



Accommodations Tax Advisory Committee

10:00 a.m., Wednesday, April 9, 2025

City Hall

Council Chambers

1207 Palm Boulevard, Isle of Palms, SC

Public Comment:

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

<https://www.iop.net/public-comment-form>

Agenda

1. **Call to Order** and acknowledgement that the press and public were duly notified of the meeting in accordance with the Freedom of Information Act.
2. **Approval of previous meeting's minutes – March 12, 2025**
4. **Presentation of applications for FY26 State Accommodations Tax Funds**
Mary Alice Monroe
4. **Financial Statements** – Finance Director Debra Hamilton
5. **Old Business -- none**
6. **New Business**
 - a. Consideration of FY26 Budget for State Accommodations Tax Funds
 - b. Consideration of FY26 CVB Budget for 30% Tourism-related expenses
 - c. FY25 Budget overages approval
7. **Miscellaneous**
Next meeting: Wednesday, May 14, 2025, 10:00am
8. **Adjournment**



ACCOMMODATIONS TAX ADVISORY COMMITTEE

9:00am, Wednesday, March 12, 2025

1207 Palm Boulevard, Isle of Palms, SC

MINUTES

1. **Call to order**

Present: Rebecca Kovalich, Park Williams, Barb Bergwerf, Rod Turnage

Absent: Mike Boykin, Chrissy Lorenz, Margaret Miller

Staff Present: Director Kerr, Director Hamilton

Mr. Turnage and Director Kerr introduced themselves to the members of the Committee.

2. **Election of Chair and Vice Chair**

Ms. Kovalich nominated Mr. Williams as Chair of the ATAX Committee. Ms. Bergwerf seconded the motion. There being no other nominations, a vote was taken with all in favor of Mr. Williams as Chair of the ATAX Committee.

Mr. Williams nominated Ms. Kovalich as Vice Chair of the ATAX Committee. Mr. Turnage seconded the motion. There being no other nominations, a vote was taken with all in favor of Ms. Kovalich as Vice Chair of the ATAX Committee.

3. **Approval of previous meeting's minutes – November 4, 2024**

Ms. Bergwerf made a motion to approve the minutes of the November 4, 2024 meeting, and Mr. Turnage seconded the motion. The motion passed unanimously.

4. **Presentation of ATAX applications**

A. **YWCA Greater Charleston MLK Event Application – LaVanda Brown**

Ms. Brown explained the event to be held at Wild Dunes is part of a 6-day celebration of Martin Luther King, Jr. She is requesting \$10,000 to “capture logistics” and photography. There were 117 attendees at event in January 2025, four of which stayed on the island. She shared that their sponsors invite people to the event and the remaining tickets are available to the public.

Ms. Brown said their marketing efforts for the event will start earlier this year. They will use social media and their sponsors to promote the event and staying on the island. Most attendees are from South Carolina.

B. IOP Chamber of Commerce – Zacharry Lary

Mr. Lary and Mr. Brian Hoffman detailed their successful marketing campaign using monies awarded to them by the ATAX Committee last year. Their total ad spend of \$10,676.55 over a three-month period generated \$1.6 million in revenue for IOP businesses and \$185, 734 in total tax revenue.

Mr. Lary shared their future objectives including scaling their marketing campaign, continuing current promotions, connecting with City government and island businesses, and using incoming data to continually adjust strategies to maximize their ad spend. They are requesting \$50,000 to engage a larger audience and position the Isle of Palms as a premier family vacation destination.

Mr. Lary said the Chamber’s marketing is island specific as opposed to the CVB who is focused on regional marketing.

Mr. Turnage asked if a portion of the \$50,000 request could be used to target people visiting in the off season. Mr. Hoffman explained how that is possible. Mr. Williams asked how granular the Chamber can get on the data as it relates to where visitors go on the island and what businesses they frequent. Mr. Hoffman said he could ask to view the Google analytics for local businesses to determine if clicks came from IOP Chamber marketing.

5. Financial Statements

Director Hamilton said the cash and investment balance of the ATAX funds has grown by \$364,000, which is 6.2% over the prior year. The fund balance has grown by \$644,000, which is an 11.8% increase from February 2024. Revenues to date are \$2,144,000, which is 57% of the FY25 budget.

Year-to-date expenses are \$930,000. The drone for the Police Department came in slightly over budget and will need approval.

The budgeted amount for the fire suppression boat has been moved to FY26. That money could be used for the boat or a high-water vehicle, depending on whether or not the City receives a grant for the boat. Some expenses related to the Waterway Boulevard improvements were spent in FY25 and the rest will be spent in FY26.

ATAX funds sent to the CVB are tracking 8% over prior year.

6. Old Business -- none

7. New Business

A. Consideration of FY26 Budget for State Accommodations Tax Funds

Director Kerr said that City Council will not see the budget until this afternoon, so the Committee has the opportunity to make changes and provide feedback. Director Hamilton said the FY26 budget is based on 98% of the revenues of the most recent 12 months, which includes the anticipated funds from AirBNB.

Mr. Williams asked if there was a risk of overbudgeting in light of downward trends. Director Hamilton said that while there was a drop in 2024, the City will be receiving regular revenues from AirBNB moving forward. Director Kerr added that the City has always budgeted conservatively and has been criticized for being too conservative. Adjustments to that rate can be made should the Committee and or City Council deem it necessary.

Director Hamilton said the planned expenses for FY26 remain the same. She reviewed the proposed capital items that will be paid for in part or full with ATAX funds.

Mr. Williams asked if there is a way to track costs attributed to tourists. Director Kerr responded, “We’ve always had estimates that the population swells to somewhere around between 15 and 20,000 in those really busy times. So we think that of our overall expense, probably a very high percentage could be contributed to the fact that we operate, and we, staff, based on the busy times of the year, we could certainly give the percentages and let you all kind of look and vet through whether or not you think it’s a justifiable number. But we have always, again, kind of felt like we are very conservative, and what we are paying for with that money based on the fact that we kind of have to build ourselves for a population that is three times the size of the permanent population.

A brief discussion ensued about increasing the amount of money available for grants.

MOTION: Ms. Bergwerf made a motion to request that City Council increase the available funds for grants from \$50,000 to \$75,000 in FY26. Mr. Turnage seconded the motion. The motion passed unanimously.

The Committee agreed to hear Mary Alice Monroe’s request in April.

Mr. Williams asked what the Police Department drone is used for. Director Kerr said he believed it is to surveil events on the front beach if needed. He will bring specific details to the Committee next month.

B. Presentation of the FY26 budget from the Charleston Visitor’s Bureau

Director Hamilton explained that she misunderstood correspondence from the CVB and will be presenting their FY26 budget at the April meeting. Laurie Smith and Chris Campbell of the CVB said they are seeking feedback from the ATAX Committee for their FY26 budget. Ms. Smith reviewed a few of the successful campaigns of FY25. Mr. Campbell added the structure of these campaigns will stay the same in FY26, and they will also be focusing on the offseason and group sales. Ms. Smith encouraged Committee members to talk offline with them about the Committee’s goals for the FY26 budget.

Both budgets will be considered at the next meeting.

8. Miscellaneous Business

The next meeting of the ATAX Committee will be Wednesday, April 9, 2025 at 10am. Mr. Williams would like a more regular meeting schedule during the year. The Committee agreed

that their regular meeting schedule should be the second Wednesday of the month at 10am, and they will decide on setting a date for a new meeting at the end of each meeting.

9. Adjournment

Ms. Bergwerf made a motion to adjourn, and Mr. Williams seconded the motion. The meeting was adjourned at 10:25am.

Respectfully submitted,

Nicole DeNeane
City Clerk

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: <u>3.31.25</u>	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: Wild Dunes Author Event with Mary Alice Monroe (Literary Series)

B. Applicant Organization: Island School Literacy Events I.S.L.E. non profit

1. Mailing Address: 7 2nd Av, Isle of Palms, SC 29451

Telephone: 843-327-4270 Email: maryalice@maryalicemonroe.com

2. Project Director: Mary Alice Monroe

Telephone: 843-327-4270 Email maryalice@maryalicemonroe.com

3. Description of Organization, Its Goals and Objectives:

Our goals are to maintain a nationally prominent literary event on Isle of Palms

that attracts 500 attendees in January for the main event and attract an additional 300 people

to the island in spring, summer and fall seasonal events. The purpose is to connect readers with notable authors on our island thus raising awareness of Isle of Palms nationally. Also to promote local business and support local literacy efforts.

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? _____
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.

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.

