



Ways and Means Committee

6:00 p.m., Tuesday, February 15, 2022

City Hall Council Chambers

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** – January 18, 2022
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. Comprehensive Drainage Island-wide Masterplan
 - e. Overhead to Underground Conversion
6. **Old Business** – None
7. **New Business**
 - a. Discussion and consideration of FY23 10-year Capital Plan [\[Strategic Plan Priority 3, Goal b.\]](#)
 - b. Discussion and consideration of July 4th fireworks display [\[Strategic Plan Priority 3, Goal e.; Priority 4, Goal b.\]](#)
 - c. Discussion of evaluating alternatives for redevelopment of Municipal parking lots [\[Strategic Plan Priority 1, Goal a.\]](#)
 - d. Consideration of FY22 budget of proposed expenditures by the Charleston Visitor's Bureau
 - e. Consideration of approval of an amount not to exceed \$15,000 to hire expert to develop a report that identifies potential violations and safety issues with the modifications to the IOP Connector [\[Strategic Plan Priority 1, Goal b.\]](#)
 - f. FY23 Budget Workshop – 3:00 p.m., Wednesday, March 16, 2022 at Recreation Center
8. **Miscellaneous Business** - Next meeting: 6:00 p.m., Tuesday, March 15, 2022.
9. **Executive Session** – If needed.
10. **Adjournment**



**Ways & Means Committee Meeting
6:00pm, Tuesday, January 18, 2022
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 Hahn, Bogosian, Anderson, Ward, Streetman, Popson, and Mayor Pounds

Absent: Council Member Miars

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

2. Election of Chair and Vice Chair

MOTION: Council Member Streetman nominated Mayor Pounds as Chair of the Ways & Means Committee. Council Member Bogosian seconded the motion. The motion passed unanimously.

MOTION: Council Member Popson nominated Council Member Ward as Vice Chair of the Ways & Means Committee. Mayor Pounds seconded the motion.

MOTION: Council Member Streetman nominated Council Member Bogosian as Vice Chair of the Ways & Means Committee. Council Member Hahn seconded the motion.

VOTE: A vote for Council Member Ward as Vice Chair of the Ways & Means Committee as follows:

Ayes: Anderson, Bogosian, Popson, Ward

Nays: Hahn, Streetman, Pounds

Council Member Ward was elected as Vice Chair of the Ways & Means Committee.

3. Approval of previous meeting's minutes

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

4. Citizen's Comments -- none

5. Financial Statements – Treasurer Suggs

Treasurer Suggs provided additional explanation of all funds, revenues, expenditures, and schedules for the benefit of new Council members.

As of 12/31/2021, City revenues are approximately \$10M and expenditures are \$8M. General fund revenues are at \$4M and expenditures at \$5M, which is typical for this point in the year due to the receipt of property taxes. She noted that funding sources for the General Fund are running ahead of this time last year except for rental license revenue, which was as a result of the State's Business License Standardization Act.

As of 12/31/21, the City had \$29M in cash (\$5M of which is in the General Fund and \$8M is in Capital Projects).

She said all tourism-related taxes are running well ahead of last year as well as FY19 and FY20.

On the Marina project worksheet, she noted two change orders which were paid out of the City's contingency and one payout from the fund to Salmon's. \$1M plus the remainder of the City's contingency (\$260,000) are left in that fund. Administrator Fragoso added that the City received two grants for this project -- \$27,000 for the pump out station and \$69,000 in support of transient boaters – which will be offset at the completion of the project.

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. Recent work on the restaurant includes: the completion of HVAC duct work, installation of HVAC on the roof, delivery of kitchen hood, near completion of bathroom tile and drywall, installation of RFP in the kitchen and server areas, and completion of interior shiplap and trim. Work on the ceiling grid and exterior pavers starts the week of January 24. The metal roof is nearly complete with trim completed next week. The wood flooring is schedule for install the second week of February. They hope to be open in March. Due to the delay of the walk-in freezer, staff anticipates Marker 116 asking City Council for permission to host a freezer truck in the parking lot until the freezer is installed.

Administrator Fragoso reported that she has received the conceptual plan for the parking lot. Council Member Popson asked if they plan to add a buffer around the utilities, and Director Kerr said there is a plan along the courtyard to separate the outside space from the parking lot.

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 spoke to some electrical concerns at the docks: "We currently have been dealing with some electrical issues that have impacted power on the restaurant and face docks. The contractor and engineer identified the issue that caused the breaker malfunctioning. It needed to be replaced. We got the replacement, but when the subcontractor went into install the replacement, they discovered that there was some premature corrosion on some of the other parts. So those parts have been ordered. They will be installed. I think there is only one part that

is missing, and they expect it this week. And we will be replacing those to get power up and running so that Brian can start using power in that location. However, I have significant concerns about the long-term reliability of that system. The electrical panel and the electrical system that the City purchased for the contract is supposed to last us 25 years in our current conditions. So it is certainly concerning that eight months in we are seeing corrosion inside the electrical panel. There is no obvious sign of moisture in that area, so it has not been obvious to identify what the root cause is. We certainly want to do that, and then we will have to evaluate what the long-term solution is. The current system has a one-year warranty. We are already eight months in, so that is not acceptable to us. So we clearly want to get it up and running with the replacement of the parts that we know need to be replaced. But long term, we might be looking at requesting transferal to replace the whole panel, if that is what it takes. We certainly don't want to have to hand over to Brian a maintenance issue that is going to be his issue to manage. And if we are buying something that should be lasting us for 25 years, then that is what we want. There are three other electrical panels. This issue seems to be focused on just this one. We have not seen the same issues on the other two, so we think it may be an isolated issue. So I just want to alert you that that is part of the reason why the restaurant and the face docks do not have any power. We think we should be able to get that powered up by this week."

She also reported that the Marina Manager brought up some concerns about the possibility of slipping issues on the metal plates of the gangway which are being address.

The electrical rough-ins of the fuel hut are complete. The roof, windows, and doors will be installed by the end of the week. It is anticipated the hut will be completed by the end of the month.

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 stated that the contract with Quality Enterprises who will be doing the work at the 30th and 36th avenues outfalls has been executed. They have reported lead time issues with supplies which will likely impact the use of the Wild Dunes golf course. They had hoped to be done by the end of March, but the rationing of steel has caused a larger delay than anticipated.

She said, "We are meeting with our engineers and the contractor to identify alternatives that do not result in any additional cost to the City. We might have to address and change the schedule. We're meeting with Wild Dunes tomorrow to see what the options are. It may be that we start with 36th rather than 30th and flip those around. We're actively working on that, and I will report back to you after our meeting with Wild Dunes. We'd rather impact schedule than impact costs, so that is going to be our first goal."

