



Ways and Means Committee

6:00 p.m., Tuesday, October 19, 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**- September 21, 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
 - e. Overhead to Underground Conversion
6. **Old Business**
 - a. Update and discussion of American Rescue Plan funding allocation
 - b. Discussion and consideration of wage and compensation adjustments –
Presentation by Evergreen Consulting LLC
7. **New Business**
8. **Miscellaneous Business** - Next meeting: 5:00 p.m., Wednesday, November 17, 2021
9. **Executive Session** – If needed.
10. **Adjournment**



**Ways & Means Committee Meeting
6:00pm, Tuesday, September 21, 2021
1207 Palm Boulevard, Isle of Palms, SC 29451
and broadcasted live on YouTube: <https://www.youtube.com/user/cityofisleofpalms>**

MINUTES

1. Call to Order

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

Absent: Council Member Smith

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

2. Approval of previous meeting's minutes

Council Member Streetman made a motion to approve the minutes of the August 17, 2021 meeting, and Council Member Bell seconded the motion. The motion passed unanimously.

3. Citizen's Comments -- none

4. Financial Statements – Treasurer Suggs

Treasurer Suggs reported that revenues are where they are expected for this time in the fiscal year. She reminded Committee members of the change in the timing of the receipt of rental license revenue due to the State's new Standardization Act.

She reported that the County ATAX pass-through of \$508,000 has been received and accrued into FY21. The City closed on the lease for the new fire truck and associated equipment as passed by City Council last month. The 10-year lease for \$875,000 has a rate of 1.65. The truck should be delivered in October or November.

The City has received the property value assessment from Charleston County and it shows an increased value of 2%. She shared some details of the schedule, noting that for the first time the amount of 6% assessments decreased, potentially indicating an increase in full-time residents. However, the number of properties assessed at 6% is still twice that of those assessed at 4%. She said the assessment calculation projects an \$84,000 shortage for FY22, but actual property tax collection has always exceeded the projections. Treasurer Suggs is still waiting to confirm the LOST credit so that the maximum credit can be given to taxpayers.

Treasurer Suggs stated that accommodations revenues continue to be strong. Hospitality tax has had two strong months in FY22. The Beach Preservation Fee and LOST also continue to perform strongly.

There were small payouts to Thomas & Hutton and Gulfstream for the Phase III Drainage project. Only one check was written to ATM in August for work at the Marina.

5. Capital Projects Report

A. Marina Restaurant Renovation

Administrator Fragoso gave an overview of the work that has been completed at the Marina restaurant. A slide detailing all of the work done there can be seen in the YouTube recording of this meeting linked on the City's website. She reported that wall and overhead rough-ins for electrical and plumbing is nearly complete. They are one week out for inspections. Work on the overhead sprinkler system and HVAC is set to begin shortly. There have been significant structural changes and upgrades also made recently.

She reported that during a recent visit to the site, she and Director Kerr noted that stairs had been placed where an elevator was supposed to be. The plans approved by City Council indicate an elevator. She said the building is ADA-compliant with the ramps to the first floor. The lack of an elevator makes the top floor not ADA-accessible.

Director Kerr said, "There are three considerations with the ADA-compliance factor. First, because they are less than three stories, they are exempted from the need for an elevator. Secondly, it is an existing condition, so they are given some latitude there, and then thirdly, as Desiree has correctly said, because they have access to the first floor and because there will be the same menu in all parts of the building, that's the guidance we have been given, that would make them compliant with the ADA stipulations."

Council members Streetman and Moyer expressed disappointment with the change as the Real Property Committee has spoken numerous times about creating more ADA-accessibility on the island. Administrator Fragoso said she is coordinating a face-to-face meeting with the tenants to see what can be done about the elevator.

B. Marina Docks Rehabilitation

Administrator Fragoso gave an overview of the work being done on the Marina Docks Rehabilitation Project. A slide detailing all of the work done there can be seen in the YouTube recording of this meeting linked on the City's website. Administrator Fragoso said she has received two proposals for the aesthetic improvements the City needs to make at the Marina. The lowest bid came from Salmon's, and she will approve that so the work can begin. Parking lot improvements have been completed.

