



**County Council of
Beaufort County
Finance Committee
Meeting**

Chairman

CHRIS HERVOCHON

Vice Chairman

MARK LAWSON

Committee Members

GERALD DAWSON

STU RODMAN

PAUL SOMMERVILLE

County Administrator

ASHLEY M. JACOBS

Clerk to Council

SARAH W. BROCK

Staff Support

RAYMOND WILLIAMS

Administration Building

Beaufort County Government

Robert Smalls Complex

100 Ribaut Road

Contact

Post Office Drawer 1228

Beaufort, South Carolina 29901-1228

(843) 255-2180

www.beaufortcountysc.gov

Finance Committee Agenda

Monday, September 21, 2020 at 2:00 PM

[This meeting is being held virtually in accordance with Beaufort County Resolution 2020-05]

CITIZEN COMMENTS AND PUBLIC HEARING COMMENTS WILL BE ACCEPTED IN WRITING VIA EMAIL TO THE CLERK TO COUNCIL AT SBROCK@BCGOV.NET OR PO DRAWER 1228, BEAUFORT SC 29901. CITIZENS MAY ALSO COMMENT DURING THE MEETING THROUGH FACEBOOK LIVE

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 - MAY 28, 2020; JUNE 4, 2020; JULY 13, 2020; AUGUST 17, 2020

ACTION ITEMS

6. DISCUSSION AND ACTION ITEM TO AMEND ORDINANCE 2019/56 PENN CENTER RENOVATIONS
7. ACCOMMODATIONS TAX/ HOSPITALITY TAX RESERVE FUND ORDINANCE
8. PROFESSIONAL SERVICES AGREEMENT WITH GREATER BEAUFORT PORT ROYAL CONVENTION AND VISITOR'S BUREAU
9. DISTANCE LEARNING GRANT

DISCUSSION ITEMS

10. STATUS OF THE INTERNAL AUDITOR
11. CAFR TIMELINE DISCUSSION
12. BUDGET BOOK STATUS DISCUSSION
13. REVIEW AND DISCUSSION OF DMO'S AND CHAMBERS SUBMISSION'S
14. 2020 GO BOND PROJECTS
15. COVID-19 RESPONSE GRANT FOR ELECTION OFFICIALS

BOARDS AND COMMISSIONS

16. CONSIDERATION OF THE APPOINTMENT OF IAN SCOTT FOR AIRPORTS BOARD

CITIZEN COMMENTS

17. CITIZEN COMMENT *(Every member of the public who is recognized to speak shall limit comment to three minutes - Citizens may email sbrock@bcgov.net or comment on our Facebook Live stream)*
18. ADJOURNMENT



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>APPROVAL OF MINUTS</i>
MEETING NAME AND DATE:
<i>FINANCE COMMITTEE 9/21/20</i>
PRESENTER INFORMATION
<i>COMMITTEE CHAIRMAN HERVOCHON (1 MINUTE OR LESS)</i>
ITEM BACKGROUND:
<i>APPROVAL OF MINUTES FROM MAY 28, 2020, JUNE 4, 2020, JULY 13, 2020, & AUGUST 17, 2020</i>
PROJECT / ITEM NARRATIVE:
<i>APPROVAL OF MINUTES FROM MAY 28, 2020, JUNE 4, 2020, JULY 13, 2020, & AUGUST 17, 2020</i>
FISCAL IMPACT:
<i>NONE</i>
STAFF RECOMMENDATIONS TO COUNCIL:
<i>APPROVE</i>
OPTIONS FOR COUNCIL MOTION:
<i>APPROVAL OF MINUTES FROM MAY 28, 2020, JUNE 4, 2020, JULY 13, 2020, & AUGUST 17, 2020</i>



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**Finance Committee Budget Work Session
Minutes**

Thursday, June 4, 2020 at 2:00 PM
Virtual Meeting

CALL TO ORDER

Chairman Hervochoch called the meeting to order at 2:00pm.

PRESENT

- Committee Chairman Hervochoch
- Committee Vice-Chairman Lawson
- Council Member Passiment
- Council Member Sommerville
- Council Member Covert
- Council Member Dawson
- Council Member Rodman
- Council Member Glover
- Council Member Howard
- Council Member McElynn
- Council Member Flewelling

FOIA

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

PLEDGE OF ALLEGIANCE

Committee Chairman Hervochoch led the Pledge of Allegiance.

APPROVAL OF AGENDA

Motion: It was moved by Council Member Passiment, seconded by Council Member Flewelling to approve the agenda. The vote: Unanimous without objection. The motion passed. 11:0

ACTION ITEM

Proposed Budget Fiscal Year 20/21

Discussion: County Administrator, Ashley Jacobs presented the Sheriff's add on report for FY 20/21.

- Sheriff's Request- Original Request for add backs:
- Add back Repairs to equipment- \$7,600.00
- Add back Special Operations Division Data Equipment- \$30,000.00
- Spillman (CAD Software) Allocation- \$181,830.00
- 11 Replacement Vehicles and accessories -\$419,322.00
- Beaufort Marine Rescue Squad- \$10,000.00
- COVID-19 Supplies \$20,000.00

Total \$668,752.00

Updated Request from Sheriff's Department Received June 3, 2020

Repairs to Equipment- \$7,600.00

Administrative Division Renovations- \$137,000.00

Total \$144,600.00

Adjustments to accommodate request:

Reduction in EMS Maintenance Contract \$38,620.00

IT Hardware and Software \$105,980.00

Total \$144,600.00

General Fund:

Requested Expenditures- \$136,775,132.00

Total Revenue- \$130,300,431.00

Gap (Revenues-Expenditures) \$6,474,701.00

Recommended Budget Expenditures \$130,300,431.00

BALANCED BUDGET

Next Steps:

June 8th County Council Meeting- second reading

June 22nd County Council Meeting- third reading and public hearing

CIP/GO Bond Work Session- TBD

Council Member Rodman wanted to discuss the status of the Hilton Head Convenience center. The discussion was that funding would continue for six months. The conclusion is to re-discuss the matter at a later time.

Motion: It was moved by Council Member Passiment, seconded by Council Member Flewelling to forward the requested budget amount of \$130,300,431.00 to full Council for second reading and public hearing on the FY 20/21 budget. The Vote: Yea: Committee Chairman Hervochon, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Flewelling, Council Member Glover, Council Member Howard, Council Member McElynn. Nay: Council Member Rodman. The motion passed: 10:1.

CITIZEN COMMENTS

Per Clerk to Council Sarah Brock, no emails regarding citizen comments have been received.

ADJOURNMENT

The meeting adjourned at 2:58pm.

Ratified by Committee:



**County Council of
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Chairman
CHRIS HERVOCHON

Vice Chairman
MARK LAWSON

Committee Members
GERALD DAWSON
STU RODMAN
PAUL SOMMERVILLE

County Administrator
ASHLEY M. JACOBS

Clerk to Council
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**Finance Committee Budget Work Session
Minutes**

Thursday, May 28, 2020 at 2:00 PM
Virtual Meeting

CALL TO ORDER

Chairman Hervochoch called the meeting to order at 2:00pm.

PRESENT

- Committee Chairman Hervochoch
- Committee Vice-Chairman Lawson
- Council Member Passiment
- Council Member Sommerville
- Council Member Covert
- Council Member Dawson
- Council Member Rodman
- Council Member Glover
- Council Member Howard
- Council Member McElynn
- Council Member Flewelling

FOIA

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

PLEDGE OF ALLEGIANCE

Committee Chairman Hervochoch led the Pledge of Allegiance.

APPROVAL OF AGENDA

Committee Chairman Hervochoch stated the agenda needed amending to include a discussion item; The historic pay of Council relative to the articles by the Island Packet related to the cost of living increase and stipends.

Motion: It was moved by Council Member Covert, seconded by Council Member Flewelling to amend the agenda to add the discussion item, The historic pay of Council relative to the articles by the Island Packet related to the cost of living increase and stipends. The vote: Unanimous without objection. The motion passed. 11:0

Motion: It was moved by Council Member Flewelling, seconded by Council Member Covert to approve the agenda as amended. The vote: Unanimous without objection. The motion passed. 11:0

DISCUSSION ITEM

The historic pay of Council relative to the articles by the Island Packet related to the cost of living increase and stipends

Discussion: Committee Chairman Hervochon stated that staff is looking into this issue and researching the stipend and will be providing the analysis. Regarding the cost of living increase, Council approved Administration compensation, which included a cost of living increase. The Council did not vote for a separate COLA and wants to make that clear for the public. There is an Ordinance, which is required by state law, that approves a COLA increase for Council. Committee Chairman Hervochon listed a series of questions to address on how this happened and how to correct it.

Council Member Passiment discussed the report from the Island Packet regarding the Council's salary increase doubling. Clarifying that the amounts proposed, in the newspaper, came from researched salaries from other Counties. Beaufort County is not accurately comparable to those Counties.

Council Member Flewelling requested that any discussion of overpayment should be sent to the individual personally and to be handled individually before releasing to the public or having Council handle.

Council Member McElynn stated that the 2019 COLA overpayment was corrected by payroll by deducting pay.

Council Member Rodman stated that every year there is an Ordinance for the budget. That budget includes a line item for Council's compensation. Therefore, it was approved each year.

Council Member Howard has requested a reconciliation because the numbers produced by the paper do not match what she has recorded.

Council Member Flewelling stated at the time, about six years ago, the Council changed the meetings allowed to 144. There shouldn't be any problems before the change.

County Administrator Ashley Jacobs mentioned that payroll has already made adjustments regarding the cost of living increase.

PRESENTATION ITEMS

Beaufort County, Budget FY 2021

Discussion: Ashley Jacobs presented the Beaufort County Proposed Budget Fiscal Year 2020-2021.

General Fund: Budgeting Goals; balanced budget, no tax increase budget, a budget that maintains current levels of service, a financially constrained plan that provides for critical personnel and capital equipment, no layoffs or furloughs.

General Fund: Big Picture May 14, 2020

Requested Expenditures \$136,775,132.00

Total Revenue \$130,300,431.00

Gap (Revenues – Expenditures) \$6,474,701.00

Recommended Budget Expenditures \$130,297,237.00

Surplus \$3,194.00

Council cuts to General Fund:

Sheriff's Department

Security Cameras/Key fobs \$200,000.00

3 New Traffic Management Cameras \$195,000.00

5 Flashing Beacons \$160,000.00

2 Highway Advisory Radios \$112,000.00

Resurface Shooting Range \$30,000.00

Spillman (CAD Software) \$243,093.00

Repairs to Equipment \$7,600.00

Administrative Division Renovations \$137,000.00

Special Operation Division Data Equip. \$30,000.00
Enforcement Division Vehicle \$24,000.00
Traffic Management Vehicle \$44,000.00 (already removed)

Auditor
Savings in printing \$5,000.00

Treasurer
Bank fees previously included personnel expense \$50,000.00

Hilton Head Parks
Park Maintenance parks owned by TOHHI \$141,415.00

Hilton Head Convenience Center
Six months of operating- transfer to TOHHI/close \$397,250.00

Hilton Head Roads
Annual Maintenance \$55,000.00

Total Cuts: \$1,789,358.00
(Hilton Head Road resurfacing paid for with TAG/CTC fund, special revenue fund \$390,940.00)

Council adds to General Fund:
Paid Parental Leave (half year, estimated) \$450,000.00
Public Defender \$748,322.00
Council Salary Adjustments \$60,000.00
Total Adds: \$1,258,322.00
Surplus: \$534,230.00

Public Defender Request:
Current Transfer from General Fund \$899,909.00
Public Defender FY 21 Request \$1,600,000.00
Requested Increase \$700,091.00
New Personnel Requested (salaries and benefits)
 1 social worker (\$74,790.00) \$74,790.00
 4 Attorney's (\$93,488.00 each) \$373,952.00
 3 Administrative Assistances (\$49,860.00 each) \$149,580.00
Infrastructure (new matrix) \$150,000.00
Total: \$748,322.00

Administrator Cuts/Adds to the General Fund

Cut- Updated cost for packer truck \$35,000.00

Additions:
Jasper County Joint Shelter Maintenance \$15,000.00
Rent for Veterans Affairs Office \$12,000.00
Treasurer's postage \$8,000.00
Deductible to repair Buckwalter floor \$25,000.00
Resurface Buckwalter floors (2 gyms and racquetball) \$8,000.00

Blower for Parks and Recreation (replacement) \$10,000.00
 Chemical sprayer for Parks and Recreation (new) \$16,000.00
 Master Plan Parks and Recreation \$120,000.00
 Budget Director (salary and benefits) \$94,500.00
 Solid Waste Decal Manager (salary and benefits) \$60,750.00
 IT Support Administrator (salary and benefits) \$94,000.00
 IT Hardware and Software \$105,980.00
 Total: \$534,230.00

County Comparison of General Fund Budgets:
 Beaufort population 188,715 \$134,850,000.00
 Dorchester population 160,647 \$59,342,000.00
 Aiken population 169,401 \$39,794,888.00
 Berkeley population 221,091 \$90,972,800.00
 Lexington population 295,032 \$144,872,753.00
 York population 274,118 \$118,086,852.00
 Spartanburg population 313,888 \$110,612,000.00

Sheriff’s Requests

In response to the cuts approved by County Council on May 26, the Sheriff’s office sent a request on May 28, 2020 for the following:

Repairs to equipment \$7,600.00
 Special Operations Division Data Equipment \$30,000.00
 Spillman (CAD Software) \$181,830.00
 (Funds should be either encumbered in FY20 or carried over)
 11 Replacement Vehicles/Accessories \$419,322.00
 (Don’t know if evaluated by fleet management)
 Beaufort Marine Rescue Squad \$10,000.00
 (Already in the Fy21 budget)
 COVID-19 Supplies \$20,000.00
 (These Supplies are being purchased out of emergency funds)
 Total: \$668,752.00
 Variance \$515,941.00

Sheriff’s Department, County Council, and Administrator discuss the budget add on items and decide to take action at a later date and discuss it more in-depth.

Finance Director Hayes Williams presented the Millage for FY21.

County Operations: FY20 50.7 FY21 50.7 Taxation \$106,217,968.00
 Higher Education: FY20 2.4 FY21 2.4 Taxation \$4,636,032.00
 Indigent Care: FY20 .8 FY21 .8 Taxation \$1,897,448.00
 Economic Development: FY20 .3 FY21 .3 Taxation \$508,594.00
 Rural and Critical Lands: FY20 5.5 FY21 5.5 Taxation \$10,649,726.00
 County Debt Service: FY20 5.6 FY21 5.6 Taxation \$11,230,700.00
 Bluffton Township FD: FY20 24.1 FY21 24.1 Taxation \$15,639,382.00
 Burton FD: FY20 70.3 FY21 70.3 Taxation \$5,194,996.00
 Daufuski FD: FY20 62.0 FY21 62.0 Taxation \$1,211,046.00
 Lady’s Island/ St. Helena FD: FY20 40.1 FY21 40.1 Taxation \$6,199,820.00
 Sheldon FD: FY20 38.5 FY20 38.8 Taxation \$1,499,683.00

School District: FY20 114 FY21 114 Taxation: \$149,733,105.00

County Administrator, Ashley Jacobs discussed the Next Steps:
June 8th County Council Meeting- second reading and public hearing
June 22nd Third Reading and Public Hearing
CIP/GO Bond Work Session- TBD

ADJOURNMENT

The meeting adjourned at 3:38pm.

Ratified by Committee:



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Finance Committee Minutes

Monday, August 17, 2020 at 2:00 PM
Virtual Meeting

CALL TO ORDER

Chairman Hervochoch called the meeting to order at 2:00pm.

PRESENT

Committee Chairman Hervochoch
Committee Vice-Chairman Lawson
Council Member Passiment
Council Member Sommerville
Council Member Covert
Council Member Dawson
Council Member Rodman
Council Member Glover
Council Member Howard
Council Member McElynn

ABSENT

Council Member Flewelling

FOIA

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

PLEDGE OF ALLEGIANCE

Committee Chairman Hervochoch led the Pledge of Allegiance.

APPROVAL OF AGENDA

Committee Chairman Hervochoch stated that the agenda needed to be amended to add an item; Carryover FY2021.

Motion: It was moved by Council Member Sommerville, seconded by Committee Vice-Chairman Lawson to amend the agenda to add the item, Carryover FY2021. The vote: Unanimous without objection. The motion passed. 10:0

Motion: It was moved by Council Member Dawson, seconded by Council Member Sommerville to approve the agenda as amended. The vote: Unanimous without objection. The motion passed. 10:0

APPROVAL OF MINUTES

Motion: It was moved by _____, seconded by _____ to approve the minutes from March 16, 2020, April 9, 2020, and May 21, 2020. The Vote: Unanimous without objection. The motion passed. 10:0

ACTION ITEMS

Beaufort County, Carryover Budget FY 2021

Discussion: Raymond Hayes, Interim CFO, presented requested items to roll over into the fiscal year 2021. Various departments are requesting this rollover from their fiscal year 2020 budget to complete projects, purchase items, and fulfill other departmental needs that were not complete due to COVID 19.

General Fund total requested Amount \$1,339,836.65: Sheriff's Department \$691,130.91; Public Works \$47,870.00; Roads and Drainage \$9,604.15; Mosquito Control \$21,214.00; Parks and Recreation; \$93,579.00; Animal Services \$30,000.00; Treasurer's Office \$12,609.88; Facilities Maintenance \$433,828.00.

Special Revenue Fund total requested amount \$12,609.86 from the Treasurer's Office.

Stormwater Proprietary Fund total requested amount \$752,931.34 from Stormwater.

The total carryover request is \$2,105,377.85. The money is available in the requested funds and will carry over into the fiscal year 2021.

It was pointed out by Council Member Rodman that appropriation of funds requires three readings and a public hearing.

Motion: It was moved by Council Member Rodman, seconded by Committee Vice-Chairman Lawson to forward the Carryover Budget FY2021 to County Council for consideration. The Vote: Yea: Committee Chairman Hervochon, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passed. 10:0.

Consideration of a Resolution approving the Mitchelville Freedom Park Master Plan

Discussion: Ahmad Ward with The Historic Mitchelville Freedom Park presented the completion of the master plan for approval of the Resolution.

Motion: It was moved by Council Member Rodman, seconded by Council Member Dawson to approve the Resolution for the Mitchelville Freedom Park Master Plan. The Vote: Yea: Committee Chairman Hervochon, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passed. 10:0.

Approval of an Ordinance to authorize \$575,000.00 to the Historic Mitchelville Freedom Park for Phase I Build Out of the Mitchelville Freedom Park Master Plan.

Raymond Hayes, Interim CFO, stated that the Master Plan for Mitchelville Freedom Park requires approval for funding from H-Tax. The H-Tax/A-Tax committee reviewed the Master Plan and find that this item meets the requirements for funds.

Motion: It was moved by Committee Council Member Rodman, seconded by Council Member Glover to forward the approval of an Ordinance to authorize \$575,000.00 from H-Tax for the Historic Mitchelville Freedom Park Phase I Build Out from the Master Plan. The Vote: Yea: Committee Chairman Hervochon, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passed. 10:0.

Approval for Purchase of Two (2) Emergency Medical Service (EMS) Ambulances-Remounts for a total cost of \$310,878.00.

Discussion: Phil Foot, Assistant County Administrator for Public Safety, presented the request to approve the purchase of two EMS Ambulances- remounts.

Motion: It was moved by Committee Vice Chairman Lawson, seconded by Council Member Howard to forward to Council the approval for purchase of two (2) emergency medical service (EMS) Ambulances-Remounts for a total cost of \$310,878.00. The Votes: Yea: Committee Chairman Hervochoch, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passed. 10:0.

Approval of an Ordinance to authorize and approve a multi-county park agreement by and between Beaufort County and Jasper County relating to the Trask East Solar, LLC, Project

Discussion: John O'Toole, Executive Director of Beaufort County Economic Development Corporation, presented the MCP or MCI to be approved at a 99/1% mix. It will cost the county approximately \$492.00 of the projected \$490,000.00 revenue that comes from this project.

Motion: It was moved by Council Member Glover, seconded by Council Member Dawson to forward to council the approval of an Ordinance to authorize and approve a multi-county park agreement by and between Beaufort County and Jasper County relating to the Trask East Solar, LLC, Project. The Vote: Yea: Committee Chairman Hervochoch, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passed. 10:0

Approval of a Contract Award recommendation to Purchase a new (DEMO) 2020 Pump Truck in the amount of \$551,200.00 from Ahrens-Fox Engine Co.

Discussion: Chief Jones with the Sheldon Fire Department presented an approval request for the purchase of a new 2020 pump truck for \$551,200.00.

Motion: It was moved by Council Member Dawson, seconded by Council Member Glover to forward to Council the approval of a contract award recommendation to purchase a new (demo) 2020 pump truck in the amount of \$551,200.00 from Ahrens-Fox Engine Company. The Vote: Yea: Committee Chairman Hervochoch, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passed. 10:0.

Approval of a contract award for a commercial ramp expansion at Hilton Head Airport for a total cost of \$3,307,934.00

Discussion: Airport Director, Jon Rembold presented a request for a contract award from a commercial ramp expansion at Hilton Head Airport. The cost is \$3,307,934.00 Due to the CARES Act, this project is 100% funded by the FFA.

