

WAYS AND MEANS COMMITTEE

5:00 p.m., Tuesday, April 17, 2018

Council Chambers

1207 Palm Boulevard

AGENDA

1. **Call to Order** and acknowledgement that the press and public had been duly notified of the meeting in accordance with the Freedom of Information Act
2. **Approval of Previous Meeting's Minutes**
Regular Meeting of March 20, 2018
3. **Citizens' Comments**
4. **Financial Statements – Treasurer Debbie Suggs**
 - A. Financial Statement
 - B. Tourism Schedules
 - C. Projects Worksheets
5. **Old Business**
6. **New Business**
 - A. Recommendation from the ATAX Committee for a sponsorship in the amount of \$10,000 for the S.C. Aquarium Turtle Trek 5k Sunset Beach Run on Saturday, September 29, 2018 at 5:30 pm (Pg. 28, ln. 268 – State ATAX, Programs/Sponsorships, \$50,000)
 - B. Recommendation from the Public Works Committee to approve up to \$20,000 for the replacement of the white fencing at Oceanside Condominiums (pg. 27, ln. 190 – Hospitality Tax, Public Works Maintenance and Service Contracts)
 - C. Presentation from the Fire Department related to the fire trucks and radios
 - D. Recommendation from the Public Safety Committee to award a contract to Safe Industries in the amount of \$849,500 for one 2018 E-ONE 75 ft. Ladder Truck (FY18 budget, pg. 52, ln. 82 - \$200,000 for down-payment from reserves in Capital Projects, Muni ATAX and State ATAX; FY19 budget, pg 41, ln. 58 - \$630,000 from reserves in Capital Projects, Muni ATAX and State ATAX)
 - E. Recommendation from the Real Property Committee to approve up to \$26,400 for plants to be planted on top of the new dunes in the project area to encourage dune growth (pg. 30, ln. 341 – off-shore restoration project contingency)
 - F. Discussion of FY19 Budget
7. **Miscellaneous Business – None**

Next Meeting Date: 5:00 p.m., Tuesday, May 15, 2018
8. **Executive Session – if needed**
9. **Adjournment**

Ways and Means Committee
5:00 p.m., Tuesday, March 20, 2018

The regular meeting of the Ways and Means Committee was called to order at 5:26 p.m., Tuesday, March 20, 2018 in Council Chambers of City Hall, 1207 Palm Boulevard, Isle of Palms, South Carolina. Attending the meeting were Councilmembers Bell, Buckhannon, Ferencz, Kinghorn, Moye, Rice and Smith, Chair Ward, Mayor Carroll, Administrator Tucker, Treasurer Suggs, Assistant Administrator Fragoso and Clerk Copeland; a quorum was present to conduct business.

1. Chair Ward called the meeting to order and acknowledged 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**

MOTION: Councilmember Bell moved to approve the minutes of the regular meeting of February 27, 2018 as submitted; Councilmember Moye seconded and the motion PASSED UNANIMOUSLY.

3. **Citizens' Comments**

Joe Petro, owner of the Banana Cabana, was pleased to see that the Committee would discuss going to an hourly rate in the municipal parking lots, and he voiced his full support for this action. He was confident that the results would be more turnover in the lots and more business for the Front Beach restaurants and businesses. Mr. Petro also addressed the idea presented to the Committee last month to turn the parking spaces between Pavilion Drive and J.C. Long Boulevard into active loading zones; he stated that Council was trying to push people to Front Beach without providing ample parking. He noted that, for the past few years, construction has been ongoing, and the vehicles taking up the loading zones were associated with that construction, leaving the delivery trucks for Front Beach businesses with no place to park. He stated that he would like to have a couple of spaces in front of his business, limiting parking to fifteen (15) minutes, for customers to pick up carry-out orders.

Jay Clarke, 10 Seahorse Court and owner of Morgan Creek Grill, expressed his support for the hourly parking in the municipal parking lots to support Front Beach businesses.

4. **Financial Statements**

A. **Monthly Financial Statement**

Treasurer Suggs stated that General Fund Revenue was at sixty-six percent (66%) of the FY18 budget while expenditures were at fifty-nine percent (59%) of the General Fund budget; the target for eight (8) months of the fiscal year was sixty-seven percent (67%). Under "Expenditures", the report showed "All Other" at two hundred forty-eight percent (248%) of budget; this category was where the City charged the disaster recovery expenses of three hundred fifty thousand dollars (\$350,000) related to Hurricane Irma. These expenditures will be offset by the FEMA reimbursement funds the City will receive. She also pointed out that Rental Licenses Revenue was at ninety-one percent (91%) of budget; since the Treasurer thought the figure was suspicious, she planned to dig into the collections to insure that all of the funds were properly recorded or if it represented a true decline year-over-year.

