



## Finance, Administration, and Economic Development Committee

### Beaufort County, SC

This meeting will be held both in person at the County Council Chambers, 100 Ribaut Road, Beaufort, and virtually through Zoom.

**Monday, April 15, 2024**

**3:00 PM**

#### AGENDA

##### COMMITTEE MEMBERS:

**MARK LAWSON, CHAIRMAN**  
**DAVID P. BARTHOLOMEW**  
**YORK GLOVER**

**ANNA MARIA TABERNIK, VICE-CHAIR**  
**GERALD DAWSON**  
**JOSEPH F. PASSIMENT, EX-OFFICIO**

1. CALL TO ORDER
2. PLEDGE OF ALLEGIANCE
3. PUBLIC NOTIFICATION OF THIS MEETING HAS BEEN PUBLISHED, POSTED, AND DISTRIBUTED IN COMPLIANCE WITH THE SOUTH CAROLINA FREEDOM OF INFORMATION ACT
4. APPROVAL OF AGENDA
- [5.](#) APPROVAL OF MINUTES- *Special Called Meeting March 11, 2024 and March 18, 2024*
6. **CITIZEN COMMENT PERIOD- 15 MINUTES TOTAL**

***Anyone who wishes to speak during the Citizen Comment portion of the meeting will limit their comments and speak no longer than three (3) minutes. Speakers will address Council in a respectful manner appropriate to the decorum of the meeting, refraining from the use of profane, abusive, or obscene language. In accordance with Beaufort County's Rules and Procedures, giving of a speaker's time to another is not allowed.***

- [7.](#) ASSISTANT COUNTY ADMINISTRATOR REPORT - *Dale Butts, ACA; and Denise Christmas, CFO*

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#### AGENDA ITEMS

- [8.](#) FISCAL YEAR 2025 BUDGET PRESENTATIONS FROM ELECTED OFFICIALS AND OUTSIDE AGENCIES. (***FISCAL IMPACT: N/A until Budget Ordinance is approved***) - *Valerie Althoff, Budget Manager*
- [9.](#) RECOMMEND APPROVAL TO COUNCIL OF AN ORDINANCE TO ACCEPT AND TO APPROPRIATE FUNDS FROM THE SOUTH CAROLINA OPIOID SETTLEMENT FUNDS. (***FISCAL IMPACT: The South Carolina Opioid***)

**Relief Fund (SCORF) award is \$582,606 for one year. No matching funds.) - Audra Antonacci – Ogden, ACA**

- 10. RECOMMEND APPROVAL TO COUNCIL TO DISBURSE ALLOCATED ARPA-GOOD NEIGHBOR FUNDS TO THE TOWN OF BLUFFTON (FISCAL IMPACT: This request is for \$500,000 and constitutes their full allocation. Funds remaining in the Good Neighbor Fund after this disbursement are: \$566,000. Remaining funds are allocated to Hardeeville and Yemassee) - Jared Fralix – Assistant County Administrator**
- 11. RECOMMEND APPROVAL TO COUNCIL OF A REQUEST TO PURCHASE (1) NEW 36 PASSENGER BUS MODEL: STARCRAFT ALLSTAR XL (FISCAL IMPACT: \$188,760. The funding source is Parks and Recreation Capital Fund 2662 in line item: 2662-60-0000-54200 with a balance of \$442,000) - Eric Brown, Parks and Recreation Director**

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### EXECUTIVE SESSION

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12. PURSUANT TO S.C. CODE SECTION 30-04-70(A)(2) DISCUSSIONS OF NEGOTIATIONS INCIDENT TO PROPOSED CONTRACTUAL ARRANGEMENTS AND POTENTIAL PURCHASE OF PROPERTY (PROJECT BRAVO)
13. MATTERS ARISING OUT OF EXECUTIVE SESSION
14. ADJOURNMENT

**TO WATCH COMMITTEE OR COUNTY COUNCIL MEETINGS OR FOR A COMPLETE LIST OF AGENDAS AND BACKUP PACKAGES, PLEASE VISIT:**

**<https://beaufortcountysc.gov/council/council-committee-meetings/index.html>**



## Special Called Finance, Administration, and Economic Development Committee Beaufort County, SC

This meeting will be held both in person at the County Council Chambers, 100 Ribaut Road,  
Beaufort, and virtually through Zoom.

**Monday, March 11, 2024  
1:00 PM**

### MINUTES

*Watch the video stream available on the County's website to hear the Council's discussion of a specific topic or the complete meeting. <https://beaufortcountysc.new.swagit.com/videos/299630>*

#### 1. **CALL TO ORDER**

Committee Chairman Lawson called the meeting to order at 1:00 pm.

#### **PRESENT**

Committee Chairman Mark Lawson  
Committee Vice-Chairman Anna Maria Tabernik  
Council Member David Bartholomew  
Council Member York Glover  
Council Member Paula Brown  
Council Member Alice Howard  
Council Member Lawrence McElynn

#### **ABSENT**

Ex-Officio Joseph Passiment  
Council Member Logan Cunningham  
Council Member Gerald Dawson  
Council Member Thomas Reitz

#### 2. **PLEDGE OF ALLEGIANCE**

The Committee Chairman led the Pledge of Allegiance.

#### 3. **FOIA**

Committee Chairman noted that public notification of this meeting has been published, posted, and distributed in compliance with the South Carolina Freedom of Information Act.

4. **APPROVAL OF AGENDA**

**Motion:** It was moved by Committee Vice-Chairman Tabernik, Seconded by Council Member Howard to approve the agenda.

**The Vote:** Motion was approved without objection.

5. **CITIZEN COMMENTS - (ANYONE who wishes to speak during the Citizen Comment portion of the meeting will limit their comments to no longer than three (3) minutes ( a total of 15 minutes ) and will address Council in a respectful manner appropriate to the decorum of the meeting, refraining from the use of profane, abusive, or obscene language)**

Please watch the video stream available on the County's website to view the comment.

<https://beaufortcountysc.new.swagit.com/videos/299630?ts=75>

1. Peach Morrison

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**AGENDA ITEMS**

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6. **RECOMMEND APPROVAL OF AN ORDINANCE APPROPRIATING FUNDS FROM THE STATE A-TAX FUNDS AS RECOMMENDED BY THE STATE A-TAX COMMITTEE IN COMPLIANCE WITH THE REQUIREMENT OF SC CODE OF LAWS**

Please watch the video stream available on the County's website to view the full discussion.

<https://beaufortcountysc.new.swagit.com/videos/299630?ts=206>

**Motion:** It was moved by Vice-Chairman Tabernik, Seconded by Council Member Brown.

**The Vote:** The motion was approved without objection.

7. **ADJOURNMENT**

The Committee Chairman adjourned the meeting at 1:22pm.

Ratified:



## Finance, Administration, and Economic Development Committee

### Beaufort County, SC

This meeting will be held both in person at the County Council Chambers, 100 Ribaut Road, Beaufort, and virtually through Zoom.

**Monday, March 18, 2024  
2:00 PM**

#### MINUTES

*Watch the video stream available on the County's website to hear the Council's discussion of a specific topic or the complete meeting. <https://beaufortcountysc.new.swagit.com/videos/299985>*

#### 1. CALL TO ORDER

Committee Chairman Lawson called the meeting to order at 2:03pm.

#### PRESENT

Committee Chairman Mark Lawson  
 Committee Vice-Chairman Anna Maria Tabernik  
 Council Member David Bartholomew (arrived late)  
 Council Member Gerald Dawson  
 Council Member York Glover  
 Ex-Officio Joseph Passiment  
 Council Member Paula Brown  
 Council Member Alice Howard  
 Council Member Lawrence McElynn  
 Council Member Thomas Reitz (arrived late)

#### ABSENT

Council Member Logan Cunningham

#### 2. PLEDGE OF ALLEGIANCE

Committee Chairman led the Pledge of Allegiance.

#### 3. FOIA

Committee Chairman noted the publication of this meeting has been published, posted, and distributed in compliance with the South Carolina Freedom of Information Act.

4. **APPROVAL OF AGENDA**

**Motion to Amend:** It was moved by Council Member Glover, Seconded by Council Member Howard to replace the Sheriff's Office with Beaufort Jasper Hampton Comprehensive Health Services and to remove the Public Defender's Office from presentations.

**The Vote-** Motion was approved without objection.

**Main Motion:** It was moved by Ex-Officio Passiment, Seconded by Committee Vice-Chair Tabernik to approve the agenda as amended.

**The Vote-** Motion was approved without objection.

5. **CITIZEN COMMENT PERIOD- 15 MINUTES TOTAL**

*Anyone who wishes to speak during the Citizen Comment portion of the meeting will limit their comments and speak no longer than three (3) minutes. Speakers will address Council in a respectful manner appropriate to the decorum of the meeting, refraining from the use of profane, abusive, or obscene language. In accordance with Beaufort County's Rules and Procedures, giving of a speaker's time to another is not allowed.*

There were no citizen comments.

**AGENDA ITEMS**

6. RECOMMEND APPROVAL OF A RESOLUTION AUTHORIZING THE COUNTY ADMINISTRATOR TO ENTER INTO AN INTERGOVERNMENTAL AGREEMENT (IGA) WITH BEAUFORT JASPER WATER SEWER AUTHORITY, FOR THE CONSTRUCTION/INSTALLATION OF THE LOBECO/MORGAN ROAD WATERLINE PROJECT IGA WITH BJWSA FOR DESIGN AND CONSTRUCTION OF A WATER LINE TO SERVE THE LOBECO COMMUNITY. WATER LINE TO BE INSTALLED ON MORGAN ROAD BETWEEN TRASK PARKWAY AND JOHN MEEK WAY

**Motion:** it was moved by Council Member Dawson, Seconded by Council Member Howard.

**The Vote:** Motion was approved without objection.

7. **RECOMMEND APPROVAL OF A RESOLUTION TO ACCEPT GRANT FUNDS IN SUPPORT OF PROJECT WARD**

**Motion:** It was moved by Council Member Glover, Seconded by Council Member Howard.

**The Vote:** Motion was approved without objection.

8. **RECOMMEND APPROVAL OF A RESOLUTION AUTHORIZING THE INTERIM COUNTY ADMINISTRATOR TO APPROVE AN AFFORDABLE HOUSING FEE SUBSIDY IN THE AMOUNT OF \$11,765 REQUESTED BY LOWCOUNTRY HABITAT FOR HUMANITY FOR THE CONSTRUCTION OF THREE AFFORDABLE RESIDENTIAL UNITS IN NORTHERN BEAUFORT COUNTY.**

**Motion:** It was moved by Council Member Glover, Seconded by Council Member Howard.

**The Vote:** Motion was approved without objection.

9. **FISCAL YEAR 2025 BUDGET PRESENTATIONS**

**Please watch the video stream available on the County's website to view the full discussion.**

<https://beaufortcountysc.new.swagit.com/videos/299985?ts=1005>

Budget Presentation were given by the following:

1. Treasurer's Office
2. Island Recreation Center
3. LRTA/Palmetto Breeze
4. Beaufort Regional Chamber of Commerce, Representing the Military Enhancement Committee
5. Small Business Development Center
6. Keep Beaufort County Beautiful Board
7. Small Business Development Center
8. Beaufort-Jasper-Hampton Comprehensive Health Services Inc.

10. **RECOMMEND APPROVAL TO THE GOVERNOR'S OFFICE FOR APPOINTMENT TO THE BEAUFORT-JASPER WATER AND SEWER AUTHORITY FOR A SIX-YEAR TERM WITH THE EXPIRATION DATE OF MARCH 2023. TERM TO BE SERVED: 1ST - VOTE NEEDED: 10/11 (only one seat is Vacant)**

1. CARL KILPATRICK
2. ROGER BRIGHT
3. THOMAS MIKE SR
4. ROLAND GARDNER

Please watch the video stream available on the County's website to view the full discussion.  
<https://beaufortcountysc.new.swagit.com/videos/299985?ts=7362>

**Motion:** It was moved by Council Member Glover, Seconded by Council Member Howard to recommend approval of Roland Gardner to the Beaufort-Jasper Water and Sewer Authority.

**The Vote:** The motion failed with 6 votes in favor and 4 against.

**Motion:** It was moved by Committee Vice-Chair Tabernik, Seconded by Council Member Brown to recommend approval of Roland Gardner to the Beaufort-Jasper Water and Sewer Authority.

**The Vote:** The motion passed with 8 votes in favor and 2 against.

11. **AGENCIES, BOARDS, AND COMMISSIONS APPOINTMENTS AND REAPPOINTMENTS**

**Motion:** It was moved by Ex-Officio Passiment, Seconded by Council Member Glover to approve the Agencies, Boards, and Commissions appointments and reappointments.

Construction Adjustments and Appeals Board: Michael Murphy and Stacey Canaday

Accommodations Tax (2% State) Board: Marie Gibbs

Zoning Board of Appeals: Dennis Nielsen

Beaufort-Jasper Water and Sewer Authority: Robert McFee

**The Vote:** Motion was approved without objection.

**Motion:** It was moved by Committee Vice-Chair, Seconded by Council Member Brown to enter executive session at 4:15pm.

**The Vote:** Motion was approved without objection.

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**EXECUTIVE SESSION**

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12. **PURSUANT TO S.C. CODE SECTION 30-4-70(A)(2): DISCUSSION OF NEGOTIATIONS INCIDENT TO PROPOSED CONTRACTUAL ARRANGEMENTS AND PROPOSED SALE OR PURCHASE OF DEVELOPMENT RIGHTS ON REAL PROPERTY (Project Lone Palmetto)**

13. **MATTERS ARISING OUT OF EXECUTIVE SESSION**

There were no matters arising out of executive session.

14. **ADJOURNMENT**

Committee Chairman adjourned meeting.

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<https://beaufortcountysc.gov/council/council-committee-meetings/index.html>

Ratified:

LEGAL RESIDENTIAL SPECIAL ASSESSMENT EXEMPTION ALLOCATIONS  
BY RATIO (6)

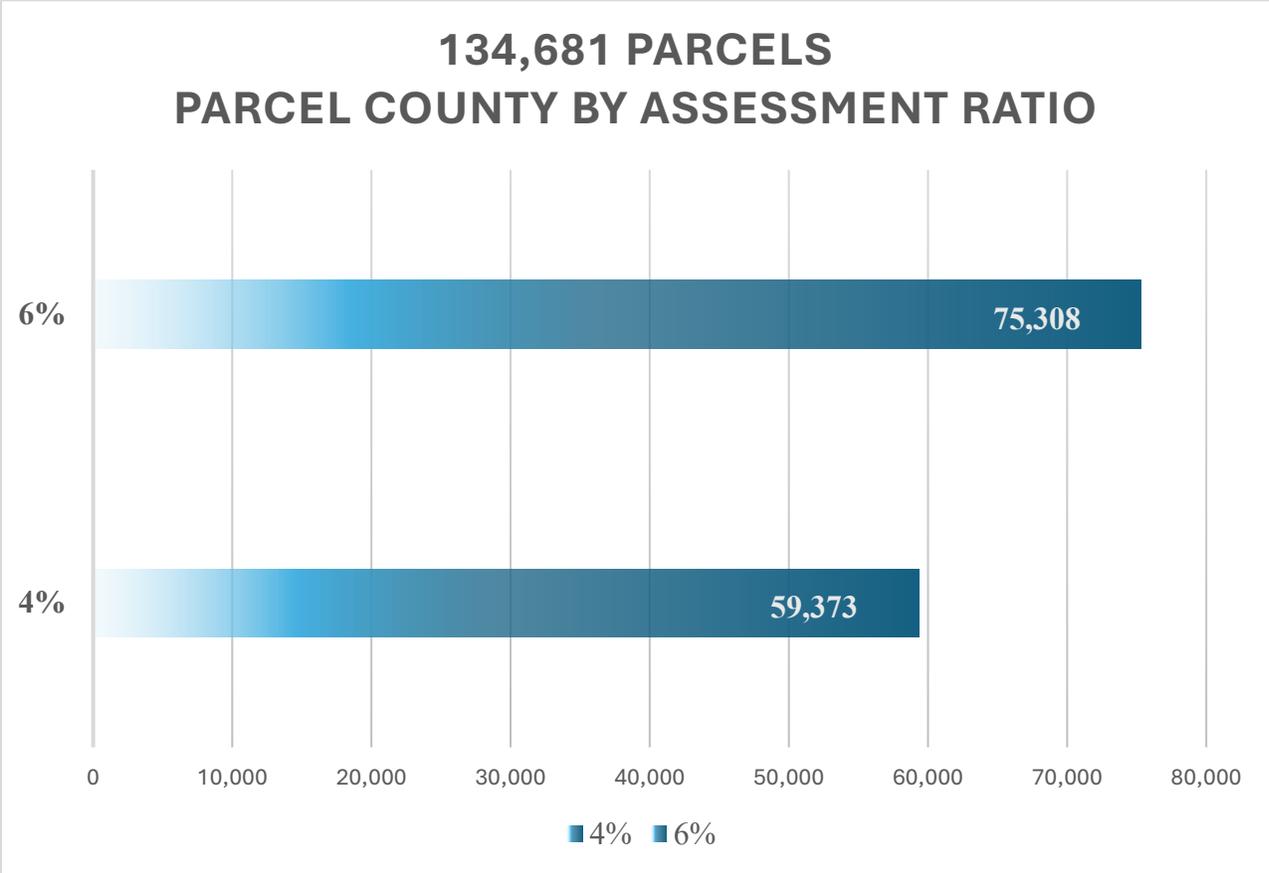


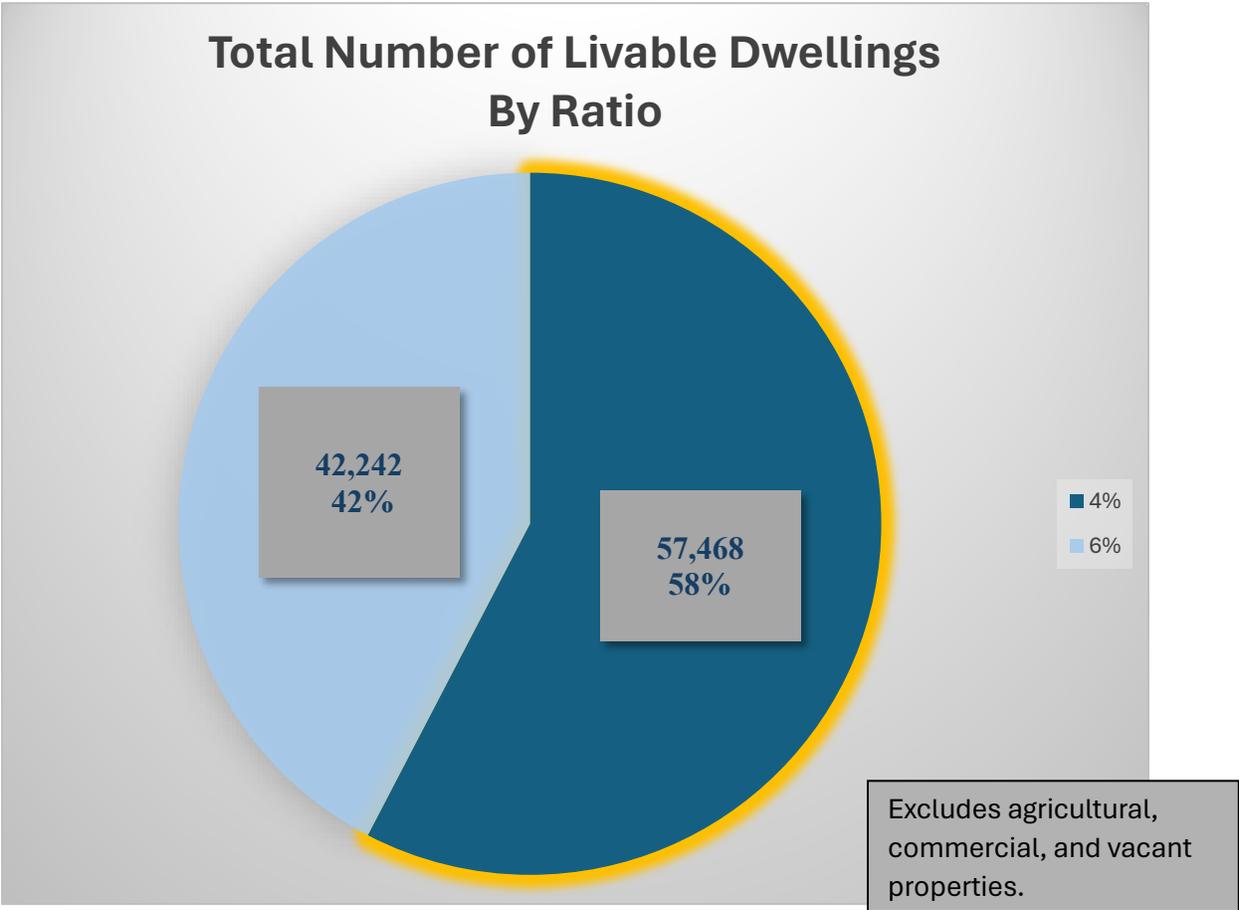
Chart 1

Chart 1 is based on the number of **(134,681) parcels** in Beaufort County (BC). All property types are included in the total number of parcels: commercial, commercial vacant, stick-built residential properties, mobile/manufactured homes, condominiums, and exempted (i.e., churches and government-owned schools).

**56%** of properties in BC are taxed at a **4% ratio**, and

**44%** of properties in BC are taxed at a **6% ratio**.

Based on a review of historical data, there is a strong indication that the number of properties taxed at the LR rate of 4% will be equivalent to or exceed the number of parcels taxed at the non-legal residential rate of 6% (resulting in a change or erosion in the number of parcels taxed



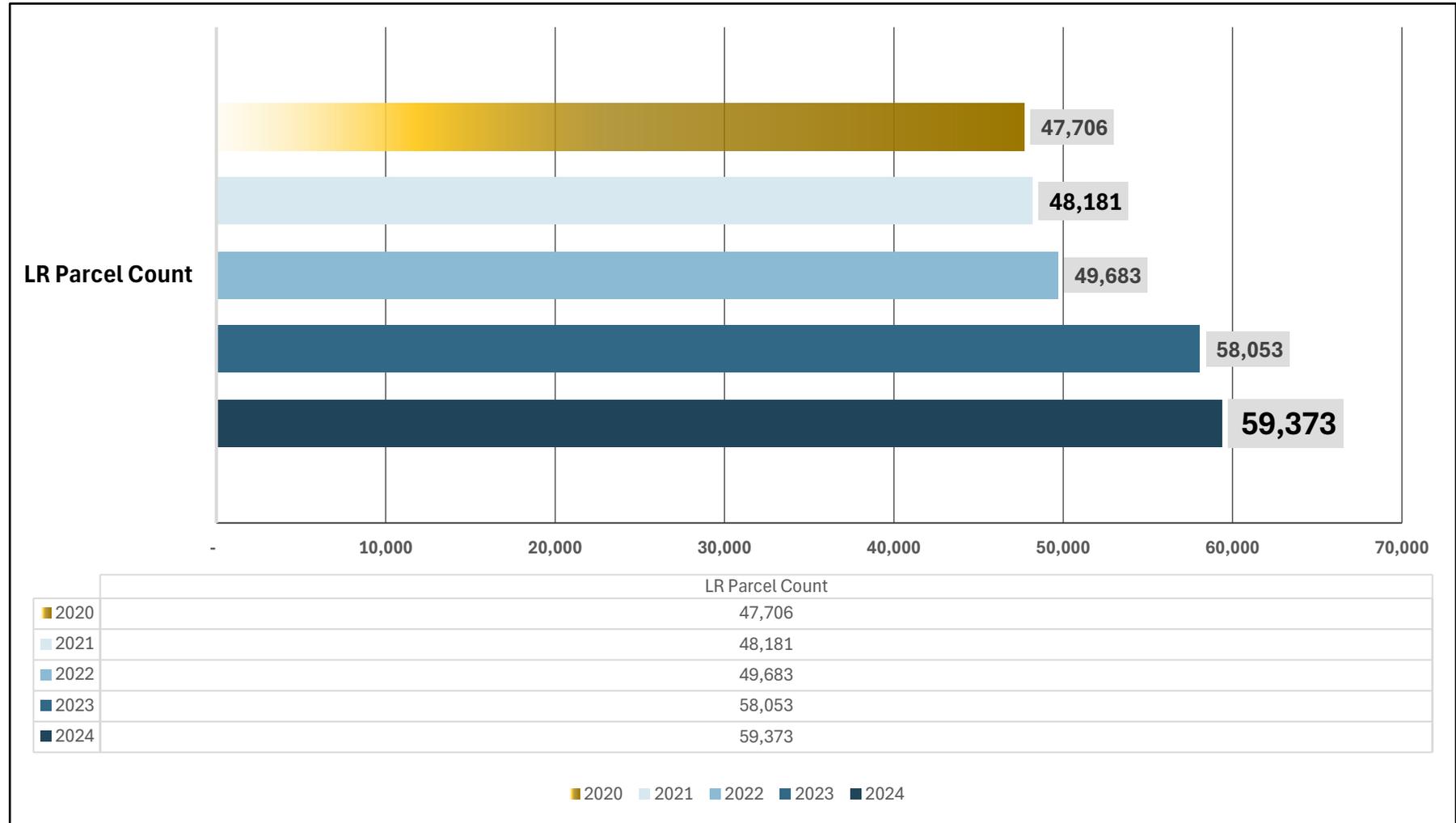
*Cart 2*

Chart 2 considers all residential improved properties. There are 99,710 (of the 134,681 parcels) improved single-family residential parcels, of which 57,468 parcels (or 58%) receive the legal residential special assessment exemption (4%).

Total Parcels Receiving Legal Residential Special Assessment Exemption

(see footnote)

Tax Year	Total Parcels in BC	LR Parcel Count
2024	134,680	59,373
2023	133,877	58,053
2022	133,398	49,683
2021	132,337	48,181
2020	131,141	47,706



2024- As of 03.26.24

Prior Yrs Data from the Assessor's office countywide data file as reported by September of the referenced tax year.



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
FISCAL YEAR 2025 BUDGET PRESENTATIONS FROM ELECTED OFFICIALS AND OUTSIDE AGENCIES
<b>MEETING NAME AND DATE:</b>
FINANCE, ADMINISTRATION AND ECONOMIC DEVELOPMENT COMMITTEE ON APRIL 15, 2024
<b>PRESENTER INFORMATION:</b>
Valerie Althoff, Budget Manager One Hour and 30 minutes (1.5 hours)
<b>ITEM BACKGROUND:</b>
N/A
<b>PROJECT / ITEM NARRATIVE:</b>
FY 25 Budget Presentations
<b>FISCAL IMPACT:</b>
N/A until Budget Ordinance is approved
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
Ask questions such as “How much did we fund you last year? If there is an increase, “why?” Let them know that full funding is not promised, but they will be notified vis email of their funding amount in last June.
<b>OPTIONS FOR COUNCIL MOTION:</b>
N/A

TYPE	PRESENTER NAME	OFFICE	OTHER ATTENDEES
Elected Official	Stephane Smart-Giddings	Public Defender	
Outside Agency	Russell Baxley, President and CEO	Beaufort Memorial Hospital	
Outside Agency	Robb Wells, President and CEO	Greater Beaufort-Port Royal Convention and Visitors Bureau	
Outside Agency	Ariana Pernice, VP Visitor & Convention Bureau	Hilton Head Island-Bluffton Chamber of Commerce,	Ray Deal, Controller
		Hilton Head Island-Bluffton Chamber of Commerce,	Katie Cacciola, Director of Marketing
Higher Ed	Dr. Richard Gough, President	Technical College of the Lowcountry,	Mary Lee Carns, Vice President for Advancement & Workforce Development
		Technical College of the Lowcountry,	Nancy Weber, Vice President for Administration
		Technical College of the Lowcountry,	Laura Dukes, Vice President for Academic Affairs
Outside Agency	Angie Salley, Executive Director	South Carolina Department of Mental Health - Beaufort Office,	Jennifer Cobb-Hayes, Director of Administration
Outside Agency	Bob Elliott, Co Founder	South Carolina Nurse Retention Initiative	

Account	Account Description	2025 PROPOSED Budget	2024 Revised Budget	2024 Actuals	\$ DIFF FY 24 VS FY 25	% DIFF FY 24 VS FY 25
2110-10-1142-43220	PUBLIC DEFENDER STIPEND	(\$1,883,714.00)	(\$1,854,530.00)	(\$1,527,668.04)	\$29,184.00	-1.57%
2110-10-1142-43225	PUBLIC DEFENDER STATE REIMB	\$0.00	\$0.00	(\$47,312.09)	\$0.00	0.00%
2110-10-1142-43780	FEDERAL GRANT FUNDS	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-46010	INTEREST ON INVESTMENTS	\$0.00	(\$4,200.00)	\$0.00	(\$4,200.00)	100.00%
2110-10-1142-47030	CONTRIBUTION	(\$848,773.48)	(\$798,772.00)	(\$457,255.48)	\$50,001.48	-6.26%
2110-10-1142-48910	CONT FROM PR YR FUND BAL	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-49100	TRANSFER IN	(\$1,995,036.16)	(\$1,570,132.00)	(\$1,177,598.25)	\$424,904.16	-27.06%
2110-10-1142-50020	SALARIES AND WAGES	\$2,816,424.64	\$2,559,385.00	\$1,837,417.31	\$257,039.64	10.04%
2110-10-1142-50060	OVERTIME	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-50100	EMPLOYER FICA	\$177,471.00	\$157,471.00	\$110,834.77	\$20,000.00	12.70%
2110-10-1142-50110	EMPLOYER MEDICARE	\$46,828.00	\$36,828.00	\$25,921.13	\$10,000.00	27.15%
2110-10-1142-50120	EMPLOYER SC RETIREMENT	\$412,120.00	\$392,120.00	\$327,660.75	\$20,000.00	5.10%
2110-10-1142-50130	EMPLOYER PO RETIREMENT	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-50140	EMPLOYER GROUP INSURANCE	\$420,000.00	\$420,000.00	\$202,715.49	\$0.00	0.00%
2110-10-1142-50150	EMPLOYER WORKERS COMP	\$4,680.00	\$4,680.00	\$0.00	\$0.00	0.00%
2110-10-1142-50160	TORT LIABILITY INSURANCE	\$5,300.00	\$4,300.00	\$488.38	\$1,000.00	23.26%
2110-10-1142-50170	EMPLOYER UNEMPLOYMENT INS	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-51000	ADVERTISING	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-51010	PRINTING	\$1,800.00	\$1,500.00	\$937.42	\$300.00	20.00%
2110-10-1142-51030	POSTAGE	\$3,500.00	\$3,000.00	\$2,351.65	\$500.00	16.67%
2110-10-1142-51050	TELEPHONE/COMMUNICATION	\$32,800.00	\$32,000.00	\$22,546.85	\$800.00	2.50%
2110-10-1142-51110	MAINTENANCE CONTRACTS	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-51150	RENTALS	\$12,500.00	\$12,500.00	\$7,101.43	\$0.00	0.00%
2110-10-1142-51160	PROFESSIONAL SERVICES	\$690,000.00	\$525,000.00	\$328,349.11	\$165,000.00	31.43%
2110-10-1142-51300	VEHICLE MAINT SERVICES	\$3,500.00	\$1,250.00	\$3,067.77	\$2,250.00	180.00%
2110-10-1142-51310	DUES & SUBSCRIPTIONS	\$27,000.00	\$13,000.00	\$15,718.59	\$14,000.00	107.69%
2110-10-1142-51320	TRAINING & CONFERENCES	\$35,000.00	\$30,000.00	\$23,413.41	\$5,000.00	16.67%
2110-10-1142-51500	VEHICLE INSURANCE	\$9,600.00	\$9,600.00	\$0.00	\$0.00	0.00%
2110-10-1142-51580	GROUP BENEFITS - WORKERS COMP	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-51990	MISC. EXPENDITURES	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-52010	SUPPLIES & MATERIALS	\$14,500.00	\$12,500.00	\$11,823.07	\$2,000.00	16.00%
2110-10-1142-52500	FUELS/LUBRICANTS	\$10,000.00	\$9,000.00	\$8,422.69	\$1,000.00	11.11%
2110-10-1142-52600	NON-CAP EQUIPMENT	\$3,000.00	\$2,000.00	\$453.54	\$1,000.00	50.00%
2110-10-1142-54000	VEHICLE PURCHASES	\$0.00	\$0.00	\$0.00	\$0.00	0.00%
2110-10-1142-54200	CAPITAL EQUIPMENT	\$1,500.00	\$1,500.00	\$0.00	\$0.00	0.00%

BEAUFORT  
MEMORIAL  
**80**  
YEARS  
**HOSPITAL**  
ANNIVERSARY

+

BEAUFORT  
MEMORIAL  
**40**  
YEARS  
**FOUNDATION**  
ANNIVERSARY

# Beaufort Memorial County Budget Presentation 2024



# Beaufort Memorial Hospital

Item 8.

- 201 Beds
- Not-For-Profit
- More than 300 physicians on Medical Staff
- 1800+ Employees
- 14 Bed Inpatient Rehab Unit
- County's only 18 Bed Adult Mental Health Unit
- 10 Operating Rooms and 5 procedure rooms
- Keyserling & New River Cancer Centers
  - Newest Radiation Oncology Technology
  - State of the Art Chemo Infusion Center
- State of the art Interventional Cath Lab and Angiography suites
- Labor and Delivery Unit, Minimally Invasive Robotic Surgery, Joint Replacement Center, 2 Breast Health Centers, 4 Outpatient Imaging Centers, 3 Express Care and Occupational Medicine clinics, Wound Care Services, 4 Publix Telemedicine Clinics, and physician network group of over 100 employed providers
- Home Healthcare Company – Beaufort Memorial Home Health and Amedisys Partner



# Beaufort Memorial Today

Item 8.

Harrison Peeples Healthcare Center



Port Royal Medical Pavilion



Lowcountry Medical Group



Lady's Island Internal Medicine



Okatie Medical Pavilion



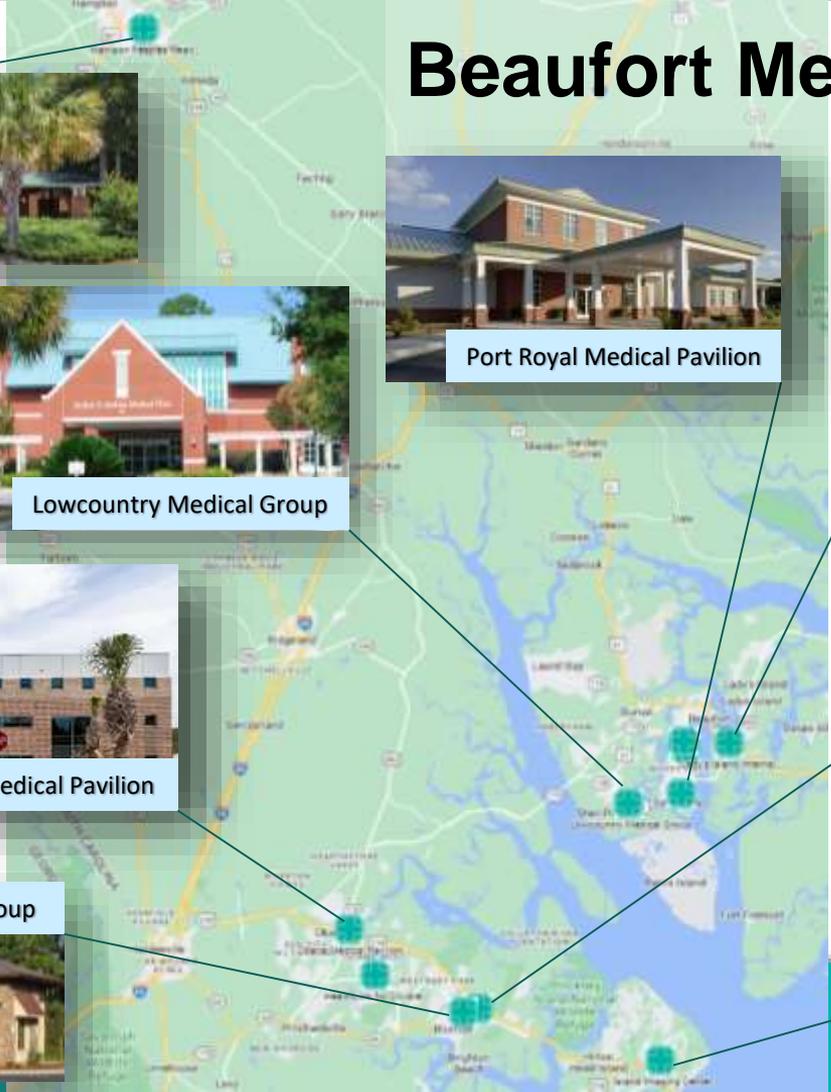
May River Medical Pavilion



Palmetto Medical Group



Island Imaging



# Quality Care You Can Trust

## Awards and Certifications

Item 8.



### The Joint Commission

- Advanced Total Hip & Total Knee Replacement
- Primary Stroke Center
- Chest Pain

### American College of Cardiology/ NCDR

- Platinum Performance Achievement – Chest Pain – MI



### U.S. News High Performing Hospital

- Stroke
- Knee Replacement

### Healthgrades

- Patient Safety Excellence Award (2023, 2022, 2021)



### SCHA Zero Harm

- Drive to Zero Suicide Award
- Drive to Zero Workplace Violence Award
- Drive to Zero Disparities Award

### American Heart Association

- Get With The Guidelines: Gold Plus Achievement Stroke
- Target: Stroke™ Honor Roll Elite
- Mission Lifeline: NSTEMI Gold
- Target: Type 2 Diabetes™ Honor Roll



Did you know?

Beaufort Memorial's Joint Replacement Center is one of only four in South Carolina to achieve Advanced Certification in Total Hip & Knee Replacement Surgery from The Joint Commission.



Beaufort Memorial

# Caring for Thousands of Lives Each Year

Item 8.



## Last year BMH had:

8,787	Admissions
221,058	Outpatient Registrations
44,653	Emergency Department Visits
11,592	Surgeries
1,024	Deliveries
276,042	Physician Office Visits
600,000+ total patient encounters in 2023	

## BMH Financials Last Year:

\$164.5 Million	Labor Costs ( <i>incl. Contract Labor</i> )
\$138.9 Million	Supplies, Purchased Services, etc.
\$303.5 Million	Total Expenses
\$33.8 Million	Charity Care and Bad Debt
\$288.5 Million	Operating Revenue
\$303.7 Million	Total Revenue
\$251,000	Total Operating Profit



# 2023 Accomplishments



# Expanding Access to Care

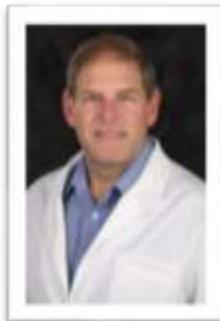
Item 8.



Tara Grahovac, M.D., FACS  
Breast Surgery



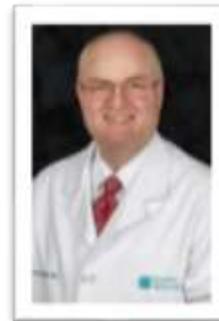
Bruce Vincent, M.D.  
Primary Care



John Krcmarik, M.D.  
Pulmonology



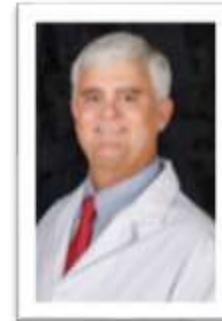
Michael Sciarra, D.O.  
Gastroenterology



Darren Mullins, M.D.  
Medical Oncology



Nikki Keisler, M.D.  
Primary Care



J. Russell Williams, M.D.  
Primary Care



Taylor Robinson, NP  
Cardiology



Katie Durden, NP  
Psychiatry



Aubrey Place, M.D.  
General Surgery



Robert Smith, M.D., FAAFP  
Primary Care



James Benn, NP  
Psychiatry



Shawna Nievierowski, NP  
Pulmonology



Andrew Castro, M.D., MSC  
Spine Surgery



# Beaufort Memorial Island Imaging Center

Item 8.

Acquired Imaging Center on Hilton Head performing 18,000 studies per year

- CT
- Ultrasound
- Elastography
- X-Ray
- 3D Mammography
- MRI – ***Coming Soon***



# New Technology: Advancing Care in The Lowcountry

Item 8.



- Davinci Xi – minimally invasive Surgery

- **Gynecology**
- **General Surgery**
- **Urology**
- **Colorectal**

- 1 New MRI

- New Cath Lab

– AI technology, first of its kind on the east coast

- Hospital Tower Renovations and New Nurse Call System

- Total Project Value at – \$7.3 Million



# Healthcare's Biggest Priority: Workforce Development

Item 8.

