



## Finance Committee Beaufort County, SC

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

**Monday, August 22, 2022  
2:00 PM**

### AGENDA

#### COMMITTEE MEMBERS:

**MARK LAWSON, CHAIRMAN  
GERALD DAWSON  
STEWART RODMAN**

**CHRIS HERVOCHON, VICE-CHAIRMAN  
BRIAN FLEWELLING**

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 - June 20, 2022
6. **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)**
7. DIVISION UPDATE FROM ASSISTANT COUNTY ADMINISTRATOR, DALE BUTTS

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#### AGENDA ITEMS

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- [8.](#) DISCUSSION AND PRESENTATION OF YEAR TO DATE FINANCIAL STATEMENTS FOR FY 2023, HAYES WILLIAMS, CHIEF FINANCIAL OFFICER
- [9.](#) RECOMMEND APPROVAL OF AN AWARD TO FIRST TRYON ADVISORS FOR FINANCIAL ADVISORY CONSULTING SERVICES FOR BEAUFORT COUNTY DEBT ISSUES
- [10.](#) RECOMMEND APPROVAL OF AN AWARD TO JOHNSON CONSULTING FOR THE SAINT HELENA ISLAND PERFORMING ARTS CENTER FEASIBILITY STUDY AND MARKET ANALYSIS SERVICES FOR BEAUFORT COUNTY (*FISCAL IMPACT \$66,000*)
- [11.](#) RECOMMEND APPROVAL OF AN AWARD TO HGAC BUY COOPERATIVE FOR THE PURCHASE OF REPLACEMENT AMBULANCES (*FISCAL IMPACT: \$817,220 FOR FOUR AMBULANCES*)

- [12.](#) RECOMMEND APPROVAL OF THE ARPA GOOD NEIGHBOR PROGRAM, MUNICIPALITY FUNDING REQUESTS (*FISCAL IMPACT TOTAL \$950,000: CITY OF BEAUFORT \$250,000; TOWN OF PORT ROYAL \$500,000; TOWN OF YEMASSEE \$200,000*)
- [13.](#) RECOMMEND APPROVAL OF THE HILTON HEAD PUBLIC SERVICE DISTRICT ARPA PROJECTS REQUEST (*FISCAL IMPACT: \$1,000,000.00 FROM THE ARPA ALLOCATION*)
- [14.](#) RECOMMEND APPROVAL OF A RESOLUTION APPROVING THE HIRING OF AN ADDITIONAL FULL-TIME EMPLOYEE IN THE PUBLIC DEFENDER'S OFFICE TO SERVE COLLETON COUNTY
- [15.](#) DISCUSSION OF AN ORDINANCE TO ALLOCATE THE PROCEEDS FROM THE SALE OF THE MYRTLE BUSINESS PARK TO THE ECONOMIC DEVELOPMENT SITE AND JOB FUND
- [16.](#) DISCUSSION REGARDING OFFER OF PAYMENT TO FOURTH AND FINAL GROUP OF RETIREES FOR LOSS OF POST-RETIREMENT HEALTH INSURANCE BENEFITS
17. 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>



## Finance Committee Beaufort County, SC

This meeting was held at the County Council Chambers, 100 Ribaut Road, Beaufort, and virtually through Zoom.

Monday, June 20, 2022  
2:00 PM

### MINUTES

*Watch the video stream available on the County's website to hear the full discussion or presentation on a specific topic or the complete meeting. <https://beaufortcountysc.new.swagit.com/videos/175818>*

#### 1. CALL TO ORDER

Committee Chairman Lawson called the meeting to order at 2:00 PM.

#### PRESENT

Committee Chairman Mark Lawson  
Council Member Joseph F. Passiment  
Council Member Gerald Dawson  
Council Member Brian Flewelling  
Council Member Stu Rodman  
Council Member York Glover  
Council Member Alice Howard  
Council Member Lawrence McElynn

#### ABSENT

Council Member Sommerville  
Committee Vice-Chairman Chris Hervochon  
Council Member Logan Cunningham

#### 2. PLEDGE OF ALLEGIANCE

Committee Chairman Lawson led the Pledge of Allegiance.

#### 3. FOIA

Committee Chairman Lawson noted that the Public Notification of this meeting had been published, posted, and distributed in compliance with the South Carolina Freedom of Information Act.

#### 4. APPROVAL OF AGENDA

Motion: It was moved by Council Member Flewelling, Seconded by Council Member Glover to approve the agenda.

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

**5. APPROVAL OF MINUTES**

**Motion:** It was moved by Council Member Howard, Seconded by Council Member Glover, to approve the minutes from May 16, 2022.

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

**6. CITIZEN COMMENTS**

No Citizens Comments.

**7. DIVISION UPDATE FROM ASSISTANT COUNTY ADMINISTRATOR, DALE BUTTS**

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

<https://beaufortcountysc.new.swagit.com/videos/175818?ts=101>

Assistant County Administrator Dale Butts provided updates on the installation of new equipment in the Register of Deeds Office, the development of how-to guides by the Procurement Services Department, and the use of ClearGov to create budgetary documents.

**8. DISCUSSION AND PRESENTATION OF YEAR-TO-DATE FINANCIAL STATEMENTS FOR 2022, CHIEF FINANCIAL OFFICER, HAYES WILLIAMS**

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

<https://beaufortcountysc.new.swagit.com/videos/175818?ts=247>

Chief Financial Officer Hayes Williams discussed the Year-to-Date Financial Statements for 2022, including financial highlights, expenditure breakdowns, and revenue breakdowns.

County Administrator Eric Greenway, Deputy Attorney Brittany Ward, and the Committee discussed the sale of county properties and where the proceeds will be directed.

**9. PRESENTATION OF THE 2022-2023 MARKETING PLAN FOR THE GREATER BEAUFORT- PORT ROYAL CONVENTION AND VISITORS' BUREAU**

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

<https://beaufortcountysc.new.swagit.com/videos/175818?ts=831>

Robb Wells presented the marketing successes of FY 2021-2022, the marketing plan for 2022-2023, the DMO investment breakdown, and the 2023 budget.

The Committee and Wells discussed the destination heat map of visitors from core and opportunity markets.

**10. RECOMMEND APPROVAL OF A RESOLUTION AMENDING THE BEAUFORT COUNTY PERSONNEL HANDBOOK SECTION 4.1.2 "HOLIDAYS" (FISCAL IMPACT: WILL BE DETERMINED YEARLY IF THE HOLIDAY IS OBSERVED)**

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

<https://beaufortcountysc.new.swagit.com/videos/175818?ts=1616>

Brittany Ward, Eric Greenway, and the Committee discussed the proposed amendment to the personnel handbook to allow the County Administrator to provide staff with an additional day of Christmas holiday when appropriate.

**Motion:** It was moved by Council Member Dawson, Seconded by Council Member Howard, to recommend approval of a Resolution Amending the Beaufort County Personnel Handbook Section 4.1.2 "Holidays."

**The Vote** - Voting Yea: Council Member Dawson, Council Member Glover, Council Member Howard, and Council Member Passiment. Voting Nay: Committee Chairman Lawson, Council Member Flewelling, Council Member Rodman, and Council Member McElynn. The motion failed 4:4.

**11. RECOMMEND APPROVAL OF A RESOLUTION TO AUTHORIZE THE COUNTY ADMINISTRATOR TO SIGN NECESSARY DOCUMENTS WITH BEAUFORT MEMORIAL HOSPITAL (BMH) FOR THE FUNDING AND LAUNCH OF A PILOT PROGRAM TO ENHANCE THE NURSING WORKFORCE (FISCAL IMPACT: THIS PROGRAM IS FUNDED BY ARPA FUNDS- TWO YEAR PROGRAM COST OF \$700,000)**

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

<https://beaufortcountysc.new.swagit.com/videos/175818?ts=2139>

Hank Amundson and the Committee discussed the Beaufort Memorial Hospital nursing pilot program.

**Motion:** It was moved by Council Member Howard, Seconded by Council Member Rodman, to recommend approval of a Resolution to authorize the County Administrator to sign necessary documents with Beaufort Memorial Hospital (BMH) for the funding and launch of a Pilot Program to enhance the Nursing Workforce.

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

**12. RECOMMEND APPROVAL OF A RESOLUTION TO AUTHORIZE THE COUNTY ADMINISTRATOR TO SIGN NECESSARY DOCUMENTS WITH BEAUFORT MEMORIAL HOSPITAL FOR MENTAL HEALTH SERVICES AT THE DETENTION CENTER (FISCAL IMPACT: \$1,000,000 OF ARPA FUNDS; 3-YEAR INITIAL TERM CONTRACT WITH ANNUAL RENEWALS BY CONSENT OF THE PARTIES- BUDGETING \$250,000 ANNUALLY)**

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

<https://beaufortcountysc.new.swagit.com/videos/175818?ts=2754>

Hank Amundson, Phil Foot, and the Committee discussed the provision of mental health services to the Detention Center.

**Motion:** It was moved by Council Member Glover, Seconded by Council Member Rodman, to recommend approval of a Resolution to Authorize the County Administrator to sign necessary documents with Beaufort Memorial Hospital for Mental Health Services at the Detention Center.

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

**13. RECOMMEND APPROVAL OF A RESOLUTION TO ADOPT A FEE SCHEDULE FOR PLANNING AND ZONING PERMITS**

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

<https://beaufortcountysc.new.swagit.com/videos/175818?ts=3373>

Robert Merchant and the Committee discussed a proposed update to the fee schedule for planning and zoning permits. Merchant agreed to update the item's backup materials to display changes through a side-by-side comparison of the current and proposed fee schedule.

**Motion:** It was moved by Council Member Rodman, Seconded by Council Member Howard, to recommend approval of a Resolution to adopt a Fee Schedule for Planning and Zoning permits.

**Discussion:** Council Member McElynn objected to the motion.

**Motion to Postpone:** It was moved by Council Member Flewelling, Seconded by Council Member Glover, to postpone this item and bring it forward to the next Finance Committee meeting on August 22, 2022.

**Discussion:** Council Member McElynn commented on the need for the Committee to receive a full explanation of the proposal to answer questions raised by Committee members.

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

**Discussion:** The Committee reiterated its request for a side-by-side fee comparison.

**14. BOARD OF ASSESSMENT & APPEALS VACANCIES - 4 VACANCIES/NON-DISTRICT SPECIFIC**

No comment or discussion.

**15. ADJOURNMENT**

Adjournment: 3:09 PM

Ratified:



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

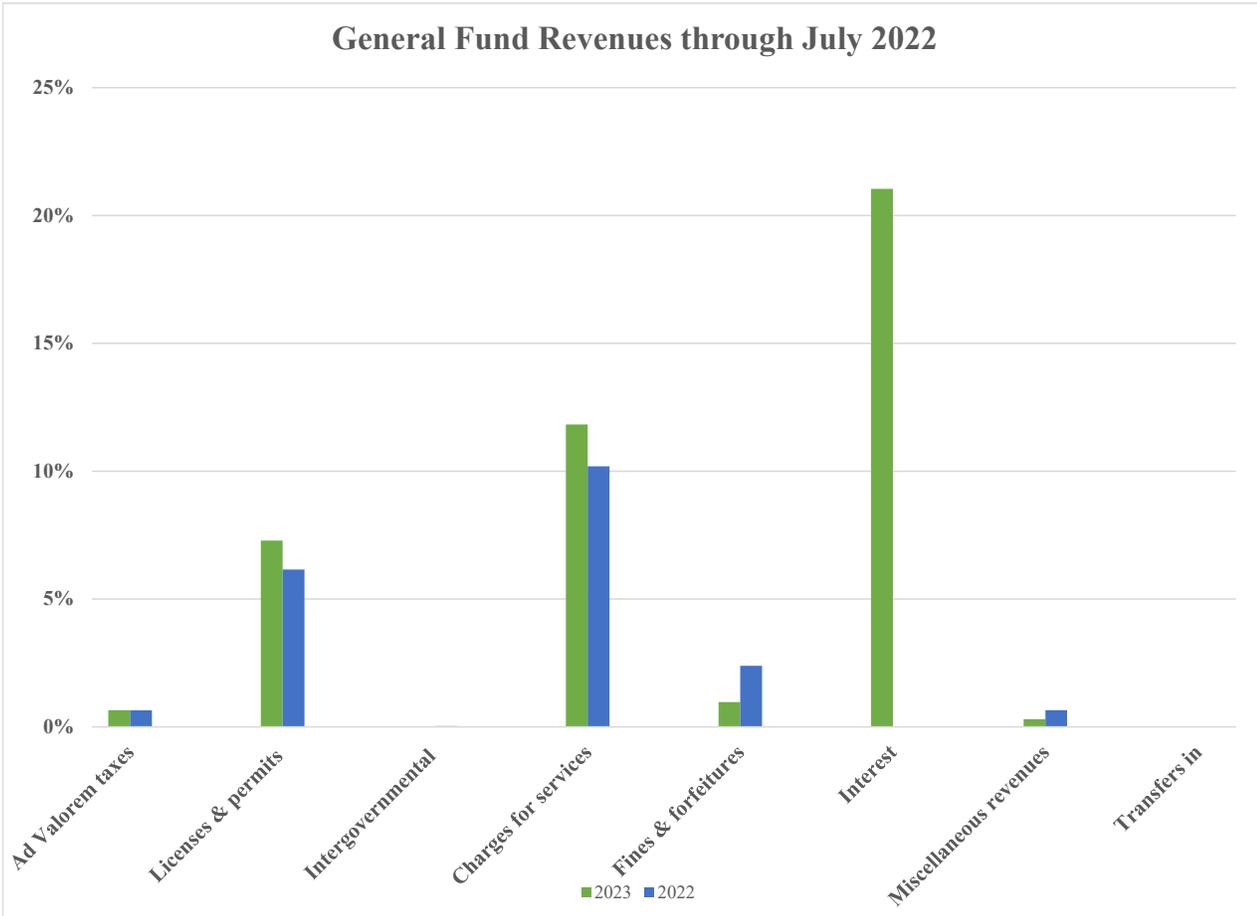
<b>ITEM TITLE:</b>
<i>Discussion and presentation of year to date financial statements for FY 2023.</i>
<b>MEETING NAME AND DATE:</b>
Finance Committee 08/22/2022
<b>PRESENTER INFORMATION:</b>
Hayes Williams Chief Financial Officer 15 Minutes
<b>ITEM BACKGROUND:</b>
<i>Discussion and presentation of the year to date financial reports for FY 2023.</i>
<b>PROJECT / ITEM NARRATIVE:</b>
<i>Discussion and presentation of the year to date financial reports for FY 2023 and highlights of 2022 year.</i>
<b>FISCAL IMPACT:</b>
None.
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
Discussion and related questions.
<b>OPTIONS FOR COUNCIL MOTION:</b>
N/A

## Executive Summary of Revenues and Expenditures

Through July 31, 2022

<u>General Fund Revenues</u>	
Budget FY 2023:	\$ 142,118,807
Revenue Collected to Date:	\$ 2,822,842
Revenue Collected Over Budget:	\$ (139,295,965)

Percent of Total Budget Collected:	1.99%
Percent of Year Completed:	8.33%



Function	Budget	To Date	% Received	% Year Completed
Ad Valorem taxes	\$ 108,773,146	\$ 708,822	0.65%	8.33%
Licenses & permits	\$ 3,958,000	\$ 288,258	7.28%	8.33%
Intergovernmental	\$ 10,783,780	-	0.00%	8.33%
Charges for services	\$ 15,089,113	\$ 1,784,465	11.83%	8.33%
Fines and forfeitures	\$ 770,018	\$ 7,462	0.97%	8.33%
Interest	\$ 156,000	\$ 32,832	21.05%	8.33%
Miscellaneous revenues	\$ 335,000	\$ 1,003	0.30%	8.33%
Transfers in	\$ 2,253,750	-	0.00%	8.33%