She reported that final pressure testing was completed over the weekend. The first round of materials testing was Monday and the second round was to have been today. Water and electrical have been turned on, but the water is not to be used until testing comes back. The docks have been turned over to the Marina Manager for use, and "they have been instructed by the contractor to start mobilizing vessels on the charter docks to the new restaurant and face docks."

Salmon's will begin the demo of the finger docks shortly.

Administrator Fragoso said, “In terms of the fuel dock, Structural Marine, which is the dock manufacturer, they continue to seek alternate supplies for specific aluminum extrusions that are required to build the fuel hub platform that is not currently available in Canada due to ongoing supply chain issues.” The fuel hut will not be completed until those materials are identified and available.

C. Phase III Drainage

Administrator Fragoso gave an overview of the work being done on the Phase III Drainage Project. A slide detailing all of the work done on this project can be seen in the YouTube recording of this meeting linked on the City’s website. She reported that the bid package for the construction of the 30th and 36th avenues outfalls are complete and have been advertised. The mandatory pre-bid meeting is scheduled for September 24 and the bid opening is scheduled for mid-October. “We should be able to meet our proposed approval schedule for Council to approve the construction contract by the end of October. The schedule is contingent on receiving the remaining permits in time. We are still waiting on two US Army Corps of Engineers’ permits.” She shared an updated bidding and construction timeline with the Committee.

D. Phase III Drainage Small Internal Projects

Administrator Fragoso gave an overview of the work being done on the Phase III Drainage Small Internal Projects. A slide detailing all of the work done on this project can be seen in the YouTube recording of this meeting linked on the City’s website. The detour plan for the work needing to be completed at 41st Avenue has been approved. Administrator Fragoso said she is coordinating with the contractor on a start date and “our charge to them was to try to minimize the weekends.”

E. Overhead to Underground Conversion

Administrator Fragoso said there are no updates on this project.

6. Old Business

A. Discussion of alternatives for the allocation of 30% of the ATAX funds collected that must be used for advertisement and promotion of tourism currently managed by the Charleston Visitor’s Bureau – presentation by Ray Burns, Chair of the ATAX Committee

Mr. Ray Burns, Chair of the ATAX Committee, gave a detailed presentation to Committee members about the research and work the ATAX Committee has completed to date regarding researching alternative uses for the 30% of ATAX funds needing to be used for advertisement and promotion of the Isle of Palms. He spoke in detail about the formation and work of the Tourism and Visitors Promotion Committee created on Folly Beach in 2005. He also shared the numerous conversations the ATAX Committee has had with the Charleston Visitors Bureau regarding the work they do for the City. At their September meeting, Mr. Burns expressed several concerns to the President of the CVB, Helen Hill. She will address those concerns at their October 27 meeting.

Mr. Burns said, "I encourage City Council to consider the option of Isle of Palms creating its own non-profit direct marketing organization for the purpose of tourism promotion. The vision is to have the DMO contract with an outside agency to create an Isle of Palms tourism promotion website to work for all Isle of Palms residents, businesses, and tourists. Once the website is created, a targeted internet marketing strategy would be developed by the DMO committee. The Committee would submit a budget to City Council with specific targets and activities for approval during the new fiscal year budgeting time. There would be specific metrics put in place to measure the success of the marketing targeted advertising. We do not need to market Isle of Palms for the summer months. We are full. The concept would be to target markets for the off-season business in any other target market that the Committee would feel is worth pursuing such as weddings, reunions, and specific activities, such as fishing or just walking on the beach. The vision includes the continued funding of the CVB, just not all our money. CVB successfully markets off-season rental business for the island in group sales for Wild Dunes Resort. The funding of the CVB would be intended to target this effort. The CVB funding would be contingent upon them providing a detailed budget for approval and an end-of-year review of expenditures."

Mr. Burns pointed out that the ATAX Committee is divided in its belief that the CVB should be the only DMO for the Isle of Palms. Ways & Means Committee members expressed support for Mr. Burns' idea. Council Member Pounds encouraged Council members to reach out to State legislators to have them revisit the amount of monies required to be put aside for tourism promotion. Committee members also agreed that there needs to be an off-season focus as well as accountability from the CVB.