The project for the 41st Avenue outfall is still awaiting the wetland permit, upon which all other project permits are contingent. After discussion with the engineer regarding the options for mitigation required for this portion of the project, it was decided it would be more cost effective

to pay for the credits. Those costs will come before the Committee for approval once they are known.

D. Master Drainage Plan

Administrator Fragoso gave an overview of the work being done on the Master Drainage Plan. 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 project is progressing well and on schedule. Field work is complete. Rainfall and water level monitors have been installed. The assessment and evaluation of the data is underway, and the project is slated for completion by the end of the year.

E. Overhead to Underground Conversion

Administrator Fragoso reported that Dominion Energy is close to having the bore profiles needed for the SCDOT permit and final design drawings. She said this has been taking longer than expected.

The second undergrounding project considered by City Council is a larger project at the City Marina. She said, "Dominion Energy suggests that we also consider removing the transformer that is in the middle of the boat ramp, kind of on its own island, moving that towards the entrance to the marina. And also we would have to replace all the lighting along the marina property in the marina parking lot." It will be worked on in the next fiscal year.

6. **Old Business** -- none

7. **New Business**

A. Discussion of FY23 budget preparation and process

Mayor Pounds reviewed the budget preparation schedule with City Council. He noted that revenues are much better than anticipated and he expected increased revenues with the opening of the restaurant and a full year of the hotel being open.

Administrator Fragoso reminded Council of the anticipated costs associated with the outcome of the Wage & Compensation Analysis that need to be annualized in the budget.

The second portion of the monies from the American Rescue Plan are not expected until September 2022. Mayor Pounds said the City has made official requests for the other federal monies available to state municipalities. He said it would be best to not anticipate those monies in the budget.

Administrator Fragoso said their requests for funding were specific to infrastructure, particularly for the 41st Avenue outfall. She also shared that the budget calendar does have some flexibility should that be needed by Council. Council Member Ward volunteered his time and expertise to help bring new Council members up to speed on the budget process.

B. Report of emergency purchase of replacement of John Deere tractor for the Recreation Department in the amount of \$24,545 [FY22 Budget items deferred to FY23 to cover this expense: \$20,000 Generator set up; \$4,545.78 treadmill replacement]

Mayor Pounds said that two purchases slated for FY22 have been deferred to FY23 to make this purchase possible without any overage. The tractor was bought on the State contract.

C. Report of extension of Builder's Risk through end of March 2022 for Marina Dock project in the amount of \$19,793 [FY22 Budget, Debt proceeds for marina dock rehab project, \$4,300,000]

Mayor Pounds this was to extend the Builder's Risk for the remainder of the project. Administrator Fragoso stated their current insurance provider said this is a good price for the insurance.

D. Report of purchase of 18 sets of anti-exposure suits for water rescues for Fire Department in the amount of \$24,929.24 [FY22 Budget, Muni ATAX, Fire Department, Non-Capital Tools and Equipment, \$26,000, pg. 24, ln. 43] [Procurement Code, Chapter 10, Section 1-10-3(c)]

Administrator Fragoso referred Council members to the three bids received in the meeting packet. The low bid came in under budget.

E. Discussion and consideration of proposal from ATM for the design and engineering of permitted improvements, including ADA gangway, of new public dock, and "T" dock along the Intracoastal Waterway [FY22 Budget, Marina Fund, \$150,000 to convert public dock and greenspace]

MOTION: Council Member Streetman made a motion to discuss, and Council Member Hahn seconded the motion.

Mayor Pounds said this proposal covers the four tasks noted in line items 1, 2.1, 2.2, and 3.1, which is approximately \$57,000.

Administrator Fragoso explained to the Committee the value in doing both Phase 3 and Phase 4 of the Marina Dock project simultaneously. The work for the T-docks was slated for FY24. Between the costs of engineering and design, the regulatory process, and ultimately mobilization and demobilization costs, it is likely more cost effective to do Phase 3 and 4 at the same time.

Council Member Streetman withdrew his motion to discuss, and Council Member Hahn withdrew his second.

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

F. Discussion and consideration of purchasing additional protective clothing for firefighters to be offset, in part, by sale of surplus property

MOTION: Council Member Ward made a motion to approve the purchase of 30 sets of protective gear, and Council Member Anderson seconded the motion.

Administrator Fragoso said that Interim Chief Briscoe brought the industry standard of two sets protective gear per firefighter to her attention. Each set costs approximately \$4,000. She stated that money is set aside in the budget every year to replace the expired suits, but this would be for the purchase of a second set for all firefighters. She said, “The desire would be if the City is going to go forward with having a different policy and having two sets of gear per firefighter that we do it all at once. The replacement schedule is much easier, and that way we can make sure that we outfit everyone with two sets rather than half of them one year and half of them another year.

Council members Anderson and Streetman spoke in favor of the purchase. Council Member Streetman noted that future purchases could be offset by grants.

The suits will be paid for upon delivery, which is currently on an 8-month lead time.

VOTE: The motion passed unanimously.

G. Discussion and consideration of AV improvements for Council Chambers [FY22 Budget, Capital Projects Fund, Green Government, \$65,000]

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

Mayor Pounds said there was no response to the RFP put out for this project in October. He added, “Given our approach already with the RFP, my suggestion would be we go find a company and make this happen without a bid. There are ways and exceptions in the procurement code to make that happen.” He said putting out another RFP would extend an already-too-long process and may not result in any other responses.

Administrator Fragoso shared, “We went through several iterations of what we can change for a separate RFP. Do we go very specific in terms of what we need? We have no idea. We are not AV specialists, which is the reason why the original RFP was pretty broad and pretty general. We do know that there are companies out there that would be willing to do it.” She said allowing staff to identify a qualified, reputable company who can come onsite and understand the needs and concerns of the project will get the project done much more quickly.

VOTE: The motion passed unanimously.

8. Miscellaneous Business

The next meeting of the Ways & Means Committee will be Tuesday, February 15, 2022 at 6pm.

9. Adjournment

Council Member Ward made a motion to adjourn and Council Member Anderson seconded the motion. The meeting was adjourned at 7:44pm.

