Swain
Phone: (843) 886-6522
Email: jswain@iop.net

SHIP TO

Jeff Swain
Isle Of Palm Police Dept - SC
30 JC Long Blvd
Isle of Palms, SC 29451
US

BILL TO

Isle Of Palm Police Dept - SC
P.O. Box 508
Isle of Palms, SC 29451
US

Year 1 | Fleet 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	16	1,548.00	1,124.50	17,992.00
Hardware						
80214	FLEET EVIDENCE.COM UNLIMITED STORAGE	60	16	0.00	0.00	0.00
71088	AXON FLEET 2 KIT		16	0.00	0.00	0.00
87069	TECH ASSURANCE PLAN FLEET 2 KIT WARRANTY	60	16	0.00	0.00	0.00
11634	CRADLEPOINT IBR900-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)		16	1,509.00	0.00	0.00
71200	FLEET ROUTER ANTENNA, COMPACT 5-IN-1, BLACK		16	270.00	270.00	4,320.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET		16	0.00	0.00	0.00
Other						
87050	FLEET VIEW XL ACCESS LICENSE	60	16	0.00	0.00	0.00
No Custom Triggers	No Custom Triggers (Declined)		16	0.00	0.00	0.00
Services						
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)		16	1,200.00	0.00	0.00
WiFi Offload						
74074	WI-FI OFFLOAD SERVER HARDWARE		1	3,500.00	3,500.00	3,500.00
80218	WI-FI OFFLOAD, SOFTWARE LICENSE MAINTENANCE	60	1	0.00	0.00	0.00
80219	WI-FI OFFLOAD, SOFTWARE MAINTENANCE PAYMENT	12	1	600.00	600.00	600.00

Year 1 | Fleet 2 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
WiFi Offload (Continued)						
74066	FLEET INSTALLATION, WIRELESS NETWORK SERVICES		1	1,000.00	1,000.00	1,000.00
					Subtotal	27,412.00
					Estimated Shipping	0.00
					Estimated Tax	2,323.08
					Total	29,735.08

Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	16	1,548.00	1,697.74	27,163.84
					Subtotal	27,163.84
					Estimated Tax	2,444.75
					Total	29,608.59

Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	16	1,548.00	1,697.74	27,163.84
					Subtotal	27,163.84
					Estimated Tax	2,444.75
					Total	29,608.59

Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	16	1,548.00	1,697.74	27,163.84
					Subtotal	27,163.84
					Estimated Tax	2,444.75
					Total	29,608.59

Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	16	1,548.00	1,697.74	27,163.84

Year 5 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
73335	FLEET CAMERA REFRESH (ONE FRONT AND ONE REAR)		16	0.00	0.00	0.00
					Subtotal	27,163.84
					Estimated Tax	2,444.75
					Total	29,608.59

Year 6

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80410	FLEET, EVIDENCE LICENSE, 1 CAMERA STORAGE, ACCESS	60	32	0.00	0.00	0.00
80400	FLEET, VEHICLE LICENSE, ACCESS	60	16	0.00	0.00	0.00
Hardware						
11641	ANNUAL RENEWAL, CRADLEPOINT ROUTER LICENSE, NETCLOUD MANAGER	12	16	180.00	180.00	2,880.00
Other						
80472	FLEET 3 RENEWAL WITH TAP	60	16	0.00	0.00	0.00
80425	TAP, FLEET 3, 2 CAMERA KIT, 1 REFRESH ACCESS		16	0.00	0.00	0.00
80475	FLEET 3 RENEWAL WITH TAP PAYMENT	12	16	1,308.00	1,518.10	24,289.60
					Subtotal	27,169.60
					Estimated Tax	2,445.28
					Total	29,614.88

Year 7

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
11641	ANNUAL RENEWAL, CRADLEPOINT ROUTER LICENSE, NETCLOUD MANAGER	12	16	180.00	180.00	2,880.00
Other						
80475	FLEET 3 RENEWAL WITH TAP PAYMENT	12	16	1,308.00	1,518.10	24,289.60
					Subtotal	27,169.60
					Estimated Tax	2,445.28
					Total	29,614.88

Year 8

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
11641	ANNUAL RENEWAL, CRADLEPOINT ROUTER LICENSE, NETCLOUD MANAGER	12	16	180.00	180.00	2,880.00
Other						
80475	FLEET 3 RENEWAL WITH TAP PAYMENT	12	16	1,308.00	1,518.10	24,289.60
					Subtotal	27,169.60
					Estimated Tax	2,445.28
					Total	29,614.88

Year 9

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
11641	ANNUAL RENEWAL, CRADLEPOINT ROUTER LICENSE, NETCLOUD MANAGER	12	16	180.00	180.00	2,880.00
Other						
80475	FLEET 3 RENEWAL WITH TAP PAYMENT	12	16	1,308.00	1,518.10	24,289.60
					Subtotal	27,169.60
					Estimated Tax	2,445.28
					Total	29,614.88

Year 10

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
11641	ANNUAL RENEWAL, CRADLEPOINT ROUTER LICENSE, NETCLOUD MANAGER	12	16	180.00	180.00	2,880.00
Other						
72040	FLEET REFRESH, 2 CAMERA KIT		16	0.00	0.00	0.00

Year 10 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
80475	FLEET 3 RENEWAL WITH TAP PAYMENT	12	16	1,308.00	1,518.10	24,289.60
					Subtotal	27,169.60
					Estimated Tax	2,445.28
					Total	29,614.88
Grand Total						296,243.84

Discounts (USD)

Quote Expiration: 06/30/2021

List Amount	295,644.00
Discounts	23,728.64
Total	271,915.36

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1 Fleet 2	29,735.08
Year 2	29,608.59
Year 3	29,608.59
Year 4	29,608.59
Year 5	29,608.59
Year 6	29,614.88
Year 7	29,614.88
Year 8	29,614.88
Year 9	29,614.88
Year 10	29,614.88
Grand Total	296,243.84

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Fleet In-Car Recording Platform





This document details a proposed system design

Agency Created For: Isle Of Palm Police Dept - SC

Quote: Q-298763-44336.006CK

Sold By:	Carson Kluttz
Designed By:	Ashlyn Frahm
Installed By:	Axon
Target Install Date:	

VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME
Headquarters	Isle Of Palm Police Dept - SC
<div> <div> Total Configured Vehicles <ul style="list-style-type: none"> 16 Total Vehicles with this Configuration </div> <div> Video Capture Sources <ul style="list-style-type: none"> 32 Total Cameras Deployed 1 Axon Signal Unit(s) Per Vehicle </div> <div> Mobile Data Terminal Per Vehicle <ul style="list-style-type: none"> 1 Located In Each Vehicle </div> <div> Mobile Router Per Vehicle <ul style="list-style-type: none"> 1 Cradlepoint IBR900-1200 </div> <div> Offload Mechanism <ul style="list-style-type: none"> Wi-Fi </div> <div> Evidence Management System <ul style="list-style-type: none"> Evidence.com </div> </div> <div>  <p>Axon Camera</p>  <p>Signal Unit</p>  <p>In-Car Router</p>  <p>Battery Box</p> </div>	

SYSTEM CONFIGURATION DETAILS

The following sections detail the configuration of the Axon Fleet In-Car System

Vehicle Hardware

Vehicle Hardware	2	Axon Fleet Cameras will be installed in each vehicle
	2	Axon Fleet Battery Boxes will be installed in each vehicle
	1	Axon Signal Units will be installed in each vehicle
	1	Cradlepoint IBR900-1200 router will be installed in each vehicle
Axon Battery Boxes	The battery box provides power to its connected camera for up to 4 hours allowing for video offload while the vehicle ignition state is OFF and the MDT is connected and available.	
Signal Activation Methods	When triggered, the Axon Signal Vehicle (ASV) device will activate the recording mechanism for all configured Axon cameras within 30 feet of the vehicle.	
Mobile Data Terminal	Each vehicle will be equipped with a Mobile Data Terminal provided by the customer.	
Mobile Data Terminal Requirements	<p>Operating System: Windows 7 or Windows 10 - x32 or x64 with the most current service packs and updates</p> <p>Hard Drive: Must have 25GB+ of free disk space</p> <p>RAM/Memory: Windows 7 - 4GB or greater Windows 10 - 8GB or greater</p> <p>Ethernet Port: The system requires the MDT to have one dedicated and available Ethernet port reserved for an Ethernet cable from router. The Ethernet port can be located on an electronic and stationary mobile docking station. If a docking station is used, it is the preferred location for the Ethernet port.</p> <p>Wi-Fi Card: The system requires an 802.11n compatible Wi-Fi card using 5Ghz band.</p> <p>USB Ports: If the computer is assigned to the officer and does not remain with the vehicle, then the number dongles ordered should equal the number of officers or the number of computers assigned. At least one dedicated and available USB 2.0 port for the Fleet USB dongle USB Port on MDT or Dock.</p>	

Additional Considerations	If the customer has a MiFi hotspot, embedded cellular, or USB 4G, then the customer must purchase a Cradlepoint router with an external antenna and Cradlecare. For agencies that use NetMotion Mobility, Axon traffic must be passed through; such that it does not use the Mobility VPN tunnel. Customer must provide IT and / or Admin resources at time of installation to ensure data routing if functional for Axon Fleet operation.	
	In the event an Agency is unable to support the IT requirements associated with the installation, Axon reserves the right to charge the Agency for additional time associated with on-site work completed by an Axon Employee.	
Hardware Provisioning	Axon will provide the following router for all vehicles:	Cradlepoint IBR900-1200
	The customer will provide a MDT for each vehicle	

In-Car Network Considerations

Network Requirements	Cradlepoint IBR900-1200 will create a dedicated 5Ghz WiFi network within each vehicle. This network will join the Axon Fleet cameras and Mobile Data Terminal together.			
Network Addressing	IP Addressing		Total IPs Required	
	Axon Fleet Cameras	32	64	
	Mobile Data Terminal	16		
	Cradlepoint IBR900-1200	16		
Hardware Provisioning	Customer to provide all IP addressing and applicable network information			

Network Consideration Agreement

Network Consideration Agreement	Customer acknowledges the minimum requirements for the network to support this Statement of Work.
	All Axon employees performing services under this SOW are CJIS certified.
	If the network provided by Customer does not meet the minimum requirements, or in the event of a requested change in scope of the project, a Change Order will be required and additional fees may apply. Additional fees would also apply if Axon is required to extend the installation time for reasons caused by the customer or the customer network accessibility.

