



Ways and Means Committee

5:00 p.m., Tuesday, March 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** – February 15, 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**
 - a. Consideration of FY22 budget of proposed expenditures by the Charleston Visitor's Bureau
 - b. 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.]
7. **New Business**
 - a. Discussion and consideration of proposed options for redevelopment of the new public dock and the Intracoastal dock at the marina
 - b. Discussion celebration of 70th Anniversary of the City's incorporation
 - c. FY23 Budget Workshop – 1:00 p.m., Wednesday, March 16, 2022 at Recreation Center
8. **Miscellaneous Business** - Next meeting: 5:00 p.m., Tuesday, April 19, 2022.
9. **Executive Session** – receive legal advice regarding review of the FY22 budget of the Charleston Visitor's Bureau
10. **Adjournment**



**Ways & Means Committee Meeting
6:00pm, Tuesday, February 15, 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, Miars, Ward, Streetman, Popson, and Mayor Pounds

Absent: Council Member Anderson

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 January 18, 2022 meeting, and Council Member Popson seconded the motion. The motion passed unanimously.

4. Citizen's Comments -- none

5. Financial Statements – Treasurer Suggs

Treasurer Suggs reported that \$1.9M in property taxes had been received and she anticipates receiving an additional \$1.5M shortly.

General Fund revenues and expenditures are where they are expected for this time of year. She noted that a forecast column has been added to the budget worksheets. She believes the City will collect more in General Fund revenues than budgeted by about \$1.2M, likely coming from Local Option sales tax, business licenses, and building permits. There is no forecast for General Fund expenditures at this time. While she believes there will be overages on a few line items, none will be significantly so. Current forecasts include the projects begun in FY22 that will cross over into FY23 like Phase 3 drainage and the undergrounding of electrical lines.

The City currently has \$30M in cash, of which \$4.4M is unspent bond proceeds, \$1M from unspent ARP funds, and \$11M in restricted funds.

Treasurer Suggs reviewed the incomes for accommodations taxes, all of which are running far ahead of January 2021. She is unable to say how much of that is due to the new hotel in Wild Dunes.

Two payments were made in January from the Marina Dock fund and some engineering costs were paid out of the Phase 3 drainage funds. The legal expenses worksheet indicates the City has spent \$118,000 year to date.

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 installation of the kitchen hood, bathroom partitions, countertops, and drywall. Electrical work is nearly complete. The new signage has been added to the building. Some kitchen equipment has been received but they are still waiting on the walk-in cooler. Heating and cooling work is 90% complete. Work in the parking lot and patios, including pavers in the sand pit area, will begin soon. The City continues to work with them and the other tenants on the location of the dumpsters. If every piece of equipment is received by its expected date, they anticipate opening mid-March.

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. The fuel dock is completely installed. The structure is fully framed and interior utility routing is nearly complete. ATM, Epic, and Petroleum Marine have met to review the installation of the fuel system for the dock. Once the fuel hut is complete, Petroleum Marine will install the routing, all the dispensers, the pump access, the fuel system control wiring, the fuel pump, and the pump out station. The placement of the power for the fire pedestal on the fuel dock.

She reported that the electrical issues on the face and restaurant docks shared last month have been fixed. Monitoring and testing of the electrical panel continue to "to ensure that once the project is completed, we release the contractor, that we are not left with a piece of equipment that is not fully operating." She added that one of the options for the electrical panel is "requiring the manufacturer to extend that warranty in light of the issues that we are having. Another option is whether or not we want it completely replaced."

Grip tape has been installed at the end of the gangways to address some slipping concerns.

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 contract for the work on the 30th and 36th avenues outfalls has been executed. Supply chain issues have led to a change in the work schedule. She noted that Wild Dunes has been very flexible with the City in allowing this work to happen in April and be completed in June. There is some roadwork on

Waterway that will be required in the summer months. There will be a detour at that intersection for a few weeks. Delaying the work so that it could have happened in the off season would have delayed the project by another year. The golf course will either have golfers play 17 holes during that time or set up a temporary par 3. Administrator Fragoso noted that if there are delays in the work “we executed a change order for the contractor, so if they don’t deliver based on the revised schedule, there are some liquidated damages that the City could tap into.”

There is no change in the update on the 41st Avenue outfall project.

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. This project is on schedule and expected to be complete at the end of 2022. 625 watersheds have been delineated. They have a complete inventory of the current conditions and the 2-D and 3-D modeling begins this week.

Director Kerr and Asst. Director Asero had an onsite meeting with Davis & Floyd to “visualize some of the high problem areas...They experienced first-hand how some of these ditches are completely silted in and need significant work.”

E. Overhead to Underground Conversion

Administrator Fragoso reported that the bore profiles are still not complete, and those required for SCDOT to finalize the design.

6. Old Business -- none

7. New Business

A. Discussion and consideration of FY23 10-year Capital Plan [Strategic Plan Priority 3, Goal b]

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

Administrator Fragoso reviewed the large (>\$50,000) projects slated for FY23 from each department in the 10-year Capital Plan. These items include the replacement of three patrol SUVs, drainage contingency funds, work at the 30th and 36th avenues outfalls, reconfiguration and resurfacing the basketball courts, renovation of the concrete pad at the Recreation Department to build a pickleball court, replacement of parking meters at Front Beach, repair, replacement and construction of dune walkovers and footbridges, repair of sidewalks between 10th and 14th avenues, beach maintenance and monitoring, design and engineering work at the public dock and greenspace, and 1% of the insured value of all City buildings for ongoing maintenance needs.

VOTE: A vote was taken as follows:

Ayes: Bogosian, Hahn, Miars, Popson, Streetman, Pounds
Nays: Ward.

The motion passed.

B. Discussion and consideration of July 4th fireworks display [Strategic Plan Priority 3, Goal e; Priority 4, Goal b]

MOTION: Council Member Ward made a motion to approve and Council Member Popson seconded the motion.

Mayor Pounds reported that the RFPs for the expense are out and they hope to have for a final recommendation and vote for next week's City Council meeting. Council Member Ward asked if the overtime for Public Works and Public Safety is included in this expense. Administrator Fragoso said those expenses are realized elsewhere in the budget. However, the \$35,000 does include staff meals and T-shirts. It also does not include cleanup which is often coordinated by volunteers. She did share that she asked for biodegradable fireworks in the RFP. Because there are not a lot of certified fireworks shooters, it is good to approve this early in hopes of avoiding supply chain issues. She will let City Council know what other surrounding communities are holding firework events this summer.