Respectfully submitted,

Nicole DeNeane
City Clerk

City of Isle of Palms
Financial Statement Summary as of January 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	\$ 6,398	\$11,799	\$ 5,401	54%	\$ 13,051	\$ 1,252	\$ 11	\$ 667	\$ (656)	2%	\$ (585)	\$ (1,252)	\$ 6,401	\$ 12,466	\$ 6,065	51%	\$ 12,466	\$ -	8
Capital Projects	1,966	1,291	(675)	152%	1,969	678	-	394	(394)	0%	1,646	1,252	852	4,456	3,604	19%	1,312	(3,144)	1,114
Muni Accom Tax	1,226	1,526	300	80%	2,145	619	-	(433)	433	0%	(433)	-	545	1,265	720	43%	1,027	(238)	681
Hospitality Tax	488	836	348	58%	1,001	165	-	(244)	244	0%	(244)	-	458	562	104	81%	562	-	30
State Accom Tax	1,260	2,146	886	59%	2,797	651	(11)	(834)	823	1%	(834)	-	662	1,506	844	44%	1,681	175	587
Beach Prserv Fee	926	1,275	349	73%	1,560	285	-	-	-	-	-	-	40	385	345	10%	385	-	886
Marina	186	360	174	52%	316	(44)	-	450	(450)	0%	450	-	377	689	312	55%	689	-	(191)
Disaster Recovery	42	10	(32)	420%	3	(7)	-	-	-	-	-	-	-	10	10	0%	10	-	42
All Other	185	171	(14)	108%	189	18	-	-	-	-	-	-	163	167	4	98%	187	20	22
Total All Funds	\$ 12,677	\$19,414	\$ 6,737	65%	\$ 23,031	\$ 3,617	\$ -	\$ -	\$ -		\$ -	\$ -	\$ 9,498	\$ 21,506	\$ 12,008	44%	\$ 18,319	\$ (3,187)	\$ 3,179

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	\$ 3,026	\$ 4,806	63%	\$ 3,055	99%	\$ 4,900	\$ 94
LO Sales Tax	472	895	53%	378	125%	1,040	145
Business Lic	532	1,421	37%	553	96%	1,575	154
Rental Lic	536	940	57%	881	61%	1,000	60
Other Lic (Insurnce/Utilities)	61	1,496	4%	118	52%	1,591	95
Build Pmts	592	450	132%	321	184%	750	300
From State	108	253	43%	102	106%	307	54
Parking	699	1,019	69%	567	123%	1,330	311
All Other	372	519	72%	431	86%	558	39
Total	\$ 6,398	\$ 11,799	54%	\$ 6,406	100%	\$ 13,051	\$ 1,252

General Fund YTD Expenditures (YTD target = 58%)							
	FY22 YTD Actual	FY22 Budget	% of FY22 Budget	FY21 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast (Above)/ Below Budget
Mayor/Council	\$ 97	\$ 134	72%	\$ 85	114%	\$ 134	\$ -
General Govt	713	2,145	33%	677	105%	2,145	-
Police	1,573	3,022	52%	1,525	103%	3,022	-
Fire	2,157	3,745	58%	2,048	105%	3,745	-
Public Works	848	1,502	56%	798	106%	1,502	-
Build & Lic	229	456	50%	242	95%	456	-
Recreation	593	1,090	54%	543	109%	1,090	-
Judicial	163	270	60%	136	120%	270	-
BSOs	28	102	27%	44	64%	102	-
Total	\$ 6,401	\$ 12,466	51%	\$ 6,098	105%	\$ 12,466	\$ -

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

Cash Balances		
	1/31/2022	1/31/2021
General Fund	4,255	5,138
As a % of GF Exp (target is > 30%)	34%	45%
Capital Projects	10,021	6,360
Disaster Recovery	2,868	2,734
Marina	1,345	4,601
Tourism Funds	5,650	3,983
Beach Preservation	5,651	4,077
Other Restricted	179	161
Total All Cash	29,969	27,054
Deposits at LGIP (.1518%)	28,915	96%
Deposits at TRUIST	1,054	4%
RESTRICTED CASH	11,480	38%

Fund Balances					
Fund	6/30/2021 Audited 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	\$ 13,086	\$ 8	13,094	\$ 13,086	\$ 13,086
Capital Projects	1,969	1,114	3,083	(802)	4,272
Muni Accom Tax	2,145	681	2,826	1,973	2,830
Hospitality Tax	1,001	30	1,031	1,031	1,196
State Accom Tax	2,797	587	3,384	2,603	3,079
Beach Funds	1,560	886	2,446	2,450	2,735
Marina (See Note 1)	316	(1,030)	(714)	437	393
Disaster Recovery	3	42	45	3	(4)
All Other	189	22	211	193	191
Total All Funds	\$ 23,066	\$ 2,340	\$ 25,406	\$ 20,974	\$ 27,778

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 net fixed assets. Unrestricted net position is approx equal to net current assets for the Marina.

January 2021 Notes:

- YTD General Fund Revenues are consistent with prior YTD levels with the exception of Rental License Revenues, which continue to reflect a 1-time shortened reporting period for 2021 rental license renewals. 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).
- YTD local option sales tax and building permit revenues are 25% and 84% above January 2021, respectively, highlighting robust economic and building activity on the island. The current forecast for General Fund predicts total additional revenues of \$1,252,000.
- YTD General Fund operating expenses are running 5% ahead of the prior year but well within budget targets. There is currently no forecasted change in total General Fund budgeted expenditures.
- The current forecast reflects the expected cross over to FY23 of certain capital projects. These include construction of drainage phase 3 (\$2,362,000), delay/change in FEMA private residence project (\$720,000), undergrounding of electric lines at the Marina (\$125,000), a portion of the comprehensive drainage plan (\$125,000) and the renovation construction of public dock space at the Marina (\$150,000).
- The City has \$30 million in cash deposits. Approximately \$4.4 million of this total represents unspent bond proceeds, \$1 million is unspent federal ARP funding and \$11 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	124,372
NOV	61,918	57,777	64,256	63,444	65,882	66,090	102,229
DEC	33,233	36,937	32,877	40,182	34,301	71,683	70,478
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	923,199
	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%	48%

% Change fr FY20 60%
% Change fr FY19 58%

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	861,205
Dec Qtr	179,446	178,830	202,803	203,067	181,550	252,012	347,299
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	1,208,503
	1.7%	3.5%	3.2%	7.7%	-15.8%	45.3%	49.9%
	Incr from FY15	Incr from FY16	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21
					% Change fr FY20	45%	59%
					% Change fr FY19	22%	61%

Heads in
Beds in

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

Chas County ATax Pass-Through				(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	-	301,714
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	301,714
	1%	7%	-16%	16%	-27%	37%	-41%
	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								Food/Bev Sold in	
(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	JUN	
AUG	87,110	93,123	98,883	101,031	106,673	59,353	134,710	JUL	
SEPT	70,725	77,619	81,373	78,014	78,129	49,484	104,997	AUG	
OCT	66,113	68,348	56,439	69,394	76,033	37,348	84,355	SEPT	
NOV	40,576	46,488	70,905	65,210	66,929	27,609	93,150	OCT	
DEC	61,052	40,557	41,260	38,440	56,591	46,700	59,882	NOV	
JAN	24,864	27,883	19,085	31,905	28,058	57,988	53,485	DEC	
FEB	29,443	27,947	28,826	27,373	27,574	24,135		JAN	
MAR	27,586	39,785	49,744	40,741	21,853	39,019		FEB	
APR	50,531	57,961	66,633	66,425	12,956	50,777		MAR	
MAY	71,297	85,246	79,870	85,134	15,429	85,357		APR	
JUNE	79,858	92,137	87,753	100,621	46,102	114,802		MAY	
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		JUN	
Total Fiscal Year	694,206	746,402	785,452	792,527	603,275	730,503	530,579		
	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 94%		
						% Change fr FY20	34%		
						% Change fr FY19	37%		