Total cash on-hand was approximately twenty-one million eight hundred dollars (\$21,800,000), which includes a dollar significant amount associated with the current beach restoration project; approximately three million dollars (\$3,000,000) has been spent on that project year-to-date. The cash on-hand represents thirty-seven percent (37%) of budgeted General Fund expenditures.

Chair Ward noted that business licenses were not delinquent until May 1, and he was confident that those paying in March and April would insure that the FY18 Business License Revenue met budget.

B. Tourism Schedules

The City has received three percent (3%) more in Municipal Accommodations Fees and Beach Preservation Fees than in FY17. The City had no collections of State ATAX funds or Charleston County Accommodations Tax Pass-through in February. Hospitality Tax collections are running five percent (5%) head of last year.

C. Project Worksheets

The Beach Restoration schedule has changed since last month in that the Treasurer removed the construction contingency from the first page; the project is nearly complete, and staff does not anticipate spending those funds. On the second page, the Treasurer removed the proposed loan as a funding source; the Wild Dunes' contribution toward the local share related to the Irma losses has been included as well as the "plug" number of approximately seven hundred eighty thousand dollars (\$780,000) from the Beach Preservation Fee funds. At this time, the funding for the project equaled the anticipated expenditures.

Responding to Councilmember Rice's question, Administrator Tucker stated that Great Lakes Dock and Dredge has nearly completed the project; they have already begun to demobilize as they are gradually moving some equipment to their next job at Tybee Island. The project will be completed before the target date of the second week of April.

Two (2) pay applications were paid to the contractor for the Phase II Drainage Project in February; Treasurer Suggs noted that this project also has a large contingency. This project was not as far along as the beach restoration so the Treasurer has left the contingency on the schedule; the City anticipates using the contingency funds to fill the shortfall of approximately sixty-three thousand dollars (\$63,000). A portion of this project will be re-budgeted in FY19.

On the Front Beach Restroom Rehabilitation and Boardwalk Project, the City paid one (1) pay application to the contractor; this project will be completed in FY18.

The Bulkhead Rehabilitation is also expected to be completed in FY18.

Due to the delay in receiving the underground storage tanks, a portion of this project will also be rebudgeted to FY19.

Treasurer Suggs introduced a different depiction of the Fund Balances that she thought might be easier for a non-accountant to understand; it was accompanied by the definitions of the fund balance classifications established by Generally Accepted Accounting Principles (GAAP). She noted that unassigned funds could only exist in the General Fund and the non-spendable

Inventory refers to gas and postage. Councilmembers responded very favorably to the presentation of the data.

5. Old Business

Update on Beach Restoration

Administrator Tucker stated that FEMA approved the reimbursement for Irma losses on March 7, 2018 and the City executed the Change Order on March 8, 2018; Great Lakes Dock and Dredge charged the City six dollars fifteen cents (\$6.15) per cubic yard for the additional quantity of sand, the price stated in the original contract for cubic yards in excess of one million (\$1,000,000). The difference between the City's reported sand losses from Irma and the losses acknowledged by FEMA was five thousand cubic yards (5,000 cu. yds.), which they considered the historic erosion rate.

6. New Business

- A. Recommendation from the Public Safety Committee to make the Managed Beach Parking Plan year-round, to require parallel parking on Palm Boulevard from 21st to 41st Avenue and to prohibit any trailer parking on Waterway. The proposal submitted by Stantec to get this done is in the amount of \$13,640 to revise the Managed Beach Parking Plan and to apply for the encroachment permit from SCDOT (Unbudgeted in FY18; May be funded from Municipal Accommodations Taxes; Police Department Capital Outlay, \$187,625, pg. 25, line 112 or Fire Department Capital Outlay, \$122,375, pg. 25, line 120)**

MOTION: Mayor Carroll moved to approve the recommendations stated above; Councilmember Bell seconded.

Chair Ward asked if any staff member had reached out to SCDOT to ask whether or not the City could do these things.

The Administrator stated that to do the things listed above would require a new encroachment permit because there would be new and different signs; she said that she could write them a letter asking if they would conceptually approve the changes.