VOTE: The motion passed unanimously.

C. Discussion of evaluating alternatives for redevelopment of Municipal parking lots [Strategic Plan Priority 1, Goal a]

Mayor Pounds said this lot, originally purchased by the City in 1985, was done so with a grant from SCPRT. He read from the agreement between the City and SCPRT regarding the required use of the lot.

Council Member Streetman said this matter was discussed by the Real Property Committee, who decided to bring it to the Ways & Means Committee to see if there was interest in pursuing the matter further. He assured the Committee that the parking spaces would remain but hopes there is a means by which the property can be beautified.

Council Member Hahn agreed that the property does need work but that the priority should be to deal with Palm Boulevard. He would like to see City Council take a more comprehensive look at dealing with parking and traffic flow across the island. Council Member Bogosian agreed and said that further commercial development in that area will only attract more traffic.

The matter will go back to the Real Property Committee to discuss the parameters of an RFI.

D. Consideration of FY22 budget of proposed expenditures by the Charleston Visitor's Bureau

Mayor Pounds said that CVB President Helen Hill will attend next week's City Council meeting to discuss their FY22 budget as well as "new expenses related to IOP website and other programs which was a response to some of the ATAX Committee's requests of the CVB."

Council Member Hahn stated he would not like to promise funding to the CVB for FY23 without further input from the Task Force recently created by the Mayor.

E. Consideration of approval of an amount not to exceed \$15,000 to hire a 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]

MOTION: Council Member Hahn made a motion to postpone this matter until March's Ways & Means Committee meeting. Council Member Ward seconded the motion.

Mayor Pounds said, "Just to make sur we are all on the same page about what has been happening with a whole lot of conversations internally as well as externally. You all know that we have, as a City, sent I think three letters to the Department of Transportation voicing our displeasure with what happened on the Connector, how it was done, when it was done, lack of collaboration and cooperation with any city, pick a city, much less IOP. So those letters have happened. We have, Desiree has been working with Secretary Hall. We have got two scopes of work finalized. One is for the connector. One is for the entire corridor from 17 to the County Park on their nickel. So they will pay for those. So that is in progress. We have a kickoff meeting on March 4th for the initial Connector study. We are also meeting tomorrow with County Park representatives onsite here to hopefully look at ways to move traffic off of Palm faster and get it into the park quicker, whatever that looks like, paid kiosks. I don't want to presuppose what they may come to us with, but we are having that meeting tomorrow. Desiree and I are also meeting with Mt. Pleasant and Sullivan's Island, Chief Cornett, the mayors and the Public Safety folks on Thursday. Just whatever we can control for this season. I want to get in front of it so if we can have a February conversation with our neighboring communities, whether it's timing of lights or manpower or people power or whatever it is, we could put in our control and make traffic flow better for this season, we want to do that. So we are starting those conversations on Thursday with those folks. We are having multiple conversations with our lobbyists. This is why we hired those folks to help us out in Columbia, to help us get legislators lined up behind our priorities and that has been happening. We had a conversation last week with those folks who continue to push the ball forward. The main thing I learned about our work with our lobbyists is slow would be the word that comes to the top of mind. It is nothing quick. It is like a slow burn to make something go from Point A to Point B."

Administrator Fragoso said that Secretary Hall is willing to expand the scope of the study and they are waiting for feedback from their engineers. She will have more information after the kickoff meeting.

VOTE: The motion passed unanimously.

F. FY23 Budget Workshop

The FY23 Budget Workshop will be held at 1pm on Wednesday, March 16, 2022 at the Recreation Center.

8. Miscellaneous Business

The next meeting of the Ways & Means Committee will be Tuesday, March 15, 2022 at 5pm.

9. Adjournment

Council Member Ward made a motion to adjourn and Council Member Streetman seconded the motion. The meeting was adjourned at 7:22pm.

Respectfully submitted,

Nicole DeNeane
City Clerk

City of Isle of Palms
Financial Statement Summary as of February 28, 2022
(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	\$ 8,429	\$11,799	\$ 3,370	71%	\$ 13,051	\$ 1,252	\$ 12	\$ 667	\$ (655)	2%	\$ (585)	\$ (1,252)	\$ 7,269	\$ 12,466	\$ 5,197	58%	\$ 12,466	\$ -	1,172
Capital Projects	1,967	1,291	(676)	152%	1,969	678	-	394	(394)	0%	1,646	1,252	899	4,456	3,557	20%	1,312	(3,144)	1,068
Muni Accom Tax	1,302	1,526	224	85%	2,145	619	-	(433)	433	0%	(433)	-	621	1,265	644	49%	1,027	(238)	681
Hospitality Tax	557	836	279	67%	1,001	165	-	(244)	244	0%	(244)	-	484	562	78	86%	562	-	73
State Accom Tax	1,768	2,146	378	82%	2,797	651	(12)	(834)	822	1%	(834)	-	845	1,506	661	56%	1,681	175	911
Beach Prserv Fee	1,003	1,275	272	79%	1,560	285	-	-	-	-	-	-	74	385	311	19%	385	-	929
Marina	208	360	152	58%	316	(44)	-	450	(450)	0%	450	-	420	689	269	61%	689	-	(212)
Disaster Recovery	42	10	(32)	420%	3	(7)	-	-	-	-	-	-	-	10	10	0%	10	-	42
All Other	187	171	(16)	110%	189	18	-	-	-	-	-	-	167	167	(0)	100%	187	20	21
Total All Funds	\$ 15,463	\$19,414	\$ 3,951	80%	\$ 23,031	\$ 3,617	\$ -	\$ -	\$ -		\$ -	\$ -	\$ 10,779	\$ 21,506	\$ 10,727	50%	\$ 18,319	\$ (3,187)	\$ 4,685

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	\$ 4,556	\$ 4,806	95%	\$ 4,493	101%	\$ 4,900	\$ 94
LO Sales Tax	472	895	53%	448	105%	1,040	145
Business Lic	718	1,421	51%	801	90%	1,575	154
Rental Lic	550	940	59%	887	62%	1,000	60
Other Lic (Insurance/Utilities)	120	1,496	8%	119	101%	1,591	95
Build Pmts	694	450	154%	384	181%	750	300
From State	165	253	65%	127	130%	307	54
Parking	702	1,019	69%	571	123%	1,330	311
All Other	452	519	87%	454	100%	558	39
Total	\$ 8,429	\$ 11,799	71%	\$ 8,284	102%	\$ 13,051	\$ 1,252