B. Update and discussion American Rescue Plan funding allocation

Council Member Pounds reported that the State has not yet released the monies due to the City from the American Rescue Plan. However, Administrator Fragoso has done all that can be done to make sure the City receives its allocation.

Additionally, the City has asked for \$4M for drainage projects from the AccelerateSC program. Administrator Fragoso said that any communication from Council members to legislators regarding these monies would be helpful. Council Member Pounds noted this would be an effort perfect for an Isle of Palms lobbyist.

7. New Business

A. Approval of FY22 millage rate at 0.0233 (no property tax increase)

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

B. Consideration and approval of an amount not to exceed \$25,000 to engage an executive recruitment firm to assist in the Fire Chief Hiring Process

MOTION: Council Member Streetman made a motion to approve, and Council Member Moye seconded the motion.

Council Member Pounds stated this would be an unbudgeted expense taken from Professional Services. Administrator Fragoso said she has informally requested information from recruitment firms to begin the vetting process. Council Member Popson asked if such an expense was needed to which Administrator Fragoso replied, "I believe that this is the most, if not one of the most important positions in this community, for this City. I would support a process that from the beginning starts in an objective way and ensures that we find somebody with the key attributes that we have identified as wanting our Fire Chief to have. If ultimately this is going to be based on Council's recommendation and amendments to the Code that allows or provides the City Administrator to present a recommendation to Council for a candidate, I want to make sure that we follow a structured and objective process to do so."

MOTION: Mayor Carroll made a motion to defer this item for 30 days so the Interim Chief can look closely at the Fire Department. There was no second.

Administrator Fragoso reminded Committee members that the agreement with Chief Briscoe is for 90 days with a 60-day renewal option if needed. She said the firms she has been vetting have experience in hiring top-level municipal positions.

VOTE: A vote was taken as follows:

Ayes: Streetman, Moye, Buckhannon, Bell, Pounds

Nays: Popson, Ward, Carroll.

The motion passed 5-3.

C. Approval of an amount not to exceed \$10,000 for the purchase of two (2) beach wheelchairs to be available to residents and visitors at no cost on a first-come, first served basis

MOTION: Mayor Carroll made a motion to approve, and Council Member Buckhannon seconded the motion.

Administrator Fragoso said staff is in the process of developing a beach wheelchair reserve program similar to the medical equipment closet program. She thanked Dr. Jim Smiley for providing information on wheelchairs that fold up. She believes that the City will be able to purchase 3 wheelchairs for under \$10,000. Council Member Moye suggested that local businesses could advertise on the wheelchairs and to affix GPS tracking devices to each chair.

VOTE: The motion passed unanimously.

D. Discussion of wage and compensation study implementation

Administrator Fragoso explained the schedule and options of implementing the current range penetration salary option versus the current range penetration capped at midpoint of salary option with Committee members. A step/tenure option would be put in place within the Fire and Police departments. Implementation of the options would look different for Fire and Police than it would for the rest of the City government. She said they are still looking for an analysis of benefits from Evergreen.

Council Member Bell said the Personnel Committee felt it was important to get salaries in a competitive range and “to leave the City in a position to have an ongoing methodology” of salary increase not dependent on the will of City Council. Council Member Moye pointed out the costs of turnover, adding these changes are important to the future of the City. He would like to see the long-term financial implications of the salary changes.

Council Member Pounds noted there is \$300,000 in FY22 for the implementation of these changes. Administrator Fragoso said she hopes to have a final recommendation for City Council’s approval at the October meeting.

E. Discussion and consideration of marine unit agreement with Charleston County Sheriff’s Office

Chief Cornett shared details of the marine unit agreement with the Committee. He said that the boat is here for the City’s use but will benefit both IOP and the Sheriff’s Office in their abilities to respond quickly to emergencies. CCSO paid for 6 Isle of Palms police officers to be trained and certified to use the boat. The boat can also be used to patrol the No Wake Zone during the season. Administrator Fragoso commended Chief Cornett in his efforts to make the community safer.