- Launched Various Programs in Support of Employee Well Being, Assistance, and Career Development

- Burnout Mitigation and Wellness/Mindfulness Platforms
- House Buying Assistance—*Helped 12 Employees Buy Homes*
- Communication Platform
- Family Meal Deal



## • Created An Internal PATH for Career Advancement

- Patient Care Techs, EKG Techs, Medical Assistants, Coders
- 15 Graduates in the First Class – PCT, Medical Assistants, EKG Techs
- 2<sup>nd</sup> Class – 2 CMA, 3 PCT, 3 RN's
- 3<sup>rd</sup> Class – 4 PCT, 1 CMA, 2 RN's
- 4<sup>th</sup> Class – 6 Coders, 5 PCT, 3 CMA, 2 RN's
- Total Graduates of PATH program - 39
- Scholarship Dollars Granted - \$96,000

## • Created Summer Intern Program for High School Students

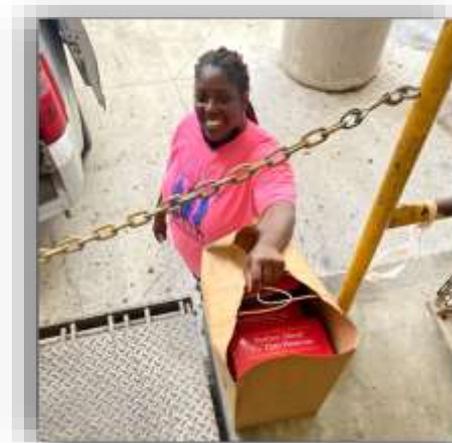
- 75 Youth Volunteers participated over two summers
- Learned about 77 departments



# Social Determinants of Health: Transportation & Food Challenge

Item 8.

- **1,772** patients, representing **26** zip codes, provided with transportation to/from Beaufort Memorial facilities
- **22,046** miles driven in 2023



- **250** meals per week for those in need
- **\$195,000** donated in food since October 2020



# Free Care For The Underserved

Item 8.

## Good Neighbor Medical Clinic:

- **2,398** lab tests, valued at **\$346,392**
- **295** imaging procedures, valued at **\$391,224**
- Other specialty, surgical and hospital services **\$50,320**
- In-kind rental of 3,025 square-feet of clinic space, valued at **\$88,935**



## Sickle Cell Clinic:

- **58** patients currently being served
- **552 sickle cell patient encounters in 2023**
- Crisis-driven ER visits **cut by 45%** and resulting inpatient hospital stays **decreased by 60%** since program inception
- Enabled several young adults to hold employment for the first time

## Access Health of the LowCountry:

- Beaufort Memorial provides over **\$1,032,000**
- **882** patients enrolled
- **580** primary and **1,289** specialty care visits
- **1,102** lab tests and **185** surgical procedures
- **20% reduction** in avoidable ED visits and **36% reduction** in avoidable inpatient admissions in the 12 months following enrollment



# BMH Projects In Progress 2024



# 2024 Budget

Item 8.



## Volumes:

8,973 (2%)	Admissions
246,413 (11.4%)	Outpatient Registrations
45,584 (2%)	Emergency Department Visits
11,565 (-2%)	Surgeries
4,707 (32%)	Endoscopy
1024 (0%)	Deliveries
308,991(11%)	Physician Office Visits
650,000+	Total Patient Encounters

## Financials:

\$172 Million	Labor Costs ( <i>incl. Contract Labor</i> )
\$152 Million	Supplies, Contract Services, etc.
\$324 Million	Total Expenses
\$38.1 Million	Charity Care and Bad Debt
\$313.6 Million	Operating Revenue
\$329.2 Million	Total Revenue
\$5.178 Million	Total Operating Profit



## Summary Income Statement

Consolidation: Beaufort Memorial

						YEAR TO DATE				
	Mar-24	Mar-24		Mar-23		Mar-24	Mar-24		Mar-23	
	Actual	Budget	Variance	Actual	Variance	Actual	Budget	Variance	Actual	Variance
<b>Patient Revenue</b>										
<b>Total Patient Revenue</b>	<b>93,965,800</b>	<b>86,910,422</b>	7,055,378	<b>92,484,438</b>	1,481,362	<b>552,508,157</b>	<b>534,636,450</b>	17,871,707	<b>521,396,166</b>	31,111,991
<b>Deductions From Revenue</b>										
Contractual Allowances	63,884,500	59,068,931	(4,815,569)	64,677,689	64,677,689	371,697,186	363,367,285	(8,329,901)	358,603,028	(13,094,158)
Charity Services	729,672	579,766	(149,906)	546,184	546,184	5,106,268	3,566,475	(1,539,793)	3,290,719	(1,815,549)
Bad Debt	261,947	2,438,486	2,176,539	1,288,005	1,288,005	13,362,191	15,000,543	1,638,352	17,752,147	4,389,956
<b>Total Deductions</b>	<b>64,876,119</b>	<b>62,087,183</b>	(2,788,936)	<b>66,511,878</b>	(1,635,759)	<b>390,165,645</b>	<b>381,934,303</b>	(8,231,342)	<b>379,645,894</b>	(10,519,751)
<b>Total Operating Revenue</b>	<b>29,089,681</b>	<b>24,823,239</b>	4,266,442	<b>25,972,560</b>	3,117,121	<b>162,342,512</b>	<b>152,702,147</b>	9,640,365	<b>141,750,272</b>	20,592,240
<b>Non-Operating</b>										
Other Non-Operating Revenue	1,288,147	1,229,213	58,934	644,416		6,884,512	7,561,607	(677,095)	6,391,977	
<b>Total Non-Operating</b>	<b>1,288,147</b>	<b>1,229,213</b>	58,934	<b>644,416</b>	643,731	<b>6,884,512</b>	<b>7,561,607</b>	(677,095)	<b>6,391,977</b>	492,535
<b>Total Revenue</b>	<b>30,377,828</b>	<b>26,052,452</b>	4,325,376	<b>26,616,976</b>	3,760,852	<b>169,227,024</b>	<b>160,263,754</b>	8,963,270	<b>148,142,249</b>	21,084,775
<b>Operating Expenses</b>										
Salaries, Wages & Benefits	14,754,903	13,612,513	(1,142,390)	13,178,245	(1,576,658)	88,539,047	83,738,466	(4,800,581)	79,174,058	(9,364,989)
Professional Fees	800,885	752,292	(48,593)	873,712	72,827	4,937,120	4,627,787	(309,333)	4,825,294	(111,826)
Supplies	5,807,812	5,231,146	(576,666)	5,231,885	(575,927)	33,854,066	32,179,818	(1,674,248)	29,673,391	(4,180,675)
Purchased Services	3,422,108	2,254,723	(1,167,385)	2,126,374	(1,295,734)	16,070,068	13,870,111	(2,199,957)	12,428,663	(3,641,405)
Depreciation, Amortization &	1,068,064	1,524,275	456,211	1,507,175	439,111	7,909,561	9,376,706	1,467,145	9,057,276	1,147,715
Other Expenses	3,634,043	2,267,652	(1,366,391)	1,887,786	1,746,257	16,663,524	13,949,644	(2,713,880)	12,514,330	(4,149,194)
<b>Total Operating Expenses</b>	<b>29,487,815</b>	<b>25,642,601</b>	(3,845,214)	<b>24,805,177</b>	(4,682,638)	<b>167,973,386</b>	<b>157,742,532</b>	(10,230,854)	<b>147,673,012</b>	(20,300,374)
<b>Excess of Revenue Over Expe</b>	<b>890,013</b>	<b>409,851</b>	480,162	<b>1,811,799</b>	(921,786)	<b>1,253,638</b>	<b>2,521,222</b>	(1,267,584)	<b>469,237</b>	784,401
<b>EBITDA</b>	<b>1,958,077</b>	<b>1,934,126</b>	23,951	<b>3,318,974</b>	(1,360,897)	<b>9,163,199</b>	<b>11,897,928</b>	(2,734,729)	<b>9,526,513</b>	(363,314)

Item 8.



# Physician Recruitment – Providers Starting in 2024

Item 8.

- Primary Care –**

- Dr. Bruce Vincent started January 8, 2024

- Pulmonary/Critical Care –**

- Dr. John Krcmarik started January 2, 2024

- Dr. Andrew Stevens to start August 1, 2024

- General Surgery –**

- Dr. Aubrey Place started March 4, 2024

- Dr. Taylor Turnbull to start August 1, 2024

- Urology**

- Dr. Louis Remyense to start May 1, 2024

- Medical Oncology**

- Dr. Eric Turner to Start June 3, 2024

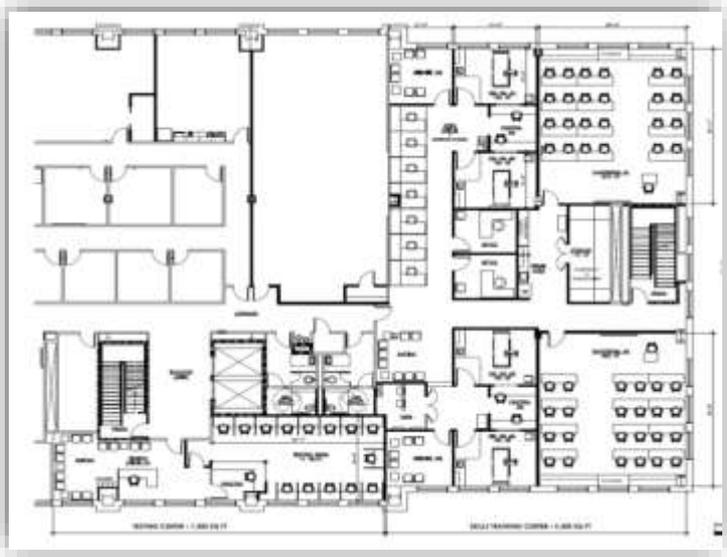
- Reconstructive Plastic Surgery –**

- Dr. Heidi Harrington to start August 1, 2024



# Nursing School in Development

Item 8.



Project with Beaufort County, City of Beaufort, USC-B and BMH – \$2.25 million dollar project intended to increase the nursing school capacity of USC-B – complete fall 2024



# Childcare Development

Item 8.

- Utilizing a modular design company BMH will be moving facilities to campus in 2024.
- Facility qualifies for ABC voucher program which can provide additional financial assistance for those who qualify – currently costs 50% of the Beaufort County Market rate
- Facility will be 6,000 square feet and capable for serving 96 children.



# Hospital Renovations 2024

Item 8.

## Crisis Stabilization Unit in ER – Fall 2024

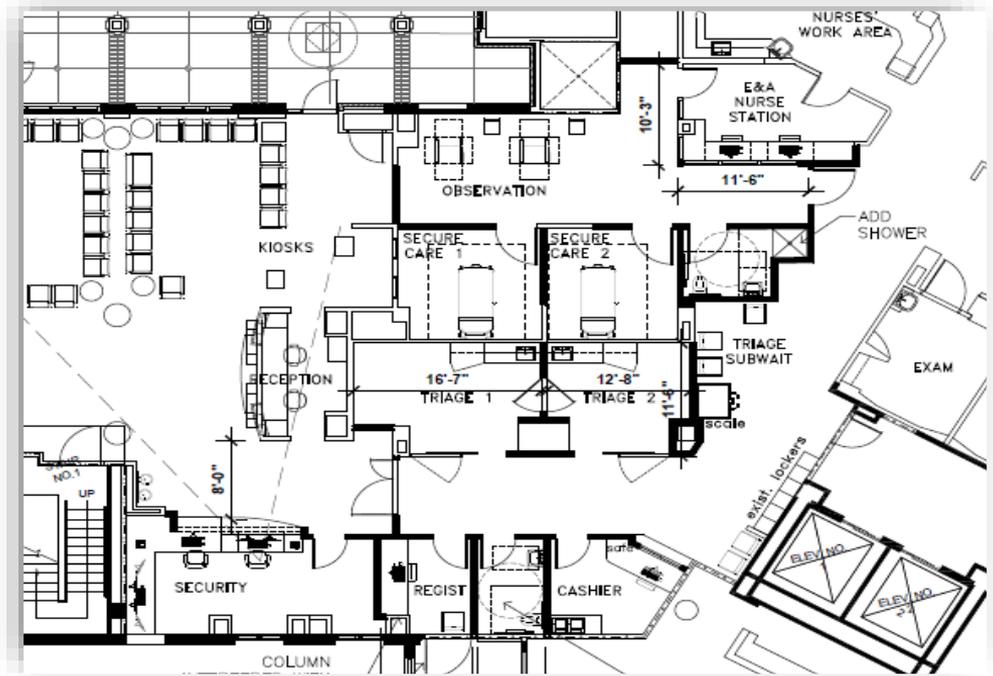
- Psych Safe Unit contained in Emergency Room to be completed Fall 24

## New Angiography Suite – Dec. 2024

- New State of the Art Interventional Radiology and Vascular Interventional Lab

## New MRI on Hilton Head Island at Island Imaging – Fall 2024

**3 Project Total Value – \$4 Million**



# Surgical Pavilion Renovations 2024

Item 8.



## OR Renovation

- \$24 Million Dollar Project
- 2 Additional Operating Suites
- Adding all new Flat Screens, Anesthesia Towers, Lighting, and integration Systems
- Adding new State of the Art Endoscopy Suite – recently purchased brand new Scopes and Endoscopy Towers
- Schedule to be complete 2026



# Primary Care Projects – 8 New PCP's

Item 8.

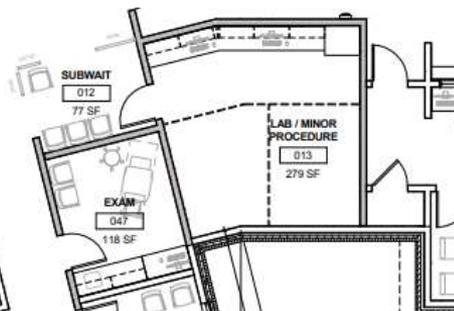
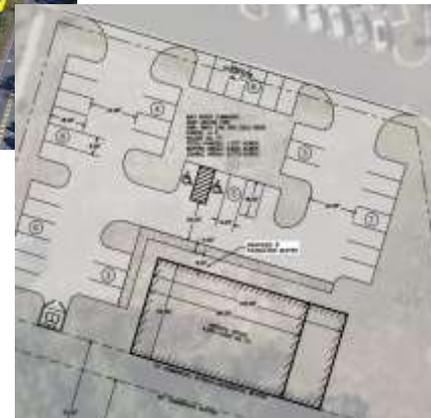
## Beaufort Memorial May River Crossing Primary Care Site

- 1.376 Acres purchased and under Control of BMH
- Planned 5000 sq ft MOB
- Primary Care and diagnostic lab and imaging planned – 4 primary care provider addition
- Total Cost – \$2.5 million in construction and equipment
- 20 jobs created – SWB = \$1.5 million dollars



## Beaufort Memorial Lady's Island Internal Medicine Renovation and Low Country Medical Group Expansion

- Add 4 more Primary Care Providers to Lady's Island and Port Royal
- Renovation of Lady's Island Internal Medicine
- Relocation of specialists to suites within LCMG to expand Primary Care Practice
- Total Cost - \$250,000K



# County Budget Requests



# Beaufort County Physician Needs Analysis

Item 8.

- **Beaufort, St Helena, Port Royal – Population est 73,731**
  - Specialty Physician Need – 12.8 – Pulmonary (2.9), Oncology (1.5), Cardiology (2.3)
  - Surgical Need – 11.8 – general surgery (2.8), Urology (2.0), Plastic Surgery (1.0)
  - Primary Care Need – 14.9 Primary Care Providers
- **Bluffton, Okatie – Population est 75,891**
  - Specialty Need – 18.2 – Gastroenterology (4.0), Cardiology (2.8), Psychiatry (1.7), Pulmonary (1.0)
  - Surgical Need – 13.5 – General Surgery (5.5), Urology (3.4), Otolaryngology (2.8)
  - Primary Care Need – 15.9 Primary Care providers
- **Hilton Head – Population est 41,778**
  - Specialty Need – 12.0 – Gastroenterology (2.0), Pulmonary (1.3), Psychiatry (1.3), Cardiology (1.9), Neurology (1.0)
  - Surgical Need – 11.3 – General Surgery (1.6), Urology (3.7), Ophthalmology (1.7), Otolaryngology (1.0)
  - Primary Care Need – 9.0 Primary Care Providers



# Bluffton Hospital – Ground-Breaking 2025

Item 8.



## Projected Volumes

- 2,600 Admits
- 21,000 ER visits
- 110,000 outpatient visits
- 7,000 surgeries and procedures

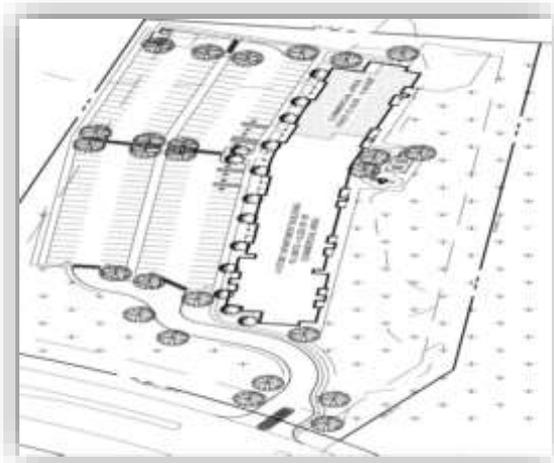
## Bluffton Hospital – Bluffton Regional Medical Center, A Beaufort Memorial Campus

- At the corner of Bluffton and Buckwalter parkway
- 28 Acute Care Beds
- 15 ER Beds, 2 Trauma Rooms, and 6 observation rooms
- 4 Operating Rooms and 2 Procedure Rooms
- Full Imaging Center, Lab, and other Outpatient capabilities
- Designed for Resiliency against natural disasters and climate change - \$2.6 Million Dollar Cost
- Total budget – \$90 Million Dollars
  - \$60 million Construction
  - \$20 million equipment
  - \$10 million professional fees and soft costs
- Total New Jobs Created – 250
- \$16.2 Million in Salaries, wages, benefits



# Affordable Employee Housing Opportunities

Item 8.



## Multi-Family Housing Project at Okatie

- 70 Total Units
- 15 One-Bedroom Units
- 36 Two-Bedroom Units
- 19 Three-Bedroom Units
- Childcare and Primary Care practice on 1<sup>st</sup> floor in mixed use development



## Multi-Family Housing Project at Bluffton

- 120 Total Units
- 30 One-Bedroom Units
- 60 Two-Bedroom Units
- 30 Three-Bedroom Units
- Healthcare facility to include primary care and therapy/rehab care



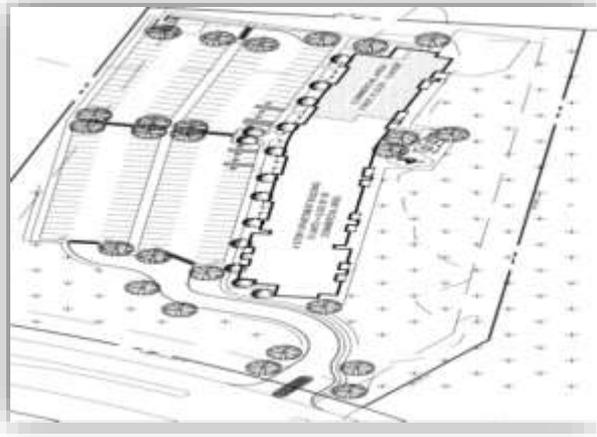
## Townhome/Single Family Home Project at Beaufort

- 29 Total Units
- 25 Two-Bedroom Town Home Units
- 4 Three-Bedroom Single Family Units



# Affordable Employee Housing Project 1

Item 8.



- **Multi-Family Housing Project at Okatie**
  - Public Private Partnership with Woda Cooper Companies
  - BMH has land leased site to Woda Cooper
  - BMH will develop Primary Care practice and 2<sup>nd</sup> affordable childcare Location on first floor in build to suit model
  - Woda Cooper will develop 70 total units; units will range from 60%-80% of the AMI
  - 15 One-Bedroom units
  - 36 Two-Bedroom units
  - 19 Three-Bedroom units
  - Have already applied for to the LIHTC program – 9% tax credit
  - Town of Hardeeville issued letter of support



# Affordable Employee Housing Project 2

Item 8.

## Multi-Family Housing Project at Buckwalter Place

- Public Private Partnership with Woda Cooper Companies
- Partnership with Beaufort County – Beaufort County to land lease to Woda Cooper after purchase of property
- BMH will develop Healthcare services on 1<sup>st</sup> floor of building 1 to include therapy and primary care services – build to suit model
- Woda Cooper will develop 120 total units; units will range from 60%-80% of the AMI
- 30 One-Bedroom units
- 60 Two-Bedroom units
- 30 Three-Bedroom units
- Have already applied for to the LIHTC program – 4% tax credit
- Town of Bluffton has issued letter of support in favor of this project as part of the LIHTC application

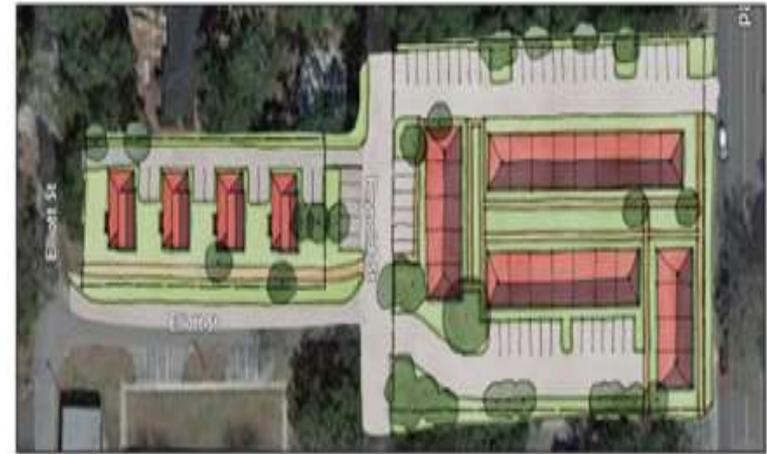


# Affordable Employee Housing Project 3

Item 8.

## Multi-Family Housing Project At Hospital

- BMH Specific Project targeting BMH Employees
- Partnership with Beaufort County – Beaufort County purchased Home from TCL, currently 4 properties vacant and 1 being rented by BMH employee
- 29 Total Units
- 25 Two bedroom Town Home Units
- 4 Three bedroom Single Family Housing Units
- \$8.3 Million Dollar Project Projected - \$285K per unit Cost
- Would not be eligible for any Housing Tax Credits due to location
- Target Rent = \$1,200-\$1,500 per unit



Beaufort Memorial Hospital  
Housing on Reynolds Street



# Beaufort Memorial Previous Funding

Item 8.

1. **\$800,000– Ongoing support of the Emergency Room Indigent Care and Psychiatric Care**
2. **\$1.5 Million – Operational Support of the potential Crisis Stabilization unit embedded in the emergency room to be spread over 3 years in conjunction with state grant to build the unit (ARPA Dollars)**
3. **\$350,000 – BMH PATH program (ARPA Dollars) used for clinical instructor and scholarships for PCT's, Nurses, CMA's and others**



# Beaufort Memorial Budget Request

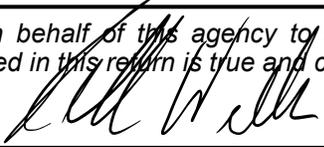
Item 8.

1. **\$800,000 – Ongoing support of the Emergency Room Indigent Care and Psychiatric Care (Unchanged from previous)**
  1. 17% of our ED patients are uninsured (6,105 patients) which represents \$13.4 million in Charity care and Bad debt
    1. BMH pays specialists in on call pay and locums expense \$798,500 and \$795,000 respectively to maintain appropriate ER specialist coverage.
  2. Inpatient Psychiatric Services – BMH roughly loses \$1.67 million per year on in-patient and out-patient psychiatric services. 18% of our Psychiatric In-Patients are unfunded which equates to 105 Inpatients that stay an average of 5.4 days in the hospital. Also helps support the current detention center partnership between BMH and Beaufort County.
2. **\$3,000,000 - for Affordable Housing Projects**
3. **\$10,000,000 Bluffton Hospital**
4. **Total Ask - \$13,800,000**



**ONE VISION.  
ONE PURPOSE.**  
*No Limits.*



Beaufort County FY 2025 Outside Agency Funding Application	
<b>Please return this application with attachments to:</b>	Valerie Althoff, Budget Manager, by March 15, 2024 via email: Valerie.althoff@bcgov.net
<b>Amount of Funding Requested for FY 2025</b>	\$230,000 - State 2% ATAX (est) \$150,000 - Local 3% ATAX
<i>I declare that I am authorized on behalf of this agency to submit this budget request to Beaufort County, and the information provided in this return is true and correct to the best of my knowledge.</i>	
<b>Authorized Signature and Date:</b>	 3-15-24
Organization Name	
Contact Name	
Contact Phone	
Contact e-mail	
Contact Fax	

Please fill out and sign this portion of the form as appropriate indicating contact information, the amount you are requesting and that you have the authority to discuss the budget on behalf of your organization.

*Any incomplete or untimely submissions will not be considered.*

# BEAUFORT COUNTY BUDGET PREPARATION BUDGET NARRATIVE - FY 2024 | 2025

*The Greater Beaufort-Port Royal Convention & Visitors Bureau*

BEAUFORTSC.ORG

VISIT  
**BEAUFORT**  
PORT ROYAL  SEA ISLANDS



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## I. Mission/Scope of Services

The Greater Beaufort-Port Royal CVB (GBPRCVB) serves as the official destination marketing and management organization enhancing Northern Beaufort County's economy by positioning the area as a preferred visitor destination.

The Greater Beaufort-Port Royal CVB (GBPRCVB) serves as the official Destination Marketing Organization (DMO) for the city of Beaufort, the town of Port Royal, and the unincorporated Sea Island regions of northern Beaufort County. We serve to increase awareness of Northern Beaufort County as a vacation, group, meetings, and/or sports tourism destination while fostering visitor product development to enhance the economic growth of the region.

## II. Organizations with Similar Services

The Greater Beaufort-Port Royal CVB (GBPRCVB) and the Hilton Head Chamber of Commerce both serve as the DMOs of Beaufort County with emphasis placed on the geographical location of Northern and Southern Beaufort County. This relationship between the two DMOs and the county has been in place for at least 15 years.

# III. 2023 | 2024 Significant Accomplishments

## BeaufortSC.org



By providing relevant and important information through BeaufortSC.org, the perception of the visitors and the perceived image of our destination changes. The visitors' decision-making process becomes significantly easier when visiting our site. Details on the destination, such as weather conditions, historical importance, attractions & rich culture help them decide to book a vacation.



**1.6 MILLION**  
Total Page Views



**550k**  
New Users



**1:59**  
Avg. Session Duration



**515k**  
Goal Completions



**338k**  
Partner Referrals



### Top Site Pages

1. Homepage
2. Things To Do
3. Places to Stay

# III. 2023 | 2024 Significant Accomplishments (Cont.)

## Visit Beaufort's Social Media Channel Growth

 **182K**  
Total Follower Count

 **130,601**  
Facebook

 **43,546**  
Instagram

 **3,991**  
Twitter

 **1,351**  
Pinterest

 **587**  
TikTok

 **381**  
LinkedIn

 **116**  
YouTube

### TOP POSTS

**Visit Beaufort, Port Royal, and Sea Islands of SC**  
Published by Shawn Hill · April 21

We had the pleasure today to watch the warmup show of the U.S. Navy Blue Angels for this weekends MCAS Beaufort Airshow! You're in for a treat!

Gates open at 9:30am, showtime is 11:30, with the Blue Angels scheduled to take flight around 3pm.

Also, there's an After Party at 6:30pm in Port Royal SC, The Blue Angels will be there for photos, along with music food and a great time for the family.



**142,102**  
Reach

**Visit Beaufort, Port Royal, and Sea Islands of SC**  
Published by Shawn Hill · March 17

Green looks good on us! 🌱  
Happy St. Patrick's Day from Beaufort!



**81,675**  
Reach

**Visit Beaufort, Port Royal, and Sea Islands of SC**  
Published by Shawn Hill · June 5 at 5:59 PM

King Tide @ Sunset  
Hunting Island  
Frances St. Claire



**78,323**  
Reach

# III. 2023 | 2024 Significant Accomplishments (Cont.)

Item 8.

## News Coverage of Note

- **Thrillist:** Tour One of Only Two Kazoo Factories in the US in Beaufort, South Carolina
- **Matador Network:** 9 US Honeymoon Destinations That Are the Most Underrated
- **Travel + Leisure:** This Small Coastal Town in South Carolina Has Charleston-like Charm Without the Crowds
- **AARP:** 5 Romantic Getaways
- **Cary Magazine:** Beautiful Beaufort by the Sea
- **Southern Living:** Best Small Town in South Carolina
- **Men's Journal:** The 4-Day Weekend in South Carolina's Lowcountry



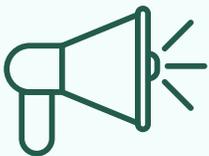
**121**

Stories Placed



**300+ Million**

Reached



**\$3+ Million**

Ad Value



THE SOUTH'S BEST

**The 50 Best Small Towns In The South 2023**

By Southern Living Editors

**14,089**

Leads acquired through Southern Living

CITIES & TOWNS

BY STEPHANIE HUNT

# The Southern CHARMER

Experience the subtle magic of Beaufort, South Carolina



**T**HERE'S A MOMENT at Hunting Island State Park as you're biking along the Lagoon Trail—ocean breezes and intoxicating beach vistas playing peekaboo to your left—when the sandy path turns inland and a sign points to Diamondback Rattlesnake Trail. A good idea? Yes.

"Yes," it turns out, sums up the best way to experience Beaufort, South Carolina, and its environs, including Hunting Island. Yes, the path less taken is an excellent idea, as is the Sweet Tea Float at Scout Southern Market. Spending hours strolling through The Old Point and gazing at historic homes and even older live oaks offers endless enchantment. But with my eyes pooled for rattlers, I was (yep) relieved that the only serpentine thing I discovered was more of the winding trail along old dune ridgelines through a prismatic wonderland.

The trail affirms why Hunting Island, a breathtaking 25-minute drive from Beaufort, is South Carolina's most popular state park. With a dozen similar paths and 5 miles of pristine beach, this place leads you back roots in time through an untouched maritime forest with towering pines and oaks peering soaring overhead as well as magnolias and saw palmettos tangled with yucca bolles and wax myrtles in the dense understory. Here you breathe deeper and look more closely. Life slows down, and a sense of awe percolates up.

Take a seat on one of the bench swings at Beaufort's Waterfront Park. Wide and welcoming, they move back and forth in a rhythmic hallelujah. You can't help relaxing, especially if you happen to catch a sunset or tune into the soft lapping of the Beaufort River against the floating dock, hearing the jingling clink of pulleys against sailboat masts—a mariner's wind chime.

photography by PETER FRANK EDWARDS

SOUTHERN LIVING 93



**FROM LEFT TO RIGHT:** At Hunting Island State Park, you can explore a maritime forest of pines and palmettos or hit the beach for wind-swept dunes. Climb 167 steps to reach the observation deck at the top of Hunting Island's lighthouse.

CITIES & TOWNS



**CLOCKWISE FROM TOP LEFT:** Harbor views from Bay Street; historic Craven Street; Lowcountry Produce Kitchen, with breakfast all day; a slice of the sweet life from Beaufort's upscale Salties River Grill, located on the water

Waterfront Park showcases the smart civic planning that makes Beaufort such a delight. The town's best vistas are protected and preserved. There are thoughtful amenities (parking, public bathrooms, an amphitheater, picnic tables, and plenty of green lawn for kids and dogs to play on). Plus it's all conveniently adjacent to an exciting array of restaurants, coffee shops, and stores along Bay Street. What better nightcap than to sit and sipping a spell after enjoying grilled scallops or top-notch sushi at Salties River Grill?

Beaufort is subtitled in the best possible way. She has the same deep history

and stunning architecture that her nearby sisters, Charleston and Savannah, are celebrated for, but she's fine staying slightly out of the limelight. Wise and mature, Beaufort wears her age like the badge of honor it is. Her Lowcountry aura feels elemental, with more patina and less pomp. Along Short Street at the edge of The Old Point, moss-beaped limbs cradle historic mansions. Beaufort's treescape shows of grandeur in whatever language oaks speak. Gardens and yards aren't so much manicured as they are magical. It's easy to see why Hollywood frequently comes calling to starwell at the Beaufort

lan features posters from major motion pictures (filmed here). Longtime resident Pat Canzary was so witten that he wrote, "When I came to Beaufort I had struck upon a land so beautiful I had to hunt for other words."

Not far from Short Street, the First African Baptist Church, a Gothic Revival gem built by freedmen in 1865, bears witness to Beaufort's African American, Gullah, and Reconstruction-era history. "Robert Smalls was a member here. This document notes his Sunday school attendance and that he put a few cents in the offering plate," says the Rev. Alexander McBride, a jovial former mariner and the church's pastor of almost 20 years, pointing to framed, yellowing pages hanging behind the sanctuary. A statue of Smalls, an enslaved crewman who heroically commandeered a Confederate ship and later served as a U.S. Congressman, is less than a mile away at Tabernacle Baptist Church, where a monument to Harriet Tubman is also planned.



## Dive Into Beaufort

### STAY

**Anchorage 1770**  
Boutique hotel in an 18th-century mansion with fine dining at the Ribault Social Club

**The Beaufort Inn**  
Historic main inn plus several cottages clustered around a courtyard

### EAT & DRINK

**Breakfast**  
**Blackstone's Café**  
Classic diner-like options

**Common Ground**  
Coffee, lattes, baked goods, and sandwiches

**Lunch/Desserts**  
**Lowcountry Produce Kitchen**  
Locally sourced salads and sandwiches and a legendary omelets pie

**Chapman's Grocer**  
Grab-and-go items plus beer, wine, and snacks

**Dinner**  
**Salties River Grill**  
Fine dining with fresh



local seafood, Southern fare, steaks, sushi, and a well-curated wine list

**Old Bull Tavern**  
Gastropub featuring a lively bar scene and a larly shank that does not disappoint

**SHOP**  
**Scout Southern Market**  
Unique gifts and home goods as well as delicious treats like the famous float at the Sweet Tea Bar

**Bachelorette HW Antiques**  
Offering treasures galore

**Cabana22**  
Coastal-chic boutique

**The Chocolate Tree**  
Confections such as fudge, truffles, and peanut brittle

**Legacy Art Gallery**  
Gullah-inspired works

**DISCOVER**  
**Hunting Island**  
**St. Phillips Island**  
**Pat Canzary Literary Center**  
**Coastal Expeditions**  
**Reconstruction Era**  
**Norfolk Historic Park**  
**Spanish Moss Trail**  
**Craven Street** on route to **The Old Point** to explore historic neighborhoods

### TOP 20 SMALL TOWNS

1. Beaufort, South Carolina
2. Williamsburg, Virginia
3. Fairhope, Alabama
4. Fredericksburg, Texas
5. Beaufort, North Carolina
6. Stuart, Florida

7. Leipers Fork, Tennessee
8. Natchez, Mississippi
9. Decatur, Georgia
10. Aiken, South Carolina
11. Paducah, Kentucky
12. Travelers Rest, South Carolina
13. LaGrange, Georgia

14. Wetumpka, Alabama
15. Lewes, Delaware
16. Covington, Louisiana
17. St. Francisville, Louisiana
18. Pawhuska, Oklahoma
19. Easton, Maryland
20. Lewisburg, West Virginia

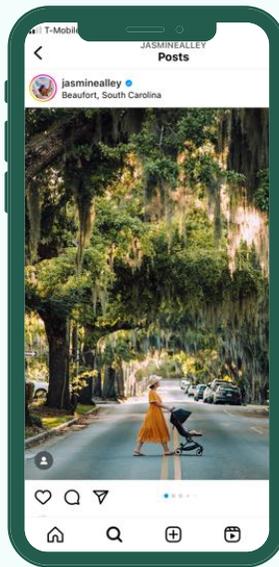


**CLOCKWISE FROM TOP RIGHT:** A rooftop sunset at Anchorage 1770; Scout Southern Market owner Ann Higgins at her beloved Sweet Tea Bar; Salties River Grill, where the scenic setting rivals the exceptional food and drink

# III. 2023 | 2024 Significant Accomplishments (Cont.)

## Influencer Recap

At a time when social networks are omnipresent in our daily lives, travel influencers are becoming the new gurus of the tourism sector. Instagram, TikTok, Blog or YouTube are the tools that allow them to make us dream of a destination through photos, videos and texts, each more inspiring than the last. Influencers allow us to leverage their social media presence and word-of-mouth marketing tactics to promote our destination to younger generations while also allowing us to save money on content creation.



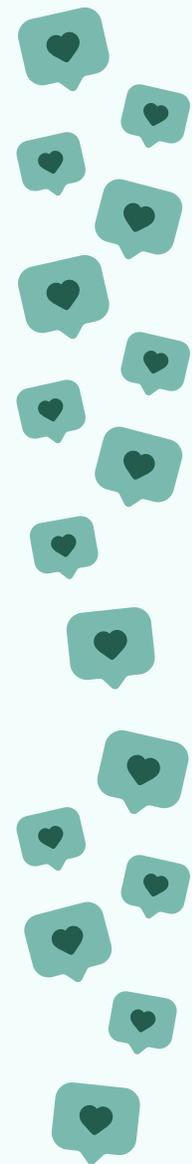
61  
Stories  
Pitched

22  
Visits  
Assessed



9  
Influencers  
Visits

5  
Media  
Visits



### III. 2023 | 2024 Significant Accomplishments (Cont.)

## Digital Marketing Report

#### The increased ROI of paid advertising

Visit Beaufort, Port Royal & Sea Islands promotes Northern Beaufort County as a leisure travel, group, sports and meetings destination. Our strategies target vacationers, meeting planners, influencers, domestic group tour operators, and travel trade professionals. Targeting core audience segments, our paid media efforts continue to increase overnight visitation and extend visitors' length of stay in Beaufort, South Carolina.



**7+ Million**  
Impressions



**221K+**  
Clicks



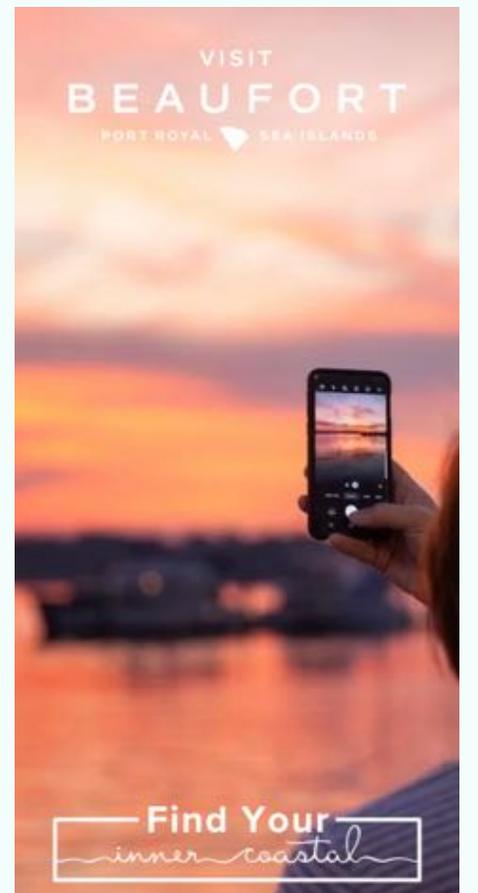
**115K+**  
Engagements



**4%**  
Average Click Through Rate



**\$5**  
Average Cost Per Conversion

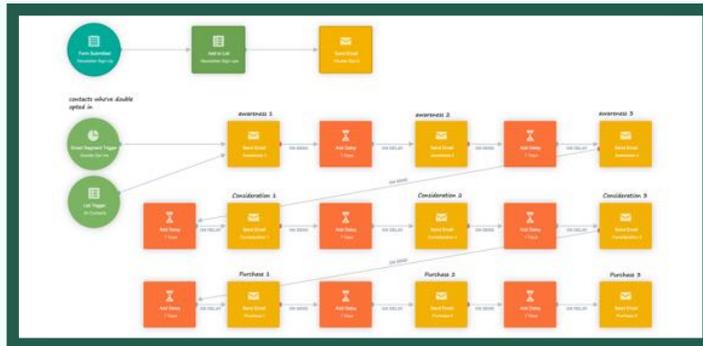


# III. 2023 | 2024 Significant Accomplishments (Cont.)

## Leisure Email Newsletter

Visit Beaufort's newsletter uses a funnel system to turn warm leads into conversions. This funnel includes 9 emails sent over a 60-day period with 3 different email groups: Awareness, Consideration, and Purchase.

  
**16K+**  
Emails Sent



**50%**  
Open Rate

**15%**  
Click Rate

**.8%**  
Unsubscribe Rate

## Weekly Partner Email Newsletter

Visit Beaufort's weekly partner newsletter is sent out every week to keep our partners and stakeholders up to date on the newest travel trends by collecting data from Smith Travel Research and Key Data.

  
**10K+**  
Emails Sent

**29%**  
Open Rate

**6%**  
Click Rate

**21%**  
Click-Through Rate

(Cont.)