With ATAX, we hired marketing to send out newsletters, paid for ads. see attached

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

1. Sponsorships or Fundraising: Amount \$ _____ From _____
see attached
2. Entry Fees : Amount \$ \$1500. From _____
3. Donations: Amount \$ _____ From _____
4. Accommodations Tax Funds Request: Amount \$ _____
Date(s) Required: _____ Lump Sum _____ Installments _____
5. Other:
6. Total Funding: _____ Total Budget: _____

G. Financial Analysis

Please Provide a Line Item Budget for your project/event

see attached

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

Revised February 8, 2021

(1) Lump Sum(s): \$ \$35,000. on July 1, 2025 (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 Literary Festival
 - Marketing _____
 - Other (Please Explain):

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

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.

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

I will acknowledge my city with pride!
And I hope you will join us for the January events to experience the positive energy and memorable conversations that our guests (and featured authors) enjoy so much!

ATTACHED ANSWERS TO ATAX QUESTIONS

1. Dates of project/event

NOTE: The Wild Dunes Author Event & Weekend in January is the flagship literary event that is part of the now established Wild Dunes Literary Series which features a total of four seasonal events. The spring, summer, and autumn events are one-day events only and attract a smaller crowd of 100-125 guests. All events celebrate literature and continue to solidify the Isle of Palms as a literary destination for locals and out-of-towners.

2. Impact on Tourism

The percentages were calculated from our Feedback Survey emailed to all attendees. We received responses back from 149 guests. Those who identified themselves as an IOP resident were lumped into the larger percentage since they did not book a stay on the island. Our survey was printed and distributed to every guest and collected at the end of the event. We also emailed the survey to guests immediately after the event through Mailchimp. See attached reply.

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

Mailchimp Survey Results (including written survey details collected, ATTACHMENT INSERTED AT BOTTOM OF THIS FORM)

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.

Using the lodging data available to us from Wild Dunes Resort, we were able to determine the number of guests staying on Isle of Palms was an increase from 2023 to 2024. In 2024 we sold out every event with waiting lists for both the summer and winter gala events. For 2025 winter gala, a major author cancelled, and we saw a drop in attendance, though tickets did sell out. Prior to 2023, we did not track on-island reservation data. However, we have monitored the annual event's success through ticket sales, which have trended upward year-after-year.

*Source of tourist data: Mailchimp survey; written survey; Wild Dunes Resort reservations feedback; Ticketing Sales numbers

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.

Based on ticket sales, our growth has continued upward.

2020 we sold out 425 tickets.

2021 canceled due to Covid.

2022 we sold 353 tickets but had to cancel due to Covid

2023 we sold out 500 tickets for Sunday main event, plus additional 128 tickets for Saturday workshops and 45 for boat tour.

2024 we sold out main event at 425 tickets, plus sold an additional 120 tickets for Friday kick-off party highlighting local authors at The Islander 71 Restaurant,(our first there) and additional 211 tickets total for Saturday workshops (3 smaller events).

2025 We sold 301 tickets to the main event. Due to cancellation of author, there was a lower attendance rate. Plus we sold 168 tickets for Saturday and 114 tickets for Friday night (again at Islander 71) for a successful weekend total of 583.

My failure in past years was not collecting data using professional metrics. We did not have the manpower or the financial support to do so. For 2024, we were better able to do that with the generous support of ATAX funding. With your continued support we will be able to continue to grow the event in ways that attract/monitor our growing audience in ways that will allow us to make this an even more impactful weekend experience that supports the island's local businesses through the positive power of this well-established literary event.

7. Describe fully the success 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.

We had our 20th anniversary in 2025. For most of those years we held this literary event on Isle of Palms with only the donated support of Wild Dunes Resort, local businesses, and Monroe's personal expense. The event has grown from 50 people to 500 and is now a nationally recognized literary event. We are proud of the success of the event and that it is held on my home island, Isle of Palms.

As above reveals, a growing number of the 500 plus winter attendees are

staying the night on Isle of Palms. We will encourage tourists to spend the night on Isle of Palms with added ticket attractions. We look forward to suggestions from hotels and rental accommodations on how to include them in our planning. In 2024 we met with island businesses to encourage involvement. We will continue to work to create opportunities that benefit Isle of Palms businesses, restaurants, etc and tourist activities over the weekend, especially during the quiet month of January.

With the ongoing support of ATAX funding, we have expanded to grow this literary weekend to include three more seasonal events. Each event was sold out, two of the three had waiting lists. We anticipate continued sold out crowds for each event. Note: the large event of 500 plus is in January. The spring, summer, fall events are smaller, thus not overcrowding the island in the warm weather months.

This event receives national attention and puts Isle of Palms on the map for literary and cultural events. And this upward trend of attendance and support of the winter literary weekend (thanks in part to an ATAX grant) has allowed me to firmly establish Isle of Palms as a literary destination for readers through the *Wild Dunes Literary Series with Mary Alice Monroe*

D. Financial Justification

2025 We sent out two surveys to the audience: in hand at program and by email. From that we learned that more than 50% of the responders stayed on Isle of Palms for the literary weekend.

Buxton Books shared the list of Zip Codes from the ticket purchases. I was able to get the following information:

- A total of 24 STATES were represented in our audience for the January 2025 event.
- The TOP SIX STATES represented were SC, NC, GA, TN, NY, OH
- The farthest distance traveled were North Dakota and Maine

2024 event resulted in 32.9% of surveyed guests who stayed overnight on Isle of Palms and were not island residents. (Mailchimp survey) The survey respondents who said they said overnight at a hotel not on the Isle of Palms were noted in the 67.1% of respondents who were either island residents, locals from the Tri-County, or visitors who chose to stay off island.

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

2025: We sold 583 tickets, including tickets to smaller workshops/experiences that are part of the Wild Dunes Author Event & Weekend experience. Those additional tickets will include: Friday kick-off event; Saturday events.

We will continue to track our attendees' accommodations using a promo code coordinated by our marketing and media director who will work with island businesses who want to be part of the literary event weekend.

We will continue to use our ticketing system to see which zip codes our guests are from. And, we will continue to offer a survey to our attendees to help us collect information about their weekend visit to the Isle of Palms, so we can always be working to improve the experience for all.

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 This annual flagship event is held during off season and is the largest of the year. We have been able to formally expand this literary event into the Wild Dunes Literary Series, which offers a one-day only event and held exclusively on the Isle of Palms during a weekday. We always try not to interfere with weddings and corporate events, nor conflict with other major island events. The purpose remains the same as the winter flagship event, which is connecting readers (near and far) with notable writers through a memorable event in the picturesque setting of my island town, the Isle of Palms.

4. 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.

The main event that attracts 500 people is held in January, a time the island looks for heads in beds. In twenty years, we

have never had negative aspects of the project for Isle of Palms. Parking is arranged by Wild Dunes. For the spring, summer, and fall events, the number of guests is significantly smaller, and parking is provided by Wild Dunes Resort.

E. Marketing Plan

5. 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.

With the support of ATAX funds we have been able to hire a marketing team. We have updated the MAM website to give the Wild Dunes Author Events a page, calendar of events, and link to ticket sales. In addition, Buxton Books and Wild Dunes promotes the events, as do the nationally recognized authors who attend our events, exponentially adding to the demographics. Articles and ads have appeared in local newspapers and magazines, Authors have appeared on local television. We took an add in Southern Living Magazine. We continue to pursue an article on the event in a national magazine.

I (Mary Alice) invite authors approximately a year in advance. Our marketing plan begins approximately 4 months ahead of the event weekend with outreach to Wild Dunes Club members, then to my newsletter subscribers and social media followers. From there, our bookstore, sponsors, and authors help amplify the news about ticket sales. We do a mix of traditional media outreach in local newspapers, local television, and online local news outlets. I give my time doing interviews for print and television at local news station(s) to promote the event. In years past, I have spent my own money on social media advertising. These efforts have led to a successful, sold-out attendance each year.

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

1. Sponsorships or Fundraising: Amount \$ UNSPECIFIED
From:
Our sponsorships have historically been product donations. These are the sponsors who we will invite to join us again for 2025: Firefly Distillery; Charleston Coffee Roasters; Caroline's Cakes;

Nothing Bundt Cake, Barrier Island Eco Tours; Long Island Café; J. McLaughlin; Wild Dunes Resort; Islander 71; (and more!)

- 1. Entry Fees : Amount \$ **NONE** (Ticketed Events Only)
- 2. Donations: Amount \$ **NONE COLLECTED YET**
- 3. Accommodations Tax Funds Request: Amount **\$ 35,000**

Expanding.... Spring summer and fall...

Date(s) Required: **January 16, 2025**
Lump Sum or Installments Either is acceptable

- 4. Other:
- 5. Total Funding: **[REDACTED]** Total Budget: **\$70,000**

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): \$ _____ on _____ (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 **X** (Please Explain):

This is a literary weekend event held annually during the Martin Luther King federal holiday weekend, which encourages our guests to stay an extra night because of the holiday. It is the flagship event that is part of the Wild Dunes Literary Series, which

offers smaller, seasonal one-day events featuring an author and their work. This is made possible thanks to the support of the Isle of Palms ATAX funding. Connecting readers to notable writers in intimate ways on the Isle of Palms.

