

IOP Revenue Analysis

March, 2021

5 year revenue by source

City of Isle of Palms

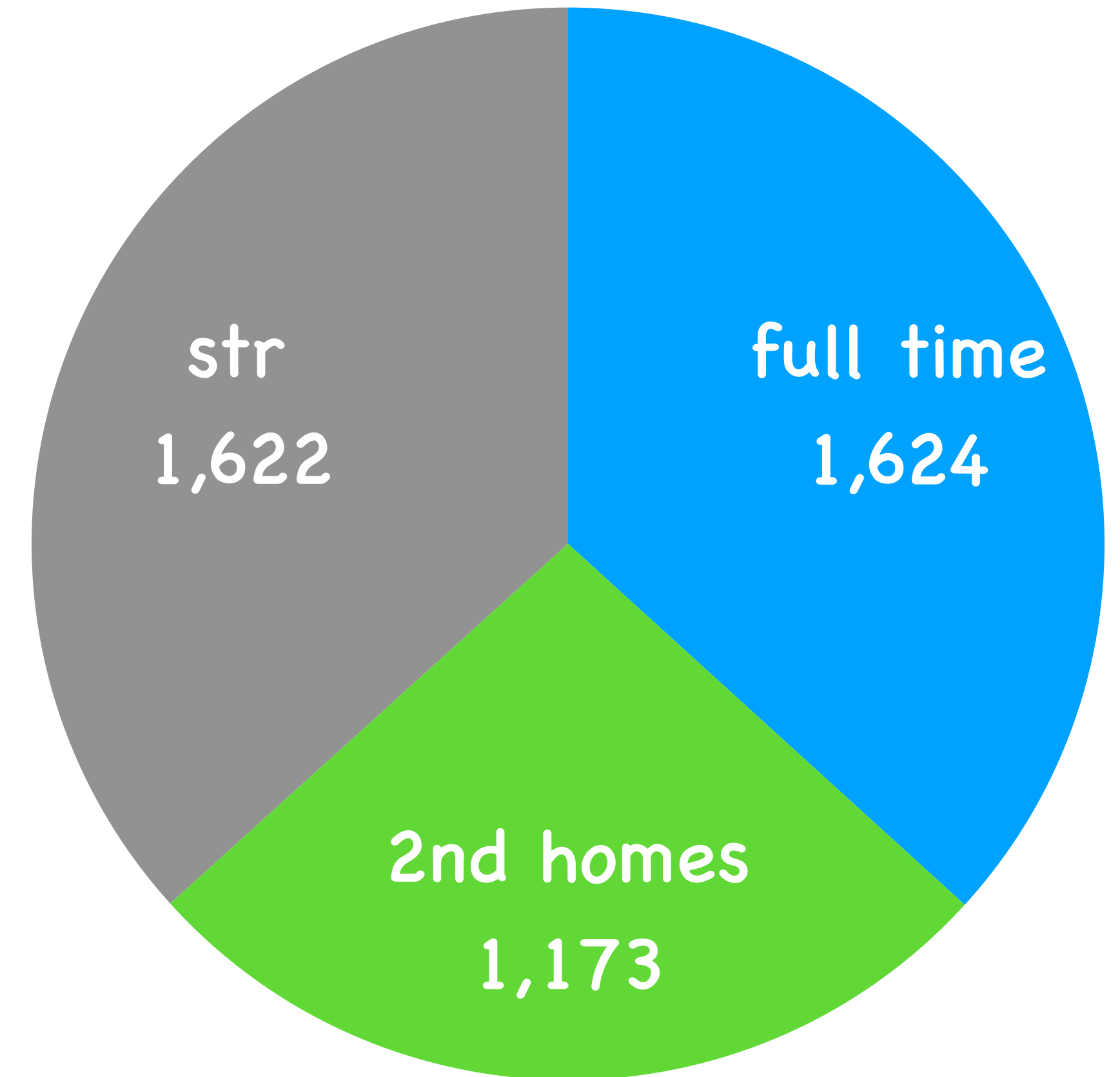
ESTIMATED Breakout of FY16-FY20 Revenues by Source Including Grants Related to 2017 Beach Renourishment Project