Motion: It was moved by Council Member Glover, seconded by Council Member Rodman to forward to Council the approval of a contract award for a commercial ramp expansion at Hilton Head Airport for a total cost of \$3,307,934.00. The Vote: Yea: Committee Chairman Hervochoch, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passed. 10:0.

Consideration for Approval of Hilton Head Island Airport-Wetlands Mitigation Payment for a total cost of \$414,000.00

Discussion: Airport Director, John Rembold presented a request for a wetlands mitigation payment due to the expansion of the commercial ramp at the Hilton Head Airport. The cost is \$414,000.00. Due to the CARES Act, this project is 100% funded by the FFA.

Motion: It was moved by Council Member Covert, seconded by Council Member Howard to forward to Council the consideration for approval of Hilton Head Island Airport-Wetlands Mitigation Payment for a total cost of \$414,000.00. The Votes: Yea: Committee Chairman Hervochoch, Committee Vice-Chairman Lawson, Council Member Passiment,

Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passes. 10:0.

BOARDS AND COMMISSION

Consideration for approval to the Airports Board- David Mixson

Motion: It was moved by Council Member Rodman, seconded by Council Member Glover to forward to Council the consideration for approval to the Airports Board-David Mixson. The Vote: Yea: Committee Chairman Hervochoon, Committee Vice-Chairman Lawson, Council Member Passiment, Council Member Sommerville, Council Member Covert, Council Member Dawson, Council Member Rodman, Council Member Glover, Council Member Howard, Council Member McElynn. The motion passed. 10:0.

CITIZEN COMMENTS

Per Clerk to Council Sarah Brock, no emails regarding citizen comments have been received.

ADJOURNMENT

The meeting adjourned at 2:46pm.

Ratified by Committee:



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Finance Committee
Meeting**

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MARK LAWSON

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**Finance Committee Budget Work Session
Minutes**

Thursday, May 28, 2020 at 2:00 PM
Virtual Meeting

CALL TO ORDER

Chairman Hervochoch called the meeting to order at 2:00pm.

PRESENT

Committee Chairman Hervochoch
Committee Vice-Chairman Lawson
Council Member Passiment
Council Member Sommerville
Council Member Covert
Council Member Dawson
Council Member Rodman
Council Member Glover
Council Member Howard
Council Member McElynn
Council Member Flewelling

FOIA

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

PLEDGE OF ALLEGIANCE

Committee Chairman Hervochoch led the Pledge of Allegiance.

APPROVAL OF AGENDA

Committee Chairman Hervochoch stated the agenda needed amending to include a discussion item; The historic pay of Council relative to the articles by the Island Packet related to the cost of living increase and stipends.

Motion: It was moved by Council Member Covert, seconded by Council Member Flewelling to amend the agenda to add the discussion item, The historic pay of Council relative to the articles by the Island Packet related to the cost of living increase and stipends. The vote: Unanimous without objection. The motion passed. 11:0

Motion: It was moved by Council Member Flewelling, seconded by Council Member Covert to approve the agenda as amended. The vote: Unanimous without objection. The motion passed. 11:0

DISCUSSION ITEM

The historic pay of Council relative to the articles by the Island Packet related to the cost of living increase and stipends

Discussion: Committee Chairman Hervochon stated that staff is looking into this issue and researching the stipend and will be providing the analysis. Regarding the cost of living increase, Council approved Administration compensation, which included a cost of living increase. The Council did not vote for a separate COLA and wants to make that clear for the public. There is an Ordinance, which is required by state law, that approves a COLA increase for Council. Committee Chairman Hervochon listed a series of questions to address on how this happened and how to correct it.

Council Member Passiment discussed the report from the Island Packet regarding the Council's salary increase doubling. Clarifying that the amounts proposed, in the newspaper, came from researched salaries from other Counties. Beaufort County is not accurately comparable to those Counties.

Council Member Flewelling requested that any discussion of overpayment should be sent to the individual personally and to be handled individually before releasing to the public or having Council handle.

Council Member McElynn stated that the 2019 COLA overpayment was corrected by payroll by deducting pay.

Council Member Rodman stated that every year there is an Ordinance for the budget. That budget includes a line item for Council's compensation. Therefore, it was approved each year.

Council Member Howard has requested a reconciliation because the numbers produced by the paper do not match what she has recorded.

Council Member Flewelling stated at the time, about six years ago, the Council changed the meetings allowed to 144. There shouldn't be any problems before the change.

County Administrator Ashley Jacobs mentioned that payroll has already made adjustments regarding the cost of living increase.

PRESENTATION ITEMS

Beaufort County, Budget FY 2021

Discussion: Ashley Jacobs presented the Beaufort County Proposed Budget Fiscal Year 2020-2021.

General Fund: Budgeting Goals; balanced budget, no tax increase budget, a budget that maintains current levels of service, a financially constrained plan that provides for critical personnel and capital equipment, no layoffs or furloughs.

General Fund: Big Picture May 14, 2020

Requested Expenditures \$136,775,132.00

Total Revenue \$130,300,431.00

Gap (Revenues – Expenditures) \$6,474,701.00

Recommended Budget Expenditures \$130,297,237.00

Surplus \$3,194.00

Council cuts to General Fund:

Sheriff's Department

Security Cameras/Key fobs \$200,000.00

3 New Traffic Management Cameras \$195,000.00

5 Flashing Beacons \$160,000.00

2 Highway Advisory Radios \$112,000.00

Resurface Shooting Range \$30,000.00

Spillman (CAD Software) \$243,093.00

Repairs to Equipment \$7,600.00

Administrative Division Renovations \$137,000.00

Special Operation Division Data Equip. \$30,000.00
 Enforcement Division Vehicle \$24,000.00
 Traffic Management Vehicle \$44,000.00 (already removed)

Auditor
 Savings in printing \$5,000.00

Treasurer
 Bank fees previously included personnel expense \$50,000.00

Hilton Head Parks
 Park Maintenance parks owned by TOHHI \$141,415.00

Hilton Head Convenience Center
 Six months of operating- transfer to TOHHI/close \$397,250.00

Hilton Head Roads
 Annual Maintenance \$55,000.00

Total Cuts: \$1,789,358.00
 (Hilton Head Road resurfacing paid for with TAG/CTC fund, special revenue fund \$390,940.00)

Council adds to General Fund:
 Paid Parental Leave (half year, estimated) \$450,000.00
 Public Defender \$748,322.00
 Council Salary Adjustments \$60,000.00
 Total Adds: \$1,258,322.00
 Surplus: \$534,230.00

Public Defender Request:
 Current Transfer from General Fund \$899,909.00
 Public Defender FY 21 Request \$1,600,000.00
 Requested Increase \$700,091.00
 New Personnel Requested (salaries and benefits)
 1 social worker (\$74,790.00) \$74,790.00
 4 Attorney's (\$93,488.00 each) \$373,952.00
 3 Administrative Assistances (\$49,860.00 each) \$149,580.00
 Infrastructure (new matrix) \$150,000.00
 Total: \$748,322.00

Administrator Cuts/Adds to the General Fund

Cut- Updated cost for packer truck \$35,000.00

Additions:
 Jasper County Joint Shelter Maintenance \$15,000.00
 Rent for Veterans Affairs Office \$12,000.00
 Treasurer's postage \$8,000.00
 Deductible to repair Buckwalter floor \$25,000.00
 Resurface Buckwalter floors (2 gyms and racquetball) \$8,000.00

Blower for Parks and Recreation (replacement) \$10,000.00
 Chemical sprayer for Parks and Recreation (new) \$16,000.00
 Master Plan Parks and Recreation \$120,000.00
 Budget Director (salary and benefits) \$94,500.00
 Solid Waste Decal Manager (salary and benefits) \$60,750.00
 IT Support Administrator (salary and benefits) \$94,000.00
 IT Hardware and Software \$105,980.00
 Total: \$534,230.00

County Comparison of General Fund Budgets:

Beaufort population 188,715	\$134,850,000.00
Dorchester population 160,647	\$59,342,000.00
Aiken population 169,401	\$39,794,888.00
Berkeley population 221,091	\$90,972,800.00
Lexington population 295,032	\$144,872,753.00
York population 274,118	\$118,086,852.00
Spartanburg population 313,888	\$110,612,000.00

Sheriff's Requests

In response to the cuts approved by County Council on May 26, the Sheriff's office sent a request on May 28, 2020 for the following:

Repairs to equipment \$7,600.00
 Special Operations Division Data Equipment \$30,000.00
 Spillman (CAD Software) \$181,830.00
 (Funds should be either encumbered in FY20 or carried over)
 11 Replacement Vehicles/Accessories \$419,322.00
 (Don't know if evaluated by fleet management)
 Beaufort Marine Rescue Squad \$10,000.00
 (Already in the Fy21 budget)
 COVID-19 Supplies \$20,000.00
 (These Supplies are being purchased out of emergency funds)
 Total: \$668,752.00
 Variance \$515,941.00

Sheriff's Department, County Council, and Administrator discuss the budget add on items and decide to take action at a later date and discuss it more in-depth.

Finance Director Hayes Williams presented the Millage for FY21.

County Operations: FY20 50.7 FY21 50.7 Taxation \$106,217,968.00
 Higher Education: FY20 2.4 FY21 2.4 Taxation \$4,636,032.00
 Indigent Care: FY20 .8 FY21 .8 Taxation \$1,897,448.00
 Economic Development: FY20 .3 FY21 .3 Taxation \$508,594.00
 Rural and Critical Lands: FY20 5.5 FY21 5.5 Taxation \$10,649,726.00
 County Debt Service: FY20 5.6 FY21 5.6 Taxation \$11,230,700.00
 Bluffton Township FD: FY20 24.1 FY21 24.1 Taxation \$15,639,382.00
 Burton FD: FY20 70.3 FY21 70.3 Taxation \$5,194,996.00
 Daufuski FD: FY20 62.0 FY21 62.0 Taxation \$1,211,046.00
 Lady's Island/ St. Helena FD: FY20 40.1 FY21 40.1 Taxation \$6,199,820.00
 Sheldon FD: FY20 38.5 FY20 38.8 Taxation \$1,499,683.00

School District: FY20 114 FY21 114 Taxation: \$149,733,105.00

County Administrator, Ashley Jacobs discussed the Next Steps:
June 8th County Council Meeting- second reading and public hearing
June 22nd Third Reading and Public Hearing
CIP/GO Bond Work Session- TBD

ADJOURNMENT

The meeting adjourned at 3:38pm.

Ratified by Committee:

2020-__

AN ORDINANCE APPROPRIATING FUNDS NOT TO EXCEED \$ 822,000 FROM THE 3% LOCAL ACCOMMODATIONS TAX FUNDS TO PENN CENTER, INC. TO ASSIST WITH PHASE I BUILDING PRESERVATION, RENOVATION AND RESTORATION OF HISTORIC BUILDINGS ON THE PENN CENTER CAMPUS AND OTHER MATTERS RELATED THERETO

WHEREAS, Penn Center, Inc. ("Penn") is a 501(c)(3) non-profit organization. Its mission is to promote, preserve and protect Penn Center's history and culture through education, community development and social justice. It operates Penn Center one of the most significant African American historical and cultural institutions in existence today. It is a prominent historic tourist destination . It is located on Martin Luther King Drive (TMS No. R300016 000 0094 0000). Penn seeks financial assistance from the County to fund its efforts to preserve, protect, renovate and restore historically significant buildings on Penn Center's campus which currently serve, and will continue to serve for years to come, as a destination for tourists, visitors and scholars to Beaufort; and

WHEREAS, to facilitate and guide this effort, Penn has established a two-phase building preservation, renovation and restoration plan. Phase I improvements are described on Penn Center Building Restoration and Maintenance Plan (Exhibit " A"). This phase is estimated to cost approximately \$822,000. Penn seeks assistance from the County for this phase of the project; and

WHEREAS, Beaufort County Council finds that it is in the best interest of its citizens, residents, visitors and tourists to provide assistance to Penn in this effort.

NOW THEREFORE, BE IT ORDAINED by Beaufort County Council that an appropriation to Penn Center, Inc. in an amount not to exceed \$ 822,000 is hereby authorized from the 3% Local Accommodations Tax fund to assist with Phase I building preservation, renovation and restoration as set forth in Exhibit A (collectively the "Work") which is incorporated herein by reference. This appropriation is contingent upon each of the following conditions:

1. Receipt of a properly completed local A-tax application and review of the same pursuant to Resolution 2019 /31;
2. contracts for the Work shall be awarded through the Beaufort County procurement process;
3. Penn shall contract with an architectural/engineering firm hired through a Beaufort County RFQ process, to provide architectural review and contract administration services for all work which is performed utilizing these funds;
4. The architectural/engineering firm shall review, approve and submit to Beaufort County, directly, all Applications for Payment;
5. Beaufort County shall retain the funds in their entirety and shall make payment only upon receipt of approved Applications for Payment from the architectural/engineering firm and only upon the terms specified therein; and
6. Funds will be utilized solely for the capital improvement projects which are identified in Exhibit " A" and solely for the purposes specified therein; and

7. Penn shall comply with all reporting requirements which Beaufort County recently adopted relating to 3% Local A-Tax appropriations which are set forth in Resolution 2019/31.

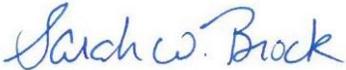
DONE this ____ day of _____ 2020.

COUNTY COUNCIL OF BEAUFORT COUNTY

By: _____

Joseph Passiment, Chairman

ATTEST:



Sarah W. Brock, Clerk to Council

- First Reading:
- Second Reading:
- Public Hearing:
- Third and Final Reading:



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>Discussion and action item to Amend Ordinance 2019/56 Penn Center Renovations</i>
MEETING NAME AND DATE:
Finance Committee
PRESENTER INFORMATION:
<i>Hayes Williams Interim CFO 30 Minutes</i>
ITEM BACKGROUND:
<i>Ordinance 2019/56 allocated funds for Phase I of the Penn Center Renovations totaling \$822,000. The ordinance specifies Oceana Design as the architect and assigning responsibility to the firm for reviewing and approving invoices.</i>
PROJECT / ITEM NARRATIVE:
Penn Center is not satisfied with Oceana Design’s work, and requests an amendment to Ordinance 2019/56 that removes Oceana Design and allows for an RFQ from other architectural firms to be issued in order to complete the necessary renovations at Penn Center.
FISCAL IMPACT:
<i>No new funds required</i>
STAFF RECOMMENDATIONS TO COUNCIL:
Staff recommends amending the ordinance to have Beaufort County Purchasing issue an RFQ and award the contract with input and assistance from Penn Center.
OPTIONS FOR COUNCIL MOTION:
<i>Motion to Amend Ordinance 2019/56 to remove Oceana Design and authorize Beaufort County Purchasing to issue an RFP for architectural services.</i>

ORDINANCE 2020-_____

AN ORDINANCE TO PROVIDE FOR A METHOD FOR ALLOCATING RESERVE ACCOMMODATIONS TAX AND/OR HOSPITALITY TAX REVENUES; AND OTHER MATTERS RELATING THERETO.

WHEREAS, Beaufort County (the “County”), collects and administers a 3% local accommodations tax pursuant to SC Code Sections 4-9-30 and 6-1-500 et seq. and as provided in Beaufort County Code Section 66-42 et seq. (the “ATax”); and

WHEREAS, pursuant to Beaufort County Code Section 66-47(c)(1), twenty percent of collections over and above those allocated for specific enumerated uses are allocated to establish a reserve fund for emergency or unforeseen needs; and

WHEREAS, the County collects and administers a 2% local hospitality tax pursuant to SC Code Sections 4-9-30 and 6-1-700 et seq. and as provided in Beaufort County Code Section 66-531 et seq. (the “Htax”); and

WHEREAS, Beaufort County Council is desirous of establishing procedures for allocating certain of these funds in emergency situations;

NOW, THEREFORE, BE IT ORDAINED BY BEAUFORT COUNTY COUNCIL, in meeting duly assembled as follows:

1. By approval of a resolution by County Council, funds may be allocated out of ATax and/or Htax reserves for permitted use of funds by statute in cases of, a) a near miss of a hurricane, b) for response to a declared disaster, and c) for other such targeted needs as determined by Council on a case-by-case basis,

2. Section 66-44(b) of the Beaufort County Code of Ordinances, entitled “Permitted uses of local (3%) accommodations tax funds” is amended to read:
 “Authorization to utilize any funds from the County of Beaufort, South Carolina, Local Accommodations Tax Account, shall be by ordinance duly adopted by the county council for the County of Beaufort, South Carolina, except for expenditures following an emergency as provided in Ordinance 2020-____, which may be authorized by approval of a resolution.”

3. Beaufort County Code Section 66-537 is amended to read as follows:
 Sec. 66-537. - Management and use of hospitality tax.
 - (a) Fund the approved annual operating expenditures of the program at an amount not to exceed eight percent of the funds collected;
 - (b) Allocate the remaining balance through the county’s annual budget process; except
 - (c) County Council may make emergency appropriations as provided in 2020 Ordinance number _____ by approval of a resolution.

ADOPTED IN MEETING DULY ASSEMBLED this ____ day of _____ 2020.

COUNTY COUNCIL OF BEAUFORT COUNTY

By: _____
Joseph Passiment, Chairman

ATTEST:

Sarah Brock, Clerk to Council

First Reading:
Second Reading:
Public Hearing:
Third and Final Reading:



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>Accommodations Tax/ Hospitality Tax reserve fund ordinance</i>
MEETING NAME AND DATE:
Finance Committee 09/21/2020
PRESENTER INFORMATION:
<i>Hayes Williams</i> <i>15 minutes</i>
ITEM BACKGROUND:
Beaufort County Council wishes to have a method to access ATax and HTax funds in case of a disaster, pandemic or other occurrence on a case by case basis.
PROJECT / ITEM NARRATIVE:
This ordinance would allow County Council to approve a resolution to allocate ATax and/or HTax reserves/ funds for purposes that are permitted under their related statute.
FISCAL IMPACT:
<i>Funding would be available from fund balance related to ATax or HTax funds.</i>
STAFF RECOMMENDATIONS TO COUNCIL:
Staff recommends Council to approve the ordinance.
OPTIONS FOR COUNCIL MOTION:
<i>Motion to approve the County ordinance related to the ATax/ Htax reserve funding.</i>



BEAUFORT COUNTY COUNCIL

Agenda Item Summary

Item Title:

Professional Services Agreement with Greater Beaufort Port Royal Convention and Visitor's Bureau

Council Committee:

Finance

Meeting Date:

September 21, 2020

Committee Presenter (Name and Title):

Kurt Taylor, County Attorney, Robb Wells | President & CEO Greater Beaufort-Port Royal CVB

Issues for Consideration:

Robb Wells, President & CEO of the Greater Beaufort-Port Royal Convention and Visitors Bureau, wishes to enter into a Designated Management Organization (DMO) agreement with the county for the purpose of promoting tourism. The Greater Beaufort-Port Royal Convention and Visitors Bureau is designated by county ordinance as a DMO, and receives funding each year.

Points to Consider:

It is prudent to enter into an agreement which spells out the duties and responsibilities of both parties.

Funding & Liability Factors:

Section 66-29 of the Beaufort County Code of Ordinances provides for funding as follows: To be in compliance with S.C. Code of Law, Title 6 Chapter 4, the state (2%) accommodations tax shall be allocated in the following manner: (1) Be in compliance with the Ordinance No. 89-9; however, the first \$25,000.00 of revenues received from the accommodations tax will, by law, be placed in the county's general fund with no restrictions on the expenditures.(2)Five percent of the balance must be allocated to the general fund with no restrictions on expenditures.(3)Thirty percent of the remaining balance is split with half going to the Greater Beaufort-Port Royal Convention and Visitors Bureau and half going to the Hilton Head - Bluffton Chamber of Commerce as the council hereby designates the Greater Beaufort-Port Royal Convention and Visitors Bureau and the Hilton Head - Bluffton Chamber of Commerce as the designated marketing organizations (DMOs).

Council Options:

Approve or disapprove the agreement

Recommendation:

Approve the agreement

- DO NOT EXCEED ONE PAGE -
Created January 2019

WHEREAS, the County has determined that entering into a written agreement with the CVB to define its role as the DMO is in the best interest of the County to satisfy certain governmental compliance and operating standards; and,

WHEREAS, the CVB desires to enter into this Agreement to delineate its responsibilities and expectations between the parties and to increase opportunities for cooperation with the County.

AGREEMENT

NOW THEREFORE, the parties hereto agree as follows:

1 **Mutual Compliance with Laws**. The County and the CVB agree that each of them shall adhere to all applicable laws which govern the activities of their respective entities. These laws include:

- a. Title VII of the Civil Rights Act of 1964,
- b. The Age Discrimination Employment Act of 1967,
- c. The Title I of the Americans with Disabilities Act of 1990,
- d. The Equal Pay Act of 1963,
- e. The Fair Labor Standards Act of 1938,
- f. The Immigration Reform and Control Act of 1986,
- g. The South Carolina Wage Act,
- h. The South Carolina Worker's Compensation Act,
- i. All laws related the South Carolina Accommodations Act,
- j. The South Carolina Non-Profit Corporation Act, and,
- k. All laws administered and enforced by the South Carolina Department of Revenue and the Internal Revenue Service.

2. **CVB Responsibilities**.

2.1 **Audit**. The CVB agrees to provide an independent auditor's report to the County on an annual basis with regard to each of its fiscal years. The audit report will be delivered within 3 months of the end of each fiscal year.