## The Inner Coastal Podcast

What the Inner Coastal podcast tells the world about the Lowcountry of South Carolina is something anyone who has walked our historic streets or strolled our pristine shores knows in their heart: This is a coastal destination that changes you—and stays with you long after you leave.



**80 Episodes**

And Counting



**8,914**

All Time Listens



**51%**

Female



**46%**

Ages 45-59



**54%**

Apple Podcasts



**81%**

Mobile Listens



**2 Awards Won**

Gold for Branded Series & Distinction

Silver for Individual Episodes



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## IV. Service Delivery Goals or Objectives

Our area is dependent on a strong and vibrant tourism economy to sustain the economic stability of the region. 2023 has seen our area not only gain some market share but also retain some of the gains from previous years due to last couple of years expanded marketing programs. The DMO continues to see research that indicates that visitors are seeking out outdoor activities, coastal destinations as well as trips that fit within the overall well being of the family dynamic.

Our advertising objective for the coming year is to continue to find and reach travel intenders who are likely looking or planning for a coastal destination visit and drive them to inquire about Beaufort, Port Royal and the Sea Islands.

Campaign Tactics: Integrated campaign to include paid print media, online, social media and public relations. It is designed to showcase the Beaufort area as more than a coastal destination by using a wide range of media vehicles and tactics to speak to our audience when they are dreaming of escape, receptive to travel inspiration and planning their next vacation.

Our research continues to indicate the top four interest areas that captivate visitors throughout Northern Beaufort County are History, Arts, Cuisine & Outdoor Adventure. Our marketing initiatives allow us to target our core demographic with the appropriate creative. Here is the marketing plan:

- **Online (both search and web banners, behavioral targeting, lead generation)**
- **Print**
- **Social Media**
- **SEO**

---

## V. Justification for Increased Funding

The funding structure that has been established over the last decade has been a revenue share designed by the State Accommodations Tax code. As tax collections increase, the DMO receives that portion of increase through its normal appropriations. Over the years there has been discussion about transforming the local accommodations tax ordinance to reflect a similar format, but has not advanced beyond the conversation.

## VI. Contingent Strategy if there is no additional funding granted or is reduced

Quite simply, our ability to promote Northern Beaufort County would be impaired with the chances of additional revenue growth for both state and local accommodation tax being dramatically impacted.

## VII. Outputs, Outcomes, or Measures

The GBPRCVB's marketing plan and initiatives include several strategies and tactics to attract visitors to Northern Beaufort County. Each tactic must be measurable to ensure each tactic's effectiveness. To continue as a fully accountable and transparent organization, the below information includes annual tracking initiatives and overall success metrics.

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## VII. Outputs, Outcomes, or Measures (Cont.)

**Occupancy/Smith Travel Report** – The GBPRCVB – in partnership with area hotels – subscribes to the monthly Smith Travel Report, which tracks and reports data for the hotel industry including occupancy, average daily rate, supply and demand for lodging businesses in Beaufort and Port Royal. This report allows us to monitor expected occupancy rates, based on historical data, and track actual occupancy rates to measure the impact and effectiveness of our marketing efforts. We also pull short term rental data from Key Data, to provide a very similar report to that of Smith Travel Research.

**Website Statistics** – Through Google Analytics/G4, we report traffic to our site on a monthly basis, the most recent report is included with this application, with a preview below. Google Analytics allows us to track detailed information about site visitors, including their city and state, how much time they spend on the site and what pages they view.

**Public Relations** – The GBPRCVB leverages a robust public relations database and monitoring service to meticulously track and assess the coverage our area receives. This invaluable tool also provides us with the most current contact information for media outlets and continuously updated travel writer editorial calendars. This, in turn, empowers us to strategically "pitch" the Beaufort area whenever it aligns with their specific focus or interests.

**Research at Festivals/Events/Attractions** – In the past, we collaborated with the University of South Carolina Beaufort's Hospitality Program to conduct surveys among attendees at major events and festivals, including the Film Festival. Presently, we collaborate with our Zartico Data Team to define key success metrics, such as Visitor Spending Lift, Overnight Stays, and Economic Impact (when data is available). This data-driven approach enhances our understanding of the impact these events have on our area.

## VII. Outputs, Outcomes, or Measures (Cont.)

### Who is visiting our site?

Northern Beaufort County is a popular vacation destination known for its warm weather, beautiful beaches, and fun activities. Our area attracts a diverse range of visitors, but it is particularly popular among families, beach enthusiasts, history buffs and many more. Overall, Beaufort offers something for everyone and attracts visitors of all ages and interests.



**57%**  
Female



**43%**  
Male



VISIT  
**BEAUFORT**  
PORT ROYAL  SEA ISLANDS

701 Craven Street  
Beaufort, SC 29902  
843.525.8500

BeaufortSC.org



*inner coastal*

**Greater Beaufort-Port Royal Convention and Visitors Bureau**

Annual Financial Report

June 30, 2022

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**ROGER K. ELLIOTT, CPA, PC**  
Certified Public Accountant  
1631 Paris Ave.  
PO Box 393  
Port Royal, SC 29935  
843-470-8457

*INDEPENDENT AUDITOR'S REPORT*

To the Board of Directors  
Greater Beaufort-Port Royal Convention and Visitors Bureau  
Beaufort, South Carolina

*REPORT ON THE FINANCIAL STATEMENTS*

We have audited the accompanying financial statements of the Greater Beaufort-Port Royal Convention and Visitors Bureau, which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, and of cash flows for the year then ended, and the related notes to financial statements.

*Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

*Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Greater Beaufort-Port Royal Convention and Visitors Bureau, as of June 30, 2022, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

We have previously audited the Greater Beaufort-Port Royal Convention and Visitors Bureau's June 30, 2021, financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated September 29, 2021. In our opinion, the summarized information presented herein as of and for the year ended June 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Roger K. Elliott CPA, DC*

December 14, 2022

**Greater Beaufort-Port Royal Convention and Visitors Bureau**  
**Statement of Financial Position**  
**June 30, 2022**  
*(With Comparative Totals for 2021)*

<b>ASSETS</b>	<b>2022</b>	<b>2021</b>
<b>Current Assets</b>		
Cash in Bank - Operating	\$ 224,021	\$ 209,462
Cash in Bank - Reserve	165,760	169,069
Cash in Bank - Held for Others (See note 4)	399,604	215,559
Accounts Receivable	153,000	32,172
Prepays	-	739
Visitor Center Inventory	5,948	7,083
<b>Total Current Assets</b>	<b>948,333</b>	<b>634,084</b>
<b>Fixed Assets</b>		
Furniture & Equipment	4,137	4,137
Accumulated Depreciation	(4,137)	(4,137)
<b>Total Fixed Assets</b>	<b>-</b>	<b>-</b>
<b>Total Assets</b>	<b>\$ 948,333</b>	<b>\$ 634,084</b>
<b>LIABILITIES and NET ASSETS</b>		
<b>Current Liabilities</b>		
Accounts Payable	\$ 43,073	\$ 39,217
Due to History Museum	13,683	6,686
Funds Held for Others (See note 4)	399,604	215,559
Other Liabilities	12,208	2,236
<b>Total Current Liabilities</b>	<b>468,568</b>	<b>263,698</b>
<b>Long Term Liabilities</b>	<b>-</b>	<b>-</b>
<b>Total Liabilities</b>	<b>468,568</b>	<b>263,698</b>
<b>Net Assets</b>		
Net Assets without Restrictions	479,765	370,386
Net Assets with Restrictions	-	-
<b>Total Net Assets</b>	<b>479,765</b>	<b>370,386</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 948,333</b>	<b>\$ 634,084</b>

**Greater Beaufort-Port Royal Convention and Visitors Bureau**  
**Statement of Activities**  
**For the Year Ended June 30, 2022**  
*(With Comparative Totals for 2021)*

	<u>2022</u>	<u>2021</u>
<b>Revenue</b>		
Government Grants	\$ 1,153,734	\$ 995,117
Marketing Sales	35,325	37,550
Visitor Center Sales	41,552	32,715
Miscellaneous Income	36,095	65,945
<b>Total income</b>	<u>1,266,706</u>	<u>1,131,327</u>
Less cost of sales visitor center	11,536	12,610
<b>Net Profit (loss)</b>	<u>1,255,170</u>	<u>1,118,718</u>
<b>Expenses</b>		
Salaries and Wages	312,915	304,405
Payroll Taxes	19,298	22,600
Workers Compensation	1,108	1,129
Employee Benefits	29,950	16,840
Supplies	10,311	6,319
Postage and Shipping	2,236	12,311
Printing	12,846	5,591
Advertising	514,723	465,231
Telephone	6,819	5,674
Business Liability Insurance	958	3,495
Travel & Tradeshow	66,126	29,178
Dues & Subscriptions	9,789	2,595
Staff Development	3,412	1,447
Fees and Service Charges	7,859	4,758
Occupancy Expenses	45,862	30,095
Equipment Maintenance and Service	8,761	12,580
Contract Services/Professional Fees	68,235	52,559
Promotional Items	931	2,789
Ad Production/Graphic Design	-	70,233
Booking Engine	795	750
Other Expenses	23,155	12,860
<b>Total expenses</b>	<u>1,146,088</u>	<u>1,063,440</u>
<b>Change in net assets</b>	109,083	55,278
<b>Net assets without restrictions, beginning of year</b>	370,684	315,406
<b>Net assets without restrictions, end of year</b>	<u>\$ 479,765</u>	<u>\$ 370,684</u>

**Greater Beaufort-Port Royal Convention and Visitors Bureau**  
**Statement of Cash Flows**  
**For the Year Ended June 30, 2022**  
*(With Comparative Totals for 2021)*

	2022	2021
<b>OPERATING ACTIVITIES</b>		
Increase (Decrease) in net assets	\$ 109,081	\$ 55,277
Adjustments to reconcile change in net assets to cash		
Provided by (used in) operating activities		
Depreciation	-	-
(increase) decrease in inventory	1,956	1,615
(increase) decrease in prepaids	-	856
(Increase) decrease in accounts receivable	(95,048)	(40,000)
Increase (decrease) in accounts payable	39,090	(6,453)
Increase (decrease) in funds held for others	122,924	68,693
(Increase) decrease in other liabilities	17,292	(441)
Increase (decrease) in other assets	-	-
Net cash provided by operating activities	<u>195,295</u>	<u>79,547</u>
<b>INVESTING ACTIVITIES</b>		
Net cash used by investing activities	<u>-</u>	<u>-</u>
<b>Net increase in cash and cash equivalents</b>	\$ 195,295	\$ 79,547
<b>Cash and cash equivalents as of beginning of year</b>	594,090	514,543
<b>Cash and cash equivalents as of end of year</b>	<u>\$ 789,385</u>	<u>\$ 594,090</u>
<b>Summary of Cash Accounts</b>		
Cash in Bank - Operating	\$ 224,021	\$ 209,462
Cash in Bank - Reserve	165,760	169,069
Cash in Bank - Held for Others (See note 4)	399,604	215,559
Total	<u>\$ 789,385</u>	<u>\$ 594,090</u>
<b>Supplementary Information</b>		
Cash paid for interest expense	<u>None</u>	<u>None</u>
Cash paid for income taxes	<u>None</u>	<u>None</u>

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2022**  
*(With Comparative Totals for 2021)*

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of Organization**

The Greater Beaufort-Port Royal CVB is the Designated Marketing Organization (DMO) for the City of Beaufort, the Town of Port Royal and the unincorporated Sea Island regions of northern Beaufort County. The CVB produces official travel and tourism information and implements a strategic tourism promotion program to increase awareness of Northern Beaufort County as a vacation, group, meetings and/or sports tourism destination, while fostering visitor product development to enhance the economic growth of the region.

**Financial Statement Presentation**

Contributions received are recorded as restricted or without restrictions, depending on the existence and/or nature of any donor restriction. Support that is restricted by the donor is reported as an increase in net assets without restrictions if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with restrictions, depending on the nature of the restriction. When a restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets are reclassified to net assets without restrictions and reported in the statement of activities as net assets released from restrictions.

**Principles of Accounting**

The financial statements of the organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and liabilities.

**Contributed Services**

No amounts are reflected in the statements for donated services unless the services received increase non-financial assets or require specialized skills that would typically have to be purchased if not provided by the donation.

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2022**  
*(With Comparative Totals for 2021)*

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Inventory**

Inventory consists of merchandise and brochures, postcards, and books held for sales at the Visitor Center. The Visitor Center also sells items on a consignment basis, which are not included in inventory. Inventory values are calculated at lower of cost or market using the first-in, first-out cost method.

**Property and Equipment**

Acquisitions of property and equipment in excess of \$1,000 are capitalized. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over the asset's estimated useful life as follows:

Building renovations	15 years
Office furniture and equipment	3 to 7 years

**Cash and Cash Equivalents**

For purposes of the Statement of Cash Flows, cash equivalents include time deposits, certificates of deposit and all highly liquid debt instruments with original maturities of three months or less.

**Income Taxes**

The organization is a not-for-profit corporation as described in Section 501(C)(3) of the Internal Revenue Code and is exempt from both federal and state income taxes.

**Uncertain Tax Positions**

The organization is exempt from federal income tax under Section 501(C)(3) of the Internal Revenue Code. The organization follows FASB ASC 740, Income Taxes, which clarify the accounting for uncertainty in income taxes by prescribing the recognition threshold a tax position is required to meet before being recognized in the financial statements. It also provides guidance on derecognition, classification, interest and penalties, accounting in

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2022**  
*(With Comparative Totals for 2021)*

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

interim period, disclosure and transition. Management believes the organization is no longer subject to income tax examination by the federal authorities for tax years before 2017.

**Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America require management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**NOTE 2 – CASH AND CASH EQUIVALENTS**

The organization maintains its cash balances with local regional financial institutions. Bank balances are secured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000.

**NOTE 3 – TEMPORARILY RESTRICTED NET ASSETS**

**Designated Marketing Operation**

The organization separately accounts for the proceeds from grant awards and allocations of accommodations tax funds that are restricted for various purposes. The organization receives a 30% allocation of accommodations taxes collected in the local area by the State and passed through Beaufort County and the City of Beaufort. The organization also received allocation of 4% from the local hospitality tax on restaurant revenues collected by the City of Beaufort. These revenues are all restricted to the organization's marketing and advertising program. Beginning in fiscal year 2015, the operations of the Visitor Center and the Marketing and Advertising have been consolidated into the Public Funds Advertising Program because the revenues and expenses of these activities have been deemed to be a function of the Public Funds Advertising Programs. Therefore, all revenues and expenses generated by the Public Funds are considered temporarily restricted for the Designated Marketing Operation (DMO).

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2022**  
*(With Comparative Totals for 2021)*

**Note 4 – Cash in Bank – Held for Others**

The organization is holding funds other organizations in bank accounts on June 30, 2022 as follows:

Destination Marketing Fund	\$ 338,079
Festival Account	34,344
Beaufort Sports Council	<u>27,181</u>
Total	<u>\$ 339,604</u>

These funds are recorded on the Statement of Financial Position at June 30, 2022 as an asset - Cash in Bank – Held for Others and a liability – Funds held for others.

**Note 5 – SUBSEQUENT EVENTS**

Subsequent events have been reviewed through December 14, 2022, the report issuance date. As of this date, there are no subsequent events to report.

# **Greater Beaufort-Port Royal Convention and Visitors Bureau**

Annual Financial Report

June 30, 2023

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**ROGER K. ELLIOTT, CPA, PC**  
Certified Public Accountant  
1631 Paris Ave.  
PO Box 393  
Port Royal, SC 29935  
843-470-8457

*INDEPENDENT AUDITOR'S REPORT*

To the Board of Directors  
Greater Beaufort-Port Royal Convention and Visitors Bureau  
Beaufort, South Carolina

*REPORT ON THE FINANCIAL STATEMENTS*

We have audited the accompanying financial statements of the Greater Beaufort-Port Royal Convention and Visitors Bureau, which comprise the statement of financial position as of June 30, 2023, and the related statements of activities, and of cash flows for the year then ended, and the related notes to financial statements.

*Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

*Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

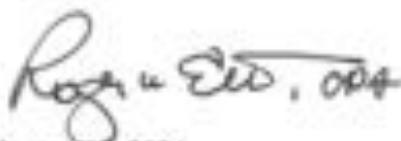
An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Greater Beaufort-Port Royal Convention and Visitors Bureau, as of June 30, 2023, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

We have previously audited the Greater Beaufort-Port Royal Convention and Visitors Bureau's June 30, 2022, financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 14, 2022. In our opinion, the summarized information presented herein as of and for the year ended June 30, 2022, is consistent, in all material respects, with the audited financial statements from which it has been derived.



February 17, 2024

**Greater Beaufort-Port Royal Convention and Visitors Bureau**  
**Statement of Financial Position**  
**June 30, 2023**  
*(With Comparative Totals for 2022)*

<b>ASSETS</b>	<b>2023</b>	<b>2022</b>
<b>Current Assets</b>		
Cash in Bank - Operating	\$ 258,532	\$ 224,021
Cash in Bank - Reserve	165,919	165,760
Cash in Bank - Held for Others (See note 4)	61,555	399,604
Accounts Receivable	274,766	153,000
Visitor Center Inventory	3,443	5,948
<b>Total Current Assets</b>	<b>764,215</b>	<b>948,333</b>
<b>Fixed Assets</b>		
Furniture & Equipment	4,137	4,137
Accumulated Depreciation	(4,137)	(4,137)
<b>Total Fixed Assets</b>	<b>-</b>	<b>-</b>
<b>Total Assets</b>	<b>\$ 764,215</b>	<b>\$ 948,333</b>
<b>LIABILITIES and NET ASSETS</b>		
<b>Current Liabilities</b>		
Accounts Payable	\$ 73,952	\$ 43,073
Due to History Museum	10,392	13,683
Funds Held for Others (See note 4)	61,555	399,604
Other Liabilities	20,610	12,208
<b>Total Current Liabilities</b>	<b>166,509</b>	<b>468,568</b>
<b>Long Term Liabilities</b>		
<b>Total Liabilities</b>	<b>166,509</b>	<b>468,568</b>
<b>Net Assets</b>		
Net Assets without Restrictions	597,706	479,765
Net Assets with Restrictions	-	-
<b>Total Net Assets</b>	<b>597,706</b>	<b>479,765</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 764,215</b>	<b>\$ 948,333</b>

**Greater Beaufort-Port Royal Convention and Visitors Bureau**  
**Statement of Activities**  
**For the Year Ended June 30, 2023**  
*(With Comparative Totals for 2022)*

	<u>2023</u>	<u>2022</u>
<b>Revenue</b>		
Government Grants	\$ 1,263,833	\$ 1,153,734
Marketing Sales	17,425	35,325
Visitor Center Sales	50,853	41,552
Miscellaneous Income	35,741	36,095
<b>Total income</b>	<u>1,367,851</u>	<u>1,266,706</u>
Less cost of sales visitor center	9,512	11,536
<b>Net Profit (loss)</b>	<u>1,358,339</u>	<u>1,255,170</u>
<b>Expenses</b>		
Salaries and Wages	377,923	312,915
Payroll Taxes	28,229	19,298
Workers Compensation	1,231	1,108
Employee Benefits	52,038	29,950
Supplies	9,725	10,311
Postage and Shipping	3,511	2,236
Printing	2,249	12,846
Advertising	491,225	514,723
Telephone	6,909	6,819
Business Liability Insurance	856	958
Travel & Tradeshow	75,353	66,126
Dues & Subscriptions	13,744	9,789
Staff Development	1,366	3,412
Fees and Service Charges	8,847	7,859
Occupancy Expenses	46,509	45,862
Equipment Maintenance and Service	9,218	8,761
Contract Services/Professional Fees	108,285	68,235
Promotional Items	1,258	931
Booking Engine	-	795
Other Expenses	3,312	21,767
<b>Total expenses</b>	<u>1,241,786</u>	<u>1,144,700</u>
<b>Change in net assets</b>	116,553	110,469
<b>Net assets without restrictions, beginning of year</b>	481,153	370,684
<b>Net assets without restrictions, end of year</b>	<u>\$ 597,706</u>	<u>\$ 481,153</u>

**Greater Beaufort-Port Royal Convention and Visitors Bureau**  
**Statement of Cash Flows**  
**For the Year Ended June 30, 2023**  
*(With Comparative Totals for 2022)*

	2023	2022
<b>OPERATING ACTIVITIES</b>		
Increase (Decrease) in net assets	\$ 116,553	\$ 109,081
Adjustments to reconcile change in net assets to cash Provided by (used in) operating activities		
Depreciation	-	-
(Increase) decrease in inventory	2,005	1,956
(Increase) decrease in prepaids	-	-
(Increase) decrease in accounts receivable	(121,266)	(95,048)
Increase (decrease) in accounts payable	32,268	39,090
Increase (decrease) in funds held for others	(336,444)	122,924
(Increase) decrease in other liabilities	3,505	17,292
Net cash provided by operating activities	<u>(303,379)</u>	<u>195,295</u>
<b>INVESTING ACTIVITIES</b>		
Net cash used by investing activities	<u>-</u>	<u>-</u>
<b>Net increase in cash and cash equivalents</b>	\$ (303,379)	\$ 195,295
<b>Cash and cash equivalents as of beginning of year</b>	<u>789,385</u>	<u>594,090</u>
<b>Cash and cash equivalents as of end of year</b>	<u>\$ 486,006</u>	<u>\$ 789,385</u>
<b>Summary of Cash Accounts</b>		
Cash in Bank - Operating	\$ 258,532	\$ 224,021
Cash in Bank - Reserve	165,919	165,760
Cash in Bank - Held for Others (See note 4)	61,555	399,604
Total	<u>\$ 486,006</u>	<u>\$ 789,385</u>
<b>Supplementary Information</b>		
Cash paid for interest expense	<u>None</u>	<u>None</u>
Cash paid for income taxes	<u>None</u>	<u>None</u>

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU  
NOTES TO FINANCIAL STATEMENTS**

**JUNE 30, 2023**

*(With Comparative Totals for 2022)*

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of Organization**

The Greater Beaufort-Port Royal CVB is the Designated Marketing Organization (DMO) for the City of Beaufort, the Town of Port Royal and the unincorporated Sea Island regions of northern Beaufort County. The CVB produces official travel and tourism information and implements a strategic tourism promotion program to increase awareness of Northern Beaufort County as a vacation, group, meetings and/or sports tourism destination, while fostering visitor product development to enhance the economic growth of the region.

**Financial Statement Presentation**

Contributions received are recorded as restricted or without restrictions, depending on the existence and/or nature of any donor restriction. Support that is restricted by the donor is reported as an increase in net assets without restrictions if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with restrictions, depending on the nature of the restriction. When a restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets are reclassified to net assets without restrictions and reported in the statement of activities as net assets released from restrictions.

**Principles of Accounting**

The financial statements of the organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and liabilities.

**Contributed Services**

No amounts are reflected in the statements for donated services unless the services received increase non-financial assets or require specialized skills that would typically have to be purchased if not provided by the donation.

**REATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023**  
*(With Comparative Totals for 2022)*

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Inventory**

Inventory consists of merchandise and brochures, postcards, and books held for sales at the Visitor Center. The Visitor Center also sells items on a consignment basis, which are not included in inventory. Inventory values are calculated at lower of cost or market using the first-in, first-out cost method.

**Property and Equipment**

Acquisitions of property and equipment in excess of \$1,000 are capitalized. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over the asset's estimated useful life as follows:

Building renovations	15 years
Office furniture and equipment	3 to 7 years

**Cash and Cash Equivalents**

For purposes of the Statement of Cash Flows, cash equivalents include time deposits, certificates of deposit and all highly liquid debt instruments with original maturities of three months or less.

**Income Taxes**

The organization is a not-for-profit corporation as described in Section 501(C)(3) of the Internal Revenue Code and is exempt from both federal and state income taxes.

**Uncertain Tax Positions**

The organization is exempt from federal income tax under Section 501(C)(3) of the Internal Revenue Code. The organization follows FASB ASC 740, Income Taxes, which clarify the accounting for uncertainty in income taxes by prescribing the recognition threshold a tax position is required to meet before being recognized in the financial statements. It also provides guidance on derecognition, classification, interest and penalties, accounting in

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2023**  
*(With Comparative Totals for 2022)*

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

interim period, disclosure and transition. Management believes the organization is no longer subject to income tax examination by the federal authorities for tax years before 2017.

**Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America require management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**NOTE 2 – CASH AND CASH EQUIVALENTS**

The organization maintains its cash balances with local regional financial institutions. Bank balances are secured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000.

**NOTE 3 – TEMPORARILY RESTRICTED NET ASSETS**

**Designated Marketing Operation**

The organization separately accounts for the proceeds from grant awards and allocations of accommodations tax funds that are restricted for various purposes. The organization receives a 30% allocation of accommodations taxes collected in the local area by the State and passed through Beaufort County and the City of Beaufort. The organization also received allocation of 4% from the local hospitality tax on restaurant revenues collected by the City of Beaufort. These revenues are all restricted to the organization's marketing and advertising program. Beginning in fiscal year 2015, the operations of the Visitor Center and the Marketing and Advertising have been consolidated into the Public Funds Advertising Program because the revenues and expenses of these activities have been deemed to be a function of the Public Funds Advertising Programs. Therefore, all revenues and expenses generated by the Public Funds are considered temporarily restricted for the Designated Marketing Operation (DMO).

GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU  
NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2023

(With Comparative Totals for 2022)

**Note 4 – Cash in Bank – Held for Others**

The organization is holding funds other organizations in bank accounts on June 30, 2023 as follows:

Festival Account	<u>\$ 61,554</u>
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**Note 5 – SUBSEQUENT EVENTS**

Subsequent events have been reviewed through February 17, 2024, the report issuance date. As of this date, there are no subsequent events to report.

**Greater Beaufort-Port Royal CVB**  
**Profit and Loss by Class**  
 July 2021 - June 2022

	BEAUFORT COUNTY	BFT COUNTY GRANT	Total BEAUFORT COUNTY	Total OTHER FUDNING	TOTAL
<b>Income</b>					
<b>40000 - REVENUES</b>					
<b>43000 - GOVERNMENT SUPPORT/GRANTS</b>					
<b>43200 - DMO Funding</b>					
43210 - County DMO Funding	\$ 213,072.00		\$ 213,072.00		\$ 213,072.00
<b>Total 43200 - DMO Funding</b>	<b>\$ 213,072.00</b>		<b>\$ 213,072.00</b>	<b>\$ 228,404.64</b>	<b>\$ 441,476.64</b>
43300 - OTHER ATAX FUNDING	\$ 150,000.00		\$ 150,000.00		\$ 150,000.00
<b>43500 - GRANTS</b>					
43510 - COUNTY ATAX GRANT		\$ 175,000.00	\$ 175,000.00		\$ 175,000.00
<b>Total 43500 - GRANTS</b>	<b>\$ 0.00</b>	<b>\$ 175,000.00</b>	<b>\$ 175,000.00</b>	<b>\$ 288,530.14</b>	<b>\$ 463,530.14</b>
<b>Total 43000 - GOVERNMENT SUPPORT/GRANTS</b>	<b>\$ 363,072.00</b>	<b>\$ 175,000.00</b>	<b>\$ 538,072.00</b>	<b>\$ 647,834.09</b>	<b>\$ 1,185,906.09</b>
<b>Total 44000 - MARKETING SALES</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 35,325.00</b>	<b>\$ 35,325.00</b>
<b>Total 45000 - OTHER SALES</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 27,015.56</b>	<b>\$ 27,015.56</b>
<b>49900 - MISCELLANEOUS INCOME</b>				\$ 34,471.18	\$ 34,471.18
<b>Total 40000 - REVENUES</b>	<b>\$ 363,072.00</b>	<b>\$ 175,000.00</b>	<b>\$ 538,072.00</b>	<b>\$ 744,645.83</b>	<b>\$ 1,282,717.83</b>
<b>Expenses</b>					
<b>Total 50000 - PERSONNEL EXPENSES</b>	<b>\$ 172,470.87</b>	<b>\$ 0.00</b>	<b>\$ 172,470.87</b>	<b>\$ 190,800.13</b>	<b>\$ 363,271.00</b>
<b>60000 - NON-PERSONNEL EXPENSES</b>					
<b>61000 - GENERAL EXPENSES</b>					
61100 - SUPPLIES	\$ 4,846.24		\$ 4,846.24	\$ 5,285.37	\$ 10,131.61
61110 - POSTAGE & SHIPPING	\$ 1,050.89		\$ 1,050.89	\$ 1,185.05	\$ 2,235.94
61200 - PRINTING	\$ 1,172.28		\$ 1,172.28	\$ 1,321.93	\$ 2,494.21
61210 - BUSINESS CARDS/ENVELOPES	\$ 407.38		\$ 407.38	\$ 459.38	\$ 866.76
61250 - COLLATERAL	\$ 3,678.12		\$ 3,678.12	\$ 4,130.09	\$ 7,808.21
61250 - COLLATERAL - Other				\$ 745.57	\$ 745.57
61251 - VISITOR MAP	\$ 437.89		\$ 437.89	\$ 493.79	\$ 931.68
<b>Total 61250 - COLLATERAL</b>	<b>\$ 4,116.01</b>	<b>\$ 0.00</b>	<b>\$ 4,116.01</b>	<b>\$ 5,369.45</b>	<b>\$ 9,485.46</b>
<b>Total 61200 - PRINTING</b>	<b>\$ 5,695.67</b>	<b>\$ 0.00</b>	<b>\$ 5,695.67</b>	<b>\$ 7,150.76</b>	<b>\$ 12,846.43</b>
<b>61300 - ADVERTISING</b>					
61310 - PRINT ADVERTISING		\$ 23,164.24	\$ 23,164.24	\$ 51,192.14	\$ 74,356.38
61320 - ELECTRONIC MEDIA		\$ 96,563.83	\$ 96,563.83	\$ 88,684.03	\$ 185,247.86
61350 - SOCIAL MEDIA		\$ 36,509.51	\$ 36,509.51	\$ 41,170.29	\$ 77,679.80
61360 - EMAIL MARKETING		\$ 6,043.88	\$ 6,043.88	\$ 6,815.44	\$ 12,859.32
61370 - PUBLIC RELATIONS		\$ 13,129.67	\$ 13,129.67	\$ 14,805.80	\$ 27,935.47
61380 - WEBSITE	\$ 18,138.08		\$ 18,138.08	\$ 20,453.58	\$ 38,591.66
61381 - WEBSITE - PLUGINS	\$ 7,510.13		\$ 7,510.13	\$ 8,286.87	\$ 15,797.00
613820 - SEO	\$ 9,089.48		\$ 9,089.48	\$ 12,048.85	\$ 21,138.33
61399 - AD PRODUCTION / GRAPHIC DESIGN	\$ 5,005.00		\$ 5,005.00	\$ 5,564.88	\$ 10,569.88
<b>Total 61300 - ADVERTISING</b>	<b>\$ 39,742.69</b>	<b>\$ 175,411.13</b>	<b>\$ 215,153.82</b>	<b>\$ 249,021.88</b>	<b>\$ 464,175.70</b>
<b>61400 - SALES - GROUPS &amp; MEETINGS</b>					
61390 - Beaufort Area Sports Event - STAR	\$ 20,314.14		\$ 20,314.14	\$ 22,907.44	\$ 43,221.58
61405 - MEMBERSHIP DUES	\$ 2,506.93		\$ 2,506.93	\$ 1,608.07	\$ 4,115.00
61410 - TRAVEL				\$ 14,547.44	\$ 14,547.44
61420 - TRADESHOWS & MEETINGS	\$ 9,489.81		\$ 9,489.81	\$ 9,106.28	\$ 18,596.09
61430 - PROMOTIONAL ITEMS	\$ 968.92		\$ 968.92	\$ 1,092.62	\$ 2,061.54
61460 - ADVERTISING	\$ 4,900.99		\$ 4,900.99	\$ 5,526.56	\$ 10,427.55
61470 - FAM TOURS/SITE VISITS	\$ 1,437.03		\$ 1,437.03	\$ 1,620.48	\$ 3,057.51
<b>Total 61400 - SALES - GROUPS &amp; MEETINGS</b>	<b>\$ 39,617.82</b>	<b>\$ 0.00</b>	<b>\$ 39,617.82</b>	<b>\$ 56,408.89</b>	<b>\$ 96,026.71</b>
<b>61500 - TELEPHONE &amp; TELECOMMUNICATIONS</b>					
61510 - TELEPHONE	\$ 2,014.20		\$ 2,014.20	\$ 2,271.33	\$ 4,285.53
61540 - INTERNET SERVICE	\$ 1,190.66		\$ 1,190.66	\$ 1,342.66	\$ 2,533.32
<b>Total 61500 - TELEPHONE &amp; TELECOMMUNICATIONS</b>	<b>\$ 3,204.86</b>	<b>\$ 0.00</b>	<b>\$ 3,204.86</b>	<b>\$ 3,613.99</b>	<b>\$ 6,818.85</b>
<b>61600 - BUSINESS/LIABILITY INSURANCE</b>				\$ (156.00)	\$ (156.00)
61620 - BUISNESS OWNERS INSURANCE	\$ 523.58		\$ 523.58	\$ 590.42	\$ 1,114.00
<b>Total 61600 - BUSINESS/LIABILITY INSURANCE</b>	<b>\$ 523.58</b>	<b>\$ 0.00</b>	<b>\$ 523.58</b>	<b>\$ 434.42</b>	<b>\$ 958.00</b>
<b>61700 - TRAVEL &amp; MEALS</b>					
61710 - TRAVEL				\$ 1,207.08	\$ 1,207.08
61720 - COMMUNITY RELATIONS				\$ 13,731.83	\$ 13,731.83
61750 - BOARD MEETINGS/RETREATS				\$ 43.52	\$ 43.52
61760 - TRADE SHOWS/EVENTS				\$ 1,835.59	\$ 1,835.59
61770 - FAM TOURS - PR SITE VISITS				\$ 5,843.98	\$ 5,843.98
<b>Total 61700 - TRAVEL &amp; MEALS</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 22,662.00</b>	<b>\$ 22,662.00</b>
61800 - DUES & SUBSCRIPTIONS	\$ 1,976.28		\$ 1,976.28	\$ 2,228.58	\$ 4,204.86
61850 - STAFF DEVELOPMENT /TRAINING				\$ 3,411.99	\$ 3,411.99
<b>61900 - FEES/SERVICE CHARGES</b>					
61905 - BANK FEES	\$ 176.46		\$ 176.46	\$ 198.99	\$ 375.45
61910 - MERCHANT SERVICE FEES	\$ 3,517.16		\$ 3,517.16	\$ 3,966.15	\$ 7,483.31
<b>Total 61900 - FEES/SERVICE CHARGES</b>	<b>\$ 3,693.62</b>	<b>\$ 0.00</b>	<b>\$ 3,693.62</b>	<b>\$ 4,165.14</b>	<b>\$ 7,858.76</b>
<b>Total 61000 - GENERAL EXPENSES</b>	<b>\$ 100,351.65</b>	<b>\$ 175,411.13</b>	<b>\$ 275,762.78</b>	<b>\$ 355,568.07</b>	<b>\$ 631,330.85</b>
<b>62000 - OCCUPANCY EXPENSES</b>					
62100 - RENT	\$ 7,050.00		\$ 7,050.00	\$ 7,950.00	\$ 15,000.00
62200 - UTILITIES					

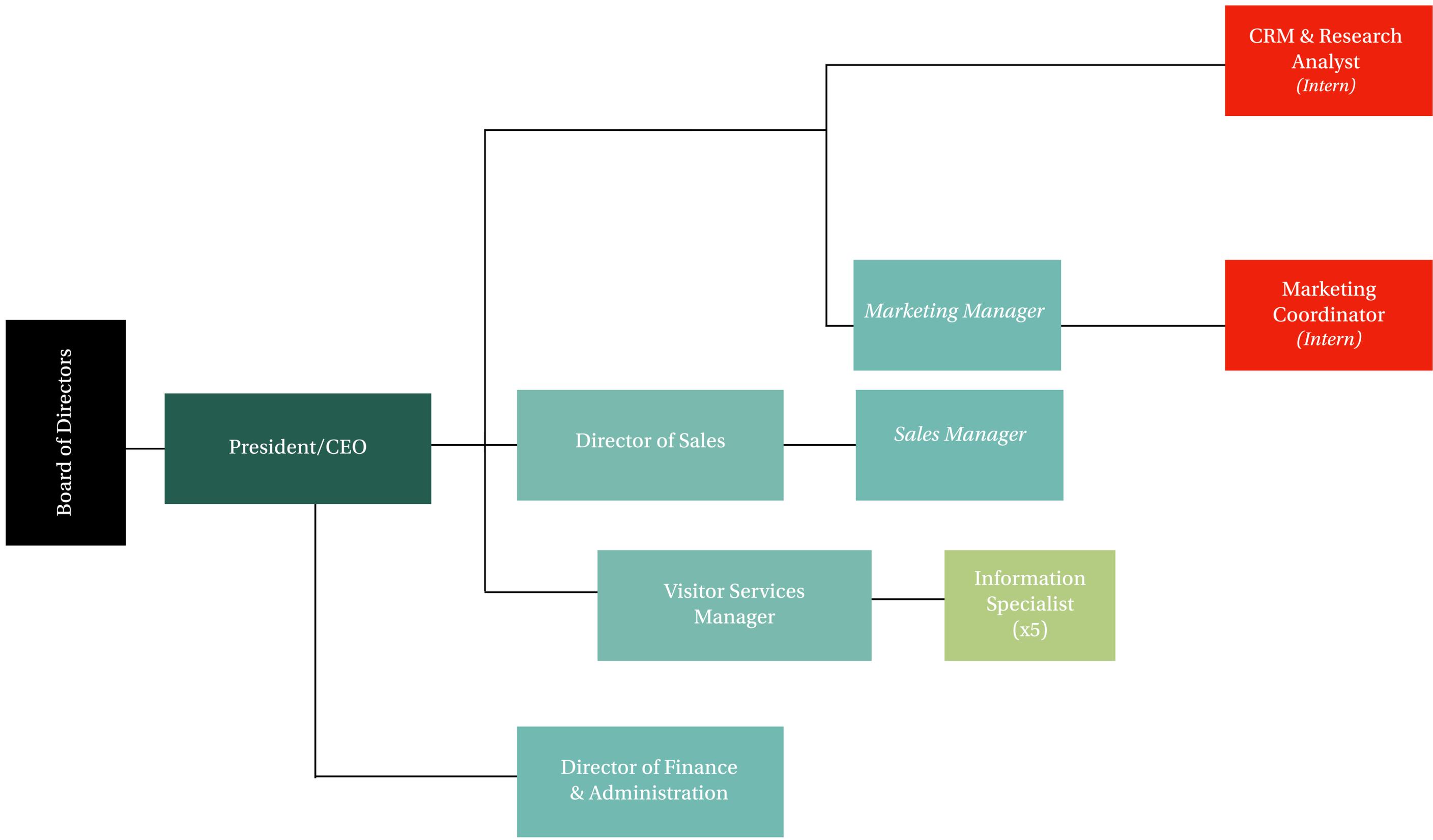
62210 - ELECTRICITY	\$	5,617.32	\$	5,617.32	\$	6,334.43	\$	11,951.75
62220 - WATER & SEWER	\$	509.57	\$	509.57	\$	574.63	\$	1,084.20
<b>Total 62200 - UTILITIES</b>	<b>\$</b>	<b>6,126.89</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>6,126.89</b>	<b>\$</b>	<b>13,035.95</b>
62300 - BUILDING MAINTENANCE	\$	1,429.04	\$	1,429.04	\$	1,611.46	\$	3,040.50
62400 - PUBLIC RESTROOM SUPPLIES	\$	280.87	\$	280.87	\$	316.73	\$	597.60
<b>62600 - CONTRACT SERVICES</b>								
62610 - CUSTODIAL SERVICES	\$	6,136.32	\$	6,136.32	\$	6,919.68	\$	13,056.00
62690 - OTHER BLDG-RELATED SERVICES	\$	518.88	\$	518.88	\$	585.12	\$	1,104.00
<b>Total 62600 - CONTRACT SERVICES</b>	<b>\$</b>	<b>6,655.20</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>6,655.20</b>	<b>\$</b>	<b>14,160.00</b>
<b>Total 62000 - OCCUPANCY EXPENSES</b>	<b>\$</b>	<b>21,542.00</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>21,542.00</b>	<b>\$</b>	<b>45,834.05</b>
<b>63000 - EQUIPMENT</b>								
63100 - EQUIPMENT LEASES	\$	420.18	\$	420.18	\$	473.81	\$	893.99
<b>63200 - EQUIPMENT MAINTENANCE/SERVICE</b>								
63210 - COPIER/PRINTER SERVICE CONTRACT	\$	1,692.85	\$	1,692.85	\$	1,908.95	\$	3,601.80
63250 - I/S SERVICE & SUPPORT	\$	1,958.26	\$	1,958.26	\$	2,208.24	\$	4,166.50
<b>Total 63200 - EQUIPMENT MAINTENANCE/SERVICE</b>	<b>\$</b>	<b>3,651.11</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>4,117.19</b>	<b>\$</b>	<b>7,768.30</b>
<b>63300 - EQUIPMENT PURCHASE</b>								
63310 - COMPUTERS/PRINTERS/TECH					\$	99.00	\$	99.00
<b>Total 63300 - EQUIPMENT PURCHASE</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>99.00</b>
<b>Total 63000 - EQUIPMENT</b>	<b>\$</b>	<b>4,071.29</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>4,071.29</b>	<b>\$</b>	<b>8,761.29</b>
<b>64000 - CONTRACT SERVICES/PROF. FEES</b>								
64100 - ACCOUNTING & AUDIT	\$	9,300.36	\$	9,300.36	\$	10,487.63	\$	19,787.99
64400 - RESEARCH	\$	12,055.55	\$	12,055.55	\$	13,594.55	\$	25,650.10
64700 - FULFILLMENT SERVICES	\$	10,651.03	\$	10,651.03	\$	12,010.73	\$	22,661.76
<b>64900 - OTHER SERVICES</b>								
64920 - ACCOUNT SERVICES	\$	11,515.00	\$	11,515.00	\$	27,120.00	\$	38,635.00
<b>Total 64900 - OTHER SERVICES</b>	<b>\$</b>	<b>11,515.00</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>11,515.00</b>	<b>\$</b>	<b>27,120.00</b>
<b>Total 64000 - CONTRACT SERVICES/PROF. FEES</b>	<b>\$</b>	<b>43,521.94</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>43,521.94</b>	<b>\$</b>	<b>63,212.91</b>
<b>69000 - OTHER EXPENSES</b>								
61385 - BOOKING ENGINE	\$	373.65	\$	373.65	\$	421.35	\$	795.00
69025 - PROMOTIONAL ITEMS	\$	437.39	\$	437.39	\$	493.23	\$	930.62
69100 - TRADE SHOWS	\$	940.00	\$	940.00	\$	1,060.00	\$	2,000.00
69999 - MISCELLANEOUS EXPENSES	\$	10,339.82	\$	10,339.82	\$	11,659.80	\$	21,999.62
<b>Total 69000 - OTHER EXPENSES</b>	<b>\$</b>	<b>12,090.86</b>	<b>\$</b>	<b>0.00</b>	<b>\$</b>	<b>12,090.86</b>	<b>\$</b>	<b>13,634.38</b>
<b>Total 60000 - NON-PERSONNEL EXPENSES</b>	<b>\$</b>	<b>181,577.74</b>	<b>\$</b>	<b>175,411.13</b>	<b>\$</b>	<b>356,988.87</b>	<b>\$</b>	<b>461,397.41</b>
<b>Total Expenses</b>	<b>\$</b>	<b>354,048.61</b>	<b>\$</b>	<b>175,411.13</b>	<b>\$</b>	<b>529,459.74</b>	<b>\$</b>	<b>652,707.54</b>
<b>Net Income</b>	<b>\$</b>	<b>9,023.39</b>	<b>\$</b>	<b>(411.13)</b>	<b>\$</b>	<b>8,612.26</b>	<b>\$</b>	<b>93,438.29</b>