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?

I have been in touch with Desiree Fragoso (I was once on the ATAX committee for Isle of Palms).

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.

Up until now, this was a passion project I managed with great personal effort solely with the support of Wild Dunes Resort and donations. I am an author and fortunate to have author friends I could invite to the events. However, the event has grown to such importance and visitor numbers that to move forward I need support. I also recognize the great potential of working closely with the Isle of Palms businesses to explore new opportunities for growth.

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.

Wild Dunes Resort has liability insurance for the event.

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.

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.

YES, I will acknowledge my city with pride!
And I hope you will join us for the January 2025 event to experience the positive energy and memorable conversations that our guests (and featured authors) enjoy so much!

ADDENDUM TO ATAX APPLICATION: ISLE Wild Dunes Author Event

JULY 2025-JULY 2026

SUMMER 2025

The summer event celebrates children's literature with authors of popular children's books. We launched the summer event with Mary Alice Monroe's NY Times #2 bestselling middle grade series *The Islanders*. This ticketed event is held at the Palmetto Room and Wild Dunes Swim Center. It is quickly becoming a favorite family event with a book reading and signing, kid snacks, arts and crafts, games, a pirate ship bounce house, a visit from alligator "Big Al" and pool time! Each year, we look forward to bringing families together with favorite authors to encourage family reading. There is no other similar event in the lowcountry!

** Mary Alice Monroe and Angela May join NYTimes author Marie Benedict with her new middle grade book series

FALL 2025

The fall event returns to adult fiction. Sometimes a cocktail party, sometimes a luncheon. In 2025 we had a wildly successful tartan ball to celebrate the launch of our acclaimed lowcountry Scottish historic fiction author Signe Pike Attendance 120 max.

WINTER: January (Martin Luther King Weekend) 2026

Wild Dunes Author Event & Weekend with Mary Alice Monroe

The winter event held every Martin Luther King weekend on Isle of Palms is the main, flagship event of the literary series. The three-day weekend experience brings several of America's top bestselling authors as well as other notable local writers together with book lovers. There is a varied offering of workshops, a luncheon, cocktail parties with authors and a ballroom gala. All feature up close and personal conversations about the works and lives of the featured authors. Attendance 500 max.

Proceeds support local literacy organizations (Reading Partners, 2024, 2025)

** invitation out to Elin Hildebrand

HERE IS A SNAPSHOT OF THE ATTENDANCE SUMMARY OF THE JANUARY 2025 WILD DUNES
AUTHOR EVENT:

Organized List of ZIP Codes by City & State (24 states)

Massachusetts

- **Westborough, MA – 01581**

New York

- **New York, NY – 10025**
- **Yorktown Heights, NY – 10598**
- **Richfield Springs, NY – 13459**

Pennsylvania

- **Pittsburgh, PA – 15216**

Maryland

- **Silver Spring, MD – 20910**
- **Ellicott City, MD – 21043**
- **Frederick, MD – 21703**

Virginia

- **Williamsburg, VA – 23185**
- **Virginia Beach, VA – 23451**

North Carolina

- **Clemmons, NC – 27012**
- **Sanford, NC – 27330**
- **Greensboro, NC – 27410**

- **Garner, NC – 27529**
- **Wake Forest, NC – 27587**
- **Willow Spring, NC – 27592**
- **Youngsville, NC – 27596**
- **Durham, NC – 27707**
- **Cherryville, NC – 28021**
- **Gastonia, NC – 28054**
- **Monroe, NC – 28112**
- **Rutherfordton, NC – 28139**
- **Waxhaw, NC – 28173**
- **Charlotte, NC – 28207, 28209, 28210, 28211, 28277**
- **Southport, NC – 28461**
- **Sunset Beach, NC – 28468**
- **Hickory, NC – 28601**

South Carolina

- **Blythewood, SC – 29015**
- **Columbia, SC – 29206, 29223, 29229**
- **Moore, SC – 29369**
- **Charleston, SC – 29401, 29402, 29403, 29407, 29410, 29412, 29414, 29418, 29425, 29429, 29433, 29439, 29451, 29455, 29464, 29466, 29470, 29482, 29483, 29485, 29486, 29492**
- **Florence, SC – 29506**
- **Little River, SC – 29566**
- **Surfside Beach, SC – 29575**
- **Murrells Inlet, SC – 29576**

- **North Myrtle Beach, SC** – 29582
- **Pawleys Island, SC** – 29585
- **Greenville, SC** – 29609, 29615, 29617
- **Belton, SC** – 29627
- **Pelzer, SC** – 29645
- **Seneca, SC** – 29678
- **Simpsonville, SC** – 29681
- **Indian Land, SC** – 29707
- **Fort Mill, SC** – 29715
- **Lancaster, SC** – 29720
- **Aiken, SC** – 29803
- **Edgefield, SC** – 29824
- **North Augusta, SC** – 29860

Georgia

- **Beaufort, SC** – 29902, 29906
- **Hilton Head Island, SC** – 29926
- **Cumming, GA** – 30028, 30041
- **Smyrna, GA** – 30080
- **Atlanta, GA** – 30309, 30339
- **Athens, GA** – 30606
- **Savannah, GA** – 31405

Florida

- **Jacksonville, FL** – 32258

Tennessee

- **Dickson, TN** – 37055
- **Johnson City, TN** – 37601, 37604
- **Bristol, TN** – 37620
- **Knoxville, TN** – 37919

Kentucky

- **Louisville, KY** – 40242

Ohio

- **Hilliard, OH** – 43026
- **Westerville, OH** – 43081
- **Mentor, OH** – 44060
- **Garfield Heights, OH** – 44125
- **Akron, OH** – 44312

Indiana

- **Carmel, IN** – 46032

Michigan

- **Bloomfield Hills, MI** – 48301
- **Plainwell, MI** – 49080

Iowa

- **Cedar Rapids, IA** – 52404

Wisconsin

- **Hartford, WI** – 53027

Minnesota

- **Edina, MN – 55424**
- **Blaine, MN – 55449**

North Dakota

- **Detroit Lakes, MN – 56501**

Illinois

- **Evanston, IL – 60201**
- **Evanston, IL (PO Box) – 60291**

Nebraska

- **O'Neill, NE – 68763**

Colorado

- **Highlands Ranch, CO – 80130**

Maine

- **Casco, ME – 04015**

Connecticut

- **Madison, CT – 06443**

New Jersey

- **Lyndhurst, NJ – 07071**
- **Pequannock, NJ – 07440**
- **Pennington, NJ – 08534**
- **Manchester, NJ – 08759**

ORGANIZED BY STATE ONLY (24 states total):

Massachusetts

01581

New York

10025

10598

13459

Pennsylvania

15216

Maryland

20910

Virginia

23185

23451

North Carolina

27012

27330

27410

27529

27587

27592

27596

27707

28021

28054

28112

28139

28173

28207

28209

28210

28211

28277

South Carolina

28461
28468
28601
29015
29206
29223
29229
29369
29401
29402
29403
29407
29410
29412
29414
29418
29425
29429
29433
29439
29451
29455
29464
29466
29470
29482
29483
29485
29486
29492

Georgia

30028
30041
30080
30309
30339
30606

Florida

31405
32258

Tennessee

37055
37601

37604
37620
37919

Kentucky

40242

Ohio

43026
43081
44060
44125
44312

Indiana

46032

Michigan

48301
49080

Iowa

52404

Wisconsin

53027

Minnesota

55424
55449

North Dakota

56501

Illinois

60201
60291

Nebraska

68763

Colorado

80130

Maine

04015

Connecticut

06443

New Jersey

07071

07440

08534

08759

Top 8 States by Number of ZIP Codes Represented

1. **South Carolina – 20 ZIP codes**
2. **North Carolina – 14 ZIP codes**
3. **Georgia – 6 ZIP codes**
4. **Tennessee – 5 ZIP codes**
5. **New York – 4 ZIP codes**
6. **Ohio – 4 ZIP codes**
7. **New Jersey – 4 ZIP codes**
8. **Virginia/Illinois/Michigan/Minnesota/Florida – TIED 2 ZIP codes**

Total Number of Attendees at the 20th Anniversary Wild Dunes Author Event & Weekend:

Sunday, January 19

- General Admission - 176
- VIP Ticket - 125

Saturday, January 18

- 11 am w/ Mary Alice - 89
- 2 pm w/ Marjory - 17
- 5 pm w/ Kwame - 62

Friday, January 17

- Kick-off Event - 114

Total Number of Survey Respondents:

- **67 respondents** participated in the survey.

Number of Respondents Who Stayed on Isle of Palms for the Event:

- **34 respondents** stated that they stayed on Isle of Palms for the event.