**For revenues with variances over 5% of the year completed, a brief explanation is provided below:**

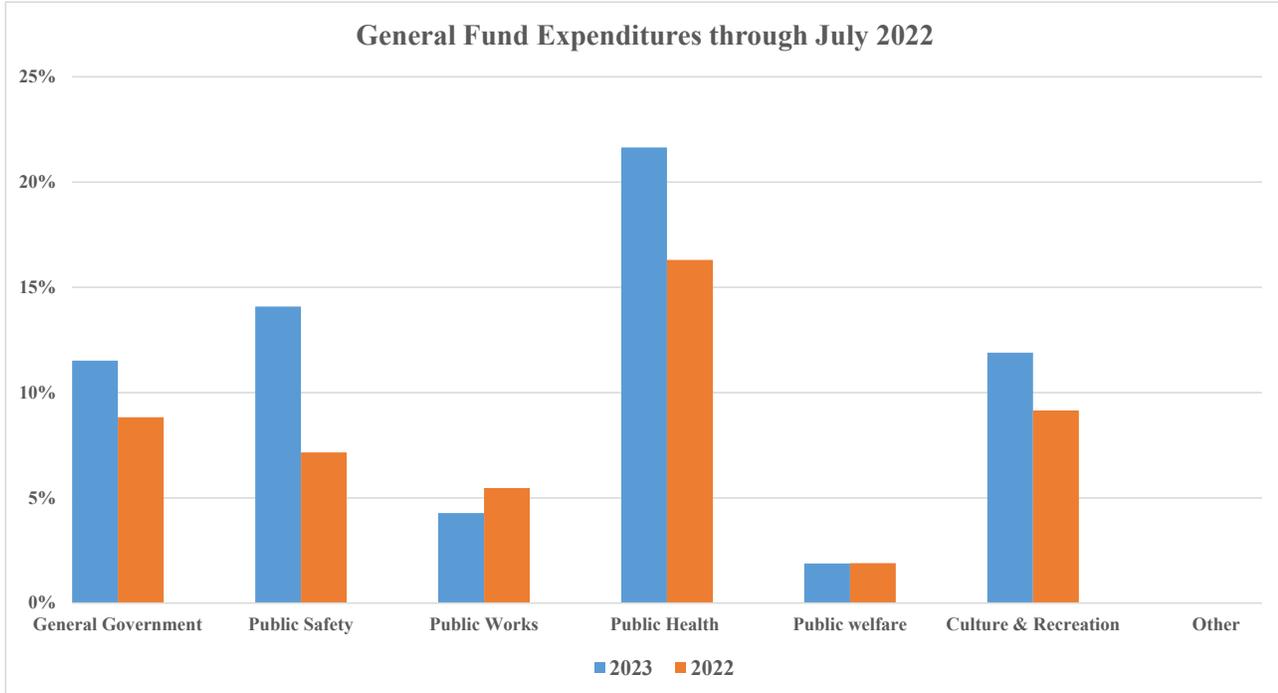
- Ad Valorem taxes - currently lagging should improve as year progresses.
- Intergovernmental - currently lagging, do not expect payments until after first quarter.
- Fines and forfeitures - currently lagging should improve as year progresses.
- Interest - interest rates are increasing in the current market.
- Miscellaneous revenues - currently lagging should improve as year progresses.
- Transfers in - typically do not transfer in until end of first quarter

## Executive Summary of Revenues and Expenditures

Through July 31, 2022

### General Fund Expenditures

Budget FY 2023:	\$	142,112,406
Actual Expenditures to Date:	\$	9,859,809
Encumbrances:	\$	7,225,177
Total Expensed & Encumbered to Date:	\$	17,084,986
Remaining budget FY 2022	\$	125,027,420
Percent of Total Budget Expended:		12.02%
Percent of Year Completed:		91.67%



#### Expense Analysis

Function	Budget	To Date	% Received	% Year Completed
General Government	\$ 56,854,182	\$ 6,549,630	11.52%	8.33%
Public Safety	\$ 51,622,230	\$ 7,274,884	14.09%	8.33%
Public Works	\$ 12,521,541	\$ 535,751	4.28%	8.33%
Public Health	\$ 3,699,991	\$ 800,868	21.65%	8.33%
Public Welfare	\$ 672,476	\$ 12,678	1.89%	8.33%
Culture & Recreation	\$ 16,067,423	\$ 1,911,175	11.89%	8.33%
Other	\$ 674,563	\$ -	0.00%	8.33%

**For expenditures with variances over 5% of the year completed, a brief explanation is provided below:**

Public Health - paid first quarter of indigent care payments.

Public Welfare - lagging, should increase when Human Services Alliance is awarded.

Other - No expenditures

**Beaufort County**  
 Detail of Revenues - General Fund  
 For the Period July 1, 2022 - July 31, 2022

	Approved Budget 6/30/2023	Revised Budget 6/30/2023	Actual Received 7/31/2022	Variances
<b>Ad Valorem taxes</b>				
Current taxes	\$ 98,883,996	\$ 98,883,996	\$ 49,569	\$ (98,834,427)
Delinquent taxes	1,471,616	1,471,616	-	(1,471,616)
Automobile taxes	7,467,534	7,467,534	659,253	(6,808,281)
3% & 7% penalties on tax	450,000	450,000	-	(450,000)
5% penalties on tax	500,000	500,000	-	(500,000)
<b>Total Ad Valorem taxes</b>	<b>108,773,146</b>	<b>108,773,146</b>	<b>708,822</b>	<b>(108,064,324)</b>
<b>Licenses &amp; permits</b>				
Building permits	1,050,000	1,050,000	115,924	(934,076)
Electricians' licenses	18,000	18,000	-	(18,000)
Mobile home permits	10,000	10,000	225	(9,775)
Marriage licenses	55,000	55,000	3,910	(51,090)
Cable television franchises	450,000	450,000	-	(450,000)
Business license	2,300,000	2,300,000	168,199	(2,131,801)
Alcohol beverage license	75,000	75,000	-	(75,000)
<b>Total licenses and permits</b>	<b>3,958,000</b>	<b>3,958,000</b>	<b>288,258</b>	<b>(3,669,742)</b>
<b>Intergovernmental</b>				
State aid to subdivisions	7,951,200	7,951,200	-	(7,951,200)
Homestead exemption	2,150,000	2,150,000	-	(2,150,000)
Merchants inventory tax	186,000	186,000	-	(186,000)
Manufacturer tax exempt program	23,200	23,200	-	(23,200)
Motor carrier payments	200,000	200,000	-	(200,000)
Payments in lieu of taxes	100,000	100,000	-	(100,000)
Payments in lieu of taxes - federal	17,000	17,000	-	(17,000)
Local assessment fee UBER	9,500	9,500	-	(9,500)
Veteran's Officer stipend	5,500	5,500	-	(5,500)
Voter regulation and election stipends	13,500	13,500	-	(13,500)
Salary supplements for state	7,880	7,880	-	(7,880)
Poll	5,000	5,000	-	(5,000)
FEMA grant	-	-	-	-
<b>Total intergovernmental</b>	<b>10,783,780</b>	<b>10,783,780</b>	<b>-</b>	<b>(10,783,780)</b>
<b>Charges for services</b>				
Register of Deeds	8,908,316	8,908,316	1,735,296	(7,173,020)
Sheriff's fees	43,900	43,900	-	(43,900)
Probate fees	715,000	715,000	29,151	(685,849)
Solicitor fees	1,600	1,600	-	(1,600)
Magistrate fees	121,000	121,000	-	(121,000)
Clerk of Court fees	130,821	130,821	-	(130,821)
Family Court fees	313,126	313,126	-	(313,126)
Master in Equity fees	100,000	100,000	9,635	(90,365)
Treasurer fees	15,100	15,100	1,619	(13,481)
Emergency Medical Service Fees	3,613,000	3,613,000	-	(3,613,000)
DSO fees	81,000	81,000	6,643	(74,357)
Animal Shelter fees	7,000	7,000	-	(7,000)
Library copy fees	3,000	3,000	171	(2,829)
Other fees	7,500	7,500	1,950	(5,550)
Video Production	75,000	75,000	-	(75,000)
Telephone services others	5,000	5,000	-	(5,000)
Detention Center Daywatch	3,300	3,300	-	(3,300)
Hilton Head Island holding facilities	34,800	34,800	-	(34,800)
Payroll services to Fire Departments	13,000	13,000	-	(13,000)
Credit card convenience fees	11,050	11,050	-	(11,050)
Parks and recreation fees	886,600	886,600	-	(886,600)
Project income	-	-	-	-
<b>Total charges for services</b>	<b>15,089,113</b>	<b>15,089,113</b>	<b>1,784,465</b>	<b>(13,304,648)</b>

**Beaufort County**  
 Detail of Revenues - General Fund  
 For the Period July 1, 2022 - July 31, 2022

	Approved Budget 6/30/2023	Revised Budget 6/30/2023	Actual Received 7/31/2022	Variances
<b>Fines and forfeitures</b>				
General Sessions fines	11,918	11,918	-	(11,918)
Bonds escrement	3,000	3,000	-	(3,000)
Magistrate fines	546,600	546,600	-	(546,600)
Other fines	15,000	15,000	-	(15,000)
Library fines	42,500	42,500	4,023	(38,477)
Forfeiture	1,000	1,000	-	(1,000)
Late penalties - Business Services	150,000	150,000	3,439	(146,561)
<b>Total fines and forfeitures</b>	<u>770,018</u>	<u>770,018</u>	<u>7,462</u>	<u>(762,556)</u>
<b>Interest</b>	<u>156,000</u>	<u>156,000</u>	<u>32,832</u>	<u>(123,168)</u>
<b>Miscellaneous revenues</b>				
Miscellaneous revenues	60,000	60,000	3	(59,997)
Rental of property to others	25,000	25,000	1,000	(24,000)
Sale of County property	250,000	250,000	-	(250,000)
<b>Total miscellaneous revenues</b>	<u>335,000</u>	<u>335,000</u>	<u>1,003</u>	<u>(333,997)</u>
<b>Transfers in</b>				
Transfers in other funds	433,750	433,750	-	(433,750)
Transfer from State Accommodations tax	112,000	112,000	-	(112,000)
Transfer from Hospitality tax fund	1,708,000	1,708,000	-	(1,708,000)
<b>Total transfers in</b>	<u>2,253,750</u>	<u>2,253,750</u>	<u>-</u>	<u>(2,253,750)</u>
<b>Total revenues General Fund</b>	<u>\$ 142,118,807</u>	<u>\$ 142,118,807</u>	<u>\$ 2,822,842</u>	<u>\$ (139,295,965)</u>

**Beaufort County**  
 Detail of Expenditures - General Fund  
 For the Period July 1, 2022 - July 31, 2022

	Approved Budget 6/30/2023	Revised Budget 6/30/2023	Spent & Encumbered 7/31/2022	Variances
<b>General Government</b>				
Magistrate's Court	\$ 2,478,889	\$ 2,478,889	\$ 172,051	\$ 2,306,838
Clerk of Court and Family Court	1,690,279	1,690,279	102,195	1,588,084
Treasurer	2,293,412	2,293,412	74,863	2,218,549
Solicitor	1,700,450	1,700,450	425,113	1,275,337
Probate Court	1,061,610	1,061,610	64,513	997,097
County Council	1,241,011	1,241,011	38,358	1,202,653
Auditor	1,314,900	1,314,900	67,593	1,247,307
Coroner	1,007,154	1,007,154	28,072	979,082
Master in Equity	416,915	416,915	23,331	393,584
Legislative Delegation	58,386	58,386	3,269	55,117
County Administrator	1,978,054	1,978,054	122,974	1,855,080
Communications & accountability	491,284	491,284	20,904	470,380
Broadcast services	525,366	525,366	25,651	499,715
County Attorney	1,018,945	1,018,945	42,995	975,950
Finance	1,738,816	1,619,729	123,949	1,495,780
Risk management	4,582,865	4,582,865	197,676	4,385,189
Purchasing	257,953	257,953	18,272	239,681
Assessor	2,261,414	2,261,414	118,865	2,142,549
Register of deeds	477,535	477,535	23,105	454,430
Community planning and development	1,202,496	1,202,496	64,989	1,137,507
Business services	392,903	392,903	4,617	388,286
Voter registration and elections	1,341,324	1,341,324	65,936	1,275,388
Management & Geographical information systems	7,900,628	7,900,628	2,451,323	5,449,305
Records Management	697,715	697,715	43,400	654,315
Employee services	993,120	993,120	132,449	860,671
Nondepartmental	17,849,845	17,849,845	2,093,167	15,756,678
Total General Government	<u>56,973,269</u>	<u>56,854,182</u>	<u>6,549,630</u>	<u>50,304,552</u>
<b>Public Safety</b>				
Sheriff's office	29,296,336	29,296,336	3,944,180	25,352,156
EMS Emergency Medical Service	11,812,985	11,812,985	712,492	11,100,493
Traffic and transportation engineering	376,889	376,889	26,129	350,760
Detention Center	7,445,410	7,445,410	1,799,907	5,645,503
Building and codes enforcement	1,424,772	1,424,772	75,266	1,349,506
Animal services	1,265,838	1,265,838	716,910	548,928
Total Public Safety	<u>51,622,230</u>	<u>51,622,230</u>	<u>7,274,884</u>	<u>44,347,346</u>
<b>Public Works</b>				
Public works general support	4,205,931	4,205,931	217,328	3,988,603
Engineering	1,023,257	1,023,257	40,532	982,725
Facilities maintenance	7,173,266	7,292,353	277,891	7,014,462
Total Public Works	<u>12,402,454</u>	<u>12,521,541</u>	<u>535,751</u>	<u>11,985,790</u>
<b>Public Health</b>				
Mosquito control	1,820,155	1,820,155	330,909	1,489,246
Medical indigent act contributions	1,879,836	1,879,836	469,959	1,409,877
Total Public Health	<u>3,699,991</u>	<u>3,699,991</u>	<u>800,868</u>	<u>2,899,123</u>
<b>Public Welfare Services</b>				
Veteran's affairs office	274,476	274,476	12,678	261,798
Human services alliance	398,000	398,000	-	398,000
Total Public Welfare Services	<u>672,476</u>	<u>672,476</u>	<u>12,678</u>	<u>659,798</u>
<b>Cultural and Recreational</b>				
Parks and recreation services	6,422,336	6,422,336	365,528	6,056,808

**Beaufort County**  
Detail of Expenditures - General Fund  
For the Period July 1, 2022 - July 31, 2022

	Approved Budget <u>6/30/2023</u>	Revised Budget <u>6/30/2023</u>	Spent & Encumbered <u>7/31/2022</u>	<u>Variances</u>
Libraries	4,473,435	4,473,435	252,734	4,220,701
Education allocation	5,171,652	5,171,652	1,292,913	3,878,739
Total Cultural and Recreational	<u>16,067,423</u>	<u>16,067,423</u>	<u>1,911,175</u>	<u>14,156,248</u>
Other - Economic Development	674,563	674,563	-	674,563
Total Expenditures General Fund	<u>\$ 142,112,406</u>	<u>\$ 142,112,406</u>	<u>\$ 17,084,986</u>	<u>\$ 125,027,420</u>



# Finance Report July 2022

# Beaufort County – Audit Update July 2022

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- Finance is in the process of closing out Fiscal Year 2022 by preparing schedules for the Auditor and uploading them into Suralink.
- Finance staff is preparing and posting the accruals for year end cutoff which will be August 30, 2022.
- Staff will work on reconciliations and allocations through September and Early October.
- Expect to have auditor doing fieldwork in late October.

# Beaufort County – Rural and Critical Discussion

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- Since the inception of the Rural Critical Land Programs (RCLP) Beaufort County has had five ballot referendums for the RCLP over twenty-two years. The total amount of debt approved and issued by referendums was \$160 million.
- Currently the balance of debt remaining is \$89 million.
- Current funding left available for the RCLP is approximately \$15 million.
- The RCLP has allowed Beaufort County to preserve over 25,000 acres for conservation, parks, buffers, scenic vistas and for the preservation of valuable economic and natural resources.