Chief Cornett said the City would be responsible for maintenance after the first year. He will outfit the boat with other needed supplies through the military surplus program.

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

Council Member Ward suggested placing funding for a boat lift in the Capital Projects budget. Council Member Bell noted that the lease with Marina Joint Ventures requires them to provide dock space for a police-related boat.

F. Approval of purchase of two patrol SUVs for the Police Department [FY22 Budget, Police Department, Capital Projects and State ATAX - \$123,000]

Chief Cornett said this request is for two vehicles at \$30,000 each. A third truck, an F-150, will be purchased at a later date.

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

G. Approval of transition from .40 caliber pistols to 9mm caliber pistols [FY22 Budget, Police Department, General Fund, Non-capital tools & equipment - \$6,000 after trade-in]

Chief Cornett said this change is to bring the IOP Police Department in line with Federal, State, and local agencies who have or are making the same change to 9mm caliber pistols.

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

8. Miscellaneous Business

The next meeting of the Ways & Means Committee will be Tuesday, October 19, 2021 at 6pm.

9. Adjournment

Council Member Buckhannon made a motion to adjourn and Council Member Bell seconded the motion. The meeting was adjourned at 7:57pm.

Respectfully submitted,

Nicole DeNeane
City Clerk

City of Isle of Palms
Financial Statement Summary as of September 30, 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	\$ 1,815	\$11,799	\$ 9,984	15%	\$ 11,799	\$ -	\$ -	\$ 667	\$ (667)	0%	\$ 667	\$ -		\$ 2,619	\$ 12,466	\$ 9,847	21%	\$ 12,466	\$ -	(804)	
Capital Projects	878	1,291	413	68%	1,291	-	-	394	(394)	0%	394	-		69	4,456	4,387	2%	4,456	-	809	
Muni Accom Tax	378	1,526	1,148	25%	1,526	-	-	(433)	433	0%	(433)	-		238	1,265	1,027	19%	1,265	-	140	
Hospitality Tax	240	836	596	29%	836	-	-	(244)	244	0%	(244)	-		106	562	456	19%	562	-	134	
State Accom Tax	-	2,146	2,146	0%	2,146	-	-	(834)	834	0%	(834)	-		43	1,506	1,463	3%	1,506	-	(43)	
Beach Prserv Fee	379	1,275	896	30%	1,275	-	-	-	-	-	-	-		26	385	359	7%	385	-	353	
Marina	131	360	229	36%	360	-	-	450	(450)	0%	450	-		264	689	425	38%	689	-	(133)	
Disaster Recovery	1	10	9	10%	10	-	-	-	-	-	-	-		-	10	10	0%	10	-	1	
All Other	174	171	(3)	102%	171	-	-	-	-	-	-	-		15	167	152	9%	167	-	160	
Total All Funds	\$ 3,996	\$19,414	\$ 15,418	21%	\$ 19,414	\$ -	\$ -	\$ -	\$ -		\$ -	\$ -		\$ 3,380	\$ 21,506	\$ 18,126	16%	\$ 21,506	\$ -	\$ 617	

General Fund YTD Revenues							
	FY22 YTD Actual	FY22 Budget	% of FY22 Budget	FY21 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast Above/ (Below) Budget
Prop Tax	\$ 40	\$ 4,806	1%	\$ 69	58%	\$ 4,806	\$ -
LO Sales Tax	130	895	15%	87	149%	895	-
Business Lic	192	1,421	14%	128	150%	1,421	-
Rental Lic	454	940	48%	847	54%	940	-
Other Lic (Insurnce/Utilities)	-	1,496	0%	1	0%	1,496	-
Build Pmts	183	450	41%	102	179%	450	-
From State	-	253	0%	-		253	-
Parking	586	1,019	58%	474	124%	1,019	-
All Other	230	519	44%	200	115%	519	-
Total	\$ 1,815	\$ 11,799	15%	\$ 1,908	95%	\$ 11,799	\$ -