A Tally of Where These Respondents Stayed:

- **Wild Dunes Resort Hotel:** 13 respondents
- **Rental Unit Inside Wild Dunes:** 8 respondents
- **Other Rental Units on the Island:** 6 respondents
- **Stayed With a Friend on the Island:** 1 respondent
- **Stayed in Vacation Home on the Island:** 3 respondents
- **Stayed in a Hotel on the Island (not specified):** 2 respondents

Number of Attendees Visiting the Event for the First Time:

- **27 respondents** indicated that this was their first time attending the event.

Additional Pertinent Information for the ATAX Committee:

1. Geographic Reach of Attendees:

- The event attracted attendees from **North Carolina, South Carolina, Georgia, Tennessee, New Jersey, Massachusetts, Connecticut, Wisconsin, Maryland, and Florida**, showing a strong regional draw.
- Local attendees from **Charleston, Mt. Pleasant, Summerville, and Seabrook Island** were also present.

2. Economic Impact on the Isle of Palms:

- With **34 out of 67** respondents staying on Isle of Palms, the event successfully generated **overnight stays**, contributing to **lodging tax revenue**.

Receipts for Wild Dunes **2024** Events

Winter 2024 Event: See attached Budget

Spring Event: \$3120.

Fall Event: \$3480.

 Bag Piper \$275.

May Media \$7000.

MyLo Marketing \$5025

Author fees/gifts/dinners \$1349.75

Wild Dunes Winter **2025** \$17,700.73

Inventivenvironments \$2700.

Islander 71 \$1598.40

Firefly \$250.

Author flights \$1500.

Laura Strecker Marketing \$5502.

May Media Marketing \$7000.



5757 Palm Blvd
 Isle of Palms, SC 29451
 Phone 843-886-2234
 Fax 843-886-2915

BILL TO:
 Island School Literacy Events
 Attn: Mary Alice Monroe
 7 2nd Ave
 Isle of Palms, SC 29451

Invoice #: 100

DESCRIPTION	#	RATE	AMOUNT
Mary Alice Monroe Authors Event			
Spring Authors Event	1	3120.00	\$3,120.00
Balance Due			\$3,120.00

Please mail checks to:
 Wild Dunes Resort
 5757 Palm Blvd
 Isle of Palms, SC 29451
 Attn: Accounting

If you have any questions, please call Allison at 843-290-2897



5757 Palm Blvd
 Isle of Palms, SC 29451
 Phone 843-886-2234
 Fax 843-886-2915

BILL TO:
 Island School Literacy Events
 7 2nd Ave
 Isle of Palms, SC 29451

Invoice #: 101

DESCRIPTION	#	RATE	AMOUNT
Tartan Ball	120	25.00	\$3,000.00
Bangers and Mash	120	4.00	\$480.00
Balance Due			\$3,480.00

Please mail checks to:
 Wild Dunes Resort
 5757 Palm Blvd
 Isle of Palms, SC 29451
 Attn: Accounting

If you have any questions, please call Allison at 843-290-2897



INVOICE 1-19-25 | based on cliEnt provided information and/or site visit | payable immediately upon receipt, no later than 30 days from invoice date | payment information in notes section

cliEnt name : Mary Alice Monroe, Author Event
 event location + address : Wild Dunes Resort, (varied locations) Isle of Palms, SC 29451
 project day, date + timing : Friday, January 17-19, 2025, times vary based on event
 installation day, date + timing : Saturday, January 18-19, 2025, times vary based on event
 strike day, date + timing : Sunday, January 19, 2025, immediately following the final event
 project type : signature event "Author Event"

DESIGN + DECOR	Cost	Amt	Price
large centerpieces - grasses + blooms to emulate MA book cover	\$175.00	x 12	\$2,100.00
medium centerpieces - grasses + blooms	\$75.00	x 14	\$1,050.00
stage plants - 8' potted palms	\$150.00	x 2	\$300.00
stage backdrop - soft celadon draped fabric	\$1,750.00	x 1	\$1,750.00
signs - overall creative, design, etc. for all event signs	\$3,500.00	x 1	\$3,500.00
			\$8,700.00

RECAP OF COSTS	Cost	Amt	Price
DESIGN + DECOR			\$8,700.00
PRE-PLANNING + COORDINATION	\$2,500.00	x 1	\$2,500.00
LABOR (install + strike)	\$750.00	x 2	\$1,500.00
total			\$12,700.00
preferred cliEnt discount** received			-\$10,000.00
deposit received			\$0.00
BALANCE REMAINING:			\$2,700.00

NOTES :
 payment via check to : inventivENVIRONMENTS 1996 Davant Circle, Mount Pleasant, SC 29464
 Thank you for working with us. We look forward to many more projects!



5757 Palm Blvd
 Isle of Palms, SC 29451
 Phone 843-886-2234
 Fax 843-886-2915

BILL TO:
 Island School Literacy Events
 Attn: Mary Alice Monroe
 7 2nd Ave
 Isle of Palms, SC 29451

Invoice #: 110

DESCRIPTION	#	RATE	AMOUNT
Mary Alice Monroe Authors Event			
01/17/25: Program and Sign Printing	1	833.99	\$833.99
01/17/25: Gift Baskets	1	345.76	\$345.76
01/18/25: Mary Alice Monroe Brunch	1	2861.01	\$2,861.01
01/18/25: Happy Hour with Kwame Alexander	1	2298.37	\$2,298.37
01/18/25: Authors Dinner at Coastal Provisions	1	199.70	\$199.70
01/19/25: Authors Main Event	1	10707.71	\$10,707.71
01/18/25: Staff Lunch and Drinks	1	217.25	\$217.25
01/18/25: F&F Book Club	1	76.94	\$76.94
1/18/25: Poetry Event	1	160.00	\$160.00
Balance Due			\$17,700.73

Please mail checks to:
 Wild Dunes Resort
 5757 Palm Blvd
 Isle of Palms, SC 29451
 Attn: Accounting

If you have any questions, please call Allison at 843-290-2897

FINAL SUMMARY

MARY ALICE MONROE EVENT - JANUARY 2025

Buxton Books

TICKETING

SUNDAY - JANUARY 19, 2025							
MAIN EVENT							
VIP							
TICKETS SOLD	126			TICKETS REDEEMED			108
COST				\$ 155.00		DUE TO BUXTON BOOKS	DUE TO ISLE
TICKET INCOME				\$ 19,530.00			
BOOK INCLUDED BY BUXTON	MSRP	SALES TAX	TOTAL COST	QTY			
WHY FATHERS CRY AT NIGHT	\$ 28.00	\$ 2.52	\$ 30.52	126		\$ 3,845.52	
THE STOLEN LIFE OF COLLETTE MARCEAU	\$ 28.99	\$ 2.61	\$ 31.60	126	shipped	\$ 3,981.49	
THE STORY SHE LEFT BEHIND	\$ 29.99	\$ 2.70	\$ 32.69	126	shipped	\$ 4,118.83	
1st Edition Hardcover - Where the Rivers Merge by Mary Alice Monroe	\$ 30.00	\$ 2.70	\$ 32.70	126	shipped	\$ 4,120.20	
BACKLIST - DONATED BY MAM	\$ -	\$ -	\$ -	126		\$ -	
SHIPPING CHARGES	\$ 21.00			126		\$ 2,646.00	
BUXTON BOOKS OVERHEAD FEE \$5	\$ 5.00			126		\$ 630.00	
TOTALS DUE TO EVERYONE						\$ 19,342.03	\$ 187.97

SUNDAY - JANUARY 19, 2025							
MAIN EVENT							
TICKETS SOLD	182			TICKETS REDEEMED			154
COST				\$ 70.00		DUE TO BUXTON BOOKS	DUE TO ISLE
TICKET INCOME				\$ 12,740.00			
BOOK INCLUDED BY BUXTON	MSRP	SALES TAX	TOTAL COST	QTY			
WHY FATHERS CRY AT NIGHT	\$ 28.00	\$ 2.52	\$ 30.52	26		\$ 793.52	
THE STOLEN LIFE OF COLLETTE MARCEAU	\$ 28.99	\$ 2.61	\$ 31.60	45	shipped	\$ 1,421.96	
THE STORY SHE LEFT BEHIND	\$ 29.99	\$ 2.70	\$ 32.69	46	shipped	\$ 1,487.35	
1st Edition Hardcover - Where the Rivers Merge by Mary Alice Monroe	\$ 30.00	\$ 2.70	\$ 32.70	65	shipped	\$ 2,125.50	
SHIPPING CHARGES	\$ 7.00			156		\$ 1,274.00	
BUXTON BOOKS OVERHEAD FEE \$5	\$ 5.00			182		\$ 910.00	
TOTALS DUE TO EVERYONE						\$ 8,012.33	\$ 4,727.67