The following standards shall apply to the audit and/or auditor. The audit shall be conducted in conformity with the statements, rules, policies, and procedures set forth by the American Institute of Certified Public Accountants. ("AICPA").

The County intends to require that all non-profits receiving more than \$25,000 per year from the County to comply with the auditing and reporting required herein.

- a. The audit will be performed in accordance with generally accepted auditing standards (the "GAAS").
- b. The auditor will comply with all applicable statements on auditing standards (the "SAS") that are issued by the Auditor's Standing Board of the AICPA.
- c. The auditor will maintain malpractice insurance in an amount equal to at least One Million Dollars and No/100's (\$1,000,000).
- d. The auditor will provide evidence of successful completion of the peer review process approved by the AICPA.

2.2. DMO Report. The DMO agrees to produce and deliver to the County on a biannual basis a schedule of revenues and expenses for each fiscal year (the "Report"). The DMO Report revenue shall include all accommodations taxes received from the County and/or the State of South Carolina and other governmental revenues. The report to be delivered with a statement signed by the President and the Board Chair stating that the report is accurate and complete to the best of their knowledge.

2.3 Auditor. The CVB agrees to interview several accounting firms periodically but not less often than each three years. The County's representative shall participate in the interview process with recommendations to the CVB Board.

2.4 Tax Returns. The CVB agrees that the federal and state tax returns shall be prepared and filed by a tax professional that will execute the returns as a tax preparer as defined by the Internal Revenue Service, and/or their regulations. Copies to be delivered to the County upon CVB Board receipt.

2.5 Promotional Fund. The CVB as DMO agrees to manage and direct the expenditure of the Promotional Fund pursuant to the requirements set forth herein, and in compliance with SC law, County policy, and good business practices. For purposes of this Agreement, the Promotional Fund shall be those Accommodations Tax Funds collected within the boundaries of the DMO area for which the CVB is DMO as previously described herein. The CVB shall be eligible to apply for annual supplemental grants from the Accommodations Tax pool, from the emergency fund established by the County, and from any fund created by pooling hospitality funds. All public funds received by the CVB will be subject to auditing and reporting requirements of this Agreement.

2.6 Process: The CVB shall submit to the County a budget of planned expenditures as part of its Promotional and Marketing plan. The budget will be provided not more than 90 days after County Council notifies CVB of the amount of funds available to CVB by the County. The County may appoint a Member of its choosing to the CVB Board with qualifications determined by the County but subject to the CVB Bylaws. The County appointee may not hold an elected office (per the CVB Bylaws) and should be a person dedicated to the promotion of travel and tourism in Northern Beaufort County.

2.7 Inspection Rights. The County Manager (or a designee) may, upon reasonable notice, inspect the necessary financial records of the CVB to verify compliance with this Agreement.

2.8 Dispute. If after good faith efforts, the County and CVB are unable to agree that all expenditures from the Promotional Fund are in compliance with the then current requirements of South Carolina Code Section 6-4-10(3) then the parties shall jointly select and retain a law firm to deliver a third party opinion to determine if such expenditures are in compliance with South Carolina Law governing such expenditures. The legal opinion form and content shall adhere to the guidelines, to the extent applicable, of the South Carolina Third Party Legal Opinion Report approved by the Corporate, Banking and Securities Delegates of the South Carolina Bar on January 22, 2015. The Legal Opinion expense shall be borne by the party that does not prevail in the dispute.

2.9 Bylaws. The CVB agrees not to amend nor modify its Bylaws to eliminate the assigned Board member designee of the County.

3. Performance Standards.

3.1 DMO Standard. The County and the CVB agree that Destinations International (DI) organization is the industry leader is setting standards and accreditations for destination marketing organizations. The County agrees to encourage all organizations receiving DMO funding to meet this same standard. The CVB agrees to maintain its operational and management standards in accordance with the DI standards during the term of this Agreement.

3.2 DMO's Industry Metrics. The CVB will provide to the County with certain tourism metrics such as:

- a. revenue per available hotel room and short-term rental unit;
- b. occupancy per available hotel room and short-term rental unit;
- c. visitor spending studies;

- d. return on investment for visitor spending per dollar of investment;
- e. local tax revenues generated by visitors;
- f. number of visitors;
- g. digital marketing metrics and results;
- h. update on its public relation efforts to include media impressions and the dollar equivalent for the media impressions.

As metrics change and the industry evolves, the CVB agrees to provide the County with the metrics and reports that reasonably represent the intent of the metrics described above.

4. **County's Industry Metrics.** The County will provide to the CVB certain tourism metrics such as:

- a. the number of hotels and hotel rooms licensed by the County to operate,
- b. the number of residences including condominiums licensed as available to rent to visitors in the County and an estimate of the number of unlicensed residences and condominiums available to rent to visitors in the County,
- c. the number of partial residence facilities licensed to rent to visitors in the County and an estimate of the number of unlicensed partial residences available to rent in the County,
- d. the number of campgrounds sites and RV park sites licensed to rent to visitors in the County and an estimate of the number of unlicensed campground sites and RV park sites available to rent to visitors in the County.

5. **CVB Covenants and Warranties.**

5.1 The CVB covenants and represents that it has all necessary licenses required to enter into and fully perform its obligations under this Agreement.

5.2 The CVB covenants and represents that it will comply with all state Accommodations Tax laws in administering the Promotional Fund.

5.3 In addition to Section 1 above, the CVB will comply with County Code of Ordinances Sections 66-29 and 66-44.

6. **County Covenants and Representations.**

6.1 The County hereby covenants and represents that it will comply with all state Accommodations Tax laws in administering all such funds to the CVB and other non-profit corporations.

6.2 The County hereby covenants and represents that it shall comply with all such laws and procedures in a manner not to discriminate against one non-profit corporation over another non-profit corporation.

6.3 The County hereby covenants and represents that it shall cause the Promotional Fund to promptly be paid so that the CVB may implement its budget and marketing plan.

6.4 The County hereby covenants and represents not to disturb, violate, request to be violated, any laws, loan covenants, policies and procedures, including but not limited to, all federal and state laws and the South Carolina Non-Profit Act which effect the CVB.

7. **Term.** The CVB and the County agree and expect that continued quality performance of a DMO for the portion of the unincorporated area of Beaufort County north of the Broad River is desirable. The initial term of this Agreement shall be effective as of the date executed by both parties and shall continue from the date below for a period of 5 years to end on June 30, 2025. The provisions of this Agreement can be extended for one year additional terms by the written consent of both parties executed more than thirty days before the expiration of the initial or any renewal term.

8. **Expiration.** Either party may elect to terminate the Agreement after June, 2026 by providing the other party notice in June of the year preceding the year in which termination is desired. Requirements of termination notice shall include: A description of the reason the party desires to terminate the Agreement, plus the following: If by CVB, a summary description of how transfer of responsibilities will be managed. If by County, a description of the process and requirements that will apply to selecting a successor DMO to assume the responsibilities including a timetable indicating when a replacement DMO has been approved.

9. **Termination.** If the CVB fails to perform those obligations stated herein, the County may provide written notice to the CVB of the deficiency and the CVB shall have one hundred eighty (180) days to cure the deficiency. If the deficiency is not cured and the CVB has not presented a plan for cure that is acceptable to the County, then County shall have the right to terminate the contract by providing a ninety (90) day written notice to the CVB. In addition, the County shall have the right to terminate the Agreement by providing

ninety (90) day notice if the auditor or DMAI determines fraud has occurred in the operation of the CVB.

The CVB may terminate by giving a written six-month notice to the County.

10. **Updates.** The County acknowledges that the DMO makes a minimum of two public presentations to the Finance committee of the County each fiscal year. The CVB agrees to report to the committee on two additional occasions at the request of the committee as well as to any other committee. Provided, such presentations are scheduled as to not interfere with any other presentation the DMO is making to a governmental body.

11. **Miscellaneous.**

11.1 **Headings.** Headings to paragraphs in this Agreement shall not interpret or alter the meaning of the words in the respective paragraph, nor any other provision of this Agreement

11.2 **Notices:** All notices to each party to this Agreement shall be in writing, and sent as follows:

County: Beaufort County, South Carolina
Attn: Ashley Jacobs, County Administrator
P.O. Drawer 1228
Beaufort, 29901

CVB: Greater Beaufort Port Royal Convention & Visitors Bureau
Attn: Robb Wells, President
P.O. Box 501
Beaufort, SC 2991

11.3 **Form of Notice:** All notices required or permitted under this Agreement shall be sent certified mail with signature required.

11.4 **Merger / Amendment and Waiver:** Except as herein noted, this Agreement contains all the terms of all agreements, oral and written, between the parties, and it is the only document containing all such terms. Except as herein noted, this Agreement merges all prior discussions, negotiations, contracts, agreements and understandings between the County and the CVB concerning the subject matter described herein.

This Agreement may only be amended or modified by a written instrument signed by a duly authorized signatory of the County and the CVB.

Forbearance by either party from enforcing the strict terms of this Agreement shall not be a waiver of any term of this Agreement, nor shall forbearance entitle the other party to rely upon such forbearance in the future.

Exceptions: The CVB is encouraged to apply for County Funding from the portion of 2% Atax, 3% Atax, hospitality tax (Htax) and such programs as the County offers now or in the future to support tourism. To the extent the CVB receives funds from any of those programs, the terms and conditions of such funding will be as determined in the grant making process and shall not be govern by this Agreement nor shall such grant relieve the CVB of its obligations agreed to herein.

11.5. Independent Contractor Status: By entering into this Agreement, the CVB does not become a servant, agent, or employee of County, and at all times shall remain an independent contractor. This Agreement shall not be deemed to create any joint venture, partnership, or common enterprise between CVB and County.

11.6 Attorneys' Fees, Dispute Resolution. In the event of a legal dispute between the parties the prevailing party in any dispute shall be entitled to an award of all reasonable attorneys' fees and costs from the non-prevailing party.

Before any legal proceeding, the parties first attempt resolution by Mediation by a Mediator jointly selected by the parties prior to any Court proceeding in the Common Pleas Court of Beaufort County, South Carolina. The moving party to give written notice of their designated Mediator and the opposing party to designate their Mediator within fifteen days. Upon the failure of a joint Mediator to be agreed to in writing within fifteen days of the opposing party making their designation, the two designated Mediators to select a third Mediator and the Mediation process shall then commence within thirty days. The fees and expenses of the Mediation to be equally divided between the parties.

Executed on _____, 2020.

_____)	County of Beaufort, SC
Witness 1 – Signature)	
_____)	
Witness 1 – Printed Name)	By: _____
_____)	Chairman
_____)	
Witness 2 – Signature)	Attest: _____
_____)	County Manager
Witness 2 – Printed Name)	

_____)	Greater Beaufort Port Royal
Witness 1 – Signature)	Convention and Visitors Bureau
_____)	
Witness 1 – Printed Name)	By: _____
_____)	Board Chairman
_____)	
Witness 2 – Signature)	Attest: _____
_____)	Board Secretary
Witness 2 – Printed Name)	



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>Distance Learning Grants Discussion</i>
MEETING NAME AND DATE:
Finance Committee 09/21/2020
PRESENTER INFORMATION:
<i>Hayes Williams Interim CFO</i> <i>30 minutes</i>
ITEM BACKGROUND:
Due to the COVID 19 pandemic Beaufort County residents need help related to distance learning.
PROJECT / ITEM NARRATIVE:
It has been established that there are issues related to distance learning. Beaufort County would like to earmark \$200,000 from its general fund balance to award grants to applicants to assist with the problems related to distance learning. The County has contacted Coastal Community Foundation to help develop a fund agreement. The County will need to provide specific criteria for who will be eligible for grant funding and how the funds may be used. Once the agreement is in place and the funds are made available CCF will advertise the program, manage the applications, and disburse the funds.
FISCAL IMPACT:
<i>\$200,000 from general fund balance</i>
STAFF RECOMMENDATIONS TO COUNCIL:
An outside independent agency would handle the applications, awards and compliance of the grants.
OPTIONS FOR COUNCIL MOTION:
<i>Finance Committee approve the ordinance for \$200,000 for distance learning.</i>



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>Discussion Item Internal Auditor</i>
MEETING NAME AND DATE:
Finance Committee 09/21/2020
PRESENTER INFORMATION:
<i>Hayes Williams Interim CFO 15 minutes</i>
ITEM BACKGROUND:
<i>Followup on the RFP for the Internal Audit of Beaufort County</i>
PROJECT / ITEM NARRATIVE:
We had two responses to RFP 082720 for Baker Tilly (fee not to exceed \$190,000) and Elliot Davis (provided hourly fees but want negotiate a fee once the final scope of the work is agreed upon).
FISCAL IMPACT:
<i>1000100-51160 Professional Services \$75,000</i>
STAFF RECOMMENDATIONS TO COUNCIL:
Narrow internal audit scope to cover the items that are needed from Council and the Finance Committee.
OPTIONS FOR COUNCIL MOTION:
<i>Council and the Finance Committee will need to have a discussion to limit the scope of the engagement to stay within budget and meet their objectives related to the internal audit.</i>



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>Internal Audit Discussion</i>
MEETING NAME AND DATE:
Finance Committee 09/21/2020
PRESENTER INFORMATION:
<i>Hayes Williams Interim CFO</i> <i>15 Minutes</i>
ITEM BACKGROUND:
<i>Update on the timeline of the CAFR.</i>
PROJECT / ITEM NARRATIVE:
There was a discussion with the audit partner for the engagement. Tentatively Mauldin and Jenkins should begin their fieldwork in mid- November. They project that best case scenario that they could have a draft audit report by December 31. There are factors that could cause delay such as staff changes, and unknown COVID 19 issues.
FISCAL IMPACT:
<i>10001111-51160 Professional Services \$65,500</i>
STAFF RECOMMENDATIONS TO COUNCIL:
None
OPTIONS FOR COUNCIL MOTION:
<i>None</i>



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>Budget Book Status discussion</i>
MEETING NAME AND DATE:
Finance Committee 09/21/2020
PRESENTER INFORMATION:
<i>Hayes Williams Interim CFO</i> <i>10 Minutes</i>
ITEM BACKGROUND:
<i>In 2020 Beaufort County prepared its first line item budget. County employees are currently drafting the budget book are around 70% Complete.</i>
PROJECT / ITEM NARRATIVE:
Since the approval of the line item budget, County staff has been in the process of drafting the budget book. During the drafting there have been continuity issues and staffing issues.
FISCAL IMPACT:
<i>None</i>
STAFF RECOMMENDATIONS TO COUNCIL:
Staff is making Council aware of where we are in the process and our anticipated completion.
OPTIONS FOR COUNCIL MOTION:
<i>None</i>



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>Review and discussion of DMO's and Chambers submission's</i>
MEETING NAME AND DATE:
Finance Committee 09/21/2020
PRESENTER INFORMATION:
<i>Hayes Williams 45 Minutes</i>
ITEM BACKGROUND:
<i>The County Council and Finance Committee have requested a detail accounting from the DMO's and Chambers for the expenditures related to their accommodations tax funding.</i>
PROJECT / ITEM NARRATIVE:
Submissions were made and sent to Council for review.
FISCAL IMPACT:
<i>None but it depends on the Committee action.</i>
STAFF RECOMMENDATIONS TO COUNCIL:
This is a discussion item.
OPTIONS FOR COUNCIL MOTION:
<i>It is up to the Committee for action.</i>

61460 ✓
Sales Adv.
\$ 10,082.55

THE GROUP TRAVEL LEADER

Invoice
2020-15497
Invoice Date
1/7/2020

Acct # 61460

Bill To:
Linda Jeffries
Greater Beaufort-Port Royal CVB
P.O. Box 501
Beaufort, SC 29901 United States (US)

Advertiser:
Greater Beaufort-Port Royal CVB

Terms **Payment Due**
Net 30 2/7/2020

61460
[Stamp]
[Signature]

Pub.	Issue	Year	PO Number	Ad Size	Color	Freq.	Net	Amount
Group Travel Leader	Jan	2020		1/2 Page	4-Color	1x	\$2,225.00	\$2,225.00
Total								\$2,225.00

Total: \$2,225.00

NOTICE
[Make payments to:]
The Group Travel Leader
301 E. High St. Lexington, KY 40507
859.253.0455

For questions about this invoice: accounting@grouptavelleader.com

Thank you for your business.

Back

Logout



the YGS group.

3650 West Market Street | York, PA 17404
PH 800.501.9571 | F 717.825.2171

INVOICE

Invoice To: Greater Beaufort - Port Royal
Convention & Visitors Bureau

Invoice Date: 01-20-2020

Invoice Number: M65592-4

Advertiser: Greater Beaufort - Port Royal
Convention & Visitors Bureau

6/14/20
6/14/20

Product Name	Line Item Description	Publish Date	Total Cost
ABA, ABA Today 2020 Omaha, 1/3 Page, First Issue	Square:-4.875"-x-4.875"	01-01-2020	\$3,885.00

1/3 page - 4x

Invoice Payments \$0.0

Invoice Balance Due \$3,885.00

The issuer of the card identified on this item is authorized to pay the amount shown as Invoice Balance Due upon proper presentation. I promise to pay such Invoice Balance Due, subject to and in accordance with the agreement governing the use of such card. In the event of a cancellation, production and cancellation fees will apply.

Payment Information

Card Type

Credit Card Number

Card Security Code

Card Expiration Date

Month

Year

First Name of Cardholder

Last Name of Cardholder

Billing Address 1

Billing Address 2

City

Country

United States

State/Province

Select State

Zip/Postal Code

E-Mail Address (For Receipt)

(Separate multiple emails with a comma)

SMALL MARKET MEETINGS

Insertion Order

Advertiser

Linda Jeffries
 Greater Beaufort-Port Royal CVB
 P.O. Box 501
 Beaufort, SC 29901 United States (US)
 843-525-8526

Agency/Billing Contact

Linda Jeffries
 Greater Beaufort-Port Royal CVB
 P.O. Box 501
 Beaufort, SC 29901 United States (US)
 843-525-8526
 LJeffries@Beaufortsc.Org

Publisher

Rep: Kyle Anderson or Kelly Tyner
 Phone: 866-356-5128
 Fax: 859-253-0499
 Email: Kyle@smallmarketmeetings.com
 Email: Kelly@grouptraveller.com

Publication	Issue	Year	Ad Size	Color	Gross	Net
Small Market Meetings	May	2020	1/2 Page	4-Color	\$1,300.00	\$1,300.00

Total:	\$1,300.00
---------------	-------------------

Advertising Terms & Conditions

Insertion Orders: We require a signed insertion order for any advertisement. All orders and materials are subject to acceptance by Pioneer Publishing, Inc.

Cancellation Policy: Any advertisement cancelled 15 days prior to the space deadline will be billed at the contract-cost of the ad.

Deadlines: Advertisers who submit signed insertion orders accept responsibility for meeting all deadlines. Ad materials on file shall be kept for a period of at least 6 months. Your account manager will repeat your last ad on file when new ad materials are not received by deadline. If we do not receive an ad from you by the deadline and we do not have an ad on file, you will still be billed for the ad even though it does not run in designated issue.

Billing: Bills are rendered on the day of publication. Terms are net 30 days. Advertisers who place advertising through an agency are ultimately liable for the cost of the ad should the agency default on payment.

Materials: Materials can be sent via e-mail to production@smallmarketmeetings.com. Please also copy your sales rep on the email.

Please sign and fax back to (859) 253-0499 to reserve space!


 Advertiser

3/2/20 _____
 Date Account Executive

 Date

(not billed yet)

#61460

Item 13.



Invoice

Invoice Number: SCE-R0020-0005

Advertiser: BEAUFORT CONVENTION & VISITORS BUREAU

Naylor, LLC

Order Number	MIS Code	Order Date	Publication Code	Sales Rep	Customer PO#	Invoice Date
1854561	367904	1/16/2020	SCE-R0020	Debbi McClanahan		06/08/2020

For billing questions, please contact accounts receivable at (800) 879-6041.

www.naylor.com

Bill to: Beaufort Convention & Visitors Bureau
 ATTN: LINDA JEFFRIES
 PO BOX 501
 BEAUFORT, SC, 29901

61460

SOUTH CAROLINA SOCIETY OF ASSOCIATION EXECUTIVES MEMBERSHIP DIRECTORY

An official publication of the SOUTH CAROLINA SOCIETY OF ASSOCIATION EXECUTIVES

Published in conjunction with Naylor

DESCRIPTION	AMOUNT
South Carolina Society of Association Executives Membership Directory 2020	
Ad Size - Full Page FC	2,042.55
Color - Full Color	
Premium Position - OBC	630.00
Index - CONVENTION & VISITORS BUREAUS	
Adjustment -	
South Carolina Society of Association Executives thanks you for your support.	
Advertiser indemnifies Naylor, LLC and the Association against losses or liabilities arising from this, or any advertising. Naylor, LLC assumes no liability, except to the extent of a one-time free advertisement of the same specification, the next or similar publication, if proven or admitted errors or omissions have occurred. Payment due upon receipt of invoice. 2% per month compounded (26.82% per year) to be charged on overdue accounts as damages for breach of contract. Revisions to previously submitted ad copy are subject to additional charges. A charge of \$35.00 will be levied for returned checks. I also give unqualified consent to our ad(s) appearing in an online version of this publication. Acceptance of this contract and advertising content is subject to the approval of the association.	Order Total: 2,672.55
(USD) Total:	2,672.55

The advertiser represents that they have the right to use any artwork supplied to Naylor in the manner contracted. All guaranteed (premium) position sales cannot be cancelled. Any cancellation must be requested in writing prior to the Cancellation Deadline. Advertisers will be billed the amount short-rated per issue if within a one-year period they do not run the number of insertions upon which their billings have been based. Artwork Creation Charge is not cancellable once ad has been created.