General Fund YTD Expenditures (YTD target = 25%)							
	FY22 YTD Actual	FY22 Budget	% of FY22 Budget	FY21 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast (Above)/ Below Budget
Mayor/Council	\$ 26	\$ 134	19%	\$ 24	108%	\$ 134	\$ -
General Govt	300	2,145	14%	272	110%	2,145	-
Police	633	3,022	21%	623	102%	3,022	-
Fire	857	3,745	23%	840	102%	3,745	-
Public Works	363	1,502	24%	323	112%	1,502	-
Build & Lic	98	456	21%	93	105%	456	-
Recreation	250	1,090	23%	230	109%	1,090	-
Judicial	60	270	22%	54	111%	270	-
BSOs	32	102	31%	31	103%	102	-
Total	\$ 2,619	\$ 12,466	21%	\$ 2,490	105%	\$ 12,466	\$ -

City of Isle of Palms Supplemental Financial Information as of September 30, 2021 (*Dollars in Thousands*)

Cash Balances		
	9/30/2021	9/30/2020
General Fund	5,956	3,902
As a % of GF Exp (target is > 30%)	48%	34%
Capital Projects	7,504	4,633
Disaster Recovery	2,827	2,732
Marina	2,087	663
Tourism Funds	4,570	3,909
Beach Preservation	5,132	3,621
Other Restricted	316	169
Total All Cash	28,392	19,629
Deposits at LGIP (.1040%)	26,116	92%
Deposits at TRUIST	2,276	8%
RESTRICTED CASH	10,018	35%

Fund Balances					
Fund	6/30/2021 Preliminary Fund Balance (Note 1)	FY22 YTD Actual Net Revenues & Transfers Less Expenses	Current Fund Balance	6/30/22 Budgeted Fund Balance	6/30/22 Forecast Fund Balance
General Fund	\$ 3,892	\$ (804)	3,088	\$ 3,892	\$ 3,892
Capital Projects	8,882	809	9,691	6,111	6,111
Muni Accom Tax	1,595	140	1,735	1,423	1,423
Hospitality Tax	875	134	1,009	905	905
State Accom Tax	1,799	(43)	1,756	1,605	1,605
Beach Funds	4,756	353	5,109	5,646	5,646
Marina (See Note 1)	2,154	(133)	2,021	2,275	2,275
Disaster Recovery	2,827	1	2,828	2,827	2,827
All Other	155	160	315	159	159
Total All Funds	\$ 26,935	\$ 617	\$ 27,552	\$ 24,843	\$ 24,843

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 \$4,500,000 of net fixed assets. Unrestricted net position is approx equal to cash for the Marina.

September Notes:

- General Fund Revenues and Expenditures are generally consistent with prior years, with the exception of Rental License revenue. The SC State Business License Tax Standardization Act (Act 176) mandates a State-wide business license year of May 1 to April 30. For the City, this necessitates a 1-time shortened reporting period for 2021 rental license renewals - 6 months vs 12 months - so the YTD rental license revenue is approximately half what it was in FY21. This will catch up later this fiscal year when rental licenses are renewed for a full 12 months at the same time as regular business licenses (early calendar year 2022).
- In September, the City closed on a municipal lease (loan) for the new Fire engine and equipment, including \$287,000 in SCBA (self contained breathing apparatus) equipment. The total financed was \$875,706 for 10 years at a rate of 1.6%.
- On October 1st, the City received \$1,085,300 for 50% of the City's award under the Federal American Rescue Plan (ARP). The funds were deposited in the Capital Projects fund as Grant Revenue.
- In October, the City's local bank, BB&T, finalized its merger with Sun Trust Bank. The new bank name is Truist. All the City's accounts and debt agreements with BB&T transferred to Truist.
- The City has \$28.4 million in cash deposits. Approximately \$4.7 million of this total represents unspent bond proceeds and \$9.7 million is restricted for tourism related expenditures or beach preservation.

