



Accommodations Tax Advisory Committee

1:00 p.m., Tuesday, July 19, 2022

1207 Palm Boulevard

City Hall Council Chambers

Public Comment:

Citizens may provide written 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 –**
 - a. **Regular meeting:** June 20, 2022
 - b. **Special meeting Orientation:** June 16, 2022
3. **Financial Statements –** Finance Director Debbie Suggs
4. **Old Business**

Discussion and consideration of proposed FY23 budget from the Charleston Visitors Bureau for the City's 30% state ATAX funds for tourism promotion and advertisement.
5. **New Business**
 - a. Consideration of application for funding from the VFW in the amount of \$30,000 for tourism enhancement program
 - b. Consideration of application for funding from the Carolina Surf Club in the amount of \$1,000 for the surfcam web page
 - c. Discussion of recommendation for the City to issue a Request for Proposals in FY24 for the management and expenditure of the 30% state atax funds for tourism promotion and advertisement
 - d. Consideration of FY22 over budget expenditures:
 - Police Dodge Durangos (2) - \$3,430 higher than budget
 - Fire Self Breathing Apparatus - \$72 higher than budget
6. **Adjournment**



ACCOMMODATIONS TAX ADVISORY COMMITTEE

1:00pm, Monday, June 20, 2022

1207 Palm Boulevard, Isle of Palms, SC and

broadcasted live on YouTube: <https://www.youtube.com/user/cityofisleofpalms>

MINUTES

1. Call to order

Present: Doug Truslow, Ray Burns, Barb Bergwerf, Chas Akers, Chrissy Lorenz

Staff Present: Administrator Fragoso, Treasurer Suggs

Mr. Burns asked Committee members to introduce themselves and give a brief background statement.

2. Approval of the previous meetings' minutes – April 7, 2022

MOTION: Ms. Bergwerf made a motion to approve the minutes. Mr. Truslow seconded the motion. The minutes passed unanimously.

3. Financial Statements – Treasurer Suggs

Treasurer Suggs said there is \$2.5M in cash of ATAX funds as of May 31, 2022. She reviewed the expenditures and ATAX-approved sponsorships through May 31, 2022. For the benefit of the new members, she gave a detailed explanation of each expenditure.

4. Old Business

Discussion and consideration of request for ATAX funding from the IOP Chamber of Commerce for website Development

Katrina Limbach, founding president of the Isle of Palms Chamber of Commerce, gave a brief history of the formation of the Chamber and the work of the Board to date. They came before the Committee requesting \$10,000 towards the expense of social media development and management. They are ready to sign a contract to begin that social media interaction.

After a lengthy discussion, Committee members felt it was necessary for the Chamber to amend its original application to clarify that the money will be used for social media development and management for the purpose of attracting tourists. Ms. Limbach and Mr. Sandy Stone, founding treasurer of the Chamber, believe the total advertising budget will be \$120,000-\$175,000 in the first year.

Administrator Fragoso clarified for the Committee: “If you look at the State law where it talks about what is eligible, tourism-related expenditures, it talks about the advertisement and promotion of tourism in the area, and I think if the Chamber can make a direct link between their social media activity and how that is generating tourism through the generation of publicity, then that would be an eligible expense.”

Mr. Truslow asked why the CVB could not completely fund these efforts on behalf of the Chamber since there is so much overlap between the work of the two organizations. Mr. Stone said that a portion of website traffic for all CVB members and eventually for the Chamber is fed by the CVB driving people to their websites. He would like that to continue.

MOTION: Ms. Bergwerf made a motion to approve the Chamber’s request of \$10,000 contingent upon the receipt of the amended application specifying the social media component and a report to the ATAX Committee on the expenditures of those funds. Mr. Akers seconded the motion.

Mr. Truslow said that he would not vote in favor of the request since this is a new venture and believes seed money cannot be given to new ventures. He would like to hold off on voting until the two new members are seated and there is a more streamlined application process in place.

Administrator Fragoso clarified again, “The law requires that the expenditure be used to attract and provide for tourists and the promotion of tourism on the island. I think that is up to them to make their case whether or not what they are requesting monies for, which is social media development for tourism, it’s that definition or not.

Ms. Limbach said the CVB has been very supportive of their formation and initial efforts. The CVB has paid Blue Ion directly for the formation of the Chamber’s website and has not capped the amount of money they are using to support its development.

Administrator Fragoso noted that a common theme from discussions of the previous ATAX Committee and the ATAX Taskforce was the need for more IOP-focused marketing. She said this social media component from the Chamber is an opportunity to fill that need.

Administrator Fragoso clarified 1:16:45

VOTE: A vote was taken as follows:

Ayes: Bergwerf, Akers, Burns, Lorenz

Nays: Truslow

The motion passed 4-1.

5. New Business

A. Discussion of proposed FY23 budget from the Charleston Visitors Bureau for the City's 30% state ATAX funds for tourism promotion and advertisement

Lori Smith, COO and Chris Campbell, Communications Director of the CVB, came before the Committee to present the CVB's FY23 budget. Ms. Smith said the budget is based on an assumption the CVB will receive \$875,000 in ATAX funding from the City's ATAX funds.

Ms. Smith explained in detail where IOP ATAX dollars are spent in proportion to the share and makeup of available rooms in the municipalities covered by the CVB. Ms. Smith admitted this is a new model of accounting that is complicated, but they hope will be more easily measured since it is based on the inventory of rooms in participating municipalities.

Ms. Smith said the IOP-specific website being created by the CVB is still in development. The City is helping to contact all island businesses to make them aware of their ability to list their business on this website even if they are not CVB members.

Committee members asked if there will be priority given to those municipalities, such as IOP, who pay more into the CVB. Ms. Smith said there will be more information about that in future after they have taken this model to all participating municipalities. IOP will pay for ad shares based on the number of rooms as indicated earlier in their presentation. Mr. Akers said "at a bare minimum" he would like to see a 50-50 split between spends on local versus regional marketing. Ms. Smith indicated that IOP-specific print advertising has been done in response to requests from the ATAX Committee.

Ms. Smith said, "What we are trying to do is grow beyond our original mission, which was to promote the region and also address your concerns to promote your local municipality."

Ms. Smith also said that their annual report back to the ATAX Committee will provide metrics aligned around rates and occupancy to show the success of their advertising. The CVB will also provide ATAX Committee members with the quarterly email they send to City Council regional and municipal statistics such as occupancy, average daily rates, and booked average daily rates. Quarterly updates from the CVB to the ATAX Committee were briefly discussed.

Mr. Burns asked that future marketing target short-term rental owners since a large share of ATAX funds are generated by visitors staying in short-term rentals.

B. Discussion of standardizing the grant application process for state ATAX funds

Administrator Fragoso referred to a one-page document provided to Committee members proposing a new way of administering sponsorship applications in the future. She said many municipalities handle this through a standardized annual process. Applications would be solicited once a year from nonprofit organizations for activities, events, or programs that fall within the statutory tourism-related expenditures. Those applicants could participate in a workshop to clarify the eligibility criteria and explain the application. All applications would be reviewed at one time so that the allocation of those funds could be embedded into the City's budgeting process.

This will be done to streamline the process and keep meetings to a minimum. She said it will be important for the Committee to establish criteria so that sponsorship applicants know what to expect before coming to the Committee to make a financial request. The new process will also establish reporting requirements to make sure the ATAX monies are being spent in accordance with the State law.

Mr. Burns would like to see the process started in the fall so that there is time to review the applications and have it seamlessly feed into the FY24 budgeting process. Committee members agreed they would like to discuss increasing the \$50,000 sponsorship budget.

Administrator Fragoso said she would bring something to the next meeting for discussion and finalization.

6. Miscellaneous Business

The next meeting of the ATAX Committee will be held on Tuesday, August 23, 2022 at 1pm.

7. Adjournment

Ms. Bergwerf made a motion to adjourn, and Mr. Akers seconded the motion. The meeting was adjourned at 3:57pm.

Respectfully submitted,

Nicole DeNeane
City Clerk



ATAX Committee New Member Orientation
9:00am, Thursday, June 16, 2022
1207 Palm Boulevard, Isle of Palms, SC and
broadcasted live on YouTube: <https://www.youtube.com/user/cityofisleofpalms>

MINUTES

1. Call to Order

Present: Ray Burns, Chas Akers, Barb Bergwerf

Absent: Chrissy Lorenz

2. Purpose – new member orientation

Administrator Fragoso gave a presentation for the newest members of the ATAX Committee to help them understand their roles as members of this committee.

Topics included: FOIA rules and how they apply to members of public bodies, ATAX terms and membership, roles and responsibilities of the ATAX Committee, definition of State Accommodations Tax, State laws surrounding the allocation of ATAX monies, allowable uses of the 30% of ATAX monies for tourism advertisement and promotion, review of tourism-related expenditures, the ATAX Committee's responsibility for reviewing applications for funding of tourism-related events and activities, a schedule of State ATAX funds received by City since FY18 and their distribution, and a schedule of sources of ATAX monies within the City (i.e., Wild Dunes, IOP Real Estate Agencies, IOP Hotels, and owner-operated Short Term Rentals).

Administrator Fragoso explained that the City will present a budget each year to the ATAX Committee proposing how the 65% monies will be allocated within the City's budget. The ATAX Committee will be responsible for reviewing this budget annually and making a recommendation to City Council.

She also shared a new directive from the Tourism Expenditure Review Committee requiring the ATAX Committee to review the annual budget of the organization responsible for the expenditure of the 30% funds as well as their annual accounting of how those funds were spent. This budget will also require a recommendation from the ATAX Committee to the City Council.

Of the schedule of sources of ATAX monies, Mr. Burns pointed out that in 2020, online travel companies took over remitting all State Accommodations taxes directly to the states rather than remit them to the owner who had been responsible for doing so.

Administrator Fragoso also reviewed the agenda for the next regular meeting of the ATAX Committee to be held on Monday, June 20, 2022 at 1pm.

3. **Adjournment**

Ms. Bergwerf made a motion to adjourn, and Mr. Akers seconded the motion. The meeting was adjourned at approximately 9:40am.

Respectfully submitted,

Nicole DeNeane
City Clerk

City of Isle of Palms
State Accommodations Tax
Balance Sheet
as of June 30, 2022 ***PRELIMINARY & UNAUDITED***

	6/30/2021	6/30/2022
CASH @ BB&T	\$ 3,209	\$ 47,226
CASH @ SC LOCAL GOVERNMENT INVESTMENT POOL	1,213,271	2,020,813
ACCOUNTS RECEIVABLE	951,226	-
AMOUNTS DUE FROM OTHER FUNDS	-	-
TOTAL ASSETS	<u>2,167,707</u>	<u>2,068,040</u>
ACCOUNTS PAYABLE	346,896	21,632
AMOUNTS DUE TO OTHER FUNDS	<u>22,440</u>	<u>-</u>
TOTAL LIABILITIES	<u>369,336</u>	<u>21,632</u>
FUND BALANCE Beginning	1,680,864	1,798,371
Excess Revenues Over/(Under) Expenditures	117,507	248,037
FUND BALANCE	<u>1,798,371</u>	<u>2,046,408</u>
TOTAL LIABILITIES & FUND BALANCE	<u>\$ 2,167,707</u>	<u>\$ 2,068,040</u>

City of Isle of Palms
State Accommodations Tax
Revenue Statement for the 11 Months Ending May 31, 2022
PRELIMINARY & UNAUDITED
Fiscal Year Ending June 30, 2022

Date	Description	Total
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Revenues

September Quarterly Payment from State	1,258,679
December Quarterly Payment from State	507,590
March Quarterly Payment from State	246,742
June Quarterly Payment from State	-
YTD Interest Income	7,542

Grand Total

2,020,553

State Accommodations Tax
Detailed Expense Statement for the 12 Months Ending June 30, 2022 ***PRELIMINARY & UNAUDITED***

		<i>A</i>	<i>B</i>	<i>C</i>	<i>B+C-A</i>
Vendor	Description	Actual Expenditure	FY2022 Budget	Committee Approved	(Over)/ Under
Public Restroom Operations					
Dominion	YTD electricity for restrooms	637	500		
IOP WSC	YTD water & irrigation	11,577	12,000		
Bltch, etc	YTD maintenance	11,129	45,080		
Port City Paper	YTD paper & cleaning supplies	10,369	7,500		
SCMIRF/Wright Flood	YTD property & flood insurance	7,585	7,000		
Quality Touch Cleaning	YTD cleaning	20,274	40,000		
IOP Payroll	YTD attendant	19,206	22,800		
		80,778	134,880		54,102
Beach Barrel & Front Beach Business District Trash Pickup					
JLG Enterprise LLC	YTD trash pickup per contract	87,642			
		87,642	85,000		(2,642)
Irrigation at Breach Inlet Sign					
IOP WSC	YTD irrigation	328			
		328	600		272
Beach Trash Barrels					
Zoro Tools	1 barrel	76			
		76	7,500		7,424
Repair 4500 linear feet of sidewalk in Front Beach Area					
		-			
		-	70,000	-	70,000
IOP website T-shirt Promo					
		-			
		-	15,000	-	15,000

State Accommodations Tax
Detailed Expense Statement for the 12 Months Ending June 30, 2022 ***PRELIMINARY & UNAUDITED***