G.S.T. REG. #831287875 RT

Please Detach This Stub and Return With Payment



Address correspondence or make payment to:

Accounts Receivable
 Naylor, LLC
 PO BOX 677251
 Dallas, TX 75267-7251
 Ph: (800) 879-6041 Fx: (352) 333-6003

Invoice

*Please be advised that we have changed our Lockbox address. Kindly update your records to the address shown in the lower left portion of this Invoice. Thank you!

Order Number	MIS Code	Customer Code	Publication Code	Invoice Number	Invoice Amount
1854561	367904	U0171101	SCE-R0020	SCE-R0020-0005	2,672.55

For proper account crediting, please detail invoice number (above) on check

61340
Billboards
Item 13.
\$37,685.00

adams INVOICE TERMS NET 30 DAYS

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 142044
INVOICE DATE: 7/1/2019
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND: Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent /	7/1/2019 - 7/31/2019	
Bulletin US 17 - 2120			\$700.00
Bulletin US 17 Greenpond - P3315			\$700.00
Bulletin I95 Walterboro - P4699			\$900.00

61340
PAID

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

REMITTANCE

INVOICE DATE: 7/1/2019
CUSTOMER NAME: Greater Beaufort - Port Royal CVB
CUSTOMER #: 9003571
INVOICE NUMBER: 1420447

CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

TOTAL DUE \$ 2,300.00

TERMS: NET 30 DAYS

adams **INVOICE** TERMS NET 30 DAYS

BILL TO:
 Greater Beaufort - Port Royal CVB
 PO Box 501
 Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1420575
 INVOICE DATE: 7/22/2019
 CUSTOMER #: 9003571
 CONTRACT #: 14190156
 SALES PERSON: Martha DeMaio

61340
APPROVED

ADVERTISER/BRAND: Greater Beaufort - Port Royal CVB /
 CUSTOMER P.O. #:

Contract / Period	14190156 - Production /	7/1/2019 - 6/30/2020
Adams Production: To produce & install 1 bulletin vinyl for Point South Board		\$760.00

TOTAL DUE \$ 760.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

REMITTANCE

INVOICE DATE: 7/22/2019
 CUSTOMER NAME: Greater Beaufort - Port Royal CVB
 CUSTOMER #: 9003571
 INVOICE NUMBER: 1420575

CONTRACT #: 14190156
 SALES PERSON: Martha DeMaio

TOTAL DUE \$ 760.00

TERMS: NET 30 DAYS



Invoice

32 Office Park Rd, Suite 103
Hilton Head, SC 29928

Date: 7/31/2019
Invoice #: 20810

(843) 785-4545

Greater Beaufort Port Royal CVB
Robb Wells
P.O. Box 501
Beaufort, SC 29901

Reference:

Staff # 9-MS Terms: Due on receipt Account # 3792

Quantity	Description	Amount
1	2019 Beaufort Water Festival Video Board presented by WHHI-TV	500.00

61340
APPROVED

Total Amount Due: \$500.00

Thank you for your business!

Invoices are due on receipt. A 1.5% finance charge will be added monthly to any invoices past due.

adams **INVOICE** TERMS NET 30 DAYS

BILL TO:
 Greater Beaufort - Port Royal CVB
 PO Box 501
 Beaufort, SC 29901

 Attention:

INVOICE NUMBER: 1420654
 INVOICE DATE: 8/1/2019
 CUSTOMER #: 9003571
 CONTRACT #: 14190156
 SALES PERSON: Martha DeMaio

ADVERTISER/BRAND: Greater Beaufort - Port Royal CVB /
 CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent /	8/1/2019 - 8/31/2019	
Bulletin US 17 - 2120			\$700.00
Bulletin US 17 Greenpond - P3315			\$700.00
Bulletin 195 Walterboro - P4699			\$900.00

61340
 PAID

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

REMITTANCE

INVOICE DATE: 8/1/2019
 CUSTOMER NAME: Greater Beaufort - Port Royal CVB
 CUSTOMER #: 9003571
 INVOICE NUMBER: 1420654

CONTRACT #: 14190156
 SALES PERSON: Martha DeMaio

TOTAL DUE \$ 2,300.00

TERMS: NET 30 DAYS

Departure Media, Inc.

REMITTANCE ADDRESS:
 PO BOX 161381
 ATLANTA, GA 30321

Invoice

Date	Invoice #
8/1/2019	26328

Beaufort-Port Royall CVB 713 Craven Street Beaufort, SC 29902

P.O. No.	Terms	Due Date	Rep	Current Contract Term
	On Receipt	8/1/2019	MG	08/01/2019 - 07/31/2020

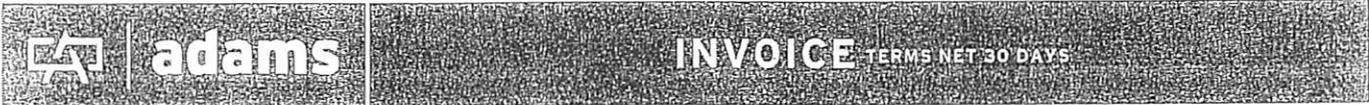
Description	Quantity	Amount
Floor Exhibit		475.00
Baggage Digital		150.00
Installation Fee		75.00
Deposit Due on Signing		1,250.00
Contract Number: HHI 013119 BCVB		

61340
APPROVED


Please remit payment to the address on this invoice.	Total	\$1,950.00
	Balance Due	\$1,325.00

Phone #	Fax #	E-mail
(843) 571-2299	(843) 571-2294	Accounting@Departure-Media.com

843.645.4200 | adamsoutdoor.com | 174 boardwalk drive, suite k, ridgeland, sc 29936



INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1420858
INVOICE DATE: 9/1/2019
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent / 9/1/2019 - 9/30/2019	
Bulletin US 17 - 2120		\$700.00
Bulletin US 17 Greenpond - P3315		\$700.00
Bulletin 195 Walterboro - P4699		\$900.00

61340
[Handwritten signature and stamp]

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

Departure Media, Inc.

REMITTANCE ADDRESS:
 PO BOX 161381
 ATLANTA, GA 30321

Invoice

Date	Invoice #
9/1/2019	26447

Beaufort-Port Royall CVB 713 Craven Street Beaufort, SC 29902

P.O. No.	Terms	Due Date	Rep	Current Contract Term
	On Receipt	9/1/2019	MG	08/01/2019 - 07/31/2020

Description	Quantity	Amount
Floor Exhibit		475.00
Baggage Digital		150.00
Contract Number: HHI 013119 BCVB		

51340
PAID


Please remit payment to the address on this invoice.	Total	\$625.00
	Balance Due	\$625.00

Phone #	Fax #	E-mail
(843) 571-2299	(843) 571-2294	Accounting@Departure-Media.com



Invoice

32 Office Park Rd, Suite 103
Hilton Head, SC 29928

Date: 9/30/2019
Invoice #: 21031

(843) 785-4545

Greater Beaufort Port Royal CVB
Robb Wells
P.O. Box 501
Beaufort, SC 29901

Reference:

Staff # 9-MS Terms: Due on receipt Account # 3792

Quantity	Description	Amount
1	Event Promotion Package on WHHI-TV - Beaufort Restaurant Week	500.00

61340
APPROVED

Total Amount Due: \$500.00

Thank you for your business!

Invoices are due on receipt. A 1.5% finance charge will be added monthly to any invoices past due.



INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1421045
INVOICE DATE: 10/1/2019
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	Description	Amount
14190156 - Space Rent / 10/1/2019 - 10/31/2019		
Bulletin US 17 - 2120		\$700.00
Bulletin US 17 Greenpond - P3315		\$700.00
Bulletin I95 Walterboro - P4699		\$900.00

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

61360
APPROVED

REMITTANCE

INVOICE DATE: 10/1/2019
CUSTOMER NAME: Greater Beaufort - Port Royal CVB
CUSTOMER #: 9003571
INVOICE NUMBER: 1421045

CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

TOTAL DUE \$ 2,300.00

TERMS: NET 30 DAYS

PLEASE MAIL TO BELOW REMITTANCE ADDRESS.
To ensure proper credit of your payment, please include this remittance.
Please mail to: Adams Outdoor Advertising, PO Box 809140, Chicago, IL 60680-9140

Departure Media, Inc.

REMITTANCE ADDRESS:
 PO BOX 161381
 ATLANTA, GA 30321

Invoice

Date	Invoice #
10/1/2019	26572

Beaufort-Port Royall CVB 713 Craven Street Beaufort, SC 29902

P.O. No.	Terms	Due Date	Rep	Current Contract Term
	On Receipt	10/1/2019	MG	08/01/2019 - 07/31/2020

Description	Quantity	Amount
Floor Exhibit		475.00
Baggage Digital		150.00
Contract Number: HHI 013119 BCVB		

61340
APPROVED


Please remit payment to the address on this invoice.	Total	\$625.00
	Balance Due	\$625.00

Phone #	Fax #	E-mail
(843) 571-2299	(843) 571-2294	Accounting@Departure-Media.com

Invoice No: 2415040234



Bill To:

Greater Beaufort Port Royal CV
701 Craven St
Beaufort SC 29902

Client ID:	1125041
Invoice Date:	10/31/19
Payment Due:	11/30/19
Amount Paid:	\$0.00
Amount Due:	\$500.00

Order Details

Advertiser Greater Beaufort Port Roy
Order # 1310656425
Contract #
AE Laura Williams
iHM Product Radio

Station WYKZ-FM
Market Savannah
Start Date 10/01/19
End Date 10/31/19

CPE //
Billing Period Oct 2019
Schedule Calendar
Terms Net 30

Note 1: Weekender Package 2019_WYKZ
Note 2:

Invoice Summary

Product Type	Billable Units	Gross Amount	Sales Tax	Net Due
Spot	50	\$450.00	\$0.00	\$450.00
Misc	1	\$50.00	\$0.00	\$50.00
Total	51	\$500.00	\$0.00	\$500.00

61340

This invoice is in accordance with the official log and the announcements/programs indicated below were aired on the dates and the times shown. Per your advertising agreement, the actual times may have run within 10 minutes of the scheduled time.

843.645.4200 | adamsoutdoor.com | 174 boardwalk drive, suite k, ridgeland, sc 29936



INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1421227
INVOICE DATE: 11/1/2019
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent / 11/1/2019 - 11/30/2019	
Bulletin US 17 - 2120		\$700.00
Bulletin US 17 Greenpond - P3315		\$700.00
Bulletin I95 Walterboro - P4699		\$900.00

61340
APPROVED

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.



Invoice No: 2415193916

Bill To: Greater Beaufort Port Royal CV
701 Craven St
Beaufort SC 29902

Client ID:	1125041
Invoice Date:	11/30/19
Payment Due:	12/30/19
Amount Paid:	\$0.00
Amount Due:	\$1,140.00

Order Details

Advertiser Greater Beaufort Port Roy
Order # 1310656425
Contract #
AE Laura Williams
IHM Product Radio

Station WYKZ-FM
Market Savannah
Start Date 11/01/19
End Date 11/30/19

CPE //
Billing Period Nov 2019
Schedule Calendar
Terms Net 30

61340
PAID
[Signature]

Note 1: Weekender Package 2019_WYKZ
Note 2:

Invoice Summary

Product Type	Billable Units	Gross Amount	Sales Tax	Net Due
Spot	114	\$1,015.00	\$0.00	\$1,015.00
Misc	2	\$125.00	\$0.00	\$125.00
Total	116	\$1,140.00	\$0.00	\$1,140.00

This invoice is in accordance with the official log and the announcements/programs indicated below were aired on the dates and the times shown. Per your advertising agreement, the actual times may have run within 10 minutes of the scheduled time.

Questions? Contact us at Invoices@iHeartMedia.com



Invoice No:	2415193916
Client ID:	1125041
Order No:	1310656425
Payment Due:	12/30/19
Amount Due:	\$1,140.00

Check Enclosed Check #: _____

Bill To : Greater Beaufort Port Royal CV
701 Craven St
Beaufort SC 29902

Remit To : iHeartMedia
P.O. Box 406372
Atlanta, GA 30384-6372

CUSTOMER # 9140471
INVOICE NUMBER 1421420

TOTAL DUE \$ 618.00

843.645.4200 | adamsoutdoor.com | 174 boardwalk drive, suite k, Ridgeland, SC 29936

adams INVOICE TERMS NET 30 DAYS

INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1421421
INVOICE DATE: 12/1/2019
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	Description	Amount
14190156 - Space Rent / 12/1/2019 - 12/31/2019	Bulletin US 17 - 2120	\$700.00
	Bulletin US 17 Greenpond - P3315	\$700.00
	Bulletin 195 Walterboro - P4699	\$900.00

6/34D
APPROVED

TOTAL DUE: \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	Description	Amount
14190156 - Space Rent / 12/1/2019 - 12/31/2019	Bulletin US 17 - 2120	\$700.00
	Bulletin US 17 Greenpond - P3315	\$700.00
	Bulletin 195 Walterboro - P4699	\$900.00

REMITTANCE

TOTAL DUE: \$ 2,300.00

INVOICE DATE: 12/1/2019
CUSTOMER NAME: Greater Beaufort - Port Royal CVB
CUSTOMER #: 9003571
INVOICE NUMBER: 1421421

CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

TOTAL DUE: \$ 2,300.00

TERMS: NET 30 DAYS

PLEASE MAIL TO BELOW REMITTANCE ADDRESS.
To ensure proper credit of your payment, please include this remittance.

Please mail to: Adams Outdoor Advertising, PO Box 809140, Chicago, IL 60680-9140

Departure Media, Inc.

REMITTANCE ADDRESS:
 PO BOX 161381
 ATLANTA, GA 30321

Invoice

Date	Invoice #
1/1/2020	26977

Beaufort-Port Royall CVB 713 Craven Street Beaufort, SC 29902

P.O. No.	Terms	Due Date	Rep	Current Contract Term
	On Receipt	1/1/2020	MG	08/01/2019 - 07/31/2020

Description	Quantity	Amount
Floor Exhibit		475.00
Baggage Digital		150.00
Contract Number: HHI 013119 BCVB		
<p>61340 APPROVED</p> 		

Please remit payment to the address on this invoice.	Total	\$625.00
	Balance Due	\$625.00

Phone #	Fax #	E-mail
(843) 571-2299	(843) 571-2294	Accounting@Departure-Media.com

Invoice No: 2415227252



Bill To: Greater Beaufort Port Royal CV
701 Craven St
Beaufort SC 29902

Client ID:	1125041
Invoice Date:	12/10/19
Payment Due:	01/09/20
Amount Paid:	\$0.00
Amount Due:	\$360.00

Order Details

Advertiser: Greater Beaufort Port Roy
Order #: 1310656425
Contract #:
AE: Laura Williams
iHM Product: Radio

Station: WYKZ-FM
Market: Savannah
Start Date: 12/01/19
End Date: 12/08/19

CPE //
Billing Period: Dec 2019
Schedule: Calendar
Terms: Net 30

Note 1: Weekender Package 2019_WYKZ
Note 2:

Invoice Summary

Product Type	Billable Units	Gross Amount	Sales Tax	Net Due
Spot	36	\$335.00	\$0.00	\$335.00
Misc	1	\$25.00	\$0.00	\$25.00
Total	37	\$360.00	\$0.00	\$360.00

61340
APPROVED
[Signature]

This invoice is in accordance with the official log and the announcements/programs indicated below were aired on the dates and the times shown. Per your advertising agreement, the actual times may have run within 10 minutes of the scheduled time.

Questions? Contact us at Invoices@iHeartMedia.com



Invoice No:	2415227252
Client ID:	1125041
Order No:	1310656425
Payment Due:	01/09/20
Amount Due:	\$360.00

Check Enclosed Check #: _____

Bill To: Greater Beaufort Port Royal CV
701 Craven St
Beaufort SC 29902

Remit To: iHeartMedia
P.O. Box 406372
Atlanta, GA 30384-6372

843.645.4200 | adamsoutdoor.com | 174 boardwalk drive, suite k, ridgeland, sc 29936



INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1421609
INVOICE DATE: 1/1/2020
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent / 1/1/2020 - 1/31/2020	
Bulletin US 17 - 2120		\$700.00
Bulletin US 17 Greenpond - P3315		\$700.00
Bulletin I95 Walterboro - P4699		\$900.00

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

61340
APPROVED
[Signature]

Departure Media, Inc.

REMITTANCE ADDRESS:
 PO BOX 161381
 ATLANTA, GA 30321

Invoice

Date	Invoice #
2/1/2020	27150

Beaufort-Port Royall CVB 713 Craven Street Beaufort, SC 29902

P.O. No.	Terms	Due Date	Rep	Current Contract Term
	On Receipt	2/1/2020	MG	08/01/2019 - 07/31/2020

Description	Quantity	Amount
Floor Exhibit		475.00
Baggage Digital		150.00
Contract Number: HHI 013119 BCVB		
		

Please remit payment to the address on this invoice.	Total	\$625.00
	Balance Due	\$625.00

Phone #	Fax #	E-mail
(843) 571-2299	(843) 571-2294	Accounting@Departure-Media.com

adams **INVOICE** TERMS NET 30 DAYS

INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1421770
INVOICE DATE: 2/1/2020
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent / 2/1/2020 - 2/29/2020	
Bulletin US 17 - 2120		\$700.00
Bulletin US 17 Greenpond - P3315		\$700.00
Bulletin I95 Walterboro - P4699		\$900.00

61340
PAID

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

REMITTANCE

INVOICE DATE: 2/1/2020
CUSTOMER NAME: Greater Beaufort - Port Royal CVB
CUSTOMER #: 9003571
INVOICE NUMBER: 1421770

CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

TOTAL DUE \$ 2,300.00

TERMS: NET 30 DAYS

PLEASE MAIL TO BELOW REMITTANCE ADDRESS.
To ensure proper credit of your payment, please include this remittance.
Please mail to: Adams Outdoor Advertising. PO Box 809140. Chicago, IL 60680-9140

Departure Media, Inc.
 REMITTANCE ADDRESS:
 PO BOX 161381
 ATLANTA, GA 30321

Invoice

Date	Invoice #
3/1/2020	27271

Beaufort-Port Royall CVB 713 Craven Street Beaufort, SC 29902

P.O. No.	Terms	Due Date	Rep	Current Contract Term
	On Receipt	3/1/2020	MG	08/01/2019 - 07/31/2020

Description	Quantity	Amount
Floor Exhibit		475.00
Baggage Digital		150.00
Contract Number: HHI 013119 BCVB		
Please remit payment to the address on this invoice.		Total \$625.00
		Balance Due \$625.00

61340
APPROVED


Phone #	Fax #	E-mail
(843) 571-2299	(843) 571-2294	Accounting@Departure-Media.com

adams **INVOICE** TERMS NET 30 DAYS

INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1421939
INVOICE DATE: 3/1/2020
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent	3/1/2020 - 3/31/2020	
Bulletin US 17 - 2120			\$700.00
Bulletin US 17 Greenpond - P3315			\$700.00
Bulletin I95 Walterboro - P4699			\$900.00
TOTAL DUE			\$ 2,300.00

61340
APPROVED

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

REMITTANCE

INVOICE DATE: 3/1/2020
CUSTOMER NAME: Greater Beaufort - Port Royal CVB
CUSTOMER #: 9003571
INVOICE NUMBER: 1421939

CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

TOTAL DUE \$ 2,300.00

TERMS: NET 30 DAYS

PLEASE MAIL TO BELOW REMITTANCE ADDRESS.
To ensure proper credit of your payment, please include this remittance.
Please mail to: Adams Outdoor Advertising, PO Box 809140, Chicago, IL 60680-9140

adams **INVOICE** TERMS NET 30 DAYS

INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1422132
INVOICE DATE: 4/1/2020
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent / 4/1/2020 - 4/30/2020	
Bulletin US 17 - 2120		\$700.00
Bulletin US 17 Greenpond - P3315		\$700.00
Bulletin I95 Walterboro - P4699		\$900.00

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

61340

APPROVED
RW

adams **INVOICE** TERMS NET 30 DAYS

INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1422287
INVOICE DATE: 5/1/2020
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent / 5/1/2020 - 5/31/2020	
Bulletin US 17 - 2120		\$700.00
Bulletin US 17 Greenpond - P3315		\$700.00
Bulletin I95 Walterboro - P4699		\$900.00

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

61340
APPROVED

REMITTANCE

INVOICE DATE: 5/1/2020
CUSTOMER NAME: Greater Beaufort - Port Royal CVB
CUSTOMER #: 9003571
INVOICE NUMBER: 1422287

CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

TOTAL DUE \$ 2,300.00

TERMS: NET 30 DAYS

PLEASE MAIL TO BELOW REMITTANCE ADDRESS.
To ensure proper credit of your payment, please include this remittance.
Please mail to: Adams Outdoor Advertising, PO Box 809140, Chicago, IL 60680-9140

adams **INVOICE** TERMS NET 30 DAYS

INVOICE
Terms Net 30 Days

BILL TO:
Greater Beaufort - Port Royal CVB
PO Box 501
Beaufort, SC 29901

Attention:

INVOICE NUMBER: 1422453
INVOICE DATE: 6/1/2020
CUSTOMER #: 9003571
CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

ADVERTISER/BRAND Greater Beaufort - Port Royal CVB /
CUSTOMER P.O. #:

Contract / Period	14190156 - Space Rent / 6/1/2020 - 6/30/2020	
Bulletin US 17 - 2120		\$700.00
Bulletin US 17 Greenpond - P3315		\$700.00
Bulletin I95 Walterboro - P4699		\$900.00

6/3 6/3 11/6/20
APPROVED

TOTAL DUE \$ 2,300.00

TOTAL INVOICE AMOUNT QUOTED IS FOR PAYMENT IN CASH OR ITS EQUIVALENT. PAYMENT MADE, IN WHOLE OR IN PART, BY CREDIT CARD SHALL BE SUBJECT TO A 3% SURCHARGE, WHICH AMOUNT IS NOT GREATER THAN OUR COST OF ACCEPTANCE. WE DO NOT SURCHARGE CARDS USED AS A DEBIT TRANSACTION WITH A PIN.