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	124,372	SEPT		
NOV	61,647	57,777	64,256	63,444	65,882	66,090	102,229	OCT		
DEC	33,233	36,937	32,877	40,182	34,301	71,683	70,478	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	923,199			
		Incr from FY16 0%	Incr from FY17 10%	Incr from FY18 -3%	Incr from FY19 -17%	Incr from FY20 53%	Incr from FY21 48%			
						% Change fr FY20 58%	60%			

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	99,719	AUG
OCT	61,352	63,829	62,752	71,963	83,230	SEPT
NOV	61,040	61,435	65,514	68,054	85,199	OCT
DEC	49,732	54,748	59,951	67,342	73,716	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	472,237	
	Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21	
		6%	-2%	13%	25%	
				% Change fr FY20	29%	
				% Change fr FY19	38%	

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	
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
9/23/2021	Salmons Change Order #10 - repairs to AIWW docks behind restaurant
9/23/2021	Salmons Change Order #11 - modifications to potable water service
1/18/2022	Salmons Change Order #12 - final Fuel Hut design
1/18/2022	Salmons Change Order #13 - extend buildiers risk insurance to 4.1.22

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

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 (incl 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)	-
		18,853	(18,853)	-
		4,973	(4,973)	-
		15,194	(15,194)	-
		19,794	(19,794)	-
240,115	788,400	3,252,017	240,976	4,521,508

10,100				10,100
	14,500			14,500
250				250
14,958				14,958
5,432				5,432
7,934				7,934

Project Expenditures, continued:

Invoice Date	Payee	Description of Work	Plan, Design, Permitting & Bidding	Bulkhead Recoating	Dock Construction incl Fuel Hut	Contingency (incls provision for Builders Risk Insurance)	Total
1/1/2020	ATM	Design, engineering & permitting	25,037				25,037
3/31/2020	ATM	plans, specs & bid documents, Dock B&C design, bid pkg	39,004				39,004
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		140,521	153,217		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	4,115				4,115
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
9/24/2021	ATM	Construction Admin		743			743
9/30/2021	Salmons Dredging	Pay App #10		80,440	249,116		329,556
10/19/2021	ATM	Construction Admin	6,704				6,704
11/30/2021	Salmons Dredging	Pay App #11			303,234		303,234
1/26/2022	ATM	Construction Admin	9,782				9,782
1/31/2022	Salmons Dredging	Pay App #11			257,375		257,375
Total paid			223,396	792,100	2,689,946	15,000	3,720,441
Remaining on contracts			16,719	(3,700)	562,071	225,976	801,067

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
Quality Enterprises		Construction Contract, Forest Trail & 30th Avenue outfalls

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
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
10/31/21		Gulf Stream Construction	Pay App #7
11/30/21		Gulf Stream Construction	Pay App #8
12/31/21		Gulf Stream Construction	Pay App #9
			Total paid
			Remaining on contracts

FY19 Project Spending	95,132
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	(3,734,036)
Budget Funds Remaining	533,226

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
		2,270,823	227,082	2,497,905
610,600	13,000	2,883,354	227,082	3,734,036

87,437	5,615	-	-	93,052
154,087	7,386	-	-	161,473
212,479	-	-	-	212,479
70,760	-	-	-	70,760
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
		63,352		63,352
		9,562		9,562
		19,477		19,477
525,013	13,000	567,244	-	1,105,257
85,587	-	2,316,110	227,082	2,628,779

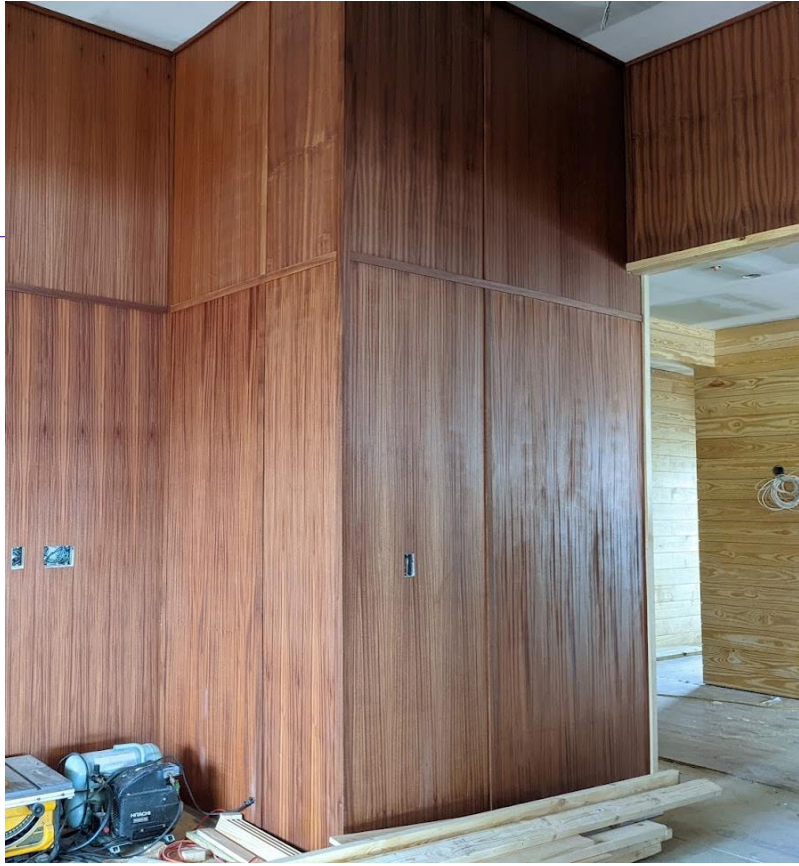
CITY OF ISLE OF PALMS**LEGAL EXPENSES - FY21 and YTD FY22***Sorted by Total Spent*

Legal Issue	FY21 Expense	FY22 YTD Expense	Total
TWWS	77,515	55,303	132,818
City Prosecutor	58,363	33,723	92,085
GO Bonds	40,300		40,300
General	21,463	11,585	33,047
Parking	22,658		22,658
Marker116 Lease	20,040	1,232	21,272
Illegal Tree Removal	12,235	6,319	18,554
Marina	8,216	5,265	13,481
Employment Matters	4,604	4,597	9,201
Indigent Attorney	4,000		4,000
Morgan Creek Grill	3,450		3,450
Covid	2,489		2,489
Total	\$ 275,331	\$ 118,023	\$ 393,354