		<i>A</i>	<i>B</i>	<i>C</i>	<i>B+C-A</i>
Vendor	Description	Actual Expenditure	FY2022 Budget	Committee Approved	(Over)/ Under
Charleston CVB - 30% Tourism Promotion Funds					
Charleston Area CVB	30% distribution for Sept Qtr	397,475			
Charleston Area CVB	30% distribution for Dec Qtr	160,292			
Charleston Area CVB	30% distribution for Mar Qtr	77,919			
Charleston Area CVB	30% distribution for Jun Qtr	-			
		635,685	675,474	-	39,789
Transfer to IOP Marina for 75% of Bond Debt Service					
Isle of Palms Marina Enterprise Fund		249,920	249,920	-	(0)
4th of July Fireworks - Year 2022					
Munnerlyn Pyrotechnics	deposit on 7/4/22 fireworks show	17,500			
Various	gatorade and food for staff	578			
		18,078	35,000	-	16,922
4th of July Fireworks - Year 2021 (cancelled due to Covid-19)					
	carryover from FY21			16,702	
Costco, Walmart, Sams	staff meal	798			
		798	-	16,702	15,904
Recreation Dept Replace or Add Playground Equipment as Needed					
8/10/21 Peggs Recreation	replace rusted part on Bongo equip	1,200			
		1,200	10,000	-	8,800
Sponsor Isle of Palms Beach Run (annually in July)					
IOP Rec Building Fund	annual sponsorship	3,000			
		3,000	3,000	-	-

State Accommodations Tax
Detailed Expense Statement for the 12 Months Ending June 30, 2022 ***PRELIMINARY & UNAUDITED***

		<i>A</i>	<i>B</i>	<i>C</i>	<i>B+C-A</i>
Vendor	Description	Actual Expenditure	FY2022 Budget	Committee Approved	(Over)/ Under
Sponsor IOP Connector Run and Walk for the Child (annually in October)					
IOP Connector Run & Walk	2022 sponsorship	7,500	7,500	-	-
Music in the Park					
The Blue Plantation Band	deposit	400			
Lowcountry Bluegrass	deposit	1,000			
Amazon	supplies for event	72			
		1,472	4,000		2,528
Easter Egg Hunt					
2022 Hunt limited to IOP residents, so Atax funds were not used		-	4,500		4,500
Fund Salary & Fringes for Police and all Beach Service Officers					
City of IOP General Fund	All BSOs, \$20k OT, 1 Patrol Officer	181,252	201,137	-	19,885
Police Dept Body Armor					
Premier Body Armor	body armor less \$1787 SCMIT rebate	5,048			
		5,048	7,100		2,052
Replace 2 Police Patrol Vehicles					
East Coast 911 Upfitters	equipment for two Durango SUVs	19,530			
Santee Automotive	2 Dodge Durangos	65,900			
		85,430	82,000		(3,430)
Digital License Plate Reader for parking enforcement					
		-	50,000		50,000

State Accommodations Tax

Detailed Expense Statement for the 12 Months Ending June 30, 2022

PRELIMINARY & UNAUDITED

		<i>A</i>	<i>B</i>	<i>C</i>	<i>B+C-A</i>
Vendor	Description	Actual Expenditure	FY2022 Budget	Committee Approved	(Over)/ Under
Police Department - replace Low Speed Vehicle					
Baker Motor Company	Polaris GEM E2 LSV	16,933			
		16,933	17,000		67
Fire Dept Debt Service on 75' Ladder Truck					
Truist Governmental Finance	debt service principal & interest	91,915			
		91,915	91,915		0
Fire Dept 1/3rd of SCBA equipment replacement					
Safe Industries	replace SCBA equipment	96,739			
		96,739	96,667		(72)
Fire Dept replace 1 Pickup Truck					
			42,000		42,000
Fire Dept Replacement ATV					
John Deere Company	2022 John Deere Gator ATV	18,882			
		18,882	25,000		6,118
Fund Salaries & Fringes for the Fire Department					
IOP General Fund	1 Firefighter, portion of restructuring cost	135,399	157,334	-	21,935
Public Works - Replace z-track mower					
STI Turf Care Equipment	52 Inch Toro Z-Track Mower	8,174			
		8,174	15,000		6,826

State Accommodations Tax
Detailed Expense Statement for the 12 Months Ending June 30, 2022 ***PRELIMINARY & UNAUDITED***

	<i>A</i>	<i>B</i>	<i>C</i>	<i>B+C-A</i>
Vendor	Actual Expenditure	FY2022 Budget	Committee Approved	(Over)/ Under
Unexpended Projects/Miscellaneous				
2021 Carolina Coast Surf Club Surf Cam sponsorship	1,000		1,000	
2021 VFW Post 3137 sponsorship	15,000			
2021 MUSC Foundation/Lowvelo sponsorship	10,000			
2022 IOP Community Corp LENS Program sponsorship	10,000			
2022 MUSC Foundation/Lowvelo sponsorship	10,000			
Budget provision for expenditures recommended by Atax Committee		50,000		
Add/replace/maintain fixtures at Carmen Bunch Park	268	1,000		
Marina Public Dock		150,000		
Marina maintenance		50,000		
Miscellaneous/undesignated		1,500		
	46,268	252,500	1,000	207,232
Grand Total	1,772,516	2,340,027	17,702	585,212

City of Isle of Palms																						
SC State Accommodations Tax - Distribution of Funds Received																						
					Mar-22	Dec-21	Sep-21	Total FY21	Jun-21	Mar-21	Dec-20	Sep-20	Total FY20	Jun-20	Mar-20	Dec-19	Sep-19	Total FY19	Jun-19	Mar-19	Dec-18	Sep-18
Total Payment Received From State					265,979	540,555	1,331,176	2,469,730	1,007,541	209,721	393,960	858,508	1,707,133	379,931	142,616	285,557	899,029	2,022,250	692,063	164,861	318,661	839,690
Percentage Increase from prior year					27%	37%	55%	0	165%	47%	38%	-5%	-16%	-45%	-13%	-10%	7%	8%	8%	41%	0%	5%
Less 1/4 of \$25,000 (transferred to Gen Fund)					6,250	6,250	6,250	25,000	6,250	6,250	6,250	6,250	25,000	6,250	6,250	6,250	6,250	25,000	6,250	6,250	6,250	6,250
Remainder					259,729	534,305	1,324,926	2,444,730	1,001,291	203,471	387,710	852,258	1,682,133	373,681	136,366	279,307	892,779	1,997,250	685,813	158,611	312,411	833,440
5% to General Fund					12,986	26,715	66,246	122,237	50,065	10,174	19,386	42,613	84,107	18,684	6,818	13,965	44,639	99,863	34,291	7,931	15,621	41,672
65% To Acc Tax Tourism Related					168,824	347,299	861,205	1,589,078	650,839	132,256	252,012	553,971	1,093,386	242,893	88,638	181,550	580,306	1,298,212	445,779	103,097	203,067	541,736
30% to Acc Tax Tourism Promotion (CVB):					77,918.57	160,292	397,475	733,416	300,387	61,041	116,313	255,674	504,640	112,104	40,910	83,792	267,834	599,175	205,744	47,583	93,723	250,032
					259,729	534,305	1,324,926	2,444,730	1,001,291	203,471	387,710	852,258	1,682,133	373,681	136,366	279,307	892,779	1,997,250	685,813	158,611	312,411	833,440

DESTINATION MARKETING

Destination Marketing has one goal: promote the Charleston area as the country's premier overnight destination. In developing and implementing Explore Charleston programs we ask ourselves how will this expenditure generate an overnight visitor. All area tourism economic activity flows from overnight visitation.

\$ 398,627.90

Our marketing strategy had layered advertising mediums that evolved as we navigated the pandemic and associated recovery. Innovative electronic promotions were integral and print publications remained relevant.

Depending on the campaign, television and direct mail were also incorporated.

Titles in our print media plan for FY 20/21 included Travel & Leisure, Departures, Southern Living, Conde' Nast Traveler, Garden & Gun, Food Network, Vogue and various AAA publications. Wedding specific advertising placements included Grace Ormond, The Knot, and Heart of North Carolina.

Publications created in-house for promotion as response pieces included: the Charleston Area Visitors Guide, the Charleston Area Destination Planning Guide (group business), and a completely redesigned Charleston Area Wedding Guide.

Explorecharleston.com remained a cornerstone in Explore Charleston's digital promotional efforts, including as we communicated with visitors about our industry's efforts to safely welcome guests back to the area. We had several websites that corresponded to the printed publications mentioned above, and these sites were routinely updated for content and creative.

A robust social media presence was critical to support promotional campaigns and reach a diverse audience. Our team created informative, inspiring, customized editorial content for Instagram, Facebook, Twitter, Youtube and Pinterest, as well as our charlestononly.com/blog. Explore Charleston global followership grew by ~60K and exceeded 480K at year end.

All creative was developed in-house to protect and properly convey the brand of the Charleston area. Ongoing investments were made in photography, videography, and written content.

Explore Charleston's advertising is based on solid, current tourism research. Investments in research continued in FY 20/21 in order to inform sound advertising decisions. Various sources were utilized such as Destinations International, US Travel, TravelClick, Inntopia/Destimetrics, and Smith Travel Research. A new resource, Key Data, was introduced late in the fiscal year to enhance vacation rental analysis.

Locally, our paid partnership with the Office of Tourism Analysis in the Business Department at the College of Charleston ensured our ability to compile and analyze tourism metrics. The College played an integral role in capturing and collecting data as well, particularly through several unique surveys and customized reports about COVID-19's impact on traveler sentiment.

Improved and increased air service into Charleston International (CHS) remained a major focus for Explore Charleston. Over 4.8 million people traveled through our airport in 2019 and passenger volume was trending higher prior to Covid-19. In spring 2020, the pandemic reduced those numbers by 95%. Fortunately, strong market positioning and established airline partnerships enabled CHS to consistently outperform national averages in air service recovery throughout the year.

Working with existing carriers to restore and expand service significantly enhanced our pandemic recovery efforts. JetBlue launched the state's first nonstop flight to California with service from CHS to Los Angeles. Partnerships were also forged with new carriers. Silver Airways initiated service at CHS in fall 2020. Breeze Airways, a brand new airline, selected Charleston as one of its inaugural launch cities, a major accomplishment for the region. Breeze serves 11 destinations from CHS.

MEDIA RELATIONS

Media Relations and communications about the Charleston area were critical components of the promotion of our community.

\$ 63,897.51

Explore Charleston worked to maintain relationships with writers, editorial boards and other journalists throughout the downturn as well as to highlight the region's safe reopening and promote the Charleston experience through earned media.

As interest in leisure travel grew and journalists started to travel again, we created unique and engaging itineraries for media visiting the region.

Robust photo and video libraries were updated. These resources assisted journalists and broadcasters in telling their stories about our community.

Paid advertorial opportunities with D Weddings and Hearst Magazines were implemented. Taking an advertorial approach complemented our other media efforts because it appeared editorial in nature, yet we were able to control the content.

Explore Charleston**FY 2020/21 Program of Work ACTUAL****Isle of Palms**

Business development through media relations powerhouse Lou Hammond Group continued to prove beneficial to expand the reach of media pitches and introduce new journalists to our community.

Other development channels for Explore Charleston's media team included activity through the Society of American Travel Writers, US Travel Association, and the British Guild of Travel Writers.

GROUP SALES

Sales initiatives intended to bring group business to Charleston County remained vital to Explore Charleston's program of work. **\$ 117,459.37**
With the near complete shutdown of group travel, our sales department dedicated itself to reenforcing and deepening its relationships with planners and executives in the corporate, association, and SMERF markets. This effort paid off as the number of inquiries, RFPs, and bookings increased significantly once travel perceptions began to improve in conjunction with the vaccine rollout. The old adage, "people do business with people they know" proved true, and our commitment to being readily accessible for our clients continues to pay dividends.

Sports initiatives were especially important to rebuilding group business. Team competitions such as youth baseball, gymnastics competitions, volleyball tournaments, etc. comprised much of the group travel that occurred during the fiscal year.

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 off-site function venues, dining, and tour options.

VISITOR SERVICES

Visitor Services expenditures for the operation of four area visitor centers (downtown Charleston, Kiawah Island, Mount Pleasant, North Charleston) continued. **\$ 119,981.79**

Information distribution, directions, assistance in visitor planning, access to public facilities and general promotion of our community were day-to-day responsibilities as Centers reopened.

Area tours were booked through our centers, spreading economic benefit to regional businesses.

Last minute, same-day hotel rooms were also booked through the centers for our lodging partners as a notable percentage of travelers arrived in our area without lodging reservations.

Visitor Information SUPPORT

Serving visitors and callers via our 1-800 phone lines was critically important to our recovery efforts as we launched 'welcome back' campaigns. As more traditional advertising and media efforts resumed, visitor inquiries grew considerably both by phone, digital chat and social media. **\$ 31,182.17**

Our Visitor Inquiry Service (VIS) operators served a pivotal role during hurricane season and throughout the pandemic. VIS operators continually gathered and disseminated the most up-to-date information to potential travelers to our community.