Councilmember Bell suggested taking the recommendations one at a time beginning with enforcing the Managed Beach Parking Plan year-round, he questioned that SCDOT had to be involved with that decision.

Administrator Tucker said that the City would only need to insure that SCDOT would be in favor of the change. The existing signage would need to have the secondary signs with the dates removed and enforcement would be year-round and not seasonal.

Councilmember Bell stated that Councilmembers have been approached by residents asking that the parking plan be enforced year-round; he thought that parallel parking on Palm between 21st and 41st Avenue would be something the City could do quickly that would not encumber Council with any future changes. He noted that currently beach-goers park perpendicular and parallel on Palm, and Council has heard from the Fire Chief and the Police Chief that parallel parking was

safer. Councilmember Bell thought that parallel parking would also reduce the congestion on Palm Boulevard. When he proposed these changes to the Real Property Committee, he thought they could be done relatively quickly and easily implemented for the 2018 season. He had hoped that the City could write to SCDOT with its recommended changes and get a letter from them indicating that they agreed or disagreed. He opined that the City did not need to spend thirteen thousand six hundred forty dollars (\$13,640) to accomplish that.

The Administrator explained that the City would need a transportation engineer to draw up a new plan with the new parking and the new signs like the one currently posted on the City's website that would be submitted to SCDOT with the encroachment permit application. She reminded the Committee that the only way the Police Department could enforce the changes would be with proper signage, which would also require SCDOT approval; the resulting sign plan becomes part of the ordinance. If it is not Stantec, it would be another company; since Stantec already has the body of work; one (1) would think they would be the most cost effective company to do the work.

Chair Ward and Councilmember Bell, respectively, withdrew their motion and second.

MOTION: Councilmember Bell moved for the City to make the Managed Beach Parking Plan effective year-round; Councilmember Ferencz seconded.

Councilmember Smith noted that a decision to have the parking plan enforced year-round did not have to be made at this meeting; the change would not be relevant until mid-September. In her opinion, the year-round parking plan brought up several issues, such as residents would be required to purchase guest passes all year and the cost of employing Beach Services Officers (BSOs) for an additional six (6) months. As Chair of the Public Safety Committee, she stated that they would be discussing several different solutions to parking and traffic issues on the island in the coming months.

4

Councilmember Rice agreed that Council was rushing to make a decision on enforcing the parking plan year-round; in December and January when residents are hosting holiday parties, they would have to get guest passes at a time when parking and traffic were not problems on the island. She recalled that residents at the public forums stated that they were pleased with the changes brought about by the parking plan.

Councilmember Bell stated the City had a Police Department whose job it was to enforce the City's ordinances; he opined that, in the off-season, BSOs would not be required and that police officers should be able to handle traffic enforcement.

Councilmember Buckhannon commented that part of the Stantec proposal was "Analyze Problem Parking Areas" for a fee of thirty-two hundred dollars (\$3,200); he stated that he thought the City had paid them to do just that in the past. Without information on how much extending the parking plan would cost, he felt he did not have sufficient data to make an informed decision. He agreed that the plan should be extended, but he also thought that too many unknowns existed to rush into a decision tonight.

Councilmember Smith confirmed that this change would not affect the municipal parking lots.

VOTE: The motion PASSED on a vote of 6 to 3 with Councilmembers Kinghorn, Rice and Smith casting dissenting votes.

MOTION: Councilmember Bell moved to prohibit trailer parking, resident and non-resident on Waterway Boulevard; Councilmember Ferencz seconded.

Councilmember Buckhannon asked for clarification on what kind of trailer this action would focus boat or construction or trailers in general.

Councilmember Bell explained that the issue addressed here was largely from residential concerns on Waterway over safety from the overflow traffic from the marina, primarily boat trailers, that park on the sidewalk and often in the roadway. Cars with residential stickers can park on Waterway.

Councilmember Kinghorn voiced concern that this prohibition could hurt businesses at the marina; when people come to the marina to launch their boat and then cannot find a place to park the trailer, they might quit coming to the IOP Marina.

Councilmember Rice recalled how little parking was on Waterway Boulevard last summer when it was made residential parking only; if that holds true this summer, the problem may have resolved itself.

After the marina operator eliminated the annual decals and residential trailer parking last summer; residents started parking on Waterway.

According to Councilmember Ferencz, the complaint Council was hearing was that the trucks and trailers were so big that they extended not only over the sidewalk but also into the roadway creating a safety issue.

Chief Buckhannon stated that trailer parking on Waterway was not a problem in the off-season.