# Beaufort County – Financial Highlights July 2022

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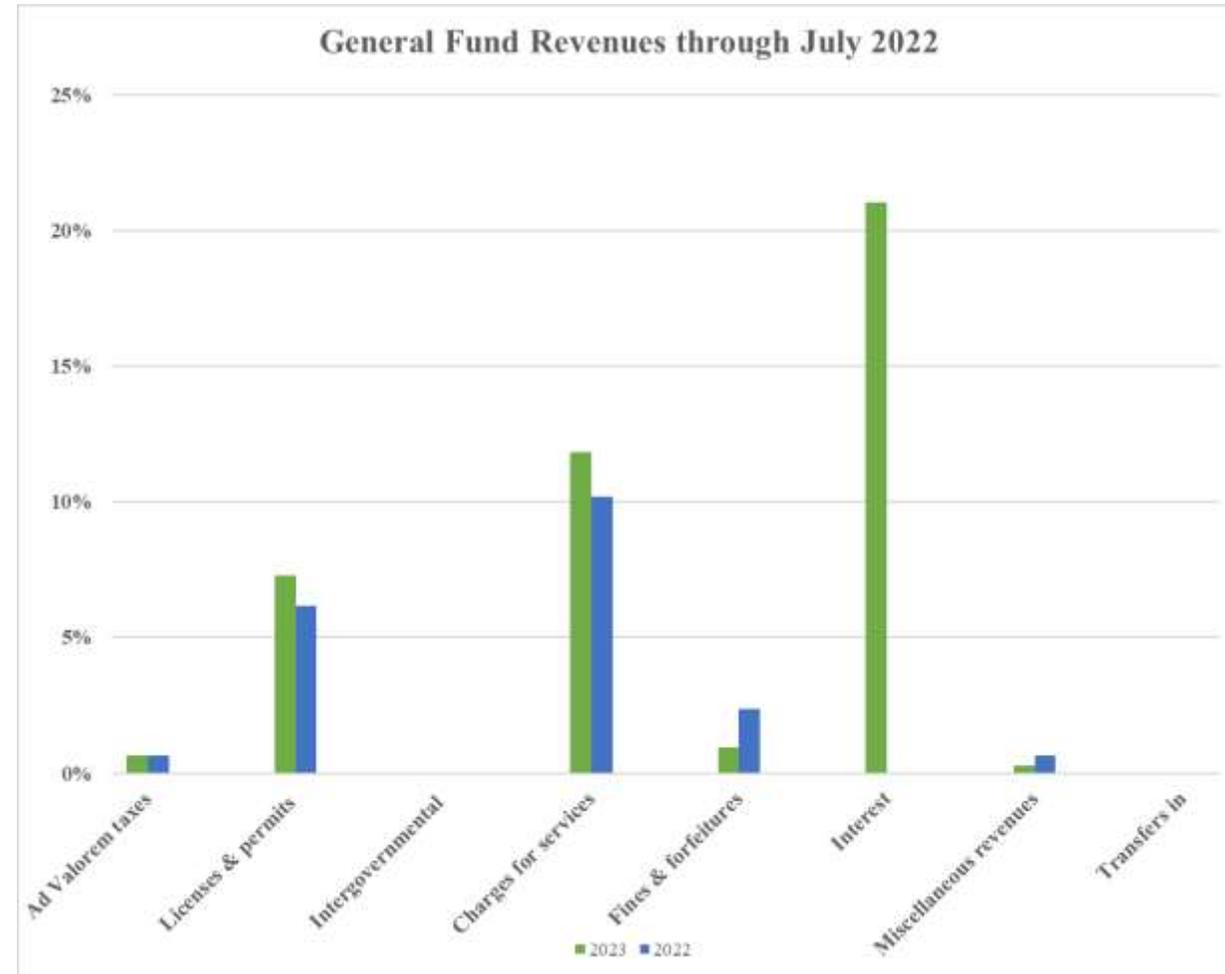
- The 2022-2023 budget was uploaded into Munis for departments at the beginning of the year.
- An e-mail was sent on July 1, 2022 to department heads and ACA's to tell them to proceed with capital assets purchase and projects as soon as possible.
- Beaufort County will be paying \$3.2 million in budgeted bond related interest. Payments are due from August 2022 - November 2022.
- At June 30, 2022 had total outstanding debt of \$186,535,000. The breakdown is as follows: Bluffton Parkway \$12,269,100; County Road Improvement \$351,019; County GO Bond Debt \$76,651,020; PALS Impact Fees \$3,401,433; Rural and Critical \$88,921,252; Stormwater Utility \$4,941,176.

# Executive Summary of Revenues and Expenditures

Through July 31, 2022

## General Fund Revenues

Budget FY 2023:	\$	142,118,807
Revenue Collected to Date:	\$	2,822,842
Revenue Collected Over Budget:	\$	(139,295,965)
Percent of Total Budget Collected:		1.99%
Percent of Year Completed:		8.33%



Function	Budget	To Date	% Received	% Year Completed
Ad Valorem taxes	\$ 108,773,146	\$ 708,822	0.65%	8.33%
Licenses & permits	\$ 3,958,000	\$ 288,258	7.28%	8.33%
Intergovernmental	\$ 10,783,780	\$ -	0.00%	8.33%
Charges for services	\$ 15,089,113	\$ 1,784,465	11.83%	8.33%
Fines and forfeitures	\$ 770,018	\$ 7,462	0.97%	8.33%
Interest	\$ 156,000	\$ 32,832	21.05%	8.33%
Miscellaneous revenues	\$ 335,000	\$ 1,003	0.30%	8.33%
Transfers in	\$ 2,253,750	\$ -	0.00%	8.33%

For revenues with variances over 5% of the year completed, a brief explanation is provided below:

Ad Valorem taxes - currently lagging should improve as year progresses.

Intergovernmental - currently lagging, do not expect payments until after first quarter.

Fines and forfeitures - currently lagging should improve as year progresses.

Interest - interest rates are increasing in the current market.

Miscellaneous revenues - currently lagging should improve as year progresses.

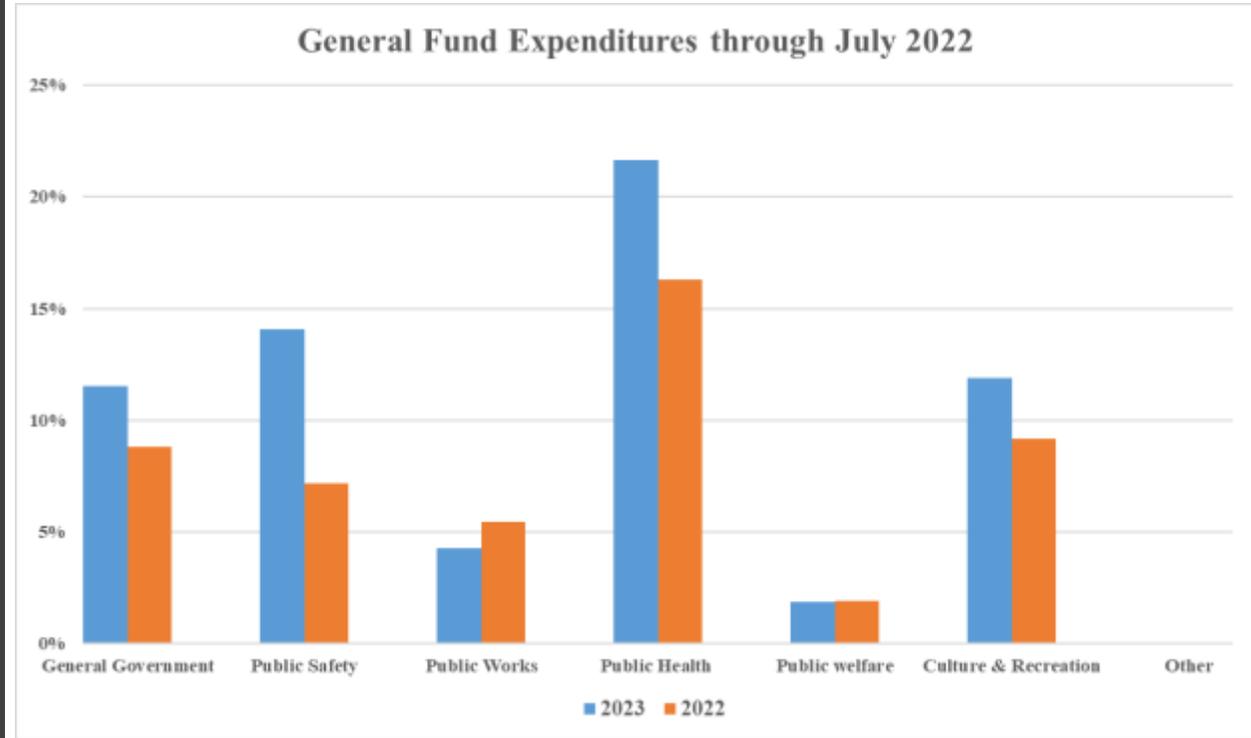
Transfers in - typically do not transfer in until end of first quarter

# Executive Summary of Revenues and Expenditures

Through July 31, 2022

## General Fund Expenditures

Budget FY 2023:	\$	142,112,406
Actual Expenditures to Date:	\$	9,859,809
Encumbrances:	\$	7,225,177
Total Expensed & Encumbered to Date:	\$	17,084,986
Remaining budget FY 2022	\$	125,027,420
Percent of Total Budget Expended:		12.02%
Percent of Year Completed:		91.67%



Function	Budget	To Date	% Received	% Year Completed
General Government	\$ 56,854,182	\$ 6,549,630	11.52%	8.33%
Public Safety	\$ 51,622,230	\$ 7,274,884	14.09%	8.33%
Public Works	\$ 12,521,541	\$ 535,751	4.28%	8.33%
Public Health	\$ 3,699,991	\$ 800,868	21.65%	8.33%
Public Welfare	\$ 672,476	\$ 12,678	1.89%	8.33%
Culture & Recreation	\$ 16,067,423	\$ 1,911,175	11.89%	8.33%
Other	\$ 674,563	\$ -	0.00%	8.33%

**For expenditures with variances over 5% of the year completed, a brief explanation is provided below:**

Public Health - paid first quarter of indigent care payments.

Public Welfare - lagging, should increase when Human Services Alliance is awarded.

Other - No expenditures



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
Financial Advisory Consulting Services for Beaufort County Debt Issues
<b>MEETING NAME AND DATE:</b>
Finance Committee – August 22, 2022
<b>PRESENTER INFORMATION:</b>
Hayes Williams, CFO <i>5 Minutes</i>
<b>ITEM BACKGROUND:</b>
The County is seeking to retain the services of financial advisor to advise it in connection with its general obligation bond financings, certificates of participation and related projects. Issuance may include a full range of available financing techniques, including the following: instruments which may be sold in the taxable bond markets, the tax-exempt bond markets, or the commercial paper markets; instruments which may be secured by letters of credit, pledges of various sources of revenue, bond insurance, or other credit enhancement; equipment financing; and other instruments for which markets may develop during the term of the Contract.
<b>PROJECT / ITEM NARRATIVE:</b>
A Request for Proposal was published on May 6, 2022. Proposals were due on June 7, 2022, which 3 firms proposed. Once the Evaluation Team evaluated the proposals and rated them. First Tryon Advisors was the top ranked firm. The term of the contract will be for two (2) years with three (3) additional One (1) year term. The Evaluation Score Sheet is attached.
<b>FISCAL IMPACT:</b>
Annual costs are not available as the Financial Consultant is paid from an account set up by the Bond Counsel. The amount paid to the Financial Advisor is dependent upon the PAR amount. You will find the fee schedule attached.  These fees come out of different bond accounts depending on what type of bond, or which department will be spending funds from the bond.
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
Staff recommends approval of award to First Tryon Advisors for Financial Advisory Consulting Services for Beaufort County Debt Issues.
<b>OPTIONS FOR COUNCIL MOTION:</b>
Finance Committee to approve or deny award  Move forward to County Council next meeting September 12, 2022

### Financial Advisory Consulting Services for Beaufort County Debt Issues

RFP 060722

### Summary Score Sheet

Evaluators	Name of Company	Name of Company	Name of Company
	<u>First Tryon Advisors</u>	<u>PFM Financial Advisors</u>	<u>Stephens</u>
D. Butts	80	80	81
D. Christmas	81	75	76
C. Webb	90	85	85
H. Williams	79	68	65
TOTALS:	330	308	307

- 1. First Tryon Advisors 330
- 2. PFM Financial Advisors 308
- 3. Stephens 307

## First Tryon Advisors - Pricing Proposal Addendum

First Tryon proposes a simple approach regarding compensation which is fair to both the County and our team. Typically, prior to beginning any work with the County, First Tryon would work with County staff to establish a mutually agreeable level of compensation quoted on a flat fee basis taking into consideration the following factors:

- Services to be provided;
- Value provided;
- Time and complexity of the assignment;
- Potential long-term risk;
- For transactional work:
  - Credit type (i.e. General Obligation Bonds, Installment Purchase Revenue Bonds, Limited Obligation Bonds, Lease Purchases, etc.);
  - Market (i.e. public market vs. bank market);
  - Method of sale (i.e. competitive vs. negotiated);
  - Par amount; and
  - Efficiencies of multiple transactions within a single series (i.e. new money and refunding).

The table below sets forth First Tryon’s proposed not-to-exceed fee schedules per series of bonds for various credit types that the County may consider issuing in either the public markets or via a bank placement.

Issuance Type	Public Offering	Bank Placement
General Obligation Bonds	Not-to-Exceed \$75,000	Not-to-Exceed \$35,000
Installment Purchase Revenue Bonds	Not-to-Exceed \$95,000	Not-to-Exceed \$65,000
Limited Obligation Bonds / Special Obligation Bonds <sup>1</sup>	Not-to-Exceed \$85,000	Not-to-Exceed \$50,000
Lease Purchase	N/A	Not-to-Exceed \$25,000
For any services requested that fall outside of the scope of services related to the transactions noted above, First Tryon will negotiate a mutually agreeable flat fee that is acceptable to the County once the task is determined (i.e. interim financings, other credit structures, capital planning model).		

<sup>1</sup> Assumes a pledged revenue stream with an appropriation backstop by the County’s General Fund.

In addition to the compensation for professional services outlined above, First Tryon asks to be reimbursed for out-of-pocket expenses incurred in connection with providing financial advisory services. Customary out-of-pocket expenses include costs of travel, meals, lodging, etc.

All fees may vary: (i) if material changes in the structure of a financing occur, or (ii) if unusual or unforeseen circumstances arise which require a significant increase in the type or scope of our responsibilities. If at any time we believe circumstances require an adjustment of our fees as set forth above, we will consult with you.

**We are not aware of any other financial advisory firm which makes the following commitment to its clients:**

*If at any time the County believes that the services that were provided under a task order were not consistent with the fees First Tryon proposed, the County may unilaterally adjust the fee for such services to any amount the County deems appropriate, including zero.*



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
Recommendation of award for Saint Helena Island Performing Arts Center Feasibility Study and Market Analysis Services for Beaufort County
<b>MEETING NAME AND DATE:</b>
Finance Committee August 22, 2022
<b>PRESENTER INFORMATION:</b>
Dave Thomas; Director Procurement Services 5 minutes
<b>ITEM BACKGROUND:</b>
Proposals were received on December 3, 2021. There were 6 firms that proposed. After the initial ranking, the top 4 ranked firms were interviewed. After the interviews a second round of scoring was done for those 4 firms. Johnson Consulting was then chosen as the highest ranked firm. See the attached Scoring Sheets for more detail.
<b>PROJECT / ITEM NARRATIVE:</b>
<p>The scope of work for this study and analysis contains 9 tasks to be included in the report. Those tasks are as follows:</p> <ul style="list-style-type: none"><li>• Project Orientation, Initial Fieldwork</li><li>• Performing Arts Center Trends</li><li>• Analysis of Comparable and Competitive Facilities</li><li>• Demand Projection</li><li>• Preliminary Development Cost Estimate</li><li>• Economic, Demographic, and Destination Market Analysis</li><li>• Review of Existing Performing Arts Centers and Lost Business</li><li>• Recommendations</li><li>• Financial Projection</li></ul> <p>The Proposer stated that this project will take 12 weeks to complete.</p>
<b>FISCAL IMPACT:</b>
It is recommended to use either Council Supplemental (10001000-56000) or ARPA Revenue Loss (23302060-51160) Funding for this project. Request to use \$66,000
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
Recommend contract award to Johnson Consulting in the amount of \$66,000
<b>OPTIONS FOR COUNCIL MOTION:</b>
Recommend Finance Committee to approval.