Total Expenditure Applied to Municipality **\$ 731,148.75**

Total Atax Received per Municipality **\$ 545,133.00**

Difference **\$ 186,015.75**

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.</p> <p><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.</p> <p><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.</p> <p><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><i>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></p> <p><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.</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>		
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

	Expenses	Percentage of Expense
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%

BUDGETED INCOME FY 22/23: City of Isle of Palms Ratified Budget										\$826,528
Expenditure Type	EXPENSE SPECIFIC TO ISLE of PALMS	Benefit to IOP	Cost to CVB	IOP Share Based on Community Inventory at 5.5%*	IOP Share Based on Full Service (Group) Inventory at 8%**	IOP Share Based on Luxury (Group) Room Inventory at 24%***	IOP Share Based on Islands Inventory at 34.23%****	100% IOP	Subtotals	
Website - development	IOP Specific site	adding non-member information	\$37,000					\$37,000		
Website - enhancement	Site presence: IOP on Beaches site	https://www.charlestoncvb.com/beaches/isle-of-palms/	\$31,000					\$31,000		
Website - Search Engine Optimization (SEO)	Adwords, IOP-specific, Beaches Site		\$60,000				\$20,538			
Website - SEO	Adwords, ExploreCharleston core visitor site		\$290,000	\$15,950						
Commercial - production	Vive Media	creation of :30 sec commerical for television; :30 sec for social media platforms	30000					\$30,000		
Commercial - distribution	Sinclair Broadcasting	distribution of :30 sec commercial in Southeast and Northeast (6 months x \$20,000/month)	120000				\$41,076			
Advertising - Photography & Videography	Vive Media		20000					\$20,000		
Advertising - digital campaign	The Knot	store front annual, wedding specific	\$3,500				\$1,198			
Advertising - social media campaigns	Facebook & Instagram	paid promotion - 12 months	\$20,000					\$20,000		
Advertising - social media campaigns	TikTok	paid promotion - 12 months	\$20,000					\$20,000		
Advertising - social media campaigns	YouTube	paid promotion - 12 months	\$20,000					\$20,000		
Subtotal Marketing & Advertising			\$651,500	\$15,950	\$0	\$0	\$62,812	\$178,000	\$256,762	
Advertising - print	AAA Living (Georgia, Tennessee, North & South Carolina)	two placements of full page + full page advertorial	#					#		
Advertising - print	AAA World (DC, Maryland, Virginia & Delaware)	two placements of two page spread	#					#		
Advertising - print	Southern Bride (North Carolina)	full page placement in Summer/Fall and Winter/Spring	#					#		
Advertising - print	Discover SC	Annual state vacation guide - full page	#					#		
Advertising - print	Coastal Living	spreads in Fall and Winter issues	#				#			
Advertising - print	Midwest Living	spreads in Fall and Winter issues	#				#			
Advertising - print	Conde Nast Traveler	high impact unit of 12 pages specific to islands + spread	#				#			
Subtotal Negotiated Ad Buys: Terms confidential between buyer/seller. #Placements total \$264,699.			\$656,080	\$0	\$0	\$0	\$123,594	\$141,105	\$264,699	
Group Sales										
Sales - Luxury Tradeshows, most difficult to sell	American Society of Association Executives	Tradeshow: Washington, DC - August 2022; Ongoing events throughout the year	\$11,150			\$2,676				
Sales - Luxury Tradeshows, most difficult to sell	CONNECT Marketplace	Appointment show: Detroit, MI - August 2022	\$10,200			\$2,448				
Sales - Luxury Tradeshows, most difficult to sell	CONNECT DC Marketplace	Appointment show: Washington, DC - Nov 2022	\$8,550			\$2,052				
Sales - Luxury Tradeshows, most difficult to sell	Destination Southeast/Northstar	Appointment show: Daytona Beach, FL - Sept. 2022	\$3,900			\$936				
Sales - Luxury Tradeshows, most difficult to sell	Destination East/Northstar	Appointment show: Albany, NY. Oct 2022	\$3,450			\$828				
Sales - Luxury Tradeshows, most difficult to sell	Independent Planners Education Conf/Northstar	Appointment show: Memphis, TN Jan 2023	\$3,750			\$900				
Sales - Luxury Tradeshows, most difficult to sell	Financial & Insurance Conference Professionals	Membership only	\$950			\$228				

<u>Expenditure Type</u>	<u>EXPENSE SPECIFIC TO ISLE of PALMS</u>	<u>Benefit to IOP</u>	<u>Cost to CVB</u>	<u>IOP Share Based on Community Inventory at 5.5%*</u>	<u>IOP Share Based on Full Service (Group) Inventory at 8%**</u>	<u>IOP Share Based on Luxury (Group) Room Inventory at 24%***</u>	<u>IOP Share Based on Islands Inventory at 34.23%****</u>	<u>100% IOP</u>	<u>Subtotals</u>
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	HelmsBriscoe	Appointment show: TBD - May 2023; Preferred Partner Destination membership	\$20,750			\$4,980			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	IMEX America	Appointment & Tradeshow: Las Vegas, NV - November 2022	\$38,500			\$9,240			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	Luxury Meetings Summit	Appointment show: TBD - Feb. 2023	\$8,000			\$1,920			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	Luxury Travel Industry	Atlanta (Feb 2023) & New York (April 2023) travel advisors	\$14,250			\$3,420			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	Meeting Professionals International	Tradeshow: TBD - June 2023	\$8,350			\$2,004			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	Professional Convention Mgmt Assoc.	Tradeshow: Columbus, OH - January 2023	\$12,650			\$3,036			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	Professional Convention Mgmt Assoc.	Destination Showcase: March 2023	\$11,250			\$2,700			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	Signature Travel Network	Appointment show: Las Vegas, NV - November 2022; membership	\$5,700			\$1,368			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	Society of Incentive Travel Executives	Annual Meeting: TBD - December 2022	\$6,150			\$1,476			
<i>Sales - Luxury Tradeshows, most difficult to sell</i>	Virtuoso	Tradeshow: Las Vegas, NV - August 2022	\$13,000			\$3,120			
<i>Sales - Other Tradeshows</i>	Association Executives of North Carolina	Tradeshow: Raleigh, NC - December 2022; Ongoing events throughout the year	\$7,725		\$618				
<i>Sales - Other Tradeshows</i>	Council of Engineering and Scientific Society Executives	Tradeshow: Richmond, VA; Ongoing events throughout the year	\$6,700		\$536				
<i>Sales - Other Tradeshows</i>	Georgia Society of Association Executives	Annual Meeting: TBD, GA - May 2023; Ongoing events throughout the year	\$10,250		\$820				
<i>Sales - Other Tradeshows</i>	GovTravels	Tradeshow: Washington, DC - March 2023	\$5,250		\$420				
<i>Sales - Other Tradeshows</i>	Holiday Showcase Association Forum	Tradeshow: Chicago, IL - December 2022	\$8,300		\$664				
<i>Sales - Other Tradeshows</i>	Meeting Professionals International	Tradeshow: TBD - June 2023	\$8,350		\$668				
<i>Sales - Other Tradeshows</i>	South Carolina Society of Association Executives	Tradeshow: Columbia, SC - January 2023; Ongoing events throughout the year	\$14,000		\$1,120				
<i>Sales - Other Tradeshows</i>	Tennessee Society of Association Executives	Tradeshow: Knoxville, TN - December 2022	\$10,200		\$816				
<i>Sales - Other Tradeshows</i>	Travel South International	Tradeshow: Louisville, KY - November 2022	\$10,800		\$864				
<i>Sales - Other Tradeshows</i>	Virginia Society of Association Executives	Tradeshow: Richmond, VA - October 2022	\$3,100		\$248				
<u>Subtotal Group Sales</u>			<u>\$265,225</u>	<u>\$0</u>	<u>\$6,774</u>	<u>\$43,332</u>	\$0	<u>\$0</u>	<u>\$50,106</u>
<u>Market Research, Destination Services and Promotion</u>									
<i>Market Research - Key Data</i>	Key Data Research, specific to islands / beaches	Historical and forward-looking projections on beach rental performance / key metrics (IOP, Folly, Kiawah)	\$35,000				\$11,981		
<i>Market Research</i>	Office of Tourism Analysis research; Datafy - phone app tracking	Allocated between funding communities	\$170,000	\$9,350					

Charleston Area CVB/Explore Charleston

Summary of FY23 Final CVB Budget Submitted to City of Isle of Palms

	<u>Cost to CVB</u>	<u>IOP Share Based on Community Inventory at 5.5%*</u>	<u>IOP Share Based on Full Service (Group) Inventory at 8%**</u>	<u>IOP Share Based on Luxury (Group) Room Inventory at 24%***</u>	<u>IOP Share Based on Islands Inventory at 34.23%****</u>	<u>100% IOP</u>	<u>Total IOP Budget</u>	<u>% of Total CVB Cost</u>
Marketing & Advertising	651,500	15,950	-	-	62,812	178,000	256,762	39.4%
Negotiated Ad Buys	656,080				123,594	141,105	264,699	40.3%
Group Sales	265,225	-	6,774	43,332	-	-	50,106	18.9%
Market Research								
Market Research - Island specific	35,000	-	-	-	11,981	-	11,981	34.2%
Market Research - App tracking	170,000	9,350	-	-	-	-	9,350	5.5%
Destination Services & Promotion								
General Destination Services	6,896,725	379,320	-	-	-	-	379,320	5.5%
Regional Destination Promotion	15,498,462	-	-	-	-	-	-	0.0%
Total	24,172,992	404,620	6,774	43,332	198,387	319,105	972,217	4.0%

State Accommodations Tax Advisory Committee
Isle of Palms, South Carolina

Application for City of Isle of Palms ATAX Grant

For Office Use Only

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

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

A. Project Name: VFW TOURISM ENHANCEMENT PROGRAM

B. Applicant Organization: VFW Post 3137

1. Mailing Address: 1004 Ocean Blvd. IOP 29451

Telephone: 843-886-6940 Email: VFWpost3137gm@gmail.com

2. Project Director: Buddy Gilliam

Telephone: 843-708-1190 Email: bcgilliamjr@gmail.com

3. Description of Organization, Its Goals and Objectives:

Support Vets, Families & Community
As well as supporting tourism
see attached as illustrations

C. Description and Location of Project:

VFW Post 3137; Continuing Enhancement
efforts including Walkway to beach,
Murals, Landscaping, Maintenance, etc.
Patriots Walkway is a very significant
contribution.

☐ Single Event?

☒ Ongoing Event/Annual Need?

1. Date(s) of project/ event or start date: Past & Future completion date: 2023

2. Impact on Tourism: What percentage of persons benefitting from this project are tourists, ie. those coming from more than 50 miles away and expected to spend the night on Isle of Palms (80%) compared to Isle of Palms residents (10%) vs. visitors from within 50 miles such as "day trippers" (10%)

2000+ members, of which 80 live on IOP.

We have Records; Visual & readily Verifiable; lodging
*Source of tourist data (website tracking, surveys, lodging data, sales information, etc.) reports, etc

3. If this application is for an ongoing event, what is the percentage increase/decrease in tourist attendance compared to each of the past three years' events? 2nd year application. Results have been outstanding
*Source of tourist data all, see #2 & will save tourism for years
(website tracking, surveys, lodging data, sales information, etc.) in the future

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

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

No. Location & Walkway are unique. See attached.

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

measured success for the past three years, as well as the metrics by which you will measure success for the current year's project/event on the City of Isle of Palms. It is grant; Tourists in Pantulum. Easy Access to Beach & Shower

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

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

1. Describe fully and provide relevant documentation for each of the past three years reflecting:

- Where, as a specific result of your project/event, have tourists spent the night on Isle of Palms, ie. those incurring accommodations taxes for lodging. Include the lodging providers addresses phone numbers, rooms utilized, costs and nights stayed.

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

A Visitation logs, hotels, anecdotal; Vets for Vets > 200 weddings; golf. The premises provides easy access to the beach for tourists & visitors

2. Provide all additional economic and other relevant information justifying the grant of ATAX funding by City of Isle of Palms for your project/event, as well as your means of calculation. All of above & attached
3. Set forth the number of tourists attending your project/event on the Isle of Palms for each of the past three years. Include where applicable all relevant documentation along with the methodology by which you have done your calculations.

4. Set forth the number of attendees projected for this year's project/event, and well as the means of calculation. See above & attached.
From obvious observations, logs, reports & receipts, photos

more than 100,000 per year based on observation

5. Is the project/event for which you seek City of Isle of Palms ATAX funding during the "off season" or "shoulder season"? If not, please explain the justification. Are proposed dates flexible so as to be amenable to off-season and/or shoulder season scheduling? Yes, definitely

6. Describe fully all potentially negative aspects of your project/event, if any. This would include, by way of illustration, the potential for overcrowding particularly during warm weather months, parking challenges, health and safety issues, added responsibilities and difficulties imposed on first responders, impact on peace and tranquility- especially in residential neighborhoods and for tourists and factors potentially impacting adversely on the character of the City of Isle of Palms.

Charita 1976 - No known adverse effects. VFW
is a boon to both tourists and visitors.

E. Marketing Plan

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

National VFW mags.; Nat'l News letters & emails

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

Freedom Fest, etc

1. Sponsorships or Fundraising: Amount \$ 6000 +/- From Members, tourists & Vis. Funs

2. Entry Fees : Amount \$ N/A From _____

3. Donations: Amount \$ _____ From _____

4. Accommodations Tax Funds Request: Amount \$ 30,000

Date(s) Required: _____ Lump Sum ☒ Installments _____
(negotiable - \$ have been expended)

5. Other: _____

6. Total Funding: _____ Total Budget: _____

G. Financial Analysis

Please Provide a Line Item Budget for your project/event

The cost for the walking way has been approximately \$78,000
murals, etc & needed maintenance almost exclusively
for tourists & visitors is in addition.
If awarded, Isle of Palms ATAX funds are requested as follows:

(1) Lump Sum(s): \$ \$30,000 on August (date),
\$ _____ on _____ (date),
\$ _____ on _____ (date).

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

H. Miscellaneous

1. In what category do you place your project/event and why?
 - Festival _____
 - Marketing _____
 - Other (Please Explain): Accommodating Visitors and Tourists & giving a
2. Have you affirmatively reached out to the City of Isle of Palms staff for initial review for your project/event and if not, please explain. If you have reached out, what feedback did you receive, both positive and negative and specifically from whom? Needed
Ans. Reached out via email to the board & shown
3. If applicable, explain why you have not sought funding from sources other than the City of Isle of Palms for the funding of your project/event. If you have sought alternate or additional funding, explain fully the results to include the source(s) for funding, from whom received and set forth all amounts received or expected to be received from other sources.
Yes. Funded 1st year by Council
4. Does your project/event have applicable liability insurance, to include the City of Isle of Palms, its employees and agents and if so, what are the liability limits? If not, please explain why not and explain who will agree to bear the costs, burdens, damages and legal fees for your project/event in case claims for damages are made against the City of Isle of Palms, its employees and agents as a result of your project/event. A minimum of \$300,000 of liability insurance is typically required unless that requirement is specifically waived in writing by the City of Isle of Palms in its sole discretion. If there is applicable insurance, do you commit to making the City of Isle of Palms, its employees and agents additional insured(s)? If not, explain fully the basis. If applicable, you must include a copy of the relevant insurance policy reflecting the City of Isle of Palms, its employees and agents are additional insured(s) for your project/event. Yes, if applicable. UFW has insurance on premises.
5. Do you assert that the project/event for which you seek City of Isle of Palms ATAX funding is sustainable in the future? If so, please explain fully. If not, please explain fully. Yes
6. In the event City of Isle of Palms grants your project/event ATAX grant funding, do you acknowledge that no such funds can be spent for the purchase of alcohol or tobacco products? Yes If not, please explain your justification. N/A
7. In the event your project/event is awarded City of Isle of Palms ATAX grant

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

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

If not, please explain fully your basis.