GRAND TOTAL RECAP		
	TO BUXTON	TO ISLE
KICK OFF EVENT	\$ -	\$ 1,200.00
BOOKS & BRUNCH	\$ 3,970.00	\$ 1,430.00
WRITING POETRY FOR SPECIAL OCCASIONS	\$ -	\$ 300.00
COCKTAILS & CONVERSATIONS	\$ 666.34	\$ 1,373.66
Main Event - General Admission	\$ 8,012.33	\$ 4,727.67
Main Event - VIP	\$ 19,342.03	\$ 187.97
TOTAL DUE	\$ 31,990.71	\$ 8,019.29

- * Buxton Books to pay publishers wholesale cost of the books plus shipping for the returns
- * Buxton Books donated \$630 worth of tote bags for the VIPS
- * Actual cost of shipping each book is \$8.66 (Buxton is absorbing the \$1.66 x 634 books = \$1052.44)

FINAL SUMMARY

MARY ALICE MONROE EVENT - JANUARY 2025

FRIDAY - JANUARY 17TH, 2025

FRIDAY KICK OFF EVENT

TICKETS SOLD	120	TICKETS REDEEMED			
COST		\$ 10.00		DUE TO BUXTON BOOKS	DUE TO ISLE
TICKET INCOME		\$ 1,200.00		\$ -	\$ 1,200.00
TOTALS DUE TO EVERYONE				\$ -	\$ 1,200.00

SATURDAY - JANUARY 18, 2025

BOOKS & BRUNCH - 11AM / INDIGO ROOM & ROOFTOP

TICKETS SOLD	100	TICKETS REDEEMED			84
COST		\$ 54.00		DUE TO BUXTON BOOKS	DUE TO ISLE
TICKET INCOME		\$ 5,400.00			
BOOK INCLUDED BY BUXTON	MSRP	SALES TAX	TOTAL COST	QTY	
1st Edition Hardcover - Where the Rivers Merge by Mary Alice Monroe	\$ 30.00	\$ 2.70	\$ 32.70	100 shipped	\$ 3,270.00
SHIPPING	\$ 7.00			100	\$ 700.00
TOTALS DUE TO EVERYONE					\$ 3,970.00 \$ 1,430.00

SATURDAY - JANUARY 18TH, 2025

WRITING POETRY FOR SPECIAL OCCASIONS

TICKETS SOLD	20	TICKETS REDEEMED			14
COST		15		DUE TO BUXTON BOOKS	DUE TO ISLE
TICKET INCOME		\$ 300.00		\$ -	\$ 300.00
TOTALS DUE TO EVERYONE				\$ -	\$ 300.00

SATURDAY - JANUARY 18TH, 2025

COCKTAILS & CONVERSATIONS

TICKETS SOLD	68	TICKETS REDEEMED			47
COST		\$ 30.00		DUE TO BUXTON BOOKS	DUE TO ISLE
TICKET INCOME		\$ 2,040.00			
	MSRP	SALES TAX	TOTAL COST	QTY	
SIGNED PAPERBACK OF THE DOOR OF NO RETURN	\$ 8.99	\$ 0.81	\$ 9.80	68	\$ 666.34
TOTALS DUE TO EVERYONE					\$ 666.34 \$ 1,373.66

2024

And I hope you will join us for the January 2025 event to experience the positive energy and memorable conversations that our guests (and featured authors) enjoy so much!

ATTACHMENTS:

[1] EXPENSE SUMMARIES (SPREADSHEET)

[2] MAILCHIMP SURVEY (JANUARY 2024: RESPONDENTS WHO ATTENDED THE WILD DUNES AUTHOR EVENT & WEEKEND)

TICKETING COLLECTIONS	ticket price	tax \$	service fee \$	total \$
Main Event - general admission	65.00			19,844.45
Main Event - VIP	125.00			19,178.54
Morning Mimosas	42.00			4,095.87
Nature as a Muse (no book)	50.00			1,718.02
Happy Hour & Mysteries	40.00			4,523.84
TOTAL TICKET SALES (including fees)				49,360.72
EXPENSES FROM TICKETING (Buxton Books)				
	Ticket price	Tax fee \$	Service fee \$	
Bold Type Tickets - service/processing fee				4,093.72
Bold Type Tickets - facilitator fee				1,244.00
Buxton Books (Books + Tax)				26,745.83
Buxton Books (4 sponsorship bags w/ 3 books in each)				384.00
TOTAL REVENUE DUE TO I.S.L.E.				16,893.17
EVENT WEEKEND EXPENSES (Wild Dunes)				
Printing: program and signage (Wild Dunes)				1,244.39
Authors' Gift Baskets (Wild Dunes)				370.50
Morning Mimosas (Wild Dunes service)				1,917.08
Happy Hour & Mysteries (Wild Dunes service)				2,455.78

Revised February 8, 2021

Main Event (Wild Dunes service)				9,725.06
Main Event flowers + decor (Wild Dunes)				1,097.32
Day of Event Staff Lunch/Drinks (Wild Dunes)				187.02
Authors' Dinner at Coastal Provisions (Wild Dunes)				393.28
Event Florals				1,097.32
Balance Due to Wild Dunes				17,390.43
			REMAINDER:	497.26
ADDITIONAL EVENT-RELATED EXPENSES	Ticket price	Tax fee \$	Service fee \$	Total
Nature as a Muse (ferry fee only)	(charged \$50.00)		25.00 for ferry	750.00
Kickoff Party				1,990.66
Firefly Tasting Fee				250.00
Desserts for Kickoff Party				54.50
Promo Bookmarks				112.50
Authors' Signing Tables floral decor				68.59
Social Media Ads				0.00
Staging Support (inventivENVIRONMENTS)				1,000.00
Total Additional Unpaid Expenses for I.S.L.E.				2,000.00
			GRAND TOTAL REMAINDER:	2,497.26
ADDITIONAL EXPENSES (I.S.L.E.)				
Creation of non-profit organization status				1,121.00
Marketing and Media Director, Laura Anderson				5,696.00
Program Director, Angela May				7,177.50
Wild Dunes Expense				3,614.28
ADDITIONAL FUNDS COLLECTED				Total
Built In Charity Money for Reading Partners				
Sponsor (Workshop Level): Jennifer O'Brien				500.00

2023 BUDGET AND EXPENSES FOR WILD DUNES AUTHOR EVENT

From Ticket Sales

Julian Buxton Books	\$13,823.19
Jersey Mikes	\$115.90
Cheese Plate Sat Event at Art Gallery	\$546.99
Printing	\$2,371.55
Flowers	\$1,128.97
Firefly tasting	\$250
Facebook Ad	\$17.26
IslandEyenews ad	\$350
Brunch with Deb-Banquets	\$1,652.45
Authors Event -Banquets	\$9,653.98
Authors Dinner	\$797.82
Art Gallery Bookmarks	\$217.72

\$30,925.83

Assistant Expenses \$3000.

Airfare \$1000.

Total: \$34,925.83

**City of Isle of Palms
State Accommodations Tax
Balance Sheet
as of March 31, 2025**

	3/31/2024	3/31/2025
CASH @ TRUIST	\$ 5,370	\$ 203,395
CASH @ SC LOCAL GOVERNMENT INVESTMENT POOL	5,539,952	5,885,442
ACCOUNTS RECEIVABLE	-	7,559
AMOUNTS DUE FROM OTHER FUNDS	-	-
	<hr/>	<hr/>
TOTAL ASSETS	<u>5,545,322</u>	<u>6,096,396</u>
ACCOUNTS PAYABLE	1,139	(2,330)
AMOUNTS DUE TO OTHER FUNDS	359,404	84,172
	<hr/>	<hr/>
TOTAL LIABILITIES	<u>360,543</u>	<u>81,842</u>
FUND BALANCE Beginning	4,154,059	4,893,009
Excess Revenues Over/(Under) Expenditures	1,030,720	1,121,544
FUND BALANCE	<u>5,184,779</u>	<u>6,014,554</u>
TOTAL LIABILITIES & FUND BALANCE	<u>\$ 5,545,322</u>	<u>\$ 6,096,396</u>

City of Isle of Palms
State Accommodations Tax
Revenue Statement for the 9 Months Ending March 31, 2025
Fiscal Year Ending June 30, 2025

Date		Description	Total
------	--	-------------	-------

Revenues

	Body Armor Assistance Grant	4,184
	September Quarterly Payment from State	1,416,366
	December Quarterly Payment from State	579,718
	March Quarterly Payment from State	
	June Quarterly Payment from State	
	YTD Interest Income	185,065

Grand Total

	2,185,333
	2,185,333

State Accommodations Tax
Detailed Expense Statement for the 9 Months Ending March 31, 2025
Fiscal Year Ending June 30, 2025