Professional Services & Training

Project Management	Axon will assign a Project Manager that will provide the expertise to execute a successful Fleet camera deployment and implementation. The Project Manager will have knowledge and experience with all phases of the project management lifecycle and with all application modules being implemented. He/she will work closely with the customer's project manager and project team members and will be responsible for completing the tasks required to meet all contract deliverables.
Vehicle Installation	<p>Axon will be performing the installation of all Axon Fleet vehicle hardware. Installation services purchased from Axon include a "clip" and removal of existing in-car system hardware. This does not include "full removal" of existing wiring. A "full removal" of all existing hardware and wiring is subject to additional fees. Axon provides basic Fleet operation overview to the customer lead and/or Admin at the time of install.</p> <p>Clip vs Rip installation removal:</p> <ul style="list-style-type: none"> ○ It is necessary to differentiate between the type of equipment removal to be provided by Axon. Standard Fleet Installation includes hardware removal in a fashion considered "Clip" which means Axon cuts the wires from the old system without removing multiple panels, removing all wiring and parts from the old system. In the case Axon removes the hardware Axon is not responsible for the surplus of hardware or any devices that may have been physically integrated with the removed system. In some situations, radar systems are integrated with the in-car video system and have a cable that connects to the system, if Axon removes the old in car system then Axon is not responsible for the radar system as part of the removal. ○ A "Rip" removal should be contracted through ProLogic directly. The Rip would be similar to a complete and full removal, which is more common when they retire a vehicle from service.
Custom Trigger Installation	Axon Signal Units have multiple trigger configuration options. Any trigger configurations that include a door or magnetic door switch are considered "custom" and may be subject to additional fees. An Axon representative has discussed with the Agency the standard triggers of the Fleet System. Those standard triggers include light-bar activation, speed, crash and gun-locks. The light-bar must have a controller to allow Axon to interface for the desired position, gun-locks must be installed with existing hardware in the vehicle. Doors are considered "CUSTOM" since they required additional hardware and time for installation, typically requiring the door may need to be taken apart for the installation.
Training	<p>End-user go-live training provides individual device set up and configuration assistance, training on device use, Evidence.com and AXON View XL.</p> <p>End-user go-live training and support is not included in the installation fee scope.</p>

WiFi Offload Considerations

WiFi Offload Standards	There will be a maximum of 0 concurrent vehicles offloading at any given time.
	1 servers are required to facilitate the offload of in-car data to Evidence.com
	1 wireless access point(s) are required to facilitate the offload of data to Evidence.com
	When in proximity, the Cradlepoint IBR900-1200 will connect to the agency's wireless access point(s) and initiate the upload of recorded video content
	Axon will not assume any responsibility for the management of/or configuration of an Axon Fleet compatible 3rd party router purchased by the Agency
	Upon completion of solution connectivity, meaning Axon Fleet is operational and appropriately connected to the Agency's WAP/Network Infrastructure, the Agency will then assume responsibility for their network workflow.
	In the event the Agency has a VPN/APN, Axon requires the appropriate Administrator of the Agency be present during the entire installation of Fleet.
	In the event the Agency is using Wi-Fi Offload and a WOS server is being used, Axon requires the appropriate Administrator of the Agency be present for the installation of Fleet in the initial vehicle.
	Axon will provide all wireless access points for installation.
	Axon will provide all server(s) for this installation.
	will provide the data switch for this installation.
	will provide the server rack for this installation.
	will provide the KVM, monitor and mouse for this installation.
	will provide the Uninterruptible Power Supply (UPS) for this installation.
	Servers will maintain a Sustained Disk Write Speed of Mbps.
	An Axon representative will provide the Agency detailed instructions for the WOS server setup and configuration (to include racking the server, setup of the server, and configuration of Axon WOS Software and Microsoft IIS Server). It is the responsibility of the Agency to ensure the WOS Server(s) are operational before the scheduled deployment date. Axon will provide remote assistance per the Agency's request.

Network Considerations

Agency Provided Metrics	Camera Bitrate (see Comments)		Mbps	
	Shifts per Day		Shifts	
	Maximum Offline Time	0	Days	
	Hours Of video Recorded Per Shift	0	Hours	
	Number of Vehicles per Shift at Site	0	Vehicles	
	Max Concurrent Vehicles Offloading	0	Vehicles	
	Available Internet Upload Bandwidth	0	Mbps	
Variables	Vehicle Offload Time	0	Minutes	
	Wi-Fi Overhead	0	Percent	
	Network Protocol Overhead	0	Percent	
	Max Storage Utilization %	0	Percent	
Results	Data Size per Vehicle / Shift	0	MB	

Network Considerations

Results	Required Throughput Per Verhicle	0	Mbps	
	Minimum Wi-Fi Speed	0	Mbps	
	Total Data per Shift	0	GB	
	Total Data per Day	0	GB	
	Total Offload Bandwidth	0	Mbps	
	Total Storage	0	GB	
	Required Sustained Network Bandwidth	0	Mbps	
	Sustained Disk Write Speed	0	Mbps	
	Min. Supportable Throughput to E.com	0	Mbps	
	E.com Throughput Difference	0	Mbps	

Notes

This is a budgetary quote only. This quote contains hardware, software, and estimated installation costs. A review by an Axon engineer and the creation of a Statement of Work must be completed to determine the exact requirements for the agency to implement a Fleet program. This quote is subject to change based on the information gathered from the review outlined above.

Tax is subject to change at order processing with valid exemption.

Axon's Sales Terms and Conditions

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at www.axon.com/legal/sales-terms-and-conditions) and the **Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience** (posted at www.axon.com/legal/sales-terms-and-conditions), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. **The Axon Customer Experience Improvement Program Appendix ONLY applies to Customers in the USA.** In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it contemplates the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix. Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature:

Date:

Name (Print):

Title:

PO# (Or write
N/A):

Please sign and email to Carson Kluttz at ckluttz@axon.com or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

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Axon Internal Use Only

		SFDC Contract #:
		Order Type:
		RMA #:
		Address Used:
		SO #:
Review 1	Review 2	
Comments:		

ATTENTION

This order may qualify for freight shipping, please fill out the following information.

What is the contact name and phone number for this shipment?	
What are your receiving hours? (Monday-Friday)	
Is a dock available for this incoming shipment?	
Are there any delivery restrictions? (no box trucks, etc.)	

State Accommodations Tax Advisory Committee
Isle of Palms, South Carolina

Application for City of Isle of Palms ATAX Grant

For Office Use Only

Date Received: _____	Total Project Cost: _____
Total Accommodations Tax Funds Requested: _____	
Recommendation by City of IOP Staff (yes and if so amount ; no; defer to committee; n/a) : _____	
Action Taken By Accommodations Tax Advisory Committee: _____	
Date _____ Approved _____ Denied _____ Amended _____ Other _____	

(Please Use Additional Paper and Include Pertinent Documentation as May Be Needed)

A. Project Name: **Turtle Trek**

B. Applicant Organization: **South Carolina Aquarium**

1. Mailing Address: **100 Aquarium Wharf, Charleston, SC 29401**

Telephone: **843-579-8540** Email: **sgabosch@scaquarium.org**

2. Project Director: **Stephanie Gabosch**

Telephone: **704-560-1778** Email: **sgabosch@scaquarium.org**

3. Description of Organization, Its Goals and Objectives:

Our mission is to inspire conservation of the natural world by exhibiting and caring for animals, by excelling in education and research and by providing an exceptional visitor experience.

We're committed to conserving water, wildlife and wild places.

With education, research and community engagement, the South Carolina Aquarium focuses on fostering positive change for the natural world surrounding us through our conservation efforts.

We're saving sea turtles.

All seven species of sea turtles are threatened or endangered. Habitat loss, marine pollution and human impacts are just some of the causes of illness or injury in the sea turtles we treat. Working with the South Carolina Department of Natural Resources (SCDNR), our Sea

Turtle Care Center™ helps rescue, rehabilitate and release sea turtles back to the wild.