REVENUES	Estimated Distribution	Short Term Rentals	2nd Homes	Day Visitors	Full-time Residents	Marina	Chs County Grants	State Grants	Federal Grants	5 YEAR TOTAL
GENERAL FUND										
Real Property Taxes 4%	See Note 1	\$ -	\$ -	\$ -	\$ 5,745,416	\$ -				\$ 5,745,416
Real Property Taxes 6%	See Note 1	\$ 6,937,752								6,937,752
Real Property Taxes 6%	2nd Homes - Note 1		\$ 5,017,253							5,017,253
Real Property Taxes 6%	Commercial & Other - Notes 1,3	\$ 1,223,006	\$ 406,424	\$ 824,551	\$ 613,495	\$ 25,000				3,092,475
Rental Residential Taxes	Note 1	\$ 92,016								92,016
Other Prop Tax (car, boat, etc)	Note 1				880,933					880,933
Total Property Tax	Note 1	8,252,774	5,423,676	824,551	7,239,845	25,000		-	-	21,765,846
% of Total Property Tax		37.92%	24.92%	3.79%	33.26%	0.11%				100%
Local Option Sales Tax	Note 2	2,762,476	144,562	291,459	379,029	139,188				3,716,714
Business License Fees	Note 4	2,121,209	1,974,994	417,122	1,869,432	333,275				6,716,032
Public Utilities	use % of Total Property Tax	1,539,558	1,011,789	153,820	1,350,596	4,664				4,060,427
Insurance Licenses	use % of Total Property Tax	1,253,471	823,774	125,237	1,099,623	3,797				3,305,902
Telecom Licenses	use % of Total Property Tax	40,587	26,674	4,055	35,606	123				107,045
Building Permits	Note 4 (Contractors)	592,060	592,060	98,677	592,060	98,677				1,973,533
Rental License Fees		3,045,232								3,045,232
Court & Parking Fines	estimate 24/5/50/20/1	281,623	58,672	586,715	234,686	11,734				1,173,431
Parking Lot				1,665,722						1,665,722
State Atax Gen Fund Portion		568,394								568,394
Parking Meter				2,046,091						2,046,091
Alcohol Fees (Sunday Sales)	Note 3	79,804	26,515	53,804	40,031	23,246				223,400
Grant Revenue/FEMA/State Shared Funds								507,132	266,591	773,723
All Other GF Revenues	use % of Total Property Tax	687,474	451,804	68,687	603,095	2,083				1,813,143
Total General Fund		21,224,663	10,534,520	6,335,941	13,444,001	641,786	-	507,132	266,591	52,954,635

Parcels on IOP

- Since 2019:
 - Full time parcels increased by 57
 - STR increased by 80
 - 2nd homes decreased by 151