General Fund YTD Expenditures (YTD target = 67%)							
	FY22 YTD Actual	FY22 Budget	% of FY22 Budget	FY21 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast (Above)/ Below Budget
Mayor/Council	\$ 102	\$ 134	76%	\$ 93	110%	\$ 134	\$ -
General Govt	806	2,145	38%	735	110%	2,145	-
Police	1,787	3,022	59%	1,720	104%	3,022	-
Fire	2,445	3,745	65%	2,287	107%	3,745	-
Public Works	964	1,502	64%	917	105%	1,502	-
Build & Lic	271	456	59%	271	100%	456	-
Recreation	670	1,090	61%	612	109%	1,090	-
Judicial	190	270	70%	155	123%	270	-
BSOs	34	102	33%	46	74%	102	-
Total	\$ 7,269	\$ 12,466	58%	\$ 6,836	106%	\$ 12,466	\$ -

City of Isle of Palms Supplemental Financial Information as of February 28, 2022 *(Dollars in Thousands)*

Cash Balances		
	2/28/2022	2/28/2021
General Fund	5,065	6,272
As a % of GF Exp (target is > 30%)	41%	55%
Capital Projects	9,950	6,338
Disaster Recovery	2,869	2,734
Marina	1,096	4,269
Tourism Funds	5,938	4,314
Beach Preservation	5,685	4,110
Other Restricted	176	157
Total All Cash	30,779	28,194
Deposits at LGIP (.1646%)	28,931	94%
Deposits at TRUIST	1,848	6%
RESTRICTED CASH	11,799	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	\$ 3,892	\$ 1,172	5,064	\$ 3,892	\$ 3,892
Capital Projects	8,933	1,068	10,001	6,162	11,236
Muni Accom Tax	1,595	681	2,276	1,423	2,280
Hospitality Tax	875	73	948	905	1,070
State Accom Tax	1,798	911	2,709	1,604	2,080
Beach Funds	4,756	929	5,685	5,646	5,931
Marina (See Note 1)	2,369	(1,356)	1,013	2,490	2,446
Disaster Recovery	2,826	42	2,868	2,826	2,819
All Other	155	21	176	159	157
Total All Funds	\$ 27,199	\$ 3,540	\$ 30,739	\$ 25,107	\$ 31,911

Note 1: The comparable amount for the Marina Enterprise Fund is not Fund Balance, but Unrestricted Net Position. To be consistent with the presentation of the other funds, the FY22 Net Revenue & Expense for the Marina includes spending on the dock project while the Fund Balance amounts do not include net fixed assets. Unrestricted net position is approx equal to net current assets for the Marina.

February 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. The 2022 business and rental license renewal period has begun with a deadline of April 30, 2022. The City received \$1.5 million in property tax revenue in February.
- YTD local option sales tax (including a late pmt rec'd in March) and building permit revenues are 21% and 81% above February 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 6% 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 million of this total represents unspent bond proceeds, \$1 million is unspent federal ARP funding and \$12 million is restricted for tourism related expenditures or beach preservation.

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

**Heads in
Beds in**

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	JUN
AUG	191,759	218,620	235,007	209,600	213,067	169,596	378,001	JUL
SEPT	150,212	136,141	157,274	152,535	152,561	186,938	248,118	AUG
OCT	90,691	77,500	75,353	79,534	75,506	129,033	124,372	SEPT
NOV	61,918	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	75,503	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	(162,862)	(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		JUN
Total Fiscal Year	967,728	969,974	1,069,429	1,042,551	863,187	1,318,141	998,702	
	Incr from FY15 -4%	Incr from FY16 0%	Incr from FY17 10%	Incr from FY18 -3%	Incr from FY19 -17%	Incr from FY20 53%	Incr from FY21 51%	
						% Change fr FY20 63%	% Change fr FY19 63%	

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

Heads in
Beds in

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

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% Incr from FY15	3.5% Incr from FY16	3.2% Incr from FY17	7.7% Incr from FY18	-15.8% Incr from FY19	45.3% Incr from FY20	49.9% Incr from FY21
					<i>% Change fr FY20</i>	45%	59%
					<i>% Change fr FY19</i>	22%	61%

Chas County ATax Pass-Through

(20% of County's 2% on IOP Accommodation Sales)

	FY16	FY17**	FY18	FY19	FY20	FY21	FY22
Sept Qtr	276,704	520,000	327,750	381,000	370,500	-	301,714
Dec Qtr							93,286
Mar Qtr							
June Qtr	208,390	-	109,250	127,000	-	508,000	-
Total Fiscal Yr	485,093	520,000	437,000	508,000	370,500	508,000	395,000
	1% Incr from FY15	7% Incr from FY16	-16% Incr from FY17	16% Incr from FY18	-27% Incr from FY19	37% Incr from FY20	-22% Incr from FY21

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

<div> <div>Hospitality Tax</div> <div>(2% of Prepared Food & Beverage Sales)</div> </div>								Food/Bev Sold in
	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	135,765	JUL
SEPT	70,725	77,619	81,373	78,014	78,129	49,484	103,523	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	47,194	DEC
FEB	29,443	27,947	28,826	27,373	27,574	24,135	33,550	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	557,419	
	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 88%	
						% Change fr FY20 32%	% Change fr FY19 35%	

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	75,503	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	998,702				
	Incr from FY16 0%	Incr from FY17 10%	Incr from FY18 -3%	Incr from FY19 -17%	Incr from FY20 53%	Incr from FY21 51%					
					% Change fr FY20 63%	% Change fr FY19 63%					

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

Local Option Sales Tax		(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
SEPT		73,671	72,557	83,456	83,149	99,719
OCT		61,352	63,829	62,752	71,963	83,230
NOV		61,040	61,435	65,514	68,054	85,199
DEC		49,732	54,748	59,951	67,342	73,716
JAN		55,282	57,483	64,996	69,592	71,846
FEB		43,314	48,026	53,263	58,840	
MAR		47,589	49,240	50,882	60,533	
APR		60,349	65,794	43,070	83,678	
MAY		77,153	85,394	56,012	100,082	
JUNE		70,879	78,238	74,078	102,313	
JULY		88,382	92,504	92,789	117,380	
Total Fiscal Year		772,357	817,962	799,984	970,759	544,083
		Incr from FY17	Incr from FY18	Incr from FY19	Incr from FY20	Incr from FY21
			6%	-2%	13%	21%
					% Change fr FY20	27%
					% Change fr FY19	36%