Administrator Tucker stated that, on the sign plan, Intracoastal Court was resident only parking; therefore, a vehicle with a residential sticker with a trailer would be allowed to park there.

Councilmember Buckhannon stated that he was concerned about where the marina overflow would park if they no longer have Waterway Boulevard; he was concerned that the parking problem would be removed from one (1) location only to happen again in a different location.

Councilmember Ward commented that many people on the island believed that marina parking should be restricted to the marina site.

Councilmember Rice opined that the Committee should delay this decision to see how effective the year-round parking plan would affect Waterway parking.

VOTE: The motion PASSED on a vote of 7 to 2 with Councilmembers Kinghorn and Rice casting dissenting votes.

MOTION: Mayor Carroll moved to approve the proposal from Stantec in the amount of \$13,640 and to submit a plan to SCDOT for parallel parking on Palm Boulevard from 21st to 41st Avenue; Councilmember Bell seconded.

To eliminate the need for beach-goers to turnaround in traffic or to go through the neighborhoods to park in the right direction, Councilmember Smith suggested that the non-ocean side of Palm be classified as resident only parking.

Councilmember Ferencz commented that vehicles were already turning against the traffic in order to park perpendicularly on the non-ocean side of the street.

The Administrator said that the assignment to Stantec was directly from the minutes of the Real Property Committee meeting as the instructions were given to staff. One (1) factor related to the residential parking only on the non-ocean side of Palm was to insure that the City remained in compliance with the Beach Management Plan as it pertained to public access to the beach.

Administrator Tucker explained how the process would work:

- Stantec personnel would meet with IOP staff to insure that they understand their assignment;
- Stantec would deliver a work product to staff for review and correct;
- The document would go back to Stantec to incorporate the changes, corrections, clarifications identified by staff;
- Stantec would produce a second work product that would be reviewed a second time;
- The revised work product would be delivered to Council to insure the goal(s) were accomplished;
- The final document would go to SCDOT for approval; and
- Once approved, the document would become part of the parking ordinance.

AMENDMENT: Councilmember Smith moved to amend the motion to add residential only parking on the non-ocean side of Palm from 21st to 41st Avenue; Councilmember Rice seconded.

Mayor Carroll said that he heard the residents “loud and clear” that they wanted to protect the neighborhoods and to reduce the amount of parking; at the same time, the Mayor believed that the general public should have the right to go to the beach, and he was concerned about taking away parking on one (1) side of Palm Boulevard.

Initially for Councilmember Bell, these suggestions/recommendations were “to get the ball rolling” to do what Council wanted to do; by going to parallel parking on both sides of Palms, he thought the City would have time between seasons to determine how many parking spaces the City must have, how to be fair to off-island beach-goers, etc.

Councilmember Buckhannon recalled that parallel parking has been talked about many times and for many years; he agreed with Councilmember Kinghorn that the Committee was rushing with these changes to parking.

VOTE on the AMENDMENT: The Amendment failed on a vote of 1 to 8 with Councilmember Smith being the sole aye.

VOTE: The original motion PASSED on a vote of 8 to 1 with Councilmember Kinghorn casting the dissenting vote.

B. Consideration of changing the kiosks in the Municipal Parking Lots to an hourly rate that is the same as the kiosks on the street

Administrator Tucker reported that the parking rate on the street was one dollars fifty cents (\$1.50) per hour, the cost to reprogram the parking lot kiosks would be three hundred eighty-five dollars (\$385), and the cost for signage on the kiosks was two thousand dollars (\$2,000).

MOTION: Mayor Carroll moved to change the parking rate in the municipal lots to \$1.50/hour, to reprogram the kiosks at \$385 and to purchase new signage for the kiosks for \$2,000; Councilmember Ferencz seconded.

Councilmember Rice expressed strong feelings that the per-hour rate in the parking lots should be one dollar (\$1) per hour to encourage people to park there; though parking on the street was a convenience, the City should incentivize people to park in the lots.

AMENDMENT: Councilmember Rice moved to charge \$1 per hour to park in the municipal lots; Chair Ward seconded.

Councilmember Moye asked for a member of the Public Safety Committee to explain the goal to be achieved with the change to hourly parking in the parking lots.

Chair Ward stated that “the merchants were getting beaten up so badly;” he commented that the charge for parking in the lots has steadily increased, and the increases have driven beach-goers to park on Palm.