REMITTANCE

INVOICE DATE: 6/1/2020
CUSTOMER NAME: Greater Beaufort - Port Royal CVB
CUSTOMER #: 9003571
INVOICE NUMBER: 1422453

CONTRACT #: 14190156
SALES PERSON: Martha DeMaio

TOTAL DUE \$ 2,300.00

TERMS: NET 30 DAYS

PLEASE MAIL TO BELOW REMITTANCE ADDRESS.
To ensure proper credit of your payment, please include this remittance.
Please mail to: Adams Outdoor Advertising, PO Box 809140, Chicago, IL 60680-9140

Departure Media, Inc.

REMITTANCE ADDRESS:
 PO BOX 161381
 ATLANTA, GA 30321

Invoice

Date	Invoice #
9/1/2019	26447

Beaufort-Port Royall CVB 713 Craven Street Beaufort, SC 29902

P.O. No.	Terms	Due Date	Rep	Current Contract Term
	On Receipt	9/1/2019	MG	08/01/2019 - 07/31/2020

Description	Quantity	Amount
Floor Exhibit		475.00
Baggage Digital		150.00
Contract Number: HHI 013119 BCVB		

61340


Please remit payment to the address on this invoice.	Total	\$625.00
	Balance Due	\$625.00

Phone #	Fax #	E-mail
(843) 571-2299	(843) 571-2294	Accounting@Departure-Media.com

Departure Media, Inc.

Invoice

REMITTANCE ADDRESS:
 PO BOX 161381
 ATLANTA, GA 30321

Date	Invoice #
11/1/2019	26691

Beaufort-Port Royall CVB 713 Craven Street Beaufort, SC 29902

P.O. No.	Terms	Due Date	Rep	Current Contract Term
	On Receipt	11/1/2019	MG	08/01/2019 - 07/31/2020

Description	Quantity	Amount
Floor Exhibit		475.00
Baggage Digital		150.00
Contract Number: HHI 013119 BCVB		

61340
APPROVED

Please remit payment to the address on this invoice.	Total	\$625.00
	Balance Due	\$625.00

Phone #	Fax #	E-mail
(843) 571-2299	(843) 571-2294	Accounting@Departure-Media.com



Simpleview, LLC
8950 N. Oracle Road
Tucson, AZ 85704 USA

Invoice

Invoice Date	Invoice #
11/1/2019	10550
Rep	Terms
RG	Net 30

TO: Greater Beaufort-Port Royal Convention an
PO Box 501
Beaufort, SC 29902

Re beaufortsc.org

Qty	Item Code	Description	Price Each	Amount
1	Beaufort SC - Insig...	Annual Lease Fee for Insight Direct	3,250.00	3,250.00
61385				
THANK YOU!			TOTAL	USD 3,250.00

Please make check payable to: SIMPVIEW, LLC | 8950 N. Oracle Road | Tucson, AZ 85704 USA

Billing Questions? Contact us at billing@jackrabbitsystems.com or 1-505-982-2233



Simpleview, LLC
 8950 N. Oracle Road
 Tucson, AZ 85704 USA

Invoice

Invoice Date	Invoice #
11/1/2019	10549
Rep	Terms
RG	Net 30

TO: Greater Beaufort-Port Royal Convention an
 PO Box 501
 Beaufort, SC 29902

Re beaufortsc.org

Qty	Item Code	Description	Price Each	Amount
1	BeaufortSC Lease	Annual Lease Fee for BookDirect technology -- Including, at no extra charge, the addition of: Special Offers & Packages engine (for up to 15 properties) and Events & Attractions engine (for up to 10 partners)	7,250.00	7,250.00
<p>61785</p>				
THANK YOU!			TOTAL	USD 7,250.00

Please make check payable to: SIMPVIEW, LLC | 8950 N. Oracle Road | Tucson, AZ 85704 USA

Billing Questions? Contact us at billing@jackrabbitsystems.com or 1-505-982-2233

Greater Beaufort-Port Royal CVB

Item 13.

TRANSACTION REPORT

July 2019 - June 2020

DATE	TRANSACTION NUM TYPE	NAME	MEMO/DESCRIPTION	ACCOUNT	SPLIT	AMOUNT	BALANCE
60000 - NON-PERSONNEL EXPENSES							
61000 - GENERAL EXPENSES							
61300 - ADVERTISING							
61320 - ELECTRONIC MEDIA							
11/20/2019	Bill	014670 Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61320 - ELECTRONIC MEDIA	Accounts Payable (A/P)	2,882.36	2,882.36
11/20/2019	Bill	014670 Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61320 - ELECTRONIC MEDIA	Accounts Payable (A/P)	1,235.29	4,117.65
12/16/2019	Bill	014814 Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61320 - ELECTRONIC MEDIA	Accounts Payable (A/P)	3,294.12	7,411.77
12/16/2019	Bill	014814 Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61320 - ELECTRONIC MEDIA	Accounts Payable (A/P)	1,411.76	8,823.53
01/23/2020	Bill	014987 Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61320 - ELECTRONIC MEDIA	Accounts Payable (A/P)	411.77	9,235.30
01/23/2020	Bill	014987 Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61320 - ELECTRONIC MEDIA	Accounts Payable (A/P)	176.47	9,411.77
02/14/2020	Bill	015107 Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61320 - ELECTRONIC MEDIA	Accounts Payable (A/P)	2,162.41	11,574.18
02/14/2020	Bill	015107 Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61320 - ELECTRONIC MEDIA	Accounts Payable (A/P)	926.75	12,500.93
Total for 61320 - ELECTRONIC MEDIA						\$12,500.93	
Total for 61300 - ADVERTISING						\$12,500.93	
Total for 61000 - GENERAL EXPENSES						\$12,500.93	
Total for 60000 - NON-PERSONNEL EXPENSES						\$12,500.93	
TOTAL						\$12,500.93	

INVOICE

Item 13.



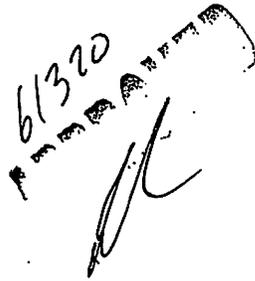
Invoice No.: INV618434
Invoice Date: 9/16/2019
Payment Terms: Net 30

Billing Inquiries: 919.389.9002
Email: billing@maxpointinteractive.com

Ferebee Lane
Attn: Hanah Ellsworth
3 North Laurens Street
Greenville SC 29601

Billing Period: 2019 - August	Customer ID: FERE001-24551
Project No.: 24551	AM: gjaggumantri
IO Number: 428	Salesperson: jgabbard
Campaign Name: Beaufort SC Tourism: Ferebee La	Salesforce ID: 0061O00001P5q6RC

Impressions Delivered for	Billed Qty	Billing Rate	Amount
Beaufort SC Tourism: Beaufort Regional Chamber of Commerce Flight 1: Cross Device	361,981	\$0.0045	1,628.91

61320


Total Amount: 1,628.91

Due Date: 10/16/2019

Please Note New ACH/Wire Payment Information:

Account Name: Valassis Digital Corp.
Account Number: 3300693727
ABA/Routing Number: 121140399
Bank Name: Silicon Valley Bank
Bank Address: 3003 Tasman Drive, Santa Clara, CA 95054

Please note new payment address:

Valassis Digital Corp.
PO Box 360668
Pittsburgh, PA 15251-6668



INVOICE

Invoice: 703036806851
 Invoice Date: September 16, 2019
 Account No: 7030391082
 Payment Terms: Net due 30
 Due Date: October 16, 2019

Bill To:

FerebeeLane
 101 N. Main Street 3rd Floor Suite 315
 Greenville
 United States
 29601

Account Manager: Emily Brilliant
 PO no:
 Reference:
 Account Identifier: 0062A00000tq74dQAA
 Campaign Name: Beaufort SC FY 20

Please Remit To:

TripAdvisor, LLC
Wires:
 Beneficiary Bank: Bank of America
 Bank Address: 100 N Tryon Street Charlotte, NC 28202
 WIRE: 026009593
 ACH: 061000052
 SWIFT CODE: BOFAUS3N
 Account Name: TripAdvisor, LLC
 Account Number: 3299044190
Checks:
 TripAdvisor, LLC
 P.O. Box 844325
 Dallas, TX 75284 - 4325
 Please reference 703036806851 In your remit information

Line	Description	Service Dates	Quantity	Unit Price	Amount
1	Graphical Advertising Retargeting Beaufort Content	Aug 15, 2019 - Aug 31, 2019	22,719	13.00	295.35
2	Graphical Advertising Beaufort SC and Coastal SC Destination Content + NY, NC, Geo	Aug 15, 2019 - Aug 31, 2019	32,220	22.00	708.84
3	Graphical Advertising Beaufort SC and Coastal SC Destination Content + Charlotte	Aug 15, 2019 - Aug 31, 2019	22,688	22.00	499.14

Net Amount:	1,503.33
Amount Due:	USD 1,503.33

To ensure accurate payment allocation, please reference 703036806851 with your payment and provide remittance detail to AccountsReivable@TripAdvisor.com

61320
APPROVED

Invoice Questions? Please email billing@tripadvisor.com.

TripAdvisor, LLC - 400 1st Avenue Needham, MA 02494

INVOICE

GST Registration # 826224644
 QST Registration # 1222501268

StackAdapt

www.stackadapt.com

Bill-to:
Ferebee Lane, Inc.
 2 North Laurens Street
 0
 Greenville, SC
 United States
 29601

61320
APPROVED

INVOICE NO. INV014897
 INVOICE DATE 25-Sep-2019
AMOUNT DUE \$2,321.53 USD
 DUE DATE 25-Oct-2019
 PO #
 I/O #
 NOTES

Attention to: Ferebee Lane, Inc.

SUMMARY OF CHARGES

Questions? Email us at billing@stackadapt.com

Username	Advertiser	Campaign Name	Format	Bid Type	Units Delivered	Rate ¹	Net Total
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPM)	Native	CPM	55,737	\$7.2281	\$402.89
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Retargeting	Native	CPM	49,569	\$0.0000	\$0.00
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPE)	Native	CPE	99	\$3.6643	\$362.76
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Domestic Travelers	Native	CPM	111,451	\$7.1090	\$792.30
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, History, Art, Culture	Native	CPM	106,804	\$7.1496	\$763.58

Note 1 – CPM Rate reflects the price per thousand units delivered

Note 2 – Net Total calculates is calculated based on a 10-decimal place effective rate. For invoice display purposes the rate is rounded to 4-decimal places. Actual charges will match the Platform.

SUBTOTAL	\$2,321.53
Tax	\$0.00
TOTAL	\$2,321.53

Please process the invoice within the due date. There will be a 1.5% interest charge per month on late invoices. StackAdapt Inc. reserves the right to suspend the service until overdue invoices are paid in full.

THANK YOU for your business

Payment Remittance Details

ACH:
 Company Name: StackAdapt Inc.
 Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
 Bank Name: BMO Harris Bank N.A.
 Bank Address: 111 W. Monroe, Chicago, IL, United States 60603
 Account #: 4824539366
 SWIFT Code: HATRUS44
 ABA or Routing #: 071025661

Wire and EFT:

Payment by Mail:
 210 King Street East Suite 500
 Toronto Ontario
 M5A 1J7

INVOICE

GST Registration # 826224644
 QST Registration # 1222501268

StackAdapt
 www.stackadapt.com

Bill-to:
Ferebee Lane, Inc.
 2 North Laurens Street
 0
 Greenville, SC
 United States
 29601

INVOICE NO. INV015519
 INVOICE DATE 30-Sep-2019

AMOUNT DUE \$4,846.37 USD

DUE DATE 30-Oct-2019

PO #
 I/O #
 NOTES

Attention to: Ferebee Lane, Inc.

SUMMARY OF CHARGES

Questions? Email us at billing@stackadapt.com

Username	Advertiser	Campaign Name	Format	Bid Type	Units Delivered	Rate ¹	Net Total
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPM)	Native	CPM	119,694	\$7.1654	\$857.62
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Retargeting	Native	CPM	1	\$0.0000	\$0.00
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPE)	Native	CPE	201	\$4.3219	\$868.69
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Domestic Travelers	Native	CPM	244,505	\$7.0845	\$1,732.23
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, History, Art, Culture	Native	CPM	183,844	\$7.5491	\$1,387.83

Note 1 - CPM Rate reflects the price per thousand units delivered

Note 2 - Net Total calculates is calculated based on a 10-decimal place effective rate. For invoice display purposes the rate is rounded to 4-decimal places. Actual charges will match the Platform.

61320

SUBTOTAL	\$4,846.37
Tax	\$0.00
TOTAL	\$4,846.37

Please process the invoice within the due date. There will be a 1.5% interest charge per month on late invoices. StackAdapt Inc. reserves the right to suspend the service until overdue invoices are paid in full.

THANK YOU for your business

Payment Remittance Details

ACH:
 Company Name: StackAdapt Inc.
 Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
 Bank Name: BMO Harris Bank N.A.
 Bank Address: 111 W. Monroe, Chicago, IL, United States 60603
 Account #: 4824539366
 SWIFT Code: HATRUS44
 ABA or Routing #: 071025661

Payment by Mail:
 210 King Street East Suite 500
 Toronto Ontario
 M5A 1J7

Wire and EFT:



INVOICE

Invoice: 703036424332
 Invoice Date: October 7, 2019
 Account No: 7030391082
 Payment Terms: Net due 30
 Due Date: November 6, 2019

Bill To:
 FerebeeLane
 101 N. Main Street 3rd Floor Suite 315
 Greenville
 United States
 29601

 Account Manager: Emily Brillanti
 PO no:
 Reference:
 Account Identifier: 0062A00000tq74dQAA
 Campaign Name: Beaufort SC FY 20

Please Remit To:
 TripAdvisor, LLC
Wires:
 Beneficiary Bank: Bank of America
 Bank Address: 100 N Tryon Street Charlotte, NC 28202
 WIRE: 026009593
 ACH: 061000052
 SWIFT CODE: BOFAUS3N
 Account Name: TripAdvisor, LLC
 Account Number: 3299044190
Checks:
 TripAdvisor, LLC
 P.O. Box 844325
 Dallas, TX 75284 - 4325
 Please reference 703036424332 in your remit information

Line	Description	Service Dates	Quantity	Unit Price	Amount
1	Graphical Advertising Retargeting Beaufort Content	Sep 1, 2019 - Sep 30, 2019	41,396	13.00	538.15
2	Graphical Advertising Beaufort SC and Coastal SC Destination Content + NY, NC, Geo	Sep 1, 2019 - Sep 30, 2019	58,887	22.00	1,295.51
3	Graphical Advertising Beaufort SC and Coastal SC Destination Content + Charlotte	Sep 1, 2019 - Sep 30, 2019	39,857	22.00	876.85

<i>Net Amount:</i>	2,710.51
Amount Due:	USD 2,710.51

To ensure accurate payment allocation, please reference 703036424332 with your payment and provide remittance detail to AccountsReceivable@TripAdvisor.com

61320

Invoice Questions? Please email billing@tripadvisor.com.

TripAdvisor, LLC - 400 1st Avenue Needham, MA 02494

INVOICE

Item 13.

Valassis Digital.

Billing Inquiries: 919.389.9002
Email: ValDigital-Billing@valassis.com

Invoice No.: INV618896
Invoice Date: 10/25/2019
Payment Terms: Net 30

Ferebee Lane
Attention: Hanah Ellsworth
North Laurens Street
Greenville SC 29601

Billing Period: 2019 - September
Project No.: 24551
IO Number: 428
Campaign Name: Beaufort SC Tourism: Ferebee La

Customer ID: FERE001-24551
AM: gjaggumantri
Salesperson: jgabbard
Salesforce ID: 0061000001P5q6RG

Impressions Delivered for

	Billed Qty	Billing Rate	Amount
Beaufort SC Tourism: Beaufort Regional Chamber of Commerce Flight 1: Cross Device	749,129	\$0.0045	3,371.08
Beaufort SC Tourism: Beaufort Regional Chamber of Commerce Flight 2: Cross Device	745,023	\$0.0045	3,352.60

Total Amount: 6,723.68

Due Date: 11/24/2019

Note New ACH/Wire Payment Information:

Name: Valassis Digital Corp.
Account Number: 3301046289
Routing Number: 121140399
Bank: Silicon Valley Bank
Address: 3003 Tasman Drive, Santa Clara, CA 95054

Please note new payment address:

Valassis Digital Corp.
PO Box 360668
Pittsburgh, PA 15251-6668

INVOICE

GST Registration # 826224644
 QST Registration # 1222501268

StackAdapt
 www.stackadapt.com



Bill-to:
Ferebee Lane, Inc.
 2 North Laurens Street
 0
 Greenville, SC
 United States
 29601

INVOICE NO.	INV016239
INVOICE DATE	31-Oct-2019
AMOUNT DUE	\$5,051.85 USD
DUE DATE	30-Nov-2019
PO #	
I/O #	
NOTES	

Attention to: Ferebee.Lane, Inc.

SUMMARY OF CHARGES

Questions? Email us at billing@stackadapt.com

Username	Advertiser	Campaign Name	Format	Bid Type	Units Delivered	Rate ¹	Net Total
katie.driggs@ferebeeane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPM)	Native	CPM	56,533	\$7.6217	\$430.85
katie.driggs@ferebeeane.com	Beaufort	Beaufort, 19-20, Retargeting	Native	CPM	1	\$0.0000	\$0.00
katie.driggs@ferebeeane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPE)	Native	CPE	308	\$4.1925	\$1,291.29
katie.driggs@ferebeeane.com	Beaufort	Beaufort, 19-20, Domestic Travelers	Native	CPM	162,176	\$7.7018	\$1,249.08
katie.driggs@ferebeeane.com	Beaufort	Beaufort, 19-20, History, Art, Culture	Native	CPM	174,626	\$7.4464	\$1,300.36
katie.driggs@ferebeeane.com	Beaufort	Beaufort, 19-20, Domestic Travelers (CPE)	Native	CPE	127	\$3.6482	\$463.33
katie.driggs@ferebeeane.com	Beaufort	Beaufort, 19-20, History, Art, Culture (CPE)	Native	CPE	88	\$3.6016	\$316.94

Note 1 - CPM Rate reflects the price per thousand units delivered

Note 2 - Net Total calculates is calculated based on a 10-decimal place effective rate. For invoice display purposes the rate is rounded to 4-decimal places. Actual charges will match the Platform.

SUBTOTAL	\$5,051.85
Tax	\$0.00
TOTAL	\$5,051.85

Please process the invoice within the due date. There will be a 1.5% interest charge per month on late invoices. StackAdapt Inc. reserves the right to suspend the service until overdue invoices are paid in full.

THANK YOU for your business

Payment Remittance Details

ACH:
 Company Name: StackAdapt Inc.
 Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
 Bank Name: BMO Harris Bank N.A.

Payment by Mail:
 210 King Street East Suite 500
 Toronto Ontario
 M5A 1J7

INVOICE

Item 13.