We're reducing plastic pollution.

By 2050, the ocean is projected to contain more plastic than fish. Sea turtles, sea birds, marine mammals and fish can mistake it for food or become entangled in it by accident. As it breaks down and becomes microplastic, it enters our food chain and can harm us. With plastic pollution quickly inundating our beloved habitats and animals, we want to reduce and eliminate as much single-use plastic as we can and find solutions to this growing issue.

We're participating in research and fieldwork.

Aquarium staff give their skills and expertise to protect our states' animals and environments. We work alongside numerous agencies and organizations to assist with critical conservation projects in the field, working to ensure a healthy future for South Carolina's water, wildlife and wild places.

We're empowering citizen scientists.

Citizen science allows people of all ages and abilities to collaborate with professional researchers to make a difference. Citizens can help researchers collect and analyze data, while also learning more about the scientific process and getting involved in their communities. Our citizen science projects address important environmental issues like plastic pollution, sea level rise and invasive species.

We're choosing locally sourced seafood.

Consuming responsibly harvested seafood means you're taking into account the long-term viability of the species and the ocean's ecological balance as a whole. That's why our Good Catch program supports local restaurants, purveyors, caterers and collaborators who source their seafood from southeast regional fisheries, which adhere to some of the strongest regulations worldwide – a critical factor in maintaining a balanced ocean.

We're starting conversations about resilience.

The sea level is rising as a result of climate change, and it will have a significant effect on everybody who lives in coastal South Carolina. We have both an obligation and an opportunity to address sea level rise. By leading conversations and creating tools that are accessible to everyone, we provide people with the information they need to protect themselves, their communities and the natural world.

C. Description and Location of Project:

Run for the turtles! The South Carolina Aquarium Turtle Trek, a 5K sunset beach run/walk and kids' fun run will take place **Saturday, October 9** on the Isle of Palms beach. We expect 750 runners to join us for a beach sweep, run and celebration at the Isle of Palms County Park from 3-7pm. Proceeds from the Turtle Trek support the Sea Turtle Care Center™ and the Aquarium's conservation initiatives. We invite you to us before the run takes off for a beach sweep!

The Turtle Trek promotes sea turtle conservation, trash free beaches, and community wellness to all ages from across the US. The Turtle Trek raises awareness for the South Carolina Aquarium Sea Turtle Care Center™ and conservation initiatives. Worldwide, all seven species of sea turtles are listed as threatened or endangered, four of which are found locally: the loggerhead, the Kemp's ridley, the green and the leatherback. To help ensure that sea turtles have a future in our oceans, the South Carolina Aquarium Sea Turtle Care Center aids sick and injured sea turtles in partnership with the South Carolina Department of Natural Resources.

Sea turtles arrive at the Care Center suffering from bacterial or fungal infections, shock from

exposure to cold temperatures, injury from a boat strike or shark bite, or ingestion of plastic from the ocean. Our staff veterinarian diagnoses each turtle and works with Care Center staff and volunteers to provide treatment and rehabilitative care. The Sea Turtle Care Center has rehabilitated and released over 320 healthy sea turtle patients back into their natural habitats.

Our goal is to raise \$75,000, all proceeds from the Turtle Trek support the South Carolina Aquarium's sea turtle conservation and research initiatives. To date, we have rehabilitated and released more than 320 sea turtles back into their natural habitats. With your support, we can continue efforts to sustain these species into the next century and beyond.

X Single Event?

Ongoing Event/**Annual Need?**

1. Date(s): of project/ event or start date: **October 9th** Completion date: **October 9th**

2. Impact on Tourism: What percentage of persons benefitting from this project are tourists, ie. those coming from more than 50 miles away and expected to spend the night on Isle of Palms (**30%**) compared to Isle of Palms residents (**3%**) vs. visitors from within 50 miles such as "day trippers" (**67%**)

**Source of tourist data Runsignup.com – registration website used for Turtle Trek runners. Data taken from 2020 runner registration report (website hits, surveys, ticket sale information, etc.)*

2. If this application is for an ongoing event, what is the percentage increase/decrease in tourist attendance compared to each of the past three years' events?

N/A

3. Is your event to be conducted entirely on Isle of Palms? **Yes, beach sweep, kids' fun run, 5K and awards celebration will take place on the Isle of Palms beach by the Isle of Palms County Park.**

If not, please set forth the percentage occurring on Isle of Palms, as well as the specific locations and the percentages occurring elsewhere.

4. To your knowledge, does anyone else promote projects similar to yours within the city limits of Isle of Palms? If so, how is your project similar and/or unique? Given the parameters, please explain why your project is entitled to City of Isle of Palms ATAX funding.

No. Our project is unique because it is the only sunset beach run in this area. This is the run is the only run that supports sea turtles and beach conservation. We have had tremendous support from runners all over the country who love supporting sea turtles. ATAX funding helps us reach out of state runners to bring them to Isle of Palms. We use this funding to support advertising, billboards, radio, tv, etc.

5. Set forth fully the successes and failures you have experienced for your proposed project for which you seek City of Isle of Palms ATAX funding for each of the past three years. Set forth the metrics by which you have measured success for the past three years, as well as the metrics by which you will measure success for the current year's project/event on the City of

Isle of Palms.

	2020	2019	2018
Revenue	\$65,724	\$71,117	\$76,085
# of runners	825	853	690

The City of Isle of Palms ATAX funding has been a major factor to the success of this event. Every year we are able to raise \$75,000 towards our Sea Turtle Care Center and engage more and more runners with this event. The ATAX funding is a critical component to the success and market reach of this event.

Last year we had to move the event to a virtual event due to covid and we have decided to continue with that format again this year. Safety for our staff and runners is our #1 priority. Last year, we were able to engage 825 runners from 32 different states in our virtual run and this year our goal is 1,000 runners!

Our run sells out every year, we would love to engage as many runners as possible but the capacity for the run has been set by the Isle of Palms County Park staff. They set a limited run capacity due to the parking restraints in their lot. In 2019, we encouraged runners to also park in the front beach parking lot and walk over.

6. Describe fully how and why your proposed project/event qualifies for City of Isle of Palms ATAX funding.

Our event supports sea turtle conservation and trash free beaches. This messaging is very important to keep the Isle of Palms beaches clean and align the city with our beloved Sea Turtle Care Center. We use the ATAX funding for out of state advertising and billboards to target runners in drive markets and out of state. Our goal is to engage runners from all over South Carolina and the US through various marketing channels.

Our race registration website receives ~20,000 views and our Facebook event receives ~100,000 views. We ran two weeks of digital billboards in 10 different locations that received 1,811,838 views. The Isle of Palms logo was added to websites, billboards and t-shirts. We run email campaigns that go to 30,000 subscribers.

7. If your project is granted City of Isle of Palms ATAX funding and realizes a profit, do you commit to returning the profit to the City of Isle of Palms?

No, the proceeds from this event support the South Carolina Aquarium Sea Turtle Care Center. Many turtles are rescued and rehabilitated from Isle of Palms each year and treated at our Sea Turtle Care Center.

If not, please explain fully, to include what you will do with the money. **Note:** It is impermissible to donate or “pass through” City of Isle of Palms ATAX grants to any other organization, except as authorized by City of Isle of Palms.

Further, the City of Isle of Palms does not approve of “carry forwards” of ATAX grants for use in ensuing years, absent extraordinary and compelling reasons in the sole discretion of the City of Isle of Palms. Excess funds must be returned to the City of Isle of Palms.

8. Please attach your budget reflecting the amounts and sources of all related income and donations from others for the project/event, as well as expenditures for each of the last three years. In addition, set forth projected income and expenses for this year’s project/event, as well as all expenses, both incurred and paid, as well as projected.

Revenues	2020	2019	2018
Sponsorship	\$ 27,000.00	\$ 37,000.00	\$ 45,900.00
Race Registrations	\$ 28,550.00	\$ 30,275.00	\$ 24,268.00
Donations/Fundraising	\$ 9,374.00	\$ 1,950.00	\$ 3,977.00
Day of \$\$\$ - donations, raffle, merch sales	\$ 800.00	\$ 1,892.00	\$ 1,940.00
Total Gross Revenue	\$ 65,724.00	\$ 71,117.00	\$ 76,085.00
Expenses	2020	2019	2018
Entertainment	\$ -	\$ 750.00	\$ 400.00
Race and t-shirts	\$ 13,344.00	\$ 9,003.00	\$ 7,778.00
Rentals	\$ -	\$ 2,681.00	\$ 2,784.00
Food/Bev	\$ -	\$ 5,482.00	\$ 4,914.00
Print and marketing	\$ 1,500.00	\$ 2,871.00	\$ 4,025.00
Total Expenses	\$ 14,844.00	\$ 20,787.00	\$ 19,901.00
Net Program Revenue	\$ 50,880.00	\$ 50,330.00	\$ 56,184.00

2021 Projected Revenue

- Sponsorship & ATAX funding: \$35,000
- Race entry registration fees: \$35,000
- Donations/merchandise purchases: \$5,000

2021 Projected Expenses

- Marketing: \$10,000 (billboards, digital ads, print ads, appearances, printing, press release, posters, postcards, etc)
- Race director/timing/mailling: \$2,000
- Rentals: \$2,000
- Food & Beverage: \$3,000
- T-shirts/prizes/giveaways: \$3,000

D. Financial Justification (“heads on beds” and ancillary benefits)

1. Describe fully and provide relevant documentation for each of the past three years reflecting:
 - Where, as a specific result of your project/event, have tourists spent the night on Isle of Palms, ie. those incurring accommodations taxes for lodging.