When Sales
Occurred

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

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 #12			257,375		257,375
3/8/2022	ATM	Construction Admin, transformer relocation	11,895				11,895
Total paid			235,291	792,100	2,689,946	15,000	3,732,336
Remaining on contracts			4,825	(3,700)	562,071	225,976	789,172

City of Isle of Palms

Drainage Phase 3

Funded with Capital Projects & Muni Atax Funds, a \$3.5M GO Bond and 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 (incl \$11,239 in Chg Orders)
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
3/1/22		Gulf Stream Construction	Pay App #10 FINAL
			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	(3,745,276)
Budget Funds Remaining	521,987

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
		623,771		623,771
		2,270,823	227,082	2,497,905
610,600	13,000	2,894,593	227,082	3,745,276

87,437	5,615	-	-	93,052
154,087	7,386	-	-	161,473
212,479	-	-	-	212,479
76,091	-	-	-	76,091
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
		63,027		63,027
530,344	13,000	630,271	-	1,173,615
80,256	-	2,264,323	227,082	2,571,660

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	57,963	135,478
City Prosecutor	58,363	37,205	95,568
General	21,463	22,382	43,844
GO Bonds	40,300		40,300
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	7,832	16,048
Employment Matters	4,604	6,712	11,316
Indigent Attorney	4,000		4,000
Morgan Creek Grill	3,450		3,450
Covid	2,489		2,489
Total	\$ 275,331	\$ 139,644	\$ 414,975

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

	Expenses	Percentage of Expense
DESTINATION MARKETING		
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>	\$ 428,613.55	56.74%
<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>		
MEDIA RELATIONS		
Media Relations and communications about the Charleston area are critical components of the promotion of our community:	\$ 69,737.64	9.23%
<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. <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>		
GROUP SALES		
Sales initiatives intended to bring group business to Charleston County include:	\$ 128,053.69	16.95%
<p><i>Over 39 vetted tradeshows, 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>		

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%

941 Houston Northcutt Blvd, Suite 201
Mount Pleasant, SC 29464
843.414.1040

To: Ms. Desiree Fragoso

From: Kirby Marshall

CC: Mr. Douglas, Kerr/IOP; ATM File

Date: March 10, 2022

Re: Public Dock and Intracoastal Dock Rehabilitation Concepts and Cost Estimates

Please find attached additional rehabilitation concepts for the Public Dock and Intracoastal Dock as discussed at the Real Property Committee meeting this week. We have also included the previously developed concepts as well as updated cost estimates for each alternative.

The cost estimate updates include the removal of fire standpipe infrastructure on the Public Dock (based on further review of NFPA codes). The ultimate fire suppression plan for each of these docks must be coordinated with the local fire marshal, however. We intend to do so directly. We also are reaching out to SCDHEC-OCRM and the USACE to get clarity on the likely permitting requirements and timelines we discussed with you this week.

Below is a summary matrix of the rehabilitation options that we have developed for each dock and the associated cost estimate for the proposed improvements.

Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation Preliminary Option Matrix		
Dock/Option	Work Description	Conceptual Construction Cost Estimate
Public Dock Option A	Refurbished Fixed Pier; Refurbished Floating Dock	\$519,915
Public Dock Option B	New "Grand" Pier; New Floating Dock	\$1,703,294
Public Dock Option C	Reurbished Fixed Pier; New Floating Dock	\$701,546
Intracoastal Dock Option A	Refurbished Fixed Pier; Relocated Floating Dock	\$1,285,988
Intracoastal Dock Option B	New Fixed Pier; New Floating Dock	\$1,687,970
Intracoastal Dock Option C	Refurbished Fixed Pier; New Floating Dock	\$1,440,088

The conceptual cost estimates developed for each alternative are based on recent bid data that ATM has received on other, local projects and ATM's experience in the industry. We do note, however, that the current construction market is highly volatile and costs may fluctuate prior to project execution.

If you have any immediate questions, please do not hesitate to call me directly.

Attachments

O:\Projects\18-2287 IOP Marina Permitting & Design\DWG\waterports dock 2022-02.dwg W.A. 3/1/22
NOTE: THESE DRAWINGS AND DESIGNS ARE STRICTLY CONFIDENTIAL AND PROTECTED BY INTERNATIONAL COPYRIGHT LAW. DETAILS MUST NOT BE DISCLOSED, REPRODUCED OR COMMUNICATED TO A 3rd PARTY IN ANY FORM OR MANNER WITHOUT THE PRIOR WRITTEN APPROVAL OF
APPLIED TECHNOLOGY & MANAGEMENT.

ATLANTIC
INTRACOASTAL
WATERWAY

INTRACOASTAL
DOCK

EXISTING GANGWAY
TO BE REMOVED

REFURBISHED
FLOATING DOCK

EXISTING COVERED AREA
TO REMAIN

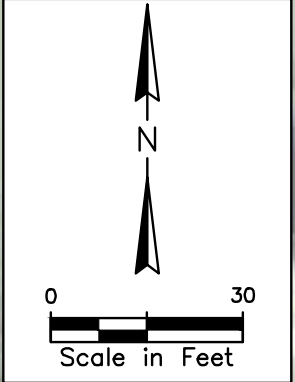
EXISTING FIXED PIER
TO REMAIN/BE REFURBISHED

NEW KAYAK LAUNCH AREA

NEW 80' ADA
COMPLIANT GANGWAY

NEW GANGWAY
ACCESS PLATFORM
(8'x11')

0' MLW



- NOTES:
1. MLW LINE BASED ON 2016 BATHYMETRIC SURVEY.
 2. IMAGE BASED ON CHARLESTON COUNTY 2021 AERIALS.