Invoice No.: INV619413
Invoice Date: 10/31/2019
Payment Terms: Net 30

Billing Inquiries: 919.389.9002
Email: ValDigital-Billing@valassis.com

Ferebee Lane
Attn: Hanah Ellsworth
3 North Laurens Street
Greenville SC 29601

Billing Period:	2019 - October	Customer ID:	FERE001-24551
Project No.:	24551	AM:	gjaggumantri
IO Number:	428	Salesperson:	jgabbard
Campaign Name:	Beaufort SC Tourism: Ferebee La	Saleforce ID:	0061O00001P5q6RC

Impressions Delivered for	Billed Qty	Billing Rate	Amount
Beaufort SC Tourism: Beaufort Regional Chamber of Commerce Flight 3: Cross Device	665,379	\$0.0045	2,994.21
Beaufort SC Tourism: Beaufort Regional Chamber of Commerce Flight 2: Cross Device	366,088	\$0.0045	1,647.40

61320
PAID

Total Amount: 4,641.61

Due Date: 11/30/2019

<p>Please Note New ACH/Wire Payment Information: Account Name: Valassis Digital Corp. Account Number: 3301046289 ABA/Routing Number: 121140399 Bank Name: Silicon Valley Bank Bank Address: 3003 Tasman Drive, Santa Clara, CA 95054</p>	<p>Please note new payment address: Valassis Digital Corp. PO Box 360668 Pittsburgh, PA 15251-6668</p>
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INVOICE

Invoice: 703039813029
 Invoice Date: November 6, 2019
 Account No: 7030391082
 Payment Terms: Net due 30
 Due Date: December 6, 2019

Bill To:
 FerebeeLane
 101 N. Main Street 3rd Floor Suite 315
 Greenville
 United States
 29601

Account Manager: Emily Brilliant
 PO no:
 Reference:
 Account Identifier: 0062A00000tq74dQAA
 Campaign Name: Beaufort SC FY 20

Please Remit To:
 TripAdvisor, LLC
Wires:
 Beneficiary Bank: Bank of America
 Bank Address: 100 N Tryon Street Charlotte, NC 28202
 WIRE: 026009593
 ACH: 061000052
 SWIFT CODE: BOFAUS3N
 Account Name: TripAdvisor, LLC
 Account Number: 3299044190
Checks:
 TripAdvisor, LLC
 P.O. Box 844325
 Dallas, TX 75284 - 4325
 Please reference 703039813029 in your remit information

Line	Description	Service Dates	Quantity	Unit Price	Amount
1	Graphical Advertising Beaufort SC and Coastal SC Destination Content + NY, NC, Geo	Oct 1, 2019 - Oct 31, 2019	53,240	22.00	1,171.28
2	Graphical Advertising Beaufort SC and Coastal SC Destination Content + Charlotte	Oct 1, 2019 - Oct 31, 2019	38,572	22.00	848.58
3	Graphical Advertising Retargeting Beaufort Content	Oct 1, 2019 - Oct 31, 2019	38,283	13.00	497.68

Net Amount:	2,517.54
Amount Due:	USD 2,517.54

To ensure accurate payment allocation, please reference 703039813029 with your payment and provide remittance detail to AccountsReivable@TripAdvisor.com

PAID
 6/3/2019

Invoice Questions? Please email billing@tripadvisor.com.

TripAdvisor, LLC - 400 1st Avenue Needham, MA 02494

INVOICE

GST Registration # 826224644
 QST Registration # 1222501268

StackAdapt

www.stackadapt.com

Bill-to:
Ferebee Lane, Inc.

2 North Laurens Street
 0
 Greenville, SC
 United States
 29601



INVOICE NO. INV017108
 INVOICE DATE 30-Nov-2019

AMOUNT DUE \$2,351.51 USD

DUE DATE 30-Dec-2019

PO #
 I/O #
 NOTES

Attention to: Ferebee Lane, Inc.

SUMMARY OF CHARGES

Questions? Email us at billing@stackadapt.com

Username	Advertiser	Campaign Name	Format	Bid Type	Units Delivered	Rate ¹	Net Total
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Retargeting	Native	CPM	1	\$0.0000	\$0.00
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPE)	Native	CPE	181	\$4.0000	\$724.00
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Domestic Travelers	Native	CPM	43,963	\$8.3412	\$366.68
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, History, Art, Culture	Native	CPM	50,779	\$7.3423	\$372.84
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Domestic Travelers (CPE)	Native	CPE	78	\$4.7689	\$371.98
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, History, Art, Culture (CPE)	Native	CPE	128	\$4.0313	\$516.01

Note 1 - CPM Rate reflects the price per thousand units delivered

Note 2 - Net Total calculated is calculated based on a 10-decimal place effective rate. For invoice display purposes the rate is rounded to 4-decimal places. Actual charges will match the Platform.

SUBTOTAL	\$2,351.51
Tax	\$0.00
TOTAL	\$2,351.51

Please process the invoice within the due date. There will be a 1.5% interest charge per month on late invoices. StackAdapt Inc. reserves the right to suspend the service until overdue invoices are paid in full.

THANK YOU for your business

Payment Remittance Details

ACH:
 Company Name: StackAdapt Inc.
 Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
 Bank Name: BMO Harris Bank N.A.
 Bank Address: 111 W. Monroe, Chicago, IL, United States 60603
 Account #: 4824539366
 SWIFT Code: HATRUS44

Payment by Mail:
 210 King Street East Suite 500
 Toronto Ontario
 M5A 1J7

INVOICE

GST Registration # 826224644
 QST Registration # 1222501268

StackAdapt
 www.stackadapt.com

Bill-to:
Ferebee Lane, Inc.
 2 North Laurens Street
 0
 Greenville, SC
 United States
 29601

INVOICE NO. INV017108
 INVOICE DATE 30-Nov-2019

AMOUNT DUE \$2,351.51 USD

DUE DATE 30-Dec-2019

PO #
 I/O #
 NOTES

Attention to: Ferebee Lane, Inc.

SUMMARY OF CHARGES

Questions? Email us at billing@stackadapt.com

Username	Advertiser	Campaign Name	Format	Bid Type	Units Delivered	Rate ¹	Net Total
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20,,Retargeting	Native	CPM	1	\$0.0000	\$0.00
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPE)	Native	CPE	181	\$4.0000	\$724.00
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Domestic Travelers	Native	CPM	43,963	\$8.3412	\$366.68
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, History, Art, Culture	Native	CPM	50,779	\$7.3423	\$372.84
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Domestic Travelers (CPE)	Native	CPE	78	\$4.7689	\$371.98
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, History, Art, Culture (CPE)	Native	CPE	128	\$4.0313	\$516.01

Note 1 - CPM Rate reflects the price per thousand units delivered.

Note 2 - Net Total calculates is calculated based on a 10-decimal place effective rate. For invoice display purposes the rate is rounded to 4-decimal places. Actual charges will match the Platform.

6132
APPROVED

SUBTOTAL	\$2,351.51
Tax	\$0.00
TOTAL	\$2,351.51

Please process the invoice within the due date. There will be a 1.5% interest charge per month on late invoices. StackAdapt Inc. reserves the right to suspend the service until overdue invoices are paid in full.

THANK YOU for your business

Payment Remittance Details

ACH:
 Company Name: StackAdapt Inc.
 Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
 Bank Name: BMO Harris Bank N.A.
 Bank Address: 111 W. Monroe, Chicago, IL, United States 60603
 Account #: 4824539366
 SWIFT Code: HATRUS44

Payment by Mail:
 210 King Street East Suite 500
 Toronto Ontario
 M5A 1J7

INVOICE

Item 13.



Invoice No.: INV620177
Invoice Date: 11/30/2019
Payment Terms: Net 30

Billing Inquiries: 919.389.9002
Email: ValDigital-Billing@valassis.com

Ferebee Lane
Attn: Hanah Ellsworth
3 North Laurens Street
Greenville SC 29601



Billing Period: 2019 - November
Project No.: 24551
IO Number: 428
Campaign Name: Beaufort SC Tourism: Ferebee La

Customer ID: FERE001-24551
AM: gjaggumantri
Salesperson: jgabbard
Salesforce ID: 0061O00001P5q6RC

Impressions Delivered for

	Billed Qty	Billing Rate	Amount
Beaufort SC Tourism: Beaufort Regional Chamber of Commerce Flight 3: Cross Device	445,731	\$0.0045	2,005.79

Total Amount: 2,005.79

Due Date: 12/30/2019

<p>Please Note New ACH/Wire Payment Information: Account Name: Valassis Digital Corp. Account Number: 3301046289 ABA/Routing Number: 121140399 Bank Name: Silicon Valley Bank Bank Address: 3003 Tasman Drive, Santa Clara, CA 95054</p>	<p>Please note new payment address: Valassis Digital Corp. PO Box 360668 Pittsburgh, PA 15251-6668</p>
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INVOICE

Invoice: 703039312841
 Invoice Date: December 9, 2019
 Account No: 7030391082
 Payment Terms: Net due 30
 Due Date: January 8, 2020

Bill To:

FerebeeLane
 101 N. Main Street 3rd Floor Suite 315
 Greenville
 United States
 29601

Account Manager: Emily Brillanti
 PO no:
 Reference:
 Account Identifier: 0062A00000tq74dQAA
 Campaign Name: Beaufort SC FY 20

Please Remit To:

TripAdvisor, LLC
 Wires:
 Beneficiary Bank: Bank of America
 Bank Address: 100 N Tryon Street Charlotte, NC 28202
 WIRE: 026009593
 ACH: 061000052
 SWIFT CODE: BOFAUS3N
 Account Name: TripAdvisor, LLC
 Account Number: 3299044190
 Checks:
 TripAdvisor, LLC
 P.O. Box 844325
 Dallas, TX 75284 - 4325
 Please reference 703039312841 in your remit information

61320
 PAID

Line	Description	Service Dates	Quantity	Unit Price	Amount
1	Graphical Advertising Beaufort SC and Coastal SC Destination Content + NY, NC, Geo	Nov 1, 2019 - Nov 30, 2019	15,654	22.00	344.39
2	Graphical Advertising Beaufort SC and Coastal SC Destination Content + Charlotte	Nov 1, 2019 - Nov 30, 2019	11,613	22.00	255.49
3	Graphical Advertising Retargeting Beaufort Content	Nov 1, 2019 - Nov 30, 2019	12,982	13.00	168.77

Net Amount:	768.65
Amount Due:	USD 768.65

To ensure accurate payment allocation, please reference 703039312841 with your payment and provide remittance detail to AccountsReceivable@TripAdvisor.com



36500

PREPAY INVOICE

*THIS MEMO DOES NOT REPRESENT ALL ACTIVITY FOR THE BILLING PERIOD AND SHOULD ONLY BE USED AS AN ESTIMATE OF CHARGES TO BE BILLED WHICH WILL BE REPRESENTED ON YOUR MONTH END BILLING INVOICE.

BILLING PERIOD		ADVERTISER/CLIENT NAME		
12-01-2019 to 02-29-2020		,GREATER PORT ROYAL CONVENTION AND VISITORS BUREAU		
TOTAL AMOUNT DUE		*UNAPPLIED AMOUNT	TERMS OF PAYMENT	
\$ 15,600.00			UPON RECEIPT	
CURRENT NET AMOUNT DUE		PERIOD 1	PERIOD 2	PERIOD 3
\$ 15,600.00		\$ -	\$ -	\$ -
PAGE	BILL DATE	BILLED ACCOUNT NAME AND ADDRESS		REMITTANCE ADDRESS
Page 1 of 1	1/17/2020	,GREATER PORT ROYAL CONVENTION AND VISITORS BUREAU		Alabama Media Group
BILLED ACCOUNT NUMBER		PO BOX 910		Dept 77571
1000901287		BEAUFORT, SC 29901		PO Box 77000
ADVERTISER/CLIENT NUMBER		Detroit MI 48277-0571		
1000901287		CUSTOMER SERVICE 1-877-241-7578 or al-invoicesupport@advancelocal.com		

DATE	INTERNAL REFERENCE NUMBER	PRODUCT - DESCRIPTION	UNITS	AMOUNT
12/19/2019	0009450576-01	Advertising		15,600.00

61320
~~APPROVED~~

INVOICE

GST Registration # 826224644
 QST Registration # 1222501268

StackAdapt
 www.stackadapt.com

Item 13.

Bill-to:
Ferebee Lane, Inc.
 2 North Laurens Street
 0
 Greenville, SC
 United States
 29601

INVOICE NO. INV019536
 INVOICE DATE 29-Feb-2020

AMOUNT DUE \$4,981.91 USD

DUE DATE 30-Mar-2020

PO #
 I/O #
 NOTES

Attention to: Ferebee Lane, Inc.

SUMMARY OF CHARGES

Questions? Email us at billing@stackadapt.com

Username	Advertiser	Campaign Name	Format	Bid Type	Units Delivered	Rate ¹	Net Total
atie.driggs@ferebee ne.com *	Beaufort	Beaufort, 19-20, Retargeting	Native	CPM	1	\$0.0000	\$0.00
atie.driggs@ferebee ne.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPE)	Native	CPE	430	\$3.8787	\$1,667.86
atie.driggs@ferebee ne.com	Beaufort	Beaufort, 19-20, Domestic Travelers (CPE)	Native	CPE	457	\$3.6088	\$1,649.23
atie.driggs@ferebee ne.com	Beaufort	Beaufort, 19-20, History, Art, Culture (CPE)	Native	CPE	510	\$3.2643	\$1,664.82

ote 1 - CPM Rate reflects the price per thousand units delivered

ote 2 - Net Total calculates is calculated based on a 10-decimal place effective rate. For invoice display purposes the rate is rounded to 4-decimal places. Actual charges will match the Platform.

SUBTOTAL	\$4,981.91
Tax	\$0.00
TOTAL	\$4,981.91

Please process the invoice within the due date. There will be a 1.5% interest charge per month on late invoices. StackAdapt Inc. reserves the right to suspend the service until overdue invoices are paid in full.

THANK YOU for your business

Payment Remittance Details

ACH:

Company Name: StackAdapt Inc.
 Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
 Bank Name: BMO Harris Bank N.A.
 Bank Address: 111 W. Monroe, Chicago, IL, United States 60603
 Account #: 4824539366
 SWIFT Code: HATRUS44
 ABA or Routing #: 071025661

Wire and EFT:

Company Name: StackAdapt Inc.
 Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
 Bank Name: BMO Bank of Montreal
 Bank Address: 100 King St. W, Toronto, ON, Canada M5X 1A3

Payment by Mail:

210 King Street East Suite 500
 Toronto Ontario
 M5A 1J7

APPROVED
 [Signature]
 61320



INVOICE

Invoice: 703031885558
Invoice Date: March 9, 2020
Account No: 7030391082
Payment Terms: Net due 30
Due Date: April 8, 2020

Please Remit To:
 TripAdvisor, LLC
Wires:
 Beneficiary Bank: Bank of America
 Bank Address: 100 N Tryon Street Charlotte, NC 28202
 WIRE: 026009593
 ACH: 061000052
 SWIFT CODE: BOFAUS3N
 Account Name: TripAdvisor, LLC
 Account Number: 3299044190
Checks:
 TripAdvisor, LLC
 P.O. Box 844325
 Dallas, TX 75284 - 4325
Please reference 703031885558 in your remit information

Street 3rd Floor Suite 315
 Manager: Emily Brillanti
 Identifier: 0062A00000tq74dQAA
 Campaign Name: Beaufort SC FY 20

Line	Description	Service Dates	Quantity	Unit Price	Amount
1	Graphical Advertising Beaufort SC and Coastal SC Destination Content + Charlotte	Feb 1, 2020 - Feb 29, 2020	39,755	22.00	874.61
2	Graphical Advertising Beaufort SC and Coastal SC Destination Content + NY, NC, Geo	Feb 1, 2020 - Feb 29, 2020	56,265	22.00	1,237.83
3	Graphical Advertising Retargeting Beaufort Content	Feb 1, 2020 - Feb 29, 2020	40,504	13.00	526.55

Net Amount:	2,638.99
Amount Due:	USD 2,638.99

To ensure accurate payment allocation, please reference 703031885558 with your payment and provide remittance detail to AccountsReivable@TripAdvisor.com

APPROVED

 61320



INVOICE

Invoice: 703035467470
 Invoice Date: April 8, 2020
 Account No: 7030391082
 Payment Terms: Net due 30
 Due Date: May 8, 2020

Bill To:

FerebeeLane
 101 N. Main Street 3rd Floor Suite 315
 Greenville
 United States
 29601

Tax Id:

Account Manager: Emily Brillanti
 PO no:
 Reference:
 Account Identifier: 0062A00000tq74dQAA
 Campaign Name: Beaufort SC FY 20

Please Remit To:

TripAdvisor, LLC
Wires:
 Beneficiary Bank: Bank of America
 Bank Address: 100 N Tryon Street Charlotte, NC 28202
 WIRE: 026009593
 ACH: 061000052
 SWIFT CODE: BOFAUS3N
 Account Name: TripAdvisor, LLC
 Account Number: 3299044190
Checks:
 TripAdvisor, LLC
 P.O. Box 844325
 Dallas, TX 75284 - 4325
 Please reference 703035467470 in your remit information

Line	Description	Service Dates	Quantity	Unit Price	Amount
1	Graphical Advertising Beaufort SC and Coastal SC Destination Content + Charlotte	Mar 1, 2020 - Mar 31, 2020	20,729	22.00	456.04
2	Graphical Advertising Beaufort SC and Coastal SC Destination Content + NY, NC, Geo	Mar 1, 2020 - Mar 31, 2020	29,474	22.00	648.43
3	Graphical Advertising Retargeting Beaufort Content	Mar 1, 2020 - Mar 31, 2020	21,424	13.00	278.51

Net Amount:	1,382.98
Amount Due:	USD 1,382.98

To ensure accurate payment allocation, please reference 703035467470 with your payment and provide remittance detail to AccountsReceivable@TripAdvisor.com

61320

APPROVED

Invoice Questions? Please email billing@tripadvisor.com.

TripAdvisor, LLC - 400 1st Avenue Needham, MA 02494

INVOICE

GST Registration # 826224644
QST Registration # 1222501268

StackAdapt

www.stackadapt.com

Bill-to:
Ferebee Lane, Inc.
2 North Laurens Street
0
Greenville, SC
United States
29601

INVOICE NO. INV019573
INVOICE DATE 31-Mar-2020

AMOUNT DUE \$2,482.81 USD

DUE DATE 30-Apr-2020

PO #
I/O #
NOTES

Attention to: Ferebee Lane, Inc.

SUMMARY OF CHARGES

Questions? Email us at billing@stackadapt.com

Username	Advertiser	Campaign Name	Format	Bid Type	Units Delivered	Rate ¹	Net Total
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Retargeting	Native	CPM	1	\$0.0000	\$0.00
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Vacation Travelers (CPE)	Native	CPE	231	\$3.6472	\$842.51
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, Domestic Travelers (CPE)	Native	CPE	269	\$3.0205	\$812.52
katie.driggs@ferebeelane.com	Beaufort	Beaufort, 19-20, History, Art, Culture (CPE)	Native	CPE	257	\$3.1003	\$827.78

Note 1 - CPM Rate reflects the price per thousand units delivered

Note 2 - Net Total calculated is calculated based on a 10-decimal place effective rate. For invoice display purposes the rate is rounded to 4-decimal places. Actual charges will match the Platform.



61320

SUBTOTAL	\$2,482.81
Tax	\$0.00
TOTAL	\$2,482.81

Please process the invoice within the due date. There will be a 1.5% interest charge per month on late invoices. StackAdapt Inc. reserves the right to suspend the service until overdue invoices are paid in full.

THANK YOU for your business

Payment Remittance Details

ACH:
Company Name: StackAdapt Inc.
Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
Bank Name: BMO Harris Bank N.A.
Bank Address: 111 W. Monroe, Chicago, IL, United States 60603
Account #: 4824539366
SWIFT Code: HATRUS44
Routing #: 071025661

Wire and EFT:
Company Name: StackAdapt Inc.
Company Address: 210 King Street East Suite 500 Toronto Ontario M5A 1J7
Bank Name: BMO Bank of Montreal
Bank Address: 100 King St. W, Toronto, ON, Canada M5X 1A3

Payment by Mail:
210 King Street East Suite 500
Toronto Ontario
M5A 1J7

Greater Beaufort-Port Royal Convention and Visitors Bureau

Annual Financial Report

June 30, 2019

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ROGER K. ELLIOTT, CPA, PC
Certified Public Accountant
1 Professional Drive
PO Box 393
Port Royal, SC 29935
843-470-8457

INDEPENDENT AUDITOR'S REPORT

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

REPORT ON THE FINANCIAL STATEMENTS

We have audited the accompanying financial statements of the Greater Beaufort-Port Royal Convention and Visitors Bureau, which comprise the statement of financial position as of June 30, 2019, and the related statements of activities, and of cash flows for the year then ended, and the related notes to financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Greater Beaufort-Port Royal Convention and Visitors Bureau, as of June 30, 2019, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Handwritten signature of Roger W. Elliott, CPA PC. The signature is written in black ink and includes the name "Roger W. Elliott" followed by "CPA PC".