FY22 CAPITAL PROJECTS REPORT

FEBRUARY 2022





Marina Restaurant – Construction Update

- Kitchen hood has been installed
- Bath partitions being installed now
- Counters tops in bathrooms and bars being installed now
- Cable railing on decks, porches, and stairwells is 90% complete
- Sapele wall panels installed in entryway
- Drywall is finished
- Kitchen walls (FSRP) are finished
- Electrical work finished with exception of connections to mechanical units on roof
- Metal roof is finished
- New entry door is on site and ready to be installed
- Kitchen equipment is being receiving now with additional equipment on the way
- Heating and cooling equipment is 90% complete and being worked on now
- Work in the parking lot and patios begins in the next two weeks
- Working to determine dumpster location and whether to use compactor or conventional dumpster
- If equipment is delivered on schedule, plan to open early March



Marina Dock Rehab – Update

- Work on final phase is ongoing – Fuel dock and fuel hut
- Fuel dock is fully installed, and fuel hut construction is underway. Structure is fully framed and dried in, interior utility routing is nearly complete.
- ATM, EPIC, Salmons, Petroleum Marine and marina operator met on site last week to review and discuss the installation of the fuel system for the dock (Routing, dispenser placement, sump access, fuel system control wiring in the fuel hut, fuel cost displays, etc.)
- Salmons, EPIC, ATM, and the marina operator reviewed and confirmed power and fire pedestal placement on the fuel dock. This will allow for the installation of these items.
- All previously reported problems with the electrical system on the Charter Docks have been corrected via pedestal re-set process that is printed on the pedestal. Salmons reviewed this process with the marina operator for future reference.
- The Restaurant and Face Docks have been energized. The panel that previously failed in this area will be monitored and tested over the next few weeks to ensure proper performance.
- Salmons is actively working to engage their mechanical sub-contractor to complete the water and fire protection installation on the Fuel Dock. This work will be scheduled once the power pedestals are installed.
- ATM installed of grip tape at the end of the gangways to address slipping concerns.

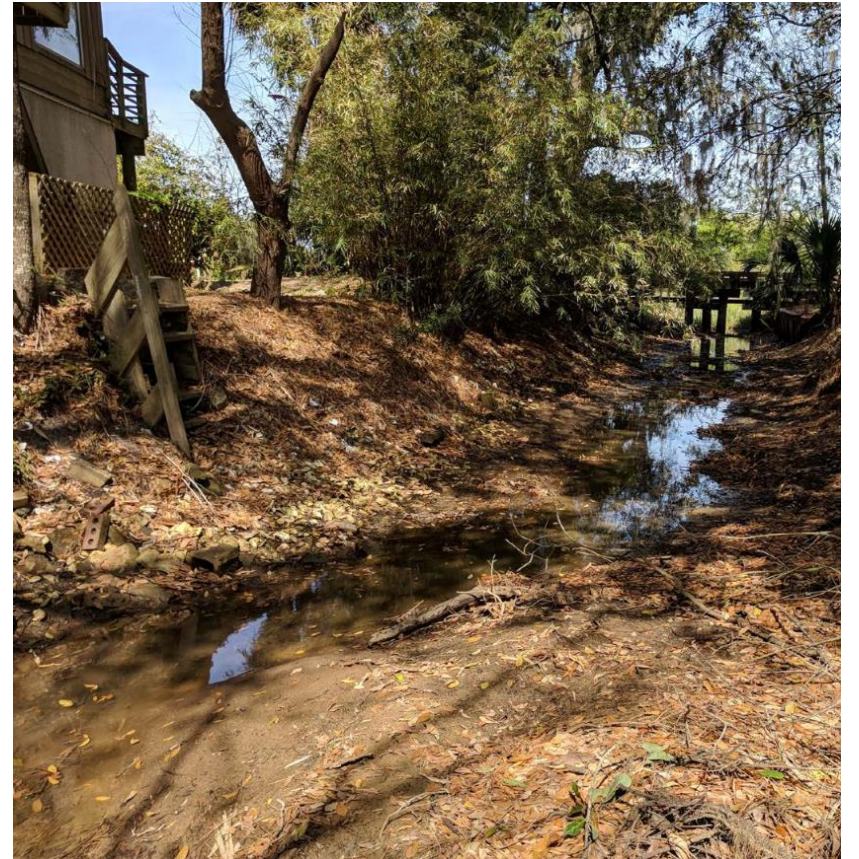
PHASE 3 DRAINAGE 30TH, 36TH & 41ST AVENUE OUTFALLS

30th & 36th Avenue:

- Contract executed
- Supply lead times are causing issues that will impact original schedule.
 - Steel wire mesh that goes inside the concrete pipes. Suppliers rationing steel.
 - Box culvert - 6-month lead time
- New start date for 30th Avenue outfall construction in early April, golf course work completed by June, road work on Waterway July – August. Road work on the 36th Avenue outfall between September – October.

41st Avenue:

- Wetland permit (OCRM and USACE) still pending. City has conditional approval from OCRM. All other permits are contingent on the wetland permit.
- City received \$1.4M grant from the SC Office of Resilience from CDBG-MIT funds for construction.
- Mitigation – Most cost-effective option for the City is to purchase mitigation credits. Mitigation project evaluated would be more costly: construction, monitoring and ongoing maintenance.



COMPREHENSIVE DRAINAGE MASTERPLAN

- Project is progressing well and on schedule.
- 625 watersheds delineated
- Inventory of current conditions- should be completed this week
- 2D and 3D modeling begins week of February 14
- Monitoring has not measured any significant rain events yet
- Davis & Floyd, City staff visited Eadie's work this week to visualize problems
- Assessment and evaluation of collected data is underway
- On track for project completion by the end of the year



UNDERGROUND UTILITY CONVERSION – 21ST & PALM

- Dominion Energy very close to having bore profiles for the SCDOT permit and final design drawings.
- Bore profiles have not been completed yet. Necessary for final design and final construction estimate.
- A bore profile is a drawing that shows the depth of the new conduit being installed relative to the existing utilities and ensures that there is a good enough window for this conduit to be drilled in without damaging any of the other existing utilities.
- City's share of construction (50%) included in FY23 Capital Plan. Construction slated for Fall/Winter 2022.