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

Yes. In all we do. On meetings, newsletters, Ribbon cutting. To make this service to tourists & visitors & the community possible.

Request for Taxpayer Identification Number and Certification

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the
requester. Do not
send to the IRS.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Veterans of Foreign Wars 3137 Walter N Brownell Post	
2 Business name/disregarded entity name, if different from above VFW Post 3137	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.	
<input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____ Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input checked="" type="checkbox"/> Other (see instructions) ► 501(c)19 - Non-Profit Organization	
4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(Applies to accounts maintained outside the U.S.)</small>	
5 Address (number, street, and apt. or suite no.) See instructions. PO Box 185	Requester's name and address (optional)
6 City, state, and ZIP code Isle of Palms, SC 29451	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
OR									
Employer identification number									
5	7		0	6	2	0	6	2	3

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ►	Date ► 10/25/2021
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

Request for Taxpayer Identification Number and Certification

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the
requester. Do not
send to the IRS.

Print or type.
See specific instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Veterans of Foreign Wars 3137 Walter N Brownell Post	
2 Business name/disregarded entity name, if different from above VFW Post 3137	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____ Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input checked="" type="checkbox"/> Other (see instructions) ► 501(c)19 - Non-Profit Organization	
4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <i>(Applies to accounts maintained outside the U.S.)</i>	
5 Address (number, street, and apt. or suite no.) See instructions. PO Box 185	Requester's name and address (optional)
6 City, state, and ZIP code Isle of Palms, SC 29451	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

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Social security number									
			-				-		
OR									
Employer identification number									
5	7	-	0	6	2	0	6	2	3

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Sign Here	Signature of U.S. person ► 	Date ► 10/25/2021
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- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

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If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

**VFW POST 3137
1004 Ocean Boulevard
Isle of Palms, SC 29451**

OUR MISSION

To serve our nation's veterans, the military, and our communities. To advocate on the behalf of all veterans.

Our Post is honored and proud to have earned the right to be named a South Carolina All State Post and a nationwide All American Post for the sixth year in a row.

ANNUAL POST 3137 COMMUNITY SERVICE

- . Our Post supports all Isle of Palms Public Events.**
- . Recently completed Patriots Courtyard, outside Wall Mural, and Flag Pole dedications that are open to our community for Beach Access and Visitation.**
- . Beach Shower installed on VFW/Windjammer property and open for public use.**
- . Sand Dunes friendly fence installed to help protect dunes and native grass.**
- . Ongoing Post events that are open to our community.**
- . Support for local Students and Teachers through VFW scholarship programs, Patriots Pen, Voice of Democracy, and Teachers of the Year awards.**
- . Ralph H Johnson VA Medical Center volunteer work.**
- . Charleston Fisher House support.**
- . VFW National Home for Children.**
- . Help fulfill the unmet needs of local homeless veterans.**
- . Pearl Harbor Memorial participation at Patriots Point.**
- . US Flag etiquette and proper Flag Retirement for our Community. Worn Flag Drop collection box on Site.**

- . **Support for local youth development programs such as Junior ROTC, Scouting, Youth Color Guard, and Civil Air Patrol.**
- . **Use of our Post for public events such as, VETTE's for VETS Car Show, Navy Seals Swim Jam, Nurse's for Vets, among others.**
- . **Toys for Tots.**
- . **Annual Food and Clothing Drive for Local Vets.**
- . **Buddy Poppy drive for our Community.**

These events and organizations listed above are just a few of the many the Mission Driven Post 3137 efforts that are focused on the needs of our local Veterans and our Community.

Thank you for your consideration of our request for this year's ATAX Grant. These funds will allow us to continue our Post improvement and beautification projects, attracting VFW members and guests to our Post and The Isle of Palms for vacations and weekend stays in our Community.

Sincerely,

VFW Post 3137 Membership





VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
7/10	I. J. J.	Jorge & Carla Saez	El Paso	TX
11		ART & Lisa Martinez	Demming	NM
7/11	M. 5 PCO	Tenny Caldwell	Mundt	SC
7-11	Wesley East		CD	IA
7-11	ERIC McILIFF	ERIC McILIFF	WAYLAND	IA
7-11	LARRY MARCUM	MICHAEL SOWERS	Mount Pleasant	SC
7-11	SCOTT SHEL	LYNDSEY PERDUE	Mount Pleasant	SC
7-11	RAY PUCKETT		CHARLESTON	SC
7-11	ERIC WATSON		CHARLESTON	SC
7-11	Brandon Holcombe	Toni Gaddol	charleston	SC
7-11	Brandon Holcombe	Billy Gaddol	charleston	SC
7-11	Mike Culp	Mike Culp		
7-11	PAUL KIRKLAND	Angela Michele Walker	TOP	SC
7-11	CHRIS MITCHELL	Guy	WEST	SC
7-12	Jill Sum			
7-12	PAUL SUM	Ruth Rhine	Greenville	SC
	AL	Kelly Ann Rhine	Greenville	SC
7-13	LYNN HOLLENBECK	PETE & DANA WISLOCKI	Clear Water Beach	FL
		AURIE		
7/13	Bridget Kimball	Bridget	Saugus 2346	MA
	Darlene Levasseur	Darlene		
7-12	JOE PORFELT	Robert Bezusko	Hickory	PA
7-12	JOE PORFELT	Nancy Bezusko	Hickory	PA
7/14	Jesse Sewell	Lea Loosmore	Ashtown	AR
7/14	Bridget Kimball	Darlene Levasseur	Saugus 2346	MA
	Ken Clark		1662	OH
7/14	Shari Siwert		Richmond	VA
7/15	MONTY MURPHY	PAUL & KATH GORSTEIN	PHX	AZ
11	Jan McAlister	JOE CARA MICO	MT. P.	SC
	Kathy B. Harris	Paul Sch		
	Jan McAlister	Seff Butler		
	"	Cecily Butler		

VFW Post 3137 Guest Sign-In Sheet

[illegible]

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
	JIM FINNEY	JUDY DAYTON	CHS. S. C	SC
	George Schroeder	Dorren Hersh	N. Myrtle Beach	SC
7/18	Janice Marcus	Kate Rich Johnson	Plymouth	MA
	Jerrad & Lindsey	Tom & Traci Hawkins	MT P	SC
	Darry Lambert	Katie Lambert	Cornelius	NC
	Brandon Jones	John McNew White	TOP	SC
	Nick Wong	Daved Brummett	New Madison	OH
	Charlotte Harris	Clarette G	MT & P	SC
7/19	Levi Hayes	Bern Vm. Fess		
		Ryan Butler		
		Sam Barrett		
7/19	Obelia Sinker	Joyce John Dalton	H.H	SC
7/20	Jim Johnson	Life Member	Rit, SC	SC
7/21	Kevin Carter	A Couple	Atlanta	GA
7/20	Donna Bennett	Donna Bennett	Mount Pleasant	SC
7/21	Polly Herring	Kathy Snyder	TOP	SC
7-21	Virginia Wingo			
7/21	Jim Johnson	Life Member	RH	SC
7/21	Stephen D. Ekins	LIFE Member #9640682	KC, MO	
7/21	Al Reynolds	Walden	PA	MA
7/21	Tom Fressilli	Dolan R. Hoffe	MT Pleasant	SC
7/21	JOSHUA RENWICK	JESS, TERRY, DANE RENWICK	MT PLEASANT	SC
7/22	Kevin Carter	Chris Jeff Mike	Atlanta	GA
7/22	Jan McHester	Frank Zinches	MT. P	SC
7/22	Patti Giffen	Scott Dyer	MT P -	SC
7/22	Brian Nagel	Mike Polen	Coopersburg	NY
7/22	Brian Nagel	Arnon Steen	Phoenix	AZ
7/22	Bud Stallman		Chester, #	IL
7/22	Rob Ramonas	Charity Ramonas wife	Waterbury, CT	CT
		Al & Ramonas, son	Waterbury CT	CT
		Alexandra Ramonas	Waterbury CT	CT

VFW Post 3137 Guest Sign-In Sheet

2021	VEW Member	Guest Name	City	State
	BUTCH SALLIN	John Hottelney		
	" "	becca "		
7/23	J. Kitchens	Kristen Fischer		
7/23	Jan McAllester	D. Rouse ? R. Gallagher		
7/23	Brian Nagel	Teresa Nagel		
7/23	Brian Nagel	Mike Pelcar		
7/23	Kim Furches	Sherri Fountain		
7/23	Misti McGehee	Jenny Stewart		
7/23	Nick Woolf	Steve Deseau		
7/23	Nick Wong	John M Stone	Grand Rapids	MI
7/23	Jan McAllester	Frank Zaleski	MTP	SC
	PAUL SIMMONS	Bucky CERRY	MTP	
7/24	Tim + Melissa Pekar	Michal Bior	Aiken	SC
7/24	Bob + Christina O'Day	Bob + Christ. Same	Moncks Corner	SC
7/24	Jenn Fr Spencer	Juni Bausen	Canal Fulton	OH
7/24	Walter Torkum	Bocannon Hale		
7/24	Austin Stinkins	Austin/Lia Chesley	Charleston	SC
7/24	James DOWDY	SIXIE JARAMILLO	Charleston	SC
7/24	Kelly Smith	Teresa Fischer	Charleston	SC
7/24	Kelly Smith	Lexi Watson	Charleston	SC
7/24	Mary Emily Scott	Meghan Hopkins	Mt. Pleasant	SC
7/24	Michael Goble	Sheri McAteer	Ft. Mill	SC
7/24	Kim Furches	Jenny Stewart	Ft. Mill	SC
	Dan Le	Mark & Stey Lee	Mt Pleasant	SC
7/24	JOSE HARRISON	KATANY, SARAH, MIKE, LE	Summerville	SC
7/24	Karen Robinson	RUSSELL		

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
7/28	Bess O'Brien	T.J. VanThullen	Mt. P.	SC
7/29	Jan M'Allester	John NUNEZ	NYC	
7/29	M. FULTZ	"	FT. LAUDERDALE	FL
7/29	John	Wade	Mt. Pleasant	SC
		B. Fultz	St. Louis	FL
7/29	Randy Johnson	RUSSELL JOHNSON	POST 5119 (W3)	
7/29	Mark Fultz	Tammy Bales	FT. Lauderdale	FL
7/29	Mark Fultz	KRISTEN FLAM	FT. Lauderdale	FL
7/29	Mark Fultz	M. WARD	DANIEL ISLAND	SC
7/29	Michelle Danish	Erica Alexis	Mt. Pleasant	SC
7/29	Jan M'Allester	John Hanson	Arnold	MD
7/29	MAC FULTZ	John FULTZ	FT. Lauderdale	FL
	Val Torken	Maria Brown	AWENDAW	SC
	Kevin	Walter Thompson	Moncks Corner	SC
	Don	Anthony Nye		
	Jim Craig	Sharon O'Keefe & Karl Kider	Mt. Pleasant	SC
	Jim Craig	Frank	Raleigh, NC	NC
3137	Elizabeth Pirna	Cameron Capel	10P	
	"	Steve Rogers	10P	
	"	Bryan St. Allen	Owens 10P	
	"	Dolly Dize	Sullivan	GA
7/30	VA	Brian Vosicky	AW Awendaw	BSV
7/30	W	George	Summerville	SC
7/31	BORNY	Joe Groblich	10P	
7/30	McNamara's	Paul & Rita	Mt. Pleasant	
7/30	Samuel JACKSON	Ann Faust	Summerville	SC
7/30	Juan GREENLAND	SHANIE GREENLAW #2	Mt. P	SC
7/30	John	John & Gadi Medie	John's Island	
7/30	BUTCH	Wanda	P. 9L	
7/30	Tom Peyton	Mertie Mize & Family	Greenville	SC
7/30	John	OLGA TARRANO	Mt. Pleasant	SC
7/30	PETE TARRANO	PETE TARRANO	Mt. Pleasant	SC

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
	KEVIN DINE	JOHN RITTENBERG	CHARLESTON	
	BRUCE WICO	UMBERTO SANCHEZ	FRESNO, CAL.	
	JUDY DAYTON			
	JIM FINNEY	JUDY DAYTON	CHAS, SC.	
	William Russell	David Madison	Mount Pleasant	
	Cindy Vincent	Perry Vincent	Mt. P.	
	Chris White	Sohn Buckman	Mt. P.	SC
	"	William Snow	Florence	
	Cindy Vincent	Scott Cady + Anna Linder	Mt. P.	
	"			
		Jose Valencia	Charleston	SC
7/25	Eric Walker	Avin Shaver	MT Pleasant	SC
7/25	P. Flannery	Ella Shaver	"	
7/25	P. Flannery	"	Frederick	MD
7/26	W. Smith	"	Frederick	MD
7/26	B. DAVEN		COLUMBUS, OH	OH
7/26	JOHN H. HOWARD J. HOWARD	M. SMITH / R. RITCHIE	COLUMBUS, OH	OH
	JOHN H. HOWARD	JOHN H. HOWARD	Albany TN	TN
	Kevin Bonner	JOHN H. HOWARD	Harover	MD
	Stephanie Bonner	Stephanie Bonner	Harover	MD
	Gianna Bonner	Gianna Bonner	Griffin	GA
	Ernest Bonner	Ernest Bonner	Griffin	GA
	Al Lowry	Kaitlin Fulber	Milwaukee	WI
	Julie Scott			
	Jan Wilson		MP	
1	Keri Milcarek			
	JOHN H. HOWARD	Joel Pesapere	IOF	SC
	JOHN H. HOWARD	Joel Milcarek	Columbia	SC
	JOHN H. HOWARD	Mark J. Gosh	NYC	NY