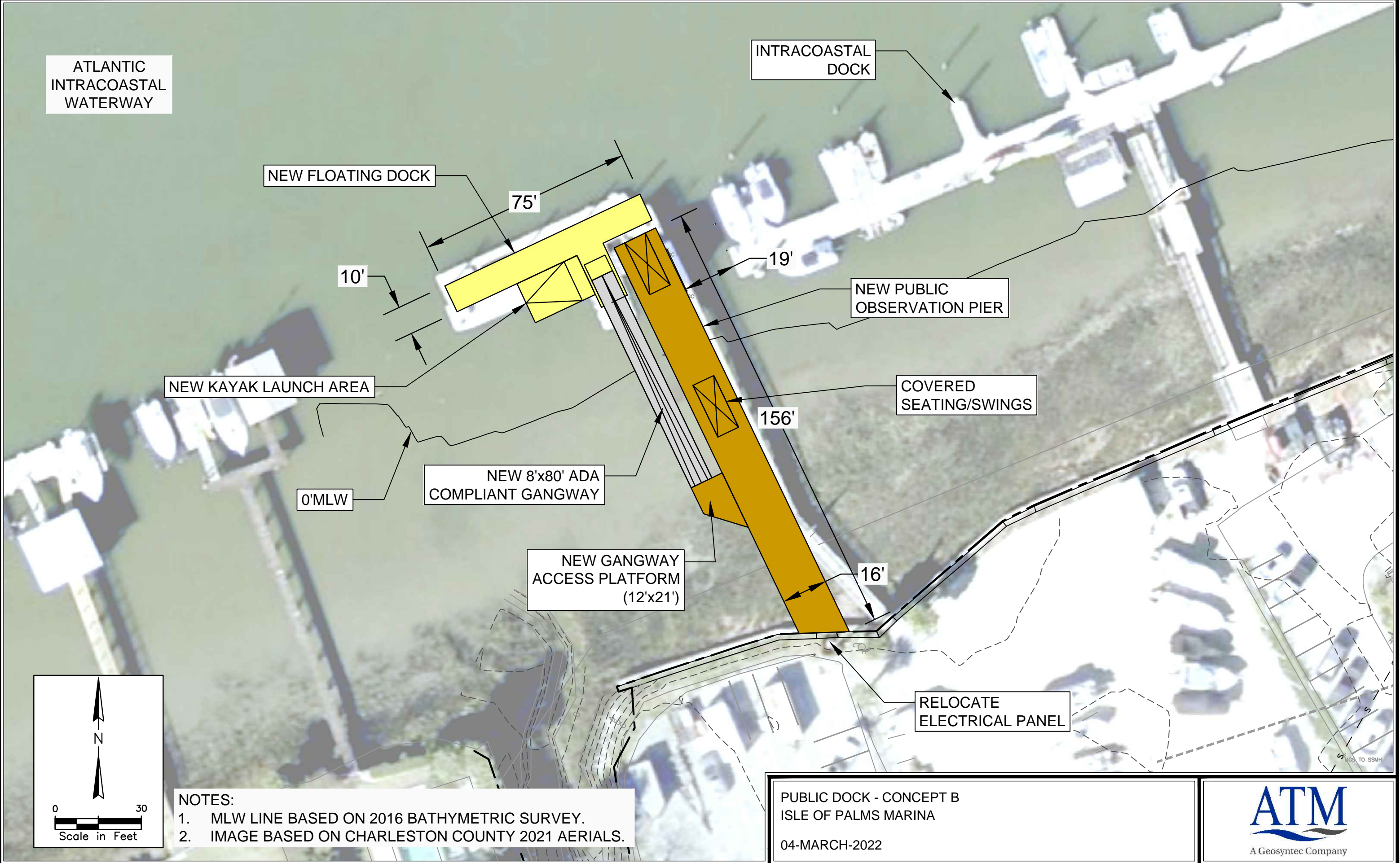
PUBLIC DOCK - CONCEPT A
ISLE OF PALMS MARINA
04-MARCH-2022



Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Public Dock Concept A
Conceptual Construction Cost Estimate - March 2022

<u>Item</u>	<u>Number</u>	<u>Unit</u>	<u>Unit Cost</u>	<u>Total Cost</u>	<u>Comments</u>
Preliminaries					
Performance and Payment Bond	1	LS	\$7,000	\$7,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$7,000	\$7,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split between Public and Intracoastal Docks
Public Dock					
Demolition	1	LS	\$10,000	\$10,000	Assume face dock kept in place and re-used; demo interior floaters, gangway, etc.
Fixed Pier	90	SF	\$700	\$63,000	Assume timber construction similar to existing
ADA Gangway 8'x80'	1	EA	\$100,000	\$100,000	Assume aluminum ADA compliant gangway
Fire extinguishers	3	EA	\$1,750	\$5,250	Assume no standpipe required
New Floating Dock	316	SF	\$100	\$31,600	Assume re-use existing face dock; new interior dock w/limited piling
Existing Dock Maintenance	1	LS	\$15,000	\$15,000	General maintenance floating dock, fenders, rollers, etc. (over and above recent clean up)
Re-Decking All Existing Docks	1,800	SF	\$40	\$72,000	Demo and replace worn decking with SYP (fixed and floating); Add \$27/SF for IPE
Lighting Pedestals	3	EA	\$2,000	\$6,000	Assume limited lighting on floating dock
Potable Water	1	Pedestal	\$3,500	\$3,500	Assume potable water to one lighting pedestal to aid in dock cleaning/maintenance
Floating Kayak Launch Dock	1	LS	\$45,000	\$45,000	Approx. 10'x20' with anchorage
Base Soft Costs	1	LS	\$31,750	\$31,750	Contracted permitting, design, and currently proposed CA
Additional Soft Costs (Permitting, Design, Construction Phase Services)	1	LS	\$15,000	\$15,000	Additional utilities design, permitting, CA, etc.
Total				\$452,100	
Total with 15% Contingency				\$519,915	

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APPLIED TECHNOLOGY & MANAGEMENT.



- NOTES:
1. MLW LINE BASED ON 2016 BATHYMETRIC SURVEY.
 2. IMAGE BASED ON CHARLESTON COUNTY 2021 AERIALS.