**Greater Beaufort-Port Royal CVB**  
**Profit and Loss by Class**  
 July 2022 - June 2023

	BEAUFORT COUNTY	BFT COUNTY GRANT	Total BEAUFORT COUNTY	Total OTHER FUNDING	TOTAL
<b>Income</b>					
<b>40000 - REVENUES</b>					
<b>43000 - GOVERNMENT SUPPORT/GRANTS</b>					
<b>43200 - DMO Funding</b>					
43210 - County DMO Funding	\$231,795.21		\$231,795.21		\$231,795.21
Total 43200 - DMO Funding	\$231,795.21		\$231,795.21	\$282,582.50	\$514,377.71
43300 - OTHER ATAX FUNDING	\$150,000.00		\$150,000.00		\$150,000.00
<b>43500 - GRANTS</b>					
43510 - COUNTY ATAX GRANT		\$180,000.00	\$180,000.00		\$180,000.00
Total 43500 - GRANTS		\$180,000.00	\$180,000.00	\$269,416.17	\$449,416.17
Total 43000 - GOVERNMENT SUPPORT/GRANTS	\$381,795.21	\$180,000.00	\$561,795.21	\$702,037.73	\$1,263,832.94
Total 44000 - MARKETING SALES				\$20,425.00	\$20,425.00
Total 45000 - OTHER SALES				\$25,065.89	\$25,065.89
49900 - MISCELLANEOUS INCOME				\$49,015.57	\$49,015.57
Total 40000 - REVENUES	\$381,795.21	\$180,000.00	\$561,795.21	\$783,269.19	\$1,345,064.40
<b>Expenses</b>					
Total 50000 - PERSONNEL EXPENSES	\$180,025.73		\$180,025.73	\$259,344.49	\$439,370.22
<b>60000 - NON-PERSONNEL EXPENSES</b>					
<b>61000 - GENERAL EXPENSES</b>					
61100 - SUPPLIES	\$3,987.18		\$3,987.18	\$5,737.64	\$9,724.82
61110 - POSTAGE & SHIPPING	\$1,439.45		\$1,439.45	\$2,071.20	\$3,510.65
<b>61200 - PRINTING</b>					
61210 - BUSINESS CARDS/ENVELOPES	\$199.44		\$199.44	\$287.00	\$486.44
<b>61250 - COLLATERAL</b>					
61250 - COLLATERAL - Other	\$568.80		\$568.80	\$818.51	\$1,387.31
Total 61250 - COLLATERAL	\$568.80		\$568.80	\$818.51	\$1,387.31
Total 61200 - PRINTING	\$768.24		\$768.24	\$1,105.51	\$1,873.75
<b>61300 - ADVERTISING</b>					
61310 - PRINT ADVERTISING	\$12,570.78	\$29,386.24	\$41,957.02	\$23,345.73	\$65,302.75
61320 - ELECTRONIC MEDIA	\$41,220.90	\$96,066.00	\$137,286.90	\$76,193.10	\$213,480.00
61340 - BILLBOARDS - Out of Home				\$600.00	\$600.00
61350 - SOCIAL MEDIA	\$14,078.49	\$32,910.76	\$46,989.25	\$26,145.76	\$73,135.01
61360 - EMAIL MARKETING	\$1,178.98	\$2,756.06	\$3,935.04	\$2,189.54	\$6,124.58
61370 - PUBLIC RELATIONS	\$5,864.51	\$13,709.25	\$19,573.76	\$10,891.24	\$30,465.00
61380 - WEBSITE	\$16,810.82		\$16,810.82	\$24,191.19	\$41,002.01
61381 - WEBSITE - PLUGINS	\$5,740.00		\$5,740.00	\$8,260.00	\$14,000.00
613820 - SEO	\$6,765.00		\$6,765.00	\$9,735.00	\$16,500.00
61399 - AD PRODUCTION / GRAPHIC DESIGN	\$236.34		\$236.34	\$340.09	\$576.43
Total 61300 - ADVERTISING	\$104,465.82	\$174,828.31	\$279,294.13	\$186,641.65	\$465,935.78
<b>61400 - SALES - GROUPS &amp; MEETINGS</b>					
61405 - MEMBERSHIP DUES	\$2,411.19		\$2,411.19	\$3,469.75	\$5,880.94
61410 - TRAVEL				\$13,679.11	\$13,679.11
61420 - TRADESHOWS & MEETINGS	\$11,773.05		\$11,773.05	\$16,941.70	\$28,714.75
61430 - PROMOTIONAL ITEMS	\$512.50		\$512.50	\$737.49	\$1,249.99

61450 - PRINTING			\$374.78	\$374.78
61460 - ADVERTISING	\$3,178.34	\$3,178.34	\$4,573.71	\$7,752.05
61470 - FAM TOURS/SITE VISITS			\$1,336.52	\$1,336.52
<b>Total 61400 - SALES - GROUPS &amp; MEETINGS</b>	<b>\$17,875.08</b>	<b>\$17,875.08</b>	<b>\$41,113.06</b>	<b>\$58,988.14</b>
61500 - TELEPHONE & TELECOMMUNICATIONS		\$0.00	\$0.00	\$0.00
61510 - TELEPHONE	\$1,736.58	\$1,736.58	\$2,498.99	\$4,235.57
61540 - INTERNET SERVICE	\$1,095.98	\$1,095.98	\$1,577.14	\$2,673.12
<b>Total 61500 - TELEPHONE &amp; TELECOMMUNICATIONS</b>	<b>\$2,832.56</b>	<b>\$2,832.56</b>	<b>\$4,076.13</b>	<b>\$6,908.69</b>
61600 - BUSINESS/LIABILITY INSURANCE				
61620 - BUISNESS OWNERS INSURANCE	\$350.96	\$350.96	\$505.04	\$856.00
<b>Total 61600 - BUSINESS/LIABILITY INSURANCE</b>	<b>\$350.96</b>	<b>\$350.96</b>	<b>\$505.04</b>	<b>\$856.00</b>
61700 - TRAVEL & MEALS				
61710 - TRAVEL			\$12,376.42	\$12,376.42
61720 - COMMUNITY RELATIONS			\$8,142.31	\$8,142.31
61760 - TRADE SHOWS/EVENTS			\$5,822.00	\$5,822.00
61770 - FAM TOURS - PR SITE VISITS			\$6,618.22	\$6,618.22
<b>Total 61700 - TRAVEL &amp; MEALS</b>			<b>\$32,958.95</b>	<b>\$32,958.95</b>
61800 - DUES & SUBSCRIPTIONS	\$3,223.74	\$3,223.74	\$4,639.03	\$7,862.77
61850 - STAFF DEVELOPMENT /TRAINING			\$1,365.73	\$1,365.73
61900 - FEES/SERVICE CHARGES				
61905 - BANK FEES	\$122.71	\$122.71	\$176.58	\$299.29
61910 - MERCHANT SERVICE FEES	\$3,627.18	\$3,627.18	\$4,920.32	\$8,547.50
<b>Total 61900 - FEES/SERVICE CHARGES</b>	<b>\$3,749.89</b>	<b>\$3,749.89</b>	<b>\$5,096.90</b>	<b>\$8,846.79</b>
<b>Total 61000 - GENERAL EXPENSES</b>	<b>\$138,692.92</b>	<b>\$174,828.31</b>	<b>\$313,521.23</b>	<b>\$285,310.84</b>
62000 - OCCUPANCY EXPENSES				
62100 - RENT	\$7,380.00	\$7,380.00	\$10,620.00	\$18,000.00
62200 - UTILITIES				
62210 - ELECTRICITY	\$4,714.36	\$4,714.36	\$6,784.07	\$11,498.43
62220 - WATER & SEWER	\$457.08	\$457.08	\$657.76	\$1,114.84
<b>Total 62200 - UTILITIES</b>	<b>\$5,171.44</b>	<b>\$5,171.44</b>	<b>\$7,441.83</b>	<b>\$12,613.27</b>
62300 - BUILDING MAINTENANCE	\$687.14	\$687.14	\$988.80	\$1,675.94
62400 - PUBLIC RESTROOM SUPPLIES	\$84.28	\$84.28		\$84.28
62600 - CONTRACT SERVICES				
62610 - CUSTODIAL SERVICES	\$5,352.96	\$5,352.96	\$7,703.04	\$13,056.00
62690 - OTHER BLDG-RELATED SERVICES	\$442.80	\$442.80	\$637.20	\$1,080.00
<b>Total 62600 - CONTRACT SERVICES</b>	<b>\$5,795.76</b>	<b>\$5,795.76</b>	<b>\$8,340.24</b>	<b>\$14,136.00</b>
<b>Total 62000 - OCCUPANCY EXPENSES</b>	<b>\$19,118.62</b>	<b>\$19,118.62</b>	<b>\$27,390.87</b>	<b>\$46,509.49</b>
63000 - EQUIPMENT				
63100 - EQUIPMENT LEASES	\$357.45	\$357.45	\$514.39	\$871.84
63200 - EQUIPMENT MAINTENANCE/SERVICE				
63210 - COPIER/PRINTER SERVICE CONTRACT	\$1,441.50	\$1,441.50	\$2,074.33	\$3,515.83
63250 - I/S SERVICE & SUPPORT	\$1,084.66	\$1,084.66	\$1,560.84	\$2,645.50
<b>Total 63200 - EQUIPMENT MAINTENANCE/SERVICE</b>	<b>\$2,526.16</b>	<b>\$2,526.16</b>	<b>\$3,635.17</b>	<b>\$6,161.33</b>
63300 - EQUIPMENT PURCHASE				
63310 - COMPUTERS/PRINTERS/TECH	\$895.65	\$895.65	\$1,288.85	\$2,184.50
<b>Total 63300 - EQUIPMENT PURCHASE</b>	<b>\$895.65</b>	<b>\$895.65</b>	<b>\$1,288.85</b>	<b>\$2,184.50</b>
<b>Total 63000 - EQUIPMENT</b>	<b>\$3,779.26</b>	<b>\$3,779.26</b>	<b>\$5,438.41</b>	<b>\$9,217.67</b>
64000 - CONTRACT SERVICES/PROF. FEES				
61398 - DESIGN/PHOTOGRAPHY SERVICES			\$1,250.00	\$1,250.00
64100 - ACCOUNTING & AUDIT	\$9,782.66	\$9,782.66	\$14,077.48	\$23,860.14
64400 - RESEARCH	\$28,439.73	\$28,439.73	\$40,925.47	\$69,365.20
64700 - FULFILLMENT SERVICES	\$4,081.25	\$4,081.25	\$5,873.02	\$9,954.27
64900 - OTHER SERVICES				

64910 - DOCUMENT SHREDDING SERVICE	\$55.00		\$55.00		\$55.00
64930 - MEDIA PLACEMENT	\$1,588.00		\$1,588.00	\$2,212.00	\$3,800.00
<b>Total 64900 - OTHER SERVICES</b>	<b>\$1,643.00</b>		<b>\$1,643.00</b>	<b>\$2,212.00</b>	<b>\$3,855.00</b>
<b>Total 64000 - CONTRACT SERVICES/PROF. FEES</b>	<b>\$43,946.64</b>		<b>\$43,946.64</b>	<b>\$64,337.97</b>	<b>\$108,284.61</b>
<b>69000 - OTHER EXPENSES</b>					
69025 - PROMOTIONAL ITEMS	\$515.82		\$515.82	\$742.28	\$1,258.10
69999 - MISCELLANEOUS EXPENSES	\$3,185.79		\$3,185.79	\$4,584.42	\$7,770.21
<b>Total 69000 - OTHER EXPENSES</b>	<b>\$3,701.61</b>		<b>\$3,701.61</b>	<b>\$5,326.70</b>	<b>\$9,028.31</b>
<b>Total 60000 - NON-PERSONNEL EXPENSES</b>	<b>\$209,239.05</b>	<b>\$174,828.31</b>	<b>\$384,067.36</b>	<b>\$387,804.79</b>	<b>\$771,872.15</b>
<b>Total Expenses</b>	<b>\$389,264.78</b>	<b>\$174,828.31</b>	<b>\$564,093.09</b>	<b>\$647,149.28</b>	<b>\$1,211,242.37</b>
<b>Net Operating Income</b>	<b>-7,469.57</b>	<b>\$5,171.69</b>	<b>-\$2,297.88</b>	<b>\$136,119.91</b>	<b>\$133,822.03</b>





Salary Disclosure

The most recent filed 990 return has listed salaries of those employees over \$100,000.

Position Report A - \$128,095

Position Report B - \$60,000

Position Report C - \$47,500

Item 8.

GREATER BEAUFORT-PORT ROYAL  
CONVENTION AND VISITORS BUREAU  
PO BOX 501  
BEAUFORT SC 29901-0501



036470

Employer ID number: 57-0801740  
Form 990 required: YES

Dear Taxpayer:

We're responding to your request dated June 20, 2018, about your tax-exempt status.

We issued you a determination letter in MAY 1986, recognizing you as tax-exempt under Internal Revenue Code (IRC) Section 501(c)(3).

We also show you're not a private foundation as defined under IRC Section 509(a) because you're described in IRC Sections 509(a)(1) and 170(b)(1)(A)(vi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If you're required to file a return, you must file one of the following by the 15th day of the 5th month after the end of your annual accounting period:

- Form 990, Return of Organization Exempt From Income Tax
- Form 990EZ, Short Form Return of Organization Exempt From Income Tax
- Form 990-N, Electronic Notice (e-Postcard) for Tax-Exempt Organizations Not Required to File Form 990 or Form 990-EZ
- Form 990-PF, Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation

According to IRC Section 6033(j), if you don't file a required annual information return or notice for 3 consecutive years, we'll revoke your tax-exempt status on the due date of the 3rd required return or notice.

You can get IRS forms or publications you need from our website at [www.irs.gov/forms-pubs](http://www.irs.gov/forms-pubs) or by calling 800-TAX-FORM (800-829-3676).

If you have questions, call 877-829-5500 between 8 a.m. and 5 p.m.,

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Aug. 09, 2018 LTR 4168C 0  
57-0801740 000000 00  
00034056

GREATER BEAUFORT-PORT ROYAL  
CONVENTION AND VISITORS BUREAU  
PO BOX 501  
BEAUFORT SC 29901-0501

local time, Monday through Friday (Alaska and Hawaii follow Pacific time).

Thank you for your cooperation.

Sincerely yours,

*Stephen A. Martin*

Stephen A. Martin  
Director, EO Rulings & Agreements

# Return of Organization Exempt From Income Tax

# 2021

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

**Open to Public Inspection**

Department of the Treasury  
Internal Revenue Service

**A For the 2021 calendar year, or tax year beginning** 07-01, 2021, and ending 06-30, 2022

<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization <b>GREATER BEAUFORT PORT ROYAL CONVENT</b> Doing business as Number and street (or P.O. box if mail is not delivered to street address) Room/suite <b>PO BOX 501</b> City or town, state or province, country, and ZIP or foreign postal code <b>BEAUFORT, SC 29901</b>		<b>D</b> Employer identification number <b>57-0801740</b>
	<b>F</b> Name and address of principal officer:		<b>E</b> Telephone number <b>(843) 525-8500</b>
	<b>I</b> Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		<b>G</b> Gross receipts \$ <b>1,266,706</b>
	<b>J</b> Website: ▶ <b>N/A</b>		<b>H(a)</b> Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. See instructions <b>H(c)</b> Group exemption number ▶
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶			<b>L</b> Year of formation: <b>1986</b> <b>M</b> State of legal domicile: <b>SC</b>

## Part I Summary

<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities: <b>DESIGNATED MARKETING ORGANIZATION FOR THE CITY OF BEAUFORT, TOWN OF PORT ROYAL AND THE UNINCORPORATED SEA ISLAND REGIONS OF NORTHERN BEAUFORT COUNTY, SOUTH CAROLINA.</b>			
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a)	<b>3</b>	<b>15</b>	
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b>	<b>15</b>	
	<b>5</b> Total number of individuals employed in calendar year 2021 (Part V, line 2a)	<b>5</b>	<b>12</b>	
	<b>6</b> Total number of volunteers (estimate if necessary)	<b>6</b>		
	<b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12	<b>7a</b>	<b>0</b>	
<b>b</b> Net unrelated business taxable income from Form 990-T, Part I, line 11	<b>7b</b>	<b>0</b>		
<b>Revenue</b>			<b>Prior Year</b>	<b>Current Year</b>
	<b>8</b> Contributions and grants (Part VIII, line 1h)		<b>1,131,327</b>	<b>1,266,706</b>
	<b>9</b> Program service revenue (Part VIII, line 2g)			<b>0</b>
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d)			<b>0</b>
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)			<b>0</b>
<b>12</b> Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)		<b>1,131,327</b>	<b>1,266,706</b>	
<b>Expenses</b>	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3)			<b>0</b>
	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4)			<b>0</b>
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		<b>343,845</b>	<b>362,164</b>
	<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e)			<b>0</b>
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶ <b>0</b>			
	<b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)		<b>732,204</b>	<b>795,662</b>
<b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)		<b>1,076,049</b>	<b>1,157,826</b>	
<b>19</b> Revenue less expenses. Subtract line 18 from line 12		<b>55,278</b>	<b>108,880</b>	
<b>Net Assets or Fund Balances</b>			<b>Beginning of Current Year</b>	<b>End of Year</b>
	<b>20</b> Total assets (Part X, line 16)		<b>674,084</b>	<b>948,333</b>
	<b>21</b> Total liabilities (Part X, line 26)		<b>263,697</b>	<b>468,568</b>
<b>22</b> Net assets or fund balances. Subtract line 21 from line 20		<b>410,387</b>	<b>479,765</b>	

## Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>	<b>ROBB WELLS</b> Signature of officer	<b>02-09-2023</b> Date
	<b>ROBB WELLS, CEO</b> Type or print name and title	

<b>Paid Preparer Use Only</b>	Print/Type preparer's name <b>Roger K Elliott CPA</b>	Preparer's signature 	Date <b>02-10-2023</b>	Check <input type="checkbox"/> if PTIN self-employed <b>P00550936</b>
	Firm's name ▶ <b>Roger K Elliott CPA PC</b>	Firm's EIN ▶		Phone no. <b>843-470-8457</b>
	Firm's address ▶ <b>1631 Paris Avenue Port Royal SC 29935</b>			

May the IRS discuss this return with the preparer shown above? See instructions  Yes  No

**For Paperwork Reduction Act Notice, see the separate instructions.**

**Part III Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:

**DESIGNATED MARKETING ORGANIZATION FOR THE CITY OF BEAUFORT, TOWN OF PORT ROYAL AND THE UNINCORPORATED SEA ISLAND REGIONS OF NORTHERN BEAUFORT COUNTY, SOUTH CAROLINA.**

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: ) (Expenses \$ **1,121,609** including grants of \$ ) (Revenue \$ )

**THE GREATER BEAUFORT-PORT ROYAL CVB IS THE DESIGNATED MARKETING ORGANIZATION (DMO) FOR THE CITY OF BEAUFORT, THE TOWN OF PORT ROYAL AND THE UNINCORPORATED SEA ISLAND REGIONS OF NORTHERN BEAUFORT COUNTY. THE CVB PRODUCES OFFICIAL TRAVEL AND TOURISM INFORMATION AND IMPLEMENTS A STRATEGIC TOURISM PROMOTION PROGRAM TO INCREASE AWARENESS OF NORTHERN BEAUFORT COUNTY AS A VACATION, GROUP, MEETINGS AND/OR SPORTS TOURISM DESTINATION, WHILE FOSTERING VISITOR PRODUCT DEVELOPMENT TO ENHANCE THE ECONOMIC GROWTH OF THE REGION.**

4b (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4c (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4d Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$ ) (Revenue \$ )

4e Total program service expenses **1,121,609**

Part IV Checklist of Required Schedules

Table with 3 columns: Question ID, Question Text, Yes, No. Rows include questions 1 through 21 regarding organizational requirements and schedules.

Part IV Checklist of Required Schedules (continued)

Table with 3 columns: Question ID, Question Text, and Yes/No columns. Rows include questions 22 through 38 regarding organizational reporting and compliance.

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

Table with 3 columns: Question ID, Question Text, and Yes/No columns. Rows include questions 1a, 1b, and 1c regarding Form 1096 and backup withholding.

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

Table with columns for question number, description, and Yes/No checkboxes. Includes questions 2a through 17 regarding employee reporting, tax returns, foreign accounts, and charitable contributions.

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 5 columns: Question, Line Number, Yes, No. Rows include questions about voting members, family relationships, and governance decisions.

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 5 columns: Question, Line Number, Yes, No. Rows include questions about local chapters, conflict of interest policies, whistleblower policies, and compensation review processes.

Section C. Disclosure

Table with 2 columns: Question, Line Number. Rows include questions about state filing requirements, public inspection of forms, and disclosure of governing documents.

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employee, Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations W-2/ 1099-MISC/ 1099-NEC	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) <u>ROBB WELLS</u> ----- CEO		X		X				106,000	0	0
(2) <u>GRETA MADDOX</u> ----- BOARD MEMBER		X						0	0	0
(3) <u>TODD MCDANIEL</u> ----- BOARD MEMBER		X						0	0	0
(4) <u>CHRIS BUTLER</u> ----- BOARD MEMBER		X						0	0	0
(5) <u>EILEEN NEWTON</u> ----- BOARD MEMBER		X						0	0	0
(6) <u>DICK STEWART</u> ----- BOARD MEMBER		X						0	0	0
(7) <u>RON TUCKER</u> ----- BOARD MEMBER		X						0	0	0
(8) <u>STEPHANIE HUNT</u> ----- BOARD MEMBER		X						0	0	0
(9) <u>ALISSA MURRIE</u> ----- BOARD MEMBER		X						0	0	0
(10) <u>CHRIS JOHNSON</u> ----- BOARD MEMBER		X						0	0	0
(11) <u>JW WEATHERFORD</u> ----- BOARD MEMBER		X						0	0	0
(12) <u>LISA KUSSUBA</u> ----- BOARD MEMBER		X						0	0	0
(13) <u>LINDA ROPER</u> ----- BOARD MEMBER		X						0	0	0
(14) <u>FRANK LESESNE</u> ----- CHAIR		X		X				0	0	0

**Part VII** Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) HINA PATEL VICE CHAIR		X		X				0	0	0
(16) CHRISTIAN KATA TREASURER		X		X				0	0	0
(17)										
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
<b>1b Subtotal</b>										
<b>c Total from continuation sheets to Part VII, Section A</b>										
<b>d Total (add lines 1b and 1c)</b>								106,000	0	0

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **1**

	Yes	No
3 Did the organization list any former officer, director, trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual	3	X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual	4	X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person	5	X

**Section B. Independent Contractors**

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization

**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	<b>1a</b> Federated campaigns . . . . .	<b>1a</b>					
	<b>b</b> Membership dues . . . . .	<b>1b</b>					
	<b>c</b> Fundraising events . . . . .	<b>1c</b>					
	<b>d</b> Related organizations . . . . .	<b>1d</b>					
	<b>e</b> Government grants (contributions) . .	<b>1e</b>	1,153,734				
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above	<b>1f</b>	112,972				
	<b>g</b> Noncash contributions included in lines 1a-1f . . . . .	<b>1g</b>	\$				
	<b>h Total.</b> Add lines 1a-1f . . . . .			1,266,706			
<b>Program Service Revenue</b>			Business Code				
	<b>2a</b> _____						
	<b>b</b> _____						
	<b>c</b> _____						
	<b>d</b> _____						
	<b>e</b> _____						
	<b>f</b> All other program service revenue . . . . .						
<b>g Total.</b> Add lines 2a-2f . . . . .							
<b>Other Revenue</b>	<b>3</b> Investment income (including dividends, interest, and other similar amounts) . . . . .						
	<b>4</b> Income from investment of tax-exempt bond proceeds . . . . .						
	<b>5</b> Royalties . . . . .						
	<b>6a</b> Gross rents . . . . .	<b>6a</b>	(i) Real				
			(ii) Personal				
	<b>b</b> Less: rental expenses . . . . .	<b>6b</b>					
	<b>c</b> Rental income or (loss)	<b>6c</b>					
	<b>d</b> Net rental income or (loss) . . . . .						
	<b>7a</b> Gross amount from sales of assets other than inventory	<b>7a</b>	(i) Securities				
			(ii) Other				
	<b>b</b> Less: cost or other basis and sales expenses . . . . .	<b>7b</b>					
<b>c</b> Gain or (loss) . . . . .	<b>7c</b>						
<b>d</b> Net gain or (loss) . . . . .							
<b>8a</b> Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18 . . . . .	<b>8a</b>						
<b>b</b> Less: direct expenses . . . . .	<b>8b</b>						
<b>c</b> Net income or (loss) from fundraising events . . . . .							
<b>9a</b> Gross income from gaming activities, See Part IV, line 19 . . . . .	<b>9a</b>						
<b>b</b> Less: direct expenses . . . . .	<b>9b</b>						
<b>c</b> Net income or (loss) from gaming activities . . . . .							
<b>10a</b> Gross sales of inventory, less returns and allowances . . . . .	<b>10a</b>						
<b>b</b> Less: cost of goods sold . . . . .	<b>10b</b>						
<b>c</b> Net income or (loss) from sales of inventory . . . . .							
<b>Miscellaneous Revenue</b>			Business Code				
	<b>11a</b> _____						
	<b>b</b> _____						
	<b>c</b> _____						
	<b>d</b> All other revenue . . . . .						
<b>e Total.</b> Add lines 11a-11d . . . . .							
<b>12 Total revenue.</b> See instructions . . . . .			1,266,706	0	0		

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

<b>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</b>	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 . . . .				
<b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22 . . . . .				
<b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 . . . . .				
<b>4</b> Benefits paid to or for members . . . . .				
<b>5</b> Compensation of current officers, directors, trustees, and key employees . . . . .				
<b>6</b> Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) . . . . .				
<b>7</b> Other salaries and wages . . . . .	312,916	281,624	31,292	
<b>8</b> Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) . . . . .				
<b>9</b> Other employee benefits . . . . .	29,950	26,955	2,995	
<b>10</b> Payroll taxes . . . . .	19,298	17,368	1,930	
<b>11</b> Fees for services (nonemployees):				
<b>a</b> Management . . . . .				
<b>b</b> Legal . . . . .				
<b>c</b> Accounting . . . . .				
<b>d</b> Lobbying . . . . .				
<b>e</b> Professional fundraising services. See Part IV, line 17 . . . . .				
<b>f</b> Investment management fees . . . . .				
<b>g</b> Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.) . . . . .	68,235	68,235		
<b>12</b> Advertising and promotion . . . . .	514,723	514,723		
<b>13</b> Office expenses . . . . .				
<b>14</b> Information technology . . . . .				
<b>15</b> Royalties . . . . .				
<b>16</b> Occupancy . . . . .	45,862	45,862		
<b>17</b> Travel . . . . .	66,126	66,126		
<b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials . . . . .				
<b>19</b> Conferences, conventions, and meetings . . . . .				
<b>20</b> Interest . . . . .				
<b>21</b> Payments to affiliates . . . . .				
<b>22</b> Depreciation, depletion, and amortization . . . . .				
<b>23</b> Insurance . . . . .	2,066	2,066		
<b>24</b> Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
<b>a</b> <b>SUPPLIES</b>	10,311	10,311		
<b>b</b> <b>POSTAGE</b>	2,236	2,236		
<b>c</b> <b>PRINTING</b>	12,846	12,846		
<b>d</b> <b>DUES AND SUBSCRIPTIONS</b>	9,789	9,789		
<b>e</b> All other expenses	63,468	63,468		
<b>25 Total functional expenses.</b> Add lines 1 through 24e . . . . .	1,157,826	1,121,609	36,217	0
<b>26 Joint costs.</b> Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) . . . . .				

**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

		(A)		(B)
		Beginning of year		End of year
<b>Assets</b>	<b>1</b> Cash - non-interest-bearing	532,200	1	789,385
	<b>2</b> Savings and temporary cash investments	61,890	2	
	<b>3</b> Pledges and grants receivable, net		3	
	<b>4</b> Accounts receivable, net	72,172	4	153,000
	<b>5</b> Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	<b>7</b> Notes and loans receivable, net		7	
	<b>8</b> Inventories for sale or use	7,083	8	5,948
	<b>9</b> Prepaid expenses and deferred charges	739	9	
	<b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	<b>10a</b> 4,137		
	<b>b</b> Less: accumulated depreciation	<b>10b</b> 4,137	<b>10c</b>	
	<b>11</b> Investments - publicly traded securities		11	
	<b>12</b> Investments - other securities. See Part IV, line 11		12	
	<b>13</b> Investments - program-related. See Part IV, line 11		13	
	<b>14</b> Intangible assets		14	
	<b>15</b> Other assets. See Part IV, line 11		15	
<b>16 Total assets.</b> Add lines 1 through 15 (must equal line 33)	674,084	16	948,333	
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses	48,138	17	68,964
	<b>18</b> Grants payable		18	
	<b>19</b> Deferred revenue		19	
	<b>20</b> Tax-exempt bond liabilities		20	
	<b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties		23	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties		24	
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	215,559	25	399,604
	<b>26 Total liabilities.</b> Add lines 17 through 25	263,697	26	468,568
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow FASB ASC 958, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27, 28, 32, and 33.</b>			
	<b>27</b> Net assets without donor restrictions	410,387	27	479,765
	<b>28</b> Net assets with donor restrictions		28	
	<b>Organizations that do not follow FASB ASC 958, check here</b> <input type="checkbox"/> <b>and complete lines 29 through 33.</b>			
	<b>29</b> Capital stock or trust principal, or current funds		29	
	<b>30</b> Paid-in or capital surplus, or land, building, or equipment fund		30	
	<b>31</b> Retained earnings, endowment, accumulated income, or other funds		31	
<b>32</b> Total net assets or fund balances	410,387	32	479,765	
<b>33</b> Total liabilities and net assets/fund balances	674,084	33	948,333	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	1,266,706
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	1,157,826
<b>3</b>	Revenue less expenses. Subtract line 2 from line 1	<b>3</b>	108,880
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	<b>4</b>	410,387
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	(39,502)
<b>9</b>	Other changes in net assets or fund balances (explain on Schedule O)	<b>9</b>	0
<b>10</b>	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	<b>10</b>	479,765

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
<b>1</b>	Accounting method used to prepare the Form 990: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.		
<b>2a</b>	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		<b>x</b>
<b>b</b>	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	<b>x</b>	
<b>c</b>	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	<b>x</b>	
<b>3a</b>	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		<b>x</b>
<b>b</b>	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits		

**SCHEDULE A  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Public Charity Status and Public Support**

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

OMB No. 1545-0047 **Item 8.**

**2021**

**Open to Public Inspection**

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

<b>Name of the organization</b>	<b>Employer identification number</b>
<b>GREATER BEAUFORT PORT ROYAL CONVENT</b>	<b>57-0801740</b>

**Part I Reason for Public Charity Status.** (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1  A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2  A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990).)
- 3  A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4  A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: \_\_\_\_\_
- 5  An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6  A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7  An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8  A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9  An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: \_\_\_\_\_
- 10  An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
- 11  An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12  An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
  - a  **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
  - b  **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
  - c  **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
  - d  **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
  - e  Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f Enter the number of supported organizations . . . . .
- g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
(A)						
(B)						
(C)						
(D)						
(E)						
<b>Total</b>						

**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**  
 (Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") . . . . .		932,093	935,136	995,117	1,153,734	4,016,080
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . . .						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge . . . . .						
<b>4 Total.</b> Add lines 1 through 3 . . . . .		932,093	935,136	995,117	1,153,734	4,016,080
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) . . . . .						3,727,825
<b>6 Public support.</b> Subtract line 5 from line 4 . . . . .						288,255

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
<b>7</b> Amounts from line 4 . . . . .		932,093	935,136	995,117	1,153,734	4,016,080
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources . . . . .						
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on . . . . .						
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .						
<b>11 Total support.</b> Add lines 7 through 10 . . . . .						4,016,080
<b>12</b> Gross receipts from related activities, etc. (see instructions) . . . . .					12	
<b>13 First 5 years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here.</b> . . . . .						<input type="checkbox"/>

**Section C. Computation of Public Support Percentage**

<b>14</b> Public support percentage for 2021 (line 6, column (f), divided by line 11, column (f)) . . . . .	<b>14</b>	7.18 %
<b>15</b> Public support percentage from 2020 Schedule A, Part II, line 14 . . . . .	<b>15</b>	7.40 %
<b>16a 33 1/3% support test - 2021.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization. . . . .		<input type="checkbox"/>
<b>b 33 1/3% support test - 2020.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization. . . . .		<input type="checkbox"/>
<b>17a 10%-facts-and-circumstances test - 2021.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . .		<input type="checkbox"/>
<b>b 10%-facts-and-circumstances test - 2020.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . .		<input type="checkbox"/>
<b>18 Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . .		<input checked="" type="checkbox"/>

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") . . . . .						
<b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose . . . . .						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513 . . . . .						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . . .						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge . . . . .						
<b>6 Total.</b> Add lines 1 through 5 . . . . .						
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons . . . . .						
<b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year . . . . .						
<b>c</b> Add lines 7a and 7b . . . . .						
<b>8 Public support.</b> (Subtract line 7c from line 6.) . . . . .						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ►	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) 2021	(f) Total
<b>9</b> Amounts from line 6 . . . . .						
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources . . . . .						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 . . . . .						
<b>c</b> Add lines 10a and 10b . . . . .						
<b>11</b> Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on . . . . .						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .						
<b>13 Total support.</b> (Add lines 9, 10c, 11, and 12.) . . . . .						

**14 First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . .

**Section C. Computation of Public Support Percentage**

<b>15</b> Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f)) . . . . .	<b>15</b>	%
<b>16</b> Public support percentage from 2020 Schedule A, Part III, line 15 . . . . .	<b>16</b>	%

**Section D. Computation of Investment Income Percentage**

<b>17</b> Investment income percentage for <b>2021</b> (line 10c, column (f), divided by line 13, column (f)) . . . . .	<b>17</b>	%
<b>18</b> Investment income percentage from <b>2020</b> Schedule A, Part III, line 17 . . . . .	<b>18</b>	%

**19a 33 1/3% support tests - 2021.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ►

**b 33 1/3% support tests - 2020.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization . . . . .

**20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions. . . . .

**Part IV Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

	Yes	No
<b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
<b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
<b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>		
<b>b</b> Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
<b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
<b>4a</b> Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
<b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
<b>c</b> Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
<b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
<b>b Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
<b>c Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?		
<b>6</b> Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
<b>7</b> Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>		
<b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>		
<b>9a</b> Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
<b>b</b> Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
<b>c</b> Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
<b>10a</b> Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer 10b below.</i>		
<b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

**Part IV Supporting Organizations** (continued)

	Yes	No
<b>11</b> Has the organization accepted a gift or contribution from any of the following persons?		
<b>a</b> A person who directly or indirectly controls, either alone or together with persons described in lines 11b and 11c below, the governing body of a supported organization?		
<b>11a</b>		
<b>b</b> A family member of a person described in line 11a above?		
<b>11b</b>		
<b>c</b> A 35% controlled entity of a person described in 11a or 11b above? <i>If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.</i>		
<b>11c</b>		

**Section B. Type I Supporting Organizations**

	Yes	No
<b>1</b> Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i>		
<b>1</b>		
<b>2</b> Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>		
<b>2</b>		

**Section C. Type II Supporting Organizations**

	Yes	No
<b>1</b> Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i>		
<b>1</b>		

**Section D. All Type III Supporting Organizations**

	Yes	No
<b>1</b> Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
<b>1</b>		
<b>2</b> Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>		
<b>2</b>		
<b>3</b> By reason of the relationship described in line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>		
<b>3</b>		

**Section E. Type III Functionally Integrated Supporting Organizations**

<b>1</b> Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
<b>a</b> <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.		
<b>b</b> <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.		
<b>c</b> <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).		
<b>2</b> Activities Test. Answer lines 2a and 2b below.		
<b>a</b> Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i>	Yes	No
<b>2a</b>		
<b>b</b> Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>		
<b>2b</b>		
<b>3</b> Parent of Supported Organizations. Answer lines 3a and 3b below.		
<b>a</b> Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>If "Yes" or "No," provide details in Part VI.</i>		
<b>3a</b>		
<b>b</b> Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>		
<b>3b</b>		

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

- 1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in Part VI*). See instructions. All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

<b>Section A - Adjusted Net Income</b>		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4)	8	
<b>Section B - Minimum Asset Amount</b>		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	<b>Total</b> (add lines 1a, 1b, and 1c)	1d	
e	<b>Discount</b> claimed for blockage or other factors ( <i>explain in detail in Part VI</i> ):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	<b>Minimum Asset Amount</b> (add line 7 to line 6)	8	
<b>Section C - Distributable Amount</b>			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1	
2	Enter 0.85 of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

**Part V** Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D - Distributions		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required) - provide details in Part VI	5
6	Other distributions (describe in Part VI). See instructions.	6
7	<b>Total annual distributions.</b> Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	8
9	Distributable amount for 2021 from Section C, line 6	9
10	Line 8 amount divided by line 9 amount	10

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2021	(iii) Distributable Amount for 2021
1	Distributable amount for 2021 from Section C, line 6		
2	Underdistributions, if any, for years prior to 2021 (reasonable cause required - explain in Part VI). See instructions.		
3	Excess distributions carryover, if any, to 2021		
a	From 2016 . . . . .		
b	From 2017 . . . . .		
c	From 2018 . . . . .		
d	From 2019 . . . . .		
e	From 2020 . . . . .		
f	<b>Total</b> of lines 3a through 3e		
g	Applied to underdistributions of prior years		
h	Applied to 2021 distributable amount		
i	Carryover from 2016 not applied (see instructions)		
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.		
4	Distributions for 2021 from Section D, line 7: \$		
a	Applied to underdistributions of prior years		
b	Applied to 2021 distributable amount		
c	Remainder. Subtract lines 4a and 4b from line 4.		
5	Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions.		
6	Remaining underdistributions for 2021. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions.		
7	<b>Excess distributions carryover to 2022.</b> Add lines 3j and 4c.		
8	Breakdown of line 7:		
a	Excess from 2017 . . . .		
b	Excess from 2018 . . . .		
c	Excess from 2019 . . . .		
d	Excess from 2020 . . . .		
e	Excess from 2021 . . . .		