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
7/30	Lance Winters	Tedra With	Goose Creek	SC
		Vanessa Williams	Summerville SC	
		Mark Perez	Summerville	SC
	Beth Goye	Dana Sisk	Mt. P	SC
	"	Lisa Hernandez	Mt P	SC
	"	George Hernandez	Mt P	SC
	"	Rick West	Cola	SC
	Eric Walker	Eric Golburn	Summerville	SC
	Kevin Bonner	Kevin Bonner	Hanover	MD
	Stephanie Bonner	Stephanie Bonner	Hanover	MD
7/30	Ernest Bonner	Ernest Bonner	Atlanta, Ga.	GA
	Gianna Bonner	Gianna Bonner	Atlanta	GA
7/31	Tim Fuller	KC Fuller	Summerville	SC
7/31		RUSS JOA WOV (POST 5119 NJ)		NJ
7/31	Bess O'Brien	TJ Van Thollear	Mt P.	SC
7/31	Kelly Smith	Tommy Cammer	Hanahan	SC
"	DENNIS HAMILTON	Glenn Young	Summerville, SC	SC
7/31	Chuck Pemanuk	Scott May	Mt. P	SC
7/31	Andrew Vega		FOP	SC
7/31	Sarah Vega		IOP	SC
8/11	NARA ROBINSON	Russell Robinson	()	
8/31	ADAM CANFIELD	ADAM CANFIELD RAY & DIANA HANLEY	SUMMERVILLE	SC
8/31	Demery, Bryan	Silvia Perry	Moncks Corner	SC
7/31	Beth Goye	Dana Sisk		
	"	Lindsay meabee		
	"	David Smith		
	"	Deborah Betanis		
7/31	Rick west	Avery Edwards	BEAUFORT	SC
7/31	Rick West	Matt Job		
7/31	Tiffany Matthews	Marie Barber	M+P	SC
7/31	MARTIN JONES			
7/31	ROBERT JONES			

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
	James Rhinehart	Kimberley Jordan	Cola. SC	SC
07/01	ANDREW KNIGHT	JAMES KIRBY		
	San McAllester	Russell Forrest	KNOXVILLE	TN
7/1/01	Pat Schell	Tom		
	George & Nancy Leal		Cincinnati	OH
	Marcus & Patsy Elliott		Cincinnati, Oh.	
7/01		Kimberly Jordan	Cola	SC
7/01	Brian Parker	Kelley Parker	MA. P.	SC
7-01	James Rhinehart			
7/01	Picky Hart		SUMMERVILLE	SC
7/01	GILES R. BOYCE	Brista R. Boyce	MT. P.	SC
7/01	Fred Ridger	Mike Moran	MT. P.	SC
7/01	Bostick, W.B.		MT. P.	SC
7/01	Thompson, W	KRISTINA	PHLOMATH, OR	OR
7/01	Virginia Woods	JOHN	ATLANTA	GA
7/01	Virginia Woods	ALICE	"	"
1815	Rick Simpson	AUGIE	Lima Peru	SA
1815	Angela Lee			
1815	Gerald Crocker	Maureen / County 1	Muskegon MI	MI
07/01	SCOTT SEEL	Lyndsey / Ray	CHARLESTON	SC
07/01	RAY PUCKETT		CHARLESTON	SC
07/01	David LeBlanc	Regina LeBLANC	MT. PLEASANT	SC
7/1	PAUL KIRKLAND	Chris Wages		
7/1	John Gubnit	Alia Sikk	GREENVILLE	SC
7/1	Dave Wayne	Elaine Coates	Mt. Pleasant	SC
7/1	Hannah Hill	Hannah Hill	Nashville	TN
7/1	Keri Ferrin	Robert Hill	Nashville	TN
7/1	SANDRA R	GEORGE, MARIA, KARLA	ROSWELL NM	NM
7/1	Robert Gatch	Mary PERZYNSKI	Summerville	SC
	Joe Sprau	TAE SEN,	SUMMERVILLE	SC

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
2 Jul	W. THOMAS		PHILMATH	OH
2 Jul	Chris Berwick	Edwell Family	Mt. Pleasant SC	
	Angie Sami			
	AB	BAT Butcher	LOUISVILLE	KY
	cl	Lexi Butcher	"	KY
		Kevin Knott	"	KY
25 Jul	Ken Braddock			
		DON GIBSON	COLUMBIA SC	
		MISSY FOR	" " "	
		LARRY DOTT	" " "	
25 Jul	Jeremy			
	Michelle Howe	Brandon Howe	Charleston SC	SC
	Brandon Howe		" "	
	Jackson		" "	
30 Jul	Jeremy Borg	Joe Carpenter	Hanahan	SC
		Sandra Carpenter	Hanahan	SC
31 Jul	G. Russ Borg	Krista Borg	Mt. Pleasant	SC
		Brian + Catherine Womack	"	"
31	Doug Flothwa	Carol Robin	CL	NC
		clara		
31	Joe Gunn	MO	Sav, GA	GA
7/3	Katie & Jeff Coleman			
7/3	Christine Lamberti	Katie & Jeff Coleman	LOP	SC
7/3	MARK ARA	LANCE & BRIAN	LOP	SC
7/3	Brian Scullin	Michael Bickford	Cleveland	OH
		Sydney Leisner	Mt. P	OH
		Megan Bickford	Mt. P	OH
7/3	Lori Lyles	Callie Kennedy	JVILLIE	FL
		Elliott Lyles	"	FL

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
	JAMES WOOTERS	LOU MARTINEZ		
	She John Ceece	Dylan + Toni Devis	Cet	NC
	JAMES WOOTERS	PAYAN SURANA		
	Chris Cummings	Steve Rawley	KNOXVILLE	TN
	Chris Cummings	Teresa Rawley	"	TN
	Kelly Smith			
7/4	Steven Jones	Troy Nelson	CHS	SC
	Brian Sall	Sharon	CHS	
7/4	Chris Cummings	Steve Reinschmidt		
7/4	Chris Cummings	Linda Reinschmidt		
7/4	Brian Sullivan	Rachael Bickford	CLE	OH
7/4		Megan Bickford	Mt. P	SC
7/4	Brian Sullivan	Jackie Adams	BALTIMORE	MD
7/4	Brian Sullivan	Max Hallett	Manchester	NH
7/4	" "	Sybil Rodenbers	Mt. P	SC
7/4	" "	Christopher Daves	Charlotte	NC
7/4	DENNIS HARRINGTON	Steve HARRINGTON	Mount Pleasant	SC
		Deb HARRINGTON		
		Sharon HARRINGTON		
		Patricia HARRINGTON		
7/4	Jennifer Pratt	Tim Pratt	Palm Beach	FL
7/4	Ryan Gray	Brittany Gray		
		Jenna Gray		
7/4	Peter Tovar	Trey Smith	mt Pleasant	SC
	Cindy Vincent	Taylor Vincent	Mt. P.	

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
	David Bowley	Allan Bowley		
	Todd Skolnicki	JOHN ROHR DEB BARK WADS, OH		
	Cindy Vincent	JENNIFER CUDUGA		
	Cindy Vincent	Anna Linder	M.H.P.	
	Greg Fill	JAMIE & CHRYANE		
	Brian Sullivan	Christiana Purves	Charlotte	NC
	Brian Sullivan	Max Hallett	Manchester	NH
	Colleen	Edie		
	J.P. Dean, Jr	Edie		
	Roseann Teckman, LLC	Jamie Grant	Mount Pleasant	SC
	GRACE CARLIDOE	DANNY MORLAN	GREENVILLE	SC
	Chaton Fortney	Roxanne Hall	MT	TX
07/07/21	Jan McAlister	DRUTIA PATEL (A)	ORLANDO	FL
		SHIRIN PATEL (A)	ORLANDO	FL
		ARYA PATEL (U)	ORLANDO	FL
		RIYA PATEL (U)	ORLANDO	FL
08/12	ARBITA PATEL	CHINTAN PATEL (U)	ORLANDO	FL
		CHIRAGI PATEL (A)	ORLANDO	FL
		PRITYA PATEL (L)	ORLANDO	FL
		PREM PATEL (U)	ORLANDO	FL
08/12	GAURAV PATEL	GAURAV PATEL	ORLANDO	FL
		ARITRA PATEL	ORLANDO	FL
		ARITRA PATEL	ORLANDO	FL
		PRAKASH PATEL	ORLANDO	FL
07/07	Virginia Woods	Russell Forrest		
7/18	Dub Schuler	Ed Schuler		
7/8	MONTE MURPHY	JANET SEINERINK	PHOENIX	AZ
	LI	WYNNE & KATHY COLOSTEAN	MT PLEASANT	SC
07/09	Jan McAlister	Shani Siewert +	Richmond	VA
		Steve Siewert		
7/9	Jim Chambers	Joanne Chambers	Moorestown	NJ
7/9	Daniel Bessine		Ponca City	FL

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
7/9	KAT COPE	Christine Mintz	Norfolk, VA	VA
7-9	Dennis Sham Remond	Donna Catherine ^{MTD} Remond	SC. 770	Kan
7-9	Carissa Stafford	Amy Taylor	Charleston	SC
7-9	Carissa Stafford	Jon Spohn	Charleston	SC
7-9	Bobbi Lear	Mark Lear	Mt Pleasant	SC
7/9	Troy Myers	Marianne	Jones Island	SC
7/5	Pete O'Neil	Kristin	MP	SC
7/9	William Ross	Kell. Ross	MP	
↓	↓	Matt Whitson	↓	
↓	↓	Nelly Lusk	↓	
↓	↓	Mark Rolness	↓	
7-9	Joan Frazier	Tina Thomas		
		Kelly Chavis		
		Michael Giarelli		
7-9	Levi Hays	Cassie Linchert		
		Arden Gorda		
		Tamie Gorda		
7/10	William Burgis	Lorie Robert D	Mt Pleasant	SC
		Jeff Hill		
		Kevin Hise		
	Jeff Hise			
	For Charles		Amherst MA	
7/10	HAROLD KENNER	CINCY MENCE	CELEBRINGTO, SS	SC
	Jeritolem	B. Holden	MTD	
	RINDY ⁴⁶⁵ MELLON	LEAH CRESTWELL	CHARLESTON	
	Michelle Dixon		Candler SC	SC
7/9	Cory White	Kene Othman		
7/10	Peter Tving	Cecilia Tving	Mt Pleasant	SC
"	"	Robin Padgett	Wahulunda	CA
"	"	Eric Padgett	"	CA

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
8/2	Shirley Cooper	Ruthann Cooper	TOP	SC
	Reed			
	James Bynsey	Ron & Leanne Hudson	Fredrick	MO
	Shond Jinger	Ally Dary	Mar P.	SC
	R. Asline	ASHLEY, LANCE/ADRIANNA/NT		SC
	Rakker	Cynthia Calen	Forsyth	SC
	"	Michelle Wilson	Forsyth	SC
	Debbie Hoppe	Doni Wipulker	Madison	SC
	Gene Page	Mark Swadlow		
	Bob Russell	Donna Madison	Mount Pleasant	SC
	Gene Russell		Marion	SC
	Matthew Laird		Chapin	SC
	W.D. Shum	Jane & Mary + Theresa	Knoxville	TN
	Chris	Ben Kifer	Missouri	MO
	DATE & SULLIVAN	Jan Lehm	Floyd County	GA
	" "	Tony Hoberge	Floyd County	GA
8/4	Jan McAllester	Tom & Andy	Charleston	SC
8/4	ADAM CAMPBELL	CAROL CAMPBELL	SUMMERVILLE	SC
"	Marlin Dietz	Joyce Fife	Mount Joy PA	PA
8/5	ROB HARLACHEN	TRACY BOND	ST. LOUIS	MO
8/5	RUSS JOHNSON	→ ✓	POST 5119 (MT)	
8/5	Mike Lauke	Cindy Lauke	Sun Prairie	WI
8/5	Caroline Jothar	Karen Phillips	Madison	OH
8/5	Jan McAllester	Joshua Borden	Chorton	MA
8/6	Jan McAllester	Mark Nelson	Mechanicsburg	PA
8/6	"	Justin Nelson	Summerville PA	PA
8/6	"	Miranda Nelson	"	SC
8/6	"	ERIC REES	Cabool	MO
8/6	JIM O'BRIEN ^{Post 643}	SANDRA	CONCORD NC	NC
8/6	"	Kerri Nelson	Summerville	SC
8/6	Nick Borders	Melora Borders	JB SC	SC
8/6	Scott Cook	Melissa Harper	Goose Creek	SC