PUBLIC DOCK - CONCEPT B
ISLE OF PALMS MARINA
04-MARCH-2022



Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Public Dock Concept B
Conceptual Construction Cost Estimate - March 2022

Item	Number	Unit	Unit Cost	Total Cost	Comments
Preliminaries					
Performance and Payment Bond	1	LS	\$26,000	\$26,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$26,000	\$26,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split between Public and Intracoastal Docks
Public Dock					
Demolition	1	LS	\$50,000	\$50,000	Assume all existing demolished
Fixed Pier	2,625	SF	\$325	\$853,125	Assume timber construction
Fixed Pier Shade Structures	2	EA	\$15,000	\$30,000	Assume Posts with Metal Roof; Swings
ADA Gangway 8'x80'	1	EA	\$100,000	\$100,000	Assume aluminum ADA compliant gangway
Fire extinguishers	3	EA	\$1,750	\$5,250	Assume no standpipe required
New Floating Dock	950	SF	\$190	\$180,500	Assume all new floating dock; timber frame with anchorage
Relocate Upland Utility Service	1	LS	\$7,500	\$7,500	Relocate electrical panel
Lighting Pedestals	3	EA	\$2,500	\$7,500	Assume limited lighting on floating dock; new service
Potable Water	1	Pedestal	\$3,500	\$3,500	Assume potable water to one lighting pedestal to aid in dock cleaning/maintenance
Floating Kayak Launch Dock	1	LS	\$45,000	\$45,000	Approx. 10'x20' with anchorage
Base Soft Costs	1	LS	\$31,750	\$31,750	Contracted permitting, design, and currently proposed CA
Additional Soft Costs (Permitting, Design, Construction Phase Services)	1	LS	\$75,000	\$75,000	Additional permitting and design of new structure, Additional CA
Total				\$1,481,125	
Total with 15% Contingency				\$1,703,294	

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ATLANTIC
INTRACOASTAL
WATERWAY

INTRACOASTAL
DOCK

EXISTING GANGWAY
TO BE REMOVED

NEW FLOATING
DOCK

77'

10'

14'

19'

EXISTING COVERED AREA
TO REMAIN

NEW KAYAK LAUNCH AREA

120'

EXISTING FIXED PIER
TO REMAIN/BE REFURBISHED

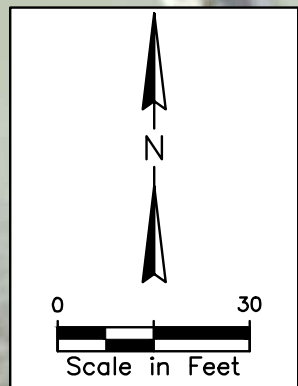
5'

0' MLW

NEW 80' ADA
COMPLIANT GANGWAY

47'

NEW GANGWAY
ACCESS PLATFORM
(115 SF)



- NOTES:
1. MLW LINE BASED ON 2016 BATHYMETRIC SURVEY.
 2. IMAGE BASED ON CHARLESTON COUNTY 2021 AERIALS.

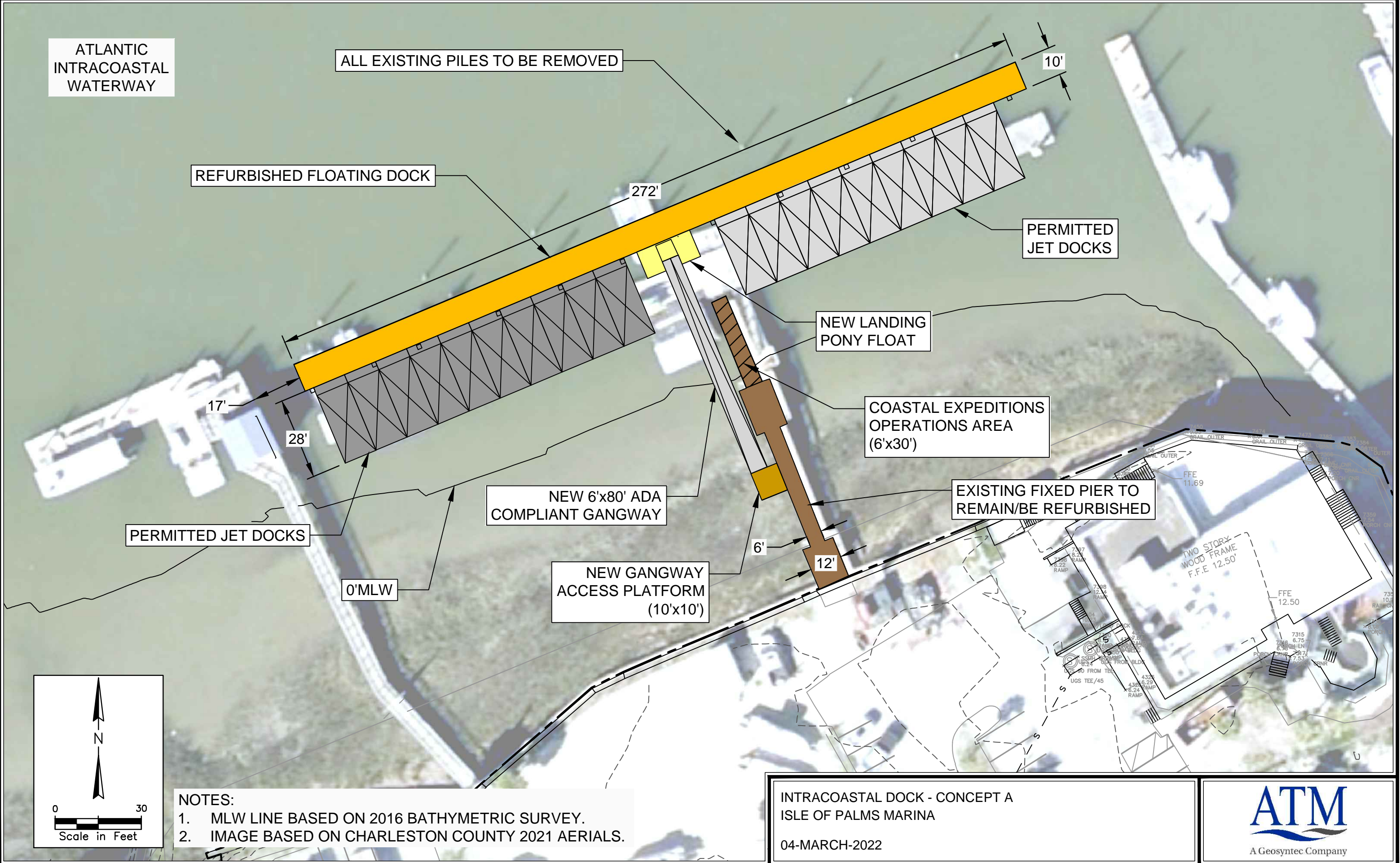
PUBLIC DOCK - CONCEPT C
ISLE OF PALMS MARINA
07-MARCH-2022



Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Public Dock Concept C
Conceptual Construction Cost Estimate - March 2022