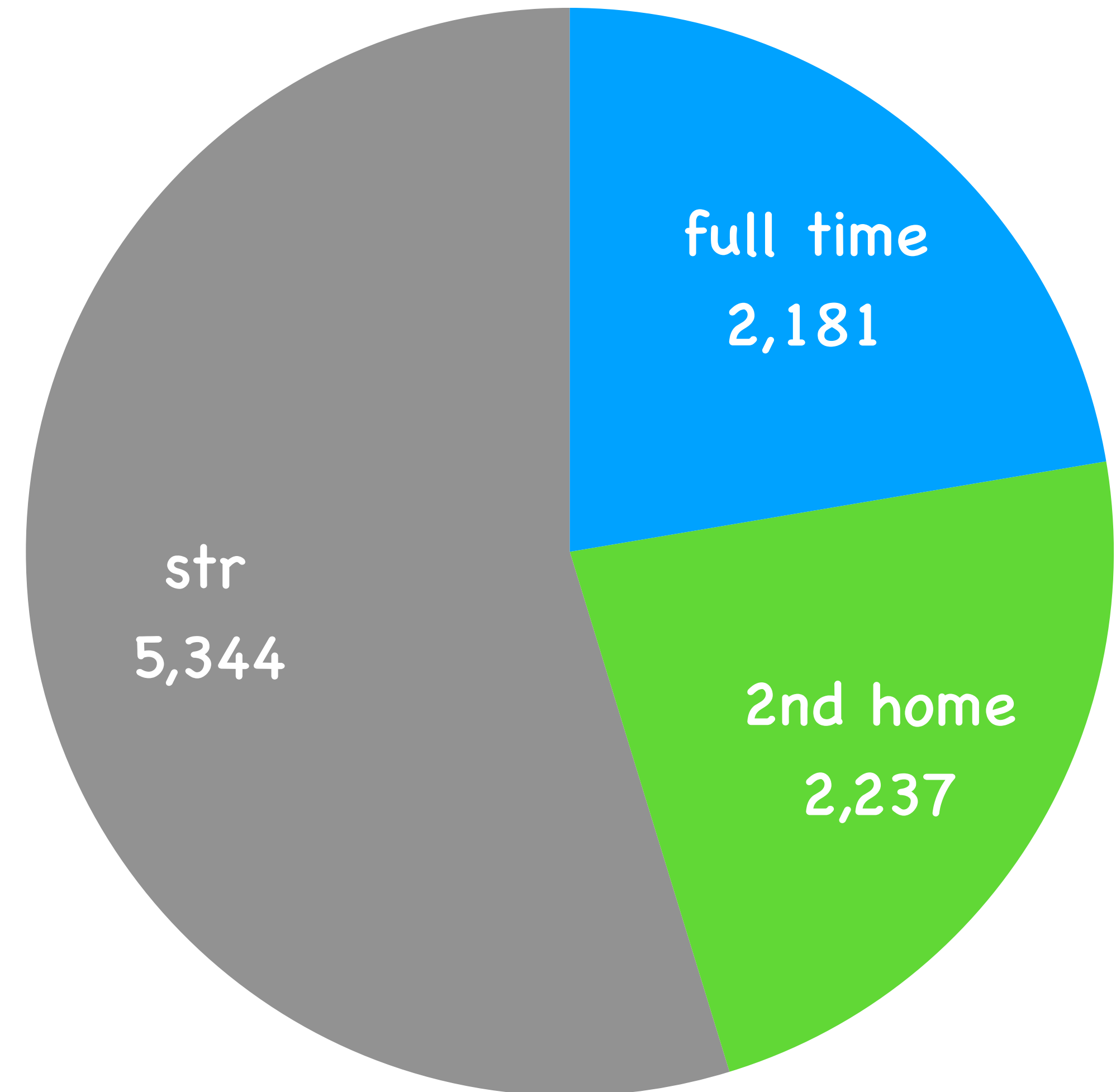
Current parcel count
(2020)



Estimated total annual revenue over last 5 years - for illustrative purposes only

- Includes all forms of revenue to the city divided by type of parcels (excludes marina and parking revenues)
- Many assumptions used to get to these totals to show the value of each parcel type.