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Municipal Accommodations Fee (1% of Accommodation Sales)							
	FY16	FY17	FY18	FY19	FY20	FY21	FY22
JUL	162,862	161,068	139,501	199,724	195,287	172,336	256,308
AUG	191,759	218,620	235,007	209,600	213,067	169,596	378,001
SEPT	150,212	136,141	157,274	152,535	152,561	186,938	248,118
OCT	90,691	77,500	75,353	79,534	75,506	129,033	
NOV	61,918	57,777	64,256	63,444	65,882	66,090	
DEC	33,233	36,937	32,877	40,182	34,301	71,683	
JAN	25,309	28,217	28,859	25,836	32,335	34,025	
FEB	20,313	15,332	18,317	13,666	18,596	26,709	
MAR	16,918	20,485	21,562	19,983	9,690	31,080	
APR	51,082	51,166	53,213	53,685	26,422	68,055	
MAY	70,954	92,529	88,875	90,800	7,181	125,288	
JUNE	94,270	95,768	94,112	97,999	55,311	153,337	
Deduct last July	(162,862)	(161,068)	(139,501)	(199,724)	(195,287)	(172,336)	(256,308)
Add next July	161,068	139,501	199,724	195,287	172,336	256,308	
Total Fiscal Year	967,728	969,974	1,069,429	1,042,551	863,187	1,318,141	626,119
Incr from FY15		Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21
-4%		0%	10%	-3%	-17%	53%	67%
						% Change fr FY20	57%

Heads in
Beds in

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

JUN

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

State Accommodations Tax (Tourism-Related Only)				(Approx 2% of Accommodation Sales)			
	FY16	FY17	FY18	FY19	FY20	FY21	FY22
Sept Qtr	518,796	520,784	518,028	546,269	580,306	553,971	
Dec Qtr	179,446	178,830	202,803	203,067	181,550	252,012	
Mar Qtr	66,294	61,586	71,773	103,097	88,638	132,256	
June Qtr	364,938	407,460	413,234	445,779	242,893	650,839	
Total Fiscal Yr	1,129,474	1,168,660	1,205,838	1,298,212	1,093,387	1,589,078	-
	1.7%	3.5%	3.2%	7.7%	-15.8%	45.3%	
	Incr from FY15	Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21
					% Change fr FY19	22%	

Heads in
Beds in

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

Chas County ATax Pass-Through				(Historically 20% of County's 2% on IOP Accommodation Sales)			
	FY16	FY17**	FY18	FY19	FY20	FY21	FY22
1st Payment	276,704	520,000	327,750	381,000	370,500	-	-
2nd Payment	208,390	-	109,250	127,000	-	508,000	-
Total Fiscal Yr	485,093	520,000	437,000	508,000	370,500	508,000	-
	1%	7%	-16%	16%	-27%	37%	-100%
	Incr from FY15	Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Hospitality Tax (2% of Prepared Food & Beverage Sales)							
	FY16	FY17	FY18	FY19	FY20	FY21	FY22
JUL	83,038	85,051	89,309	104,681	88,238	66,947	137,933
AUG	87,110	93,123	98,883	101,031	106,673	59,353	134,710
SEPT	70,725	77,619	81,373	78,014	78,129	49,484	104,997
OCT	66,113	68,348	56,439	69,394	76,033	37,348	
NOV	40,576	46,488	70,905	65,210	66,929	27,609	
DEC	61,052	40,557	41,260	38,440	56,591	46,700	
JAN	24,864	27,883	19,085	31,905	28,058	57,988	
FEB	29,443	27,947	28,826	27,373	27,574	24,135	
MAR	27,586	39,785	49,744	40,741	21,853	39,019	
APR	50,531	57,961	66,633	66,425	12,956	50,777	
MAY	71,297	85,246	79,870	85,134	15,429	85,357	
JUNE	79,858	92,137	87,753	100,621	46,102	114,802	
Deduct last July	(83,038)	(85,051)	(89,309)	(104,681)	(88,238)	(66,947)	(137,933)
Add next July	85,051	89,309	104,681	88,238	66,947	137,933	
Total Fiscal Year	694,206	746,402	785,452	792,527	603,275	730,503	239,707
	Incr fr FY15 1%	Incr fr FY16 8%	Incr fr FY17 5%	Incr fr FY18 1%	Incr fr FY19 -24%	Incr fr FY20 21%	Incr fr FY21 115%
						% Change fr FY20	38%