	A	B	C	D	E	F	G	H	I	J	K	L	M
1	City of Isle of Palms 10-Year Capital Plan												
2	Expenditures for assets or projects > \$5000 **Expenditures less than \$5,000 are included in operating budgets**												
3	DRAFT #1												
4													
5	Total		FY23		FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	FY32
6	Fleet		Request										
7													
8													
9		General Government											
10													
11		Audio Visual (AV) improvements for Council Chamber							50,000				
12		City Hall parking lot fence replacement			18,000								
13		Replace framing and metal doors at City Hall			15,000								
14		New telephone system				30,000							
15		Replace City Hall generator									75,000		
16		Court software replacement					30,000						
17		Replace HVAC units (only with failure)	10,000						15,000				
18		Replace message boards at Connector and Breach Inlet				25,000							
19		Repl Admin & Mayor's old MTS radios w/ APX for County-wide consistency	16,000										20,000
20		FEMA Flood Mitigation project on Forest Trail, fully offset by grant funds	620,000										
21		Resurface City Hall parking lot				15,000							
22		Rehab golf cart path along Palm Blvd connecting 18th and 20th Ave							75,000				
23													
24		Subtotal Capital	646,000		33,000	70,000	30,000	-	90,000	50,000	75,000	-	20,000
25													
26		Facilities Maintenance											
27		Building maintenance contingency to proactively address issues as needed - calculated as 1% of City Hall building insured value. Split 50/50 Gen Govt/Building. Increase to 2% starting in FY27	12,163		12,163	12,163	12,163	24,326	24,326	24,326	24,326	24,326	24,326
28													
29		Subtotal Facilities Maintenance	12,163		12,163	12,163	12,163	24,326	24,326	24,326	24,326	24,326	24,326
30													
31													
32	-	Grand Total General Government	658,163		45,163	82,163	42,163	24,326	114,326	74,326	99,326	24,326	44,326

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	City of Isle of Palms 10-Year Capital Plan												
2	Expenditures for assets or projects > \$5000 **Expenditures less than \$5,000 are included in operating budgets**												
3	DRAFT #1												
4													
5	Total		FY23		FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	FY32
6	Fleet		Request										
7													
8													
168	Building Department												
169													
170	1	Replace pickup truck purchased in FY18			-	38,000							
171		Replace HVAC units (only with failure)	10,000						15,000				
172													
173	1	Subtotal Capital	10,000		-	38,000	-	-	15,000	-	-	-	-
174													
175	Facilities Maintenance												
		Building maintenance contingency to proactively address issues as needed - calculated as 1% of City Hall building insured value. Split 50/50 Gen Govt/Building. Incr to 2% in FY27	12,163		12,163	12,163	12,163	24,326	24,326	24,326	24,326	24,326	24,326
176	Subtotal Facilities Maintenance		12,163		12,163	12,163	12,163	24,326	24,326	24,326	24,326	24,326	24,326
177													
178													
179	Grand Total Building Department		22,163		12,163	50,163	12,163	24,326	39,326	24,326	24,326	24,326	24,326

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	City of Isle of Palms 10-Year Capital Plan												
2	Expenditures for assets or projects > \$5000 **Expenditures less than \$5,000 are included in operating budgets**												
3	DRAFT #1												
4													
5	Total		FY23		FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	FY32
6	Fleet		Request										
7													
8													
34		Police Department											
35													
36		Past practice was to replace patrol vehicles and SUVs in the 6th year - this budget moves that replacement rotation to 7 years. We will evaluate this practice as time goes by.											
37	19	Replace patrol SUVs	135,000		126,000	126,000	84,000			132,000	132,000	132,000	132,000
38	4	Replace patrol F150 pickup trucks						86,000	88,000				
39	1	Replace beach services 4WD pickup 2012 Chevy Colorado							38,000				
40	1	Replace ACO 4WD Pickup Truck						38,000					
41	1	Replace Pickup Truck for parking management					36,000						
42	1	Replace beach services utility 4x4 UTV adding a plow attachment				18,000		-		19,000			
43	1	Add beach services utility 4x4 UTV using grant funds				18,000				19,000			
44	2	Replace 2 low speed vehicles (LSVs) for parking mgt (reduced from 4)	18,000		-		18,000	18,000	-		19,000	19,000	19,000
45		Replace Front Beach surveillance system (approx 7 cameras)	35,000			-			35,000				
46		Replace recording equipment (tie in with outside surveillance sys)	30,000				-						
47		Replace computer server (3-year replacement) w/ backup sys	17,000		17,000		18,000	18,000			20,000	20,000	
48		Replace PD radios (in-car & walkies) purch FY19							250,000				
49		Replace speed radar & trailer				13,000							
50		Transition to a cloud based system for body worn & in-car cameras (equip is rented not purchased)	50,000		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
51		Replace 7 traffic counters located at Connector & Breach Inlet	25,000					30,000				30,000	
52		Two License Plate Reader (LPRs) for mobile parking enforcement	120,000						120,000				
53		Replace HVAC units					30,000					40,000	40,000
54		Records Management System (Lawtrac)											
55		De-escalation & Use of Force training simulation sys (software & hardwa	15,000					20,000					
56		Repl mobile digital billboard purchased with grant funds in FY21											20,000
57													
58	30	Subtotal Capital	445,000		193,000	225,000	236,000	260,000	581,000	220,000	221,000	291,000	261,000
59													
60		Facilities Maintenance											
		Building maintenance contingency to proactively address issues as needed - calculated as 1% of Public Safety Building insured value. Split 50/50 Police/Fire. Incr to 2% in FY27	62,500		62,500	62,500	62,500	125,000	125,000	125,000	125,000	125,000	125,000
61													
62		Subtotal Facilities Maintenance	62,500		62,500	62,500	62,500	125,000	125,000	125,000	125,000	125,000	125,000
63													
64	30	Grand Total Police Department	507,500		255,500	287,500	298,500	385,000	706,000	345,000	346,000	416,000	386,000

	A	B	C	D	E	F	G	H	I	J	K	L	M
1		City of Isle of Palms 10-Year Capital Plan											
2		Expenditures for assets or projects > \$5000 **Expenditures less than \$5,000 are included in operating budgets**											
3	DRAFT #1												
4													
5	Total		FY23		FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	FY32
6	Fleet		Request										
7													
8													
100		Fire Department, continued											
101													
102		Repl all SCBA (self contained breathing apparatus) Evaluate in FY34											
103		2nd set of bunker gear (protective helmet, flash hood, coat, pants, boots & gloves) for all personnel (\$4000*34). Approx 10-yr life	136,000										165,000
104		2 bunker gear dryers - one for each station	20,000										
105		Digital dashboard - eliminates paper daily bulletins and improves communications within both stations. Price here includes \$4k annual subscription that will be an ongoing operational expense.	11,500										
106		Repl foam setup equipment (eductors and nozzels - 1 set for ea station)	12,500										
107		Replace HVAC units (2 Stations - only with failure)	15,000		30,000		30,000		30,000		30,000		
109		Subtotal Capital	361,500		180,000	54,000	165,000	785,000	381,000	190,000	42,000	630,000	216,000
110													
111		Facilities Maintenance											
112		Building maintenance contingency to proactively address issues as needed - calculated as 1% of Public Safety Building+Fire Sta 2 insured value. PSB split 50/50 Police/Fire. Incr to 2% in FY27	117,183		117,183	117,183	117,183	398,414	398,414	398,414	398,414	398,414	398,414
113		Subtotal Facilities Maintenance	117,183		117,183	117,183	117,183	398,414	398,414	398,414	398,414	398,414	398,414
115	19	Grand Total Fire Department	478,683		297,183	171,183	282,183	1,183,414	779,414	588,414	440,414	1,028,414	614,414