Saint Helena Island, SC Performing Arts Center Feasibility Study and Market Analysis Services for Beaufort County						
RFP 120321						
Summary Score Sheet						
Evaluators	Name of Company	Name of Company	Name of Company	Name of Company	Name of Company	Name of Company
	AEA Consulting	HVS	Johnson Consulting	Keen Independent Research	AMS Planning & Research	Webb Management
Y. Glover	71	67	80	64	82	84
E. Greenway	79	80	86	89	70	86
J. O'Toole	83	86	88	80	73	85
W. Richland	77	88	83	85	75	88
T. Vaughn	75	79	79	82	71	74
TOTALS:	385	400	416	400	371	417
1. Webb Management	417					
2. Johnson Consulting	416					
3. HVS	400					
3. Keen Independent Research	400					
4. AEA Consulting	385					
5. AMS Planning & Research	371					

Saint Helena Island, SC Performing Arts Center Feasibility Study and Market Analysis Services for Beaufort Co				
RFP 120321				
Summary Score Sheet				
POST INTERVIEW EVALUATIONS				
Evaluators	Name of Company	Name of Company	Name of Company	Name of Company
	HVS	Johnson Consulting	Keen Independent Research	Webb Management
Y. Glover	69	89	71	81
E. Greenway	72	88	88	82
J. O'Toole	86	88	80	85
W. Richland	86	88	89	88
T. Vaughn	76	95	91	87
TOTALS:	389	448	419	423
1. Johnson Consulting	448			
2. Webb Management	423			
3. Keen Independent Research	419			
4. HVS	389			

# FEE PROPOSAL

We propose to complete the scope of work detailed in this proposal for a total fee of \$60,000 plus a \$6,000 expense budget. Our expenses will only be billed if incurred, at cost. Expenses include travel, lodging, data purchase and presentation materials production.

TASK	FEES
WORK PROGRAM	
TASK 1 – PROJECT ORIENTATION & INITIAL FIELDWORK	\$5,000
TASK 2 – ECONOMIC, DEMOGRAPHIC AND DESTINATION MARKET ANALYSIS	\$5,000
TASK 3 – PERFORMING ARTS & EVENT CENTER TRENDS	\$4,000
TASK 4 – REVIEW OF EXISTING PERFORMING ARTS VENUES AND LOST BUSINESS	\$4,000
TASK 5 – IDENTIFICATION AND FACILITATION OF STAKEHOLDER ENGAGEMENT	\$6,000
TASK 6 – ANALYSIS OF COMPARABLE AND COMPETITIVE FACILITIES	\$5,000
TASK 7 – RECOMMENDATIONS	\$6,000
TASK 8 – DEMAND PROJECTIONS	\$6,000
TASK 9 – FINANCIAL PROJECTIONS	\$6,000
TASK 10 – PRELIMINARY DEVELOPMENT COST ESTIMATE	\$4,000
TASK 11 – ECONOMIC AND FISCAL IMPACT ANALYSIS	\$5,000
TASK 12 – FUNDING AND MARKETING	\$4,000
TOTAL	\$60,000
EXPENSES	\$6,000
GRAND TOTAL	\$66,000



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
Purchase of Replacement Ambulances
<b>MEETING NAME AND DATE:</b>
Finance Committee 8/22/2022 2:00 PM
<b>PRESENTER INFORMATION:</b>
Dave Thomas, Purchasing Director Howell Youmans, Deputy Director Emergency Medical Services 15 Mins
<b>ITEM BACKGROUND:</b>
The Purchasing Department received a request from Beaufort County's Emergency Medical Services Department to purchase two (2) new 2023 Ford 4X2 Transit Ambulance Type II conversion package to replace two older Ambulances on Daufuskie Island and two (2) new 2023 Ford 4X2 Ambulance Type I to replace two (2) older Ambulances. This purchase request will use the HGAC Buy Cooperative Contract, a National Cooperative contract used by state and local governments.
<b>PROJECT / ITEM NARRATIVE:</b>
Ambulance fleet replacement
<b>FISCAL IMPACT:</b>
Account #10401230-54000, Vehicle Purchases Type I Ambulances: \$278,112.00 each plus \$500.00 SC Sales Tax each X2= \$557,244.00 Type II Ambulance: \$129,498.00 each plus \$500.00 SC Sales Tax each X2= \$259,996.00 <b>Total contract for (4) ambulances</b> <b>\$817,220.00</b>
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
The Finance Committee approve and recommend to full County Council the contract award to purchase four (4) new ambulances from the HGAC Buy Cooperative contractor for a total cost of <b>\$817,220.00</b> .
<b>OPTIONS FOR COUNCIL MOTION:</b>
Motion to approve/deny purchase of four (4) replacement ambulances to full County Council.

## Ambulance Shortage – Key Messages

- **The Situation & Impact on EMS**
  - Emergency Medical Services (EMS) Agencies across the US are now awaiting delivery of a record high number of ambulances.
  - These extended ambulance lead times have begun to impact Emergency Response Times across the US as agencies lose fleet capacity due to accidents and end-of-life vehicle breakdowns.
  - The ambulance shortage will soon lead to a national public safety issue.
  - The potential for this crisis has already been raised by the American Ambulance Association (AAA) and has been discussed with NHTSA and members of Congress who are engaged with the EMS community.
  - A growing chorus of fire chiefs have also been quoted in the press stating their concern about ambulance shortages, and key EMS providers including the Chief of EMS at the Fire Department of New York (FDNY), the Deputy Chief at the Washington DC Fire Department (DC Fire), representatives for the Fire Departments of Nashville, Detroit and Miami-Dade, in addition to the Fleet Director at American Medical Response (AMR), which is the largest private ambulance service operator in the U.S. , have raised their concerns with ambulance manufacturers.
  
- **Supply Chain Issues & Ramifications**
  - A multitude of supply chain issues are impacting ambulance manufacturing, but the greatly reduced and erratic supply of ambulance chassis from automotive OEMs is considered the most crippling of the shortages for ambulance production.
  - The dramatically reduced chassis deliveries that have persisted since the onset of the COVID-19 pandemic have resulted in the reduction and slowing of ambulance production across ambulance manufacturers in the U.S. Some ambulance manufacturers have simply stopped taking orders, adding further uncertainty for the industry and EMS providers.
  - Due to the constrained supply of chassis, lead times for new ambulance deliveries have extended from pre-pandemic norms of 90-120 days, from order to delivery, to 18 - 24 months and longer.
  - The chronic supply chain issues have significantly slowed and reduced REV Group's ambulance production and necessitated recent furlough and/or layoffs at REV's Horton Emergency Vehicles plant in Grove City, Ohio, and the American Emergency Vehicles plant in Jefferson, North Carolina. Employee furloughs at REV's ambulance facilities in Winter Park, Florida, and the Leader Emergency Vehicles plant in South El Monte, California may follow in the weeks ahead. These staff reductions will make a future ramp up of ambulance production all the more difficult.
  - The chronic supply chain issues have significantly slowed and reduced Demers, Braun, Crestline and Medix ambulance production and necessitated recent furlough actions at Braun's facility in Van Wert Ohio, at Medix's plants in Elkhart Indiana, in Demers' facility in Beloeil, Qc, Canada and at Crestline facility in Saskatoon, SK, Canada. These staff reductions will make a future ramp up of ambulance production even more difficult.

- **Ambulance Industry Background**
  - The annual, historical demand for new ambulances in North America is approximately 6,000 vehicles.
  - It is estimated that two organizations, REV Group companies (manufacturers of AEV, Horton, Leader, Road Rescue and Wheeled Coach ambulance brands) and Demers, Braun, Crestline and Medix account for more than 80% of the ambulance supply in the U.S.
  - Ambulance manufacturers rely on automakers to supply purpose-built ambulance chassis and Ford Motor Company accounts for about 70% of the U.S. market.
  - As perspective, it is estimated that 6,000 chassis would equate to about a week's production for OEM such as Ford and GM
  
- **About REV Group**
  - REV Group Inc. is a diversified specialty vehicle manufacturing company delivering recreational vehicles, school and transit buses, fire apparatus and ambulances to both private and public sector customers.
  - REV Group's ambulance division produces over half of the ambulances in North America and has done so for many years.
  
- **About Demers, Braun, Crestline and Medix**
  - Demers, Braun, Crestline and Medix is specialized in design and manufacturing ambulances to both private and public sector customers.
  - Demers, Braun, Crestline and Medix produces over one third of the ambulances in North America

<b>HGACBuy</b>	<b>CONTRACT PRICING WORKSHEET</b>	<b>Contract No.:</b>	<b>AM10-20</b>	<b>Date Prepared:</b>	<b>7/29/2022</b>
	<b>For MOTOR VEHICLES Only</b>				

**This Worksheet is prepared by Contractor and given to End User. If a PO is issued, both documents MUST be faxed to H-GAC @ 713-993-4548. Therefore please type or print legibly.**

<b>Buying Agency:</b>	BEAUFORT COUNTY COUNCIL	<b>Contractor:</b>	AEV / NORTHWESTERN EMERGENCY VEHICLES
<b>Contact Person:</b>	HOWELL YOUMAUS	<b>Prepared By:</b>	DAVID HUDLER
<b>Phone:</b>	843-812-8030	<b>Phone:</b>	800-536-8488 or 336-977-1015 (cell)
<b>Fax:</b>	828-696-0737	<b>Fax:</b>	336-246-8978
<b>Email:</b>	howelly@bcgov.net	<b>Email:</b>	david@nwev.com

<b>Product Code:</b>	AM20AA03	<b>Description:</b>	FORD F-450 SUPER CAB AEV AMBULANCE
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**A. Product Item Base Unit Price Per Contractor's H-GAC Contract:** **\$184,269.00**

**B. Published Options - Itemize below - Attach additional sheet(s) if necessary - Include Option Code in description if applicable.**  
 (Note: Published Options are options which were submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
01-FM-4WH2 ALUMINUM WHEELS	1,099.00	05-EL-2324 STOP/TAIL WHELEN M9	433.00
05-HA-13HX CONDENSER ACC X717	861.00	05-EL-2330 TURN WHELEN M9	552.00
02-BC-0500 WALK THRU CAB HIGH	806.00	05-EL-2436 BACKUP WHELEN M9	583.00
04-EA-1474 RUNNING BOARDS	1,430.00	05-EL-256B ENTRY DOOR LIGHTS	326.00
04-BW-6007 REAR BUMPER	837.00	05-EL-45L4 LEFT SCENE LIGHTS	760.00
06-IG-0310 VANNER 20-1050 CUL	1,359.00	05-EL-45TA RIGHT SCENE LIGHT	540.00
07-01-SEIV WISE CHILD SAFETY SEAT	678.00	05-EL-46R4 REAR LOAD LIGHTS	760.00
07-CA-48ZT SOLID SURFACE	840.00	05-PM-LRK3 WHELEN M9 WARNING LIGHTS	3,835.00
04-HA-1310 ARTIC WEDGE	1,466.00	05-PM-LRK1 WHELEN M9 FRONT OF BOX	2,065.00
02-B8-1D80 BODY MODIFICATION	1,349.00		
04-BW-DP00 SKIRT RAILS - D/P	569.00		
04-SU-172A LIQUID SPRING SUSPENSION	11,479.00		
<b>Subtotal From Additional Sheet(s):</b>			<b>10,374.00</b>
<b>Subtotal B:</b>			<b>32,627.00</b>

**C. Unpublished Options - Itemize below / attach additional sheet(s) if necessary.**  
 (Note: Unpublished options are items which were not submitted and priced in Contractor's bid.)

Description	Cost	Description	Cost
GTT OPTICOM GPS PREEMPTION HIGH PRIORITY	4,183.00		
CUSTOM PAINT	14,500.00		
<b>Subtotal From Additional Sheet(s):</b>			<b>0.00</b>
CHASSIS CHANGE - FORD F-450 4X2 SUPER CAB	8,467.00		
<b>Subtotal C:</b>			<b>27,150.00</b>

**Check:** Total cost of Unpublished Options (C) cannot exceed 25% of the total of the Base Unit Price plus Published Options (A+B). **For this transaction the percentage is: 13%**

**D. Total Cost Before Any Applicable Trade-In / Other Allowances / Discounts (A+B+C)**

<b>Quantity Ordered:</b>	<b>2</b>	<b>X Subtotal of A + B + C:</b>	<b>\$254,420.00</b>	<b>=</b>	<b>Subtotal D:</b>	<b>508,840.00</b>
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**E. H-GAC Order Processing Charge (Amount Per Current Policy)** **Subtotal E: 1,000.00**

**F. Trade-Ins / Special Discounts / Other Allowances / Freight / Installation / Miscellaneous Charges**

Description	Cost	Description	Cost
2023 YEAR MODEL AND INCREASE FROM FROM ALL OUR VENDORS	\$46,404.00		
<b>Subtotal F:</b>			<b>\$46,404.00</b>

**Delivery Date:** **G. Total Purchase Price (D+E+F): \$556,244.00**







June 6, 2022

Dear REV Ambulance Dealers,

Since our last pricing update on January 28, 2022, the supply chain situation has worsened, driving both higher costs of production and longer lead times. Compounding factors include the war in Ukraine, severe lockdowns in China, and global inflation at a 40-year high.

Specifically, the cost of steel, aluminum and paint have increased an additional 12-15% since January, with similar increases across electrical components, HVAC systems, seating, and lighting, as well as labor and freight costs. And perhaps more challenging and concerning has been the extension of our lead times, due to delayed and inconsistent chassis deliveries from our OEM partners.

We recognize that your businesses are also experiencing the impact of these challenges. **Even under these difficult conditions, we remain committed to keeping our order book open and confirming orders to support your sales and aftermarket activity.**

Please note the following commercial actions, effective immediately:

**1. Pricing Increase on all New Vehicle Orders:**

- Effective today, we will implement a 7% increase on all modular unit conversions and a 7% increase on all van conversions.
- Additionally, Jefferson remount labor rates will be adjusted to align with Grove City remount labor rates, and this will be reflected in future quotes.
- For current active quotes, only quotes that have already been submitted to customers in response to active RFPs/bids will be protected for 60 days from when they were quoted by the factory.
- There will be no price protection for quotes that are work-in-process.
- Proof of proposal submission date must accompany inbound order paperwork.
- If the RFP/bid being pursued requires quote validity beyond 60 days, published bid language must also be provided to the factory with the order paperwork.
- If a quote is not accompanied by proof of proposal submission, the order will be re-priced and updated upon receipt, regardless of the date quoted in QuoteWriter or HS1.
- All standing discount programs remain suspended (e.g., multi-vehicle, conquest, etc.).
- We will support dealer efforts to modify state and cooperative pricing agreements. Please work directly with your brand sales directors.
- As a reminder, as Chassis OEMs roll out price increases, we will be passing the chassis pricing on accordingly.



2. **Customer Deposit Policy:** Effective today, we are making changes to our customer deposit policy due to extended lead times. We will be suspending all existing discount and interest programs. We will still accept prepayments if customers prefer to place a deposit on their vehicles, however, no additional concession or interest on those funds will be offered. Customer prepaid amounts will be deducted from the final invoice. Any pre-payments made prior to today, will be administered under the terms of the existing programs. If you have any questions on the policy changes, please contact your respective brand sales directors.
  