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
	MICHAEL VANMETER - NO	Paul, Senn Vannette	Pittsburgh	PA
8/6	VALENTIA TRANTON	James Sweet	McDonough	GA
8/8	Patrick O'Brien	Matt & Victoria	NYC	NY
8/8	George Prosser	"	Moncks Cornet	SC
8/8	Caroline Shihar	Karen Phillips	Madison	OH
8/8	David Walker	Douglas French	MT P	SC
8/8	"	Jerry Wyllyn	MT P	SC
8/8	Ed BACARIA	Luci Eidson	MT P	SC
8/8	Michael Long	Sally, Patsy, Hollie	Denver CO 501	CO
8/8	Brian Sullivan	Christen Purves	M. P	SC
8/8	Brian Sullivan	Tony Caffin	M. P	SC
8/8	Brian Sullivan	Anastasia Caffin	M. P	SC
8/8	HERBERT BAILEY	SUSAN SCULLY	JATELITE BEACH	FL
8/8	HERBERT BAILEY	RANDY SCULLY	" "	FL
8/9	Cory Linker		Charlotte	NC
8/9	Caroline Shihar	Karen Phillips	Madison	OH
8/9	Robert Wagner	whole family	Wadsworth, OH	OH
8/10	J. FOLLEY	DAN M.	MT P.	SC
8/10	MIKE BUTLER		EUREKA, WI	WI
8/10	SEEL, SCOTT	PERDUE, LYNDSAY	CHS	SC
8/10	WATSON, ERIC		CHS	SC
8/10	Tronier, Trystian		CHS	SC
8/10	S. Green	wife	CHS	SC
8/10	RAY FULCOTT		CHS	SC
8/11	Caroline Shihar	Steve Ricci	Rodchester	NY
9/11	Jan McAllister	Eric Zwick	MT. P	SC
9/11	Jan McAllister	Jessica Lewis		
9/11	Jan McAllister	Tony Bays	10p	SC
3/11	John KIRNE			
8/11	Polyn Herrmann			
8/11	Kathy Snyder			
8/11	Lynne Snyder			
8/11	Valerie Snyder			

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
8/6	Virginia Woods	Christina Meier	Scranton	PA
8/6	Virginia Woods	Erik Meier	Scranton	PA
8/6	Virginia Woods	Matt Byrne	Scranton	PA
8/6	SEAN D BRENNAN	EVA REDITSCH	MCHENRY	IL
8/6	LARRY HOUSE	WALLY BOZ	PALO ALTO	CA
8/6	MICHAEL MOORE	KEELAN SMART	BETHESDA	MA.
8/6	MARK LEVERETTE		RALIGH NC	NC
8/6	Paul Roy	Pete Cisenber	N Chas	SC
8/6	Michael Vannette	Gorett Kona	IOB	SC
8/6	Michael Vannette	PAUL VANAMITA	SI	SC
8/6	Michael Vannette	BRETT TOLLOD	DANIEL BLUM	SC
8/6	Michael Vannette			
8/6	TROY MYERS	Bobby	Jonestown	SC
8/6	Sonya Buckhann	Lyn Buckhann	Jackson MI	MI
8/6	Sonya Buckhann	Ed Kerby	Jackson	MI
8/6	Eric Walker	Darlene Spears	Colo	SC
		David Spears		SC
8/6	Douglas TAPP		Charleston,	SC
8/7	Bill Largin	Regis PATTY JORDAN	McDONALD	OH
8/7	JACK FOLEY	DAN FOLEY	MT. P	SC
8/7	JOHN STANLEY	ANDY, TOM & ROBIN	MT. P	SC
8/7	KEN KEN	BILL KENNELMAN	WANTIC	CT
8/7	Wright, Thomas	THOMAS	St. Matthews	SC
8/7	CHENKARD	Rommereid	OMAHA	NE
8/7		ROSE NORTON	HARRISBURG	PA
8/7	BILLY W. SELLERS		Summersville	SC
	Stone Bassing	Stone Bassing, Kyle W. B.	IUP	SC
8/7	Dave BARTON	Cheryl, Wade, Sarah BARTON	IUP	SC
8/7	Chris Pula	Chris, Angie, Janet, Mary	North Gastonia	NC
8/7	GARON SHIPLEY	CANDY, DAN, MATT	NEW HYCAW	OH
8/7	Charlie Griffin	Bev, Maureen, George	MP	SC

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
8/11	Caroline Dithmar	Karen Phillips	Madison	Oh
8/11	Bryan Smith	Marian + Trete Smith	CHS	SC
8/12	Jan McAllister	Bill	CHS	SC
8/13	Brandon Jones	Victor Tovar	Macon	SC
8/13	Alia Dosta	Colin Hewitt	CHS	SC
8/13	William Ryan		Hillboro OH	OH
8/13	Sarah Ryan		Hillboro OH	OH
8-13	Sharon Smith		Eggleston	GA
8-13	Caroline Dithmar	Karen Phillips	Madison	Oh
8-13	Caroline Dithmar	Steve Riera	Syracuse	NY
8/13	Jeremy Kitchens	Kristen Fischer	Mount Pleasant	SC
8/13		Eric Donnell	Aiken, SC 29817	
8/13	Kim Stare	Dennis Thompson	Walterboro	SC
8/13	Frank Pollock		Elsmere	Ky
8/13	Cayton Johnson	Casey Payne		CA
8/13	Tim Rayton	Wade Hayes		
8/13	Kathy Sims	Wayne Hackman	Sulte/Ladson	SC
13Aug	John Thompson	Steve Thompson	VA Beach	VA
13Aug	Trans Lewis	Bryan, Camilo	Coast Creek	OR
13Aug	Cayton John	Del Warner	New Knoxville	OH
13Aug	John Thompson		Virginia Beach	VA
BAug	Doug Pope		Charleston	SC
BAug	Steve Morgan post 445		Charleston	SC
13Aug	Zachary Knott		Fayetteville	NC
9/13	Tristen Rigger	Beth Homan	Lt. Pleasant	SC
9/14	Ed Walker	DiCie Spear	Spartan	SC
9/14	Richard Merritt	Hearthen Merritt	Ladson	SC
9/14	" "	Tobias Merritt	Ladson	SC
	" "	Leah Rachels		
	" "	Lee Rachels		
	" "	Jess Rachels		
	" "	Merridthe Bassett		

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
8/14	PILACONE	MARCO Ferrara	Charleston, SC	SC
8/14	↓	Trent d'onnor	↓	↓
8/14	↓	Andy Swan	↓	↓
8/14	OUT OF STATE FL	SFC PETRELLI, ANTHONY V.	Charleston SC	SC
8/14	Out of State FL	SFC. Spauld, Eric	Charleston SC	SC
8/14	Carissa Stafford	Jon Spohn	↓	↓
8/14	↓	Amy Meggiolaro	↓	↓
8/14	↓	Kristen Bauman	↓	↓
↓	↓	Missy Britton	↓	↓
↓	↓	Eric Bauman	↓	↓
↓	↓	Angela	↓	↓
8/14	ALEX HAMMONS	CHUCK ROUSE	N. CHARLESTON	SC
↓	↓	Kay Summers	N. CHARLESTON	SC
↓	↓	Rocky Diaz	GOOSE CROOK	SC
↓	↓	CHRISTINA DIAZ	GOOSE CROOK	SC
↓	Craig Wheeler	Dan Bridges	Easton, MD	MD
8/14	Carol McGinnis	Jesse Thompson	Charleston,	SC
↓	↓	Sara Thompson	Charleston	SC
↓	B. Smith / LeBlanc	Jon Weaver	Savannah	GA
↓	Kelly Smith	Tommy Cammor	Hanahan	SC
↓	Kelly Smith	Danielle Bell	Jacksonville	FL
↓	Carissa Stafford	Doug Sharpe	Charleston	SC
↓	Aura fur	5 Guest	Charleston	SC
↓	RILEY COLE	CHLOE DAVEPORT	CHARLESTON	SC
↓	Mike Myral	FRANIS DAWSON	Charleston	SC
↓	Travis Dawson	Halley Rucenga	CHS	SC
↓	Grant Barnes	Chris Chipley	CHS	SC
↓	Kerry Sandler	↓	↓	↓
↓	Daniel Lines	Kelly Sandler	CHS	SC

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
8/15	Michael J. Thayer	JEFF / SHERYL PRICE USAF	SC, NC / Greenville	NC
	Secret Schuler	KEVIN / OLIVIE THAYER / Ryan Miller	Greenville	SC
	Buck Schuler	STEVEN / JEFFREY	Atlanta	GA
	John Smith	JACKIE JONES	High Point	NC
	Allen Smith	Yarn	Mt. Pleasant	SC
	MATT HAMRICK	Paul	Mt. Pleasant	SC
	BOB KENNEDY	CATON HAMRICK	JAMES IS.	SC
	Pat Griffin	KATHY KENNEDY	MTP	SC
	"	Earl Griffin Jr	Charlotte	NC
	PAUL KIRKLAND	Brett Ballard	Charlotte	NC
	DARIE HILL	Chris Hayes & Angelo	MTP	SC
	JAMES MOSELEY	Craig Hill	Wando	SC
	Jim Casham		Clarksville	TN
	Filanza Starreck		Clarksville	TN
	Anna Roman		Clarksville	TN
8/16	Patricia Schuman	Bobbie Jones	Mt Pleasant	SC
8/17		Daniel Goller	Monroe	GA
8/17	THE LYBIAHNT	Frank Schuler	Chapel	SC
8/18	JACK FOLLEY	DAN MOYLAN	29466	SC
8/18				
8/19	JAN McALLESTER	FAIK ZINGARO	29464	SC
	ERIC WEESTLOFF			
		ERIK Ashleigh Weiss		
8/19	Kyle Hill	Emily Denny	29415	SC
8/19	Taylor Tramm	Andi Chipman	29410	SC
8/19	Kerion Vickery			SC
8/19	Kayla Hunt	—	29456	SC
8/19	Dan Hunt	—	29456	
8/20	Martin Shadlee	Joe Jordan & Paul Maeser	29464	SC
8/20	Douglas Pope		Hanahan	SC
8/20	Deborah Dyer	Betty Goss	Athens Ga	2872
8-20	Margaret D. Doster	Marilyn Livesley	Athens Ga	2872

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
8/20	PATRICK BACHMAN	DONALD BACHMAN	GREAT FALLS	VA
8/20	Lance Reichen	Tina + Thane Dadd	TOP	SC
8/20	Bill Salamy	Charlotte Stevens	MD	SC
8/20	ETresha	Matt Leach	MD	SC
"	"	Al + Wife	TOP	SC
	JACK Folley	Dan McMan	"	SC
8/21	Kenneth Tom Guinn	Kenneth Guinn	Wynantkill	NY
8/21	Tom Guinn	Ursula Dessigne	Goose Creek	SC
8/21	J. Willard	Tracy Crawford	MS. Phoenix	SC
8/21	Keith Thompson	Pete + Kara Bleimier	MT. P	
8/21	Michael Man	Jeremy + Cora	ILM	
8/22	Greg Fill	Gail	MT. P.	
8/22	Kevin Pintail	Mary, John		
8/22	Keith Wish	Keith Wish	Florence SC (3181)	
8/22	Starmack, E		Clarksville TN	TN
8/22	Boonyakiti, J	Kim	No. Charleston	SC
8/22	Ni deTheres	Todd Bridges	Johnson Mt P	SC
8/23	Shelton Thomas	Bryer Thomas	Bragg	NC
8/23	Jerry Hargett	Kendra Pokas	VA Beach	VA
"	"	Laura Lorenz	"	"
"	"	Kenny Elliot	"	"
8-23	TOM PLOTZ	JOAN HUNT	AVON OHIO 7035	OH
8/23	LLOID GREENWALD	KATELYN + HELEN COONE	SC	SC
8/23	John + Warren	Elyse Robinson	Post 2889 RIT	SC
8/24	Kurt Randall	Ronda	Post 4598	
8/24	Donald Thayer	Sandy Thayer / Kevin Rickard	Gilbert	SC
8/25	Sam McAlister	Caru Legan	MT. Pleasant	SC
8/25	Starmack, Filanza	tricia Lyke	Clarksville	TN

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
Aug 27	Jerry Hollenbeck	Jerry Hollenbeck	mt Pleasant	SC
AUG 26	MIKE FERRELL	PERDIE FERRELL	ATHENS, TN 5146	TN
Aug 26	Susan Heise	Nat & Nank Heise	Bath, ME 21234	ME
"	Diego T. L.	Diego T. L.	Bogota Colon	NY
Aug 26	Mike Brenny & JR	MARY B.	JACKSONVILLE	NC
11	Mike Brenny (SR)	F. KARENINA B	+ Mt. Pleasant	SC
	SALLY GEORGE	SALLY GEORGE	MT. PLEASANT	SC
	LOUISE GEORGE	LOUISE GEORGE	MT. PLEASANT	SC
	JASD Dore	DAN	MT. P	
8/27	T GRODZKE	Post 10209	Spanghill Fl	
	VT MATHIAS	3	FL	
8/27	Ranjo	Ranjo	NJ	
	Roddy Roy	P. Lisenbee	N Chas.	SC
8/27	Calvin Woods	Harrison Woods	Mt. PLEAS.	SC
8/27	Asheley Woods	Vivienne Worrell	Mt P	SC
	Asheley Woods	Anna Hunter Woods	Mt P	SC
	Brian Peters	Amber Peters	Evans City	PA
8/28	Dr. Ray Coma	Dr. Ray Coma		
	Carol Thrush	Dr Ray Coma	Rock Hill	
	"	Chuck Struyth	N.O. LA.	
	Mayor Collins	Mayor Collins	Bogota Colon	
	Richard Merritt	Heather Merritt	Summersville	SC
	Ruth Norrby	Ruth Norrby	Victor	IA
	Louis Discepolo	Louis Discepolo	Hanahan	NJ
8/28	Anthony Caliguri	Carol Caliguri	Silver	SC
8/28	"	Frank & Laura Bodala	elop	SC
8/28	CHRIS FOX	SHIRLEY FOX	MT P SC	SC
8/28	Dan Gallagher	Dan Gallagher	Charleston, SC	SC
8/28	James Bailey		San Diego	CA
"	Mike Deprey		Sacramento	CA