Responding to Councilmember Ferencz’ inquiry, the Administrator confirmed that the rate in the parking lots after 4:00 p.m. was a dollar (\$1) per hour, but the rate on the street was one fifty (\$1.50) all the time.

VOTE on the Amendment: The amendment PASSED on a vote of 5 to 4 with Councilmembers Ferencz, Kinghorn, Moye and Smith dissenting.

VOTE on the Amended Motion: The motion PASSED on a vote of 6 to 3 with Councilmembers Ferencz, Kinghorn and Moye dissenting.

7. Miscellaneous Business – None

Budget Workshop: 5:15 p.m., Wednesday, March 28, 2018
Next Meeting Date: 5:00 p.m., Tuesday, April 18, 2018

8. Executive Session – not needed

9. Adjournment

MOTION: Councilmember Buckhannon moved to adjourn the meeting at 6:40 p.m.; Councilmember Ferencz seconded and the motion PASSED UNANIMOUSLY.

Respectfully submitted:

Marie Copeland
City Clerk

State Accommodations Tax Advisory Committee
Isle of Palms, South Carolina

Application for State Accommodations Tax Funds

Date Received: _____	Total Project Cost: _____
Total Accommodations Tax Funds Requested: _____	
Action Taken By Accom. Tax Advisory Committee:	Date Approved _____ Denied _____
Action Taken By Ways & Means Committee:	Date Approved _____ Denied _____
Action Taken By City Council:	Date Approved _____ Denied _____
Documentation required for payment: ___line item budget, ___invoices, ___Financial Report	

For Office Use Only

A. Project Name: South Carolina Aquarium – Turtle Trek

B. Applicant Organization: South Carolina Aquarium

1. Mailing Address: 100 Aquarium Wharf, Charleston, SC 29401

Telephone: 843-579-8540 **Fax:** _____

2. Project Director: Stephanie Gabosch

Telephone: 843-579-8540 **Fax** _____

3. Description of Organization, Its Goals and Objectives:

The mission of the South Carolina Aquarium is to inspire conservation of the natural world by exhibiting and caring for animals, by excelling in education and research, and by providing an exceptional visitor experience. Founded by a task force of community volunteers and business leaders, led by Mayor Joseph P. Riley, Jr., the Aquarium was built as the state’s foremost informal science education center, providing structured environmental science education for students of all ages across the state.

In 2014, the Aquarium launched the Watershed Campaign, a six-year strategic initiative to scale and optimize our existing programs, while implementing new conservation and education initiatives. Through the campaign, which will conclude in 2020, the Aquarium aims to inspire conservation of the natural world through the following goals and objectives:

- 1) Becoming a world leader in sea turtle conservation and research**
 - a. In May 2017, the Aquarium will open Zucker Family Sea Turtle Recovery, a state-of-the-art sea turtle rehabilitation facility and learning landscape open to all of our 450,000 annual guests
 - b. The establishment of the McNair Center for Sea Turtle Research and Conservation in 2017 will enable the Aquarium to revolutionize rehabilitative care for sea turtles through a slate of projects including: utilization of an exercise pool to improve patients' post-treatment strength; investigation of sea turtles' use of sound for navigation and site fidelity; analysis of sea turtle impactation data to chart trends in microplastics consumption; research surrounding cause(s) of recurring cataract condition

- 2) Establishing a Conservation Department to design and implement a slate of measurable conservation and fieldwork initiatives**
 - a. MPA artificial reef research in partnership with SCDNR
 - b. Robust redhorse population conservation
 - c. Horseshoe crab breeding and population research
 - d. Exploration of noise pollution impacts on dolphin echolocation in partnership with NOAA
 - e. Citizen Science to engage students and communities in hands-on learning experiences
 - f. Plastic pollution education initiative to connect communities with solutions to a mounting environmental threat to wildlife and human health
 - g. The Resilience Initiative for Coastal Education (RICE) to prepare communities for the threat of sea level rise

- 3) Providing complementary science education programs for students and teachers across the state of South Carolina, and beyond**
 - a. Serve more students by increasing our statewide reach by 66% through the Rovers Education Outreach Program, and increasing open access opportunities for those otherwise unable to attend the Aquarium due to financial limitations or health concerns
 - b. Serve students of all ages through the establishment of an early learning initiative and an adult learning series
 - c. Improve our learning package by establishing a distance learning program and improving our on-site classroom technological components

- 4) Presenting an exceptional visitor experience**
 - a. Building of Kids Coast, an on-site dedicated play space and educational learning center for toddlers, and their families
 - b. SkyTrail, an interactive climbing structure that promotes exploration, discovery, and movement
 - c. Updates to the Piedmont Gallery and the freshwater exhibits within to

reflect the importance of freshwater resources in our state for health and wellness, recreation and quality of life, and our state's economy

C. Description and Location of Project/Event:

The 2018 Turtle Trek is our 3rd annual 5k sunset beach run and kids fun run that will take place on Saturday, September 29th at the Isle of Palms Country Park. The Turtle Trek promotes sea turtle conservation, trash free beaches, and community wellness.