Item	Number	Unit	Unit Cost	Total Cost	Comments
Preliminaries					
Performance and Payment Bond	1	LS	\$10,000	\$10,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$10,000	\$10,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split between Public and Intracoastal Docks
Public Dock					
Demolition	1	LS	\$30,000	\$30,000	Assume all floating docks and gangway demolished
Fixed Pier	110	SF	\$700	\$77,000	Assume timber construction similar to existing
ADA Gangway 8'x80'	1	EA	\$100,000	\$100,000	Assume aluminum ADA compliant gangway
Fire extinguishers	3	EA	\$1,750	\$5,250	May not be required per NFPA 303; confirm with fire marshal
New Floating Dock	1,856	SF	\$100	\$185,600	All new floating docks; anchor piling
Existing Dock Maintenance	1	LS	\$5,000	\$5,000	Limited maintenance on fixed pier
Re-Decking Existing Fixed Pier	1,086	SF	\$40	\$43,440	Demo and replace worn decking with SYP (fixed and floating); Add \$27/SF for IPE
Lighting Pedestals	3	EA	\$2,000	\$6,000	Assume limited lighting on floating dock
Potable Water	1	Pedestal	\$3,500	\$3,500	Assume potable water to one lighting pedestal to aid in dock cleaning/maintenance
Floating Kayak Launch Dock	1	LS	\$45,000	\$45,000	Approx. 10'x20' with anchorage
Base Soft Costs	1	LS	\$31,750	\$31,750	Contracted permitting, design, and currently proposed CA
Additional Soft Costs (Permitting, Design, Construction Phase Services)	1	LS	\$17,500	\$17,500	Addtl utilities design, permitting, new floating dock specification, etc.
Total				\$610,040	
Total with 15% Contingency				\$701,546	

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Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Intracoastal Dock Concept A
Conceptual Construction Cost Estimate - March 2022

<u>Item</u>	<u>Number</u>	<u>Unit</u>	<u>Unit Cost</u>	<u>Total Cost</u>	<u>Comments</u>
Preliminaries					
Performance and Payment Bond	1	LS	\$19,000	\$19,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$19,000	\$19,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split with Public Dock work
Intracoastal Dock					
Demolition	1	LS	\$40,000	\$40,000	Demo piling, utilities, finger piers, and existing gangway
Fixed Pier	100	SF	\$700	\$70,000	Assume timber construction similar to existing
ADA Gangway 6'x80'	1	EA	\$85,000	\$85,000	Assume aluminum ADA compliant gangway
New Pony Float	200	SF	\$100	\$20,000	Pony float for gangway landing; no anchorage
Floating Dock Relocation, Maintenance, and new Anchoring	1	LS	\$300,000	\$300,000	Relocate existing floating dock; dock maintenance (fenders, bumper strip), new pile guides, new piles
Fixed Pier Maintenance	1	LS	\$30,000	\$30,000	Replace hardware; repair handrails
Re-Decking All Existing Docks	3,600	SF	\$40	\$144,000	Demo and replace worn decking with SYP; Add \$27/SF for IPE
Marina Electrical	14	Slips	\$11,000	\$154,000	Assume limited shore power on marina-controlled end of dock to all Jet Docks and some side tie
Lighting Pedestals	3	EA	\$2,500	\$7,500	Assume lighting pedestals on restaurant end of dock
Potable Water	17	Slips	\$2,500	\$42,500	Assume potable water to all pedestals
Standpipe System	160	LF	\$400	\$64,000	Assume new standpipe system required; integrate into old floating dock
Fire extinguishers	4	EA	\$1,750	\$7,000	Extinguishers with housings similar to rest of marina
Base Soft Costs	1	LS	\$53,750	\$53,750	Currently contracted permitting, design, and CA
Additional Soft Costs	1	LS	\$22,500	\$22,500	Additional specification and CA of fixed pier improvements; Change in Use for Coastal Expeditions
Total				\$1,118,250	
Total with 15% Contingency				\$1,285,988	

ALL EXISTING PILES TO BE REMOVED

NEW FLOATING DOCK

PERMITTED
JET DOCKS

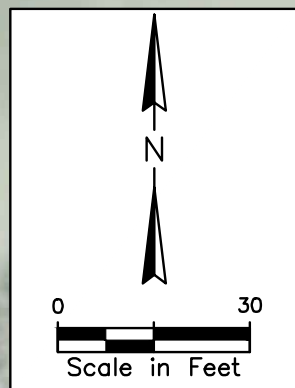
NEW 6'x80' ADA
COMPLIANT GANGWAY

NEW FIXED
ACCESS PIER

COASTAL EXPEDITIONS
OPERATIONS AREA
(20'x20')

PERMITTED JET DOCKS

0' MLW



NOTES:

1. MLW LINE BASED ON 2016 BATHYMETRIC SURVEY.
2. IMAGE BASED ON CHARLESTON COUNTY 2021 AERIALS.

INTRACOASTAL DOCK - CONCEPT B
ISLE OF PALMS MARINA

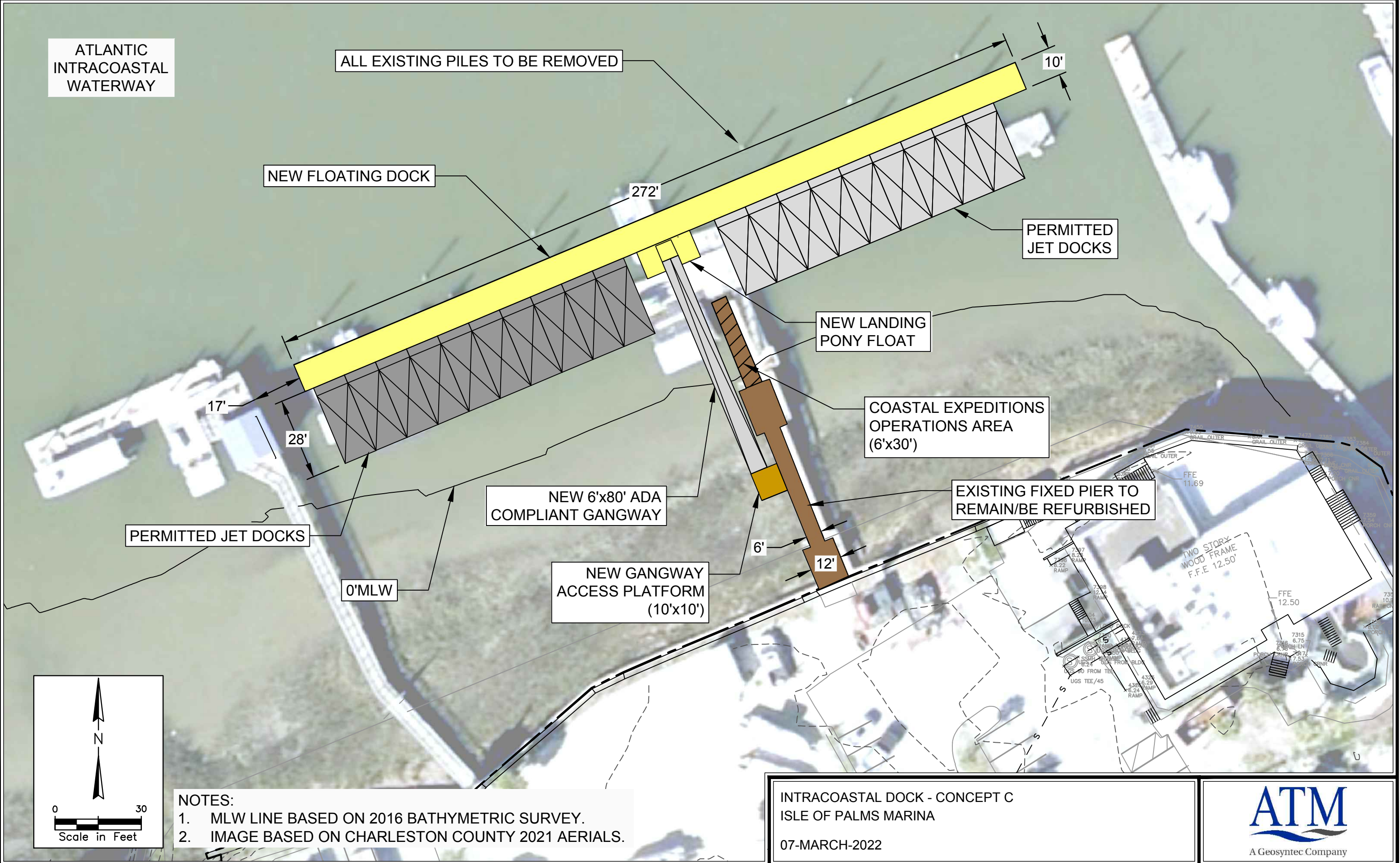
04-MARCH-2022



Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Intracoastal Dock Concept B
Conceptual Construction Cost Estimate - March 2022

Item	Number	Unit	Unit Cost	Total Cost	Comments
Preliminaries					
Performance and Payment Bond	1	LS	\$26,000	\$26,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$26,000	\$26,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split with Public Dock work
Intracoastal Dock					
Demolition	1	LS	\$125,000	\$125,000	Assume all existing AIWW Docks demolished; include fixed pier
Fixed Pier	450	SF	\$325	\$146,250	Assume timber construction similar to existing
ADA Gangway 6'x80'	1	EA	\$85,000	\$85,000	Assume aluminum ADA compliant gangway
New Floating Dock with Anchorage	3,324	SF	\$200	\$664,800	New floating dock and anchorage; slightly more robust loading
Marina Electrical	14	Slips	\$10,000	\$140,000	Assume limited shore power on marina-controlled end of dock to all Jet Docks and some side tie
Lighting Pedestals	3	EA	\$2,500	\$7,500	Assume lighting pedestals on restaurant end of dock
Potable Water	17	Slips	\$2,500	\$42,500	Assume potable water to all pedestals
Standpipe System	160	LF	\$400	\$64,000	Assume new standpipe system required
Fire extinguishers	4	EA	\$1,750	\$7,000	Extinguishers with housings similar to rest of marina
Base Soft Costs	1	LS	\$53,750	\$53,750	Currently contracted permitting, design, and CA
Additional Soft Costs (Permitting, Design, Construction Phase)	1	LS	\$40,000	\$40,000	New pier design; permit modification; additional CA services
Total				\$1,467,800	
Total with 15% Contingency				\$1,687,970	

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Isle of Palms Marina - Intracoastal and Public Dock Rehabilitation - Intracoastal Dock Concept C
Conceptual Construction Cost Estimate - March 2022

Item	Number	Unit	Unit Cost	Total Cost	Comments
Preliminaries					
Performance and Payment Bond	1	LS	\$23,000	\$23,000	~2% of Construction Total
Builders Risk Insurance	1	LS	\$23,000	\$23,000	~2% of Construction Total
Mobilization/Demobilization	1	LS	\$40,000	\$40,000	Assume local contractor; split with Public Dock work
Intracoastal Dock					
Demolition	1	LS	\$110,000	\$110,000	Demo piling, utilities, finger piers, and existing gangway
Fixed Pier	100	SF	\$700	\$70,000	Assume timber construction similar to existing
ADA Gangway 6'x80'	1	EA	\$85,000	\$85,000	Assume aluminum ADA compliant gangway
New Face Dock	2,920	LS	\$200	\$584,000	New Face Dock and anchorage piling
Fixed Pier Maintenance	1	LS	\$30,000	\$30,000	Replace hardware; repair handrails
Re-Decking Existing Fixed Pier	900	SF	\$40	\$36,000	Demo and replace worn decking with SYP; Add \$27/SF for IPE
Marina Electrical	14	Slips	\$10,000	\$140,000	Assume limited shore power on marina-controlled end of dock to all Jet Docks and some side tie
Lighting Pedestals	3	EA	\$2,500	\$7,500	Assume lighting pedestals on restaurant end of dock
Potable Water	17	Slips	\$2,500	\$42,500	Assume potable water to all pedestals
Standpipe System	160	LF	\$400	\$64,000	Assume new standpipe system required; integrate into old floating dock
Fire extinguishers	4	EA	\$1,750	\$7,000	Extinguishers with housings similar to rest of marina
Base Soft Costs	1	LS	\$53,750	\$53,750	Currently contracted permitting, design, and CA
Additional soft costs	1	LS	\$22,500	\$22,500	Related to fixed pier repair/maintenance needs and CA per condition assessment; change in use for CE
Total				\$1,252,250	
Total with 15% Contingency				\$1,440,088	