Schedule B (Form 990)

Schedule of Contributors

OMB No. 1545-0047

Item 8.

2021

Department of the Treasury Internal Revenue Service

Attach to Form 990 or Form 990-PF. Go to www.irs.gov/Form990 for the latest information.

Table with 2 columns: Name of the organization (GREATER BEAUFORT PORT ROYAL CONVENT) and Employer identification number (57-0801740)

Organization type (check one):

- Filers of: Section: Form 990 or 990-EZ [X] 501(c)( 3 ) (enter number) organization [ ] 4947(a)(1) nonexempt charitable trust not treated as a private foundation [ ] 527 political organization Form 990-PF [ ] 501(c)(3) exempt private foundation [ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation [ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the General Rule or a Special Rule.

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

- [X] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

- [ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test... [ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor... [ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor... totaling \$5,000 or more during the year

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it must answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

Name of organization

**GREATER BEAUFORT PORT ROYAL CONVENT**

Employer identification number

**57-0801740**

**Part I** **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	CITY OF BEAUFORT, SOUTH CAROLINA  BOUNDARY STREET  BEAUFORT SC 29902	\$ 371,339	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/>  (Complete Part II for noncash contributions.)
2	BEAUFORT COUNTY, SOUTH CAROLINA  RIBUAT ROAD  BEAUFORT SC 29902	\$ 636,789	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/>  (Complete Part II for noncash contributions.)
3	SC PARKS RECREATION AND TOURISM  1205 PENDLETON ST  COLUMBIA SC 29201	\$ 138,530	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/>  (Complete Part II for noncash contributions.)
4	TOWN OF PORT ROYAL  700 PARIS AVE  PORT ROYAL SC 29935	\$ 7,016	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/>  (Complete Part II for noncash contributions.)
—	_____  _____  _____	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/>  (Complete Part II for noncash contributions.)
—	_____  _____  _____	\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/>  (Complete Part II for noncash contributions.)

SCHEDULE D (Form 990)

Supplemental Financial Statements

OMB No. 1545-0047 Item 8.

2021

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.

Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

Name of the organization: GREATER BEAUFORT PORT ROYAL CONVENT; Employer identification number: 57-0801740

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include total number at end of year, aggregate value of contributions, and questions about donor advised funds.

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Form for Part II Conservation Easements, including questions about purpose of easements, number of easements, and monitoring requirements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Form for Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets, including questions about reporting requirements.

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** (continued)

- 3** Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a**  Public exhibition
  - b**  Scholarly research
  - c**  Preservation for future generations
  - d**  Loan or exchange programs
  - e**  Other \_\_\_\_\_
- 4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5** During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII and complete the following table:
- |  | Amount    |
|--|-----------|
| <b>c</b> Beginning balance             | <b>1c</b> |
| <b>d</b> Additions during the year     | <b>1d</b> |
| <b>e</b> Distributions during the year | <b>1e</b> |
| <b>f</b> Ending balance                | <b>1f</b> |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

**Part V Endowment Funds.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
<b>1a</b> Beginning of year balance					
<b>b</b> Contributions					
<b>c</b> Net investment earnings, gains, and losses					
<b>d</b> Grants or scholarships					
<b>e</b> Other expenditures for facilities and programs					
<b>f</b> Administrative expenses					
<b>g</b> End of year balance					

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a** Board designated or quasi-endowment ▶ \_\_\_\_\_ %
  - b** Permanent endowment ▶ \_\_\_\_\_ %
  - c** Term endowment ▶ \_\_\_\_\_ %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |                                    | Yes           | No |
|------------------------------------|---------------|----|
| <b>(i)</b> Unrelated organizations | <b>3a(i)</b>  |    |
| <b>(ii)</b> Related organizations  | <b>3a(ii)</b> |    |
- b** If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? **3b**
- 4** Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
<b>1a</b> Land				
<b>b</b> Buildings				
<b>c</b> Leasehold improvements				
<b>d</b> Equipment	<b>4,137</b>		<b>4,137</b>	
<b>e</b> Other				

**Total.** Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.) ▶

**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 12.) . . . . . ▶		

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 13.) . . . . . ▶		

**Part IX Other Assets.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) . . . . . ▶	

**Part X Other Liabilities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) FUNDS HELD FOR OTHERS	399,604
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) . . . . . ▶	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII . . . . .



Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.

Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public Inspection

Department of the Treasury Internal Revenue Service

A For the 2022 calendar year, or tax year beginning 07-01, 2022, and ending 06-30, 2023

B Check if applicable: C Name of organization GREATER BEAUFORT PORT ROYAL CONVENT D Employer identification number 57-0801740 E Telephone number (843) 525-8500 G Gross receipts \$ 1,367,852 I Tax-exempt status: [X] 501(c)(3) J Website: N/A K Form of organization: [X] Corporation L Year of formation: 1986 M State of legal domicile: SC

Part I Summary

Table with 4 columns: Description, Prior Year, Current Year. Rows include: 1. Mission statement, 2-7. Governance metrics, 8-12. Revenue, 13-19. Expenses, 20-22. Net Assets or Fund Balances.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here: Signature of officer ROBB WELLS, Date 02-19-2024, Type or print name and title ROBB WELLS, CEO

Paid Preparer Use Only: Print/Type preparer's name Roger K Elliott CPA, Preparer's signature, Date 02-22-2024, Check self-employed [X], PTIN P00550936, Firm's name Roger K Elliott CPA PC, Firm's address 1631 Paris Avenue Port Royal SC 29935, Firm's EIN, Phone no. 843-470-8457

May the IRS discuss this return with the preparer shown above? See instructions [X] No

**Part III Statement of Program Service Accomplishments**

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:

**DESIGNATED MARKETING ORGANIZATION FOR THE CITY OF BEAUFORT, TOWN OF PORT ROYAL AND THE UNINCORPORATED SEA ISLAND REGIONS OF NORTHERN BEAUFORT COUNTY, SOUTH CAROLINA.**

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: ) (Expenses \$ **1,205,483** including grants of \$ ) (Revenue \$ )

**THE GREATER BEAUFORT-PORT ROYAL CVB IS THE DESIGNATED MARKETING ORGANIZATION (DMO) FOR THE CITY OF BEAUFORT, THE TOWN OF PORT ROYAL AND THE UNINCORPORATED SEA ISLAND REGIONS OF NORTHERN BEAUFORT COUNTY. THE CVB PRODUCES OFFICIAL TRAVEL AND TOURISM INFORMATION AND IMPLEMENTS A STRATEGIC TOURISM PROMOTION PROGRAM TO INCREASE AWARENESS OF NORTHERN BEAUFORT COUNTY AS A VACATION, GROUP, MEETINGS AND/OR SPORTS TOURISM DESTINATION, WHILE FOSTERING VISITOR PRODUCT DEVELOPMENT TO ENHANCE THE ECONOMIC GROWTH OF THE REGION.**

4b (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4c (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4d Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$ ) (Revenue \$ )

4e Total program service expenses **1,205,483**

Part IV Checklist of Required Schedules

Table with 3 columns: Question ID, Question Text, Yes, No. Rows include questions 1 through 21, with sub-questions a-f for questions 4, 11, and 12. 'X' marks indicate 'Yes' responses.

Part IV Checklist of Required Schedules (continued)

Table with columns for question number, question text, Yes, and No. Rows include questions 22 through 38 regarding organizational reporting and compliance.

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V [ ]

Table with columns for question number, question text, Yes, and No. Rows include questions 1a, 1b, and 1c regarding Form 1096 and backup withholding.

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)		Yes	No		
<b>2a</b>	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return . . . . .	2a	15		
<b>b</b>	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? . . . . .	<b>2b</b>		X	
<b>3a</b>	Did the organization have unrelated business gross income of \$1,000 or more during the year? . . . . .	<b>3a</b>			X
<b>b</b>	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O . . . . .	<b>3b</b>			
<b>4a</b>	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? . . . . .	<b>4a</b>			X
<b>b</b>	If "Yes," enter the name of the foreign country _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).				
<b>5a</b>	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? . . . . .	<b>5a</b>			X
<b>b</b>	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? . . . . .	<b>5b</b>			X
<b>c</b>	If "Yes" to line 5a or 5b, did the organization file Form 8886-T? . . . . .	<b>5c</b>			
<b>6a</b>	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions? . . . . .	<b>6a</b>			X
<b>b</b>	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? . . . . .	<b>6b</b>			
<b>7</b>	<b>Organizations that may receive deductible contributions under section 170(c).</b>				
<b>a</b>	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? . . . . .	<b>7a</b>			
<b>b</b>	If "Yes," did the organization notify the donor of the value of the goods or services provided? . . . . .	<b>7b</b>			
<b>c</b>	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? . . . . .	<b>7c</b>			
<b>d</b>	If "Yes," indicate the number of Forms 8282 filed during the year . . . . .	<b>7d</b>			
<b>e</b>	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? . . . . .	<b>7e</b>			
<b>f</b>	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? . . . . .	<b>7f</b>			
<b>g</b>	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? . . . . .	<b>7g</b>			
<b>h</b>	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? . . . . .	<b>7h</b>			
<b>8</b>	<b>Sponsoring organizations maintaining donor advised funds.</b> Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year? . . . . .	<b>8</b>			
<b>9</b>	<b>Sponsoring organizations maintaining donor advised funds.</b>				
<b>a</b>	Did the sponsoring organization make any taxable distributions under section 4966? . . . . .	<b>9a</b>			
<b>b</b>	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? . . . . .	<b>9b</b>			
<b>10</b>	<b>Section 501(c)(7) organizations.</b> Enter:				
<b>a</b>	Initiation fees and capital contributions included on Part VIII, line 12 . . . . .	<b>10a</b>			
<b>b</b>	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities . . . . .	<b>10b</b>			
<b>11</b>	<b>Section 501(c)(12) organizations.</b> Enter:				
<b>a</b>	Gross income from members or shareholders . . . . .	<b>11a</b>			
<b>b</b>	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.) . . . . .	<b>11b</b>			
<b>12a</b>	<b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041? . . . . .	<b>12a</b>			
<b>b</b>	If "Yes," enter the amount of tax-exempt interest received or accrued during the year . . . . .	<b>12b</b>			
<b>13</b>	<b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>				
<b>a</b>	Is the organization licensed to issue qualified health plans in more than one state? . . . . . <b>Note:</b> See the instructions for additional information the organization must report on Schedule O.	<b>13a</b>			
<b>b</b>	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans . . . . .	<b>13b</b>			
<b>c</b>	Enter the amount of reserves on hand . . . . .	<b>13c</b>			
<b>14a</b>	Did the organization receive any payments for indoor tanning services during the tax year? . . . . .	<b>14a</b>			X
<b>b</b>	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O . . . . .	<b>14b</b>			
<b>15</b>	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? . . . . . If "Yes," see the instructions and file Form 4720, Schedule N.	<b>15</b>			X
<b>16</b>	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? . . . . . If "Yes," complete Form 4720, Schedule O.	<b>16</b>			X
<b>17</b>	<b>Section 501(c)(21) organizations.</b> Did the trust, or any any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953? . . . . . If "Yes," complete Form 6069.	<b>17</b>			

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No"

response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 5 columns: Question, 1a, 15, Yes, No. Rows include questions about voting members, family relationships, and governance decisions.

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 5 columns: Question, 10a, 15a, 15b, 16a, 16b, Yes, No. Rows include questions about local chapters, conflict of interest, whistleblower policy, and compensation.

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed
18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection.
19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
20 State the name, address, and telephone number of the person who possesses the organization's books and records.

ROBB WELLS, PRESIDENT & CEO (843) 525-8500, PO BOX 501, BEAUFORT, SC 29901

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employee, Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See the instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (box 5 of Form W-2, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) <u>ROBB WELLS</u> ----- CEO		X						128,095	0	0
(2) <u>JENNIFER KOVACS</u> ----- BOARD MEMBER		X						0	0	0
(3) <u>TIM WAZ</u> ----- BOARD MEMBER		X						0	0	0
(4) <u>TODD MCDANIEL</u> ----- BOARD MEMBER		X						0	0	0
(5) <u>RON TUCKER</u> ----- BOARD MEMBER		X						0	0	0
(6) <u>DICK STEWART</u> ----- BOARD MEMBER		X						0	0	0
(7) <u>LINDA ROPER</u> ----- BOARD MEMBER		X						0	0	0
(8) <u>CHRIS JOHNSON</u> ----- BOARD MEMBER		X						0	0	0
(9) <u>FRANK LESESNE</u> ----- BOARD MEMBER		X						0	0	0
(10) <u>FREDDIE MCKNIGHT</u> ----- BOARD MEMBER		X						0	0	0
(11) <u>NANCY PLANK</u> ----- BOARD MEMBER		X						0	0	0
(12) <u>SCOTT LEE</u> ----- VICE CHAIR		X		X				0	0	0
(13) <u>CHRISTIAN KATA</u> ----- CHAIR		X		X				0	0	0
(14) <u>GRETA SANDBERG</u> ----- TREASURER		X		X				0	0	0

**Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/ 1099-MISC/ 1099-NEC)	(E) Reportable compensation from related organizations (W-2/ 1099-MISC/ 1099-NEC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) -----										
(16) -----										
(17) -----										
(18) -----										
(19) -----										
(20) -----										
(21) -----										
(22) -----										
(23) -----										
(24) -----										
(25) -----										
<b>1b Subtotal</b> .....										
<b>c Total from continuation sheets to Part VII, Section A</b> .....										
<b>d Total (add lines 1b and 1c)</b> .....							<b>128,095</b>	<b>0</b>	<b>0</b>	

**2** Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **1**

	Yes	No
<b>3</b> Did the organization list any <b>former</b> officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i> .....		<b>X</b>
<b>4</b> For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i> .....		<b>X</b>
<b>5</b> Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i> .....		<b>X</b>

**Section B. Independent Contractors**

**1** Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

**2** Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization

**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	<b>1a</b> Federated campaigns . . . . .	<b>1a</b>					
	<b>b</b> Membership dues . . . . .	<b>1b</b>					
	<b>c</b> Fundraising events . . . . .	<b>1c</b>					
	<b>d</b> Related organizations . . . . .	<b>1d</b>					
	<b>e</b> Government grants (contributions) . .	<b>1e</b>	1,263,833				
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above	<b>1f</b>	104,019				
	<b>g</b> Noncash contributions included in lines 1a-1f . . . . .	<b>1g</b>	\$				
	<b>h Total.</b> Add lines 1a-1f . . . . .		1,367,852				
<b>Program Service Revenue</b>			Business Code				
	<b>2a</b> _____						
	<b>b</b> _____						
	<b>c</b> _____						
	<b>d</b> _____						
	<b>e</b> _____						
	<b>f</b> All other program service revenue . . . . .						
<b>g Total.</b> Add lines 2a-2f . . . . .							
<b>Other Revenue</b>	<b>3</b> Investment income (including dividends, interest, and other similar amounts) . . . . .						
	<b>4</b> Income from investment of tax-exempt bond proceeds . . . . .						
	<b>5</b> Royalties . . . . .						
	<b>6a</b> Gross rents . . . . .	<b>6a</b>	(i) Real				
			(ii) Personal				
	<b>b</b> Less: rental expenses . . . . .	<b>6b</b>					
	<b>c</b> Rental income or (loss)	<b>6c</b>					
	<b>d</b> Net rental income or (loss) . . . . .						
	<b>7a</b> Gross amount from sales of assets other than inventory	<b>7a</b>	(i) Securities				
			(ii) Other				
	<b>b</b> Less: cost or other basis and sales expenses . . . . .	<b>7b</b>					
<b>c</b> Gain or (loss) . . . . .	<b>7c</b>						
<b>d</b> Net gain or (loss) . . . . .							
<b>8a</b> Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18 . . . . .	<b>8a</b>						
<b>b</b> Less: direct expenses . . . . .	<b>8b</b>						
<b>c</b> Net income or (loss) from fundraising events . . . . .							
<b>9a</b> Gross income from gaming activities, See Part IV, line 19 . . . . .	<b>9a</b>						
<b>b</b> Less: direct expenses . . . . .	<b>9b</b>						
<b>c</b> Net income or (loss) from gaming activities . . . . .							
<b>10a</b> Gross sales of inventory, less returns and allowances . . . . .	<b>10a</b>						
<b>b</b> Less: cost of goods sold . . . . .	<b>10b</b>						
<b>c</b> Net income or (loss) from sales of inventory . . . . .							
<b>Miscellaneous Revenue</b>			Business Code				
	<b>11a</b> _____						
	<b>b</b> _____						
	<b>c</b> _____						
	<b>d</b> All other revenue . . . . .						
<b>e Total.</b> Add lines 11a-11d . . . . .							
<b>12 Total revenue.</b> See instructions . . . . .			1,367,852	0	0		

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

<b>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</b>	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 . . . .				
<b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22 . . . . .				
<b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 . . . .				
<b>4</b> Benefits paid to or for members . . . . .				
<b>5</b> Compensation of current officers, directors, trustees, and key employees . . . . .				
<b>6</b> Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) . . . . .				
<b>7</b> Other salaries and wages . . . . .	377,923	340,131	37,792	
<b>8</b> Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) . .				
<b>9</b> Other employee benefits . . . . .	52,038	46,835	5,203	
<b>10</b> Payroll taxes . . . . .	28,229	25,407	2,822	
<b>11</b> Fees for services (nonemployees):				
<b>a</b> Management . . . . .				
<b>b</b> Legal . . . . .				
<b>c</b> Accounting . . . . .				
<b>d</b> Lobbying . . . . .				
<b>e</b> Professional fundraising services. See Part IV, line 17 .				
<b>f</b> Investment management fees . . . . .				
<b>g</b> Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.) . .	108,285	108,285		
<b>12</b> Advertising and promotion . . . . .	491,225	491,225		
<b>13</b> Office expenses . . . . .				
<b>14</b> Information technology . . . . .				
<b>15</b> Royalties . . . . .				
<b>16</b> Occupancy . . . . .	46,509	46,509		
<b>17</b> Travel . . . . .	75,353	75,353		
<b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials . . . . .				
<b>19</b> Conferences, conventions, and meetings . . . . .				
<b>20</b> Interest . . . . .				
<b>21</b> Payments to affiliates . . . . .				
<b>22</b> Depreciation, depletion, and amortization . . . . .				
<b>23</b> Insurance . . . . .	2,087	2,087		
<b>24</b> Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
<b>a</b> <b>SUPPLIES</b>	9,725	9,725		
<b>b</b> <b>POSTAGE</b>	3,511	3,511		
<b>c</b> <b>PRINTING</b>	2,249	2,249		
<b>d</b> <b>DUES AND SUBSCRIPTIONS</b>	13,744	13,744		
<b>e</b> All other expenses	40,422	40,422		
<b>25 Total functional expenses.</b> Add lines 1 through 24e . .	1,251,300	1,205,483	45,817	0
<b>26 Joint costs.</b> Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) . . . . .				

**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

		(A)		(B)
		Beginning of year		End of year
<b>Assets</b>	<b>1</b> Cash - non-interest-bearing	789,385	<b>1</b>	486,006
	<b>2</b> Savings and temporary cash investments		<b>2</b>	
	<b>3</b> Pledges and grants receivable, net		<b>3</b>	
	<b>4</b> Accounts receivable, net	153,000	<b>4</b>	274,766
	<b>5</b> Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		<b>5</b>	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		<b>6</b>	
	<b>7</b> Notes and loans receivable, net		<b>7</b>	
	<b>8</b> Inventories for sale or use	5,948	<b>8</b>	3,443
	<b>9</b> Prepaid expenses and deferred charges		<b>9</b>	
	<b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	<b>10a</b> 4,137		
	<b>b</b> Less: accumulated depreciation	<b>10b</b> 4,137	<b>10c</b>	
	<b>11</b> Investments - publicly traded securities		<b>11</b>	
	<b>12</b> Investments - other securities. See Part IV, line 11		<b>12</b>	
	<b>13</b> Investments - program-related. See Part IV, line 11		<b>13</b>	
	<b>14</b> Intangible assets		<b>14</b>	
	<b>15</b> Other assets. See Part IV, line 11		<b>15</b>	
<b>16 Total assets.</b> Add lines 1 through 15 (must equal line 33)	948,333	<b>16</b>	764,215	
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses	68,964	<b>17</b>	104,954
	<b>18</b> Grants payable		<b>18</b>	
	<b>19</b> Deferred revenue		<b>19</b>	
	<b>20</b> Tax-exempt bond liabilities		<b>20</b>	
	<b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D		<b>21</b>	
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		<b>22</b>	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties		<b>23</b>	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties		<b>24</b>	
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	399,604	<b>25</b>	61,555
	<b>26 Total liabilities.</b> Add lines 17 through 25	468,568	<b>26</b>	166,509
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 27, 28, 32, and 33.</b>			
	<b>27</b> Net assets without donor restrictions	479,765	<b>27</b>	597,706
	<b>28</b> Net assets with donor restrictions		<b>28</b>	
	<b>Organizations that do not follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 29 through 33.</b>			
	<b>29</b> Capital stock or trust principal, or current funds		<b>29</b>	
	<b>30</b> Paid-in or capital surplus, or land, building, or equipment fund		<b>30</b>	
	<b>31</b> Retained earnings, endowment, accumulated income, or other funds		<b>31</b>	
	<b>32</b> Total net assets or fund balances	479,765	<b>32</b>	597,706
<b>33</b> Total liabilities and net assets/fund balances	948,333	<b>33</b>	764,215	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	1,367,852
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	1,251,300
<b>3</b>	Revenue less expenses. Subtract line 2 from line 1	<b>3</b>	116,552
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	<b>4</b>	479,765
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	1,389
<b>9</b>	Other changes in net assets or fund balances (explain on Schedule O)	<b>9</b>	0
<b>10</b>	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	<b>10</b>	597,706

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
<b>1</b>	Accounting method used to prepare the Form 990: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.		
<b>2a</b>	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		<b>x</b>
<b>b</b>	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	<b>x</b>	
<b>c</b>	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	<b>x</b>	
<b>3a</b>	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?		<b>x</b>
<b>b</b>	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits		

**SCHEDULE A  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Public Charity Status and Public Support**

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

Attach to Form 990 or Form 990-EZ.

Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047 **Item 8.**

**2022**

**Open to Public  
Inspection**

<b>Name of the organization</b> GREATER BEAUFORT PORT ROYAL CONVENT	<b>Employer identification number</b> 57-0801740
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**Part I Reason for Public Charity Status.** (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1  A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i)**.
- 2  A school described in **section 170(b)(1)(A)(ii)**. (Attach Schedule E (Form 990).)
- 3  A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii)**.
- 4  A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii)**. Enter the hospital's name, city, and state: \_\_\_\_\_
- 5  An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv)**. (Complete Part II.)
- 6  A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v)**.
- 7  An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
- 8  A community trust described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
- 9  An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: \_\_\_\_\_
- 10  An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions, subject to certain exceptions; and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2)**. (Complete Part III.)
- 11  An organization organized and operated exclusively to test for public safety. See **section 509(a)(4)**.
- 12  An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2)**. See **section 509(a)(3)**. Check the box on lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
  - a  **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
  - b  **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
  - c  **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
  - d  **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
  - e  Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f Enter the number of supported organizations . . . . .
- g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
(A)						
(B)						
(C)						
(D)						
(E)						
<b>Total</b>						

**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**  
 (Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") . . . .	932,093	935,136	995,117	1,153,734	1,263,833	5,279,913
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . . .						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge . . . . .						
<b>4 Total.</b> Add lines 1 through 3 . . . . .	932,093	935,136	995,117	1,153,734	1,263,833	5,279,913
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) . . . . .						3,602,252
<b>6 Public support.</b> Subtract line 5 from line 4 . . . . .						1,677,661

**Section B. Total Support**

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
<b>7</b> Amounts from line 4 . . . . .	932,093	935,136	995,117	1,153,734	1,263,833	5,279,913
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources . . . . .						
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on . . . . .						
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .						
<b>11 Total support.</b> Add lines 7 through 10 . . . . .						5,279,913
<b>12</b> Gross receipts from related activities, etc. (see instructions) . . . . .					12	
<b>13 First 5 years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here.</b> . . . . . <input type="checkbox"/>						

**Section C. Computation of Public Support Percentage**

<b>14</b> Public support percentage for 2022 (line 6, column (f), divided by line 11, column (f)) . . . . .	<b>14</b>	31.77 %
<b>15</b> Public support percentage from 2021 Schedule A, Part II, line 14 . . . . .	<b>15</b>	7.40 %
<b>16a 33 1/3% support test - 2022.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization. . . . . <input type="checkbox"/>		
<b>b 33 1/3% support test - 2021.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization. . . . . <input type="checkbox"/>		
<b>17a 10%-facts-and-circumstances test - 2022.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . <input type="checkbox"/>		
<b>b 10%-facts-and-circumstances test - 2021.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization . . . . . <input type="checkbox"/>		
<b>18 Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . . <input checked="" type="checkbox"/>		

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
<b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose . . . . .						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . . .						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge . . . . .						
<b>6 Total.</b> Add lines 1 through 5 . . . . .						
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons .						
<b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
<b>c</b> Add lines 7a and 7b . . . . .						
<b>8 Public support.</b> (Subtract line 7c from line 6.) . . . . .						

**Section B. Total Support**

Calendar year (or fiscal year beginning in)	(a) 2018	(b) 2019	(c) 2020	(d) 2021	(e) 2022	(f) Total
<b>9</b> Amounts from line 6 . . . . .						
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 . . . . .						
<b>c</b> Add lines 10a and 10b . . . . .						
<b>11</b> Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .						
<b>13 Total support.</b> (Add lines 9, 10c, 11, and 12.) . . . . .						

**14 First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . .

**Section C. Computation of Public Support Percentage**

<b>15</b> Public support percentage for 2022 (line 8, column (f), divided by line 13, column (f)) . . . . .	<b>15</b>	%
<b>16</b> Public support percentage from 2021 Schedule A, Part III, line 15 . . . . .	<b>16</b>	%

**Section D. Computation of Investment Income Percentage**

<b>17</b> Investment income percentage for <b>2022</b> (line 10c, column (f), divided by line 13, column (f)) . . .	<b>17</b>	%
<b>18</b> Investment income percentage from <b>2021</b> Schedule A, Part III, line 17 . . . . .	<b>18</b>	%

**19a 33 1/3% support tests - 2022.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**b 33 1/3% support tests - 2021.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions. . . . .

**Part IV Supporting Organizations**

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

	Yes	No
<b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
<b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
<b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>		
<b>b</b> Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
<b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
<b>4a</b> Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
<b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
<b>c</b> Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
<b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
<b>b Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
<b>c Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?		
<b>6</b> Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
<b>7</b> Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>		
<b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>		
<b>9a</b> Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
<b>b</b> Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
<b>c</b> Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
<b>10a</b> Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer 10b below.</i>		
<b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

**Part IV Supporting Organizations** (continued)

	Yes	No
<b>11</b> Has the organization accepted a gift or contribution from any of the following persons?		
<b>a</b> A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization?		
<b>b</b> A family member of a person described on line 11a above?		
<b>c</b> A 35% controlled entity of a person described on 11a or 11b above? <i>If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.</i>		
	<b>11a</b>	
	<b>11b</b>	
	<b>11c</b>	

**Section B. Type I Supporting Organizations**

	Yes	No
<b>1</b> Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i>		
<b>2</b> Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>		
	<b>1</b>	
	<b>2</b>	

**Section C. Type II Supporting Organizations**

	Yes	No
<b>1</b> Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i>		
	<b>1</b>	

**Section D. All Type III Supporting Organizations**

	Yes	No
<b>1</b> Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
<b>2</b> Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>		
<b>3</b> By reason of the relationship described in line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>		
	<b>1</b>	
	<b>2</b>	
	<b>3</b>	

**Section E. Type III Functionally Integrated Supporting Organizations**

<b>1</b> Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
<b>a</b> <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.		
<b>b</b> <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.		
<b>c</b> <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).		
<b>2</b> Activities Test. Answer lines 2a and 2b below.		
<b>a</b> Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i>	Yes	No
<b>b</b> Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>		
<b>3</b> Parent of Supported Organizations. Answer lines 3a and 3b below.		
<b>a</b> Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>If "Yes" or "No," provide details in Part VI.</i>		
<b>b</b> Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>		
	<b>2a</b>	
	<b>2b</b>	
	<b>3a</b>	
	<b>3b</b>	

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

- 1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in Part VI*). See instructions. All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

<b>Section A - Adjusted Net Income</b>		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4)	8	
<b>Section B - Minimum Asset Amount</b>		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	<b>Total</b> (add lines 1a, 1b, and 1c)	1d	
e	<b>Discount</b> claimed for blockage or other factors ( <i>explain in detail in Part VI</i> ):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	<b>Minimum Asset Amount</b> (add line 7 to line 6)	8	
<b>Section C - Distributable Amount</b>			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1	
2	Enter 0.85 of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

**Part V** Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D - Distributions		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required) - provide details in Part VI	5
6	Other distributions (describe in Part VI). See instructions.	6
7	<b>Total annual distributions.</b> Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	8
9	Distributable amount for 2022 from Section C, line 6	9
10	Line 8 amount divided by line 9 amount	10

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2022	(iii) Distributable Amount for 2022
1	Distributable amount for 2022 from Section C, line 6		
2	Underdistributions, if any, for years prior to 2022 (reasonable cause required - explain in Part VI). See instructions.		
3	Excess distributions carryover, if any, to 2022		
a	From 2017 . . . . .		
b	From 2018 . . . . .		
c	From 2019 . . . . .		
d	From 2020 . . . . .		
e	From 2021 . . . . .		
f	<b>Total</b> of lines 3a through 3e		
g	Applied to underdistributions of prior years		
h	Applied to 2022 distributable amount		
i	Carryover from 2017 not applied (see instructions)		
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.		
4	Distributions for 2022 from Section D, line 7: \$		
a	Applied to underdistributions of prior years		
b	Applied to 2022 distributable amount		
c	Remainder. Subtract lines 4a and 4b from line 4.		
5	Remaining underdistributions for years prior to 2022, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions.		
6	Remaining underdistributions for 2022. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions.		
7	<b>Excess distributions carryover to 2023.</b> Add lines 3j and 4c.		
8	Breakdown of line 7:		
a	Excess from 2018 . . . .		
b	Excess from 2019 . . . .		
c	Excess from 2020 . . . .		
d	Excess from 2021 . . . .		
e	Excess from 2022 . . . .		



Schedule B (Form 990)

Schedule of Contributors

OMB No. 1545-0047

Item 8.

2022

Department of the Treasury Internal Revenue Service

Attach to Form 990 or Form 990-PF. Go to www.irs.gov/Form990 for the latest information.

Name of the organization

Employer identification number

GREATER BEAUFORT PORT ROYAL CONVENT

57-0801740

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

[X] 501(c)( 3 ) (enter number) organization

[ ] 4947(a)(1) nonexempt charitable trust not treated as a private foundation

[ ] 527 political organization

Form 990-PF

[ ] 501(c)(3) exempt private foundation

[ ] 4947(a)(1) nonexempt charitable trust treated as a private foundation

[ ] 501(c)(3) taxable private foundation

Check if your organization is covered by the General Rule or a Special Rule.

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

[X] For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

[ ] For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of (1) \$5,000; or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

[ ] For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions exclusively for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an exclusively religious, charitable, etc., purpose. Don't complete any of the parts unless the General Rule applies to this organization because it received nonexclusively religious, charitable, etc., contributions totaling \$5,000 or more during the year . . . . . \$

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it must answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

For Paperwork Reduction Act Notice, see the Instructions for Form 990, 990-EZ, or 990-PF.

Schedule B (Form 990) (2022)

EEA

Name of organization

**GREATER BEAUFORT PORT ROYAL CONVENT**

Employer identification number

**57-0801740**

**Part I** **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	CITY OF BEAUFORT, SOUTH CAROLINA  BOUNDARY STREET  BEAUFORT SC 29902	\$ 600,473	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
2	BEAUFORT COUNTY, SOUTH CAROLINA  RIBUAT ROAD  BEAUFORT SC 29902	\$ 411,795	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
3	SC PARKS RECREATION AND TOURISM  1205 PENDLETON ST  COLUMBIA SC 29201	\$ 84,645	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

SCHEDULE D (Form 990)

Supplemental Financial Statements

OMB No. 1545-0047 Item 8.

2022

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.

Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

Name of the organization

Employer identification number

GREATER BEAUFORT PORT ROYAL CONVENT

57-0801740

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include: Total number at end of year, Aggregate value of contributions to (during year), Aggregate value of grants from (during year), Aggregate value at end of year, Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?, Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Table with 2 columns: Description, Held at the End of the Tax Year. Rows include: Purpose(s) of conservation easements held by the organization (check all that apply), Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year, Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year, Number of states where property subject to conservation easement is located, Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?, Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year, Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year, Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?, In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Table with 2 columns: Description, Amount. Rows include: If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items., If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: (i) Revenue included on Form 990, Part VIII, line 1, (ii) Assets included in Form 990, Part X, If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items: a Revenue included on Form 990, Part VIII, line 1, b Assets included in Form 990, Part X

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** (continued)

- 3** Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a**  Public exhibition
  - b**  Scholarly research
  - c**  Preservation for future generations
  - d**  Loan or exchange program
  - e**  Other \_\_\_\_\_
- 4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5** During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII and complete the following table:
- |  | Amount    |
|--|-----------|
| <b>c</b> Beginning balance             | <b>1c</b> |
| <b>d</b> Additions during the year     | <b>1d</b> |
| <b>e</b> Distributions during the year | <b>1e</b> |
| <b>f</b> Ending balance                | <b>1f</b> |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

**Part V Endowment Funds.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
<b>1a</b> Beginning of year balance					
<b>b</b> Contributions					
<b>c</b> Net investment earnings, gains, and losses					
<b>d</b> Grants or scholarships					
<b>e</b> Other expenditures for facilities and programs					
<b>f</b> Administrative expenses					
<b>g</b> End of year balance					

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a** Board designated or quasi-endowment \_\_\_\_\_ %
  - b** Permanent endowment \_\_\_\_\_ %
  - c** Term endowment \_\_\_\_\_ %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |                                    | Yes           | No |
|------------------------------------|---------------|----|
| <b>(i)</b> Unrelated organizations | <b>3a(i)</b>  |    |
| <b>(ii)</b> Related organizations  | <b>3a(ii)</b> |    |
- b** If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R?  **3b**
- 4** Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
<b>1a</b> Land				
<b>b</b> Buildings				
<b>c</b> Leasehold improvements				
<b>d</b> Equipment	<b>4,137</b>		<b>4,137</b>	
<b>e</b> Other				

**Total.** Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)

**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives . . . . .		
(2) Closely-held equity interests . . . . .		
(3) Other _____		
(A) _____		
(B) _____		
(C) _____		
(D) _____		
(E) _____		
(F) _____		
(G) _____		
(H) _____		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 12.) . . . . .		

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) _____		
(2) _____		
(3) _____		
(4) _____		
(5) _____		
(6) _____		
(7) _____		
(8) _____		
(9) _____		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 13.) . . . . .		

**Part IX Other Assets.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) _____	
(2) _____	
(3) _____	
(4) _____	
(5) _____	
(6) _____	
(7) _____	
(8) _____	
(9) _____	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) . . . . .	

**Part X Other Liabilities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value	
(1) Federal income taxes		
(2) FUNDS HELD FOR OTHERS	61,555	
(3) _____		
(4) _____		
(5) _____		
(6) _____		
(7) _____		
(8) _____		
(9) _____		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) . .	61,555	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII . . . . .



**SCHEDULE O  
(Form 990)**

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

Attach to Form 990 or Form 990-EZ.  
Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047 **Item 8.**

**2022**

**Open to Public  
Inspection**

Department of the Treasury  
Internal Revenue Service

Name of the organization  
**GREATER BEAUFORT PORT ROYAL CONVENT**

Employer identification number  
**57-0801740**

**01. Form 990 governing body review (Part VI, line 11)**

A COPY OF THE 990 WAS PRESENTED TO THE GOVERNING BODY BEFORE IT WAS FILED.

**02. Conflict of interest policy compliance (Part VI, line 12c)**

THE ORGANIZATION DOES HAVE A CONFLICT OF INTEREST POLICY

**03. Governing documents, etc, available to public (Part VI, line 19)**

THE GOVERNING DOCUMENTS OF THE ORGANIZATION ARE OPEN TO THE PUBLIC.

**2022 Filing Instructions**  
**GREATER BEAUFORT PORT ROYAL CONVENT**  
**Tax year ending 06-30-2023**

**Form filed:**

Form 990 and supplemental forms and schedules

**Filing method:**

The return will be e-filed once the signed and dated Form 8879-TE has been received by this office. Do not mail the return to the IRS.

**Due date:**

11-15-2023

**The return reflects neither a refund nor a balance due.**

**Please note:**

The Taxpayer First Act requires tax-exempt organizations to electronically file all information returns in the 990 series and related forms for tax years beginning after July 1, 2019. Mailing these returns is no longer allowed.

**SCHEDULE O  
(Form 990)**

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or Form 990-EZ.  
▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

Item 8.

**2021**

**Open to Public Inspection**

Department of the Treasury  
Internal Revenue Service

Name of the organization  
**GREATER BEAUFORT PORT ROYAL CONVENT**

Employer identification number  
**57-0801740**

**01. Form 990 governing body review (Part VI, line 11)**

A COPY OF THE 990 WAS PRESENTED TO THE GOVERNING BODY BEFORE IT WAS FILED.

**02. Conflict of interest policy compliance (Part VI, line 12c)**

THE ORGANIZATION DOES HAVE A CONFLICT OF INTEREST POLICY

**03. Governing documents, etc, available to public (Part VI, line 19)**

THE GOVERNING DOCUMENTS OF THE ORGANIZATION ARE OPEN TO THE PUBLIC.

**04. List of other fees for services expenses (Part IX, line 11g)**

ACCOUNTING AND AUDIT	6,475
RESEARCH	14,166
WEBSITE	15,569
WEBSITE PLUGINS	38,548
DESIGN PHOTOGRAPHY	10,537
FULFILLMENT SERVICES	22,735
ACCOUNT SERVICES	25,492
TRANSITION SERVICES BRCOC	32,000
DOCUMENT SHREDDING	144

Please fill out and sign this portion of the form as appropriate indicating contact information, the amount you are requesting and that you have the authority to discuss the budget on behalf of your organization.

*Any incomplete or untimely submissions will not be considered.*

Beaufort County FY 2025 Outside Agency Funding Application	
<b>Please return this application with attachments to:</b>	Valerie Althoff, Budget Manager, by March 15, 2024 via email: Valerie.althoff@bcgov.net
<b>Amount of Funding Requested for FY 2025</b>	\$365,000
<i>I declare that I am authorized on behalf of this agency to submit this budget request to Beaufort County, and the information provided in this return is true and correct to the best of my knowledge.</i>	
<b>Authorized Signature and Date:</b>	<i>Willie G. Miles</i> 3/15/24
Organization Name	Hilton Head Island-Bluffton Chamber of Commerce
Contact Name	Bill Miles
Contact Phone	843-785-3673
Contact e-mail	bmiles@hiltonheadisland.org
Contact Fax	843-785-7110

**Budget Narrative**

**Mission/Scope of Services**

The Hilton Head Island-Bluffton Chamber of Commerce has led Southern Beaufort County for over 25 years as their Designated Marketing Organization (DMO).

Our organization is driven by a mission to stimulate the regional economy while enhancing the quality of life for all.

Our organization's brand commitment to Southern Beaufort County is an extension of Hilton Head Island promoting Bluffton and Daufuskie Island. Bluffton and Daufuskie Island provide a unique experience that travelers are looking for from outdoor excursions, to arts and culture, culinary and so much more. The elements of the brand personality related to tranquility and driven by nature are strong and position Southern Beaufort County as a destination for our target audience.

Our organization leads all out-marketing efforts tied to tourism into Southern Beaufort County. Our efforts encompass, but are not limited to, managing the destination website, digital media (paid and organic), social media, public relations, meetings and groups, weddings and all research and analytics.

Our target demographic, based upon website and digital analytics, commissioned visitor profile study and economic impact report, define the visitor we are reaching.