3. **Force Majeure:** With the uncertainty of chassis and component supply, we are also taking the additional step to issue a Force Majeure letter to all dealers and direct customers. That letter accompanies this email and represents a formal notice of our delays in production due to chassis and components in the supply chain. Each dealer principal will also receive a hardcopy of this letter via certified mail. For details on individual orders, please continue to work with your respective brand sales directors. Please also feel free to share this letter with your customers when discussing their orders.

To assist with your communication efforts with customers and stakeholders, we are providing additional PDF files with this letter that you may find useful to share with customers:

1. Advance copy of REV Ambulance Force Majeure letter
2. REV Ambulance Group Supply Chain update (June 2022)

We remain willing to participate in calls with your retail customers, should you find that to be beneficial. We also continue to be heavily engaged with OEMs, elected officials, our industry peers, and national EMS associations to bring attention to the ambulance chassis shortage. We encourage you to reach out to your members of Congress, state EMS office, and regional EMS associations regarding the extended lead times and potential impact to public safety.

Best regards,

A handwritten signature in black ink, appearing to read 'Anoop Prakash'.

Anoop Prakash  
President, REV Ambulance Group  
[anoop.prakash@revgroup.com](mailto:anoop.prakash@revgroup.com)  
262.693.8344



Road Rescue



VIA EMAIL AND CERTIFIED MAIL

June 6, 2022

Dear Valued Customer:

This letter will confirm various conversations and messages from REV Ambulance Group<sup>1</sup> regarding the negative impacts the current unprecedented global supply chain challenges are having on our operations and supply chain. Please be advised that REV Ambulance Group is experiencing material delays in obtaining certain critical components required to manufacture ambulances due to unforeseen circumstances that are beyond our reasonable control, including a shortage of chassis, electronic components, and HVAC units (the "Critical Supply Components").

Despite best efforts to remain fully operational during this time, REV Ambulance Group is notifying you that this Critical Supply Component shortage force majeure event will result in delayed delivery of ambulances to your dealership. REV Ambulance Group has taken significant steps to mitigate the impact of the Critical Supply Component shortage, including extensive global efforts to attempt to source comparable components from alternative suppliers and to adjust our manufacturing processes to attempt to maintain normal operations. Nevertheless, the Critical Supply Component shortage has severely limited REV Ambulance Group's ability to manufacture product. Specifically, REV Ambulance Group is unable to maintain a normal production schedule because the Critical Supply Component shortage renders REV Ambulance Group unable to build complete ambulances in accordance with required product specifications and regulatory compliance requirements. REV Ambulance Group fully intends to resume normal operations and delivery of ambulances as soon as practicable once the Critical Supply Component shortage is resolved. In addition to the foregoing, REV Ambulance Group reserves all rights and remedies afforded under the agreement and at law.

We are grateful for your partnership and regret any inconvenience this situation may cause for your organization. Though REV Ambulance Group is not responsible for our suppliers' failure to deliver materials and components in a timely manner, we will continue to use diligent efforts to mitigate the impact of this situation on you and our other customers. As we work to better understand the situation, we will continue to provide updates regarding the impacts to REV Ambulance Group and to your organization. Should you have any questions regarding this notice or would like to discuss this matter in greater detail, please contact your account representative.

Sincerely,

Anoop Prakash  
President  
REV Ambulance Group

<sup>1</sup> REV Ambulance Group (Orlando), Inc. and Halcore Group, Inc.

# FIREHOUSE

[APPARATUS](#) > [APPARATUS TYPE](#) > [AMBULANCE](#)

## Ambulance Chassis: Wait Times Soar, Costs Skyrocket

James Philips tells of the challenging marketplace that fire departments face when it comes to acquiring ambulances, whether new, remounted or used.

[James Philips](#)

It isn't a 9-1-1 emergency, but another quiet crisis is well under way—namely, the greatly curtailed ability for EMS providers to purchase replacement ambulances. An unprecedented storm of economic events has choked off the supply of new, remounted and used ambulances and has sent prices soaring.

### Chassis

The problem starts with an ambulance prep package that's built—or not built—built by [Ford](#), [Freightliner](#), [General Motors](#), [International](#) or [RAM](#).

Furthermore, the global shortage of microchips has curtailed all automotive production sharply, and the production of the chassis that are used for ambulances has been hit particularly hard. Diesel, gasoline, 4x2, 4x4, all brands: The supply is remarkably short right now.

Ford's E-Series, Transit and F-Super Duty (F-450, F-550) chassis cabs are sold out for the 2022 model year, and many that are on order just won't be built.

Freightliner and International are sold out until the 2024 model year, mostly because of higher demand for commercial trucks for other segments.

“I’ve never had so little information on what will be built and when,” Marc McEver of **Olathe Ford**, which has been a major supplier of ambulance chassis to EMS body builders for 30 years, tells *Firehouse Magazine*. Of the crisis, he adds “I don’t think things will normalize for at least a year or more.”

The lack of clear or definitive information on chassis supply is trickling down to frustrated buyers through ambulance manufacturers and their local dealers.

Dealers across the major ambulance brands are telling surprised fire and EMS agencies that lead times are 14–24 months for built-to-order Type I and Type III ambulances. This compares with historical norms of 3–6-month lead times for the same vehicles.

The new lengthy timelines are upending customary specification, budgeting, procurement and replacement cycles.

“These are extremely difficult times for buyers, dealers and the manufacturers,” Bob Reilly, who is owner of **North Eastern Rescue Vehicles**, which is one of the largest ambulance dealers in the United States and offers five brands, says. “We’re doing all we can to support those agencies already waiting for delivery and also preparing those actively buying for the current timelines.”

Reilly also notes that the situation is driving costly maintenance challenges to keeping older units viable. So is a national shortage of repair parts and qualified mechanics.

## Help Wanted

Even if the flow of new chassis were to return to “normal,” skilled labor shortages at many popular ambulance builders are evident from increased recruiting and advertising for new staff. This means that the industry’s ambulance manufacturers, which are sitting on a record backlog of orders,

won't be able to accelerate their production rate much even if material shortages ease.

## Pricing

It's no secret that the United States is in a steep inflationary cycle. Nevertheless, sticker shock is a common reaction when agencies learn that their new ambulance—to the same specification as last year—jumped 25 percent–30 percent in cost. It's a never-before-seen stacking increase, one that's the result of material and labor increases being passed on by chassis manufacturers, ambulance builders, ambulance dealers and suppliers of key EMS equipment, including Ferno, Stryker, and other medical device and radio technology specialists.

Reflective striping and graphics, inspection trip travel and freight/delivery costs are up, too.

Ford and others also scaled back or eliminated incentives and rebates.

## Remounts

All remounts require a new chassis and most of the material and labor that goes into a new unit. Because the cost of aluminum has increased so much, the value of a body for reuse toward a remount is on the rise.

A bit of a ray of hope: Ambulance remounters and dealers that remount in-house might have stock remounts finished and available or already in-process (with remounter-supplied bodies and/or earlier 2022 production slots ahead to remount an existing unit). This potentially can save both time and money versus waiting for a new unit.

That said, consider the fact that stock remounts often put what's available ahead of what's desired by EMS agencies. The configuration of the exterior and

interior is set, which means that if going that route is possible for your organization, these units likely will be inconsistent with others that are in your existing fleet. That lends itself to both operational and maintenance concerns.

It's a local judgement call as to whether pursuing this option is worthwhile.

Some nonfactory remounters also have stock remounts (with bodies) and/or production slots ahead.

## **Inventory**

A collision or blown engine can result in an urgent, unplanned ambulance replacement. Previously, quick delivery of a dealer demo vehicle or a factory stock unit filled this immediate void nicely, but today, next to nothing is available right away. Unsurprisingly, the shortage of new ambulances has slimmed the supply of used ambulances, too.

Used ambulance prices, like that of other used automobiles, are up as much as 60 percent for units that are in excellent condition.

The supply of any new or used ambulance for immediate delivery is so scarce that agencies that are seeking to buy are encouraged to gain full procurement authority and approval of funds in advance of finding the actual vehicle. This allows same-day buying power.

The current situation is similar to a tight real estate market in a given area, where folks are paying more than asking price for the home that they want and making same-day payments to lock it in.

## **Fiscal stability**

Given the circumstances, there's significant financial pressure on dealers and manufacturers as a result of their delivery of many fewer units per month. This likely will continue for a year or more.

Most dealers and manufacturers are seeking advance deposits from buyers to lock in particular chassis or production slots.

Given the length of time from order date to delivery date, buyers should exercise good business practice, using binding documentation and elevated diligence to ensure that their funds are secure.

## Waiting on answers

Uncertainty reigns across the ambulance chassis industry. It still is in everyone's best interests to build and deliver as quickly as possible, but people who are accustomed to furnishing answers just don't have them.

"It's frustrating to not be able to provide accurate information to our valued customers," Steve Apgar, who for decades has specialized in supplying new 4x4 ambulances in northwestern states, including Idaho, Montana, Oregon and Washington, says.

In sync with market conditions, Apgar's AmbulanceTrader.com used ambulance marketplace has seen a marked drop in units that are available for sale.

Although your ambulance dealer or manufacturer should provide more information as it becomes available, be sure to use multiple sources to verify what you're told. It's important to stay aware of these market conditions to make the most informed decisions for your next ambulance.

### Pipeline Units

Some ambulance dealers ordered new stock inventory months ago that now is sitting in a long line awaiting chassis or production slots. True, these vehicles already are configured, but if your dealer has any, purchasing from this inventory could eliminate

a wait of many months or even year. Be sure to ask whether any such vehicles are

**Source URL:** <https://www.firehouse.com/apparatus/type/ambulance/article/21266475/ambulance-chassis-wait-times-soar-costs-skyrocket>



# Market Conditions - Update REV Ambulance Group

June 2022

REV GROUP CONFIDENTIAL

1



## SUPPLY CHAIN | IN A NUTSHELL



- **Chassis Supply:** ALL OEMS struggling with micro-processor shortages and supply disruptions across major commodities. OEM OTD (on time delivery) at only 21% and volume allocations below 26% of needed supply.



- **Logistics:** Impacts from Shanghai port are just starting to hit...limits on electronic parts will become significant for the remainder of the year.



- **Broken Lead Times:** Lead times in the last 9 months have increased by 12-18 months for critical parts.



- **PPI:** (purchase price index) for most major commodities up 150% for most commodities.



- **Available Parts:** Inventory to sales ratio continues to drop ...18X vs 2020...Record low inventories contributing to record high costs

AVAILABILITY AT HISTORIC LOWS...PRICES AT HISTORIC HIGHS

2



# CURRENT SUPPLY CHAIN | CURRENT OVERARCHING ISSUES

Material Shortages

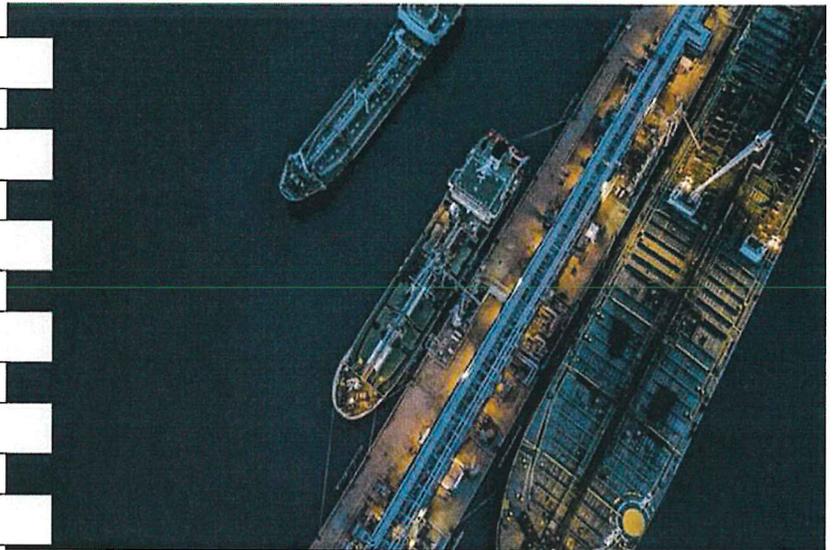
Material Cost increases

Demand volatility

Logistics route and capacity constraints

Cybersecurity breaches

Production Capacity Impacts

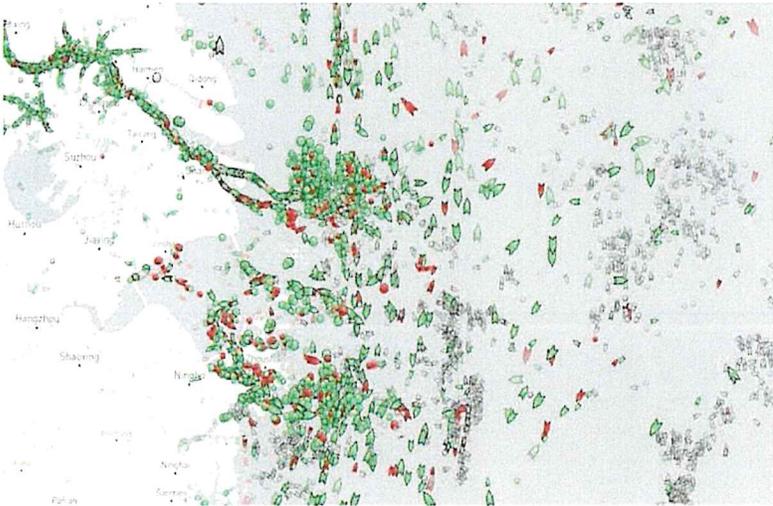


CULMINATION OF THE 'PERFECT STORM' FOR SUSTAINED INFLATION AND SHORT SUPPLY



## CURRENT SUPPLY CHAIN | SEVERE IMPACTS OF SH PORT

### Port of Shanghai



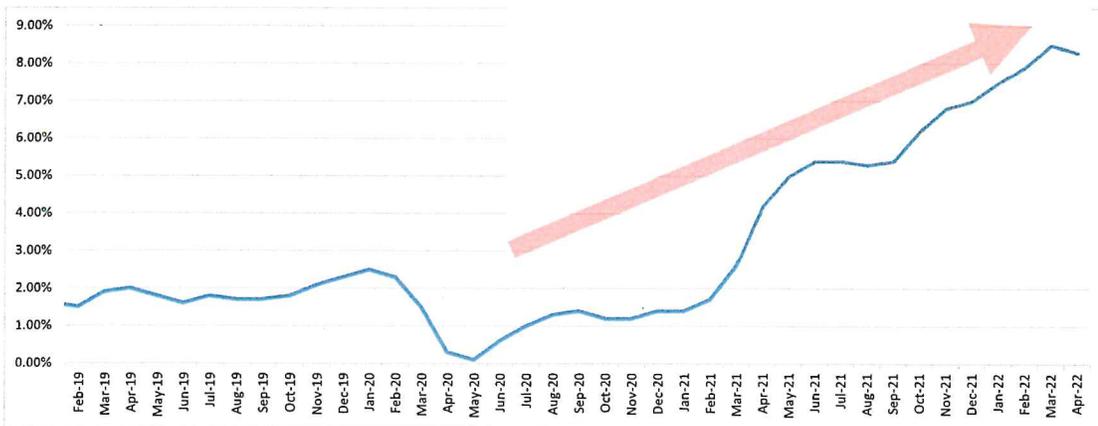
- A major challenge for factories is getting inputs needed to maintain production, while access to the ports is sharply reduced and many supplies are stuck offshore on waiting vessels.
- Vessel loading has decreased 20% to 30%, and several carriers currently not calling on the stop.
- Delays and disruptions at major Chinese airports are adding to supply chain delays.
- Shanghai city officials released a “white list” of more than 660 enterprises, many in the automotive, semiconductor, consumer electronics and biopharma sectors, permitted to operate if workers are kept in a “bubble” environment.
- Chinese officials recently issued new guidelines to normalize industrial production and logistics flows, part of an effort to minimize the impact of strict lockdown measures in Shanghai. Under rules endorsed by the central government, localities will self-select specific companies in critical industries that can restart operations