[illegible]

	A	B	G	H	I	J	K	L	M	N	O	P	Q
1	City of Isle of Palms 10-Year Capital Plan												
2	Expenditures for assets or projects > \$5000 **Expenditures less than \$5,000 are included in operating budgets**												
3	DRAFT #1												
4													
5	Total		FY23		FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	FY32
6	Fleet		Request										
7													
8													
149		Facilities Maintenance											
150		Building maintenance contingency - per PWD Director, the major components of the Hill Report will be addressed in FY19. Calculated as 1% of Public Wks Building insured value including new wash station. Incr to 2% in FY27	14,191		14,191	14,191	14,191	28,383	28,383	28,383	28,383	28,383	28,383
151		Subtotal Facilities Maintenance	14,191		14,191	14,191	14,191	28,383	28,383	28,383	28,383	28,383	28,383
152													
153		Drainage											
154		General drainage contingency for small projects	100,000		100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
155		Develop Comprehensive Drainage Plan											
156		Provision for future drainage projs identified by Comp Drainage Plan	500,000		500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
157		Repeat drainage work based on 3-year maintenance rotation	198,668		197,804	195,804	198,668	197,804	195,804	198,668	197,804	195,804	195,804
158		Drainage Phase 3 - Forest Trail & 30th Avenue outfalls including construction management and 10% contingency	2,596,000										
159		Drainage Phase 3 - ESTIMATES for 41st Avenue outfall (\$1.4M) and Waterway Blvd Multi-use path elevation (\$1.0M). Staff recommends adding \$400k to pipe the 41st Ave ditch. Includes 15% for permitting, bidding and construction management and 10% for general contingency. Offset by \$1.4 million grant award included in the revenue budget.			3,500,000								
160		Subtotal Drainage	3,394,668		797,804	795,804	798,668	797,804	795,804	798,668	797,804	795,804	795,804
161													
166		Grand Total Public Works Department	3,530,860		1,371,995	997,995	1,104,859	943,187	1,131,187	865,051	1,144,187	1,154,187	864,187

[illegible]

	A	B	G	H	I	J	K	L	M	N	O	P	Q
1	City of Isle of Palms 10-Year Capital Plan												
2	Expenditures for assets or projects > \$5000 **Expenditures less than \$5,000 are included in operating budgets**												
3	DRAFT #1												
4													
5	Total		FY23		FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	FY32
6	Fleet		Request										
7													
8													
215		Recreation Continued											
216													
217		Construct fitness room expansion						675,000					
218		Equipment for fitness room expansion						120,000					
219		Reconstruct 2 Tennis Courts						120,000					
220		Resurface Tennis Courts					20,000					25,000	
221		Reconstruct and reconfigure Outdoor Basketball Courts	150,000						25,000				
222		Renovate existing concrete pad between ballfields on 27th Ave to accommodate 2 Pickleball Courts	75,000										
223		Replace flooring in Gym restrooms, Minnow & Tadpole rooms	16,000										
224		Resurface Parking Lot											150,000
225		Rehabilitate softball, baseball and multipurpose fields (FY30+)											
226		Construct gymnasium in accordance with Master Plan								3,750,000			
227													
228	3	Total Recreation Department Capital Expenditures	373,000		219,000	73,000	157,000	1,328,000	109,000	3,811,000	126,000	70,000	195,000
229													
230		Facilities Maintenance											
		Building maintenance contingency to proactively address issues as needed - calculated as 1% of Rec Center building insured value. Since Rec Dept has full time maintenance staff, only .5% is used. Incr in FY27	37,725		37,725	37,725	37,725	75,449	75,449	75,449	75,449	75,449	75,449
231													
232		Subtotal Facilities Maintenance	37,725		37,725	37,725	37,725	75,449	75,449	75,449	75,449	75,449	75,449
233													
234		Grand Total Recreation Department	410,725		256,725	110,725	194,725	1,403,449	184,449	3,886,449	201,449	145,449	270,449

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	City of Isle of Palms 10-Year Capital Plan												
2	Expenditures for assets or projects > \$5000 **Expenditures less than \$5,000 are included in operating budgets**												
3	DRAFT #1												
4													
5	Total		FY23		FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31	FY32
6	Fleet		Request										
7													
8													
266													
267		Beach Maintenance and Monitoring											
268													
269		Design & permitting of next large scale off-shore project			700,000								
270		Feasibility Study - Breach Inlet Project	30,000										
271		Construction of next large scale off-shore project (rough estimate of City's portion - 25% increase over 2018 proj contribution)					2,600,000						
272		Update Beach Management Plan						20,000					
273		Required post project monitoring (\$0 in FY22 last year is FY23)			15,252								
274		Ongoing monitoring of shoreline	54,662		54,662	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000
275		Subtotal Beach Maintenance	84,662		769,914	60,000	2,660,000	80,000	60,000	60,000	60,000	60,000	60,000
276													
277		Grand Total Beach Restoration and Monitoring	84,662		769,914	60,000	2,660,000	80,000	60,000	60,000	60,000	60,000	60,000
278													
279													
280		Isle of Palms Marina											
281													
282		Engineer & design improvements to public dock and T dock on ICW	57,500										
283		Construction of improvements to public dock & T dock on ICW	\$ \$ TBD										
284		Replace bulkhead (FY32+)											
285		Replace boat ramp (FY32+)											
286		Replace Marina docks along Morgan Creek (FY40+)											
288		Subtotal Capital	-		-	-	-	-	-	-	-	-	-
289													
290		Facilities Maintenance											
		Marina maintenance contingency for common areas not covered by leases. Calculated as .5% of insured boat ramp, bulkhead and dock value.	42,107		42,107	42,107	42,107	42,107	42,107	42,107	42,107	42,107	42,107
291													
292		Marina dredging (approx 75,000 cyds)				1,500,000							
293		Re-coat marina bulkhead						450,000					
294		Subtotal	42,107		42,107	1,542,107	42,107	492,107	42,107	42,107	42,107	42,107	42,107
295													
296													
297		Grand Total Marina	42,107		42,107	1,542,107	42,107	492,107	42,107	42,107	42,107	42,107	42,107