January 15, 2020

Greater Beaufort-Port Royal Convention and Visitors Bureau
Statement of Financial Position
June 30, 2019

ASSETS

Current Assets

Cash in Bank	\$ 202,335
Certificate of Deposit	60,360
Accounts Receivable	6,900
Prepays	482
Visitor Center Inventory	9,833
Total Current Assets	<u>279,910</u>

Fixed Assets

Furniture & Equipment	4,137
Accumulated Depreciation	<u>(4,137)</u>

Total Fixed Assets

-

Total Assets

\$ 279,910

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$ 7,352
Due to History Museum	6,323
Other Liabilities	1,201
Total Current Liabilities	<u>14,876</u>

Long Term Liabilities

-

Total Liabilities

14,876

Equity

Unrestricted	217,038
Temporarily Restricted	47,996
Total Equity	<u>265,034</u>

TOTAL LIABILITIES & EQUITY

\$ 279,910

Greater Beaufort-Port Royal Convention and Visitors Bureau
Statement of Activities
For the Year Ended June 30, 2019

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total (Memorandum Only)</u>
Revenue			
Destination Marketing Funds	\$ -	\$ 9,064	\$ 9,064
Government Grants	214	931,879	932,093
Marketing Sales	51,183	-	51,183
Visitor Center Sales	20,161	2,975	23,136
Other Sales	18,420	487	18,907
Total income	<u>89,978</u>	<u>944,405</u>	<u>1,034,383</u>
Less cost of sales visitor center	5,936	-	5,936
Net Profit (loss)	<u>84,042</u>	<u>944,405</u>	<u>1,028,447</u>
Expenses			
Salaries and Wages	1,567	221,830	223,397
Payroll Taxes	-	16,428	16,428
Workers Compensation	-	1,029	1,029
Employee Benefits	208	20,267	20,475
Supplies	745	3,686	4,431
Postage and Shipping	16	1,610	1,626
Printing	-	7,643	7,643
Advertising	-	385,787	385,787
Telephone	-	3,281	3,281
Business Liability Insurance	-	3,365	3,365
Travel & Meals	-	49,959	49,959
Dues & Subscriptions	649	4,325	4,974
Staff Development	100	3,009	3,109
Fees and Service Charges	1,550	1,458	3,008
Occupancy Expenses	-	21,938	21,938
Equipment Maintenance and Service	20	14,481	14,501
Contract Services/Professional Fees	-	165,666	165,666
Promotional Items	363	2,116	2,479
Ad Production/Graphic Design	-	28,776	28,776
Booking Engine	-	7,250	7,250
Other Expenses	40	14,878	14,918
Total expenses	<u>5,258</u>	<u>978,782</u>	<u>984,040</u>
Change in net assets	78,784	(34,377)	44,407
Net assets, beginning of year	138,254	82,373	220,627
Net assets, end of year	<u>\$ 217,038</u>	<u>\$ 47,996</u>	<u>\$ 265,034</u>

Greater Beaufort-Port Royal Convention and Visitors Bureau
Statement of Cash Flows
For the Year Ended June 30, 2019

OPERATING ACTIVITIES

Increase in net assets	\$ 44,407
Adjustments to reconcile change in net assets to cash	
Provided by (used in) operating activities	
Depreciation	40
(Increase) decrease in inventory	(9,833)
(Increase) decrease in accounts receivable	(6,900)
Increase (decrease) in accounts payable	7,538
Increase (decrease) in other assets	7,139
Net cash provided by operating activities	42,391

INVESTING ACTIVITIES

Net cash used by investing activities	-
---------------------------------------	---

Net increase in cash and cash equivalents	42,391
Cash and cash equivalents as of beginning of year	220,304
Cash and cash equivalents as of end of year	\$ 262,695

Summary of Cash Accounts

Cash in Bank	\$ 202,335
Certificate of Deposit	60,360
	\$ 262,695

Supplementary Information

Cash paid for interest expense	None
Cash paid for income taxes	None

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019**

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

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

Financial Statement Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board, Financial Statements of Not-for-Profit Organizations. The organization is required to report information regarding its financial position and activities according to three classes of net assets; unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. The organization has no permanently restricted net assets.

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restriction. Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Principles of Accounting

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

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019**

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Contributed Services

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

Inventory

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

Property and Equipment

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

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

Cash and Cash Equivalents

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

Income Taxes

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

**GREATER BEAUFORT-PORT ROYAL CONVENTION AND VISITORS BUREAU
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2019**

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Uncertain Tax Positions

The organization is exempt from federal income tax under Section 501(C)(3) of the Internal Revenue Code. The organization follows FASB ASC 740, Income Taxes, which clarify the accounting for uncertainty in income taxes by prescribing the recognition threshold a tax position is required to meet before being recognized in the financial statements. It also provides guidance on derecognition, classification, interest and penalties, accounting in interim period, disclosure and transition. Management believes the organization is no longer subject to income tax examination by the federal authorities for tax years before 2015.

Use of Estimates

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

NOTE 2 – CASH AND CASH EQUIVALENTS

The organization maintains its cash balances with local regional financial institutions. Bank balances are secured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. All bank balances as of June 30, 2019 were insured.

NOTE 3 – TEMPORARILY RESTRICTED NET ASSETS

Designated Marketing Operation

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



Robb Wells <robbw@beaufortsc.org>

Mailchimp Receipt

1 message

No Reply - Mailchimp <no-reply@mailchimp.com>
Reply-To: No Reply - Mailchimp <no-reply@mailchimp.com>
To: robbw@beaufortsc.org

Tue, Jul 30, 2019 at 2:45 AM



Your order has been processed.

Order MC06066769

Processed on Jul 30, 2019 02:45 am Eastern Time.

Monthly plan

60001 - 75000 subscribers. \$375.00

Mailchimp Pro

Mailchimp Pro \$199.00

Discounts

Save 10% for 3 months on Mailchimp account charges by enabling two-factor authentication

Subtotal **\$574.00**

Taxes

State and Local Tax \$40.18



Payments profile ID
4167-8283-7853

Business name
Chamber

Payments account nickname
Google for Work

Summary created
Aug 27, 2020

Oct 1 – 31, 2019

Ending balance: \$64.20

Date	Description	Amount (USD)
Oct 1 – 31, 2019	G Suite Basic: Usage of 10 seats	\$60.00
Oct 1, 2019	State sales tax (on \$60.00)	\$3.60
Oct 1, 2019	Local sales tax (on \$60.00)	\$0.60
Oct 1, 2019	Automatic payment: Visa ****7548	-\$64.20

Starting balance: \$64.20



Final invoice for the July 2019 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 410077488
Date of issue: August 1, 2019
Payment due on: August 1, 2019

For

BeaufortSC
<robbw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due **\$24.75**

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	744	07-01 00:00	08-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	4	07-06 08:06	07-06 08:06	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	744	07-01 00:00	08-01 00:00	\$0.75



Robb Wells <robbw@beaufortsc.org>

Mailchimp Receipt

1 message

No Reply - Mailchimp <no-reply@mailchimp.com>
Reply-To: No Reply - Mailchimp <no-reply@mailchimp.com>
To: robbw@beaufortsc.org

Fri, Aug 30, 2019 at 2:53 AM



Your order has been processed.

Order MC06212149

Processed on Aug 30, 2019 02:52 am Eastern Time.

Monthly plan

60001 - 75000 subscribers. **\$375.00**

Mailchimp Pro

Mailchimp Pro **\$199.00**

Discounts

Save 10% for 3 months on Mailchimp account charges by enabling two-factor authentication

Subtotal **\$574.00**

Taxes

State and Local Tax **\$40.18**



Robb Wells <robbw@beaufortsc.org>

Mailchimp Receipt

1 message

No Reply - Mailchimp <no-reply@mailchimp.com>
Reply-To: No Reply - Mailchimp <no-reply@mailchimp.com>
To: robbw@beaufortsc.org

Mon, Sep 30, 2019 at 2:56 AM



Your order has been processed.

Order MC06363489

Processed on Sep 30, 2019 02:56 am Eastern Time.

Monthly plan

60001 - 75000 subscribers. **\$375.00**

Mailchimp Pro

Mailchimp Pro **\$199.00**

Discounts

Save 10% for 3 months on Mailchimp account charges by enabling two-factor authentication

Subtotal **\$574.00**

Taxes

State and Local Tax **\$40.18**



Final invoice for the September 2019 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 411173339
Date of issue: October 1, 2019
Payment due on: October 1, 2019

For

BeaufortSC
<robbw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	720	09-01 00:00	10-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	4	09-07 07:51	09-07 07:51	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	720	09-01 00:00	10-01 00:00	\$0.75



Robb Wells <robbw@beaufortsc.org>

Mailchimp Billing Estimate

1 message

No Reply - Mailchimp <no-reply@mailchimp.com>
Reply-To: No Reply - Mailchimp <no-reply@mailchimp.com>
To: robbw@beaufortsc.org

Wed, Oct 16, 2019 at 2:37 AM



Here's your monthly estimate.

Estimate for Sep 30 - Oct 29

This is an estimate of your next bill. The numbers aren't final until your billing cycle is over.

Monthly plan	\$399.00
Monthly plan (60001 - 75000 subscribers.)	
Mailchimp Pro	\$199.00
Mailchimp Pro	
Tax	\$41.86
<hr/>	
Estimated total	\$639.86
for October 30, 2019	

Discount

Save 10% for 3 months on Mailchimp account charges by enabling two-factor authentication.

Issued to

Robb Wells
BeaufortSC
robbw@beaufortsc.org

Issued by

Mailchimp
c/o The Rocket Science Group, LLC
675 Ponce De Leon Ave NE



Final invoice for the October 2019 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 411929686
Date of issue: November 1, 2019
Payment due on: November 1, 2019

For

BeaufortSC
<robbw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	744	10-01 00:00	11-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	4	10-05 08:32	10-05 08:32	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	744	10-01 00:00	11-01 00:00	\$0.75



Robb Wells <robbw@beaufortsc.org>

Mailchimp Receipt

1 message

No Reply - Mailchimp <no-reply@mailchimp.com>
Reply-To: No Reply - Mailchimp <no-reply@mailchimp.com>
To: robbw@beaufortsc.org

Sat, Nov 30, 2019 at 1:47 AM



Your order has been processed.

Order MC06652529

Processed on Nov 30, 2019 01:47 am Eastern Time.

Monthly plan

60001 - 75000 subscribers. **\$399.00**

Mailchimp Pro

Mailchimp Pro **\$199.00**

Discounts

Save 10% for 3 months on Mailchimp account charges by enabling two-factor authentication

Subtotal **\$598.00**

Taxes

State and Local Tax **\$41.86**



Final invoice for the November 2019 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 412313572
Date of issue: December 1, 2019
Payment due on: December 1, 2019

For

BeaufortSC
<robbw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	720	11-01 00:00	12-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	5	11-02 11:40	11-02 11:40	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	720	11-01 00:00	12-01 00:00	\$0.75



Robb Wells <robbw@beaufortsc.org>

Mailchimp Receipt

1 message

No Reply - Mailchimp <no-reply@mailchimp.com>
Reply-To: No Reply - Mailchimp <no-reply@mailchimp.com>
To: robbw@beaufortsc.org

Mon, Dec 30, 2019 at 1:40 AM



Your order has been processed.

Order MC06799733

Processed on Dec 30, 2019 01:40 am Eastern Time.

Monthly plan	\$399.00
60001 - 75000 subscribers.	
Mailchimp Pro	\$199.00
Mailchimp Pro	
Subtotal	\$598.00
Taxes	\$41.86
State and Local Tax	
Total	\$639.86
 Paid via Visa card ending in 7548	 \$639.86

on December 30, 2019



Final invoice for the December 2019 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 412856895
Date of issue: January 1, 2020
Payment due on: January 1, 2020

For

BeaufortSC
<rob主bw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	744	12-01 00:00	01-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	4	12-07 12:06	12-07 12:06	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	744	12-01 00:00	01-01 00:00	\$0.75



Robb Wells <robbw@beaufortsc.org>

Mailchimp Receipt

1 message

No Reply - Mailchimp <no-reply@mailchimp.com>
Reply-To: No Reply - Mailchimp <no-reply@mailchimp.com>
To: robbw@beaufortsc.org

Thu, Jan 30, 2020 at 1:58 AM



Your order has been processed.

Order MC06947101

Processed on Jan 30, 2020 01:58 am Eastern Time.

Monthly plan	\$399.00
60001 - 75000 subscribers.	
Mailchimp Pro	\$199.00
Mailchimp Pro	
Subtotal	\$598.00
Taxes	\$41.86
State and Local Tax	
Total	\$639.86

Paid via Visa card ending in 7548	\$639.86

on January 30, 2020



Final invoice for the January 2020 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 413485729
Date of issue: February 1, 2020
Payment due on: February 1, 2020

For

BeaufortSC
<robbw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	744	01-01 00:00	02-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	4	01-04 12:56	01-04 12:56	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	744	01-01 00:00	02-01 00:00	\$0.75



Final invoice for the February 2020 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 414027431
Date of issue: March 1, 2020
Payment due on: March 1, 2020

For

BeaufortSC
<rob主@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	696	02-01 00:00	03-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	5	02-01 10:53	02-01 10:53	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	696	02-01 00:00	03-01 00:00	\$0.75



Robb Wells <robbw@beaufortsc.org>

Mailchimp Receipt

No Reply - Mailchimp <no-reply@mailchimp.com>
 Reply-To: No Reply - Mailchimp <no-reply@mailchimp.com>
 To: robbw@beaufortsc.org

Wed, Mar 4, 2020 at 1:42 AM



Your order has been processed.

Order MC07086873

Processed on Mar 04, 2020 01:42 am Eastern Time.

Monthly plan	\$399.00
60001 - 75000 subscribers.	
Mailchimp Pro	\$172.47
Mailchimp Pro	
<i>Prorated from \$199.00 for 26 days</i>	
Subtotal	\$571.47
Taxes	\$40
State and Local Tax	
Total	\$611.47
Paid via Visa card ending in 7548	\$611.47

on March 04, 2020



Final invoice for the March 2020 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 414910372
Date of issue: April 1, 2020
Payment due on: April 1, 2020

For

BeaufortSC
<robbw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	744	03-01 00:00	04-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	4	03-07 10:17	03-07 10:17	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	744	03-01 00:00	04-01 00:00	\$0.75



Final invoice for the April 2020 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 415400959
Date of issue: May 1, 2020
Payment due on: May 1, 2020

For

BeaufortSC
<robbw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	720	04-01 00:00	05-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	4	04-04 03:52	04-04 03:52	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	720	04-01 00:00	05-01 00:00	\$0.75



Final invoice for the May 2020 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 416538439
Date of issue: June 1, 2020
Payment due on: June 1, 2020

For

BeaufortSC
<robbw@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	744	05-01 00:00	06-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	5	05-02 04:17	05-02 04:17	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	744	05-01 00:00	06-01 00:00	\$0.75



Mailjet SAS
 13 - 13 bis Rue de l'Aubrac
 75012 PARIS

Invoice n° US20201493204

Date : Jun 2, 2020

Receiver

THE GREATER BEAUFORT-PORT ROYAL CVB

PO Box 501
 Beaufort 29901-0501
 UNITED STATES

Invoice details

Amounts are in USD

Type	Description	Qty	VAT	Unit Price	Amount
Package	SILVER PREMIUM PACKAGE 150,000 email credits from Jun 2, 2020 to Jul 1, 2020.	1	0.00 %	96.95	96.95
Total (excl. VAT)					96.95
VAT					0.00
Total (incl. VAT)					96.95
PAID					96.95



AMERICAN BUS ASSOCIATION

2020 RENEW MEMBERSHIP INVOICE Item 13.

Invoice: 82230

Invoice Date: 10/23/2019

61405
Membership dues
\$2729.00
✓

Greater Beaufort-Port Royal Convention & Visitors Bureau
PO Box 501
713 Craven Street
Beaufort, South Carolina 29901-0501
Attn: Linda Jeffries

Membership Invoice (01/01/2020 - 12/31/2020)

Product	Total
Membership Type: Travel	\$580.00
ABA Foundation (Optional) <i>Supports the motorcoach travel and tour industry with research and scholarships.</i>	\$40.00
Total Invoice Amount	\$620.00
Total Payment Amount	\$0.00
Total Balance Due	\$620.00

Three Easy Ways to Renew Today:

- ONLINE:** www.buses.org, select My ABA, enter member company username & password, and select **Make Payment**, then press the drop down button **Show Balances For** and select the appropriate year.
- CONTACT US:** at 800-283-2877 or email us at membership@buses.org.
- RETURN WITH FORM (Mail, email or fax this form with payment):** Send dues check payments to:

American Bus Association, Attn: Membership, 111 K St. NE, 9th Fl., Washington, DC 20002

Enclosed is my check made payable in U.S. dollars to the "American Bus Association" for \$ 620.00

Please charge VISA MASTERCARD AMERICAN EXPRESS \$ _____

Card Number _____ Exp. Date: _____

Invoice Number _____ Cardholder Name (please print) _____ Signature: _____

American Bus Association Federal Tax ID: 53-0114680)

Note: As a result of ABA's lobbying efforts, membership dues may be deductible as ordinary and necessary business expenses. The deductible portion of your membership dues investment is 88%. Membership dues are not tax-deductible as charitable contributions. However, the optional contribution to ABA Foundation may be deductible as charitable contribution.



2711 LBJ Freeway
 Suite 600
 Dallas, TX 75234
 United States

Receipt

Item 13.

Order Number: 674341

Date: 12/2/2019

Page: 1

Phone: (972) 702-3053

Acct # 61405
membership

Bill To:

Linda Jeffries

PO Box 501/ 713 Craven Street
 Beaufort, SC 29901

Customer ID #	Customer P.O.	Payment Method	Representative		
1433393	Installment Plan	Purchase Order	Mark Killgore		
Quantity	Item Name	Unit Price	Discount	Extended	
1.0000	NMem - New Full Supplier Membership	\$ 539.00	\$ 0.00	\$ 539.00	
1.0000	Full Supplier Membership	\$ 0.00	\$ 0.00	\$ 0.00	
1.0000	Admin Fee for Membership	\$ 0.00	\$ 0.00	\$ 0.00	

Subtotal \$ 539.00

Sales Tax \$ 0.00

Shipping/Handling \$ 0.00

Grand Total \$ 539.00

MEMBERSHIP BELONGS TO THE INDIVIDUAL RATHER THAN THE EMPLOYING ORGANIZATION.

Member dues are nonrefundable and are due annually on the anniversary date of acceptance. Membership dues include an annual subscription to The Meeting Professional magazine. Dues are generally tax-deductible as an ordinary and necessary business expense. Members should confirm tax deductibility with their personal tax advisor.

12/02/2019

Visa \$ 539.00

Amount Due \$ 0.00

Membership Dues Renewal Invoice

Student & Youth Travel Association

2231 Crystal Drive, Suite 204, Arlington, VA 22202

We've Moved: New address as of January 2019! Please update your records.

December 17, 2019

Invoice # 60732473 - 20

APPROVED

#61405 membership dues

Bill To:

Linda Jeffries
 Greater Beaufort - Port Royal Convention & Visitors Bureau
 PO Box 501, 713 Craven St
 Beaufort, SC 29901
 United States

Item Description	Amount
Associate/Supplier Membership Renewal for 2020 Begin Date: 3/1/2020 End Date: 2/29/2021	\$945.00
SYTA Youth Foundation Donation (optional)	\$50.00
Balance Due	\$995.00

945⁰⁰

To Renew Online:

1. Log into your account at syta.site-ym.com
2. Click "Renew Now" at the top left-hand-side of your screen
3. Review and update your company's profile
4. Follow the prompts to checkout

To Review and update Individuals Receiving Member Benefits:

1. Log into your account at syta.site-ym.com
2. Click on "Information and settings"
3. Click on "Sub-accounts"
4. Review and make any necessary changes

Thank you for your Membership!
 If you have any questions, please email membership@syta.org.

Please remit payment within 30 days and send your payment to:
 SYTA, Attn: Membership, 2231 Crystal Drive, Suite 204, Arlington, VA 22202

Please make your check payable to "SYTA." Remember to include the invoice number (60732473 - 20) on your check.

INVOICE 16671

South Carolina Society of Association Executives
PO Box 8205
Columbia, SC 29202



Greater Beaufort- Port Royal CVB
Linda Jeffries
PO Box 501/ 713 Craven Street
Beaufort, SC 29920

Invoice # 16671
Invoice Date 05/01/2020
Invoice Due 06/29/2020

Amount Due	\$ 250.00
-------------------	------------------

Transactions

Description	Amount
Membership Renewal - Associate (through June 30, 2021)	\$ 250.00

#61405
membership Dues
 Please return
 check to me to
 mail.
 Thanks,
 Linda J

Total Amount	\$ 250.00
Amount Paid	-\$ 0.00
Amount Due	\$ 250.00

File Copy

#61405 membership Dues

Destination Development Association partnering with ROGER BROOKS International

From Destination Development Association
24654 N. Lake Pleasant Pkwy
Suite 103-487
Peoria AZ 85383
US

INVOICE

For
Robb Wells
POB 501
Beaufort SC 29902
US

Invoice Number:	1963
Issue Date:	November 5, 2019
Due Date:	
Amount Due:	150.00

Item	Description	Price	Tax	Total Price
Membership	Membership	150.00	0.0%	150.00

Please send check to:	
Notes:	Destination Development Association 24654 N. Lake Pleasant Pkwy. Suite 103-487 Peoria, AZ 85383
Notes	Subtotal: 150.00
	Tax: 0
	Total: 150.00
	Amount Paid: -0
	Balance Due: 150.00



MCASC Motorcoach Association of South Carolina

106 Main Street
Brookneal, VA 24528
888-376-1150
FAX 866-376-1156
info@scmotorcoach.org

Dues Invoice

Date	Invoice #
12/2/2019	6260

*Acct. # 61405
(membership dues)*

Bill To
Greater Beaufort-Port Royal CVB Linda Jeffries P.O. Box 501 Beaufort, SC 29902

Terms
April 1

Description	Amount
2020 Membership Dues	225.00
Late Fee if paid after April 1. (Deduct \$25 late fee if dues are paid by deadline.)	25.00
<p>The 2020 Annual Meeting and Market Place will be held August 25-28 at the Hotel Madison & Shenandoah Valley Conference Center in Harrisonburg, VA. This will be a joint meeting with Virginia Motorcoach Association and North Carolina Motorcoach Association. Look for more details in the MCASC newsletter and on the website. Registration materials will be mailed to MEMBERS ONLY.</p>	
<p>Please Note: The \$25 late fee should be deducted from your payment if your dues are mailed by April 1, 2020.</p>	
<p>Credit Card Payments (Please type or print clearly.)</p>	
Type: Visa ___ Master Card ___ Discover ___ American Express ___	
Card Number: _____ Expiration: _____	
Credit Card Billing Address: _____	
Name on Card: _____ Security Code: _____	
Amount: _____ Signature: _____ Date: _____	
Email Address for Receipt: _____	

<input type="checkbox"/> % of your MCASC dues may be used as a tax deduction.	Total \$250.00
---	----------------------------------

Federal ID #: 58-2385180

\$225.00



1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

INVOICE

Item 13.