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
6-30	COWGILL	ED PHILLIPS & TAYLOR AMY GORMAN	HAWAHAN	SC
	Walter R. R. R.	X		
8-28	Eddie Trueblood	Chuck & Ruby Steffan	Lawrens	SC
8-28	Valek GUY	6	SUMMERVILLE	SC
8/28	Larry Newsf	B. M. V.	GB. WI	WI
8/28	Kelly Smith	Tommy Canner	Hanahan	SC
8/28	Larchonda Pitcher	Todd, Evy, Shane, Jimmy	mt P	SC
8/28	Kevin Ferrin	Kelly MacPeerson	10P	SC
8/28	Tyler Otter	Ashley Adams	NCHS	SC
8/28	Jessica Reilly	Max Braddock	NCHS	SC
8/28	Jerrad Lindsay	Matt Banks & Rachel Cruse	Augusta	GA
8/28	Tavis Galli	Bri & Aaron Camillo	Norfolk	SC
8/28	Beth Joye	Paige & Brian Dick	mt. p	
8/28	"	Dana Sisk	mt p	
8/28	Kim (Larkspur)	Addie Turner	AUGUSTA	GA
8/28	Sandy & Ed	George R. R.	10P	
8/29	Jan McAllester	Kelsey Easter	MP	
		Olivia ZIMMER		
		Phil BERNIER		
		Matt Neumayer		
8/29	Justin McLinn	Bri McLinn, Ian McLinn	Goose Creek	SC
8/29	Jerry & Jerry	Pat Simon	Hanahan	SC
	"	John P. Jones	West Ashley	SC
	"	Leann P. Jones	West Ashley	SC
	"	Brian P. Jones	West Ashley	SC
	"	Tom P. Jones	West Ashley	SC
	"	Phyllis P. Jones	West Ashley	SC
8-29	Billy Smith			
8-29	Marlin Griggs (AD)	Tasha Griggs	Mt. Pleasant	SC
8/29	Tim / Nadine Terese	Nadine	Mt. Pleasant	SC
8/29	Rene Stauf	Arthur Hardin	mt. p.	SC
	S. G. R. R. R.	Post 1000	Springhill	FL

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
8/29		Keden Lowry	Festus	MO
	Scott Seel	Lyndsey, Emily	CHS SC	SC
	Lisa Richard-Hernandez	Christine Bryant	CHS	
		Margie Jacobson		
	Robert Marks	STEPHANIE MARKS	Amherst	VA
	Tammy Walsh	SCOTT MARKS	LA	CA
	Rob Ennis	Rob Ennis	Charleston	SC
	Emily Ennis	Emily Ennis	Charleston	SC
	Mychal Jones	Just Leann	Groves Creek	SC
	Terrad & Lindsay	Tom & Toni Hankins	MTP	SC
	Chris Mitchell		CHS	SC
	Eric Watson		CHS	SC
	Gary Marshall	Janet Sinyard	CHS	SC
	Jane	Jane	CHS	SC
8/29	Col Gerry Roth	Col Gerry Roth	CHS	SC
8/29	Paul Chamberlain	Tiffany Colon	CHS	SC
8/31	Frank Leatty	Ron Ward	CHS	SC
	Jake Burns	Jake Burns	Denver	CO
	C. Burch	Rich B & Deb Selby	Dayton	FL
	Denny Sium	Courney Sium	Columbia	SS
	Jeanette Woodard		Pontiac	IL
	Gilly Harris	Kathy Snyder	Greenville	SC
	Karl Edwards			SC
	Patti Griffin	Christopher O'Leary	MT Pleasant	SC
	Rick Pybott	Gloria Bradshaw	CHS	SC
	Ron Laney	Sue Pybott	CHS	SC
		Terry Chapler	Kansas City	KC
9/2	Jonathan Fields	Matt McGee, Vet	Cornelius	NC
		Mat Pils	Charlotte	NC
		Jessi Simpson, Vet	Maple Valley	WA
9/2	Jan McAllister	Jon Masseria	Charlotte	NC

VFW Post 3137 Guest Sign-In Sheet

2021	VFW Member	Guest Name	City	State
✓	Glen Kramer	Dustan Auldred	Ashenille	Nr
	MAERIE Thoma	Bill Bright Ed + Sharon	Marion	SC
	RON ROY	Pete Lis	N. Chas	SC
8/21	Jan M Allet	Tom Candy	MP	SC
8/20	Susan Powers	Susan Powers	Ladson	SC
	Susan Powers	Rick Nolan	Ladson	SC
8/20	LARRY House	* Michelle Glen		
	Mark Collins	Jan Cur		
8/20	Mark Collins	Jan Cur	MP	SC
8/20	Sarah Norton	Ding	MP	SC
8/20	Beth Joye	Dana Sisk	MP	
8/20	Beth Joye	Felipe Hernandez	MP	
8/20	Beth Joye	Lita Basnett	MP	
8/20	Lisa Brian Hernandez	George Hernandez	MP	
	↓	Tracy Farber	MP	
	Lisa Anne	Rarl Farber	MP	
	↓	Rase Dick		
	↓	Brian Dick		
8/20	Beth Joye	Matt Job		
	↓	Cweng Edwards		
	↓	Bill Watts		
8/20	Pick WEST	Sarah Ware	MP	
		Melinda Timmon	MP	
		Mark Jantz	MP	
	Jeff Slane	Lori Slane	MP	
8/20	Alta Hammond	Rocky Diaz	NC	
	↓	Chelsea Staab	Summ	
	Glen Kramer	Michael Scott	Scranton	
	Karen Baker	Andy Baker Mark + Beth	Lewis	MP
	Cindy Segerson	Kristina Mathis	Charlotte	NC
	Debbie Holiday	Debbie Holiday		
	Bill Davis	Cindy Drake		

C. Description and Location of Project:

Real time camera image of beach and surf conditions on IOP displayed on the surf camera web page (www.carolinacoastsurfclub.org/surfcam; also accessible through BCDCOG BeachReach smartphone app). City of IOP would continue to have its logo prominently displayed as a sponsor on the surfcam page with a link to the City's home page. Daily surf report on surf camera web page will continue to include an IOP Parking section, IOP Traffic section, and IOP Lodgings and Rentals section that describe how to navigate to the corresponding City of IOP web pages for beach access, parking, Connector traffic, and lodgings.

Xingle Event?

_____ Ongoing Event/Annual Need?

1. Date(s): of project/ event or start date: 9/1/2022; Completion date: 8/31/2023

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

Tourism, as defined in SC Code 1976 Article 6-4-5, states: “Travel” and “tourism” mean the action and activities of people taking trips outside their home communities for any purpose, except daily commuting to and from work.

[Persons benefitting: IOP residents < 5%; non-residents > 95%]. Our impact on tourism for the Isle of Palms is substantial and we meet the statutory requirements for the proper use of ATAX funds.

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

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

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

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

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

No. There are the two Windjammer beach cams, but no other organization

provides all of the information on one web page that is updated daily.

6. Set forth fully the successes and failures you have experienced for your proposed project for which you seek City of Isle of Palms ATAX funding for each of the past three years. Set forth the metrics by which you have measured success for the past three years, as well as the metrics by which you will measure success for the current year's project/event on the City of Isle of Palms. The metric for success is the number of surfcam page visits and number of visitors. For the past three years, these are as follows.
 - 6/1/2021 – 5/31/2022: 458 webpage visits per day average, with a one-day high of 1,188 in August and a one-day low of 125 in December. The total number of webpage visitors for the year was 33,388. Device category of users: 76% smartphone; 21% desktop PC; 3% tablet PC;
 - 6/1/2020 – 5/30/2021: 464 webpage visits per day average, with a one-day high of 1,667 in August and a one-day low of 83 in January and February. The total number of webpage visitors for the year was 31,800. Device category of users: 78% smartphone; 20% desktop PC; 2% tablet PC;
 - 6/1/2019 – 5/30/2020: 437 webpage visits per day average, with a high of 1,289 per day in September and a low of 318 per day in February. The total number of webpage visitors for the year was 33,324. Device category of users: 71% smartphone; 24% desktop PC; 8% tablet PC;
7. Describe fully how and why your proposed project/event qualifies for City of Isle of Palms ATAX funding. In accordance with SC Code 1976 Article 6-4-10 Allocation to general fund; special fund for tourism; management and use of special fund, "advertising and promotion of tourism so as to develop and increase tourist attendance through the generation of publicity".
8. If your project is granted City of Isle of Palms ATAX funding and realizes a profit, do you commit to returning the profit to the City of Isle of Palms? Yes If not, please explain fully, to include what you will do with the money. **Note:** It is impermissible to donate or "pass through" City of Isle of Palms ATAX grants to any other organization, except as authorized by City of Isle of Palms. Further, the City of Isle of Palms does not approve of "carry forwards" of ATAX grants for use in ensuing years, absent extraordinary and compelling reasons in the sole discretion of the City of Isle of Palms. Excess funds must be returned to the City of Isle of Palms.
9. Please attach your budget reflecting the amounts and sources of all related income and donations from others for the project/event, as well as expenditures for each of the last three years. In addition, set forth projected income and expenses for this year's project/event, as well as all expenses, both incurred and paid, as well as projected.

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

1. Describe fully and provide relevant documentation for each of the past three years reflecting:

- Where, as a specific result of your project/event, have tourists spent the night on Isle of Palms, i.e. those incurring accommodations taxes for lodging. Include the lodging providers addresses phone numbers, rooms utilized, costs and nights stayed.

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

Not applicable for this project.

2. Provide all additional economic and other relevant information justifying the grant of ATAX funding by City of Isle of Palms for your project/event, as well as your means of calculation. Not applicable for this project.

3. Set forth the number of tourists attending your project/event on the Isle of Palms for each of the past three years. Include where applicable all relevant documentation along with the methodology by which you have done your calculations. See metrics data in C.6 above.

4. Set forth the number of attendees projected for this year's project/event, and well as the means of calculation. Projecting from the metrics data from the past 3 years: 500 surfcam webpage visits per day average, 1400 visits per day maximum in September, 350 visits per day minimum in February, and a total number of webpage visitors of 35,000.

5. Is the project/event for which you seek City of Isle of Palms ATAX funding during the "off season" or "shoulder season"? If not, please explain the justification. Are proposed dates flexible so as to be amenable to off-season and/or shoulder season scheduling? Both, plus in season.

6. Describe fully all potentially negative aspects of your project/event, if any. This would include, by way of illustration, the potential for overcrowding particularly during warm weather months, parking challenges, health and safety issues, added responsibilities and difficulties imposed on first responders, impact on peace and tranquility- especially in residential neighborhoods and for tourists and factors potentially impacting adversely on the character of the City of Isle of Palms.

None. Surfcam page provides real time view of IOP beach on the west side of the Sea Cabins pier so potential visitors can assess the level of crowds, and also provides access to traffic cams through a link on the City of IOP website

E. Marketing Plan

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

involved.

Marketing is conducted by our presence on the internet and by soliciting local businesses to become sponsors on the web site with links to their business websites to draw tourists to their establishments which increases revenues for the City of Isle of Palms.

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

1. Sponsorships or Fundraising: Amount \$4,950.00 From: Sponsorships

2. Entry Fees: Amount \$4,475.00 From: Membership Dues

3. Donations: Amount \$ _____ From _____

4. Accommodations Tax Funds Request: Amount \$1,000.00

Date(s) Required: 09/01/2022/ Lump Sum: \$1,000.00 Installments

5. Other:

6. Total Funding: \$10,425.00 Total Budget: \$10,425.00

G. Financial Analysis

Please Provide a Line-item Budget for your project/event

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

(1) Lump Sum(s): \$1,000 on 9/1/2022(date),
\$ _____ on _____ (date),
\$ _____ on _____ (date).

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

H. Miscellaneous

1. In what category do you place your project/event and why?

- Festival _____
- Marketing _____
- Other (Please Explain):
Advertising and promotion of tourism.

2. Have you affirmatively reached out to the City of Isle of Palms staff for initial review for your project/event and if not, please explain. If you have reached out, what

feedback did you receive, both positive and negative and specifically from whom?

Yes, acceptance of prior submittals of ATAX Grant applications and notification of upcoming meetings to attend. Feedback received from City Administrator Desiree Fragoso in 2021, Ron Hanna in 2020, and City Treasurer Marie Copeland in 2015-2019.

3. If applicable, explain why you have not sought funding from sources other than the City of Isle of Palms for the funding of your project/event. If you have sought alternate or additional funding, explain fully the results to include the source(s) for funding, from whom received and set forth all amounts received or expected to be received from other sources.

Not applicable. The surf club does receive funding from other sources.

4. Does your project/event have applicable liability insurance, to include the City of Isle of Palms, its employees and agents and if so, what are the liability limits? If not, please explain why not and explain who will agree to bear the costs, burdens, damages and legal fees for your project/event in case claims for damages are made against the City of Isle of Palms, its employees and agents as a result of your project/event. A minimum of \$300,000 of liability insurance is typically required unless that requirement is specifically waived in writing by the City of Isle of Palms in its sole discretion. If there is applicable insurance, do you commit to making the City of Isle of Palms, its employees and agents additional insured(s)? If not, explain fully the basis. If applicable, you must include a copy of the relevant insurance policy reflecting the City of Isle of Palms, its employees and agents are additional insured(s) for your project/event. Not applicable.

5. Do you assert that the project/event for which you seek City of Isle of Palms ATAX funding is sustainable in the future? If so, please explain fully. If not, please explain fully. Yes. Surf club web site has been online and active for the past 11 years, and for the past 7 years has used ATAX Grant funds to upgrade and sustain the web site to display streaming surfcam images of the beach and waves and provide daily reports.

6. In the event City of Isle of Palms grants your project/event ATAX grant funding, do you acknowledge that no such funds can be spent for the purchase of alcohol or tobacco products? Yes If not, please explain your justification.