Vendor	Description	A Actual Expenditure	B FY2025 Budget	C Committee Approved	B+C-A (Over)/ Under
Public Restroom Operations					
Dominion	YTD electricity for restrooms	469	750		
IOP WSC	YTD water & irrigation	8,765	12,500		
Blitch, Steady Hands Painting, AAA Fence Co. etc.	YTD maintenance	8,517	45,000		
Port City Paper	YTD paper & cleaning supplies	5,552	11,000		
SCMIRF/Wright Flood	YTD property & flood insurance	10,397	13,200		
Irrigation By Design	YTD Backflow Testing	-	80		
Quality Touch Cleaning	YTD cleaning	18,475	40,000		
IOP Payroll	YTD attendant	17,681	28,367		
		69,857	150,897		81,040
Beach Barrel & Front Beach Business District Trash Pickup					
JLG Enterprise LLC	YTD trash pickup per contract				
		49,231	85,000		35,769
Irrigation at Breach Inlet Sign					
IOP WSC	YTD irrigation				
		234	600		366
Non- Capital					
Maintain Benches at Parks		-	1,000		
Beach Wheelchairs and Maintenance		3,185	5,000		
		3,185	6,000		2,815
Beach Trash Barrels					
Beach Trash Cans		-	7,500		
		-	7,500		7,500

State Accommodations Tax
Detailed Expense Statement for the 9 Months Ending March 31, 2025
 Fiscal Year Ending June 30, 2025

Vendor	Description	A Actual Expenditure	B FY2025 Budget	C Committee Approved	B+C-A (Over)/ Under
IOP Promotions & Events					
	Connector Run	7,500	7,500		
	Easter Egg Hunt	2,415	4,500		
	Music Events	1,000	4,500		
		10,915	16,500		5,585
Programs & Sponsorship					
	Provisional Events Approved By Committee	50,000	50,000		
	IOP Chamber of Commerce	15,000			
	Island School Literacy Event	35,000			
	July 4th Fireworks	19,637	45,000		
		69,637	95,000		25,363
Charleston CVB - 30% Tourism Promotion Funds					
	Charleston Area CVB	30% distribution for Sept Qtr	447,273		
	Charleston Area CVB	30% distribution for Dec Qtr	183,069		
	Charleston Area CVB	30% distribution for Mar Qtr			
	Charleston Area CVB	30% distribution for Jun Qtr			
	State Mandated 30% Transfer		964,259		
	CVB Quarterly Shared Payroll				
		630,342	964,259		333,917
Tourism Promotion Funds					
	City Hall's Visitor T-Shirt		1,868	15,000	
	Charleston Area CVB	Shared Cost	(23,451)		
			(21,583)	15,000	36,583
Transfer to IOP Marina for 75% of Bond Debt Service					
	Isle of Palms Marina Enterprise Fund	*		250,391	-
				250,391	250,391

State Accommodations Tax
Detailed Expense Statement for the 9 Months Ending March 31, 2025
 Fiscal Year Ending June 30, 2025

Vendor	Description	A Actual Expenditure	B FY2025 Budget	C Committee Approved	B+C-A (Over)/ Under
Police					
	Body Armor	3,384	7,500		
	Training Room Upgrades	16,649	17,500		
		20,033	25,000		4,967
Capital Outlay					
General Government					
	IOP Message Board				
	Steel Frame Bow	2,156	25,000		
	1/3 Planning of City Hall Repair/Renovation		83,333		
		2,156	108,333		106,177
Police					
	UTV	20,350	22,000		
	1/2 Public Safety Drone	12,182	11,500		
	Tasers	16,997	18,171		
	Access Control System	29,549	31,250		
		79,078	82,921		3,843
Fire					
	1/3 Share Rescue Boat		100,000		
	Training Mannequins	13,347	22,000		
	Access Control System	29,549	31,250		
		42,896	153,250		110,354
Public Works					
	Waterway Blvd Multi-Use Path		570,000		
		-	570,000		570,000

State Accommodations Tax
Detailed Expense Statement for the 9 Months Ending March 31, 2025
Fiscal Year Ending June 30, 2025

		<i>A</i>	<i>B</i>	<i>C</i>	<i>B+C-A</i>
Vendor	Description	Actual Expenditure	FY2025 Budget	Committee Approved	(Over)/ Under
Recreation					
	19% Playground W/ Pour & Play Surface		124,335		
		-	124,335		124,335
Front Beach & Restrooms					
	To Repair 4500 Linear Ft of Sidewalk		70,000		
	Resurface City Owned Parts of Ocean Blvd		100,000		
		-	170,000		170,000
Fire Dept Debt Service on 75' Ladder Truck					
	Truist Govt Finance				
	75' Ladder Truck - Principal	83,947	83,947		
	75' Ladder Truck - Interest	7,967	7,967		
		91,915	91,914		(1)
Unexpended Projects/Miscellaneous					
	GF-Public Relations & Tourism Coordinator		39,744		
	GF-Firefighters (3)		273,875		
	GF-Paramedics (3)		313,364		
	GF-Police Officer (2)		199,145		
	GF-ALL Beach Service Officers & Marina Parking Attendant		35,692		
	GF-Police Overtime		20,000		
	GF-SRT Coordinator		74,769		
	GF-Code Enforcement Officer		78,947		
	MF-Beach Run Sponsorship		3,000		
	MF-T Dock		83,000		
	MF- Marina Green Space		50,000		
	Miscellaneous		1,000		
		-	1,172,536		1,172,536
Grand Total		1,047,896	4,089,436	-	2,618,426

City of Isle of Palms																				
SC State Accommodations Tax - Distribution of Funds Received																				
			Budget FY26	Dec-24	Sep-24	Total FY24	Jun-24	Mar-24	Dec-23	Sep-23	Total FY23	Jun-23	Mar-23	Dec-22	Sep-22	Total FY22	Jun-22	Mar-22	Dec-21	Sep-21
Total Payment Received From State			3,429,426	616,480	1,497,161	3,529,536	1,276,103	291,998	550,458	1,410,977	3,739,013	1,420,714	286,190	560,834	1,471,275	3,507,426	1,369,717	265,979	540,555	1,331,176
<i>Percentage Increase from prior year</i>				12%	6%	-6%	-10%	2%	-2%	-4%	7%	4%	8%	4%	11%	42%	36%	27%	37%	55%
Less 1/4 of \$25,000 (transferred to Gen Fund)			25,000	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			3,404,426	610,230	1,490,911	3,504,536	1,269,853	285,748	544,208	1,404,727	3,714,013	1,414,464	279,940	554,584	1,465,025	3,482,426	1,363,467	259,729	534,305	1,324,926
5% to General Fund			170,221	30,511.50	74,546	175,227	63,493	14,287	27,210	70,236	185,701	70,723	13,997	27,729	73,251	174,121	68,173	12,986	26,715	66,246
65% To Acc Tax Tourism Related			2,212,877	396,649.42	969,092	2,277,948	825,405	185,736	353,735	913,073	2,414,112	919,402	181,961	360,479	952,270	2,263,580	886,253	168,824	347,299	861,205
30% to Acc Tax Tourism Promotion (CVB):			1,021,328	183,068.96	447,273.32	1,051,361	380,956	85,724	163,262	421,418	1,114,201	424,339	83,982	166,375	439,505	1,044,725	409,040	77,919	160,292	397,475
			3,404,426	610,230	1,490,911	3,504,536	1,269,853	285,748	544,208	1,404,727	3,714,013	1,414,464	279,940	554,584	1,465,025	3,482,426	1,363,467	259,729	534,305	1,324,926

City of Isle of Palms
SC State Accommodations Tax

Total State Atax Received from SC Treasurer

	Qtr 1 July-Sept	Qtr 2 Oct-Dec	Qtr 3 Jan-Mar	Qtr 4 Apr-June	Fiscal Year Total	Increase/ Decrease
FY11	532,879	189,711	55,395	394,752	1,172,737	
FY12	653,545	289,771	62,947	456,073	1,462,336	25%
FY13	675,341	283,750	82,388	443,861	1,485,340	2%
FY14	774,983	262,670	87,506	558,702	1,683,861	13%
FY15	783,479	283,054	92,269	575,444	1,734,246	3%
FY16	804,398	282,321	108,240	567,694	1,762,653	2%
FY17	807,457	281,373	100,997	633,111	1,822,939	3%
FY18	803,215	318,255	116,670	641,995	1,880,136	3%
FY19	846,664	318,661	164,861	692,063	2,022,250	8%
FY20	899,029	285,557	142,616	379,931	1,707,133	-16%
FY21	858,508	393,960	209,721	1,007,541	2,469,730	45%
FY22	1,331,176	540,555	265,979	1,369,717	3,507,427	42%
FY23	1,471,275	560,834	286,190	1,420,714	3,739,013	7%
FY24	1,410,977	550,458	291,998	1,276,103	3,529,536	-6%
FY25	1,497,161	616,480			2,113,641	8%