Include the lodging providers addresses phone numbers, rooms utilized, costs and nights stayed.

-Where do you project tourists for this year's project to spend the night (ie. lodging for those expected to pay accommodations taxes, to include hotels, condos, house rentals, etc.)? What is the basis for your projection? As an illustration, you may set forth blocks of rooms in hotels that have been reserved, private lodging that has been booked or are expected to be booked, etc.

We don't capture hotel accommodations for Turtle Trek participants. We do partner with Wild Dunes Resort on this event. Wild Dunes offers room discounts for Turtle Trek participants and a shuttle to the run location. Wild Dunes has sponsored the Turtle Trek for the past few years and enjoys sharing the event with their staff and guests.

2. Provide all additional economic and other relevant information justifying the grant of ATAX funding by City of Isle of Palms for your project/event, as well as your means of calculation.

Our race registration website receives ~20,000 views and our Facebook event receives ~100,000 views. We ran two weeks of digital billboards in 10 different locations that received 1,811,838 views. The Isle of Palms logo was added to websites, billboards and t-shirts.

3. Set forth the number of tourists attending your project/event on the Isle of Palms for each of the past three years. Include where applicable all relevant documentation along with the methodology by which you have done your calculations.

In 2018 we had 690 registered runners, in 2019 we had 853 and in 2020 we had 825. We estimate that we have around ~1,500 onsite for each event, which includes runners, family/friends and spectators.

4. Set forth the number of attendees projected for this year's project/event, and well as the means of calculation.

We are projecting 1,000 runners to participate this year. This number was calculated based on our participant growth from 2018 to 2019. We sell out every year !

5. Is the project/event for which you seek City of Isle of Palms ATAX funding during the “off season” or “shoulder season”? If not, please explain the justification. Are proposed dates flexible so as to be amenable to off-season and/or shoulder season scheduling? **This event is very close to the off-season/shoulder season with it being on Saturday, October 9th.**
6. Describe fully all potentially negative aspects of your project/event, if any. This would include, by way of illustration, the potential for overcrowding particularly during warm weather months, parking challenges, health and safety issues, added responsibilities and difficulties imposed on first responders, impact on peace and tranquility- especially in residential neighborhoods and for tourists and factors potentially impacting adversely on the character of the City of Isle of Palms.

There has never been negative aspects reported by beach goers or city officials the past 5 years. We moved the event from September to October so that there would be less beach goers during that time of year.

E. Marketing Plan

Describe fully your past three years marketing for your project/event, as well as your current year’s advertising and marketing plan, to include all means of broadcast. Please include and attach all applicable documentation and the projected costs involved.

Our marketing and communications plan runs from June 1-October 17th. It includes the following items:

- Website (Go Race Productions registration website and SCA website)
- Social Media via Instagram (31,000 followers) , Facebook (50,000 followers) and Twitter (20,000 followers)
- E-blasts and newsletters (38,000 email subscribers)
- Press release and media alert
- Online calendar listings
- On air news appearances
- Digital and print ads (Charleston City Paper, Charleston Magazine and Charleston Scene)
- Digital billboards across various locations in South Carolina
- Posters, postcards, t-shirts, race bibs, race bags

***** all items can include IOP City seal*****

F. Funding: Sources of Income for This Project/Event (Please attach all supporting documents)

1. Sponsorships or Fundraising: Amount **\$21,500** From **Crews Subaru of Charleston, Aardvark Straws, Ameriprise Financial and Publix Super Markets Charities**
2. Entry Fees : Amount **registration is not open yet TBD** From _____
3. Donations: Amount **registration is not open yet TBD** From _____

4. Accommodations Tax Funds Request: Amount **\$10,000**

Date(s) Required: **10/09/2021** Lump Sum **flexible** Installments **flexible**

5. Other:

6. Total Funding: Total Budget:

G. Financial Analysis

Please Provide a Line Item Budget for your project/event

Revenue Type	Goal	Actual
Sponsorship	\$35,000	\$22,000
Race Entry	\$35,000	
Online fundraising	\$2,500	
Merchandise purchases (online and onsite)	\$2,500	
	\$ 75,000	\$22,000

\$0 expenses to date but anticipating \$20,000 total for 2021.

If awarded, Isle of Palms ATAX funds are requested as follows:

Revised February 8, 2021

(1) Lump Sum(s): \$10,000 on 10/09/2021
\$ _____ on _____ (date),
\$ _____ on _____ (date).

(2) Payment of Invoices as submitted to City Staff. Invoices should be submitted at least two weeks prior to due date.

H. Miscellaneous

1. In what category do you place your project/event and why?
 - Festival _____
 - Marketing _____
 - Other (Please Explain): **nonprofit run for adults and children that supports the Sea Turtle Care Center**
2. Have you affirmatively reached out to the City of Isle of Palms staff for initial review for your project/event and if not, please explain. If you have reached out, what feedback did you receive, both positive and negative and specifically from whom? **Yes, spoke with Ronald Hanna. He thought our request would be well received and the committee would be happy to have the event back on the island in an off-season.**
3. If applicable, explain why you have not sought funding from sources other than the City of Isle of Palms for the funding of your project/event. If you have sought alternate or additional funding, explain fully the results to include the source(s) for funding, from whom received and set forth all amounts received or expected to be received from other sources. **We have sought funding through sponsorships and have raised \$22,000 to date and we expect some additional to come in.**
4. Does your project/event have applicable liability insurance, to include the City of Isle of Palms, its employees and agents and if so, what are the liability limits? If not, please explain why not and explain who will agree to bear the costs, burdens, damages and legal fees for your project/event in case claims for damages are made against the City of Isle of Palms, its employees and agents as a result of your project/event. A minimum of \$300,000 of liability insurance is typically required unless that requirement is specifically waived in writing by the City of Isle of Palms in its sole discretion. If there is applicable insurance, do you commit to making the City of Isle of Palms, its employees and agents additional insured(s)? If not, explain fully the basis. If applicable, you must include a copy of the relevant insurance policy reflecting the City of Isle of Palms, its employees and agents are additional insured(s) for your project/event. Yes
5. Do you assert that the project/event for which you seek City of Isle of Palms ATAX funding is sustainable in the future? If so, please explain fully. If not, please explain fully. **Yes, it's annual event that has grown every year. We have had a wait list every year so that shows that this event is in demand.**
6. In the event City of Isle of Palms grants your project/event ATAX grant funding, do you acknowledge that no such funds can be spent for the purchase of alcohol or tobacco products? Yes If not, please explain your justification. _____

7. In the event your project/event is awarded City of Isle of Palms ATAX grant

funding, but is postponed for more than 180 days of receipt of funding, do you acknowledge that you must return to the City of Isle of Palms all ATAX grant money received from Isle of Palms absent extraordinary circumstances and within the sole discretion of the City of Isle of Palms? Do you agree? Yes If you do not agree, please set forth fully your reasons. _____

8. In the event your project/event is granted City of Isle of Palms ATAX grant funding, you must and do hereby agree by the filing your application personally to hold harmless and indemnify the City of Isle of Palms, its employees and agents from and against any claims for damages to include, *inter alia*, legal fees relative to your project/event. Do you agree? Yes. If not, please explain. _____
If not, please explain fully your basis. _____
9. In the event the City of Isle of Palms provides ATAX grant funding for your event/project, set forth in detail how you will acknowledge the City of Isle of Palms as a grantor of funding. **We will add the City of Isle of Palms logo to all of our marketing materials as a sponsor. We will send an acknowledgement letter to be used for tax purposes as well.**

State Accommodations Tax Advisory Committee
Isle of Palms, South Carolina

Application for City of Isle of Palms ATAX Grant

For Office Use Only

Date Received: _____		Total Project Cost: _____	
Total Accommodations Tax Funds Requested: _____			
Recommendation by City of IOP Staff (yes and if so amount ; no; defer to committee; n/a) : _____			
Action Taken By Accommodations Tax Advisory Committee:			
Date _____	Approved _____	Denied _____	Amended _____ Other _____

(Please Use Additional Paper and Include Pertinent Documentation as May Be Needed)

A. Project Name: VFW Post 3137

B. Applicant Organization: Same

1. Mailing Address: 1004 Ocean Blvd, IOP, 29451

Telephone: 843-886-6840 Email: vfwpost3137@gmail.com

2. Project Director: Dennis Hamilton, Quartermaster

Telephone: same Email vfwpost3137gm@gmail.com

3. Description of Organization, Its Goals and Objectives:

Support Veterans and their families Locally, Statewide and Nationally

C. Description and Location of Project:

VFW Posr 3137 needs assistance with building facilities ongoing mantianance

☐ Single Event?

☒ Ongoing Event/Annual Need?