We expect the event to sell out again this year with 500 5K runners and 150 Kids' Fun Run participants. The event begins at 3:30pm with a beach sweep followed by the Kid's Fun Run and 5K, and will end with an after party and awards presentation at the Windjammer.

All proceeds from the Turtle Trek support the South Carolina Aquarium's sea turtle conservation and research initiatives.

Single Event? - Yes

Ongoing Event/Annual Need? - Yes

1. **Date(s) of Event:** September 29, 2018
2. **Impact on Tourism: What percentage of persons benefitting from this project are tourists (98%, 610 runners) vs. Isle of Palms residents (2%, 12 runners).**
**Source of tourist data Runsignup.com – registration website used for Turtle Trek runners. Data taken from 2017 runner registration report (website hits, surveys, ticket sale information, etc.)*
3. **If this application is for an ongoing event, what is the percentage increase/decrease in tourist attendance versus the past year's event? –**
For 2016, we had 4% and 2017, 2% of our overall runners were Isle of Palms residents. We expect the same number of attendees as shown above and very similar numbers for tourist attendance. Last year, we had runners between the ages of 2-76 years old coming from 15 different states.
**Source of tourist data – Go Race Productions (website hits, surveys, ticket sale information, etc.)*

D. Funding: Sources of Income for This Event or Project

1. **Sponsorships or Fundraising:** To date, we have secured \$5,000 out of our goal of \$30,000 from TD Bank.

2. **Entry Fees:** 5K Registration = \$40; Kid's Fun Run = \$20
Total expected entry fees = \$20,000
3. **Donations:** We expect to raise an additional \$10,000 from raffles, merchandise sales, and third party fundraising outlets (local give back days, crowdfunding, etc.)
4. **Accommodations Tax Funds Request:** \$10,000

Date(s) Required: September 29, 2018
Lump Sum: Flexible
Installments: Flexible
5. **Other:** N/A
6. **Total Budget:** \$28,936

E. Financial Analysis

Please Provide Line Item Budget for Event or Project

- Marketing: \$13,936 (billboards, digital ads, print ads, appearances, t-shirts, race bibs, printing, press release, posters, postcards, etc)
- Food & Beverage: \$3,500
- Rentals: \$2,500
- Entertainment: \$1,000
- Race director/timing: \$2,500
- Other (EMS, police, awards, misc supplies): \$5,000

Date for Submission to Isle of Palms Treasurer of Financial Report for Event or Project: TBD

If awarded, funds are requested as follows:

(1) Lump Sum(s):

\$10,000 by September 1, 2018

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



WHAT The Turtle Trek is the South Carolina Aquarium's 3rd Annual 5k Sunset Beach Run & Kids' Fun Run

WHEN Saturday, September 29, 2018 - Packet Pickup 4:00-5:00pm, Beach Sweep 4:00-5:00pm, Kids Fun Run 5:00pm, 5k Run 5:30pm, After Party & Awards 6:00-9:00pm

WHERE Isle of Palms County Park & the Windjammer

WHO The Turtle Trek has sold out the past two years with 600 runners between the ages of 2-76, representing 15 different states.

WHY The Turtle Trek raises awareness for the Aquarium's sea turtle rescue program and conservation initiatives. All proceeds support our Sea Turtle Care Center.

REGISTRATION 5K and Kids' Fun Run registration includes: t-shirt (unisex, technical shirts), race packet and After Party entry which includes; awards, food and music!

AWARDS Presented to the Top 3 Overall (M/F) and Top 3 in Age Categories (M/F): 1-9, 10-19, 20-29, 30-39, 40-49, 50-59, 60+. Ribbons will be presented to all kids' fun run participants.