Total State Atax Transferred to Charleston CVB (30%)

	Qtr 1 July-Sept	Qtr 2 Oct-Dec	Qtr 3 Jan-Mar	Qtr 4 Apr-June	Fiscal Year Total	Increase/ Decrease
FY11	157,989	55,038	14,743	116,551	344,321	
FY12	194,188	85,056	17,009	134,947	431,201	25%
FY13	200,727	83,250	22,841	131,283	438,102	2%
FY14	230,620	76,926	24,377	165,736	497,658	14%
FY15	233,169	83,041	25,806	170,758	512,774	3%
FY16	239,444	82,821	30,597	168,433	521,296	2%
FY17	240,362	82,537	28,424	188,058	539,382	3%
FY18	239,090	93,602	33,126	190,723	556,541	3%
FY19	252,124	93,723	47,583	205,744	599,175	8%
FY20	267,834	83,792	40,910	112,104	504,640	-16%
FY21	255,677	116,313	61,041	300,387	733,419	45%
FY22	397,475	160,292	77,919	409,040	1,044,726	42%
FY23	439,505	166,375	83,982	415,472	1,105,334	6%
FY24	421,418	163,262	85,724	380,956	1,051,360	-5%

	A	B	M	N	O	P	Q	R	S	T	U	V	W	X	Y	AA
1	DRAFT 3															CITY OF ISLE OF PALMS STATE ACCOMMODATIONS TAX FUND
																CITY OF ISLE OF PALMS STATE ACCOMMODATIONS TAX FUND
2	GL Number	Description	ACTUAL FY23	ACTUAL FY24	BUDGET FY25	YTD As Of 12/31/24 (6 MOS)	Jan-Dec 2024 12 Months	FORECAST FY25	INCREASE/ (DECR) FROM FY25 BUDGET	BUDGET FY26	INCREASE/ (DECREASE) FROM FY25 BUDGET	FORECAST FY27	FORECAST FY28	FORECAST FY29	FORECAST FY30	NOTES
5	STATE ACCOMMODATIONS TAX FUND REVENUES															
6	50-3450.4105	ACCOMMODATIONS TAX-RELATED	2,414,112	2,277,948	2,134,751	969,092	2,333,968	2,376,882	242,131	2,329,344	194,593	2,375,931	2,423,450	2,471,919	2,521,357	FY26 budget based on 98% of most recent 12 month actual collections. Increased to match trend and new Airbnb revenue. Long-term forecast assumes 2% annual increase.
7	50-3450.4107	ACCOMMODATIONS TAX-PROMO	1,114,201	1,051,361	986,503	447,273	1,077,216	1,097,022	110,519	1,075,082	88,579	1,096,583	1,118,515	1,140,885	1,163,703	FY26 budget based on 98% of most recent 12 month actual collections. Increased to match trend and new Airbnb revenue. Long-term forecast assumes 2% annual increase.
8	50-3450.4111	GRANT INCOME		12,352	376,200	4,184	4,184	4,184	(372,016)	-	(376,200)	-	-	-	-	
9	50-3500.4501	MISCELLANEOUS INCOME	-	-	-	-	-	-	-	-	-	-	-	-	-	
10	50-3500.4504	SALE OF ASSETS	-	-	-	-	-	-	-	-	-	-	-	-	-	
11	50-3500.4505	INTEREST INCOME	130,902	269,127	234,290	123,745	265,889	215,288	(19,002)	166,348	(67,942)	100,348	100,348	100,348	100,348	
12		TOTAL REVENUES (NO TRANSFERS)	3,659,215	3,610,788	3,731,744	1,544,295	3,681,257	3,693,376	(38,368)	3,570,774	(160,970)	3,572,862	3,642,313	3,713,152	3,785,408	
13		% Increase/(Decrease) from Prior Year	10%	-1%	3%			-1%		-4%		0%	2%	2%	2%	
15	GENERAL GOVERNMENT															
16	50-4120.5013	BANK SERVICE CHARGES	-	-	-	-	-	-	-	-	-	-	-	-	-	
17	50-4120.5022	WATER AND SEWER	938	324	600	195	331	350	(250)	400	(200)	400	400	400	400	Irrigation at Breach Inlet sign
18	50-4120.5025	NON-CAPITAL TOOLS & EQUIPMENT	-	394	6,000	-	-	4,185	(1,815)	6,000	-	6,000	6,000	6,000	6,000	Add/replace/maintain benches, etc. at Carmen R Bunch and Leola Hanbury parks (\$1k) and provision for addition/maintenance of beach wheelchairs (\$5k)
21	50-4120.5077	PROGRAMS/SPONSORSHIPS	108,207	73,578	95,000	69,508	119,812	99,941	4,941	126,000	31,000	120,000	120,000	120,000	120,000	Provision for events and sponsorships approved by the Accommodations Tax Advisory Committee increased from \$50K to \$75K and July 4th Fireworks show increased to (\$51K) based on contract and incidentals.
22	50-4120.5079	MISCELLANEOUS	-	-	1,000	-	-	1,000	-	1,000	-	1,000	1,000	1,000	1,000	
23	50-4120.5085	CAPITAL OUTLAY	-	-	108,333	2,156	2,156	62,477	(45,856)	-	(108,333)	-	-	-	-	
24	50-4120.5090	TOURISM PROMOTION EXP	1,105,340	1,021,403	979,259	433,266	1,040,371	1,097,022	117,763	1,056,082	76,823	1,077,583	1,099,515	1,121,885	1,143,703	Includes State-mandated 30% transfer (\$1,075,082 less \$34K for City's new Public Relations & Tourism Coordinator) to one or more DMOs (Designated Marketing Organizations) that have an "existing, ongoing tourism promotion program" or a DMO that can demonstrate that "it can develop an effective tourism promotion program". City Council could continue to designate the Charleston Area CVB/Explore Charleston as the City's only DMO and/or designate another organization that meets the State's requirements. Also includes \$15k for City Hall visitor T-shirt program.
25		SUBTOTAL GENERAL GOVT	1,214,484	1,095,699	1,190,192	505,125	1,162,670	1,264,975	74,783	1,189,482	(710)	1,204,983	1,226,915	1,249,285	1,271,103	
26		% Increase/(Decrease) from Prior Year	9%	-10%	9%			6%		0%		1%	2%	2%	2%	
28	POLICE															
29	50-4420.5025	NON-CAPITAL TOOLS & EQUIPMENT	12,555	11,718	25,000	19,759	21,975	22,249	(2,751)	7,500	(17,500)	7,500	7,500	7,500	7,500	Body armor as needed (\$7.5k).
30	50-4420.5026	MAINT & SERVICE CONTRACTS	-	-	-	-	-	-	-	-	-	-	-	-	-	
31	50-4420.5065	PROFESSIONAL SERVICES	-	-	-	-	-	-	-	-	-	-	-	-	-	
32	50-4420.5084	CONSTRUCTION IN PROGRESS	-	-	-	-	-	-	-	-	-	-	-	-	-	
33	50-4420.5085	CAPITAL OUTLAY	67,202	47,084	82,921	73,694	80,120	82,921	-	66,000	(16,921)	72,600	103,400	52,600	68,200	FY26 incl a ATV (\$22K), Speed Radar & Trailer (\$20K), 1/2 PSB Gate (\$6K). FY26 includes computer servers per VC3 (\$18K). Forecast periods = 20% of the annual Police Dept capital needs per the 10-yr plan
34		SUBTOTAL POLICE	79,758	58,802	107,921	93,453	102,095	105,170	(2,751)	73,500	(34,421)	80,100	110,900	60,100	75,700	
35		% Increase/(Decrease) from Prior Year	-28%	-26%	84%			-3%		-32%		9%	38%	-46%	26%	
37	FIRE															
38	50-4520.5009	DEBT SERVICE - PRINCIPAL	80,957	82,439	83,947	-	-	83,947	-	85,483	1,536	292,873	303,214	313,955	233,199	Debt service for 75' ladder truck. FY27+ includes new purchase for new Ladder Truck.
39	50-4520.5011	DEBT SERVICE - INTEREST	10,958	9,476	7,967	-	-	7,967	-	6,431	(1,536)	111,117	100,776	90,035	78,876	Debt service for 75' ladder truck. FY27+ includes new purchase for new Ladder Truck.
40	50-4520.5025	NON-CAPITAL TOOLS & EQUIPMENT	-	-	-	-	-	-	-	-	-	-	-	-	-	
41	50-4520.5026	MAINT & SERVICE CONTRACTS	-	-	-	-	-	-	-	-	-	-	-	-	-	
42	50-4520.5084	CONSTRUCTION IN PROGRESS	-	-	-	-	-	-	-	-	-	-	-	-	-	
43	50-4520.5085	CAPITAL OUTLAY	44,116	5,570	153,250	24,165	29,735	53,250	(100,000)	126,000	(27,250)	604,200	376,400	35,000	87,200	FY26 includes 1/2 cost of one Thermal Imaging Camera (\$20K), Rescue Boat (\$100K) and 1/2 cost of PSB Gate (\$6K). Forecast periods = 20% of the annual Fire Dept capital needs per the 10-yr plan.
44		SUBTOTAL FIRE	136,031	97,485	245,165	24,165	29,735	145,165	(100,000)	217,914	(27,251)	1,008,190	780,390	438,990	399,275	
45		% Increase/(Decrease) from Prior Year	-34%	-28%	151%			-41%		-11%		363%	-23%	-44%	-9%	
47	PUBLIC WORKS															
48	50-4620.5026	MAINT & SERVICE CONTRACTS	-	-	-	-	-	-	-	-	-	-	-	-	-	
49	50-4620.5065	PROFESSIONAL SERVICES	-	-	-	-	-	-	-	-	-	-	-	-	-	
50	50-4620.5079	MISCELLANEOUS	3,939	2,798	7,500	-	-	7,500	-	7,500	-	7,500	7,500	7,500	7,500	Annual provision for beach trash cans.
51	50-4620.5085	CAPITAL OUTLAY	36,500	188,405	570,000	-	-	-	(570,000)	626,667	56,667	101,400	19,400	86,000	116,000	Includes approx. (\$520k) of the Waterway Blvd multi-use path elevation project and 1/3 of rear loader garbage truck (\$106,667). Forecast periods = 20% of Public Works 10 Year Capital Plan totals for non-drainage related capital expenses.
52		SUBTOTAL PUBLIC WORKS	40,439	191,202	577,500	-	-	7,500	(570,000)	634,167	56,667	108,900	26,900	93,500	123,500	
53		% Increase/(Decrease) from Prior Year	390%	373%	202%			-99%		10%		-83%	-75%	248%	32%	
55	RECREATION															
57	50-4820.5026	MAINT & SERVICE CONTRACTS	-	-	-	-	-	-	-	-	-	-	-	-	-	
58	50-4820.5085	CAPITAL OUTLAY	112,658	124,622	124,334	-	23,110	-	(124,334)	85,000	(39,334)	27,800	35,000	19,500	4,000	FY26 incl \$20K cost of playground equipment /scoreboards when failed and (34% of \$190K (\$65k) cost of reconstruct 2 Tennis courts. Forecast period annual amts = 20% of 10 Yr Cap Plan totals
59	50-4830.5092	SPECIAL ACTIVITIES	6,837	15,163	16,500	7,602	15,266	16,500	-	16,500	-	16,500	16,500	16,500	16,500	Connector Run (\$7,500), Easter egg hunt (\$4,500), music event (\$4,500).
60		SUBTOTAL RECREATION	119,495	139,786	140,834	7,602	38,376	16,500	(124,334)	101,500	(39,334)	44,300	51,500	36,000	20,500	
61		% Increase/(Decrease) from Prior Year	1075%	17%	1%			-88%		-28%		-56%	16%	-30%	-43%	
63	FRONT BEACH AND FRONT BEACH RESTROOMS															
64	50-5620.5020	ELECTRIC AND GAS	747	631	750	247	583	750	-	750	-	750	750	750	750	
65	50-5620.5022	WATER AND SEWER	12,009	11,922	12,500	7,658	12,555	12,500	-	12,500	-	12,500	12,500	12,500	12,500	Includes outside showers
66	50-5620.5026	MAINT & SERVICE CONTRACTS	21,013	14,685	45,000	3,476	17,400	40,831	(4,169)	45,000	-	20,000	20,000	20,000	20,000	Includes \$20,000 for maintenance of public restrooms and \$25,000 to rehab approx. 250 Lft of white fencing in front beach areas.
67	50-5620.5044	CLEANING/SANITARY SUPPLY	8,909	9,210	11,000	4,651	10,300	10,506	(494)	11,000	-	10,000	10,000	10,000	10,000	Supplies for front beach restrooms