**Demographics Overview:**

- **47.5% Men / 52.0% Women / 0.5% Self-identify**
- **\$150K-\$250K+ Household Income/Affluent Traveler**
- **51.1% Undergraduate Degree or Higher**
- **2 - 4 Trips Per Year**
- **5 Nights Average Length of Stay**

**Age Distribution:**

Age	Hilton Head	Bluffton	Total
19 years old or younger	0.3%	0.3%	0.3%
20 to 24 years old	2.5%	6.0%	3.4%
25 to 29 years old	21.5%	17.9%	20.6%
30 to 34 years old	20.2%	22.8%	20.8%
35 to 39 years old	19.3%	14.0%	18.0%
40 to 44 years old	4.8%	7.0%	5.3%
45 to 49 years old	3.6%	5.2%	4.0%
50 to 54 years old	4.6%	5.4%	4.8%
55 to 59 years old	4.8%	5.4%	4.9%
60 to 64 years old	6.1%	5.7%	6.0%
65 to 69 years old	5.5%	4.1%	5.1%
70 years old and over	6.3%	6.0%	6.2%
Prefer not to say	0.5%	0.3%	0.5%

**Household Income Distribution:**

Household Income	Hilton Head	Bluffton	Total
Under \$24,999	1.1%	1.4%	1.1%
\$25,000 - \$34,999	1.8%	5.4%	2.7%
\$35,000 - \$49,999	6.5%	11.0%	7.7%
\$50,000 - \$74,999	17.1%	14.7%	16.5%
\$75,000 - \$99,999	17.0%	20.1%	17.8%
\$100,000 - \$149,999	17.0%	18.1%	17.3%
\$150,000 - \$199,999	18.0%	14.7%	17.2%
\$200,000 - \$249,999	15.9%	10.8%	14.6%
\$250,000 or more	5.6%	3.7%	5.1%

[Full Visitor Profile Report](#)

**Organizations with Similar Services; Opportunities for Collaboration**

The Hilton Head Island-Bluffton Chamber of Commerce holds the designation from Beaufort County as the Destination Marketing Organization (DMO) for Southern Beaufort County. We've held this designation for over 25 years.

Visit Beaufort, Port Royal, and the Sea Islands is our DMO counterpart for Northern Beaufort County.

The Beaufort County Black Chamber also represents tourism within Beaufort County with a mission to support African American businesses within the County.

Our out-marketing efforts are focused on the unique attributes and assets south of the Broad River in Southern Beaufort County. The current structure that is listed above is efficient and effective. We focus closely on Daufuskie Island, building brand awareness and demand for this remote barrier island. In addition, we support Bluffton, both incorporated and unincorporated, through their proximity to the May River, rich historical and cultural assets and ties to the Gullah Geechee Cultural Heritage Corridor, rich arts community and emerging culinary scene.

Our organizations are in constant contact, are aligned on the trends and metrics regarding our number one economy of tourism and partner where appropriate.

**Significant Recent Accomplishments**

FY 2023-2024

- Media partnership with Garden & Gun #1 that repurposed a previous campaign highlighting a weekend in Bluffton had over 865K impressions
- Media partnership with Garden & Gun #2 focused on the Roots & Rivers Festival and several local businesses and had a total audience reach across all platforms of over 1.89M.
- Continued promotion of VisitBluffton.org,
  - Total Website Sessions YTD: 402.7K
  - Partner Referrals YTD: 81.2K

*\*Due to the changeover from UA to GA4 reporting, we do not have a year-over-year comparison until July 2024. Year-over-year reporting will be available in next year's report.*

- Over the last few years with Bluffton's designated social media pages launch, we welcomed 35,313 Facebook followers and 10,190 Instagram followers. These followers represent people who are seeing Bluffton content every day. Seeing Bluffton's culture, history, events, local business, and more. Bringing overall brand awareness and increasing Bluffton's exposure to necessary target markets to ensure our local economy thrives.
- Expansion of air service and air carriers at both airports serving the region.
- Continued partnership with the College of Charleston, Office of Tourism Analysis for the Beaufort County and Bluffton Economic Impact Reports and Visitor Profile Study.

#### FY 2022-2023

- Media partnership with Garden & Gun on a robust digital program that reached an estimated audience of 2.3M+ across all platforms.
- Media partnership with The Local Palate including native content, social content and print advertising driving users to a dedicated Bluffton hub city guide on The Local Palate website.
- Continued promotion of VisitBluffton.org,
  - Total Website Sessions YTD: 165.7K (+18.1%)
  - Partner Referrals YTD: 35.3K (+15.8%)
- Launched Bluffton TikTok account, Explore\_BlufftonSC.
- Expansion of air service and air carriers at both airports serving the region.
- Continued partnership with the College of Charleston, Office of Tourism Analysis for the Beaufort County and Bluffton Economic Impact Reports and Visitor Profile Study.

#### FY 2021-2022

- Collaboration with Garden & Gun and influencer Venita Aspen on a digital campaign that reached an estimated audience of 5.2M+ across all platforms.
- Continued promotion of VisitBluffton.org,
  - Total Website Sessions: 188.1K
  - Partner Referrals: 44.2K
- Content capture and deployment of the Explore Bluffton Video series.
- Expansion of air service and air carriers at both airports serving the region.
- Commissioned and partnered with the College of Charleston, Office of Tourism Analysis on producing the first annual Bluffton Economic Impact Study and Visitor Profile Study.

#### FY 2020-2021

- Lead the country and other tourism organizations in the reopening process.

- Developed and implemented the Path Forward Readiness Plan, a uniform set of recommended protocols for businesses to follow, provided a consistent and evidence-based approach to protecting the health of our residents, workforce and visitors. Over 150 business owners, residents and community members and government officials gave their input and over 300 businesses took the Pledge to adhere to the recommended guidelines. The Path Forward story was picked up by 140 different media outlets and adopted nationally by the Vacation Rental Management Association, VRMA.

- Integrated Zoom technology for the organization to be able to adapt and continue operating seamlessly.
- Developed the weekly Tele-Town Hall series to deliver relevant and up to date information to listeners and provide insight from key thought leaders throughout 2020 and into 2021.
- Launched VisitBluffton.org as an independent website, delivering high-quality referrals to partners and an increasingly powerful social presence.
- Launched the Official Vacation Planner for the destination.
- Expanded air-service and air-carriers at both airports serving the region.
- Commissioned and partnered with the College of Charleston, Office of Tourism Analysis on the execution of the Beaufort County Economic Impact Report.

**Service Delivery Goals and Objectives**

The Hilton Head Island-Bluffton Chamber of Commerce will focus this fiscal year's out-marketing efforts on the below pillars. These areas of focus were determined by website analytics and travel and tourism trends.

- Gullah Geechee Cultural Heritage Corridor
- History, Culture and Arts
- National Historic Register Designations
- Natural beauty, Waterways, Parks
- Local Culinary and Local Market experiences
- Festival and Events

**2024-2025 Goals, Strategies & Tactics**

**Goal:** The overarching goal of the marketing plan is to drive qualified visitation to the destination through a series of demand creation and demand capture activations.

**Strategies:**

1. Build brand awareness and support qualified visitation to the destination among target out markets.
2. Drive the discovery and exploration of the destinations with deeper storytelling of the destination's key attributes.

3. Leverage a strategic mix of targeted methods to identify and reach the most qualified users.

4. Create an understanding of, and respect for, the delicate ecosystem of the destinations.

5. Enhance Leisure and Group business through qualified visitation that aligns with the demographics and target audience we are reaching.

**Tactics:**

1. Paid and organic social media strategy across all platforms with creation of new assets and content for videos/ reels/stories, and sourcing of user-generated content (UGC).

2. Email marketing, display remarketing advertising, search engine marketing, search engine optimization and digital media.

3. Development and production of the Official Bluffton Vacation Planner.

4. Traditional ad placements in print and digital with partners, as an example, Garden & Gun and Southern Living.

5. Strategically target audiences according to the demographic and persona profiles specific to Bluffton through paid, owned, and organic efforts.

6. Develop additional content (blogs, social posts, videos), designed to tell stories about the destination, its history, culture and beautiful scenic touch points, such as the May River, historical locations and parks, in engaging and informative ways and include tips and itineraries to guide visitors through the destination for deeper experiences.

7. Public relations efforts with media outreach.

**Justification for Increased Funding**

The Hilton Head Island-Bluffton Chamber of Commerce is not seeking increased funding with this request. This funding request by the Hilton Head Island-Bluffton Chamber of Commerce, the designated Destination Marketing Organization for Southern Beaufort County, is for the recurring 15% of the 2% of the State Accommodation Tax as well as the local accommodations tax allocation of \$150K.

**Impact and Contingent Strategy if Funding is Denied or Reduced**

The defunding of tourism efforts into Southern Beaufort County directly impacts businesses and business owners, the overall health and vitality of the Southern Beaufort County community and the great amenities they enjoy due to tourism dollars and the County will see a decrease in bed tax collections.

When tourism is defunded the impact is felt across all industries and touchpoints of a community. The trickle down effect takes years to recover from, if the destination recovers at all. Once you have removed or minimized your destination from a promotional space it is quickly filled with other destinations vying for the same demographic/ consumer.

Tourism employs 44,763 people or 36.7% of all jobs within Beaufort County and generates \$3.98 billion in economic impact for Beaufort County. In defunding tourism you are defunding the county's number one economy and impacting the quality of life for all.

Attached please reference the past two years of Economic Impact reports for Beaufort County and Town of Bluffton. These reports are commissioned by the Hilton Head Island-Bluffton Chamber of Commerce and executed and produced by the College of Charleston, School of Business, Office of Tourism Analysis.

[2023 Estimated Total Impact of Tourism on Beaufort County](#)

[2022 Estimated Total Impact of Tourism on Beaufort County](#)

[2023 Estimated Total Impact of Tourism in Bluffton on Beaufort County](#)

[2022 Estimated Total Impact of Tourism in Bluffton on Beaufort County](#)

**Significant Service Outputs, Outcomes and Measures**

1. Website:

- Total Website Sessions YTD: 402.7K
- Partner Referrals YTD: 81.2K

2. Social:

- Total Followers: 48.4 (+20.4%)
- Impressions: 10.4M (-11%)
- Engagement Rate: 3.9% (industry avg 2.9%)

3. \$3.98 billion economic impact of tourism on Beaufort County in 2023

4. 3.94 million visitors in Beaufort County in 2023

5. 44,763 jobs generated from tourism in Beaufort County (36.7% of all jobs in Beaufort County)



Beaufort County FY 2025 Outside Agency Funding Application	
<b>Please return this application with attachments to:</b>	Valerie Althoff, Budget Manager, by March 15, 2024 via email: Valerie.althoff@bcgov.net
<b>Amount of Funding Requested for FY 2025</b>	\$ Multi-year commitment
<i>I declare that I am authorized on behalf of this agency to submit this budget request to Beaufort County, and the information provided in this return is true and correct to the best of my knowledge.</i>	
<b>Authorized Signature and Date:</b>	
Organization Name	Technical College of the Lowcountry
Contact Name	Nancy Weber
Contact Phone	843-525-8226
Contact e-mail	nweber@tcl.edu
Contact Fax	NA

Required Information and Documents

1. A copy of your organization’s two most recent audited financial statements or reports.

The Technical College of the Lowcountry is required to make publicly available all audits and financial statements. These can be found on the college’s financial transparency webpage: <https://www.tcl.edu/about-tcl/consumer-information/transparency/>

2. A copy of your organization’s two most current revenue and expenditure budgets.

See Exhibit A.

3. Salary disclosure of all personnel serving the organization by position only (not by name of employee).

See Exhibit B.

**Budget Narrative**

**Mission/Scope of Services**

The Technical College of the Lowcountry provides accessible, high-quality academic education and workforce training to serve the needs of individuals, businesses and industries in Beaufort, Colleton, Hampton and Jasper counties. The college is the largest institution of higher education and workforce training in the area.

**Organizations with Similar Services; Opportunities for Collaboration**

The Technical College of the Lowcountry is uniquely focused on serving traditional college students as well as working learners. The college provides education and training to advance local workforce development – meeting student needs for higher income and career advancement and simultaneously strengthening the area’s economies.

**Significant Recent Accomplishments**

- In FY2023:
1. TCL and Beaufort County School District (BCSD) announced the Tides High School Dual Enrollment Program (Tides is the college’s mascot). Beginning Fall 2024 the program provides eligible high school students beginning in the 9<sup>th</sup> grade a full-time dual enrollment option delivered on site at both the college’s New River Campus and Beaufort Mather Campus. While in high school BCSD Tides cohorts can earn two associate degrees and a technical certificate from TCL in a variety of college and career pathways.
  2. College completed renovations on the historic Moor Hall on its Beaufort Mather Campus and launched the HUB – a one stop enrollment center housing admissions, advising, financial aid, testing and more.
  3. TCL was the first college in the SC Technical College System to earn the silver-grade academic award as part of its Military Academic Recognition Program.
  4. The college’s Cybersecurity Program earned the National Security Agency’s Centers of Academic Excellence in Cybersecurity designation.
  5. After a months-long, community-wide selection process, TCL announced “Tides” as its official mascot.
  6. College received \$10MM from the State of South Carolina to support the construction of the Arthur E. Brown Regional Workforce Training Center. Total estimated cost of construction for the Center is \$20MM.

**Service Delivery Goals and Objectives**

The college has four key objectives: (1) increase student enrollment; (2) increase student retention; (3) increase student completion (graduation); and (4) increase student placement.

- In FY2023:
1. Fall over fall enrollment increased by 7%.
  2. Retention increased by 3%.
  3. Student completion increased by 19%
  4. Student placement rate increased from 94% to 96%.

**Justification for Increased Funding**

The college is requesting a funding commitment of \$7.5MM to be distributed over multiple years. The County’s commitment along with \$10MM from the State of SC and \$2.5MM from the College will support the cost of construction for the workforce training center. If funded, analysis indicates that the Arthur E Brown Regional Workforce Training Center will add 102 new workers to the area annually with long run annual impacts of \$4.4MM. College-wide it is

estimated that TCL’s annual economic impact is more than \$155MM. For every dollar invested in TCL, taxpayers gain \$3.30 in added tax revenue.

See Exhibit C.

**Impact and Contingent Strategy if Funding is Denied or Reduced**

The community will be unable to build the Regional Workforce Training Center. This will negatively impact the area’s economic growth.

**Significant Service Outputs, Outcomes and Measures**

- Arthur E. Brown Regional Workforce Training Center impacts:
1. Enables the college to serve an additional 850 students.
  2. An estimated 12% will be from outside of the Lowcountry (added workforce).
  3. Enables the college to offer new programs in high demand workforce sectors such as Computer Technology, Business, Logistics and Advance Manufacturing.
  4. Strengthens the area’s economy by supporting business retention, expansion and new business development.
  5. Generates annual economic impact of \$4 million. This figure is expected to rise in tandem with enrollment growth and graduates.

List of exhibits:

- A. Current Revenue & Expenditure Budgets
- B. Salary disclosure of all personnel serving the organization by position only – Beaufort County
- C. Official letter of request: \$7.5 million commitment
- D. Budget meeting presentation PowerPoint.



April 09, 2024

Beaufort County Council  
Beaufort County Government Center  
100 Ribaut Road  
Beaufort, SC 29902

SUBJECT: Request for \$7.5 million commitment for the construction of the Arthur E. Brown Regional Workforce Training Center

Dear Members of Beaufort County Council,

The Technical College of the Lowcountry respectfully requests Beaufort County's financial support for the construction of the Arthur E. Brown Regional Workforce Training Center. We request a commitment of \$7.5 million by June 30, 2024. The allocation of funds may be spread across several years.

The projected construction budget for the facility is \$20 million. Our goal is to secure the total amount by June 30. Achieving this objective will allow us to begin work on the Center. South Carolina has allocated \$10 million to this workforce project, and the College has allocated \$2.5 million from its resources. The County's commitment is the final piece needed to initiate construction.

The Regional Workforce Training Center will meet student training and career advancement needs and simultaneously strengthen our local economy. The 50,000 sq ft Center is designed to serve as a hub for comprehensive training programs, offering a diverse range of skills development opportunities across various industries, including but not limited to manufacturing, computer technology and business.

The Workforce Center's impacts are measurable:

- The expansion empowers the college to offer new programs in supply chain/logistics, robotics, composite materials, and advanced manufacturing and enhance current high-demand offerings in areas like cybersecurity and business.



- The increased capacity will provide educational opportunities to an additional 850 students annually. Analysis suggests that 12% of these students will likely come from beyond the Lowcountry region, allowing the local area to expand its workforce.
- The County's investment will yield quantifiable returns. The Center is projected to generate an annual economic impact of \$4.4 million, which is expected to rise in tandem with the growth in student enrollment and the number of graduates.

We sincerely appreciate your consideration of our request and are grateful for your ongoing trust in our College. It is only together that we can build stronger communities and an ever-better community college.

Sincerely,



Dr. Richard J. Gough, President

Please fill out and sign this portion of the form as appropriate indicating contact information, the amount you are requesting and that you have the authority to discuss the budget on behalf of your organization.

*Any incomplete or untimely submissions will not be considered.*

<b>Beaufort County FY 2025 Outside Agency Funding Application</b>	
<b><i>Please return this application with attachments to:</i></b>	Valerie Althoff, Budget Manager, by March 15, 2024 via email: Valerie.althoff@bcgov.net
<b>Amount of Funding Requested for FY 2025</b>	\$50,000
<i>I declare that I am authorized on behalf of this agency to submit this budget request to Beaufort County, and the information provided in this return is true and correct to the best of my knowledge.</i>	
<b>Authorized Signature and Date: Robert O Elliott 04/08/2024</b>	
Organization Name	Community Foundation of the Low Country and SCNRI
Contact Name	Robert Elliott
Contact Phone	989-430-4436
Contact e-mail	Ellbob4901@gmail.com
Contact Fax	N.A.

**Executive Summary**

The South Carolina Nurse Retention Initiative (SCNRI) was created in 2021 to address the severe nurse shortage which existed and had worsened with the pandemic.

SCNRI operates an incentive program under the Community Foundation of the Low Country to assist nurses with expenses, further education and housing in order to incentivize them to come and remain in the local area to live and work after receiving training.

Adding Nurses to the workforce has a positive impact on the availability and quality of Health care.

Beaufort County provided \$50,000 of funding in 2023 for nurse workforce development with further funding consideration contingent on demonstrating success and impact.

The Initiative HAS demonstrated that it is able to attract and retain nurses and contribute to the improvement in the availability and quality of health care in Beaufort County.

Nurse Workforce development supports the Counties vision of having World class Health care facilities that meet the needs of current and future populations.

19 health care providers in Beaufort County including Hospitals, Hospice , Home Care , Rehab centers , schools and our Naval base currently have job openings for nurses.

The need for nurses will continue to grow with the expansion of Health Care facilities.

SCNRI is requesting \$150,000 over the next three years to continue its mission and to add 20-25 nurses per year to the program.

Budget Narrative
Mission/Scope of Services
<p>The South Carolina Nurse Retention Initiative (SCNRI) delivers Health care services to the citizens of Beaufort County through the nurses it recruits and retains.</p> <p>SCNRI is helping to combat the growing nurse shortage facing the Low country and Beaufort County.</p> <p>While the need for nurses has been critical over the past few years, with tens of thousands of residents expected to join our communities over the next few years, and significant infrastructure investments being planned in Health Care facilities and capabilities, the focus on our Nurse workforce is taking on a new urgency.</p> <p>SCNRI is a donor advised fund with the Community Foundation of the Lowcountry, offering a financial incentive to nurses who come and remain employed in Beaufort County, and was created to help us improve our healthcare system – both now, and as our population continues to rise in record numbers.</p> <p>To attract nurses to our area and then keep nurses from leaving the area, the South Carolina Nurse Retention Initiative offers a unique “post-graduation” Stipend in return for a work commitment – providing up to \$12,000 (BSN) and \$6,000 (ADN) paid over two years based on their continued employment in Primary Care in Beaufort County.</p>
Organizations with Similar Services; Opportunities for Collaboration
<p>We collaborate with Health care providers and complement their efforts to recruit and retain the nurse workforce they need to provide quality Care to the citizens of Beaufort County.</p> <p>We collaborate with nine colleges of Nursing within 100 mile radius to ensure that the graduating students are aware of our program BEFORE they have made an employment decision.</p> <p>We believe that we are a contributing factor to the improvement in hiring and Retention of the nurse workforce which has recently been reported by Health Care providers.</p> <p>We view our program as just one solution to what must be comprehensive approach to addressing the nurse workforce shortfall.</p>

There is also a need to address the shortage of Nurse educators, school capacity, salary differentials, lack of affordable workforce housing etc.

There is an opportunity to collaborate with CCDC and other entities focused on Affordable housing to help our nurses to overcome this issue impacting retention.

**Significant Recent Accomplishments**

In 2.5 years since our start up in Sept 2021 we have added 40 nurses to the Retention program with plans to add 20-25 more in 2024. With 37 nurses remaining on the program we have achieved a 93 % nurse retention rate versus the National average of 50%.

In 2023 we exceeded our goal by adding 23 nurses to the program representing a financial commitment of \$228,000. This was made possible with the contribution Beaufort County made to the program in April ,2023.

The program has investment over \$600,000 towards building and retaining the nurse workforce to provide Health services to the citizens of Beaufort County.

**32 nurses are employed in Beaufort County in Hospitals and other primary care settings.**

-8 Hilton Head Hospital

-21 Beaufort Memorial Hospital

-3 Sea Island Pediatrics +Beaufort Pediatrics +Agape Hospice

**Service Delivery Goals and Objectives**

The program is making a difference to the availability and quality of health care and to the individuals and their families on the program.

By increasing the number of nurses on staff in local primary care settings we can ensure that each patient receives the care they need.

Addressing the nurse shortage benefits the ENTIRE population of Beaufort County.

Health care improvement benefits ALL segments of our population.

One nurse will care for an average 5,000 patients per year.

**Justification for Increased Funding**

We launched the SCNRI in Sept 2021.

I approached the Council in June 2021 to review our program and request funding.

The County council liked the program and explored funding options at that time.

August 2022 Hank Amundson , special projects became involved .

\$50,000 was granted from ARPA in April 2023.

SCNRI was considered a Pilot program aligned with PATH program with continued funding contingent on demonstrating Impact to the citizens of Beaufort County.

Hank Amundson in May,2023 describes how Beaufort County viewed the nurse retention program.

“Beaufort County is excited to support SCNRI as another step on the PATH to a great Healthcare career, said Hank Amundson, Special Assistant to the County Administrator. Amundson added, “SCNRI will help the newly graduated nurses remain local and put down roots. This financial support, while they get settled into their new career, will allow them to live where they work and play. This retention initiative will pay dividends for us all, as a community, by supporting a more robust, sustainable healthcare system.”

In 2023 we used the funds (along with other contributions) to add 23 nurses to the program representing a \$228,000 Investment in our Nurse Workforce.

Our Goal is to raise \$210,000 per year for the next several years to add 20-25 nurses to the retention initiative each year.

**Funding Request**

The SCNRI is asking the Beaufort County council to make an investment in Health Care and specifically, Nurse Workforce development.

We are requesting \$150,000 to support the program for the next three years.

100% of the funds will be invested over the next three years in Beaufort County nurse workforce development.

A multi -year commitment from Beaufort County strengthens the program and ensures that it is impactful and sustainable.

A report will be provided to council at year end and on an annual basis to validate that the program is having the intended impact.

**Justification**

-Beaufort County’s vision is to continue to be one of the most desirable places in the United States to live, work, and enjoy a sense of community in a culturally diverse coastal setting.

- To achieve its vision, Beaufort County desires to have world class health care facilities that meet the needs of current and future populations.

Beaufort County Vision discussions , Joe Passiment presentation to council:

- “ We will have world class facilities that meet the needs of current and future populations . Level 1,2 and 3 Trauma centers;specialized facilities for disease and accidents ;wellness centers;rehabilitation centers,short term care centers ;long term care centers.Teaching centers and laboratories.”

-The need for nurses will continue to grow with the expansion of health Care facilities and capabilities

-Nurse are referred to as the backbone of the health care system or the “Quiet Hero’s “ of Healthcare and building an adequate Nurse workforce is a necessity.

-This critical nurse workforce shortage was both exposed and made worse by the COVID-19 pandemic.

-There are currently over 200 RN open positions in Hospitals, Home Care , Hospice , Rehab centers ,Schools and the Naval hospital in Beaufort County.

-The SCNRI created and operates a program under the Community Foundation of the Low Country to incentivize recent nurse graduates to first come and then remain employed in Beaufort County.

-The funds are used to assist nurses with expenses, student debt , Further education, Housing etc.

-This retention program benefits Beaufort Counties overall medical service delivery system by retaining nursing professionals that are in a state of critical shortage in the medical field.

-SCNRI supports ALL Health Care providers operating in Beaufort County and serving the county’s population in their efforts to build and retain their nurse workforce.

**Impact and Contingent Strategy if Funding is Denied or Reduced**

If the funding request of \$150,000 over three years is not feasible than \$50,000 for fiscal year 2024-25 would allow us to achieve our goal in 2024-25 and have a significant impact on the quality and availability of Health care required to meet the needs of a growing population.

**Significant Service Outputs, Outcomes and Measures**

We measure the number of nurses we add to the program and the length of retention. We measure our ability to recruit nurses to the area based on the colleges they graduate from. Many nurse graduates are applying from colleges over 100 miles away.

One nurse will care for an average 5,000 patients per year.

Studies show that increasing the staffing levels has a direct impact on the quality of patient care and patient outcomes.

With additional nurses and improved nurse to patient ratios:

- Fewer medication errors
- Lower patient mortality
- Shorter hospital stays

- Lower patient care costs associated with readmission
- Increased patient satisfaction

We are also thanking the nurses for their service and helping them to become financially stable to remain within our County.

Support from Government and individuals within the community demonstrates that this Nurse shortage is an important issue we face and something that needs to be addressed in a comprehensive manner.

The program has demonstrated its ability to BOTH attract and retain.

Recent Survey of all recipients indicated that 100 percent are influenced to stay because of the program even though they have had job offers outside our County.

We are demonstrating that the program is helping our nurses to remain in our local area despite the salary differentials and higher cost of living. Nurses in our program indicate that they feel appreciated, motivated and valued by the community – with many indicating that they have received offers to move but the program is the reason they are staying.

Here are just some ways SCNRI is making a difference – and having a positive impact both on the lives of the nurses in our program, as well as having a positive impact on our local health care system by working to combat the critical, and growing, nurse shortage in our area.

“The SCNRI was a large part of the reason I am choosing to remain in Beaufort County. With the cost of living on the rise, the extra funds are extremely helpful, especially as a mom raising two children.”

“I have been able to use the stipend to make up for the difference in the cost of living here when compared to other places and that has allowed me to stay.”

“As resident of Beaufort County, I desire to see those around me live healthier lives. I am honored to take care of those in my community first. I had many offers to work outside of my community but I chose not to.”

“This scholarship has influenced my decision to stay at Beaufort Memorial for the full 2 years of employment. It has been difficult to keep up with the cost of living in Beaufort County but this scholarship has assisted me in paying my student loans.”

“It highly impacts my decision to remain employed in the area every single day. I appreciate the money of course! But beyond that, the way you handle the program and the way you include us nurses in fundraising events and advertising opportunities continues to strengthen our relationship with the population we serve as health professionals. This is something very special to me and I think this is what makes SCNRI something that is so much more than just a stipend or a retaining bonus. You and your team are doing an excellent job and I am so proud and thankful to be a part of this amazing program.”

Please fill out and sign this portion of the form as appropriate indicating contact information, the amount you are requesting and that you have the authority to discuss the budget on behalf of your organization.

*Any incomplete or untimely submissions will not be considered.*

Beaufort County FY 2025 Outside Agency Funding Application	
<b><i>Please return this application with attachments to:</i></b>	Valerie Althoff, Budget Manager, by March 15, 2024 via email: Valerie.althoff@bcgov.net
<b>Amount of Funding Requested for FY 2025</b>	\$ 75,000
<i>I declare that I am authorized on behalf of this agency to submit this budget request to Beaufort County, and the information provided in this return is true and correct to the best of my knowledge.</i>	
<b>Authorized Signature and Date:</b>	
Organization Name	Coastal Empire Community Mental Health
Contact Name	Jennifer Cobb-Hayes and Angie Salley
Contact Phone	843-524-8899 or 843-524-3378
Contact e-mail	<a href="mailto:Jennifer.cobb-hayes@scdmh.org">Jennifer.cobb-hayes@scdmh.org</a> ; <a href="mailto:angie.salley@scdmh.org">angie.salley@scdmh.org</a>
Contact Fax	843-524-1879

Budget Narrative
<b>Mission/Scope of Services</b>
<p>Mission: To support the recovery of people with mental illnesses. Coastal Empire Community Mental Health Center (CECMHC) provides an array of comprehensive outpatient mental health services to both children and their families and adults. Our services include crisis intervention, therapy, medication management, medication administration, care coordination, psychosocial rehabilitation and other services that support the recovery of individuals impacted by mental illness. Services are community based and can be provided on-site, in the patient's home, schools and other safe settings in the community.</p>
<b>Organizations with Similar Services; Opportunities for Collaboration</b>
<p>There are other mental health providers that provide outpatient services, as well as inpatient. Coastal is one of the largest and leading providers of comprehensive outpatient services in the community. We are a state agency and unable to merge with other agencies. We also collaborate with and make referrals to other agencies as appropriate such as Beaufort Co. A &amp; D, DDSN, BMH, DSS, Voc. Rehab, BCSD and others. We also have a MOU in place with Good Neighbor Medical Clinic and refer patients to them in need of physical health treatment and they refer to us for mental health treatment.</p>
<b>Significant Recent Accomplishments</b>
<p>CECMHC received our National Accreditation by CARF (Commission on Accreditation of Rehabilitation Facilities); we will be applying for our next survey in May 2024.</p> <p>CECMHC also received the honor of being recognized at the 2023 2<sup>nd</sup> place for Lowcountry's BEST for Mental Health Services.</p> <p>The S.C. Department of Mental Health highest honors for EOY in 2022 and the Hassenplug Winner for 2023 were both employees from CECMHC.</p>
<b>Service Delivery Goals and Objectives</b>
<p>We are committed to offering the highest quality of recovery-oriented treatment that is proven to produce positive results consistent with our values.</p> <p><b>OUR VALUES</b></p> <p>Respect for the Individual – We believe that the people we serve have the right to personal dignity, respect, and the highest possible degree of independence. We are committed to services that promote the individual's quality of life, focus on the individual's strengths, foster independence, and honor the rights, wishes, and needs of the individual.</p> <p>Support for Local Care – We believe that people are best served within their home community. We are committed to the availability of a full and flexible range of coordinated services with the community as the primary focus of care, and services that appropriately meet the needs of the individual in the most normal environment possible. We are committed to programs which build upon the local support provided by family, friends, other agencies, and the community, and which offer employment, leisure, learning, residential and psychiatric/rehabilitation services within this supportive framework.</p> <p>Professionalism and Commitment to Quality – We believe that we should encourage and reward excellence. We will create a work environment which inspires and promotes innovation and creativity, supports education and research, and continually</p>

seeks more efficient and effective ways to provide clinical and administrative services. We are committed to maintaining a skilled and ethical work force, remaining culturally competent and dedicated to the highest standards of courtesy, understanding and respect. We are an agency worthy of the highest level of public trust.

Patient Advisory Board– CECMHC is guided by the feedback and needs that are identified by our community. We strive to provide quality care to our community that uniquely responds to their needs. Towards providing that care we have established a patient advisory board that is constituted by active patients of CECMHC that meets quarterly and discusses our processes and services.

Our goals are to ensure wide-reaching accessibility to those seeking services and support; continue recruiting and retaining the highest quality of professionals; to provide the highest quality of care to our patients and families and to create a culture of diversity, equity, and inclusion with a focus on expert customer service.

CECMHC’s objectives are to maintain a model of same day access to care; offer a variety of platforms for services offered; and address gapes in operations with committees such as our Patient Advisory Board and Executive Leadership and establishment of a Performance Improvement Team. Objective for recruiting and retaining the highest quality staff is to maintain affiliation agreements with at least 3 academic institutions of higher learning; maintain a process to support clinicians towards professional licensure and implementation of a process of annual employee recognition. Our objectives to meet the goal of providing the highest quality of care to our patients and families is the implementation of a Performance Improvement Officer and committee who will use the center’s data from dashboard to measure effectiveness; PIO will collect data quarterly and report trends, gaps, and information to assist in analysis of all programs and services. Our objective for creating and maintaining a culture of diversity, equity and inclusion is to constantly assess for needs and opportunities and threats that may impact workplace culture for both staff and patients; seek feedback from staff annually. In addition the E.D. along with Cultural Competence Committee chair will have annual assessment for the SCDMH Office of Cultural Competence on our workplace practices and policies.

**Justification for Increased Funding**

CECMHC has a current MOU with the Beaufort County Sheriff’s Office in which we provide a Full-Time Law Enforcement Embedded Clinician to work with the Sheriff’s Office. The role of the Clinician is to engage with individuals in the community that need services and connect them with the Center. The Clinician is also able to provide services and support to Law Enforcement Personnel when needed as well as serves as a liaison between the Sheriff’s Department and our MC Team and Beaufort and Hilton Head Clinic staff. Currently there is no financial support for this position. We would also like to increase service delivery in the community from our Mobile Mental Health Unit, which is staffed with a Mental Health Professional, a psychiatric RN and APRN when available. The Center also provides crisis intervention services 24/7 through our Mobile Crisis Team, and we provide evaluations to the Beaufort County Probate Court for mental health evaluations. In addition, our staff must serve as designated examiners for probate hearings for Beaufort County Alcohol and Drug, which involves use of our medical staff. Additional wrap-around services include Care Coordination, ICT (Intensive Community Treatment, IPS (Individual Placement Services – employment) and MDFT (Intensive Family Therapy) programs.

The cost to Coastal Empire Community Mental Health to operate a mental health clinic in Beaufort County is roughly \$4.1M per year, this does not include what we pay for after-hours mobile crisis response here. To help us maintain superior coverage and service, we are asking \$75,000 which will help support the salary of the full-time law enforcement embedded clinician and will help in recovering the loss of revenue

incurred when we have to provide the chemical dependence evaluations for probate court. In those instances, we must cancel scheduled appointments for our routine scheduled patients. We would also like to expand use of our Mobile Mental Health Unit in the Community to provide treatment to those that have barriers to being able to come into the clinic for services.

**Impact and Contingent Strategy if Funding is Denied or Reduced**

If we don't receive support, it may impact our ability to continue providing the full-time embedded clinician in the capacity she functions in now for the Sheriff's Office. The lack of funding could also impact our ability to continue providing the Mobile Mental Health Unit and in a broader capacity.

**Significant Service Outputs, Outcomes and Measures**

Our 29 Beaufort County dedicated clinicians provided over 15,000 hours of actual in person services in Beaufort County and 1600 hours were dedicated to the Beaufort County Sheriff's Office. We are consistently serving more patients and providing more services each year as shown in the service comparison below.

SERVICE COMPARISON FOR THE LAST 3 YEARS

	FY22 total	FY23 total	FY24 to date 2/29/2024
Contacts	20764	24116	15483
Patients	2306	2351	2036

TO SAME TIME PERIOD FOR THE LAST 3 YEARS

	to 2/28/2022	to 2/28/2023	FY24 to 2/29/2024
Contacts	13277	15378	15483
Patients	1874	1914	2036

Item 8.

ENTITY	MILLAGE OR FEES	FY 25 REQUEST	FY 24 REQUEST/REV BUDGET	FY 24 ACTUAL AS OF 4.12.24	BUDGET % DIFFERENCE	FY 23 ACTUAL	ACCOUNT	
Treasurer		\$ 2,522,563.00	\$ 2,364,980.00	\$ 1,404,766.00	6.66%	\$ 1,863,910.00	1000-10-1020	
Treasurer Exec Fees	FEES	\$ 2,030,925.00	\$ 2,283,749.00	\$ 1,263,742.00	-11.07%	\$ 932,136.00	2011-10-0000	
<b>Sheriff</b>								
Sheriff Admin		\$ 32,410,607.00	\$ 31,760,644.00	\$ 23,330,899.00	2.05%	\$ 29,268,570.00	1000-20-1201	
HH Police	FEES	\$ 6,229,224.00	\$ 5,598,467.00	\$ 4,171,692.00	11.27%	\$ 35,569.00	2280-20-0000	FY24 includes \$96054 in vehicle purchases
School Resource		\$ 1,191,329.00	\$ 971,224.00	\$ 718,265.00	22.66%	\$ 848,318.00	2253-20-0000	
Public Defender		\$ 4,727,523.00	\$ 4,227,634.00	\$ 2,954,156.00	12%	\$ 3,964,544.00	2110-10-1142	
Island Rec Center 55203		\$ 200,000.00	\$ 150,000.00	\$ 150,000.00	33.33%	\$ 145,000.00	1000-10-1198-55203	
LRTA dba Palmetto Breeze 55200		\$ 717,639.00	\$ 337,097.00	\$ 252,823.00	112.89%	\$ 337,097.00	1000-10-1198-55200	
Military Enhancement Committee 55202		\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	0.00%	\$ 100,000.00	1000-10-1198-55202	
Small Business Development Center 55250		\$ 40,000.00	\$ 40,000.00	\$ 40,000.00	0.00%	\$ 40,000.00	1000-10-1198-55250	
Keep Beaufort County Beautiful		\$ 270,500.00	\$ 10,000.00	\$ -	2605.00%	\$ -	1000-10-1198-55201	NEW ASK
Beaufort Jasper Hampton Comp Health	0.4	\$ 1,140,000.00	\$ 1,040,651.00	\$ 1,040,651.00	9.55%	\$ 899,418.00	1401-40-0000-55000	
<b>Lowcountry Council of Governments</b>								
Dues 55210		\$ 159,049.00	\$ 140,338.00	\$ 105,253.00	13.33%	\$ 140,338.00	1000-10-1198-55210	
HOME Consortium Match 55215		\$ 75,000.00	\$ 75,000.00	\$ 56,250.00	0.00%	\$ 75,000.00	1000-10-1198-55215	
MPO Match 55212		\$ 26,154.00	\$ 26,155.00	\$ -	0.00%	\$ 11,618.00	1000-10-1198-55212	
14th Circuit Solicitor		\$ 2,615,661.00	\$ 1,700,450.00	\$ 1,700,450.00	53.82%	\$ 1,700,450.00	1000-10-1098-55000	
<b>Beaufort County Soil and Water Conservation District 55204</b>								
Economic Development 55240		\$ 39,950.00	\$ 25,000.00	\$ 25,000.00	59.80%	\$ 25,000.00	1000-10-1198-55204	
<b>Economic Development 55240</b>								
Operations		\$ 375,000.00	\$ 495,000.00	\$ 281,250.00	-24.24%	\$ 495,000.00	1000-10-1198-55240	
Millage Revenue	0.3	\$ 780,500.00	\$ 746,350.00	\$ 76,392.00	4.58%	\$ 727,256.00	1010-10-0000-55240	
Site Acquisition and Development		\$ 7,500,000.00	\$ 10,000,000.00	\$ -	-25.00%	\$ -		NEW ASK
Beaufort Memorial Hospital 55100	0.4	\$ 15,000,000.00	\$ 1,040,651.00	\$ 1,040,651.00	1341.41%	\$ 899,418.00	1402-40-0000-55000	
South Carolina Dept of Mental Health		\$ 75,000.00	\$ -	\$ -	0.00%	\$ -	1000-10-1198-55206	NEW ASK
South Carolina Nurse Retention Initiative		\$ 50,000.00	\$ -	\$ -	0.00%	\$ -	NEW	NEW ASK
<b>Greater Beaufort-Port Royal CVB</b>								
State 2% ATAX		\$ 230,000.00	\$ 220,000.00	\$ 97,654.00	4.55%	\$ 409,314.00	2000-10-0000-55000	
Local 3% ATAX		\$ 150,000.00	\$ 150,000.00	\$ 75,000.00	0.00%	\$ 150,000.00	2001-10-0000-55000	
<b>Hilton Head Bluffton Chamber of Commerce</b>								
State 2% ATAX		\$ 215,000.00	\$ 235,000.00	\$ 97,654.00	-8.51%	\$ 229,315.00	2000-10-0000-55000	
Local 3% ATAX		\$ 150,000.00	\$ 150,000.00	\$ 75,000.00	0.00%	\$ 150,000.00	2001-10-0000-55000	
University of South Carolina Beaufort	1.1		\$ 2,861,790.00	\$ 2,861,790.00	-100.00%	\$ 2,585,826.00	1600-60-0000-55000	
Technical College of the Lowcountry	1.1	\$ 7,500,000.00	\$ 2,861,790.00	\$ 2,861,790.00	\$ 1.62	\$ 2,585,826.00	1600-60-0000-55000	Multi-year request
Beaufort County School District					#DIV/0!	\$ 250,000.00	8010-05-0000-55000	
Bluffton Fire District					#DIV/0!			
Burton Fire District					#DIV/0!			
Daufuskie Island Fire District					#DIV/0!			
Lady's Island St. Helena Fire District					#DIV/0!			
Sheldon Fire District					#DIV/0!			

# Coastal Empire Community Mental Health Center

## Beaufort County Clinics



Physical Addresses:  
1050 Ribaut Road  
Beaufort, SC 29902

151 Dillon Drive  
Hilton Head, SC 29928

# Our mission ...

“To support the recovery of people with mental illnesses.”

Priority is to treat adults with serious and persistent mental illnesses and children with severe emotional disturbances.