SH PORT IMPACT WILL CAUSE SUPPLY DISRUPTIONS FOR NEXT 9 MONTHS



# SUPPLY CHAIN | 40-YEAR HIGH INFLATION RATE

## CPI

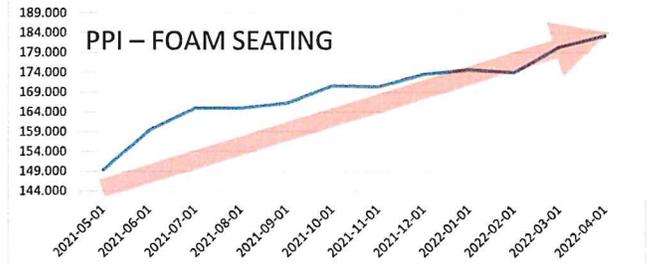
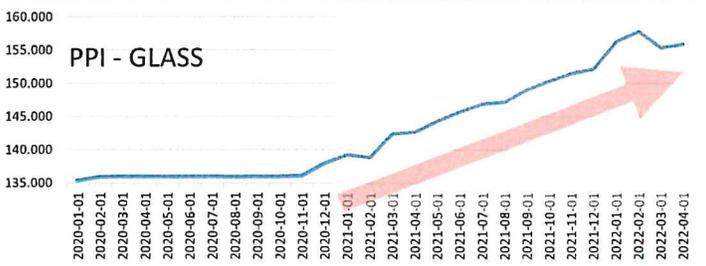
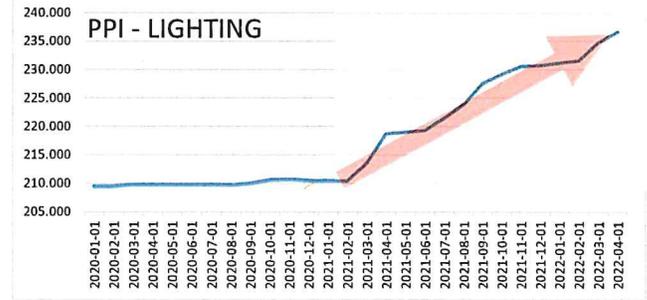
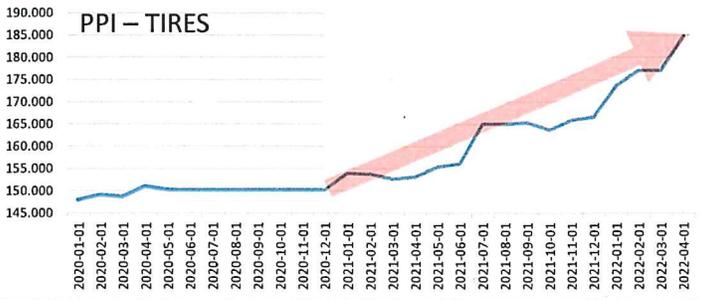


- Consumer prices (CPI) are increasing at the fastest clip in about 40 years, climbing 8.3 percent in April compared with a year earlier.
- Inflation rate is the highest in 40 years and has risen the fastest ever recorded
- Anticipation for sustained high inflation for next 12 months
- Global impacts will exacerbate problem (ex SH Port, parts availability, and continued strong demand)

## RECORD LOW INVENTORIES AND EXPLODING COSTS



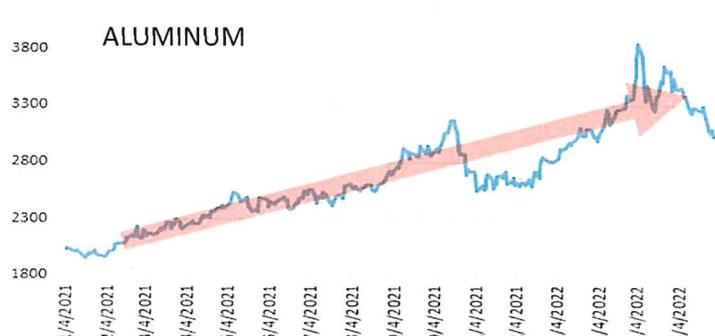
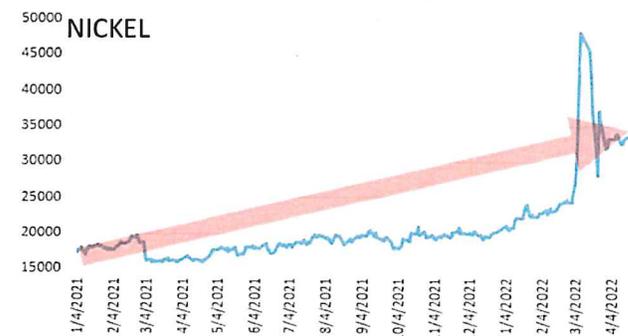
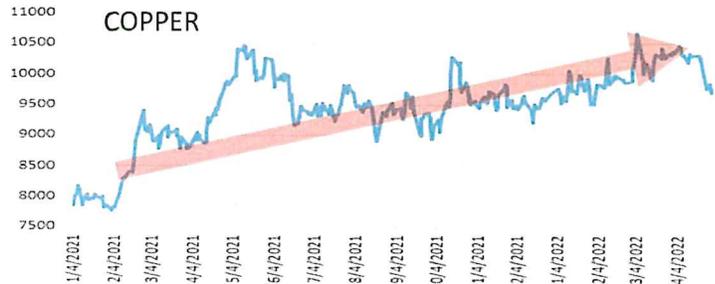
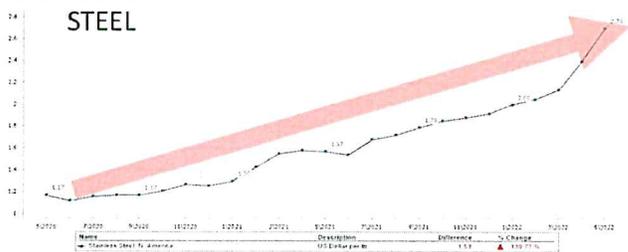
# SUPPLY CHAIN | AMBULANCE COMPONENT INFLATION (PRODUCER PRICE INDEXES)



ALL AMBULANCE COMPONENTS IN SHORT SUPPLY AND ROCKETING PRICES



# SUPPLY CHAIN | PRIMARY METAL COMMODITIES WITH SIGNIFICANT COST INCREASES

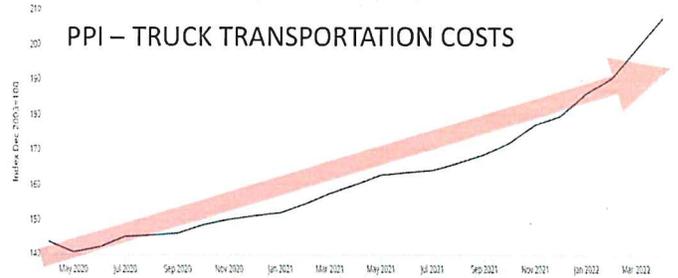
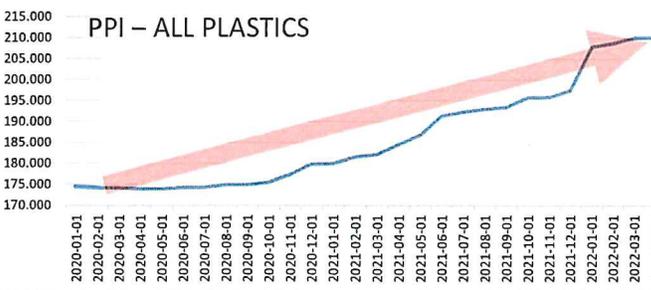
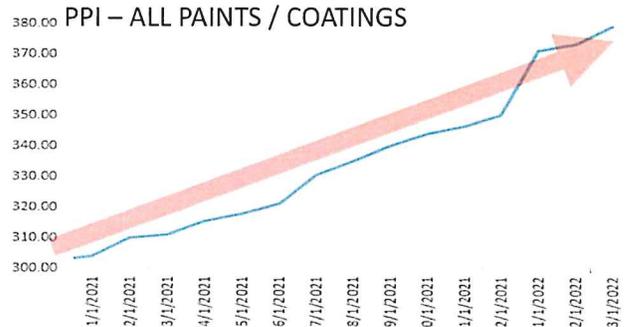
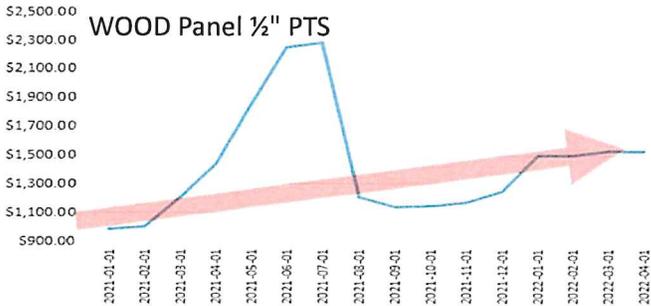


**ALL METALS IN SHORT SUPPLY AND ROCKETING PRICES**

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# SUPPLY CHAIN | PRIMARY LOGISTICS & CONSTRUCTION MATERIALS

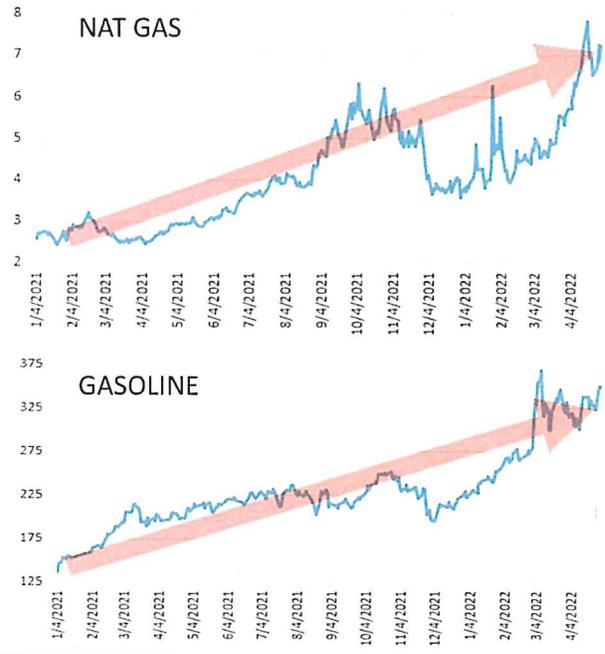
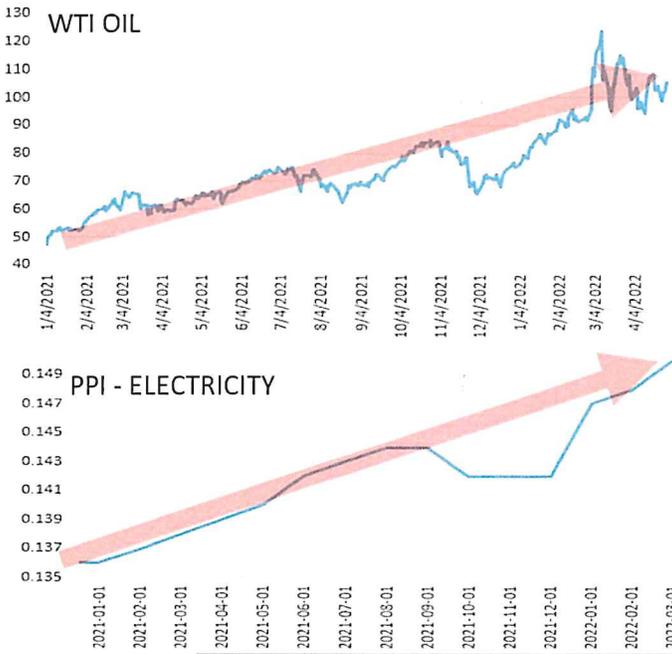


## COMPONENTS AND ANCILLARY ITEMS SHORT AND EXPENSIVE

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# SUPPLY CHAIN | ENERGY



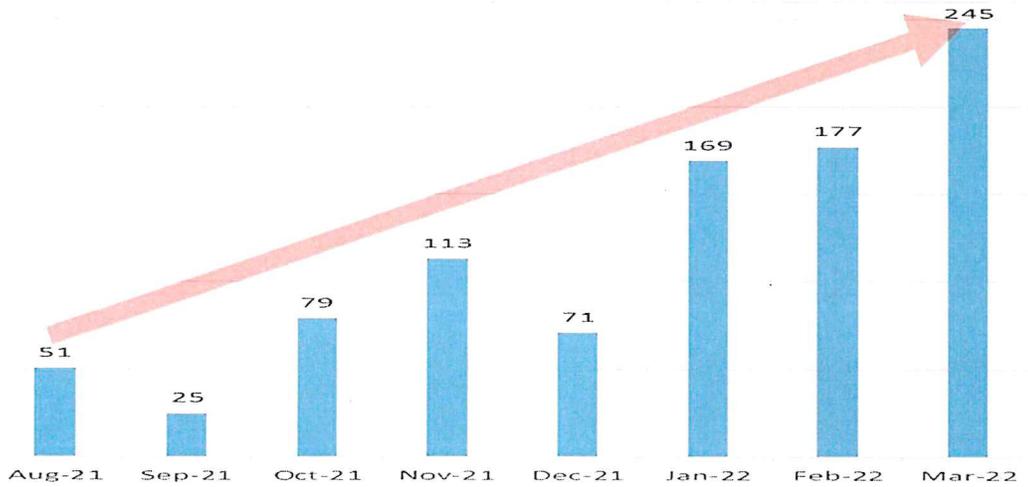
## ENERGY COSTS CONTRIBUTING TO MATERIAL COSTS

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## SUPPLY CHAIN | AMBULANCE MATERIAL COSTS PRICE INCREASE LETTERS

HIGHEST VOLUME AND % OF PRICE INCREASES EVER FOR OUR INDUSTRY + HIGHEST LEVEL SUPPLIER SHORTAGES



TSUNAMI OF PRICE INCREASE NOTIFICATIONS NOT ENDING OR SLOWING



## SUPPLY CHAIN | REV COST EXPOSURE – MAJOR ITEMS

Area	Commentary	Current Exposure	Projected Exposure	NET
Wheels / Tires	Industry consolidation, rubber costs, strong demand, OEM growth globally	<del>29%</del>	<del>17%</del>	<del>+46%</del>
Engines	OEM demand, metals, limited supply, and force majeure	<del>4%</del>	<del>+6%</del>	<del>+10%</del>
Electronics	Wire harnesses, connectors, micro-processors, wire, switches, cameras	<del>8%</del>	<del>+7%</del>	<del>+15%</del>
Metals	Aluminum extrusion limited, strong global demand for both aluminum and steel	<del>21%</del>	<del>+12%</del>	<del>+32%</del>
Radiators	Copper prices, specialty metals demand, OEM consumption	<del>16%</del>	<del>+12%</del>	<del>+28%</del>
Coatings	Chemicals, pigments, and additives costs substantially up with automotive demand increasing weekly.	<del>6%</del>	<del>+6%</del>	<del>+12%</del>
Plastics	Demand for HDPE, PP, and feedstocks very strong. Molded plastic part manufacturing limited due to global demand	<del>9%</del>	<del>+9%</del>	<del>+18%</del>
Axles	Limits on supply due to parts availability and worker shortages	<del>6%</del>	<del>+8%</del>	<del>+14%</del>
Chassis	4 major increases on chassis, significant supply chain limits	<del>8%</del>	<del>+9%</del>	<del>+17%</del>

**MATERIAL COSTS INCREASING FROM 10-46%**



## SUPPLY CHAIN CHALLENGES | PLANNING FOR THE FUTURE ISSUES



**DATA DRIVEN:** Identify the risk by supplier, material type, SKU, region, and business using data to support our decisions, not speculation or emotion.