	A	B	M	N	O	P	Q	R	S	T	U	V	W	X	Y	AA
1	DRAFT 3		CITY OF ISLE OF PALMS STATE ACCOMMODATIONS TAX FUND													CITY OF ISLE OF PALMS STATE ACCOMMODATIONS TAX FUND
2	GL Number	Description	ACTUAL FY23	ACTUAL FY24	BUDGET FY25	YTD As Of 12/31/24 (6 MOS)	Jan-Dec 2024 12 Months	FORECAST FY25	INCREASE/ (DECR) FROM FY25 BUDGET	BUDGET FY26	INCREASE/ (DECREASE) FROM FY25 BUDGET	FORECAST FY27	FORECAST FY28	FORECAST FY29	FORECAST FY30	NOTES
68	50-5620.5062	INSURANCE	8,921	10,911	13,200	6,726	6,726	10,726	(2,474)	10,941	(2,259)	11,159	11,383	11,610	11,842	General Liability SCMIRF and Flood Wright National
69	50-5620.5065	PROFESSIONAL SERVICES	-	80	80	-	-	80	-	80	-	80	80	80	80	Backflow tests
70	50-5620.5067	CONTRACTED SERVICES	108,588	108,277	125,000	56,364	109,221	117,110	(7,890)	125,000	-	125,000	125,000	125,000	125,000	Includes \$40k for year-round cleaning and maintenance of public restrooms and \$85k year-round business district (on street) & beach trash collection. Cost of PT attendant payroll expenses (\$30k) is now included in the General Fund, but offset by a Transfer In from the State Atax Fund.
73	50-5620.5085	CAPITAL OUTLAY	25,108	-	170,000	-	-	70,000	(100,000)	95,000	(75,000)	170,000	-	-	-	FY26 - FY26 includes \$70k per year to repair 4500 linear ft of sidewalks on Ocean Blvd between 10th and 14th (1/5 or 900 linear ft per year). Benches for front beach (\$25k) and resurface city owned portion of Ocean Blvd in FY27 (\$100k).
74		SUBTOTAL FR BEACH RESTRMS	185,295	155,717	377,530	79,123	156,784	262,503	(115,027)	300,271	(77,259)	349,489	179,713	179,940	180,172	
75		% Increase/(Decrease) from Prior Year	22%	-16%	142%			-30%		-20%		16%	-49%	0%	0%	
76																
77		TOTAL STATE ATAX FUND EXPENDITURES	1,775,501	1,738,691	2,639,142	709,469	1,489,660	1,801,813	(837,329)	2,516,833	(122,309)	2,795,963	2,376,317	2,057,815	2,070,250	
78		% Increase/(Decrease) from Prior Year	11%	-2%	52%			-32%		-5%		11%	-15%	-13%	1%	
79																
80		NET INCOME BEFORE TRANSFERS	1,883,714	1,872,097	1,092,603	834,826	2,191,598	1,891,563	798,961	1,053,941	(38,662)	776,900	1,265,995	1,655,337	1,715,158	
81																
82		TRANSFERS														
83	50-3900.4901	OPERATING TRANSFERS IN														
84	50-3900.5901	OPERATING TRANSFERS OUT	(642,811)	(1,133,147)	(1,450,294)	(27,976)	(1,143,430)	(1,400,294)	50,000	(1,460,781)	(10,487)	(3,492,968)	(1,404,415)	(1,651,386)	(1,699,665)	Incls xfers to Gen Fund for Public Relations & Tourism Coordinator (\$41.5), 3 firefighters (\$294.1k), 3 Paramedics (\$331.2k), 2 police officer (\$212.3k), 100% of BSOs and Marina Parking Attendant (\$60k), Police OT (\$20k), Front Beach restroom attendant (\$30k), STR Coordinator (\$78.1K) and Code Enforcement Officer (\$80K). Also includes 75% of annual debt svc on Marina dock bond (\$249.8k), and Beach Run sponsorship (\$3k). FY26 Incls transfers to Marina fund for Marina green space (\$50k). \$225k in FY27 for 50% of bulkhead recoating if necessary and \$2M Transfer to Beach Preservation.
85		NET TRANSFERS IN/(OUT)	(642,811)	(1,133,147)	(1,450,294)	(27,976)	(1,143,430)	(1,400,294)	50,000	(1,460,781)	(10,487)	(3,492,968)	(1,404,415)	(1,651,386)	(1,699,665)	
86																
87		NET INCOME AFTER TRANSFERS	1,240,903	738,950	(357,691)	806,850	1,048,168	491,269	848,961	(406,840)	(49,149)	(2,716,068)	(138,420)	3,951	15,493	
88																
89		ENDING FUND BALANCE	4,154,059	4,893,009	4,535,318			5,384,278		4,977,438		2,261,370	2,122,950	2,126,901	2,142,394	