MORE INFORMATION For questions or sponsorship information, please contact Stephanie Gabosch at 843-579-8540 or sgabosch@scaquarium.org

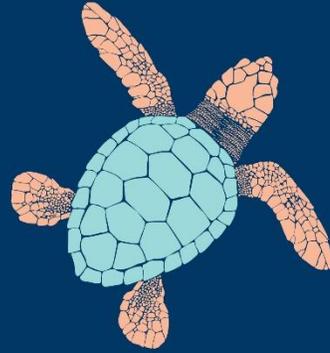
Register today: scaquarium.org/turtletrek



SOUTH CAROLINA AQUARIUM

TURTLE TREK5K

A SUNSET BEACH RUN



MARKETING ITEM	DATES	EXPENSE	IMPRESSIONS/QUANTITY
Posters	7/29/2018 – 9/29/2018	n/a	~500 distributed
Postcards	7/29/2018 – 9/29/2018	\$300	500 printed
Facebook header image & linked in details text	6/29/2018 – 9/23/2018	n/a	~68,000 reached
T-shirts (5K & Kids' Fun Run)	9/28/2018 – 9/29/2018	\$3,900	650 t-shirts
Race Bibs (5K & Kids' Fun Run)	9/29/2018	\$195	650 bibs
Race bags	9/28/2018 - 9/29/2018	\$650	500 bags
Onsite signage	9/29/2018	\$660	4 posters, 10 signs
Onsite banner	9/29/2018	\$400	1 banner
Go Race Productions website	7/29/2018 – 9/29/2018	n/a	~15,000 page views
Tributaries Magazine Ad	May 2018	n/a	~9,000 households
Charleston Scene Ad	8/10/2018	\$856	~60,000 copies
City Paper Ad	7/20/2018	\$632	~149,000 copies
Charleston Scene Ad	7/27/2018	\$856	~60,000 copies
Charleston Scene Ad	8/17/2018	\$856	~60,000 copies
Charleston Scene Ad	8/31/2018	\$856	~60,000 copies
Charleston Scene Ad	9/7/2018	\$856	~60,000 copies
City Paper Ad	8/30/2018	\$632	~149,000 copies
Charleston Magazine Ad	9/1/2018	\$1,200	~130,000 copies
Lowcountry Parent Magazine (September issue)	9/1/2018	\$642	~42,000 copies
Digital Billboard	8/28/2018 – 8/30/2018	\$267	~8,913 screen plays
Digital Billboard	9/20/2018 – 9/21/2018	\$178	~2,528 screen plays

Total Marketing Expense = \$13,936

Official Sealed Bid Opening
RFB 2018-01 – New 75 ft. Ladder Truck
 2:00 p.m., Tuesday, March 27, 2018
 Council Chambers of City Hall
 1207 Palm Boulevard Isle of Palms, South Carolina

Present: City Administrator Tucker
 Assistant City Administrator Fragoso
 Fire Chief Ann Graham
 City Clerk Marie Copeland

Assistant Administrator Fragoso announced the sealed bid opening of RFB 2018-01 –New 75 ft. Ladder Truck and stated that the bid was properly noticed in accordance with the City’s Procurement Code on the City’s website and advertised in *The Post and Courier*. The deadline for questions was February 16, 2018, the responses were posted as an addendum on the City’s website on February 27, 2018 and the bid opening was extended to 2:00 p.m., Tuesday, March 27, 2018.

<u>Bidder</u>	<u>What the Bid Included</u>	<u>BID</u>
1. Safe Industries 5031 Hwy. 53 Easley, SC 29642	2018 E-ONE 75’ Typhoon IIXM Aerial with a Cummins L9 450 HP Engine, a 500 Gallon Booster Tank, a 20 Gallon Foam Tank, a Hale QMAX 1500 GPM Pump, a FoamPro 1600 Foam Ready System and a Harrison 10 KW Generator Package	780,900 (alternate)
Safe Industries	2018 E-ONE 75’ Typhoon X Stretch Long Cab Aerial with a Stainless Steel Body, a Cummins L9 450 HP Engine, a 500 Gallon Booster Tank and a Hale QMAX 1500 GPM Pump	849,500 (primary bid)
2. Rosenbauer Firefighting Technology SC Dealer: South Carolina Fire Apparatus 146 Litton Drive Lexington, SC 29073	1 Rosenbauer Custom Chassis, 78’ Rear Mount Aerial ladder with Hale 1500 GPM fire pump and 500 gallon water tank	801,769
3. Sutphen Corporation 6450 Eiterman Road Dublin, Ohio 43016	1 Sutphen SL75 – Mid-mount 75’ Ladder 1 Sutphen SLR75 – Read-mount 75’ Ladder	799,051 799,051 (alternate)