**CONNECTED SUPPLY:** Engage with top management at supplier to collaborate on solution...use our extensive experience in all areas of supply to find a solution with our immediate supplier or elsewhere.



**DEFINE THE ISSUE – Alternative-Vertical-Inventory:** IF true limit, apply alternative supply points...IF true limit, buy vertically/around the primary vendor to find a solution to the real limit...IF true limit, challenge inventory to find in house options



**LEVERAGE THE RELATIONSHIP:** Leverage ALL global supply relationships to find a solution regardless of location



**PERSISTENCE WINS:** Engage, engage, engage – operations + technical + supplier + supply chain + commercial = Success!

REV SUPPLY CHAIN DOING EVERYTHING POSSIBLE TO GET PARTS AND CONTROL COSTS



# Non-Competitive Purchases Form

**This form shall be completed for any non-competitive purchase that is not exempt.**

(a) A County contract may be awarded without competition when the Purchasing Director determines in writing, after conducting a good faith review of available sources, that there is only one source for the required supply, service, or construction item. The Purchasing Director shall conduct negotiations, as appropriate, as to price, delivery, and terms. A record of sole source procurements shall be maintained as public record and shall list each contractor's name, the amount and type of each contract, a listing of the items procured under each contract, and the identification of each contract file.

(b) Sole source procurement of a used item from the open market may only be considered, provided that:

(1) The using agency recommends purchase; (2) condition of the item is verified by appropriate County official; and (3) price analysis justifies purchase when the following factors are considered: (a) new acquisition price; (b) current book value; and (c) maintenance costs.

Code 1982 SS 12-19 Sec. 2-518 Sole source procurement

The County Council may by resolution, exempt specific supplies or services from the purchasing procedures required in the Code. The following supplies and services shall be exempt from the purchasing procedures required in this division; however, the Purchasing Director for just cause may limit or withdraw any exemption provided for in this section. (1) Works of art for museum and public display (2) Published books, library books, maps, periodicals, technical pamphlets (3) Copyrighted educational films, filmstrips, slides and transparencies (4) Postage stamps and postal fees (5) Professional dues, membership fees and seminar registration fees (6) Medicine and drugs (7) Utilities including gas, electric, water and sewer (8) Advertisements in professional publications or newspapers (9) Fresh fruit, vegetables, meats, fish, milk, bread and eggs (10) Oil company credit cards (11) Articles for commercial sale by all governmental bodies

Code 1982 SS 12-14 Ord. No. 2000-1 S 1, 1-1-0-2000 Sec. 2-514 Exemption from procedures

Notwithstanding any other section of this division, the Purchasing Director may make or authorize others to make emergency procurements of supplies, services, or construction items when there exists a threat to the functioning of county government; for the preservation or protection of property; or for the health, welfare or safety of any person, provided that such emergency procurements shall be made with such competition as is practicable under the circumstances. A written determination of the basis for the emergency and for the selection of the particular contractor shall be included in the contract file. As soon as practicable, a record of each emergency procurement shall be made and shall set forth the contractor's name, the amount and type of the contract, a listing of the items procured under the contract, and the identification number of the contract file.

Code 1982 SS 12-20 Sec. 2-519 Emergency procurements

Requesting Department: EMERGENCY MEDICAL SERVICES Requested Account Code: 1230

Department Head Email: downby@bcgov.net

Description of Requested Services:

Type II (Transit Van) Ambulances

Please provide a listing of the items purchased, if additional pages are necessary please attach to this form:

1520 Running Boards, GS13 Rear Step, Vanner 12-1050 CUL-DC, 45L6 Left Scene Lights LED, 45T6 Rear Load Lights LED, 0705  
 110/12 HEAT/AC, Chassis Increase Dual wheel, Conversion Increase on Extended Length

01-FM-4WH2 ALUMINUM WHEELS, 05-HA-13HX CONDENSER ACC X717, 02-BC-0500 WALK THRU CAB HIGH, 04-EA-1474 RU  
 04-BW-6007 REAR BUMPER, 06-IG-03 IO VANNER 20-1050 CUL, 07-01-SEIV WISE CHILD SAFETY SEAT, 07-CA-48ZT SOLID SURF  
 02-B8-ID80 BODY MODIFICATION, 04-BW-DP00 SKIRT RAILS - DIP, LIQUID SPRING SUSPENSION, 05-EL-2324 STOP/TAIL WHE  
 05-EL-2436 BACKUP WHELEN M9, 05-EL-256B ENTRY DOOR LIGHTS, 05-EL-45L4 LEFT SCENE LIGHTS, 05-EL-45TA RIGHT SCEN  
 05-EL-46R4 REAR LOAD LIGHTS, 05-PM-LRK3 WHELEN M9 WARNING LIGHTS, 05-PM-LRK3 WHELEN M9 WARNING LIGHTS, C  
 CHASSIS CHANGE - FORD F-450 4X2 SUPER CAB, 04-BW-DP20 ALUM. REAR KICK PLATE, 05-HA-0654 DANHARD 125 V AC SYS  
 "06-EC-3070 RECORDING SYSTEM, 08-OS-0500 ZICO 02 LIFT, 07-CA-4900 SOLID SURFACE TELEMETRY:, 07-WC-LPH7 LIFE PAK

Cost of Requested Services: \$826,240.00

Requested Vendor Name: Northwestern Emergency Vehicles Transit Ambulance

Requested Vendor Address: 268 NWEV Drive, West Jefferson, NC 28694

Requested Vendor Phone Number: 336-977-1015 Requested Vendor Email Address: david@nwev.com

Type of Service Requested (Please check one) Construction  Service  Supply/Good

Please attach any documentation provided by the vendor that provides back up for the claims in this document.

Attachments:

Attachments:

Item 11.



Ambulance New Letter for County Council Transit Type II.docx  
13.37 KB



Northwestern Emergency Vehicles Transit Ambulance.pdf  
845.28 KB



Northwestern Emergency Vehicles Type I Ambulance.pdf  
1.29 MB



Ambulance New Letter for County Council Type I.docx  
13.32 KB



Email Verification.pdf  
655.56 KB



No file attached

**Please select a reason below as to why this is a non-competitive purchase and provide a brief explanation.**

- It is not possible to obtain competition. There is only one source available for the supply, service, or construction item.*
- The procurement is for a used item from the open market. The item may only be considered if, (1) the using agency recommends purchase, (2) condition of the item is verified by appropriate County official, (3) Price analysis justifies purchase when the following factors are considered: (a) new acquisition price; (b) current book value; and (c) maintenance costs.*
- The item is a single source purchase. Other sources may be available but purchases are directed to one source because of factors unique to Beaufort County. Please select an option below:*
  - Standardization*
  - Warranty*
  - Other, if selected please specify below.*

- 
- An emergency exists that threatens the functioning of County government.*
  - An emergency exists that threatens the preservation or protection of County property.*

**What steps have been taken to verify that these features are not available elsewhere?**

- Other brands/manufacturers were examined (please list names and contact information, and explain why they are not suitable for use by the County-attach additional pages as necessary):

- Other vendors were contracted (please list names and contact information and explain why those contacted did not meet the needs of the County-attach additional pages as necessary):

Form Completed By:

sara.rodriquez

Date: 8/1/2022

**\*\*\* Department Head Section \*\*\***

Department Head Signature:

downby

Date: 8/1/2022

**\*\*\* Purchasing Review Section \*\*\***

Date Received in Purchasing Department: 8/1/2022

Reviewed by Purchasing Department for completeness

Item 11.

Date: 8/1/2022

Reviewed by: dthomas

Verified that this is the only source: Yes  No

Comments:

This is for two remount ambulances and two new ambulances with equipment. The price is from the HGAC Buy cooperative contract for government organizations. Vehicles will be built during FY23.

Purchasing Director Signature: Approve  Disapprove  dthomas 8/1/2022 11:53:02 AM  
Date / Time

Associated Purchase Orders Number: \_\_\_\_\_

Associated Contract Number: \_\_\_\_\_

**\*\*\* Purchasing Completion Section \*\*\***

Process Complete:  victoria.moyer Date: 8/1/2022  
11:53:57 AM

Submitted:





# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
ARPA – GOOD NEIGHBOR PROGRAM – MUNICIPALITY FUNDING REQUESTS
<b>MEETING NAME AND DATE:</b>
Finance Committee – 08/22/2022
<b>PRESENTER INFORMATION:</b>
Hank Amundson – Special Projects Director 5 Minutes
<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 the 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 conforms 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 City of Beaufort has requested the first half of the allocation and is considering the second portion. Proposed uses are in the request that is attached.</p> <p>The Town of Port Royal has requested their full allocation. The request is attached.</p> <p>The Town of Yemassee has made a partial fund request. See attached. Beaufort County Engineering will be handling project planning and construction under</p> <p>All proposed uses fit within the ARPA guidelines.</p>
<b>FISCAL IMPACT:</b>
<p>ARPA funds have been allocated.</p> <p>These requests total \$950,000 and are broken down as follows:</p> <p>City of Beaufort - \$250,000</p> <p>Town of Port Royal - \$500,000</p> <p>Town of Yemassee - \$200,000 (Allows for contingency and lighting)</p>

**STAFF RECOMMENDATIONS TO COUNCIL:**

Staff recommends approval of these requests.

**OPTIONS FOR COUNCIL MOTION:**

Motion to approve or deny staff recommendation to disperse and monitor ARPA GOOD NEIGHBOR PROGRAM funds.

*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.*

Colin J Moore  
*Mayor*  
Peggy Bing-O'Banner  
*Mayor Pro Tempore*  
Matthew E. Garnes  
*Town Clerk*



*Council Members*  
David Paul Murray  
Stacy Pinckney  
Alfred Washington

July 12, 2022

Mr. Hank Amundson  
Special Projects Director, Beaufort County  
P.O. Drawer 1228  
Beaufort, SC 29901-1228

Good afternoon Mr. Amundson,

The Town of Yemassee is submitting a project for consideration under from the Beaufort County "Good Neighbor Fund" that has been established to support municipalities within the County complete qualifying infrastructure projects. I'm pleased to submit to you a sidewalk, streetscape, and lighting project on Castle Hall Road within the Town of Yemassee.

Our project proposes to extend the sidewalk to the Beaufort Housing Authority project at 21 Castle Hall Road from the current sidewalk terminus at the corner of Wall Street and Castle Hall Road. The project would install a five-foot-wide sidewalk, approximately 1,000 linear feet which would run the east side of Castle Hall Road to the farthest entrance of the Beaufort Housing Authority project. Additionally, landscaping, and decorative lighting would be installed to improve the aesthetics of the gateway into Yemassee. Currently, residents of the housing project that walk into town to procure goods and services must walk on the shoulder of the road, causing an unsafe environment for both motorists and pedestrians. We are confident that the project will greatly improve this busy corridor and improve the aesthetics of our area of northern Beaufort County.

I appreciate your consideration and please do not hesitate to reach out should you have any questions.

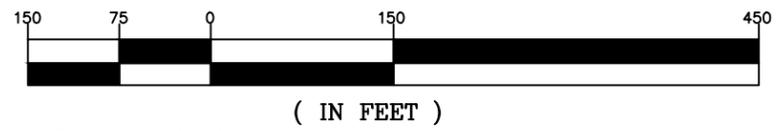
Respectfully Submitted,

Matthew Garnes  
Town Clerk, Town of Yemassee

Attachments (2)



NOTE: A BOUNDARY AND TOPOGRAPHIC SURVEY ALONG WITH A WETLAND DELINEATION SHOULD BE PERFORMED TO DETERMINE ACCURATE BOUNDARY, TOPOGRAPHIC, AND WETLAND LOCATIONS.



Project No.: 21246-0025  
July 8, 2022



**Conceptual Plan**  
**+/- 1,000 LF Sidewalk**  
**Castle Hall Road**  
**Town of Yemassee, South Carolina**



Preliminary Cost Opinion  
 +/- 1,000 LF Concrete Sidewalk  
 Castle Hall Road  
 Town of Yemassee  
 Beaufort County, South Carolina

Approximately 1,000 LF Concrete Sidewalk (5-Foot Width)					
No.	Quantity	Unit	Item Description	Unit Price	Total
1	1	LS	Mobilization/Bonds	\$ 5,000	\$ 5,000
2	1	LS	Traffic Control	\$ 25,000	\$ 25,000
3	1,100	LF	Silt Fence	\$ 4	\$ 4,400
4	5	EA	Sediment Tubes (24-Inch Height, 8-Foot Length)	\$ 100	\$ 500
5	0.2	AC	Clearing and Grubbing	\$ 5,000	\$ 1,000
6	1	LS	Guard Rail Installation (+/- 30 LF)	\$ 7,000	\$ 7,000
7	200	CY	Earthwork (Excavate One FT Depth - Replace with Fill)	\$ 40	\$ 8,000
8	600	SY	Concrete (4-Inch Thick, 150 psi)	\$ 80	\$ 48,000
9	1	LS	Grassing	\$ 4,000	\$ 4,000
				<b>Subtotal:</b>	<b>\$ 97,900</b>
				<b>Contingency:</b>	<b>\$ 10,000</b>
				<b>Surveying :</b>	<b>\$ 7,500</b>
				<b>Engineering Design and Permitting:</b>	<b>\$ 7,500</b>
				<b>Bidding and Award:</b>	<b>\$ 6,500</b>
				<b>Construction Administration and Site Observation:</b>	<b>\$ 6,500</b>
				<b>Construction Materials Testing:</b>	<b>\$ 5,000</b>
				<b>Notice of Termination/Project Closeout:</b>	<b>\$ 5,000</b>
				<b>Site Preparation Total:</b>	<b>\$ 150,000</b>

**Notes:**

- Alliance Consulting Engineers, Inc. does not guarantee the accuracy of probable costs. Such probable costs represent Alliance Consulting Engineers, Inc.'s judgement and are for the general guidance of the Town of Yemassee.
- All costs are 2022 costs based on \$114/barrel for crude oil.
- Estimate is based on the Conceptual Plan prepared by Alliance Consulting Engineers, Inc. dated March 25, 2022.
- Unit Prices and quantities are subject to variation upon final design.
- Preliminary Cost Opinion does not include any permitting or impact fees associated with the Town of Yemassee, Beaufort County, SCDOT or SCDHEC.
- Preliminary Cost Opinion does not include any allowances for Easements or acquisitions of Right of Way which is not anticipated.
- Estimate does not include costs for wetland delineations or mitigation which is not anticipated.

**PRELIMINARY**



**From:** Reece Bertholf <[rbertholf@cityofbeaufort.org](mailto:rbertholf@cityofbeaufort.org)>  
**Sent:** Thursday, June 23, 2022 1:39 PM  
**To:** Amundson, Hank <[henry.amundson@bcgov.net](mailto:henry.amundson@bcgov.net)>  
**Cc:** William Prokop [wprokop@cityofbeaufort.org] <[wprokop@cityofbeaufort.org](mailto:wprokop@cityofbeaufort.org)>; Alan Eisenman <[aeisenman@cityofbeaufort.org](mailto:aeisenman@cityofbeaufort.org)>  
**Subject:** Good Neighbor Fund

Good Afternoon Hank,

We have revised our good neighbor fund requests to reflect the available \$250,000.

Below is our request to distribute the funds directly to the recipients and the associated contacts for the organizations:

1. \$100,000: Beaufort Digital Corridor Cyber Scholarship Fund
  - a. Jess Obrien – Executive Director  
**Beaufort Digital Corridor**  
 500 Carteret Street, Suite D  
 Beaufort, SC 29902  
 USA  
 PHONE: 843.470.3506  
 MOBILE: 229.563.8319  
 EMAIL: [jess@beaufortdigital.com](mailto:jess@beaufortdigital.com)  
 WEB: [www.beaufortdigital.com](http://www.beaufortdigital.com)
2. \$80,000 Technical College of the Lowcountry – Nursing School Equipment
  - a. Janis Hoffman – VP of Administrative Services  
**Vice President for Administrative Services**  
 Technical College of the Lowcountry  
 921 Ribaut Road | PO Box 1288  
 Beaufort, SC 29901-1288  
 843.525.8251 | [jhoffman@tcl.edu](mailto:jhoffman@tcl.edu)
3. \$24,000 – SC Nurse Retention Scholarship
  - a. Bob Elliot (I think this will ultimately go to the Community Foundation of the Low Country as they administer)  
[ellbob4901@gmail.com](mailto:ellbob4901@gmail.com)  
<https://scnurseretention.org/>
4. \$46,000 – potential city contribution to the Affordable Housing Trust fund
  - a. Please keep the funds on deposit with the county.