Explore Charleston

FY 2021/22 Program of Work - City of Isle of Palms - BUDGET

	Expenses	Percentage of Expense
DESTINATION MARKETING		
<p>Destination Marketing has one goal: promote the Charleston area as the country's premier overnight destination. We ask ourselves one question: Will this expenditure generate an overnight visitor? All area tourism economic activity flows from overnight visitation: <i>Our marketing strategy has layered advertising mediums that are constantly evolving. Innovative electronic promotions are integral, yet print publications continue to be relevant.</i></p> <p>Depending on the campaign, radio, television, and billboard advertising may be utilized and direct mail may be employed. <i>Titles in our media plan for FY 21/22 include AFAR, Better Homes & Gardens, Coastal Living, Condé Nast Traveler, ESSENCE Magazine, Garden & Gun, Midwest Living, Smithsonian Magazine, Southern Living, Travel & Leisure, and Western NC Magazine. Bon Appetit, Food Network, Food & Wine and various AAA publications are also in our paid media schedule. Wedding specific advertising placements are planned with The Knot, Heart of North Carolina and Grace Ormonde.</i></p> <p>Marketing plans support our important group sales initiatives through placements with CONNECT and Northstar Meetings Magazine. Active involvement through Virtuoso and Signature Travel Network are also important pieces of our promotional strategy in getting these exclusive and highly-sought-after travel advisors to recommend our area to avid travelers.</p> <p><i>Publications created in-house for promotion through response pieces include Charleston Area Visitors Guide, Charleston Area Wedding Guide and the Charleston Area Destination Planning Guide for group business.</i></p> <p>Explorecharleston.com and CharlestonAreaBeaches.com are cornerstones in our promotional efforts. We have several other sites that correspond to the printed publications mentioned above, and sites are updated for content and creative daily. <i>A robust social media presence is critical to support promotional campaigns and reach a diverse audience. Our team creates inspiring, customized editorial content for Instagram, Facebook, Twitter, Youtube and Pinterest, as well as our charlestonly.com/blog. Explore Charleston has garnered hundreds of thousands of followers from across the world and consistently outperforms industry averages for audience engagement.</i></p> <p>All creative is developed in-house to protect the brand of the Charleston area and its islands. Ongoing investments in photography, videography, and written content keep the message fresh, and ensure complimentary voice and aesthetic. <i>All of our advertising is based on solid, current tourism research. Research is expensive, and necessary in making sound advertising decisions. Various sources are utilized such as Destinations International, US Travel, Key Data, TravelClick, Datafy, and Smith Travel Research.</i></p> <p>Locally, our paid partnership with the Office of Tourism Analysis in the Business Department at the College of Charleston has proved invaluable in ensuring our ability to synthesize, analyze, and impact our tourism metrics. The College plays an integral role in capturing and collecting data as well. <i>Improved and increased air service into Charleston International (CHS) continues to be a major focus for Explore Charleston. Working with Southwest, JetBlue, Alaska Airlines, Breeze Airways and legacy carriers has significantly expanded access to and from the region.</i></p> <p>Over 4.8 million people traveled through our airport in 2019 and passenger volume was trending higher prior to Covid-19. This effort is essential to keep ticket prices affordable through CHS so that we can continue to expand direct fly markets, strengthen tourism, and support regional economic development opportunities.</p>	\$ 428,613.55	56.74%
MEDIA RELATIONS		
<p><i>Media Relations and communications about the Charleston area are critical components of the promotion of our community:</i></p> <p>Relationship development is key in these efforts as we work with travel writers, editorial boards and other journalists to promote the Charleston experience through earned media.</p> <p><i>Creating unique and engaging itineraries for media visiting the region is essential in telling the Charleston area's story. Writers want new ideas and opportunities to continue producing fresh material for their readers.</i></p> <p>Robust photo and video libraries have been built and updated regularly to ensure content is current and relevant. This is essential as we work to assist journalists and broadcasters in telling their stories about our community. A picture is worth a thousand words.</p> <p><i>Paid, advertorial opportunities through D Weddings and Hearst are planned. Taking an advertorial approach complements our efforts because it appears editorial in nature, yet we are able to control the content.</i></p> <p>Business development through media relations powerhouse Lou Hammond Group continues to prove beneficial in attracting new journalists to our community.</p> <p><i>Other development channels for our media team include activity through the Society of American Travel Writers, the Public Relations Society of America, the US Travel Association, and the British Guild of Travel Writers. These groups provide invaluable opportunities to interact with media that we might not otherwise engage.</i></p>	\$ 69,737.64	9.23%
GROUP SALES		
<p>Sales initiatives intended to bring group business to Charleston County include:</p> <p><i>Over 39 vetted tradeshow, solely focused on lodging "fits" for our area such as corporate sales, association, government and incentive business, national and international tour operators, weddings, and SMERF (social, military, educational, religious, fraternal) markets.</i></p> <p>Sports initiatives are also crucial to group business, filling venues and hotel rooms countywide, whether it's a large event like the Volvo Car Open, or traveling team sports such as soccer clubs, gymnastics competitions, volleyball tournaments, etc.</p> <p><i>Promotion of area businesses that are able to service our convention / group business is an important piece of group promotion. Once a group has booked its accommodations, they then look for meeting venue, dining and tour options.</i></p>	\$ 128,053.69	16.95%

Explore Charleston

FY 2021/22 Program of Work - City of Isle of Palms - BUDGET

	<u>Expenses</u>	<u>Percentage of Expense</u>
Sales training for our industry partners is part of our programming. A meeting planner must first be sold on a destination, rather than a hotel, so it's important that hotel sales staff can talk knowledgeably about Charleston County.		
VISITOR SERVICES		
<i>Visitor Services expenditures for our operation of four area visitor centers (downtown Charleston, Kiawah Island, Mount Pleasant, North Charleston):</i>	\$ 105,211.01	13.93%
Information distribution, directions, assistance in visitor planning, access to public facilities and general promotion of our community are day-to-day responsibilities.		
<i>Area tours are booked through our centers, spreading economic benefit to regional businesses.</i>		
Last minute, same-day hotel rooms are also booked through the centers as our lodging partners look to book the day's remaining inventory.		
<i>Visitor Services also serve large groups that come to the Charleston area, via setting up mini Visitor Centers to help disseminate the same information that can be found in our "official" facilities.</i>		
Visitor Information SUPPORT		
Serving visitors and callers via our 1-800 phone lines is a vital link in supporting our marketing efforts. Ads are placed, articles are published, and our phone lines ring in response.	\$ 23,792.82	3.15%
<i>Our Visitor Inquiry Service (VIS) operators also serve a pivotal role during times of crisis, whether it is a weather event such as a hurricane, or more recently, the Covid-19 pandemic. VIS operators play a critically important role by continually gathering and disseminating the most up-to-date information to potential travelers to our community.</i>		
Total Expenditures	\$ 755,408.71	
Total Atax Budgeted to Receive from City of Isle of Palms in FY 2021/2022	\$ 598,279.00	
New Expenses Related to Isle of Palms Website and Other Programs (such as Coast is Clean)	\$ 157,129.71	20.80%
		120.80%