1. Date(s) of project/ event or start date: immediate Completion date: ongoing

2. Impact on Tourism: What percentage of persons benefitting from this project are tourists, ie. those coming from more than 50 miles away and expected to spend the night on Isle of Palms (25 %) compared to Isle of Palms residents (25 %) vs. visitors from within 50 miles such as "day trippers" (50 %)

recor books, personal testimony and personal experiences

Daily Logbook, purchase records

*Source of tourist data (website tracking, surveys, lodging data, sales information, etc.)

3. If this application is for an ongoing event, what is the percentage increase/decrease in tourist attendance compared to each of the past three years' events? we have averaged over 14,000 people per year.

*Source of tourist data Putting IOP first with heads on beds, in restuarants, at cultural events and in retail es
(website tracking, surveys, lodging data, sales information, etc.)

4. Is your event to be conducted entirely on Isle of Palms? yes If not, please set forth the percentage occurring on Isle of Palms, as well as the specific locations and the percentages occurring elsewhere.

N/A

5. To your knowledge, does anyone else promote projects similar to yours within the city limits of Isle of Palms? If so, how is your project similar and/or unique? Given the parameters, please explain why your project is entitled to City of Isle of Palms ATAX funding.

No

6. Set forth fully the successes and failures you have experienced for your proposed project for which you seek City of Isle of Palms ATAX funding for each of the past three years. Set forth the metrics by which you have

Revised February 8, 2021

measured success for the past three years, as well as the metrics by which you will measure success for the current year's project/event on the City of Isle of Palms. Consistently top Post statewide and Nationally

7. Describe fully how and why your proposed project/event qualifies for City of Isle of Palms ATAX funding. Putting heads on beds, in restaurant, with rental companies and retail shops
8. If your project is granted City of Isle of Palms ATAX funding and realizes a profit, do you commit to returning the profit to the City of Isle of Palms? N/A
If not, please explain fully, to include what you will do with the money. **Note:** It is impermissible to donate or "pass through" City of Isle of Palms ATAX grants to any other organization, except as authorized by City of Isle of Palms. Further, the City of Isle of Palms does not approve of "carry forwards" of ATAX grants for use in ensuing years, absent extraordinary and compelling reasons in the sole discretion of the City of Isle of Palms. Excess funds must be returned to the City of Isle of Palms.
9. Please attach your budget reflecting the amounts and sources of all related income and donations from others for the project/event, as well as expenditures for each of the last three years. In addition, set forth projected income and expenses for this year's project/event, as well as all expenses, both incurred and paid, as well as projected.

D. Financial Justification ("heads on beds" and ancillary benefits)

1. Describe fully and provide relevant documentation for each of the past three years reflecting:
 - Where, as a specific result of your project/event, have tourists spent the night on Isle of Palms, ie. those incurring accommodations taxes for lodging. Include the lodging providers addresses phone numbers, rooms utilized, costs and nights stayed.
 - Where do you project tourists for this year's project to spend the night (ie. lodging for those expected to pay accommodations taxes, to include hotels, condos, house rentals, etc.)? What is the basis for your projection? As an illustration, you may set forth blocks of rooms in hotels that have been reserved, private lodging that has been booked or are expected to be booked, etc.See attached

2. Provide all additional economic and other relevant information justifying the grant of ATAX funding by City of Isle of Palms for your project/event, as well as your means of calculation. See attached
3. Set forth the number of tourists attending your project/event on the Isle of Palms for each of the past three years. Include where applicable all relevant documentation along with the methodology by which you have done your calculations.
14,000 per year visit our Post. This number is from purchase sales at the bar.

4. Set forth the number of attendees projected for this year's project/event, and well as the means of calculation. same: The above number only reflects paid tickets and not total in one's

5. Is the project/event for which you seek City of Isle of Palms ATAX funding during the "off season" or "shoulder season"? If not, please explain the justification. Are proposed dates flexible so as to be amenable to off-season and/or shoulder season scheduling? year round
6. Describe fully all potentially negative aspects of your project/event, if any. This would include, by way of illustration, the potential for overcrowding particularly during warm weather months, parking challenges, health and safety issues, added responsibilities and difficulties imposed on first responders, impact on peace and tranquility- especially in residential neighborhoods and for tourists and factors potentially impacting adversely on the character of the City of Isle of Palms.
none

E. Marketing Plan

Describe fully your past three years marketing for your project/event, as well as your current year's advertising and marketing plan, to include all means of broadcast. Please include and attach all applicable documentation and the projected costs involved.

Word of mouth, National VFW Magazine, Frontbeach Freedom Fest, membership drives

F. Funding: Sources of Income for This Project/Event (Please attach all supporting documents)

1. Sponsorships or Fundraising: Amount \$ \$50,000 From memberships, donations and fundraisers
2. Entry Fees : Amount \$ 23,000 From golf tournament
3. Donations: Amount \$ 7,000 From members
4. Accommodations Tax Funds Request: Amount \$ \$12,000
Date(s) Required: Lump Sum Installments quarterly
5. Other:
6. Total Funding: Total Budget:

G. Financial Analysis

Please Provide a Line Item Budget for your project/event

See attached

If awarded, Isle of Palms ATAX funds are requested as follows:

Revised February 8, 2021

(1) Lump Sum(s): \$ \$4000 on June 1,2021 (date),
\$ \$4000 on October 1, 2021 (date),
\$ \$4000 on February 1 2022 (date).

(2) Payment of Invoices as submitted to City Staff. Invoices should be submitted at least two weeks prior to due date.

H. Miscellaneous

1. In what category do you place your project/event and why?
 - Festival _____
 - Marketing _____
 - Other x (Please Explain): see attached list of ongoing needs
Maintenance Our primary cost go to maintain a safe family atmosphere
2. Have you affirmatively reached out to the City of Isle of Palms staff for initial review for your project/event and if not, please explain. If you have reached out, what feedback did you receive, both positive and negative and specifically from whom?
Yes, all positive
3. If applicable, explain why you have not sought funding from sources other than the City of Isle of Palms for the funding of your project/event. If you have sought alternate or additional funding, explain fully the results to include the source(s) for funding, from whom received and set forth all amounts received or expected to be received from other sources.
Memberships, fundraising and donations
4. Does your project/event have applicable liability insurance, to include the City of Isle of Palms, its employees and agents and if so, what are the liability limits? If not, please explain why not and explain who will agree to bear the costs, burdens, damages and legal fees for your project/event in case claims for damages are made against the City of Isle of Palms, its employees and agents as a result of your project/event. A minimum of \$300,000 of liability insurance is typically required unless that requirement is specifically waived in writing by the City of Isle of Palms in its sole discretion. If there is applicable insurance, do you commit to making the City of Isle of Palms, its employees and agents additional insured(s)? If not, explain fully the basis. If applicable, you must include a copy of the relevant insurance policy reflecting the City of Isle of Palms, its employees and agents are additional insured(s) for your project/event. We will comply and be responsible for our actions, or request a waiver
5. Do you assert that the project/event for which you seek City of Isle of Palms ATAX funding is sustainable in the future? If so, please explain fully. If not, please explain fully. Yes
6. In the event City of Isle of Palms grants your project/event ATAX grant funding, do you acknowledge that no such funds can be spent for the purchase of alcohol or tobacco products? Yes If not, please explain your justification. N/A
7. In the event your project/event is awarded City of Isle of Palms ATAX grant

funding, but is postponed for more than 180 days of receipt of funding, do you acknowledge that you must return to the City of Isle of Palms all ATAX grant money received from Isle of Palms absent extraordinary circumstances and within the sole discretion of the City of Isle of Palms? Do you agree? Yes If you do not agree, please set forth fully your reasons. _____

8. In the event your project/event is granted City of Isle of Palms ATAX grant funding, you must and do hereby agree by the filing your application personally to hold harmless and indemnify the City of Isle of Palms, its employees and agents from and against any claims for damages to include, *inter alia*, legal fees relative to your project/event. Do you agree? Yes If not, please explain. _____

If not, please explain fully your basis. _____

9. In the event the City of Isle of Palms provides ATAX grant funding for your event/project, set forth in detail how you will acknowledge the City of Isle of Palms as a grantor of funding.

In everything we do. We will promote all businesses, festivals and recognize Police and Fire Department achievements.

VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
4/10/21	Rodney Wise	Leslie M. Wise
4/10/21	Tom Lee	
4/10/21	Brue Ramona	Cyber Parlati
4/10/21	Tiffany McDowell	Matthew Heird
	Gen McDowell	"
4/10	Anna Linder + Taylor Vincent	Cindy Vincent
4/10	Kimberly Moore	Zach Moore
4/10	JEREMY KITCHENS ←	→ CHRIS KANE
4/10	Kelli Ross	William Ross
4/10	Mick + Robinson	William Ross
4/10	Sharon Robinson	William Ross
4/10	Carol Caliguri	
4/10	Frank & Laura Bickelato	
4/10	Brit + Tony	Kay Flemming
4/11	Scott McDonald / Carmel	Mahesh Men
	Siara / Peyton Jammie	Liz Harris
4/13	Jane + Doug Carlson	Doug Carlson
4-13	Life Member	Bill Tyska Als G.A.
4/14	Kenzie Crawford	Patty Herring
4/14	Jim & Lisa Jossi	Jan McNeely
04/15	Denise + Vann Osman	Jan McNeely
15 April 21	Cameron / Shelby (4)	
15 April 21	DRUID M. HICKLOCA	Conduct, etc
4/16/21	TODD ALLEN	"
4/16/21	E. Tiedel	Todd + Melissa Allen

VFW GUEST REGISTRATION

2021

[illegible]

VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
4-11-21	Gina Collett + Jeff Swain	Joni Farn
4-17-21	Sloan & Lisa Kapina	BUTCH Sullivan
4-16-21	Joe & KATHY Miler	John Zithick
4/17	Anna Linder, Amy Moser, Donald Reynolds	Cindy Vincent
4/17	Josh Schatz	Rich Schatz
4/17	Riley Schatz	Rich Schatz
4/17	Rachel Baker	Jess Glasser
4/17	Slane & Kalina & Lisa Pele	Jess Glasser
4/17	Ginny & Savannah Bowley	David Bowley
	Kerri Hicks	
4/17	Dave and Matt	Matthew Pearce
4/18	Dana Sirk	Michael Sirk
4/19	Emerson Contreras	Matt Lindsey
4/19	Nate Kushner	Nate Kushner
4/19	Neil Kushner	Nate Kushner
4/19	DAVE STOTEN	MARK CUTLER
4/19	Mark Clutter	Mark Clutter
4/19	Billy & Anna	Lillian Rawland
4/19	Angela Sholler	Michelle Haley
4/19	JAMES GOODWIN	JOE CO
4/19	Nanci McNew	Honore J. McNew
4/20		Lillian Rawland
4/20	KAREN KIRG	JOE KIRG
4/20	John & Susan	Lillian Rawland
"	John & Susan	Post 2889 RH, SC

VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
4/21	Jim Watson Rob Macgregor	Post 2889 RH, SC Jay McAllister
4/21	ANGEL KALLINS	Ryan Kallins
4/21	JENNIFER Smith	JAN GRANGER
	JANET Smith	
	MIKE LOEBS	MIKE LOEBS
	MAUREEN "	" "
4/21	MISS ASHLEY	JAN GRANGER
4/21	Chene Gordon	JANIS Gordon
4/21	GC FARLEY	Jay McAllister
4/21	ANTONIO HAMILTON	#129 Jay Farrah
4/23	Brittanie Raud	Post 2889 RH, SC
4/23	LAUREL TIPTON	Post 2889 RH SC
4/23	TAMMY ADAMS	Post 2889 RH SC
4/23	Stephanie ANNAN	Post 2889 RH SC
4/23	Bill Geager	6 Page
4/23	Neal Kusner	N. Kusner
4/23	Don Genny Baskby	David Baskby
4/23	Ray Kennedy Tricia More	Ray Kennedy
4/23	MARVAND SHARTOR	JOE HOUDER
4/23	Jerrad Hepler	Lindsey Steh
4/23	Richard Dworschak	Saura Barrington
	Angie Gore	
	Derold Charpia	
	Gerri Charpia	
4/23	Justin McHale	Austin McHale
4/23	ANTHONY NIELOPOLO	Joe Dolce

VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
4/23/21	Janice Walters	Cary White
4/23/21	JULIE Anne Andrews	NOT REGISTERED 10 years before
4/24/21	LAUREL Tipton	POST 2889 RH SC
4/24/21	Tammy Adams	POST 2889 RH SC
4/24/21	BRIT RAND	POST 2889 RH SC
4/24/21	Stephanie ANNAN	POST 2889 RH SC
4/24/21	Eddie Spauld	Jim Cooper Post 637 Hopewell
4/25/21	LAUREL	POST 2889 RH SC
4/25/21	Tammy	" " "
4/25/21	BRIT	" " "
4/25/21	Stephanie	" " "
4/25/21	Brian Reilly	
4/25/21	KIRSTEN EVANS	DRIVER OF TRUCK
4/25/21	RAY CARBONI	DAVE WALKER
4/25/21	SIRIWAN NUMDEE	DAVE WALKER
4/25/21	DOUG FRENCH	DAVE WALKER
		KEVIN SWICK
4/25/21	Tyler Kluck	
"	Anna Linder	Rep Brown
4/25	Taylor Vincent	Cindy Vincent
4/25	CHARLIE KIRK	Jeremy L.
4/25	TODD SILVER	James K.
4/25	SPENCER LONG	James K.
4/25	Maureen Lobbs	John J. L.
	Tom + Karen Jamrose	C Trustor
	Dolly Cannon	C Trustor
25 APR 21	Kristen Fischer	KITCHENS
4/25	C. J. M.	MARK AMES

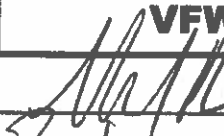
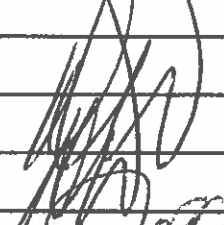
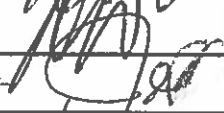
VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
26 APR 21		JERRITT LACY
26 APR 21	Chris Clay	
26 Apr.	Mayfield	Frank Vestal
26 APR	John Valentini	VFW POST 5941 N.W.
27 APR		F Blythe
27 APR	GEORGE LEFT FAMILY G. LEFT	
4/27/21	BRENDA TELLEFSEN	GOOSE CREEK VFW
4/27/21	Kyle Heroux	Matthew Modica
4-27-21	Mary Stover	" "
4-27/21	Betty ANTHONY RAVSA	ANTHONY RAVSA
4-28-21	Mike Young & Don A	
4-29	Sharon Ruest	Sharon Ruest / 7234
4/29	John Valentini	VFW POST 5941 N.W. N.S.
	PAST DIST 17 COMM CYPRESS COUNTY N.S.	
4/30	marquella Cole	Monda Nole Boggs
4/30	Monda Boggs	Monda Boggs
4/30	Christy Prince	Mike Prince
4/30	florida	Marsha Prince
4/30	Kenny Ames	
30 APR	PUL & Deborah Luch	Walt Parker
30 APR	Jeff & Marie Passione	Ken Aven
4/30	Timmy & Kruth GARD	BRAD
5/1	Shealy Peaslee	John Borony
5/1	MARK & Lynn Croll	Rick Cutlip
5/1	CINDY FOLLEY	JACK FOLLEY


VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
05/01/2021	J. WATTEED / J. LEIGHT	
05/01/2021	Kate Petersen	Zachary Fitzgerald
5/1/21	Anna Linder	Cindy Vincent
5/1/21	Kris Kearns	
5/01/21	Gunny Beaulieu	Dana Beaulieu
5/1/21	Frank Key	Eric Luke
	Dave Pitt	
	Sherryl Key	
5/2	Michael Madefan	
5/2	Marin Eller	
5/2	Phu Lu Ball / Dave	
5/2	Mark Cordisew	Veron Cordisew
5/2	BOZENA WILDHART	Daniel J. Wildhart 2536
5/2	TIM, TIM Hoppe	Coe (SANTA) MARINO
5/2	RAY Martin	William Ross MTP
11	Jerrad Hoppler	Judy Hoppler
5/2/21	Carmel Viero	Sam
5/2/21	Kristen Fischer	Kitchens
5/3/21	JANET FOSER	SELF
5/3/21	PAUL FOSER	SELF
5/3/21	STEVEN ANDER	William Rawlens
5/4/21	Patricia O'Connell	William O'Connell
5/4/21	Sharon + Steve Huch	William O'Connell
5/4/21	BRUNDA PIRON / EUGENIA PIRON	BILL PIRON
5/4/21	Paul Farris	John Farris
	Paul Farris	
	Jim Farris	

VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
5-2-2021	Bob Patterson	
5/5/21	DAN MAYLAN	JACK FOLLEY
5/5/21	Robin Moore	Keith Moore
5/6/21	Michlik, M (365)	3 MICHLIK 5633
5/6/21	WASHINGTON JARMILL (AC)	MARTHA & JULIO QUINANEZ
5/6/21	Cindy Bernick	Chad Heffner
5/6/21	Ronnie Bump	Chad Heffner
"	JOSH KAISER	ACTIVE DUTY
"	ROB LONGSWORTH	ACTIVE DUTY
5/6/21	Charlie Heffner	Chad Heffner
5/6/21	JEFF COX	JEFF COX
5/6/21	Marcella (M) Buder	Marcella (2)
5/6/21	Valerie Bender	V. Bender
5/6/21	Tim (Kington) Ditcher	Friend JVB
5/7/21	John Sage	Charles Holbrook
5/7/21	RUSSELL & BURNETT	M. Michlik Post 5633
5/7/21	DENNIS EDD COOK	ACTIVE
5/7/21	Roxanne Hall	Clinton Foster aux
5/7/21	Dan Veneble	
5/8/21	Curtis Perz	Lutson
5/8/21	Michael Smith	SIOUX FALLS SD #628
5/8/21	Eddie Cook	Vicenza, Italy
5/8/21	Mari DOLDICO	Jim Keating
5/8/21	Lynn Journell	Thomas Gooden
5/8/21	Gordon BARRINGHAM	Gordon BARRINGHAM
5/8/21	Brian Parker	
5/8/21		MALE 4/28

VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
5/11	Richard Bell	
	Kathy Shook	
	Virginia Bell	✓
	Emily Cox	
	SMITH PARKER	
5/11	MONICA REESE	
	Chas Schreiner	
	Terri Wheeler	Craig Wheeler
	Kate Wolf	
	Holly Burnett	
	Jack BENTLEY	Jeff Moore
	Bruce Wolfe	Nichelle Wolfe
	Jon Zuplo	
	Doug Linton	
	Diane Bates	Todd Forslund
	Butch Link	Gina Link
	Jeff Williams	Linda Forslund
	Melissa Fritz	Chelsee
	Steve Rogers	Elizabeth Putman
	Timothy Vaden	Rak Dea
	Chas Vaden	Rak Dea
	Joe Sarro	Danora Powell
	Chris Sarro	Danora Powell
	Schoma Yancey	Danora Powell
	Jason Yancey	Danora Powell
	Jim K	Jerry Henderson
	WAYNE MURPHY	JOE SPARK

VFW GUEST REGISTRATION

2021

Date	Guest Name	VFW Member
4/8/21	MARK AYER S	MARK AYER S
4/8/21	ART SPARKS	Ken Ayer
	Beth Magee	Ken Ayer
	Jan + Kirk Wurtzel	Carol Trustad
4-8-21	Bill Burke	Soon to be hopefully
4-8-21	Ronald Vreedy	Ronald Vreedy
	Loma?	
4/9/21	Ethan Burd	Mik Caple
	Jack Roberge	"
	Jacob Bruno	"
	Cal Archdeacon	"
4-9-21	Blake & Katie Walker	Ethie Walker
4-9-21	Beth + Lance Redden	
	Jessica + Jamie Walter	
4-9-21	Benjamin Listis	Benjamin Listis
	Karna Popok	
	Danielle Poole	
	Kristi Brogan	
4-9-21	Katie Payne	Corey Payne
	Jimmy Sapp	" "
	Jim Sapp	" "
	Terri Sapp	" "
	Tommy Gambino	" "
	Pam Gambino	Corey Payne
4-9-21	Beth Jose	Belva Leigh
4-9-21	Tina + Thomas Blodget	
4-9-21	Aimee Smith	



408 Saint Peter Street, Suite 600
Saint Paul, MN 55102
United States

THIS IS NOT AN INVOICE

Order Form
Prepared for
Isle Of Palms, SC

Granicus Budgetary Proposal for Isle Of Palms, SC

This quote is for budgetary purposes only. Please do not submit a Purchase Order against this document. Pricing is subject to change based on the scope. Please contact your Granicus representative for an official quote, which will include a period of performance, final pricing, and terms and conditions.

ORDER DETAILS

Prepared By:	Bill Marshall
Phone:	(202) 559-3037
Email:	bill.marshall@granicus.com
Order #:	Q-130198
Prepared On:	03/09/2021
Expires On:	05/21/2021

ORDER TERMS

Currency:	USD
Payment Terms:	Net 30 (Payments for subscriptions are due at the beginning of the period of performance.)

PRICING SUMMARY

The pricing and terms within this Proposal are specific to the products and volumes contained within this Proposal.

One-Time Fees			
Solution	Billing Frequency	Quantity/Unit	One-Time Fee
Meeting Efficiency - Setup & Configuration (Standard)	Up Front	1 Each	\$900.00
Minutes - Online Training	Upon Delivery	6 Hours	\$1,350.00
Government Transparency - Setup & Configuration	Up Front	1 Each	\$0.00
Granicus Encoding Appliance Hardware - SDI (AMAX) (GT)	Upon Delivery	1 Each	\$3,500.00
Granicus Video - Online Training	Upon Delivery	6 Hours	\$0.00
Peak - Setup & Configuration	Up Front	1 Each	\$0.00
Peak - Online Training	Upon Delivery	8 Hours	\$0.00
Open Platform - Setup and Configuration	Up Front	1 Hours	\$0.00
Granicus Encoding Appliance Hardware - Setup & Config	Upon Delivery	1 Each	\$0.00
Granicus Encoding Appliance Hardware - Setup & Config	Upon Delivery	1 Each	\$875.00
US Shipping Charge C - Large Item	Upon Delivery	1 Each	\$125.00
Open Platform - Setup and Configuration	Up Front	1 Hours	\$0.00
Send Agenda (Peak) Set up and Config	Up Front	1 Each	\$0.00
govDelivery for Integrations Set Up and Config	Up Front	1 Each	\$0.00
VoteCast Display - Setup and Configuration	Up Front	4 Hours	\$900.00
VoteCast - Online Training	Upon Delivery	6 Hours	\$1,350.00
VoteCast Display CPU (Dell) (ME)	Upon Delivery	1 Each	\$980.00
US Shipping Charge B - Medium Item	Upon Delivery	1 Each	\$60.00
iLegislate Voting - Onsite Training	Upon Delivery	1 Days	\$0.00
iLegislate Voting - Setup and Configuration	Up Front	1 Hours	\$0.00
VoteCast Display - Setup and Configuration	Up Front	4 Hours	\$900.00
eComment - Online Training	Upon Delivery	1 Hours	\$0.00
eComment - Setup and Configuration	Up Front	1 Each	\$0.00
Granicus Encoding Appliance Hardware - SDI (AMAX) (GT)	Upon Delivery	1 Each	\$3,500.00
Granicus Encoding Appliance Hardware - Setup & Config	Upon Delivery	1 Each	\$875.00

US Shipping Charge C - Large Item	Upon Delivery	1 Each	\$125.00
Granicus Encoding Appliance Hardware - Setup & Config	Upon Delivery	1 Each	\$0.00
SUBTOTAL:			\$15,440.00

New Subscription Fees			
Solution	Billing Frequency	Quantity/Unit	Annual Fee
Meeting Efficiency Suite	Annual	1 Each	\$0.00
Government Transparency Suite	Annual	1 Each	\$2,568.00
Peak Agenda Management	Annual	1 Each	\$3,300.00
Open Platform Suite	Annual	1 Each	\$0.00
Upgrade to SDI 720p Streaming	Annual	1 Each	\$599.99
Open Platform Suite	Annual	1 Each	\$0.00
Send Agenda (Peak)	Annual	1 Each	\$0.00
Granicus Encoding Appliance Software (GT)	Annual	1 Each	\$1,200.01
govDelivery for Integrations	Annual	1 Each	\$0.00
Recurring Captioning Services	Annual	120 Hours	\$16,500.00
VoteCast Standard Package (Tablet) (ME)	Annual	1 Each	\$1,800.00
eComment	Annual	1 Each	\$1,200.01
Upgrade to SDI 720p Streaming	Annual	1 Each	\$599.99
Granicus Encoding Appliance Software (GT)	Annual	1 Each	\$1,200.01
SUBTOTAL:			\$28,968.01

- *Please note, annual fees for new subscriptions will be prorated to align to Client's then-current billing term. Exceptions include Recurring Captioning Services, SMS, and Targeted Messages.*

FUTURE YEAR PRICING

Solution(s)	Period of Performance	
	Year 2	Year 3
Meeting Efficiency Suite	\$0.00	\$0.00
Government Transparency Suite	\$2,747.76	\$2,940.10
Peak Agenda Management	\$3,531.00	\$3,778.17
Open Platform Suite	\$0.00	\$0.00
Upgrade to SDI 720p Streaming	\$641.99	\$686.93
Open Platform Suite	\$0.00	\$0.00
Send Agenda (Peak)	\$0.00	\$0.00
Granicus Encoding Appliance Software (GT)	\$1,284.01	\$1,373.89
govDelivery for Integrations	\$0.00	\$0.00
Recurring Captioning Services	\$17,655.00	\$18,890.85
VoteCast Standard Package (Tablet) (ME)	\$1,926.00	\$2,060.82
eComment	\$1,284.01	\$1,373.89
Upgrade to SDI 720p Streaming	\$641.99	\$686.93
Granicus Encoding Appliance Software (GT)	\$1,284.01	\$1,373.89
SUBTOTAL:	\$30,995.77	\$33,165.47

PRODUCT DESCRIPTIONS

Solution	Description
Meeting Efficiency Suite	<p>Meeting Efficiency is a hybrid Software-as-a-Service (SaaS) and Hardware-as-a-Service (HaaS) solution that enables government organizations to simplify the in-meeting management and post-meeting minutes creation processes of the clerk's office. By leveraging this solution, the client will be able to streamline meeting data capture and minutes production, reducing staff efforts and decreasing time to get minutes published. During a meeting, use LiveManager to record roll calls, motions, votes, notes, and speakers, all indexed with video. Use the index points to quickly edit minutes, templates to format in Microsoft Word, and publish online with the click of a button. Meeting Efficiency includes:</p> <ul style="list-style-type: none"> • Unlimited user accounts • Unlimited meeting bodies • Unlimited storage of minutes documents • Access to the LiveManager software application for recording information during meetings • Access to the Word Add-in software component for minutes formatting in MS Word if desired • Up to one (1) MS Word minutes template (additional templates can be purchased if needed)
Government Transparency Suite	<p>Government Transparency are the live in-meeting functions. Streaming of an event, pushing of documents, and indexing of events.</p>
Peak Agenda Management	<p>Peak Agenda Management is a Software-as-a-Service (SaaS) solution that enables government organizations to simplify the agenda management and minutes recording process of the clerk's office. Peak Agenda Management allows clerks to streamline the way they compile and produce agendas and record minutes for public meetings and includes:</p> <ul style="list-style-type: none"> • Unlimited user accounts • Unlimited meeting bodies and meeting types • Access to up to one (1) Peak Agenda Management site