Food/Bev
Sold in

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

JUN

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Beach Preservation Fee (1% of Accommodation Sales)								Heads in Beds in
	FY16	FY17	FY18	FY19	FY20	FY21	FY22	
JUL	162,228	161,068	192,666	199,724	195,287	172,336	256,308	JUN
AUG	191,610	218,620	181,842	209,600	213,067	169,596	378,001	JUL
SEPT	149,350	136,141	157,274	152,535	152,561	186,938	248,118	AUG
OCT	90,398	77,500	75,353	79,534	75,506	129,033		SEPT
NOV	61,647	57,777	64,256	63,444	65,882	66,090		OCT
DEC	33,233	36,937	32,877	40,182	34,301	71,683		NOV
JAN	25,309	28,217	28,859	25,836	32,335	34,025		DEC
FEB	20,313	15,332	18,317	13,666	18,596	26,709		JAN
MAR	16,918	20,485	21,562	19,983	9,690	31,080		FEB
APR	51,082	51,166	53,213	53,685	26,422	68,055		MAR
MAY	70,954	92,529	88,875	90,800	7,181	125,288		APR
JUNE	94,270	95,768	94,112	97,999	55,311	153,337		MAY
Deduct last July	(162,228)	(161,068)	(139,501)	(199,724)	(195,287)	(172,336)	(256,308)	
Add next July	161,068	139,501	199,724	195,287	172,336	256,308		JUN
Total Fiscal Year	966,152	969,974	1,069,429	1,042,551	863,187	1,318,141	626,119	
	Incr from FY16 0%	Incr from FY17 10%	Incr from FY18 -3%	Incr from FY19 -17%	Incr from FY20 53%	Incr from FY21 67%		
					% Change fr FY20	57%		

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Local Option Sales Tax						When Sales Occurred
(a portion of the 1% Charleston County local option sales tax)						
	FY18	FY19	FY20	FY21	FY22	
AUG	83,614	88,713	93,221	87,833	130,373	JUL
SEPT	73,671	72,557	83,456	83,149		AUG
OCT	61,352	63,829	62,752	71,963		SEPT
NOV	61,040	61,435	65,514	68,054		OCT
DEC	49,732	54,748	59,951	67,342		NOV
JAN	55,282	57,483	64,996	69,592		DEC
FEB	43,314	48,026	53,263	58,840		JAN
MAR	47,589	49,240	50,882	60,533		FEB
APR	60,349	65,794	43,070	83,678		MAR
MAY	77,153	85,394	56,012	100,082		APR
JUNE	70,879	78,238	74,078	102,313		MAY
JULY	88,382	92,504	92,789	117,380		JUN
Total Fiscal Year	772,357	817,962	799,984	970,759	130,373	
	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21	
		6%	-2%	13%	48%	
				% Change fr FY20	40%	

City of Isle of Palms

Marina Dock Replacement & Bulkhead Recoating

Funded with Accommodations Taxes, Marina Revenues and a \$4.3M GO Bond

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 add'l 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
5/21/2021	ATM Change Order #6 - electric transformer relocation, watersports dock relocation
7/27/2021	ATM Change Order #7 - additional construction mgt services
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
6/22/2021	Salmons Change Order #8 - disposal of broken pile
6/22/2021	Salmons Change Order #9 - Builders Risk Insurance extension

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

FY19 Spending on docks (Total FY19 Budget = \$600k)	24,600
FY20 Spending on docks (Total FY20 Budget = \$147k)	107,257
FY21 Spending on docks/recoat (Total FY21 Budget = \$3.2M)	2,411,612
FY22 Forecast for completion of docks/recoat	1,980,000
Contracts issued + City's contingency	(4,521,508)
Budget Funds Remaining	1,961

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
3,615			(3,615)	-
40,000			(40,000)	-
	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)	-
		17,230	(17,230)	-
		27,000	(27,000)	-
240,115	788,400	3,193,203	299,790	4,521,508
	767,400	3,981,603		