Thank you. Please call with any questions.

Reece

**Reece Bertholf**  
Deputy City Manager  
**City of Beaufort**  
 843-379-7525 (o)  
 843-754-9144 (c)  
[www.cityofbeaufort.org](http://www.cityofbeaufort.org)



**Council**

Joe DeVito  
*Mayor*

Darryl Owens  
*Mayor Pro Tempore*

Jerry Ashmore  
Mary Beth Heyward  
Kevin Phillips

Van Willis  
*Town Manager*

T. Alan Beach  
*Chief of Police*

Jeffrey S. Coppinger  
*Operations*

Noah Krepps  
*Planning*

August 15, 2022

Beaufort County  
Mr. Hank Amundson, Special Projects Director

Re: Good Neighbor Fund

Dear Hank:

The Town intends to use a portion of its designated Good Neighbors Funds for the anticipated first year funding of the recently established Housing Trust. It is anticipated, based upon the recommended formula for funding, that the Town will be asked to contribute 3% of its ARPA funds. The Town will earmark approximately \$162,000 from the Good Neighbor Fund to satisfy the funding request.

The balance of the Good Neighbor Fund will be used to offset the costs of a sewer construction project in the Royal Palms/Narcissus portion of Town. The Town was a recipient of a CDBG, but due to cost overruns, the initial estimates for construction, approximately \$900,000, have increased to \$1,300,000. The Good Neighbor Fund will allow the Town to fulfill the contract.

Sincerely,

Van Willis  
Town Manager



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

Item 13.

<b>ITEM TITLE:</b>
Hilton Head Public Service District ARPA Projects Request
<b>MEETING NAME AND DATE:</b>
Finance Committee August 22nd
<b>PRESENTER INFORMATION:</b>
Consideration of authorization for the County Administrator to award one million (1,000,000.00) in ARPA funds to the Hilton Head Public Service District for improvements to the HHPSD infrastructure. (10 min)
<b>ITEM BACKGROUND:</b>
N/A
<b>PROJECT / ITEM NARRATIVE:</b>
Hilton Head Public Service District (PSD) is seeking funding from Beaufort County's allocation of federal American Rescue Plan Act (ARPA) funds to complete vital water supply projects for Hilton Head Island. (See attached project description)
<b>FISCAL IMPACT:</b>
\$1,000,000.00 from the ARPA allocation.
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
The staff is concerned this will set a precedent for other PSDs throughout the county to submit similar requests for infrastructure upgrades and improvements that would be more appropriately funded by PSD assessments/fees. However, if Council elects to fund this request please be aware that additional requests will be likely.
<b>OPTIONS FOR COUNCIL MOTION:</b>
Motion to approve the allocation Motion to deny the allocation



**Hilton Head Public Service District  
21 Oak Park Drive  
Hilton Head Island, SC 29926  
Hhpsd.com**

Mr. Eric Greenway  
Beaufort County Administrator  
P.O. Drawer 1228  
Beaufort, SC 29901  
Re: Hilton Head Public Service District ARPA Projects Request

July 5, 2022

Dear Eric:

Hilton Head Public Service District (PSD) is seeking funding from Beaufort County’s allocation of federal American Rescue Plan Act (ARPA) funds in order to complete vital water supply projects for Hilton Head Island. As Governor McMaster has said, “The right water and sewer systems in a county can transform a tax base, creating jobs, good schools, and a vibrant community.” He has urged the investment of ARPA funds in our water infrastructure in order to “ensure that South Carolina will have the workforce, the infrastructure, and the quality of life necessary to compete nationally and globally for jobs and investment – for generations to come.”

The PSD’s water and wastewater infrastructure projects described below are an appropriate use of ARPA funds as they are long-term capital improvements that strengthen critical services to residents and businesses on Hilton Head Island and create a more resilient community with confidence in its capacity to support future opportunities for growth and economic development. As you know, Hilton Head Island’s viability and sustainability is crucial to the future of all of Beaufort County.

The table below provides you the vital projects that we will complete using the ARPA funding from Beaufort County. These projects can be completed in accordance with all ARPA guidelines.

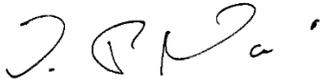
Project	Purpose	Cost
<b>Leg O’ Mutton Water Booster Station</b>	A new Water Booster Station at the PSD’s Leg O’ Mutton site will play a critical role in providing water service for our residents and businesses. The Booster Station will ensure that the PSD’s water can be delivered to our customers at all times and particularly during times of high demand and even when coupling a high-demand period with an emergency use of	\$700,000.00

	<p>water such as firefighting. The Booster Station will play a key role in the PSD’s response to and recovery from a natural disaster such as a hurricane because it provides the pumping capacity needed to repressurize our water distribution system following an outage or disruption. Further, the Booster Station will mitigate the impact of the ongoing phenomenon of saltwater intrusion into our freshwater aquifer by providing a pumping asset to replace the loss of freshwater wells.</p>	
<p><b>Reverse Osmosis (RO) Drinking Water Treatment Facility Emergency Generator</b></p>	<p>An emergency generator at the PSD’s RO Facility will help ensure resiliency during natural disasters such as hurricanes, when power outages can affect the PSD’s ability to provide drinking water. The RO Facility provides approximately 60% of the PSD’s water supply at a capacity of 4 million gallons of water produced per day. The PSD has plans to expand the capacity of the RO Facility up to 6 million gallons a day production, which would represent the majority of the PSD’s average daily demand for water. The RO Facility plays a vital role in the water supply for all of southern Beaufort County because its use helps the PSD lessen its demand on wholesale water provided by Beaufort-Jasper Water &amp; Sewer Authority, thereby helping BJWSA meet its own system’s demand for water, particularly during periods of high demand. The RO Facility currently has no emergency generator, and the addition of this equipment will ensure the Facility’s ability to keep providing water during unplanned power outages and during response to and recovery from natural disasters such as hurricanes.</p>	<p>\$300,000.00</p>
<p><b>Total Request</b></p>		<p>\$1,000,000.00</p>

We thank you in advance for your consideration of these projects for funding through Beaufort County's ARPA funds. Our local water and wastewater systems represent our best and most direct investment in Hilton Head Island's public health and environmental protection – maintaining our high quality of life for generations of residents and visitors to come.

Please do not hesitate to contact me if you have any questions or if I can be of assistance in any way.

Best regards,



Pete Nardi  
General Manager  
Hilton Head PSD  
(843) 305-0638  
pnardi@hhpsd.com

Cc:

Councilman Larry McEllyn, Beaufort County Council, District 10  
Chair Frank Turano, Hilton Head Public Service District Commission, District 3



## Beaufort County Council Statement of Conflict of Interest Pursuant to South Carolina Code of Laws § 8-13-700

I, Chris Hervocho, holding the position as a Beaufort County Council Member, do hereby declare my potential conflict of interest with regards to the below information:

1. Describe the matter pending before County Council with which you may have a conflict of interest:  
Item number 13 of the Finance Committee meeting regarding the approval of the Hilton Head Public Service District ARPA projects request.

2. Describe the interest that you have that may give rise to the conflict: The Hilton Head Public Service District is a material client of one of the clients my public accounting firm serves.

Based upon the above information, I hereby recuse myself from participating in any discussions of or taking official action relating to said matter.

Signed this 22nd day of August, 2022.

\_\_\_\_\_  
Signature



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
<b>A RESOLUTION APPROVING THE HIRING OF AN ADDITIONAL FULL-TIME EMPLOYEE IN THE PUBLIC DEFENDER’S OFFICE TO SERVE COLLETON COUNTY</b>
<b>MEETING NAME AND DATE:</b>
Finance Committee; August 22, 2022
<b>PRESENTER INFORMATION:</b>
Whitney Richland, Deputy Administrator 10 Minutes
<b>ITEM BACKGROUND:</b>
<b>PROJECT / ITEM NARRATIVE:</b>
Pursuant to S.C. Code Sec. 17-3-540, Beaufort County is the administrative County for the 14 <sup>th</sup> Circuit Public Defender’s Office. The Public Defender desires to hire an additional full-time attorney to work specifically in Colleton County and Colleton County has agreed to fully fund the additional full-time attorney.
<b>FISCAL IMPACT:</b>
\$90,000 in revenue from Colleton County \$90,000 in expenses from Public Defender’s special revenue fund
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
Staff recommends approval of the Public Defender’s full-time employee
<b>OPTIONS FOR COUNCIL MOTION:</b>
Motion to approve/deny the Public Defender’s full-time employee

**RESOLUTION 2022/\_\_\_\_\_**

**A RESOLUTION APPROVING THE HIRING OF AN ADDITIONAL FULL-TIME EMPLOYEE  
IN THE PUBLIC DEFENDER’S OFFICE TO SERVE COLLETON COUNTY**

**WHEREAS**, pursuant to S.C. Code Sec. 17-3-540, the 14<sup>th</sup> Circuit Public Defender’s office (“Public Defender”) entered into an agreement with Beaufort County (“County”) established the County as its administrative county; and

**WHEREAS**, pursuant to S.C. Code Sec. 17-3-540, the employees hired by the Public Defender are considered employees of the County, but serve at the pleasure of the Public Defender; and

**WHEREAS**, the Public Defender desires to hire additional full-time employee (“FTE”) to specifically work in Colleton County, which is a county within the 14<sup>th</sup> Circuit jurisdiction; and

**WHEREAS**, Colleton County has agreed to fully fund the additional FTE and as the administrative County, Beaufort County desires to approve the FTE for the benefit of Colleton County.

**NOW, THEREFORE, BE IT RESOLVED**, by Beaufort County Council hereby approves the hiring of an additional full-time employee in the public defender’s office to serve Colleton County.

DONE this \_\_\_\_\_ day of August, 2022.

COUNTY COUNCIL OF BEAUFORT COUNTY

BY: \_\_\_\_\_

Joseph Passiment, Chairman

ATTEST:

\_\_\_\_\_

Sarah Brock, Clerk to Council



August 2, 2022

14<sup>th</sup> Circuit Public Defender's Office  
1905 Duke Street, Room 210  
P.O. Box 525  
Beaufort, SC 29901  
Attn: Amber Adams

Re: Magistrate Court Public Defender Services Contract Fiscal Year 2022-2023

Ms. Adams,

This letter is provide you with notice that funding in the amount of \$90,000 was appropriated by Colleton County Council as part of Ordinance 22-O-06 to the 14<sup>th</sup> Circuit Public Defender's Office. The purpose of these funds is to fund a public defender position to serve the Colleton County Magistrate Court. This is funding is separate from any other assistance funding that is provided by Colleton County to the 14<sup>th</sup> Circuit Public Defender's Office.

Should any further information be needed, please let me know.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jon Carpenter", is written over a horizontal line.

Jon Carpenter  
Finance Director



# BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

<b>ITEM TITLE:</b>
DISCUSSION OF AN ORDINANCE TO ALLOCATE THE PROCEEDS FROM THE SALE OF THE MYRTLE BUSINESS PARK TO THE ECONOMIC DEVELOPMENT SITE AND JOB FUND
<b>MEETING NAME AND DATE:</b>
Finance Committee; August 22, 2022
<b>PRESENTER INFORMATION:</b>
John O’Toole, Executive Director, Beaufort County Economic Development Corporation 10 Minutes
<b>ITEM BACKGROUND:</b>
<p>The Myrtle Business Park (“Property”) was sold May 2022. The proceeds from the sale were in the amount of \$599,979.19 and have been deposited into the County’s General Fund.</p> <p>The Beaufort County Economic Development Corporation (“EDC”) is requesting the proceeds from the sale of the Property be allocated to EDC’s Site Development and Job Fund (“Job Fund”).</p> <p>The EDC previously presented to the Finance Committee on February 18, 2020, requesting the proceeds from the sale of the Property to be deposited into the EDC’s Job Fund. The Committee voted to move to full County Council <i>after the sale</i> of the Property a resolution for the proceeds of the Myrtle Business Park to be deposited into the EDC’s Site Development and Job Fund.</p>
<b>PROJECT / ITEM NARRATIVE:</b>
The Beaufort County Economic Development Corporation requests that the proceeds from the sale of Myrtle Business Park (\$599,979.19) be allocated into the Economic Development Site and Job Fund.
<b>FISCAL IMPACT:</b>
\$599,979.19 (proceeds from sale)
<b>STAFF RECOMMENDATIONS TO COUNCIL:</b>
<b>OPTIONS FOR COUNCIL MOTION:</b>
Not Approve Move forward to Council for First Reading

**ORDINANCE 2020/\_\_\_\_\_**

**AN ORDINANCE TO ALLOCATE THE PROCEEDS FROM THE SALE OF THE MYRTLE BUSINESS PARK TO THE ECONOMIC DEVELOPMENT SITE AND JOB FUND**

**WHEREAS**, On or about May 5, 2022, Beaufort County sold the real property with tax map number R600 031 000 1624 000 consisting of approximately 7.714 acres commonly known as the Myrtle Business Park (the “Property”); and

**WHEREAS**, the sale of the Property produced proceeds in the amount of \$599,979.19 which have been deposited in the Beaufort County General Fund account; and

**WHEREAS**, the Beaufort County Economic Development Corporation (“EDC”) is an entity financially supported by Beaufort County (“County”) for the purpose of organizing, structuring, and leading economic development efforts on behalf of the County (“Purpose”); and

**WHEREAS**, the EDC requests for the proceeds from the sale of the Property be allocated to the Economic Development Site and Job Fund in order to assist its Purpose; and

**WHEREAS**, County Council finds that allocating the proceeds from the sale of the Property to the Economic development Site and Job Fund is in the best interest of the County, and its citizens and residents.

**NOW, THEREFORE, BE IT ORDAINED**, by Beaufort County Council, at a duly assembled meeting, hereby approves the allocation of the proceeds in the amount of \$599,979.19 from the sale of the Myrtle Business Park to the Economic Development Site and Job Fund.

Adopted this \_\_\_\_\_ day of \_\_\_\_\_, 2022.

COUNTY COUNCIL OF BEAUFORT COUNTY

BY: \_\_\_\_\_  
Joseph Passiment, Chairman

ATTEST:

\_\_\_\_\_  
Sarah W. Brock, Clerk to Court





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## BEAUFORT COUNTY COUNCIL

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### Agenda Item Summary

**Item Title:**

Offer of payment to final group of retirees for loss of post-retirement health insurance benefits

**Council Committee:**

Finance Committee

**Meeting Date:**

March 21, 2022

**Committee Presenter (Name and Title):**

Kurt Taylor, County Attorney  
10 mins

**Issues for Consideration:**

This item is in response to additional requests from retirees to be included in council's offer of a payment to non-litigating retirees for the loss of the retiree health insurance subsidy. This group would the criteria used to determine eligibility were a) the retiree worked for the county for at least 15 years, b) had health insurance at the time of their retirement, c) their life expectancy, and d), retired up to *July 1, 2021*. In the last payment, the group was limited to persons who retired before July 1, 2016, the date the insurance program ended.

**Points to Consider:**

Council is not obligated to make such a payment offer, but has expressed a desire to do so. For retirees to receive a payment, a signed release will be required.

**Funding & Liability Factors:**

Staff recommends a total aggregate offer of \$184,034.63 be divided among 86 eligible retirees.

**Council Options:**

Approve or disapprove the offer of payment

**Recommendation:**

Approve the offer of payment

- DO NOT EXCEED ONE PAGE -