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

8. In the event your project/event is granted City of Isle of Palms ATAX grant funding, you must and do hereby agree by the filing your application personally to hold harmless and indemnify the City of Isle of Palms, its employees and agents from and against any claims for damages to include, *inter alia*, legal fees relative to your project/event. Do you agree? Yes

If not, please explain. _____

If not, please explain fully your basis. _____

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

As currently done and for the past 7 years, display the City of Isle of Palms seal with a link to the City website on the surfcam web page, and provide special announcements such as was done in 2020 and 2021 for COVID updates by IOP City Government.

Carolina Coast Surf Club, Inc.
Balance Sheet
As of June 26, 2022

	Jun 26, 22
ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank of South Carolina	7,706.45
Total Checking/Savings	7,706.45
Accounts Receivable	
Accounts receivable	3,175.00
Total Accounts Receivable	3,175.00
Other Current Assets	
Inventory Club Wear	2,872.44
Total Other Current Assets	2,872.44
Total Current Assets	13,753.89
Fixed Assets	
Club Tent	719.10
Surf Cam Equipment	
Camera & Lens Purchased 2016	1,368.46
Camera Installation 2007	290.00
Camera Purchased 2007	1,570.00
Camera Spare Purchased 2012	1,117.60
Total Surf Cam Equipment	4,346.06
Total Fixed Assets	5,065.16
TOTAL ASSETS	18,819.05
LIABILITIES & EQUITY	
Equity	
Unrestrict (retained earnings)	16,887.43
Net Income	1,931.62
Total Equity	18,819.05
TOTAL LIABILITIES & EQUITY	18,819.05

3:18 PM

06/26/22

Accrual Basis

Carolina Coast Surf Club, Inc.
Profit & Loss Budget Performance
 January 1 through June 26, 2022

	Jan 1 - Jun 26, 22	Budget	Jan 1 - Jun 26, 22	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Membership Dues	4,775.00	4,118.33	4,775.00	4,118.33	4,475.00
Surf Cam Sponsorship	0.00	0.00	0.00	0.00	5,950.00
Total Income	4,775.00	4,118.33	4,775.00	4,118.33	10,425.00
Expense					
Bookkeeping	300.00	0.00	300.00	0.00	
Club Wear	0.00	0.00	0.00	0.00	-106.03
New Member Packet Mailing Cost	30.78	71.26	30.78	71.26	216.87
Oyster Roast	1,157.38	0.00	1,157.38	0.00	
Postage	0.00	0.00	0.00	0.00	118.00
Website and Surfcam Management	1,355.22	1,669.40	1,355.22	1,669.40	3,454.51
Total Expense	2,843.38	1,740.66	2,843.38	1,740.66	3,683.35
Net Ordinary Income	1,931.62	2,377.67	1,931.62	2,377.67	6,741.65
Net Income	1,931.62	2,377.67	1,931.62	2,377.67	6,741.65

3:07 PM

06/26/22

Accrual Basis

Carolina Coast Surf Club, Inc.

Balance Sheet

As of December 31, 2021

	Dec 31, 21
ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank of South Carolina	10,130.51
Total Checking/Savings	10,130.51
Other Current Assets	
Inventory Club Wear	1,991.76
Total Other Current Assets	1,991.76
Total Current Assets	12,122.27
Fixed Assets	
Club Tent	719.10
Surf Cam Equipment	
Camera & Lens Purchased 2016	1,368.46
Camera Installation 2007	290.00
Camera Purchased 2007	1,570.00
Camera Spare Purchased 2012	1,117.60
Total Surf Cam Equipment	4,346.06
Total Fixed Assets	5,065.16
TOTAL ASSETS	17,187.43
LIABILITIES & EQUITY	
Liabilities	
Long Term Liabilities	
Askins Dues Paid Thru 2022-2023	300.00
Total Long Term Liabilities	300.00
Total Liabilities	300.00
Equity	
Unrestrict (retained earnings)	10,145.78
Net Income	6,741.65
Total Equity	16,887.43
TOTAL LIABILITIES & EQUITY	17,187.43

3:11 PM

06/26/22

Accrual Basis

Carolina Coast Surf Club, Inc.
Profit & Loss Budget Performance
 January through December 2021

	Jan - Dec 21	Budget	Jan - Dec 21	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Membership Dues	4,475.00	3,475.00	4,475.00	3,475.00	3,475.00
Surf Cam Sponsorship	5,950.00	4,950.00	5,950.00	4,950.00	4,950.00
Total Income	10,425.00	8,425.00	10,425.00	8,425.00	8,425.00
Expense					
Annual Meeting	0.00	3,100.00	0.00	3,100.00	3,100.00
Bank Service Charge	0.00	30.00	0.00	30.00	30.00
Christmas Party	0.00	140.00	0.00	140.00	140.00
Club Wear	-106.03		-106.03		
New Member Packet Mailing Cost	216.87	75.00	216.87	75.00	75.00
Oyster Roast	0.00	1,400.00	0.00	1,400.00	1,400.00
Postage	118.00	184.00	118.00	184.00	184.00
Website and Surfcam Management	3,454.51	3,810.00	3,454.51	3,810.00	3,810.00
Total Expense	3,683.35	8,739.00	3,683.35	8,739.00	8,739.00
Net Ordinary Income	6,741.65	-314.00	6,741.65	-314.00	-314.00
Net Income	6,741.65	-314.00	6,741.65	-314.00	-314.00

12:57 PM

06/23/21

Accrual Basis

Carolina Coast Surf Club, Inc.
Balance Sheet
As of December 31, 2020

	Dec 31, 20
ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank of South Carolina	3,388.86
Total Checking/Savings	3,388.86
Other Current Assets	
Inventory Club Wear	1,991.76
Total Other Current Assets	1,991.76
Total Current Assets	5,380.62
Fixed Assets	
Club Tent	719.10
Surf Cam Equipment	
Camera & Lens Purchased 2016	1,368.46
Camera Installation 2007	290.00
Camera Purchased 2007	1,570.00
Camera Spare Purchased 2012	1,117.60
Total Surf Cam Equipment	4,346.06
Total Fixed Assets	5,065.16
TOTAL ASSETS	10,445.78
LIABILITIES & EQUITY	
Liabilities	
Long Term Liabilities	
Askins Dues Paid Thru 2022-2023	300.00
Total Long Term Liabilities	300.00
Total Liabilities	300.00
Equity	
Unrestrict (retained earnings)	9,301.41
Net Income	844.37
Total Equity	10,145.78
TOTAL LIABILITIES & EQUITY	10,445.78

12:56 PM

06/23/21

Accrual Basis

Carolina Coast Surf Club, Inc.
Profit & Loss Budget Performance
 January through December 2020

	Jan - Dec 20	Budget	Jan - Dec 20	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Membership Dues	3,475.00	4,150.00	3,475.00	4,150.00	4,150.00
Surf Cam Sponsorship	2,750.00	4,850.00	2,750.00	4,850.00	4,850.00
Total Income	6,225.00	9,000.00	6,225.00	9,000.00	9,000.00
Expense					
Annual Meeting	0.00	3,081.50	0.00	3,081.50	3,081.50
Bank Service Charge	0.00	30.46	0.00	30.46	30.46
Christmas Party	0.00	139.93	0.00	139.93	139.93
New Member Packet Mailing Cost	74.03	106.07	74.03	106.07	106.07
Oyster Roast	1,404.73	1,219.27	1,404.73	1,219.27	1,219.27
Postage	92.00	135.00	92.00	135.00	135.00
Website and Surfcam Management	3,809.87	4,614.71	3,809.87	4,614.71	4,614.71
Total Expense	5,380.63	9,326.94	5,380.63	9,326.94	9,326.94
Net Ordinary Income	844.37	-326.94	844.37	-326.94	-326.94
Net Income	844.37	-326.94	844.37	-326.94	-326.94

12:57 PM

06/23/21

Accrual Basis

Carolina Coast Surf Club, Inc.

Balance Sheet

As of December 31, 2019

	Dec 31, 19
ASSETS	
Current Assets	
Checking/Savings	
Cash in Bank of South Carolina	2,514.49
Total Checking/Savings	2,514.49
Other Current Assets	
Inventory Club Wear	2,021.76
Total Other Current Assets	2,021.76
Total Current Assets	4,536.25
Fixed Assets	
Club Tent	719.10
Surf Cam Equipment	
Camera & Lens Purchased 2016	1,368.46
Camera Installation 2007	290.00
Camera Purchased 2007	1,570.00
Camera Spare Purchased 2012	1,117.60
Total Surf Cam Equipment	4,346.06
Total Fixed Assets	5,065.16
TOTAL ASSETS	9,601.41
LIABILITIES & EQUITY	
Liabilities	
Long Term Liabilities	
Askins Dues Paid Thru 2022-2023	300.00
Total Long Term Liabilities	300.00
Total Liabilities	300.00
Equity	
Unrestrict (retained earnings)	9,603.35
Net Income	-301.94
Total Equity	9,301.41
TOTAL LIABILITIES & EQUITY	9,601.41

12:55 PM

06/23/21

Accrual Basis

Carolina Coast Surf Club, Inc.
Profit & Loss Budget Performance
 January through December 2019

	<u>Jan - Dec 19</u>	<u>Budget</u>	<u>Jan - Dec 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
Donations Income	0.00	50.00	0.00	50.00	50.00
Membership Dues	4,175.00	4,600.00	4,175.00	4,600.00	4,600.00
Surf Cam Sponsorship	4,850.00	5,300.00	4,850.00	5,300.00	5,300.00
Total Income	<u>9,025.00</u>	<u>9,950.00</u>	<u>9,025.00</u>	<u>9,950.00</u>	<u>9,950.00</u>
Expense					
Annual Meeting	3,081.50	2,700.00	3,081.50	2,700.00	2,700.00
Bank Service Charge	30.46	14.00	30.46	14.00	14.00
Christmas Party	139.93	170.00	139.93	170.00	170.00
Club Wear	0.00	636.00	0.00	636.00	636.00
New Member Packet Mailing Cost	106.07	170.00	106.07	170.00	170.00
Oyster Roast	1,219.27	1,275.00	1,219.27	1,275.00	1,275.00
Postage	135.00	115.00	135.00	115.00	115.00
Website and Surfcam Management	4,614.71	4,700.00	4,614.71	4,700.00	4,700.00
Total Expense	<u>9,326.94</u>	<u>9,780.00</u>	<u>9,326.94</u>	<u>9,780.00</u>	<u>9,780.00</u>
Net Ordinary Income	<u>-301.94</u>	<u>170.00</u>	<u>-301.94</u>	<u>170.00</u>	<u>170.00</u>
Net Income	<u><u>-301.94</u></u>	<u><u>170.00</u></u>	<u><u>-301.94</u></u>	<u><u>170.00</u></u>	<u><u>170.00</u></u>



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[Org Docs](#)



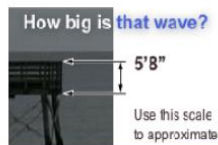
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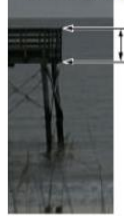
81°F
Mostly sunny



9:47 AM
6/18/2022



How big is **that wave?**



Use this scale to approximate the size of the waves as they pass the pierhead



Isle of Palms Weather



Isle of Palms Report

Waves	At 7:05 AM, it's Lake Atlantic out there with clean 1 foot waves.
Buoy Information	The Edisto Buoy is reporting a wave height of 2.6 feet and a dominant period of 7 seconds from the E
Wind	6 mph from the WNW (offshore) and forecast to increase to 16 mph form the S (onshore) this afternoon
Air temperature	74°F with a forecast high of 90°F this afternoon and strong thunderstorms in the late afternoon and early evening
Tides	Low Tide 5:38 AM, Sunrise 6:11 AM, High Tide 11:44 AM, Low Tide 5:45 PM, Sunset 8:29 PM
Water Temperature	82°F at the IOP Pier
Other information	Waves are forecast to be 1-2 feet through the weekend.
Become a Member	If you enjoy this surfcam please consider becoming a member of or renewing your membership with The Carolina Coast Surf Club. New and renewing members click on either the "JOIN" or "RENEW" tabs above. You may now pay annual dues online!
If you are having trouble displaying the camera image	We use a third party application server (Angelcam) to display the surfcam image on this web page, and if the image does not display, clear the browsing history and cache in your browser and do a browser refresh. Sometimes more than one refresh is required.
Current IOP Traffic	To view current traffic conditions at both the IOP and Mount Pleasant ends of the IOP Connector, do the following: (1) click on the City of Isle of Palms seal on the upper right of this webpage; (2) select "Experience IOP" at the upper right of the home page, and from the pull down menu click on "The Beach"; (3) at the left of the Beach webpage, click on "Beach Access & Parking"; (4) click on the "SCDOT 511 system" link in the second paragraph.

IOP Parking	Public parking is specified on the Isle of Palms City website by first performing steps (1), (2) and (3) above; then, (4) scroll down to "Public Road Right-of-Ways" and click on the link "Learn more about Beach Parking".
Lodging and Rentals	There are many places to stay overnight or longer on IOP. Many can be found by clicking on the Island Realty logo on the upper right of this webpage. To find other listings, do the following: (1) click on the City of Isle of Palms seal on the upper right of this webpage; (2) select "Experience IOP" at the upper right of the home page, and from the pull down menu click on "Local Businesses"; (3) at the left of that webpage, click on "Lodging and Real Estate".
	This surf report was updated on Saturday June 18 by Jim Radley

SURF FORECASTING LINKS

[NOAA Weather Charleston](#)

[Isle of Palms Weather](#)

[National Hurricane Center](#)

[NOAA Wave Height Forecast](#)

[Edisto Buoy](#)

[Virtual Buoy](#)

[Hatteras Bouy](#)

[Magic Seaweed](#)

[Surfing Nosara](#)