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
4/24/2020	Army Corp of Engineers	permit fee	100				100
5/6/2020	ATM	plans, specs & bid documents, Dock B&C design	4,295				4,295
6/30/2020	ATM	plans, specs & bid documents, Dock B&C design, bid pkg	10,247				10,247
8/7/2020	ATM	bidding services & CVAP grant application	4,722				4,722
9/11/2020	ATM	bidding, permitting and CVAP grant application	6,421				6,421
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
5/21/2021	ATM	Construction Admin	3,500				3,500
5/31/2021	Salmons Dredging	Pay App #7		36,198	364,056		400,254
6/22/2021	ATM	Construction Admin	3,467				3,467
6/30/2021	Salmons Dredging	Pay App #8		7,240	88,111		95,350
7/30/2021	Salmons Dredging	Pay App #9			256,519		256,519
8/20/2021	ATM	Construction Admin	4,898				4,898
9/24/2021	ATM	Construction Admin	7,547				7,547
9/30/2021	Salmons Dredging	Pay App #10		80,440	249,116		329,556
Total paid			206,295	791,358	2,129,336	15,000	3,141,989
Remaining on contracts			33,820	(2,958)	1,063,866	284,790	1,379,519

* Change Order #3 and Tasks 5 and 5a are skipped because they related to the watersports dock, not the dock replacement project

City of Isle of Palms

Drainage Phase 3

Funded with Capital Projects & Muni Atax Funds, a \$3.5M GO Bond and \$112,532 from NPDES Funds

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 improves
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
Thomas & Hutton		Proj .0006 - bidding & construction admin for 30th & 36th Ave 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
FY 2021		Thomas & Hutton Engineering	Engineering & Design Fees, .03, .04 & .05
8/8/21		Thomas & Hutton Engineering	Projects 4
9/9/21		Thomas & Hutton Engineering	Projects 3 and 4 and 6
10/8/21		Thomas & Hutton Engineering	Projects 3 and 4 and 6
FY 2022		Thomas & Hutton Engineering	Engineering & Design Fees, .03, .04 & .06
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
8/23/21		Gulf Stream Construction	Pay App #4
9/1/21		Gulf Stream Construction	Pay App #5
9/24/21		Gulf Stream Construction	Pay App #6
			Total paid
			Remaining on contracts

FY19 Project Spending	93,052
FY20 Project Spending	161,473
FY21 Spending for Small Project Contruction	452,803
FY21 Spending for Outfall Construction	182,855
FY22 Budget for Outfall Construction	2,462,000
FY23 Forecast for Outfall Construction	913,000
Contracts/Change Orders	(1,236,132)
Budget Funds Remaining	3,029,051

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
102,200				102,200
		612,532		612,532
610,600	13,000	612,532	-	1,236,132

87,437	5,615	-	-	93,052
154,087	7,386	-	-	161,473
212,479	-	-	-	212,479
16,900				
12,120				
17,032				
46,053	-	-	-	46,053
250				250
		239,853		239,853
		93,969		93,969
		89,107		89,107
		24,216		24,216
		19,158		19,158
		8,550		8,550
454,003	13,000	474,853	-	988,159
156,597	-	137,679	-	247,973

CITY OF ISLE OF PALMS
LEGAL EXPENSES - FY21 and YTD FY22

Sorted by Total Spent

Legal Issue	FY21 Expense	FY22 YTD Expense	Total
TWWS, incl eviction & fraud cases	83,082	24,108	107,190
City Prosecutor	58,363	20,423	78,785
GO Bonds	40,300		40,300
General	21,463	4,703	26,165
Parking	22,658		22,658
Marker116 Lease	20,040	990	21,030
Illegal Tree Removal	12,235	3,327	15,562
Marina	8,216	4,590	12,806
Employment Matters	4,604	568	5,171
Indigent Attorney	4,000		4,000
Morgan Creek Grill	3,450		3,450
Covid	2,489		2,489
Total	\$ 280,899	\$ 58,707	\$ 339,606