Solution	Description
Meeting Efficiency - Setup & Configuration (Standard)	<p>Setup and Configuration for Meeting Efficiency Suite includes implementation of:</p> <ul style="list-style-type: none"> • Up to one (1) client Installation of Minutes Maker (compatible client hardware required for software) • Up to one (1) Minutes report
Minutes - Online Training	online training for Minutes, which allows clients to have online sessions with a Granicus trainer to show clerks how to take minutes during a meeting and how to edit and publish them after a meeting.
Open Platform Suite	Open Platform is access to MediaManager, upload of archives, ability to post agendas/documents, and index of archives. These are able to be published and accessible through a searchable viewpage.
Government Transparency - Setup & Configuration	<p>Setup and Configuration for Government Transparency Suite includes implementation of:</p> <ul style="list-style-type: none"> • Up to one (1) View Page and Player template • Up to one (1) Live Manager configuration
Upgrade to SDI 720p Streaming	Upgrade to SDI 720p Streaming (requires Digital encoder and HD feed)
Granicus Encoding Appliance Hardware - SDI (AMAX) (GT)	AMAX Encoder with Osprey SDI Card. Used to pass commands and data from LiveManager that include Start/Stop of webcast, indexing, and document display. Also serves to distribute video and captions to be distributed to the CDN or Performance Accelerator.
Granicus Video - Online Training	Granicus Video - Online Training
Open Platform Suite	Open Platform is access to MediaManager, upload of archives, ability to post agendas/documents, and index of archives. These are able to be published and accessible through a searchable viewpage.
Peak - Setup & Configuration	<p>Setup and Configuration for Peak Agenda Management includes implementation of:</p> <ul style="list-style-type: none"> • Up to one (1) meeting body's Standard Agenda, Cover Page and Minutes report template • Up to one (1) public view page portal

Solution	Description
Peak - Online Training	Peak Agenda Management - Online Training is for online training for Peak Agenda Management, which allows clients to have online sessions with a Granicus trainer to learn how to use the system.
Open Platform - Setup and Configuration	Setup and configuration for Open Platform
Granicus Encoding Appliance Hardware - Setup & Config	Remote configuration and deployment of an encoding appliance.
Granicus Encoding Appliance Software (GT)	Granicus Encoding Appliance Software (GT) This includes the LiveManager Software solution where webcasts are started/stopped, agendas amended and indexed, votes and attendance recorded, and minutes created.
Granicus Encoding Appliance Hardware - Setup & Config	Remote configuration and deployment of an encoding appliance.
US Shipping Charge C - Large Item	US shipping of a large item
Open Platform - Setup and Configuration	Setup and configuration for Open Platform
Recurring Captioning Services	<p>Live closed captioning.</p> <ul style="list-style-type: none"> • All Meetings will incur one hour minimum. • Cancellations within 24 hrs. will be charged 1 hour minimum. • Caption reservations should be reserved two weeks in advance. Jobs with little notice may not be guaranteed coverage, 24 hours as an absolute minimum. • Real Time Captions are provided at an 98% accuracy readability rating • Recurring Caption hours not used in the period of performance will not carry over to the following year.

Solution	Description
VoteCast Standard Package (Tablet) (ME)	<p>VoteCast is a hybrid Software-as-a-Service (SaaS) and Hardware-as-a-Service (HaaS) solution that enables government organizations to streamline the meeting process for both the clerk's office as well as elected officials. By leveraging this solution, the client will be able to automate meeting data capture and display – improving accuracy and keeping all attendees informed of meeting proceedings. Available on a variety of hardware as well as the iLegislate platform, elected officials can use their touchscreens or tablets to motion, second, vote, and request to speak. This data automatically populates to the clerk software (LiveManager) ensuring accuracy and reducing workload. As action items occur during the meeting, TVs or projectors hooked up to VoteCast Display will automatically show the current agenda item, motion on the floor, vote result, and speaker timer as well as speaker name. VoteCast includes:</p> <ul style="list-style-type: none"> • Unlimited user accounts • Unlimited meeting bodies • Access to one Granicus platform site • Access to the VoteCast software application for elected officials • Access to the VoteCast Display software application to output meeting proceedings to TVs or projectors in the meeting room
VoteCast Display - Setup and Configuration	<p>Implementation includes:</p> <ul style="list-style-type: none"> • Access to an implementation consultant until project acceptance • Design service for VoteCast Display template updates • Access to video-based trainings around standard account functions and capabilities <p><i>The implementation process takes four to six weeks, on average, depending on the availability of stakeholders.</i></p>
VoteCast - Online Training	Virtual training session with a Granicus professional services trainer
VoteCast Display CPU (Dell) (ME)	Dell CPU hardware for VoteCast Display that outputs meeting information like current agenda item or vote results to displays in the meeting room such as TVs or projectors.
US Shipping Charge B - Medium Item	US shipping of a medium item
iLegislate Voting - Onsite Training	Onsite Training for iLegislate Voting

Solution	Description
iLegislate Voting - Setup and Configuration	Setup and configuration of iLegislate Voting
VoteCast Display - Setup and Configuration	<p>Implementation includes:</p> <ul style="list-style-type: none"> • Access to an implementation consultant until project acceptance • Design service for VoteCast Display template updates • Access to video-based trainings around standard account functions and capabilities <p><i>The implementation process takes four to six weeks, on average, depending on the availability of stakeholders.</i></p>
eComment	eComment reduces staff time by providing the ability to effortlessly collect and manage citizen input on agenda items. Citizens are allowed to either/or submit comments in regards to items or sign up to speak before a scheduled meeting.
eComment - Online Training	Virtual training session with a Granicus professional services trainer.
Granicus Encoding Appliance Hardware - SDI (AMAX) (GT)	AMAX Encoder with Osprey SDI Card. Used to pass commands and data from LiveManager that include Start/Stop of webcast, indexing, and document display. Also serves to distribute video and captions to be distributed to the CDN or Performance Accelerator.
Upgrade to SDI 720p Streaming	Upgrade to SDI 720p Streaming (requires Digital encoder and HD feed)
Granicus Encoding Appliance Software (GT)	Granicus Encoding Appliance Software (GT) This includes the LiveManager Software solution where webcasts are started/stopped, agendas amended and indexed, votes and attendance recorded, and minutes created.
Granicus Encoding Appliance Hardware - Setup & Config	Remote configuration and deployment of an encoding appliance.
US Shipping Charge C - Large Item	US shipping of a large item
Granicus Encoding Appliance Hardware - Setup & Config	Remote configuration and deployment of an encoding appliance.

GRANICUS ADVANCED NETWORK AND SUBSCRIBER INFORMATION

- **Granicus Communications Suite Subscriber Information.**
 - Data provided by the Client and contact information gathered through the Client's own web

properties or activities will remain the property of the Client ('Direct Subscriber'), including any and all personally identifiable information (PII). Granicus will not release the data without the express written permission of the Client, unless required by law.

- Granicus shall: (i) not disclose the Client's data except to any third parties as necessary to operate the Granicus Products and Services (provided that the Client hereby grants to Granicus a perpetual, non-cancelable, worldwide, non-exclusive license to utilize any data, on an anonymous or aggregate basis only, that arises from the use of the Granicus Products by the Client, whether disclosed on, subsequent to, or prior to the Effective Date, to improve the functionality of the Granicus Products and any other legitimate business purpose, including the right to sublicense such data to third parties, subject to all legal restrictions regarding the use and disclosure of such information).

- **Data obtained through the Granicus Advanced Network.**

- Granicus offers a SaaS product, known as the Communications Cloud, that offers Direct Subscribers recommendations to subscribe to other Granicus Client's digital communication (the 'Advanced Network'). When a Direct Subscriber signs up through one of the recommendations of the Advanced Network, that subscriber is a 'Network Subscriber' to the agency it subscribed to through the Advanced Network.
- Network Subscribers are available for use while the Client is under an active subscription with Granicus. Network Subscribers will not transfer to the Client upon termination of any Granicus Order, SOW, or Exhibit. The Client shall not use or transfer any of the Network Subscribers after termination of its Order, SOW, or Exhibit placed under this agreement. All information related to Network Subscribers must be destroyed by the Client within 15 calendar days of the Order, SOW, or Exhibit placed under this agreement terminating.
- Opt-In. During the last 10 calendar days of the Client's subscription, the Client may send an opt-in email to Network Subscribers that shall include an explanation of the Client's relationship with Granicus terminating and that the Network Subscribers may visit the Client's website to subscribe to further updates from the Client in the future. Any Network Subscriber that does not opt-in will not be transferred with the subscriber list provided to the Client upon termination.

TERMS & CONDITIONS

- Link to Terms: https://granicus.com/pdfs/Master_Subscription_Agreement.pdf
- Granicus will provide a three (3) year warranty with respect to required hardware. Within the three (3) year warranty period, Granicus shall repair or replace any required hardware provided directly from Granicus that fails to function properly due to normal wear and tear, defective workmanship, or defective materials.