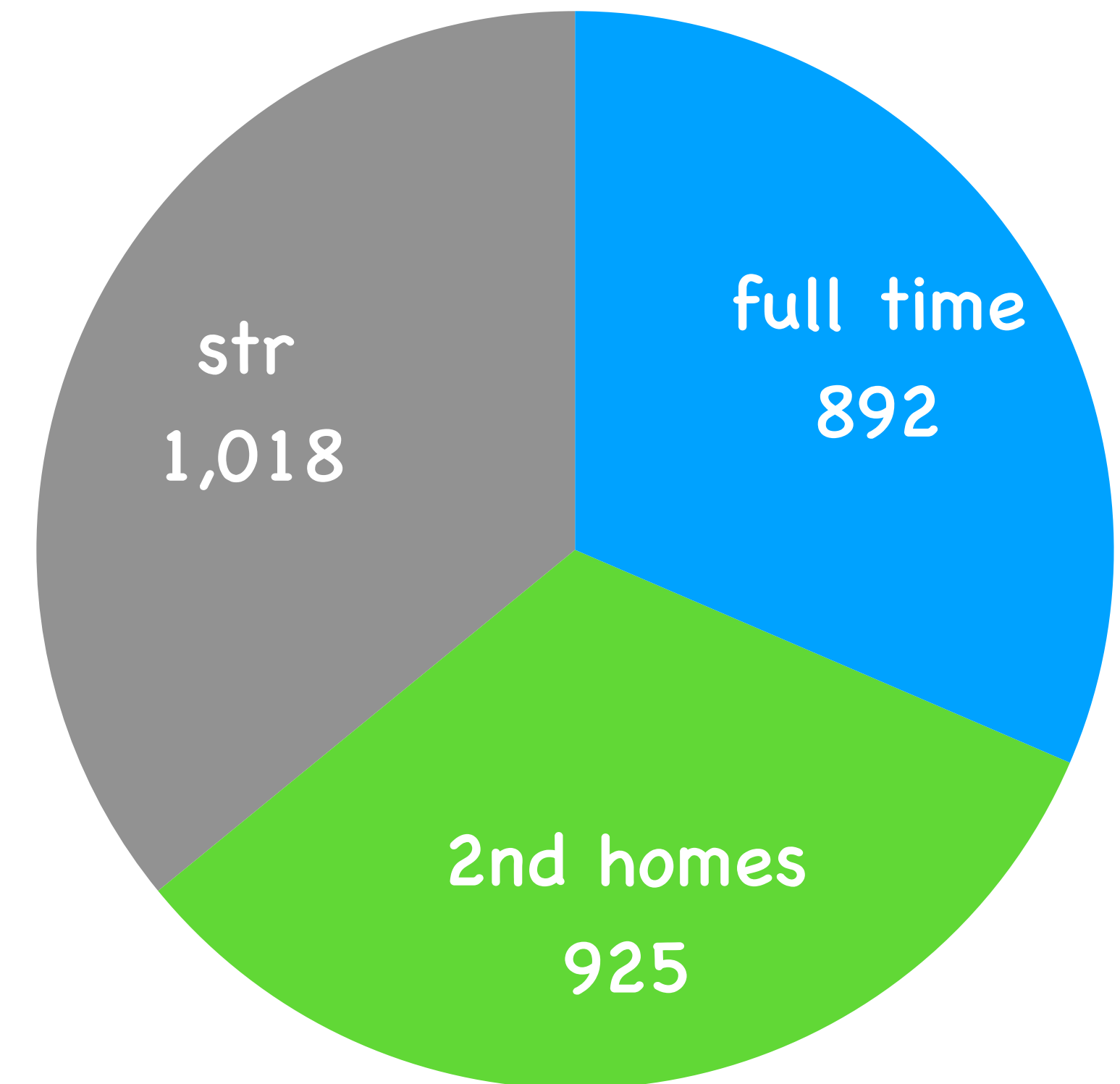
Average total annual revenue per parcel



Estimated property tax revenue (IOP portion only) over last 5 years

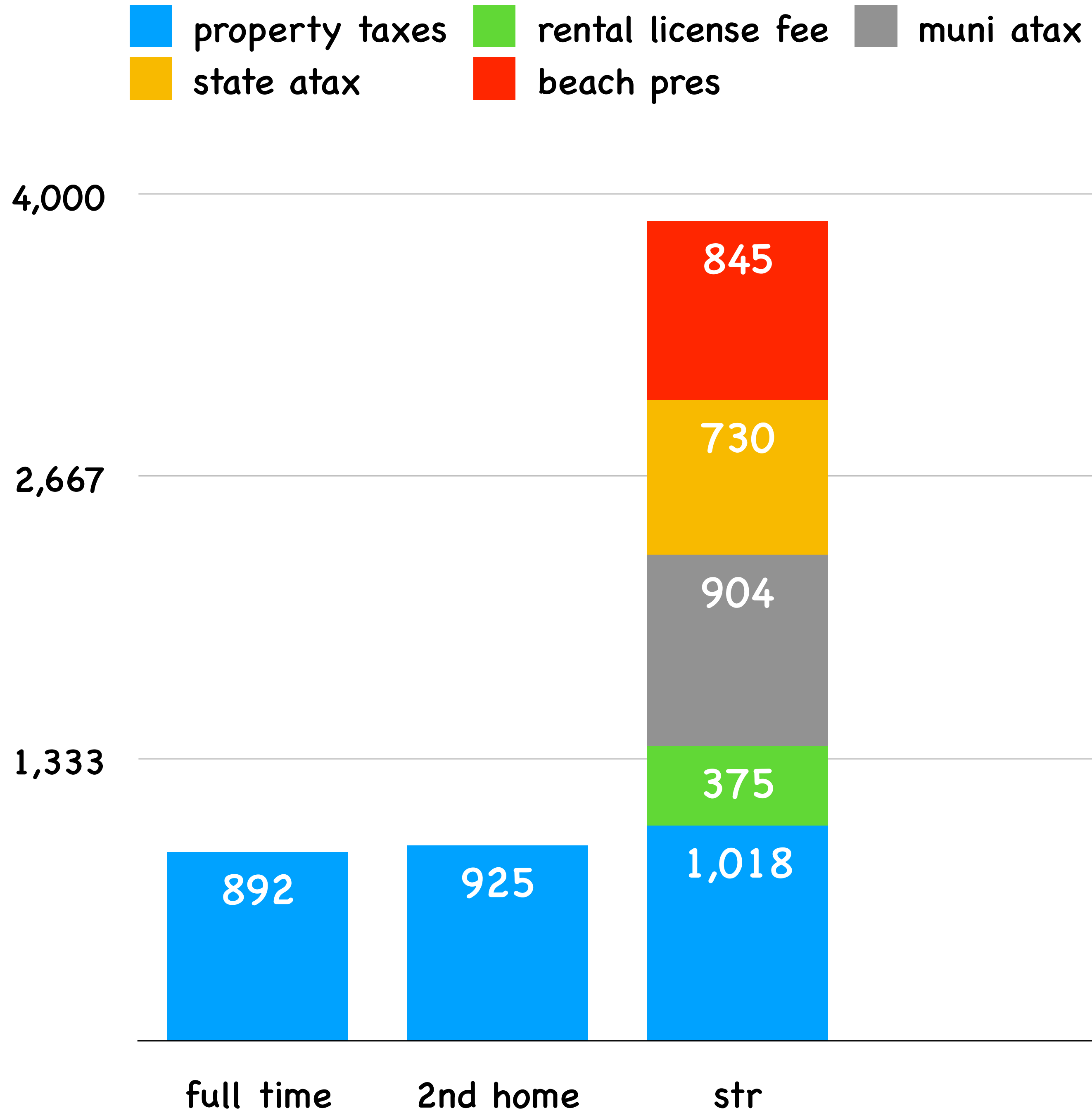
- All property taxes included i.e., cars, boats...
- Total residential parcels on the island - 4,419
- Of these, 2,795 are 6% residential properties

Average annual property tax revenue per parcel



Selective average annual revenue per parcel

- Instead of total revenue, this only includes revenues listed
- Again, data is somewhat skewed since hotels are only counted as one parcel. However it does illustrate the “value” of the different parcels.



So what do we do with this info?

- It's obvious what happens to revenue as parcels change type - not a significant change from full time resident to 2nd home, but a significant jump going to STR.
- Questions become - what do we want the island to look like in 5, 10, 20 years and are there any decisions to be made now to hit the desired state?