4. Spartan Fire and Emergency Apparatus	1-2019 7010 Enforcer 75' HAL, Cummins L9 450 HP Diesel Engine, Allison 3000 Transmission, Hale 1500 GPM Pump. 500 Gallon Water Tank, 12 volt Side and Rear Scene Lights, High Side Compartments w/Roll-up Doors on DS and PS Built in Accordance to NFPA 1901/2016 Edition and Department Provide RFP Specifications	860,937
319 Southport Road Roebuck, SC 29376		

The bids will be reviewed for compliance with the bid and addendum, and a recommendation of a possible contract will be made at the Public Safety Committee Meeting at 5:00 p.m., Monday, April 9. If a recommendation is made it will go before the Ways and Means Committee at 5:00, Tuesday, April 17 and to City Council at 6:00 P.M., Tuesday, April 24, 2018.

Respectfully submitted:

Marie Copeland
City Clerk

Isle of Palms Fire Department Memorandum

To : Public Safety Committee
From : Chief Graham
Date : 4-4-2018
Re : Recommendation and Justification for Purchase of 75' Ladder Truck

In accordance with the City's procurement code, the City requested sealed bids for RFB 2018.01 (1) New 75' Ladder Truck. The bid opening was held in Council Chambers on March 27, 2018. The City received four (4) sealed bids. The bid tabulation is enclosed.

After thoroughly reviewing all bids for compliance with the bid and addendum instructions and specifications, my recommendation is that the City awards a contract to Safe Industries in the amount of \$849,500 for a 2018 E-ONE 75' Typhoon X Stretch Long Cab Aerial with a Stainless Steel Body, a Cummins L9 450 HP Engine, a 500 Gallon Booster Tank and a Hale QMAX 1500 GPM Pump.

Section 1-10-5(c)(12) of the City's procurement code sets forth certain criteria to be considered, in addition to price, in determining the lowest responsible bidder. Among the criteria included are:

- the reputation and experience of the bidder;
- the quality of performance of previous contracts;
- the quality, availability and adaptability of the supplies to the particular use required;
- the ability of the bidder to provide future maintenance and service;
- the number and scope of conditions attached to the bid; and
- the ability of the bidder to meet the specifications in the bid.

Based on my review of these criteria, I recommend Safe Industries' primary bid as the lowest responsible bidder for the following reasons:

1. Safe Industries primary bid for E-One ladder truck meets the required bid specifications.
2. Safe Industries alternate bid, the lowest bid, does not meet the following specifications:
 - a. The body is aluminum, not stainless steel
 - b. The apparatus does not have air ride suspension
 - c. The fuel tanks are steel, not stainless steel
 - d. Cab configuration not adequate for current needs
 - e. Generator was undersized per specifications
3. Rosenbauer does not meet specifications related to the department's requirement of 2.5:1 safety factor.
4. Sutphen Corporation's specifications lack safety data concerning the aerial components
5. While conducting research, I was unable to find any aerial failures with E-One ladder trucks.
6. The City has had a good safety record with current and past E-One fire apparatus.

7. The City has experienced excellent service for current and past E-One fire apparatus. The City currently owns the following E-One fire equipment:
 - a. 2016 E-One Rescue Truck
 - b. 2009 E-One Pumper
 - c. 2003 E-One Pumper
 - d. 2003 E-One 75' Ladder Truck
 - e. 2003 E-One 95' Ladder Truck with Bucket
8. There are fewer safety concerns for continuity of operations when using the same manufacturer for life safety equipment.
9. E-One teamed up with the REV Group in 2008 and Safe Industries in 2017. E-One is and has been a very successful company with a strong safety record for many years. The merger between E-One and the REV Group has resulted in more engineering support, as well as parts availability. The partnership with Safe Industries has resulted in more accessibility of authorized service personnel in the state of South Carolina at fixed site locations as well as multiple mobile service units.
10. E-One is sole source for all structural components such as cab, chassis, frame rails, aerial device, etc.
11. IOPFD personnel consulted with E-One following several flood events which affected fire departments throughout South Carolina and beyond. Damage from flood water was not isolated to E-One. E-One is adopting a new standard to mitigate damage during high water incidents in the future.
12. Safe Industries is offering a two (2) year manufacturer bumper to bumper warranty, in addition to various long-term warranties offered by E-One. The two (2) year warranty covers preventative maintenance and annual pump test in addition to routine warranty issues.