# Services we provide...

- Clinic Based Outpatient
- Services at the Schools
- Consultation to Detention Center
- Consultation to Medical Center
- Community Education
- Community Support
- Mobile Crisis 24/7

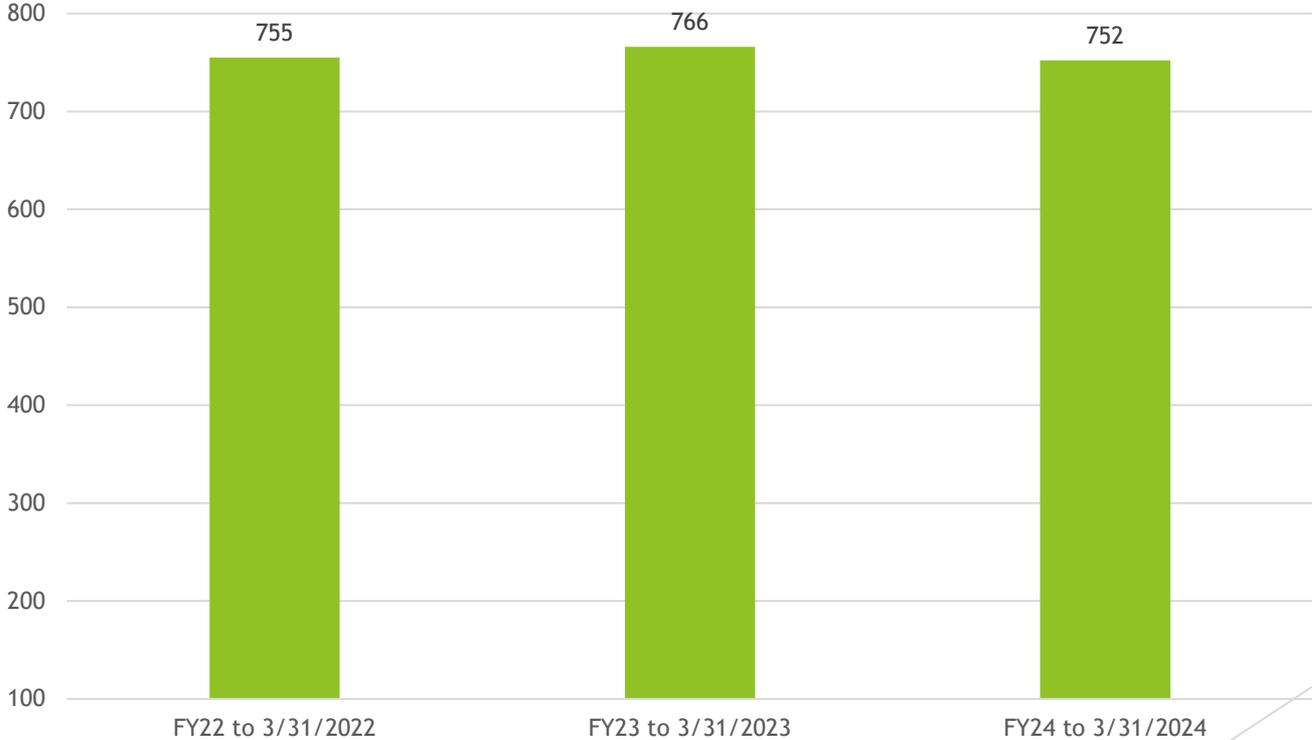


# Community Collaboration . . .

- Law Enforcement Embedded Clinicians with Beaufort County Sheriff's Department and City of Beaufort Police Department
- Consultation to Beaufort County Detention Center
- Bluffton Police Department
- Beaufort County Probate Court
- Beaufort County Human Services Department
- Beaufort County Alcohol & Drug
- Beaufort County School District
- "Together for Beaufort County"
- Good Neighbor Clinic
- Collaborative Organization of Services for Youth (COSY)
- SC Department of Disabilities & Special Needs
- SC Department of Social Services
- Hopeful Horizons

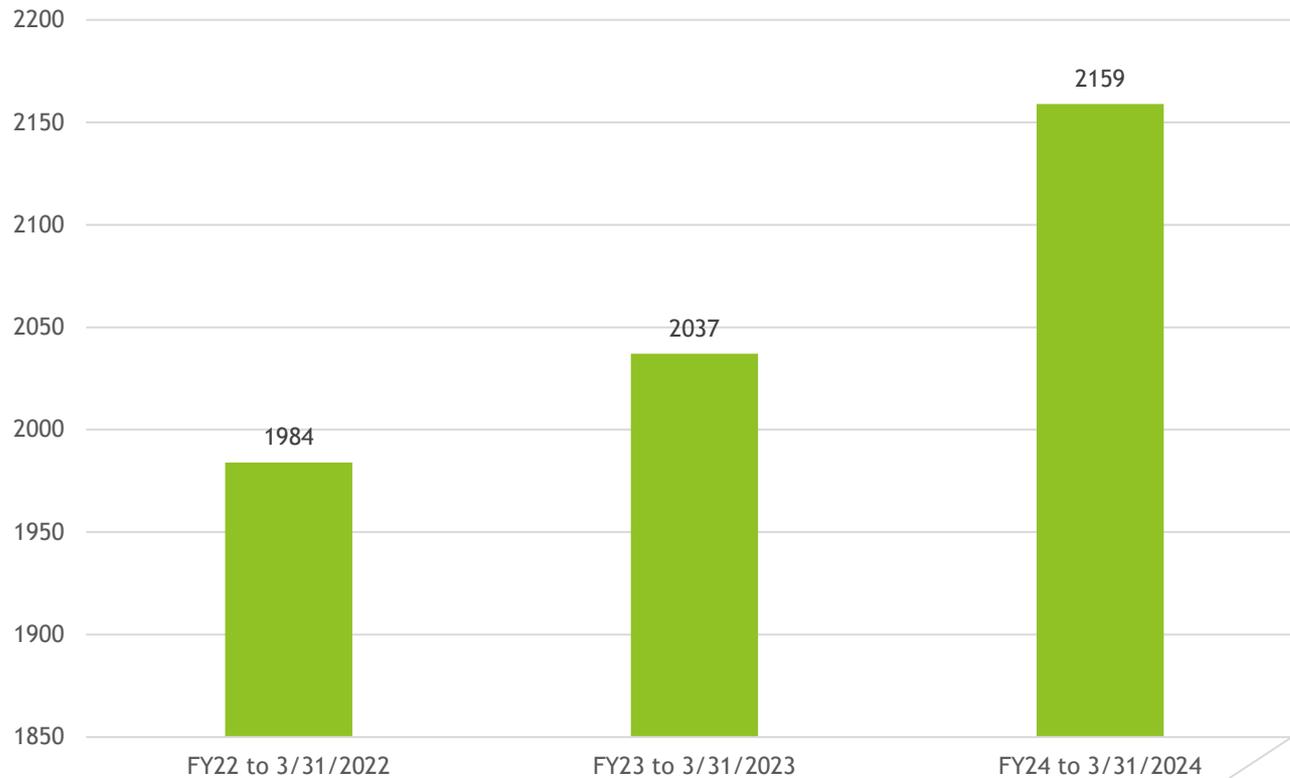
# Admissions ...

Coastal Empire CMHC Admissions



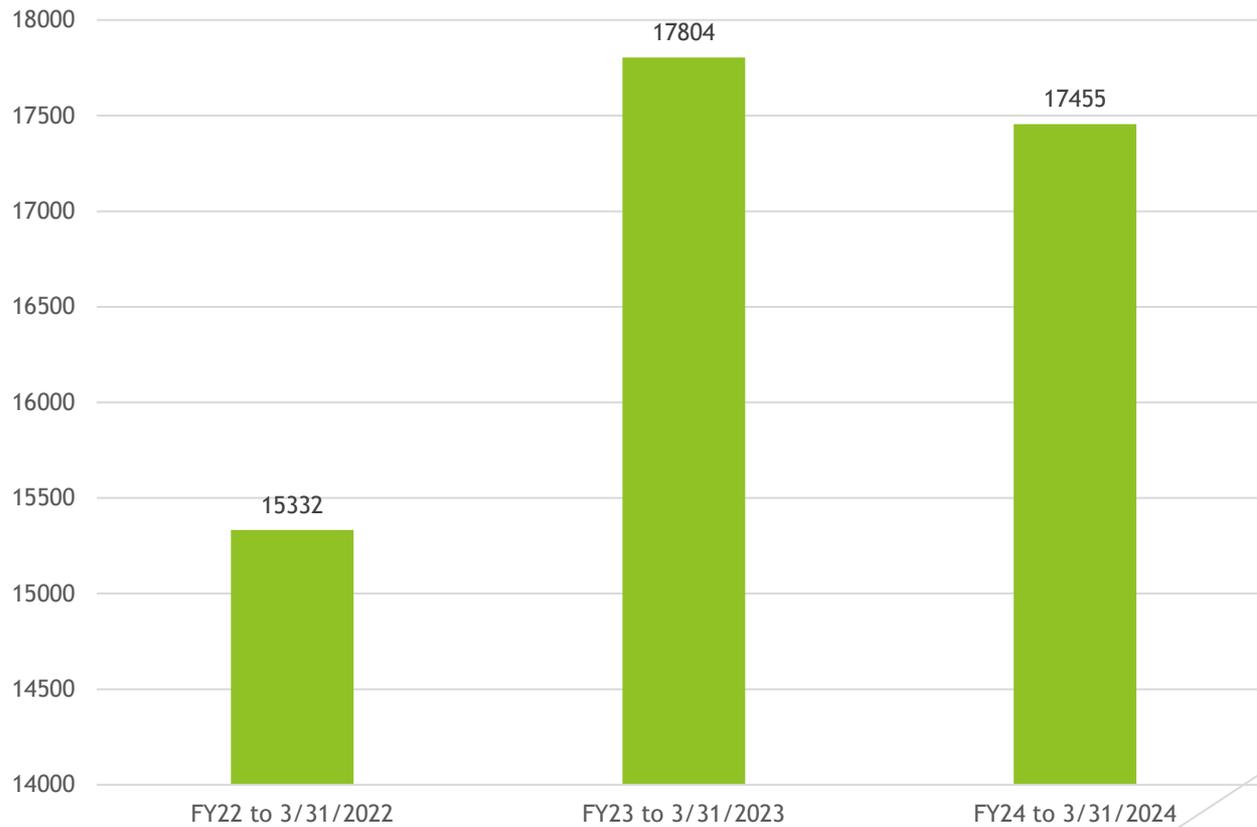
# Patients...

Coastal Empire CMHC Persons Served



# Services ...

Coastal Empire CMHC Services Provided



# County Support is important . . .

- ▶ Population growth increasing Mental Health demand
- ▶ Untreated Mental Illnesses can lead to tragedy in the community
- ▶ Law Enforcement/Detention Center/Probation/DJJ need us
- ▶ DSS needs us....
- ▶ Schools need us...
- ▶ Hospitals needs us...
- ▶ Our community needs us...
- ▶ You need us.

## Executive Leadership

Angie B. Salley, Executive Director  
Dr. Jennifer Cobb-Hayes, Director of Administration  
Frances Moody, Director of Clinical Operations  
Dr. Brittany Sauerborn, Medical Chief  
Jeremy Tanner, Human Resources Manager  
Omega Smalls-Francis, Hilton Head Clinic Director  
Courtney Humes, Beaufort Clinic Director

## Board Members

Henry Hiott, Acting Board Chair  
Dr. Thomas Miller  
Leigh Ann Smith  
Genora Kennedy  
Linus Wright  
Randy Boehme  
Korey Williams  
Dr. Brook Dean



# SCNRI SCHOLARSHIP RECIPIENTS



# 2021 SCHOLARSHIP RECIPIENTS

Item 8.

Lauren Londono



Krystal Maldonado



Erika Thalacker



# 2022 SCHOLARSHIP RECIPIENTS



Alexandria Coleman



Anna Kallmeyer



Melanie Kelly



Sharonda Jenkins



Glaychia Reber



Kimberly Lunceford



Mary Montana



Trenisha Bonds

# 2023 SCHOLARSHIP RECIPIENTS



Anna Graves



Bailey Moore



Cherise Gardner



Christian Lorenzo



Christine Flores



Cullen Estep



Darian Dubie



Kaitlyn Davis



Dean Smith



Jenny Schumann



Jessica Leaky



Hayden Brown



Elizabeth Reed



Gracelyn Stubblefield



Kendra Zavala



Kimberly Alicea



Mariela Moreno



Nana Ackaah



Natalye Landon

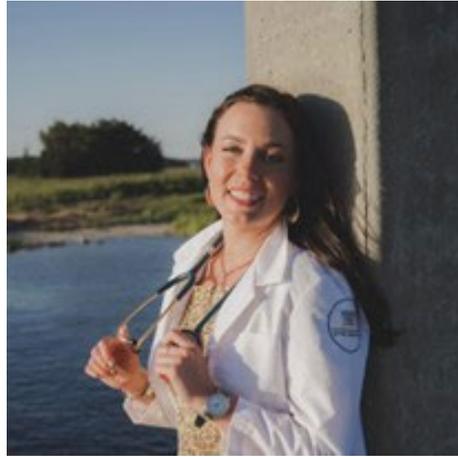


Rosalyn Paulino



Samantha Parlagreco

# 2024 SCHOLARSHIP RECIPIENTS



Blaine Alexander



Blair Wilkins



Julia Demarzo



Erin Drew



Rachel Buchholz

# 2024-2025 MARKETING PLAN

*Finance, Administration, and Economic Development Committee*



HILTON HEAD ISLAND-BLUFFTON  
CHAMBER OF COMMERCE

UNITED STATES CHAMBER OF COMMERCE









**As the designated Destination Marketing Organization for Southern Beaufort County, the Hilton Head Island-Bluffton Chamber of Commerce is charged with driving awareness and connecting visitors to our destinations, our communities, and businesses.**



## VISION

A welcoming, world-class community embracing nature, culture and economic vibrancy for residents and visitors.



## MISSION

Stimulate the regional economy while enhancing the quality of life for all.



Item 8.

# ORGANIZATIONAL GOVERNANCE



# YEAR IN REVIEW

*January 2023 – December 2023*



# MEDIA MENTIONS

## TRAVEL + LEISURE

Readers' 10 Favorite Resorts In South Carolina,  
Montage Palmetto Bluff #5

## SOUTHERN LIVING

It's Time To Visit Daufuskie, South Carolina The  
Little Known Island Hiding In Plain Sight Of  
Hilton Head

## CONDÉ NAST TRAVELER

Top 20 Resorts In The South: Reader's Choice  
Awards - Montage Palmetto Bluff #1

## TRAVEL + LEISURE

How To Plan The Perfect Trip To Bluffton,  
South Carolina

## FORBES

Montage Palmetto Bluff Celebrates Local  
Talent With New Wellness And  
Lifestyle Programs

## ESSENCE

Luxe Living: The Wellness Scene In The  
Lowcountry At Montage Palmetto Bluff

## FODERS

Daufuskie Island one of "13  
Hidden Beaches Across the U.S."

## AARP

4 Car-Free Destinations

## ROBB REPORT

This Chef Wants To Create A Destination For  
African-Inspired Cuisine In This Small South  
Carolina Town

## FOODSIDED

Exploring Bluffton: Celebrating the Flavorful Food  
Scene One Dish At A Time

## GARDEN & GUN

Open Table: In Bluffton, South Carolina, An  
Innovative Dining Scene Starts With An Equitable  
Small Business Community

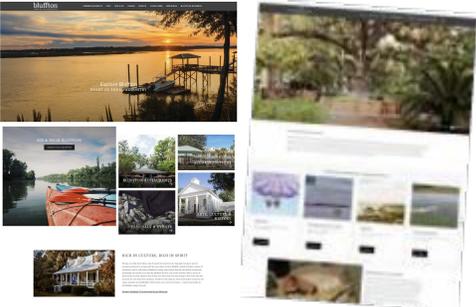
# YEAR IN REVIEW



**WEBSITE VISITS**  
VisitBluffton.org &  
VisitDaufuskie.org

**402.7K**  
WEBSITE VISITS

**81.2K**  
PARTNER REFERRALS



**SOCIAL MEDIA**  
ExploreBluffton

**48.4K**  
TOTAL  
FOLLOWERS

**3.9%**  
ENGAGEMENT RATE



**HOTEL**  
Bluffton

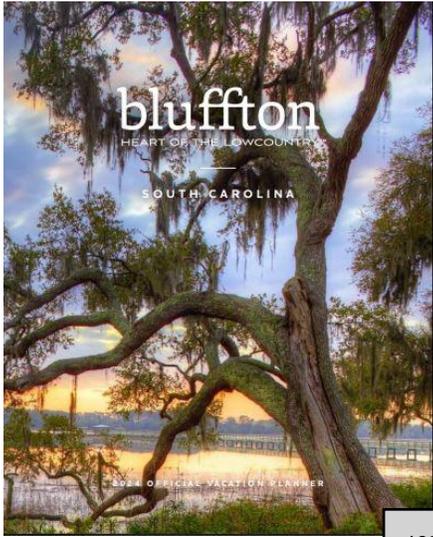
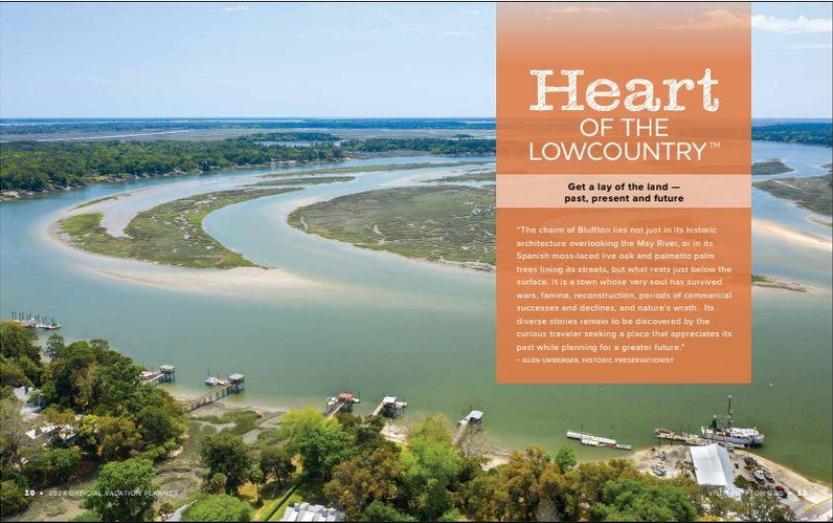
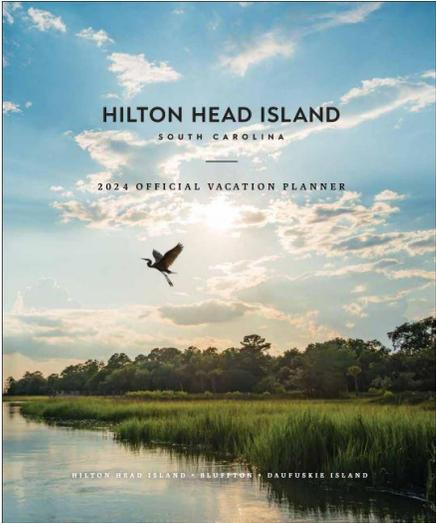
**69.3%** **↑13%**  
OCCUPANCY

**\$264.95** **↓13.2%**  
ADR

**\$183.63** **↓1.9%**  
REVPAR

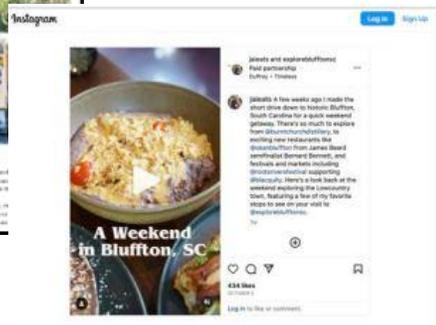
# YEAR IN REVIEW - VACATION PLANNER

100.8K  
TOTAL FULFILLED



# YEAR IN REVIEW - PAID MEDIA BUYS

## GARDEN & GUN



### Garden & Gun Partnership

**Media Partnership #1**  
Repurpose of existing article highlighting a weekend in Bluffton.

**Campaign Run Dates:** June - July, 2023

**Results**  
Total Impressions: 868,616  
Total Engagement: 40,791  
Engagement Rate: 4.7%

**Media Partnership #2**  
Partnering with the River & Roots Festival, Garden & Gun contributor, Jai Jones joined us for a weekend to experience the festival and Bluffton.

**Campaign Run Dates:** September - November, 2023

**Results**  
Audience Reach: 1.89M  
Digital Article Pageview: 16.5K  
Social Engagements: 47.5K  
Social Clicks: 14.8K

YEAR IN REVIEW - BLUFFTON PUBLIC RELATIONS

**108**

MENTIONS

**1,029,532,390**

IMPRESSIONS

**\$421,920.04**

AD VALUE

**NEW YORK POST**

Robb Report

**Southern Living**

**TRAVEL+  
LEISURE**

**Forbes** GARDEN&GUN



# LOOKING FORWARD

*2024-2025 DMO Marketing Plan*

# KEY AREAS OF INTEREST

- 1. Gullah Geechee Cultural Heritage Corridor
- 2. History, Culture, and Arts
- 3. National Historic Register Designations

- 4. Natural beauty, Waterways, Parks
- 5. Local Culinary and Local Market Experiences
- 6. Festival and Events



# TARGET DEMOGRAPHIC



**47.5%**  
MALE

**52.0%**  
FEMALE



**\$150K - \$250K+**  
AFFLUENT TRAVELER



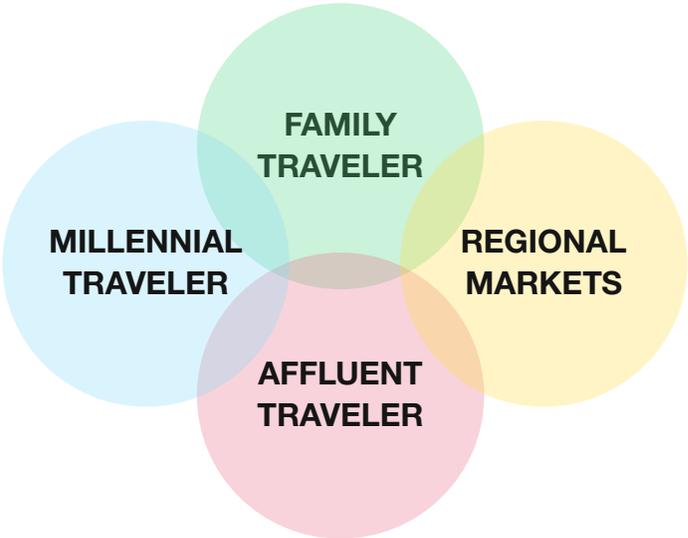
**51.1%**  
UNDERGRADUATE  
DEGREE OR HIGHER



**2-4**  
TRIPS PER YEAR



**5 NIGHT**  
AVERAGE LENGTH  
OF STAY



# THE VISITOR JOURNEY

*An Always On Approach*



# FY 2024-2025 STRATEGIES

# GOALS & STRATEGIES

2024-2025

## Overarching Goal:

The overarching goal of the marketing plan is to drive qualified visitation to our the Southern Beaufort County area, Daufuskie Island and Town of Bluffton.

GOALS
1. Build brand awareness and support qualified visitation to the destinations among target out markets.
2. Drive the discovery and exploration of the destination with deeper storytelling of the destination’s key attributes.
3. Leverage a strategic mix of targeted methods to identify and reach the most qualified users.
4. Create an understanding of, and respect for, the delicate ecosystem of the destinations.
5. Enhance Leisure and Group business through qualified visitation.

## GOAL #1 & STRATEGIES

GOAL #1	STRATEGIES
<p><b>Build brand awareness and support qualified visitation to the destination among target out markets.</b></p>	<ul style="list-style-type: none"><li>• Digital display</li><li>• Programmatic advertising</li><li>• Traditional ad placements (Print)</li><li>• Social media marketing (Facebook, Instagram, Spotify, Pinterest, Twitter)</li><li>• User Generated Content curation (UGC)</li><li>• Public relations (media outreach, partnerships, influencers, paid earned media placements)</li></ul>

## GOAL #2 & STRATEGIES

GOAL #2	STRATEGIES
<p><b>Drive the discovery and exploration of the destination with deeper storytelling of the destination's key attributes.</b></p>	<ul style="list-style-type: none"><li>• Lead generation ads</li><li>• Paid social media</li><li>• Search optimization</li><li>• Social media videos/ reels/ stories</li><li>• User Generated Content (UGC)</li></ul>

# GOAL #3 & STRATEGIES

GOAL #3	STRATEGIES
<p><b>Leverage a strategic mix of targeted methods to identify and reach the most qualified users.</b></p>	<ul style="list-style-type: none"><li>• Target audience, utilizing insights from demographic &amp; persona findings</li><li>• Paid social media</li><li>• Search optimization</li><li>• Digital experience personalization</li></ul>

## GOAL #4 & STRATEGIES

GOAL #4	STRATEGIES
<p><b>Create an understanding of, and respect for, the delicate ecosystem of the destinations.</b></p>	<ul style="list-style-type: none"><li>• Develop digital content (Blogs, social, videos)</li><li>• Conservation initiatives including, but not limited to:<ul style="list-style-type: none"><li>○ Environment &amp; natural resources</li><li>○ Waterways</li><li>○ Wildlife</li><li>○ Volunteer opportunities</li></ul></li></ul>

## GOAL #5 & STRATEGIES

GOAL #5	STRATEGIES
<p><b>Enhance Leisure and Group business through qualified visitation.</b></p>	<ul style="list-style-type: none"><li>• Email marketing</li><li>• Social and display remarketing</li><li>• SEO</li><li>• Search optimization</li><li>• Virtual networking</li><li>• Digital media</li></ul>

# BUDGET

Bluffton / Southern Beaufort County Budget (FY2023-2025)				
	FY2023 BUDGET	FY2024 BUDGET	FY2024 ACTUAL YTD thru 31MAR2024	FY2025 BUDGET
<b>REVENUES</b>				
<b>Southern Beaufort County DMO</b>	\$365,000	\$385,000	\$256,960	\$365,000
<b>Total Revenues</b>				
<b>EXPENSES</b>				
Digital Promotions / SEM	\$27,966	\$25,360	\$26,357	\$22,172
Website Maintenance	\$25,260	\$14,400	\$11,700	\$15,300
Website Hosting	\$758	\$864	\$642	\$1,224
Social Marketing & Content Strategy	\$12,630	\$14,400	\$11,700	\$15,300
Paid Social	\$36,627	\$42,096	\$28,768	\$36,720
SEO	\$7,578	\$8,640	\$7,020	\$10,200
Bluffton Insiders (enews)	\$12,630	\$9,600	\$0	\$10,200
Bluffton Vacation Planner/Fulfillment	\$35,785	\$56,640	\$66,281	\$63,750
Regional Vacation Planner/Fulfillment	\$27,365	\$16,800	\$15,375	\$22,440
Media Partnerships	\$42,100	\$24,000	\$7,852	\$12,750
Photography/Videography	\$21,050	\$19,200	\$0	\$5,100
Research & Planning	\$8,420	\$9,600	\$0	\$10,200
Contingency	\$4,631	\$4,800	\$0	\$2,769
Ops & Management	\$102,200	\$138,600	\$84,797	\$136,875
<b>TOTAL EXPENSES</b>	<b>\$365,000</b>	<b>\$385,000</b>	<b>\$260,491</b>	<b>\$365,000</b>

# THANK YOU

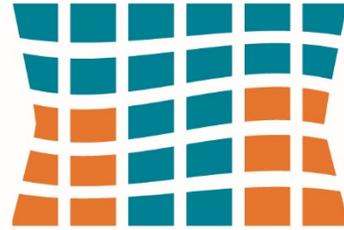


HILTON HEAD ISLAND-BLUFFTON  
CHAMBER OF COMMERCE

UNITED STATES CHAMBER OF COMMERCE

**ACCREDITED**





# TECHNICAL COLLEGE OF THE LOWCOUNTRY

Beaufort Mather Campus | Bluffton New River Campus

Hampton Campus | Culinary Institute of the South | Online

# WHAT WE DO EVERYDAY:

HIGHER EDUCATION



WORKFORCE DEVELOPMENT



ECONOMIC DEVELOPMENT



QUALITY OF LIFE



**Technical College of the Lowcountry** is uniquely focused on serving traditional college students as well as working learners. The College provides education and training to advance local workforce development – meeting student needs for higher income and career advancement and simultaneously strengthening the area’s economy.

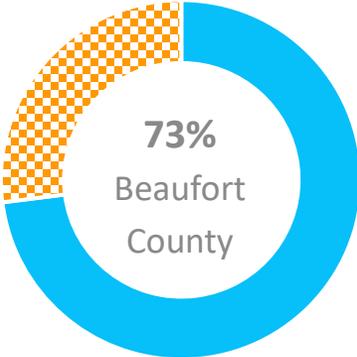


# MEASURABLE IMPACT:



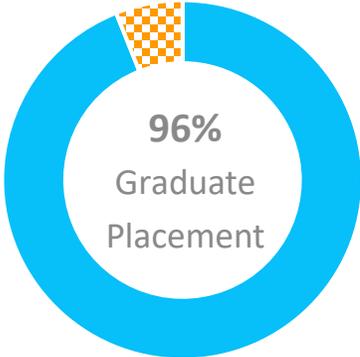
## TARGETED

2940 Students  
91% of our students are Lowcountry residents. Almost 18% are Active-Duty Military, Veterans or their dependents.



## LOCAL

73% of our students are Beaufort County residents. 9% are from Jasper County; 8% from Hampton County; and 4% from Colleton County



## RELEVANT

96% of our graduates are placed in a job related to their field of study or continue their studies and further their education.



## QUANTIFIABLE

The college's economic impact to the Lowcountry increases each year. For every dollar invested in TCL, taxpayers gain \$3.30 in added tax revenue.



TECHNICAL COLLEGE  
OF THE LOWCOUNTRY

1. EMSI's economic impact analysis was conducted before the construction of the Culinary Institute of the South. Today's estimated economic impact is \$155 million annually.

# FY 2023 COLLEGE HIGHLIGHTS:

TCL and BCSD Announce Tides High School Dual Enrollment Program.

TCL Completes Historic Moor Hall Renovation Creating The HUB.

TCL First S.C. Technical College to Earn Special Veterans Designation.

TCL Cybersecurity Program Opened the Securities Operation Center.

TCL Chartered Tri-Alpha Honor Society, Recognizing First-Generation Students.

TCL Opens Colleton County Satellite Campus in Partnership with the Colleton County Adult Education Center.

S.C. Allocates \$10 Million to Arthur E. Brown Regionals Workforce Training Center.



# ANNUAL MILLAGE IMPACT:

For the Year Ended June 30, 2023	Expense	Revenue
Operating Revenues		\$12,149,131
Operating Expenses	\$ 30,877,910	
Operating Loss	\$ (18,728,779)	
Other Revenues:		
Federal Grants & Contracts		\$ 7,392,395
State Appropriation		\$ 6,784,383
Beaufort County Appropriation		\$ 2,592,076
Hampton County Appropriation		\$ 25,000
Jasper County Appropriation		\$ 10,000
Other		\$ 28,725
Net Position	\$ (1,896,200)	



# Request for \$7.5 million commitment for the construction of the *Arthur E. Brown Regional Workforce Training Center*

- Cost of construction: \$20 million
  - \$10 million from South Carolina
  - \$2.5 million from College resources
  - \$7.5 million requested from Beaufort County
- Empowers the College to offer new programs:
  - Supply chain/logistics and Business
  - Computer Technology and Robotics
  - Advance manufacturing
- Provides training opportunities for an additional 850 students annually:
  - Analysis suggests 12% of these students will be from outside of the Lowcountry – new workers.
- Generates annual economic impact of \$4M:
  - This figure is expected to rise in tandem with enrollment growth and number of graduates.



## REFERENCES & RESOURCES:

TCL Financial Transparency: <https://www.tcl.edu/about-tcl/consumer-information/transparency/>

TCL Strategic Plan: <https://www.tcl.edu/strategic-plan/>

2024 State of the College report: <https://www.tcl.edu/about-tcl/2024-state-of-the-college/>

Arthur E. Brown Regional Workforce Training Center:

<https://www.tcl.edu/about-tcl/campuses-maps/new-river-campus/regional-workforce-training-center/>

President's contact information:

Dr. Richard Gough

E: [rgough@tcl.edu](mailto:rgough@tcl.edu)

P: 843-525-8247





# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
RECOMMEND APPROVAL TO COUNCIL OF AN ORDINANCE TO ACCEPT AND TO APPROPRIATE FUNDS FROM THE SOUTH CAROLINA OPIOID SETTLEMENT FUNDS
<b>MEETING NAME AND DATE:</b>
Finance, Administration, and Economic Development Committee April 15, 2024
<b>PRESENTER INFORMATION:</b>
Audra Antonacci – Ogden, ACA Rebecca Whitt Burgess, Director, Alcohol and Drug Abuse Department 10 Minutes
<b>ITEM BACKGROUND:</b>
Beaufort County is party to a national opioid lawsuit settlement. As the South Carolina Opioid Relief Funds (SCORF) Board provides opportunities for Beaufort County to apply for funds allocated to Beaufort County, Beaufort County applies for funds to enhance capacity or new initiatives towards opiate abatement strategies. Beaufort County applied in February of 2024 and was approved.
<b>PROJECT / ITEM NARRATIVE:</b>
Allocation of award funds shall be given to opiate issues from prevention to recovery, and to equip those impacted with the necessary resources to provide innovative interventions to reduce opiate issues, address unmet needs and to reduce the opioid-related overdoses death across Beaufort County.
<b>FISCAL IMPACT:</b>
The South Carolina Opioid Relief Fund (SCORF) award is \$582,606 for one year. No matching funds.
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
Staff recommends approval of an Ordinance to accept and appropriate funds for the South Carolina Opioid Settlement Funds
<b>OPTIONS FOR COUNCIL MOTION:</b>
Motion to approve an Ordinance to accept and appropriate funds from the South Carolina Opioid Settlement Funds or motion to deny an Ordinance to accept and appropriate funds from the South Carolina Opioid Settlement Funds.

**Ordinance 2024/**

**AN ORDINANCE TO ACCEPT AND TO APPROPRIATE FUNDS FROM THE SOUTH CAROLINA OPIOID SETTLEMENT**

**Whereas**, the process for obtaining Beaufort County’s South Carolina Opioid Settlement Funds for allocation are at least annually applied for to the South Carolina Opiate Relief Fund Board with opiate abatement core strategies and uses found in South Carolina’s Guide to Approved Uses for Investing Opioid Settlement Funds.

**Whereas**, once the applications are approved by the South Carolina Opiate Relief Fund Board and the funds are obtained, Beaufort County Council will allocate those funds consistent with the core strategies and uses approved if they are found to create or supplement existing projects and not supplant; and

**Whereas**, funds will only be provided for approved uses to county departments or other Beaufort County entities providing for opiate abatement uses. All Beaufort County’s South Carolina Opioid Settlement Funds will have the final approval of the Beaufort County Administrator after assurances are made that the projects to be funded are found in South Carolina’s Guide to Approved Uses for Investing Opioid Settlement funds.

**Whereas**, the Beaufort County Council finds it appropriate to allocate \$582,606 to extend the treatment for the incarcerated population, medication assisted treatment programming, and to expand warm handoff programs, and then enhance Naloxone or other approved drug to reduce opioid overdoses by providing medications for opioid use disorders, education, and awareness to first responders and citizens through community partners, continue community drug disposal programs, for prevention opioid response to link community members to needed serves, media campaigns, and for leadership, planning, and coordination.

**NOW, THEREFORE, BE IT ORDAINED**, that Beaufort County Council, in a meeting duly assembled, hereby accepts, and appropriates, funds in the amount of \$582,606 from the South Carolina Opioid Settlement Funds as set forth in Exhibit “A”.

Adopted this \_\_\_\_ day of \_\_\_\_\_, 2024.

COUNTY COUNCIL OF BEAUFORT COUNTY

BY: \_\_\_\_\_

Joseph Passiment, Chairman

ATTEST:

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Sarah W. Brock, Clerk to Council

March 21, 2024

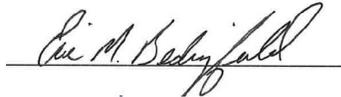
The South Carolina Opioid Recovery Fund Board has reviewed your request for South Carolina Opioid Recovery Funds and approved your request as set forth below.

As a condition of receiving South Carolina Opioid Recovery Funds, implementation of the approved abatement strategies should start within 120 days from disbursement of the funds.

Please complete and return the attached Point of Contact form within 5 days upon receipt of this notice. In addition, you are required to report to the Board periodically to confirm how the requested funds were used and to provide information regarding the impact of the funds. Please note that GPS Subfund recipients should provide attached program and fiscal reports. Annual reports will be due on or before March 31, 2025. Additional information regarding the format and content of the annual report can be found on the website [scorf.sc.gov](http://scorf.sc.gov) or by contacting program staff.

We look forward to learning the results of how the requested funds were used for approved abatement strategies to help combat the opioid crisis in the State of South Carolina. If you have any questions, please feel free to email [contact@scorf.sc.gov](mailto:contact@scorf.sc.gov).

Sincerely,



Eric M. Bedingfield, Chair  
Disburse Funds to:

Payee: Beaufort County  
Address: 1905 Duke Street  
PO Drawer 1228  
Beaufort, South Carolina 29901

SCEIS Vendor No.: 700017466

Amount: \$582,606

Approval No.: BEA2e5909

SubFund:  GPS  DFS

\*All approvals of SC Opioid Recovery Funds are for one year only on the calendar year. All projects are to be completed by 12/31. Recipients can reapply for funds for subsequent years.

SCORF Finance Use (please do not stamp in this area):

GPS	E600010000	E600_UNBD	41220030	5170750000
DFS	E600010000	E600_UNBD	41220020	5170750000

South Carolina Opioid Recovery Fund Board  
1201 Main Street, Suite 420 Columbia, SC 29201  
[contact@scorf.sc.gov](mailto:contact@scorf.sc.gov)

**BOARD MEMBERS**

Eric Bedingfield, *Chair*

Aditi Bussells, Ph.D.  
*Vice Chair*

Toby Chappell

Steven Donaldson

Mayes DuBose, MD

Martine Helou-Allen

Gary Mixon

Lisa Montgomery

Chief Judge H. Bruce  
Williams



### **Beaufort County Opioid Settlement Funding Technical Proposal**

Please see Beaufort County Government's funding request addressing core opioid reduction strategies within the community. This continues to be a collaborative process and will require continued collaboration to reach the desired impact in our community.

1. **Core Abatement Strategy: Naloxone or Other FDA Approved Drug to Reverse Opioid Overdoses (Continuation and Expansion):** *(New): Approved Use:* **Increased availability and distribution of naloxone and other drugs that treat overdoses for first responders, overdose patients, individuals with OUD and their friends and family members, schools, community navigators and outreach workers, persons being released from jail or prison, or other members of the general public.**

*Issue:* Per the DAODAS Just Plain Killers website (Most current data), Beaufort County saw a 25% increase in opioid deaths, a 31.47% increase in fentanyl-related deaths, a 5% increase in opioid prescriptions prescribed, but no increase in the amount of emergency medical services use of Naloxone in 2021 compared to 2020. Per medical contract staff at the Beaufort County Detention Center, approximately 80-120 detainees have opioid or other substance misuse issues—the detention center as a whole houses about 2,000 detainees annually. Therefore, nearly 50% of those incarcerated have opioid or substance misuse issues. Upon discharge, those with opioid issues have a reduced tolerance for opioid use, thus making them more susceptible to opioid overdoses.

Beaufort County is currently working with DAODAS on a Narcan Saturation Plan for Beaufort but is limited to distributing 300 units. DAODAS only allows their Naloxone to be distributed to disadvantaged citizens. Beaufort County sought funds in the first SCORF application to conduct county staff training through a training film deployed through the Human Resources Training Portal so high-traffic offices could have Naloxone as part of their first-aid kits. Over 100 Beaufort County employees have been trained, and Naloxone is embedded in first aid kits throughout high-traffic citizen areas, including libraries, the airport, and social service settings. The training will be ongoing and self-sustaining. Estimates while making purchases did not account for the amount needed before the 12/31/2023 deadline for purchase. Therefore, more will be required.

Additionally, the Coroner indicates that having Narcan to do training and distribution when responding to fatalities where other suspected opioid users are living. To that end, the coroner is a first responder in need of life-saving medication to prevent other fatalities.

*Implementation:* by Increasing the availability of Naloxone (Narcan) to citizens, especially vulnerable populations leaving detention, to supply Beaufort County offices with high citizen traffic, and the coroner's staff who is a vital first responder.

Output Target:

- Distribute at least 300 naloxone kits to Beaufort Couty Citizens leaving detention.
- Distribute 36 Narcan kits to Beaufort County offices and the Coroner's staff.

Funding Request to Expand Capacity:

- NV54 Naloxone Vending Machine for the Detention Center \$ 4,500
- Naloxone for county offices and Coroner @60 \$ 1,296
- Naloxone for Vending Machine (500 kits) @\$60 \$ 31,800

**Total Cost: \$37,596**  
**Carryover: \$ 601**  
**Admin Costs: \$ 1,850**  
**Total Requests: \$ 38,845**

**2. Core Abatement Strategy: Medication Assisted Treatment (MAT) and Other Opioid-Related Treatment (Continuation): *Strategy (Continuation): Increase MAT distribution to uninsured individuals or those whose insurance does not cover the needed Service.***

*Issue:* Per the DAODAS Just Plain Killers website (Most current data), Beaufort County saw a 25% increase in opioid deaths, a 31.47% increase in fentanyl-related deaths, a 5% increase in opioid prescriptions prescribed, but no increase in the amount of emergency medical services use of Naloxone in 2021 compared to 2020. In 2021, Medicaid data indicates that 176 of their beneficiaries in Beaufort County have an opioid use disorder. Yet, the alcohol and drug authority in Beaufort County has only engaged 11 total opioid use disorder patients in the past 12 months. To that end, a service gap exists, and people are overdosing and dying. Therefore, we will need to enhance engagement protocols to be able to treat more citizens with opioid use disorders with medication-assisted treatment as part of the strategy.

Concurrently, through the second funded SCORF application, Beaufort County contracted with community partners to provide indigent medication-assisted treatment services through Beaufort Memorial Hospital's Addiction Services and to support a MAT provider. The BMH program expanded the census by serving an additional forty-three (43) patients, or a **32.86 increase**. Beaufort sought and received a No Cost Extension, given the short funding period (7 months). Beaufort, per the SCORF Award, provided \$125,000 to that entity. Per preliminary reports, all funds will be exhausted. The indigent medication fund is already depleted, and the program is on target to contribute \$15,000 towards the salaries of the staff brought on board to expand access.

Given that the Alcohol and Drug Abuse Department has indigent funding available and BMH does not, it is anticipated that with embedded the staff at BMH will result in capacity building to serve more unfunded or underinsured patients with opioid use issues.

*Implementation:* Beaufort County will continue to employ a SCORF-funded MAT Coordinator/Counselor. The MAT Coordinator will become community-based and work within Beaufort Memorial Hospital (BMH), in addition to working within the Beaufort County Alcohol and Drug Abuse Departments locations (Beaufort and Bluffton) to provide information and coordinate treatment and medication services to those identified with an opioid use disorder moderate to severe. Additionally, continuation of contractual arrangements with Beaufort Memorial Hospital to provide medical and medication services to eligible Beaufort citizens with moderate or severe opioid use disorders will be continued.

*Output:*

- a. Provide up to 40 additional OUD patient services at the local alcohol and drug abuse authority.
- b. Provide medication services to up to 25 patients without insurance or those under-insured at Beaufort Memorial Hospital.
- c. Engage at least 40 new patients with OUD-related medical services.

**Funding Request:**

- MAT Coordinator/Counselor Salary \$ 69,955
- 3% Cola \$ 2,098
- Fringe (36%) \$ 25,939
- Advertising \$ 500
- Training and Travel \$ 1,000
- Certification Fees \$ 250
- Office Supplies \$ 500
- Telephone & Service \$ 3,600
- Liability Insurance \$ 1,000
- Electronic Medical Record Fees \$ 2,000
- Workforce Development/Supervision  
For All counselors, administrators, and  
Peers working with OUD patients \$28,600
- Medical and medication contractual  
Services with BMH \$125,000

**Total Cost: \$270,442**

**Admin Cost: \$13,522**

**\*Carryover: \$ 98,864**

**Total Requests: \$ 185,100**

**\*Carryover is complicated.** Beaufort has had two applications approved by SCORF. The second approved application funding cycle ENDS before the first funding cycle with Beaufort believing it would be later (no dates were known from SCORF), and a candidate

was not immediately engaged to draw down funds from the first application, so the carryover is excessive. Further, cycle two funding in operating on a No-Cost extension to continue those programs expanded through SCORF awards. However, applying now is necessary so new programs can start, and this government entity can continue other programs with an aligned funding cycle.

**3. Naloxone or Other Approved Drug to Reduce Opioid Overdoses by providing Medications for Opioid Use Disorders (MOUD) education and awareness to first responders and citizens/Provide Targeted Naloxone Distribution (Continuation):**

*Strategy: Expand training for first responders, schools, community support groups, and families*

*Issue:* An increasing number of citizens in Beaufort County interface with first responders, given overdoses. Per the DAODAS Just Plain Killers website (Most current data), Beaufort County saw a 25% increase in opioid deaths, a 31.47% increase in fentanyl-related deaths, and a 5% increase in opioid prescriptions prescribed but no increase in the amount of emergency medical services use of Naloxone in 2021 compared to 2020. The ODMAP data shows that more than 50% of the opioid hot spots are in the Northern section of Beaufort County, despite having a first responder team to reduce the opioid misuse impact on Beaufort County. Given that fire districts are often the first line of defense to fatalities from overdoses when 911 dispatch is called, preparation is necessary to respond appropriately and without the impact of any stigmatizing response to care and the chain of survival.

Beaufort County partnered with the City of Beaufort and the Town of Port Royal Fire Department to employ a medical educator to provide first responder training for firefighters, law enforcement, and citizens. Part of the education to first responders is anti-stigma, the good Samaritan laws, creating awareness of community resources, and teaching how to use Naloxone. On an in-kind basis, the fire department also distributes Narcan. At the mid-point of their funding cycle, training materials have been developed, and sixty-nine (69) first responders and 20 citizens have been trained and educated as applicable. Further, Naloxone has been distributed as needed.

*Implementation:* The strategy is to continue the community partnership with the City of Beaufort and the Town of Port Royal Fire Department to provide education and awareness to first responders and citizens on opioid issues, naloxone use, to combat stigma, and to deliver targeted Naloxone distribution to citizens in Beaufort and Port Royal.

Output:

- a. Train a minimum of 100 first responders and 100 citizens with education and anti-stigma awareness and the use of Naloxone.
- b. On an in-kind basis, distribute Naloxone, as appropriate, and report those numbers to the funder.

Funding Request:

- Medical Education Officer (\$100,000, salary and Fringe included)

- Education supplies and Naloxone were provided in kind.

**Total Cost: \$100,000**

**Admin Cost: \$5,000**

**\*Carryover: \$0**

**Total Requests: \$ 105,000**

**\*Carryover is complicated:** Although there is a current carryover, given that the project is working on a no-cost extension and the subsequent funds are available, there is no anticipated carryover to occur.

**4. Expansion of Warm Hand-Off Programs and Recovery Services (Continuation):**

**Strategy: Provide comprehensive wrap-around services to individuals in recovery, including housing, transportation, job placement/training, and childcare**

*Issue: Beaufort County has four recovery residences, but until the SCORF assisted in opening a men's house, no program allowed residents on MAT. Medication-assisted treatment is evidence-based, and the county believed that safe, sober housing for OUD users on MAT was needed. One house was opened, but it is limited to serving five residents. There is a need for another men's house to expand this option in Beaufort County.*

Currently, Mercy Me is operational. It opened on July 1, 2023, in Port Royal, SC. They have served 25 men to date. Some alumni stay engaged with the house after transitioning into the community to share their strengths, experiences, and hopes with new residents. Beaufort County provided technical assistance and the requirement to become accredited by SCARR. Mercy Me is currently "In-process." Mercy Me is now nearly self-sufficient. The \$25,000 provided through SCORF funds enabled them to operationalize this endeavor. The faith community and other volunteers offer their time to provide administrative and operational oversight. Therefore, rents by residents are sustaining operations.

*Implementation: Provide comprehensive wrap-around services to individuals in recovery, including housing and transportation. Furthermore, the strategy is to open a second sober living facility for men in Beaufort County.*

**Output**

- Increase capacity by 5 beds for men in Beaufort County and serve at least 10men during funding period.

**Funding Request:**

- \$25,000 for deposit and rent for the first three months, utilities, furnishings, transportation costs, and other wrap-around services needed to start and operate a second recovery residence.
- Staff will be provided "in-kind" by the board, the fiscal authority, and volunteers.

**Total Cost: \$25,000**

**Admin Costs: \$ 1,250**

**\*Carryover: \$0**

**Total Requests: \$ 26,250****5. Treatment of the Incarcerated Population (Continuation): Strategy: Increase funding for jails to provide treatment to inmates with OUD**

*Issue: Based on post-Covid data, Beaufort County detains approximately 200 individuals annually. This is a reduction from previous numbers. During COVID-19, the contracted medical staff reported that between 40-60% of detainees per month reported having substance or opioid misuse issues. Despite the problems identified, there was no substance misuse intervention occurring while those individuals were in a controlled environment. Therefore, Beaufort County leadership applied for SCORF funds to start easing some of those issues, and funding was awarded to hire a counselor and to fund associated expenses to provide substance misuse interventions in the detention center. Funds were awarded in both Beaufort's first application and the second to continue supporting the initiative.*

After SCORF funding was awarded, Beaufort County's Alcohol and Drug Abuse Department worked with the leadership of the detention center to design the program and work out safety protocols. It took several months before a counselor was engaged, resulting in a significant delay in moving forward with offering treatment to the incarcerated population. Therefore, no meaningful outcome data is yet available.

The program's first funding cycle ends on 1/31/2024, and the second with continuation funds ends on 12/31/2024. When completing the second application, no guidance was available to define the funding period. Therefore, given the time it took to engage a counselor, there is a carryover from the first fund. The second cycle funding was approved for a No-Cost Extension to operate until 6/30/2024. Carryover funds will reflect annualized costs until the second funding cycle period ends. The program's goal is to obtain year three funding and request a No Cost Extension to align the funding cycles to the county fiscal year. Then, apply once annually in the future.

*Implementation: A counselor will work with inmates identified by medical personnel and cleared through the multi-disciplinary team. The counselor will do screenings, provide substance use education, train detainees on the use of Naloxone, and make warm hand-offs to other treatment providers as part of the community transition.*

**Output:**

- Screen at least 50 detainees annually.
- Provide didactic services to at least 24 detainees per month.
- Refer at least 25 detainees to further services to continue treatment and recovery services to either MAT programming, the local alcohol and drug abuse department, or mutual help.

**Funding Request:**

- Counselor salary      \$56,555

- Cola @ 3% \$ 1,697
- Fringe \$20,388
- Security for Program \$25,000
- Educational Materials \$ 1,500
- Training and Travel \$ 1,000
- Certification Fees \$ 250
- Office Supplies \$ 500
- Telephone & Service \$ 3,600
- Liability Insurance \$ 1,000

**Total Cost: \$111,490**  
**Admin Costs: \$ 5,575**  
**Carryover: \$100,681**  
**Total Requests: \$ 16,384**

**6. a Prevention- Prevent of Overdose Deaths and Other Harms- (New): Strategy: Funding and training for first responders to participate in pre-arrest diversion programs, post-overdose response teams, or strategies that connect at-risk individuals to behavioral health services and supports**

*Issue:* Per the DAODAS Just Plain Killers website (Most current data), Beaufort County saw a 25% increase in opioid deaths, a 31.47% increase in fentanyl-related deaths, a 5% increase in opioid prescriptions prescribed, but no increase in the amount of emergency medical services use of Naloxone in 2021 compared to 2020. The 2021 SEOW report indicated fewer Beaufort County 11<sup>th</sup> graders than previous studies would be objectionable to peers' using substances or unlawfully obtaining or using prescription drugs. Therefore, it is logical to be concerned about a heightened risk for opioid misuse by adolescents into adulthood.

The previous Beaufort County Administrator believed enhancing prevention in the Beaufort Community was necessary to ward off opiate misuse by adolescents and young adults. Beaufort County applied for \$150,000 in funding in the second cycle of GPS applications and was awarded. However, given some administrative issues with the plans for using the funds, the fiscal agents of the funds determined the funds would not be used. Therefore, they are all carried over, and a new strategy is submitted.

*Implementation:* The local alcohol and drug abuse department will expand the Prevention Department by hiring a new FTE (Opioid Prevention Coordinator) to provide evidence-based program guidance for substance use prevention education in schools, public education, and social media campaigns. The prevention staff will also monitor ODMAP, partner with the coroner's office, use real-time data from overdose fatalities, and provide prevention education, including how to use Naloxone in overdose "hot spots" throughout Beaufort County.

Materials needed for this preventionist will include using a harm reduction mobile van. Then, prevention and harm reduction outreach into the community will occur. The funding for the van will cover the Cost of the vehicle, supplies, vehicle retrofitting (slide-out table, vehicle wrap), safety materials, prevention materials, and signage. The vehicle is estimated to cost \$70,000 from the SC Preferred Vendor's List. The additional supplies and retrofitting will cost an estimated \$30,000.

Output:

- 48 outreach events annually
- 20 school events
- Map Beaufort County Opioid Abatement Strategies and share with leadership and community partners
- 24 Social Media Advertisements Annually

Funding Request:

- Prevention salary \$ 60,000
- Cola @ 3% \$ 1,800
- Fringe \$ 21,630
- Van & Supplies \$ 100,000
- Educational Materials \$ 5,000
- Social Media Fees: \$ 350
- Training and Travel \$ 1,000
- Prevention Fees \$ 250
- Office Supplies \$ 500
- Liability Insurance \$ 1,000

**Total Cost: \$191,530**  
**Admin Costs: \$ 9,577**  
**Carryover : \$150,000**  
**Total Requests:\$ 51,107**

**6. b Strategy: Prevention of overdose deaths and other harms (New): Strategy: Supporting screening for fentanyl in routine clinical toxicology testing.**

*Issue:* In 2021, the Beaufort County Coroner's Office reported 1,820 deaths. The population of Beaufort County increased by 21% since that time, according to US Census data. An increase in population also increases productivity in the coroner's office. 2400 deaths in Beaufort County is estimated for 2024. The increasing demand for coroner services also means an increase in costs for toxicology, when deemed appropriate. A RANDOX Toxicology analyzer is used by Beaufort County to obtain toxicology results. Like urine drug screens, the more specificity desired, the higher the costs. Beaufort County is using a more inexpensive reagent (MultiStat), which does not yield the desired results in the opioid overdose era. The desired reagent to use is TopPlex. Also, the coroner sometimes runs out of the reagent and relies on sending off labs to NMS for both preliminary and confirmation.

This can 6-8 weeks. Therefore, the current capacity to have reliable toxicology data on demand for opioid abatement purposes is sub-par. Having the financial resources for more test kits (TopPlex) on hand and the more expensive test kits is desired to have the best available rapid test information to make community interventions.

*Implementation:* Improve the integrity and reliability of real-time data through TopPlex reagent testing, so targeted outreach, education, and naloxone distribution to reverse opioid overdoses for family members and other community members in Beaufort by the Prevention Outreach Coordinator.

Output:

- All suspected overdoses have TopPlex testing.
- Coroner sharing all rapid-testing data associated with the Prevention Outreach Coordinator, according to a Business Associate Agreement executed between the Beaufort County Coroner's Office and the Beaufort County Alcohol and Drug Abuse Department.
- Prevention outreach is conducted either with decedent survivors or in the vicinity of opioid overdose locations ("hotspots") within 72 hours of rapid test results detecting opioid or Xylazine agents.

Funding requested:

- Budget \$1,242 per month vs \$315 or an increase of \$11,124 annually to the coroner's budget.

**Total Cost: \$11,124**  
**Admin Costs: \$ 556**  
**Carryover: NA**  
**Total Requests: \$11,680**

**7. Prevention: Strategy: *Funding for Community Drug Disposal Programs- (New)***

*Issue:* Beaufort County's Prevention Department has been distributing Deterra Bags at community events to promote the safe disposal of unused and expired medications for years. The bags are given away at the two National Prescription Take Back Events, to patients at the local alcohol and drug abuse authority, and the community at other prevention events. The SC DAODAS paid for the items. However, DAODAS's next budget eliminates the expenditure and places it on the prevention departments at the local alcohol and drug abuse authority. Without the use of SCORF funds, this initiative will end.

*Implementation:* Beaufort County will equip the mobile vehicle with Deterra Bags to do giveaways at community events. The rest of the Prevention Department will give these items away at National DEA Prescription Drug Take Back Days and naloxone training events.

Output:

- 1,400 Medium- or Extra-Large Deterra Bags will be distributed by the Prevention Department annually.

Funding Request:

- 8 Cases Medium Deterra Bags @ \$856 per case = \$6,848 (Free Shipping)
- 2 cases (40) Extra-Large Deterra Bags @\$549 per case = \$1,098
- Tax= \$557

**Total Cost: \$8,503**  
**Admin Costs: \$ 425**  
**Carryover: NA**  
**Total Request: \$8,928**

**8. Provide Funding for Media Campaigns to Prevent Opioid Use(New) Strategy: Funding for media campaigns to prevent opioid use (similar to the FDA's Real Cost" campaign to prevent youth from misusing tobacco)**

*Issue:* Beaufort County has no advertising resources to fund media campaigns to prevent opioid misuse, corrective advertising, or affirmative public education campaigns based on evidence to support anti-stigma.

*Implementation:* Beaufort County Alcohol and Drug Abuse Department will develop a media campaign and create higher visibility with "Google Click." The platform will have resource information and evidence-based information. Advertisements will be created for cineplexes and the drive-in theater to raise awareness of opioid dangers and community resources.

Output:

- Develop and deploy ads in at least two publications, the drive-in movie theater, and the Bluffton Cinema, to run quarterly.
- Analytics to exceed 10,000 impressions from aggregated advertising.

Funding Request:

- Drive-in and Movie Ads @ \$6,000 x4= \$24,000
- Google Click Campaign \$1,000 per month x12 months = 12,000

**Total Cost: \$36,000**  
**Admin Costs: \$ 1,800**  
**Carryover: NA**  
**Total Request: \$37,800**

**9. Leadership, Planning, and Coordination Strategy: Evidence-based collection and research analyzing the effectiveness of the abatement strategies within Beaufort County**

*Issue:* There is no funding source for managing SCORF funds and projects. Applications, community partnership funding requests, and other evaluation and deliverables require contracting for assistance.

*Implementation:* Invest in the infrastructure of staffing at government or not-for-profit agencies to support collaborative, cross-system coordination to prevent overprescribing, opioid misuse, or overdoses, treating those with opioid use disorders, and supporting efforts to build systems to alleviate other problems in Beaufort County associated with substance misuse.

Output:

- Manage data points and costs associated with opioid abatement strategies.
- Complete comprehensive community reports for SCORF and the county to analyze practical outputs and outcomes associated with new and existing programs involved in opioid abatement strategies.

Funding Request:

- Contracted Consultant @ \$80 per hour x 30 hours monthly or \$28,800 annually.

Total Cost

<b>Total Cost:</b>	<b>\$28,800</b>
<b>Admin Costs:</b>	<b>\$ 1,440</b>
<b>Carryover:</b>	<b>NA</b>
<b>Total Request:</b>	<b>\$30,240</b>

**10. Expansion of Warm Hand-off Program and Recovery Services (Continuation)**

**Strategy: Broaden the scope of recovery services to include co-occurring SUD or mental health conditions**

*Issue:* Beaufort County's Good Neighbor Free Medical Clinic operates because there are pockets of extreme poverty despite the county's wealth. In Beaufort, where the clinic works, 21% of the citizens live below the federally established poverty guideline standards. Poverty enhances health disparities, and a startling number of individuals served at the clinic present with addiction and opiate issues, as well as co-occurring mental health issues.

During the last funding cycle, adding personnel, SBIRT Training, and developing warm hand-off protocols enabled the clinic to focus on addiction, mental health issues, and other wrap-around services. The clinic was able to have 38 staff trained in SBIRT, 17 medical staff with prescription authority was trained in opioid prescription best practices, and 60 staff were all trained on the use of Naloxone and how to respond to an overdose. After the training, 365 SBIRT screenings occurred, which resulted in 21 patients connected to addiction counseling (may have resulted in MAT, but unknown), 14 patients related to mental health counseling, and two patients connected to safe, sober housing.

*Implementation:* The Free Clinic wants to continue employing personnel charged with this initiative to make funds available for MAT and provide necessary transport to where warm hand-offs were made to increase the likelihood of a linkage. Furthermore, there is a fee for Service to do screenings and to have Alan Lyme return to do a refresher SBIRT training for existing and new staff to ensure SBIRT screenings are evidence-based.

Funding Requests:

Salaries & Fringe	\$22,941
SBIRT Training	\$ 5,000
Program Implementation	\$44,470

(Includes medical screenings, drug screens, MAT for 20 patients, transportation, and SBIRT)

Output:

- 20 patients provided MAT Services
- 25 patients were provided with transportation
- 240 patients provided SBIRT
- All staff are provided with SBIRT Training/Refresher

<b>Total Cost</b>	<b>\$72,411</b>
<b>Admin Costs</b>	<b>\$ 3,621</b>
<b>Carryover</b>	<b>NA</b>
<b>Total Request</b>	<b>\$76,032</b>

**Total Budget:**

<b>Strategy 1.</b>	<b>\$ 38,845</b>
<b>Strategy 2.</b>	<b>\$185,100</b>
<b>Strategy 3.</b>	<b>\$105,000</b>
<b>Strategy 4.</b>	<b>\$ 26,250</b>
<b>Strategy 5.</b>	<b>\$ 16,384</b>
<b>Strategy 6. a</b>	<b>\$ 51,107</b>
<b>Strategy 6. b</b>	<b>\$ 11,680</b>
<b>Strategy 7.</b>	<b>\$ 8,928</b>
<b>Strategy 8.</b>	<b>\$ 37,800</b>
<b>Strategy 9.</b>	<b>\$ 30,240</b>
<b>Strategy 10.</b>	<b>\$ 76,032</b>
<b>SubtotalTotal</b>	<b>\$587,366</b>

**Minus Interest 4,760** (Interest was accrued on carryover. The application system would not let me reflect this. Therefore, the amount below is the actual request.)

**Total Requested: \$582,606**

Respectfully Submitted: SWD



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
APPROVAL TO DISPERSE ALLOCATED ARPA-GOOD NEIGHBOR FUNDS TO THE TOWN OF BLUFFTON
<b>MEETING NAME AND DATE:</b>
Finance, Economic Development, and Administration Committee Meeting April 15, 2024
<b>PRESENTER INFORMATION:</b>
Jared Fralix – Assistant County Administrator <i>5 Minutes</i>
<b>ITEM BACKGROUND:</b>
ARPA funds were accepted and budgeted by Beaufort earlier in 2022. One program is named the "Good Neighbor Program". It is an allocation of \$500,000 per municipality within Beaufort County.
<b>PROJECT / ITEM NARRATIVE:</b>
<p>The Good Neighbor Program was an approved use of the ARPA funds as accepted by County Council in early 2022. The Good Neighbor Program was established in an effort by the County to support the municipalities' recovery efforts with supplemental ARPA funds.</p> <p>Requests for these funds must be made by the Municipalities to ensure that the initiatives/programs funded in the municipalities conform with ARPA guidelines. County staff will be tasked with reviewing requests prior to submission and monitoring uses and expenditures after disbursement, as required by the Federal reporting requirements.</p> <p>The Town of Bluffton has requested their \$500,000 in order to support their share of the Stoney Creek Sewer project with BJWSA and the County. Request letter is attached. The use of ARPA funds for sewer infrastructure is expressly allowable.</p>
<b>FISCAL IMPACT:</b>
<p>ARPA funds have been allocated.</p> <p>This request is for \$500,000 and constitutes their full allocation.</p> <p><i>Funds remaining in the Good Neighbor Fund after this disbursement are: \$566,000. Remaining funds are allocated to Hardeeville and Yemassee.</i></p>
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
Staff recommends approval of these requests.
<b>OPTIONS FOR COUNCIL MOTION:</b>
<p>Motion to approve or deny staff recommendation move this request forward to full council on April 22, 2024.</p> <p><i>Next Step – Move forward to County Council for a motion to approve or deny staff recommendation to disperse and monitor ARPA GOOD NEIGHBOR PROGRAM funds.</i></p>



Larry Toomer  
*Mayor*  
\_\_\_\_\_  
Dan Wood  
*Mayor Pro Tempore*  
\_\_\_\_\_  
Stephen Steese  
*Town Manager*



*Council Members*  
Fred Hamilton  
Bridgette Frazier  
Emily Burden  
\_\_\_\_\_  
Marcia Hunter  
*Town Clerk*

March 21, 2024

John Robinson  
Interim Beaufort County Administrator  
100 Ribaut Road  
Beaufort, SC 29902

John,

I would like to thank Beaufort County for setting aside a portion of your ARPA funding allocation for each municipality in the County as part of your “Good Neighbor” program. I understand that other municipalities have requested some or all of their portion of funds; however, the Town of Bluffton has held off on our request until we had a better understanding of what projects the funds would best support.

I would like to officially request the \$500,000 set aside for the Town of Bluffton under the Good Neighbor funds. These funds would go to assist with the completion of Stoney Creek Sewer Project. This project is a partnership between Beaufort County, Beaufort Jasper Water and Sewer Authority (BJWSA), and the Town of Bluffton to install sewer lines to allow failing septic systems in the Stoney Creek area to be decommissioned. These failing septic systems sit at the head of the May River and are affecting the overall health of this portion of the May River. This project would qualify under the ARPA rules by expanding and providing water and sewer service to over 100 properties within the project area.

The total estimated cost for the project is approximately \$7,900,000, with \$5,925,000 coming from a South Carolina Infrastructure Investment Program (SCIIP) grant. The Town of Bluffton’s remaining contribution is estimated to be just under \$1,000,000.

I have attached the Intergovernmental Agreement (IGA) between all parties for your reference. The IGA outlines the partnership, grant, budget, schedule, map, and other details of the overall project. Let me know if you would like anything additional for this request.

Sincerely,

  
Stephen Steese  
Town Manager



# BEAUFORT COUNTY COUNCIL

## AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
RECOMMEND APPROVAL TO COUNCIL OF A REQUEST TO PURCHASE (1) NEW 36 PASSENGER BUS MODEL: STARCRAFT ALLSTAR XL (\$188,760)
<b>MEETING NAME AND DATE:</b>
Finance, Admin and Economic Development Committee Meeting 04/15/2024
<b>PRESENTER INFORMATION:</b>
Dale Butts - Assistant County Administrator: Finance Eric Brown- Director of Parks and Recreation (10 Minutes)
<b>ITEM BACKGROUND:</b>
This new bus will replace Asset #22916, a 2004 Chevy Express 3500 (15 Passenger) Van, with 64,298 miles. This van was taken out of service in 2022. However, it was repurposed for spare parts to ensure the continued functionality of other buses that have not yet been replaced. It needs various major repairs that are not cost-effective due to its age and the cost of those repairs. Despite its condition, it has exceeded its recommended replacement schedule.
<b>PROJECT / ITEM NARRATIVE:</b>
Purchase of One (1) New 36 passenger bus: Star Craft All Star XL to replace Asset 22916
<b>FISCAL IMPACT:</b>
A quote has been provided from Model 1 in the amount of \$188,760. The funding source is Parks and Recreation Capital Fund 2662 in line item: 2662-60-0000-54200. The balance in this line item currently is \$442,000.
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
Based on the age, cost, mold, and additional needs of Parks and Recreation, the Beaufort County Fleet Manager recommends approving the purchase of a new 36-passenger bus. The selected replacement bus will serve multiple functions within Parks and Recreation. Our aim is to provide an updated and safe transportation option for citizens, while also enhancing its appearance to make it visually appealing to the community. By investing in an updated and visually appealing bus, we strive to offer a positive and enjoyable transportation experience for citizens, prioritizing their safety, satisfaction, and minimizing downtime.
<b>OPTIONS FOR COUNCIL MOTION:</b>
Motion to either approve/deny the recommendation to purchase a 36 Passenger Bus. <i>Next Steps - A Majority Vote for Acceptance by Committee would move item forward to Council for purchase.</i>





## VEHICLE/EQUIPMENT EVALUATION SUMMARY REPORT

**DESCRIPTION**

Vehicle /Equipment S/N1GBJG31U541206275      Asset: 22916  
 Department: Park and Recreation      Make: Chevy      Model: Express3500  
 Year: 2004      Mileage/Hours: 64,298

**UTILIZATION**

Years of Service 20      Useful Life 5      Over/Under Threshold: 15  
 Mileage/Hours 64,298      Mileage/Hour Threshold 100,000      Over/Under Threshold: -35,702  
 Purchase Cost: \$37,907      Repair Cost: EST.18,500      Replacement Cost: 190,000  
 Date of Evaluation: 04/04/2024      Evaluator: Greg Patterson

<b>System</b>	<b>Diagnosis</b>	<b>Estimated Repair Cost</b>
Engine	Misfires runs rough	\$4,000
Transmission	Bad needs a tranmission	est. \$7,000
Drive Line	Rear end locked up	\$2,500
Differential		
Exhaust	Rusted off	\$2,000
Pumping System Hydraulic System	Bakes lines leaking	\$1,800
Electrical System	Missing Fuse Box	Unknown
Brakes	Siezed brake system	\$2,000
Tires	Need to Replaced	\$1,000
Body	Missing parts	Unknown
Interior/Exterior	Interior full of mold	Unsafe
Front End/Suspension Air Conditioning	Rusted/Inoperable	
Other		
Total Estimated Repair Cost		

**Evaluators Comments/Recommendations:**

Asset 22916 has fulfilled it purposed during its use for Parks and Recreation programs. It would be more cost-effective and time efficient to replace the bus with a new model rather than repairing it. The bus has been used for spare part to maintain other busses.





**Chassis**

Ford F650  
6.7 V8 Diesel  
10-Speed Automatic Transmission  
300 HP  
Power-assisted hydraulic front & rear disc brakes  
4-wheel anti-lock brake system  
200 Amp Alternator  
Dual, maintenance-free batteries  
55 Gallon Fuel Tank  
Power steering with tilt wheel  
HD gas shock absorbers  
Front & rear stabilizer bars  
LT225/75R22.5 All Season Tires  
Dual rear wheels  
OEM chassis dash heater, A/C, and defroster  
Chrome front bumper

**Body**

Forest River body  
Pre-painted white galvanized steel sidewalls and skirts  
Fiberglass front and rear caps  
One-piece seamless FRP roof  
120K BTU rear A/C system  
Gerflor Sirius Graphite flooring  
Yellow step nosing  
Rear mud flaps  
65K BTU rear heater  
Electrically actuated passenger entry door with full length glass  
Mid High rigid passenger seats

**ADA**

Rear wheelchair lift (aft of rear axle)  
Braun NL-919-2 wheelchair lift (800# capacity)  
ADA interlock/fast idle  
Two (2) Q'Straint QRT-MAX Slide 'N Click wheelchair securements with combo lap/shoulder belt

**Safety**

5 lb. fire extinguisher  
First aid kit  
Emergency triangle kit  
Backup alarm  
Backup camera system with 7" monitor

**OPTIONS**



Qty	Description	FY 2023 List Price	QTY Total
	Delivery Charge Per Mile	\$ 2.50	\$ -
	Starcraft Allstar Body	-\$1,000.00	\$ -
	Install Front Destination Sign Window and Overhead Access Door for Customer Instal	\$762.50	\$ -
	Install Side Destination Sign Window w/Structure for Customer Installed Sign	\$431.25	\$ -
	Door Activated Interior Lights	\$62.50	\$ -
	Jensen JHD36AB AM/FM/CD/Clock Blue Tooth/USB Enabled PA Ready 4 Spkrs	\$731.25	\$ -
	Exterior Passenger Entrance Door Key	\$118.75	\$ -
	Double W/C Doors w/ Windows, LED Interior Lights, Leaf Spring, LED Exterior Lighting	\$ 1,562.50	\$ -
	Stanchion and Modesty Panel Behind Driver	\$ 218.75	\$ -
	Driver Seat Cover - Level 3 Regions or any Level 3 Combo	\$ 125.00	\$ -
	Seat Cover - Level 3 Regions or any Level 3 Combination (Sherpa/Shire N/A)	\$ 56.25	\$ -
	Anti-Vandal Grab Handle, Black Ea on:	\$ 81.25	\$ -



**CBS UNPUBLISHED OPTIONS**

Item 11.

Qty	Description	FY 2023 List Price	QTY Total
	PDI/Make Ready/Vehicle Detail	\$ 1,500.00	\$ -
1	In Stock IC Chassis Cummins 6.7 L Diesel	\$ (677.00)	\$ (677.00)
		<b>Subtotal CBS Unpublished Options:</b>	<b>\$ (677.00)</b>

2023

# STARCRAFT

## Allstar XL 36'

Prepared for  
**Beaufort County**

**CONTACT**

Date Issued: 4/4/2024  
Name: Karla Lynch  
Phone: 470-373-7479  
Email: klynch@model1.com



Whether you need to fill a spot in your fleet or create an entirely new vehicle, your Model 1 experts have a single top priority: *you*. With a clear understanding of your needs, we find ways to deliver – starting with deep relationships all the way back at the manufacturer level. And with the nation’s largest inventory of commercial vehicles, you’ll never be short on the best choices to make for your business.

**SALES EXPERIENCE**

550+ Years of Collective Bus Sales Experience Servicing Over 1,500 Customers Annually

**COMPETITIVE PRICING**

Volume Discounts  
Fixed Contract Pricing

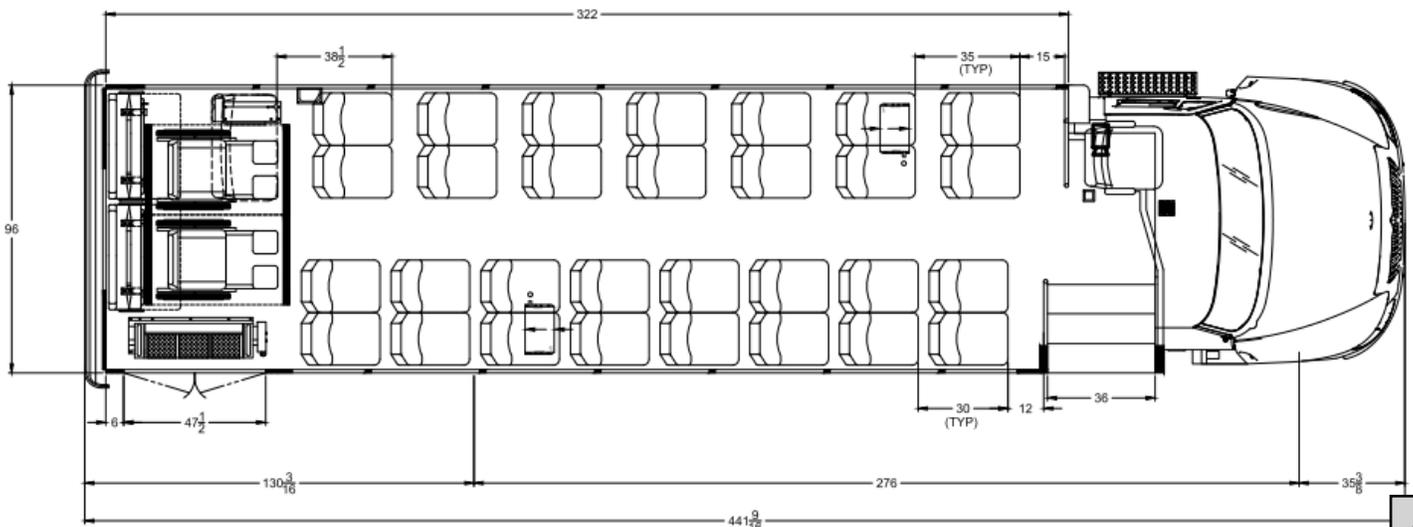
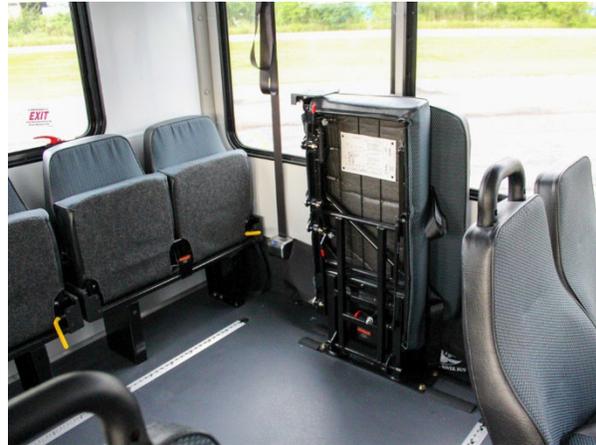
**IN-HOUSE FINANCING**

Seamless Transactions  
Flexible Solutions

**NATIONWIDE NETWORK**

21 Full-Service Locations  
Nationwide Partners with 25+ Top Manufacturers

# IMAGES & FLOORPLAN



# SPECIFICATIONS

## CHASSIS

- 2023 International T/C Cummins ISB 240 HP
- Hydraulic Brakes Air Suspension
- Engine: 7.3 L
- Fuel Type: Diesel
- GVWR: 23,500

## EXTERIOR

- Exterior Color: White
- Wheelbase: 276"
- Front Destination Sign Window and Overhead Access Door
- Side Destination Sign Window w/ Structure
- Passenger Door 36" Electric
- Double W.C. Doors w/ Windows

## INTERIOR

- 96" Wide Exterior Body
- Yellow step nosing per step (4)
- Driver Area: Grey padded vinyl
- Walls and Ceiling: Grey FRP
- Flooring: Gerflor Sirius Anthracite Grey
- Ceiling Grab Rail on Both Sides
- 1 ¼" Dual Entry Grab Rails Parallel to Entrance Steps (Both Sides)
- Left Hand Entry Vertical Grab Rail – 1 ¼"
- Stanchion and Modesty Panel at Entry Door & Behind Driver

## A/C & HEAT

- A/C System: TA77R90 Super 13 125K BTU, TA77 EVAP, R90 RM COND, (2) 13 CID COMP
- Heater: SMART Heater, 70K BTU - Floor Mounted

## LIGHTING

- Door activated Interior Lights
- Surface Mount LED Entry Door Exterior Light
- LED Mid-Ship Turn / Marker Lights
- 4" Grommet Mount LED Exterior Lighting

## ELECTRICAL

- Intermotive Flex Tech Electrical System

## AUDIO / VISUAL

- Jensen AM/FM/MP3/USB/Sirius XM with clock & 4 speakers - PA ready
- Handheld Mic & Clip Added to PA Ready Radio
- Additional Speakers, Each (2)
- Rosco back-up camera system w/ 7" rearview monitor/mirror combo

## WHEELCHAIR ACCESSIBILITY

- 34" x 54" Braun Century NCL 1000 wheelchair lift located in the rear of the unit
- Intermotive Gateway Transit Fast Idle with lift interlock
- Max Retractor Tie Down, Combo Lap/Shoulder (2)
- Q-Straint Storage Pouch (2)

## ACCESSORIES

- Priority seating sign \*\*Required for ADA Compliance\*\*
- Wheelchair Decal

## SAFETY

- Back-up alarm SAE type C 97 db(A)
- Fire Extinguisher, First Aid Kit, Reflective Triangles

## PASSENGER SEATING OPTIONS

- 36 Ambulatory, 0 Wheelchair
- 28 Ambulatory, 2 Wheelchair

## SEATING

Passenger Seating:

- Seat Fabric: Level 6 Duratex Jordan Blue
- Mid high, Double Seat (15)
- Econo Flip, Double (2)
- Foldaway Seat, Double AM Benchback (1)
- Seat Belt, Non-Retractable (36)
- Seat belt loop – Each (34)
- Anti-vandal grab handle on aisle seats (15)

Driver Seating: OEM Seating

# WARRANTY

Manufacturer Warranty	Starcraft 5-year / 100,000 miles
Chassis Warranty	See Attached

All vehicles come with warranty, but Model 1 offers more value without the added cost.

Our coverage and support come with each of our new vehicles – *standard*.

**WE PROCESS ALL THE WARRANTY REGISTRATIONS**

We register all of your bus parts for you, no more pesky warranty cards to fill out. This includes *all* parts, wheelchair lift, electronics, HVAC, etc.

**WE HANDLE ALL THE PAPERWORK**

We administer and coordinate any warranty work. You make one call to our warranty department, and they take it from there.

**REPAIR FACILITIES NEAR YOU**

When warranty work is needed, we use service repair facilities near the bus location. We have over 3200 authorized centers and growing. You will never have to drive far to get repairs completed.

**NO MORE CLAIM FORMS**

Model 1 handles all parts of the claim process, you will have no out of pocket expenses, no reimbursements, and the service facility will be paid directly by us.

**LONGER WARRANTY PERIOD**

We have negotiated extended periods for the units we sell. Unprecedented 60 month/100,000 mile bumper-to-bumper warranty on the Starcraft bus upfit.

# PRICING

<i>DESCRIPTION</i>	<i>AMOUNT</i>
Bus Cost	\$188,760.00
FOB Beaufort, SC	Included
<b>Total</b>	<b>\$188,760.00</b>

*\*Pricing does not include DMV, title, or licensing. This quote is valid for 30 days from date issued.*