Invoice #	1904162011
Invoice Date	6/28/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1904162
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
158	Fulfillment Mailing - Inkjet envelope, laser & fold letter Insert letter and guide into envelope, seal Sort, bundle, mail Foreign Postage Postage Postage Received	\$168.72 \$17.40 \$115.40 -\$115.40		\$168.72 \$17.40 \$115.40 -\$115.40
<p><i>Fulfillment 64726</i></p> <p>APPROVED</p> 				
		Subtotal		\$186.12
		Sales Tax		\$0.00
		Total Due		\$186.12

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com



INVOICE

1700 East President Street
Savannah, GA 31404
Phone: (912) 233-4532
Email: tdurham@kennickell.com

Beaufort Regional Chamber of Commerce
Robb Wells
P.O. Box 910
Beaufort, SC 29901

Invoice #	18016810115
Invoice Date	3/29/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1801681
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
1	Fulfillment Billing 3/1/19 - 3/31/19 Promail Usage Fee	\$154.50		\$154.50
10	Pallet Storage	\$23.69	EA	\$236.90
5	Order Fulfillment	\$5.15	EA	\$25.75
1	Local Delivery	\$20.60	EA	\$20.60
1	Shipping Charges	\$106.72		\$106.72

64780
APPROVED
[Signature]

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

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Subtotal	\$544.47
SC-Beaufort Co	\$6.40
Total Due	\$550.87



Item 13.

INVOICE

1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Beaufort Regional Chamber of Commerce
 Robb Wells
 P.O. Box 910
 Beaufort, SC 29901

Invoice #	18016810120
Invoice Date	6/28/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1801681
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 6/1/19 - 6/30/19			
1	Promail Usage Fee	\$154.50		\$154.50
8	Pallet Storage	\$23.69	EA	\$189.52
6	Order Fulfillment	\$5.15	EA	\$30.90
11	Package Handling	\$1.00	EA	\$11.00
	UPS Shipping Charges	\$242.02		\$242.02

APPROVED
 [Signature]

647700

[Signature]

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Subtotal	\$627.94
Sales Tax	\$16.94
Total Due	\$644.88



Item 13.

INVOICE

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 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Beaufort Regional Chamber of Commerce
 Robb Wells
 P.O. Box 910
 Beaufort, SC 29901

Invoice #	18016810121
Invoice Date	7/31/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1801681
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 7/1/19 - 7/31/19			
1	Promail Usage Fee	\$154.50		\$154.50
4	Pallet Storage	\$23.69	EA	\$94.76
7	Order Fulfillment	\$5.15	EA	\$36.05
71	Package Handling	\$1.00	EA	\$71.00
2	Beaufort Delivery	\$154.50	EA	\$309.00
1	Shipping Charges	\$362.08		\$362.08
1	Order 183875 Custom Delivery to Craven Street	\$75.00		\$75.00
				
Subtotal				\$1,102.39
Sales Tax				\$25.35
Total Due				\$1,127.74

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

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INVOICE

1700 East President Street
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Beaufort Regional Chamber of Commerce
 Robb Wells
 P.O. Box 910
 Beaufort, SC 29901

Invoice #	1904627011
Invoice Date	7/31/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1904627
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
140	Fulfillment Mailing - Inkjet envelope, laser generic letter, fold letter	\$152.60		\$152.60
	Insert guide and letter into envelope, seal			
	Sort, bundle, drop at PO			
	Postage	\$103.57		\$103.57
	Postage Rec'd	-\$103.57		-\$103.57
	Metered Postage	\$8.70		\$8.70
<p>64700</p> <p>APPROVED</p> <p><i>UMR</i></p> 				
Subtotal				\$161.30
Sales Tax				\$0.00
Total Due				\$161.30

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com



Item 13.

INVOICE

1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Invoice #	1905043011
Invoice Date	8/19/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1905043
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
136	Fulfillment Mailing - Laser letter, fold Inkjet envelope, insert letter and guide, seal Sort, bundle, mail	\$151.24		\$151.24
	Postage	\$110.23		\$110.23
	Metered Postage	\$8.70		\$8.70
				
		Subtotal		\$270.17
		Sales Tax		\$0.00
		Total Due		\$270.17

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

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Item 13.

INVOICE

1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Invoice #	1905670011
Invoice Date	8/30/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1905670
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
169	Fulfillment Mailing - Inkjet envelope, laser and fold generic letter	\$162.46		\$162.46
	Insert letter and guide, seal			
	Sort, bundle, mail			
	Postage	\$121.29		\$121.29
	Postage Rec'd	-\$121.29		-\$121.29
	Foreign Postage	\$33.89		\$33.89
		Subtotal		\$196.35
		Sales Tax		\$0.00
		Total Due		\$196.35

64700
 APPROVED
 UM

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com



Item 13.

INVOICE

1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Invoice #	1901689011
Invoice Date	8/31/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1901689
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 8/1/2019 - 8/31/2019	\$0.00	EA	\$0.00
→ 1	Veracore (Promail) Usage Fee ↑ from 154 ⁵²	\$260.00		\$260.00
4	Pallet Storage	\$23.69	EA	\$94.76
7	Order Fulfillment	\$5.15	EA	\$36.05
64	Package Handling	\$1.00	EA	\$64.00
4	Local Delivery	\$20.60	EA	\$82.40
1	Beaufort Delivery	\$154.50	EA	\$154.50
1	Shipping Charges	\$295.30		\$295.30
1	CREDIT Order #183875 charge for Beaufort delivery duplicated on July 2019 invoice # 18016810121 CREDIT	-\$75.00		-\$75.00

64700
 APPROVED

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Subtotal	\$912.01
Sales Tax	\$0.00
Total Due	\$912.01



Item 13.

INVOICE

1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Invoice #	1901689011
Invoice Date	8/31/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1901689
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 8/1/2019 - 8/31/2019	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee <i>↑ from 154⁵²</i>	\$260.00		\$260.00
4	Pallet Storage	\$23.69	EA	\$94.76
7	Order Fulfillment	\$5.15	EA	\$36.05
64	Package Handling	\$1.00	EA	\$64.00
4	Local Delivery	\$20.60	EA	\$82.40
1	Beaufort Delivery	\$154.50	EA	\$154.50
1	Shipping Charges	\$295.30		\$295.30
1	CREDIT Order #183875 charge for Beaufort delivery duplicated on July 2019 invoice # 18016810121 CREDIT	-\$75.00		-\$75.00

64700
APPROVED
[Signature]

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Subtotal	\$912.01
Sales Tax	\$0.00
Total Due	\$912.01



1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

INVOICE

Item 13.

Invoice #	1901689012
Invoice Date	9/30/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1901689
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 9/1/19 - 9/30/19	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$160.00		\$160.00
4	Pallet Storage	\$23.69	EA	\$94.76
2	Order Fulfillment	\$5.15	EA	\$10.30
7	Package Handling	\$1.00	EA	\$7.00
1	Shipping Charges	\$172.79		\$172.79
1	(CREDIT) Veracore usage fee, incorrect price increase on invoice # 1901689011(CREDIT)	-\$100.00		-\$100.00
Subtotal				\$344.85
Sales Tax				\$0.00
Total Due				\$344.85

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com



Item 13.

INVOICE

1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Invoice #	1901689013
Invoice Date	10/31/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1901689
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 10/1/19 - 10/31/19	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$154.50		\$154.50
4	Pallet Storage	\$23.69	EA	\$94.76
4	Order Fulfillment	\$5.15	EA	\$20.60
31	Package Handling	\$1.00	EA	\$31.00
1	Beaufort Delivery	\$154.50	EA	\$154.50
1	Shipping Charges	\$24.40		\$24.40

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Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Subtotal	\$479.76
Sales Tax	\$1.71
Total Due	\$481.47



Item 13.

INVOICE

1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Invoice #	1906422011
Invoice Date	10/31/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1906422
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
161	Beaufort Chamber Fulfillment Mailing 10/8/19 - Inkjet envelope, insert letter and guide, seal Sort, bundle, mail	\$169.74		\$169.74
	Metered Postage	\$29.08		\$29.08
	Postage	\$127.48		\$127.48

64700
 APPROVED

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Subtotal	\$326.30
Sales Tax	\$0.00
Total Due	\$326.30



1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Item 13.

INVOICE

Invoice #	1901689013
Invoice Date	10/31/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1901689
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 10/1/19 - 10/31/19	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$154.50		\$154.50
4	Pallet Storage	\$23.69	EA	\$94.76
4	Order Fulfillment	\$5.15	EA	\$20.60
31	Package Handling	\$1.00	EA	\$31.00
1	Beaufort Delivery	\$154.50	EA	\$154.50
1	Shipping Charges	\$24.40		\$24.40
Subtotal				\$479.76
Sales Tax				\$1.71
Total Due				\$481.47

APPROVED

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com



The Kennickell Group
 1700 East President Street
 Savannah, GA 31404

STATEMENT

11/18/19

Customer Id: GBCVB

TO: Greater Beaufort - Port Royal CVB
 Accounts Payable
 P.O. Box 501
 Beaufort, SC 29901

Fax:

Invoice/Pmt Date	Invoice/Chk Number	Purchase Order Number	Invoice Amount	Less Payments	Current Amount Due	
1/31/19	1901049011		165.72		165.72	
4/30/19	1903248011		368.67		368.67	
5/30/19	1903721011		191.75	116.17	75.58	
APPROVED <i>[Signature]</i>						
CURRENT		OVER 30	OVER 60	OVER 90	OVER 120	BALANCE DUE
0.00		0.00	0.00	0.00	609.97	609.97

Make all checks payable to: The Kennickell Group

If you have any questions concerning this statement,
 call: (912) 233-4532

Our email: tdurham@kennickell.com

THANK YOU FOR YOUR BUSINESS!

6470
APPROVED
[Signature]

534.39



1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Item 13.

INVOICE

Invoice #	1907166011
Invoice Date	11/27/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1907166
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
136	Fulfillment Mailing - Inkjet envelope, laser and fold letter Insert letter and guide, seal Sort, bundle, mail Metered Postage Postage Postage Rec'd	\$151.24 \$16.49 \$104.09 -\$104.09		\$151.24 \$16.49 \$104.09 -\$104.09
		Subtotal		\$167.73
		Sales Tax		\$0.00
		Total Due		\$167.73

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com



1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

INVOICE

Item 13.

Invoice #	1901689014
Invoice Date	11/30/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1901689
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 11/1/19 - 11/30/19	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$154.50		\$154.50
1	Pallet Storage	\$23.69	EA	\$23.69
3	Order Fulfillment	\$5.15	EA	\$15.45
27	Package Handling	\$1.00	EA	\$27.00
1	Beaufort Delivery	\$154.50	EA	\$154.50
1	Shipping	\$73.20		\$73.20
Subtotal				\$448.34
Sales Tax				\$5.12
Total Due				\$453.46

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com



1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Item 13.

INVOICE

Invoice #	1901689015
Invoice Date	12/31/19
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	1901689
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 12/1/19 - 12/31/19	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$154.50		\$154.50
1	Pallet Storage	\$23.69	EA	\$23.69
2	Order Fulfillment	\$5.15	EA	\$10.30
42	Package Handling	\$1.00	EA	\$42.00
1	Product Receipt	\$30.90	EA	\$30.90
1	Beaufort Delivery	\$154.50	EA	\$154.50
1	Shipping Charges	\$59.54		\$59.54
				
Subtotal				\$475.43
SC-Beaufort Co				\$4.17
Total Due				\$479.60

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Kennickell Group

113 Craven Street, P.O. Box 172, Beaufort, SC 29901

Phone: (843) 317-5079 | Email: info@BeaufortHistoryMuseum.com | Website: www.BeaufortHistoryMuseum.com

INVOICE

Item 13.

1700 East President Street
Savannah, GA 31404
Phone: (912) 233-4532

BOARD MEMBER Email: mdurham@kennickell.com

Carol Lauvray
President

Andrea Allen
Vice President

Steve Guida
Treasurer

Stuart Heath
Secretary

Mary Lou Brewton

Lorrie Burleyknoles

Greater Beaufort - Port Royal CVB
Rob Wells
P.O. Box 501
Beaufort, SC 29901

Invoice #	2001375011
Invoice Date	1/30/20
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	2001375
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
140	Fulfillment Mailing 1/9/20 - Inkjet envelope, laser and fold letter	\$142.60		\$142.60
	Insert letter and guide, seal			
	Sort, bundle, mail			
	Postage	\$133.58		\$133.58

Fulfilled
APPROVED
[Signature]

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Subtotal	\$276.18
Sales Tax	\$0.00
Total Due	\$276.18

The Mission of the Beaufort History Museum is to preserve, promote, and interpret the experiences of our past that influence us now and in the future.



1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

INVOICE

Item 13.

Invoice #	2001340011
Invoice Date	1/31/20
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	2001340
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 1/1/2020 - 1/31/2020	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$154.50		\$154.50
13	Pallet Storage	\$23.69	EA	\$307.97
4	Order Fulfillment	\$5.15	EA	\$20.60
2	Order Entry (Phone, Fax or Email Orders)	\$5.15	EA	\$10.30
7	Package Handling	\$1.00	EA	\$7.00

64700
APPROVED

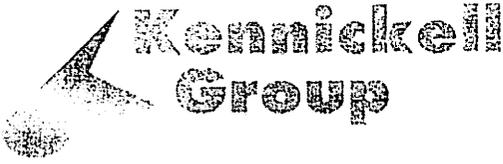
Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Subtotal	\$500.37
Sales Tax	\$0.00
Total Due	\$500.37

emailed to CFO 5/19/20

Item 13.



INVOICE

1700 East President Street
Savannah, GA 31404
Phone: (912) 233-4532
Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
Rob Wells
P.O. Box 501
Beaufort, SC 29901

Invoice #	2001340014
Invoice Date	4/30/20
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	2001340
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 4/1/2020 - 4/30/2020	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$154.50		\$154.50
12	Pallet Storage	\$23.69	EA	\$284.28
<p style="text-align: center;"><i>Wells</i></p> <p style="text-align: center;">APPROVED</p> <p style="text-align: center;">APPROVED</p>				
Subtotal				\$438.78
Sales Tax				\$0.00
Total Due				\$438.78

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

The UPS Store - #3483
10 SAMS POINT WAY
SUITE B-1
Beaufort, SC 29907
(843) 525-9362

05/29/20 12:34 PM

We are the one stop for all your shipping, postal and business needs.

Visit us online at:
www.theupsstorelocal.com/3483

Attn: Rhonda Eldridge, Manager
1-26 SC Welcome Center
200 I-26 Eastbound
Landrum, SC 29356



- 001 001045 (001) T1 \$ 33.03
Ground Residential
Tracking# 1Z29E5370396417169
- 002 001045 (001) T1 \$ 33.03
Ground Residential
Tracking# 1Z29E5370327154975
- 003 001045 (001) T1 \$ 33.03
Ground Residential
Tracking# 1Z29E5370364236727
- 004 001045 (001) T1 \$ 33.03
Ground Residential
Tracking# 1Z29E5370301907656

SubTotal \$ 132.12
Total \$ 132.12

VISA CREDIT \$ 132.12

ACCOUNT NUMBER * ***** * 18
Apr Code: 029215 (I) Sale

ENTRY METHOD: ChipRead
MODE: Issuer
AID: A0000000031010
TVR: 8080008000
TSI: 6800
AC: 969C2A1F7D6C96DA
ARC: 00

Receipt ID 89906983784350883995 004 Items
CSH: STEPHANIE Tran: 7194 Reg: 003

Thank you for visiting our store.
Please come back again soon.

Whatever your business and personal needs, we are here to serve you.



1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

INVOICE

Item 13.

Invoice #	2001340015
Invoice Date	5/31/20
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	2001340
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 5/1/2020 - 5/31/2020	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$154.50		\$154.50
12	Pallet Storage	\$23.69	EA	\$284.28
1	Order Fulfillment	\$5.15	EA	\$5.15
50	Package Handling	\$1.00	EA	\$50.00
1	Beaufort Delivery	\$154.50	EA	\$154.50

APPROVED
uma

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Buy online at www.kennickell.com

Subtotal	\$648.43
Sales Tax	\$0.00
Total Due	\$648.43



INVOICE

1700 East President Street
 Savannah, GA 31404
 Phone: (912) 233-4532
 Email: tdurham@kennickell.com

Greater Beaufort - Port Royal CVB
 Rob Wells
 P.O. Box 501
 Beaufort, SC 29901

Invoice #	2001340016
Invoice Date	6/30/20
Date Shipped	
Ship Via	KPC Local Truck
Salesperson	David Rosenblum
Terms	Net 30
Job Number	2001340
P.O. Number	

Quantity	Description	Unit Price	UM	Amount
	Fulfillment Billing 6/1/2020 - 6/30/2020	\$0.00	EA	\$0.00
1	Veracore (Promail) Usage Fee	\$154.50		\$154.50
9	Pallet Storage	\$23.69	EA	\$213.21
3	Order Fulfillment	\$5.15	EA	\$15.45
7	Package Handling	\$1.00	EA	\$7.00
1	Shipping Charges	\$99.42		\$99.42

APPROVED
LM

64700

Ask us about precision cut wall art and signage, vehicle wraps and banners with our new HP 3500; like no other in the Southeast!

Pay online at www.kennickell.com

Subtotal	\$489.58
Sales Tax	\$6.96
Total Due	\$496.54



3102 Walker Ridge Dr NW
Walker, MI 49544

Advertising Invoice
Invoice # 0002584710
Business Unit: 36500

Item 13.

1 Billing Period		2 Advertiser / Client Name		
05/01/2020 - 05/31/2020		GREATER PORT ROYAL CONVENTION AND VISITORS BUREAU		
3 Billing Date	4 Advertiser Account #	5 Customer Account #		
05/31/2020	1000901287	1000901287		
6 Total Amount Due	7 *Unapplied Amount	8 Terms of Payment		9 Page
\$45,000.00	\$0.00	Upon Receipt		1
10 Current Period		11 30 Days	11 60 Days	11 90 Days
\$45,000.00		\$0.00	\$0.00	\$0.00

M

GREATER PORT ROYAL
CONVENTION AND VISITORS
BUREAU
PO BOX 910
BEAUFORT, SC 29901

Customer Service Inquiries: 1-877-241-7578

al-invoicesupport@advancelocal.com

12 Date	13 Ad #	14 Product	15 PO/Description	16 Times	17 Units	18 Rate	19 Amount
05/31	0009622803	Audience Extension	VideoYouTubeTrueView/Audience Extension				14,000.00
05/31	0009622808	Search	Enterprise Search				10,000.00
05/31	0009622812	SMO	Paid Social Media FB IG				11,000.00
05/31	0009622816	Audience Extension	Connected TV Video/Audience Extension				10,000.00

Please remember to include the bottom portion of page 1 with your payment. Thank You!

APPROVED

43224
70000

70000
Recovery Ad
Pr \$90,000

PLEASE DETACH AND RETURN LOWER PORTION WITH YOUR REMITTANCE



3102 Walker Ridge Dr NW
Walker, MI 49544

Advertising Invoice
Invoice # 0002599398
Business Unit: 36500

1 Billing Period		2 Advertiser / Client Name			Item 13.	
06/01/2020 - 06/30/2020		GREATER PORT ROYAL CONVENTION A				
3 Billing Date		4 Advertiser Account #		5 Customer Account #		
06/30/2020		1000901287		1000901287		
6 Total Amount Due		7 * Unapplied Amount		8 Terms of Payment		
\$90,000.00		\$0.00		Upon Receipt		
10 Current Period		11 30 Days		11 60 Days		
\$90,000.00		\$0.00		\$0.00		
				9 Page		
				1		

M

GREATER PORT ROYAL CONVENTION AND VISITORS BUREAU
PO BOX 910
BEAUFORT, SC 29901

Customer Service Inquiries: 1-877-241-7578
al-invoicesupport@advancelocal.com

12 Date	13 Ad #	14 Product	15 PO/Description	16 Times	17 Units	18 Rate	19 Amount
06/30	D462473		DEBIT AL Transfer/Transfer Ad				45,000.00
06/30	0009653198	Audience Extension	Video YouTube TrueView/Audience Extension				14,000.00
06/30	0009653199	Search	Enterprise				10,000.00
06/30	0009653209	SMO	Paid Social Media FB IG				11,000.00
06/30	0009653215	Audience Extension	Connected TV Video/Audience Extension				10,000.00

PAID CK # 16412 (see attached)

Please remember to include the bottom portion of page 1 with your payment. Thank You!

Recovery Ad Spend
70000

PLEASE DETACH AND RETURN LOWER PORTION WITH YOUR REMITTANCE



Advertising Invoice
Invoice # 0002599398
Business Unit: 36500



1 Billing Period		2 Advertiser / Client Name		
06/01/2020 - 06/30/2020		GREATER PORT ROYAL CONVENTION AND VISIT		
3 Billing Date		4 Advertiser Account #		5 Customer Account #
06/30/2020		1000901287		1000901287
6 Total Amount Due		7 * Unapplied Amount		8 Terms of Payment
\$90,000.00		\$0.00		Upon Receipt
10 Current Period		11 30 Days		11 60 Days
\$90,000.00		\$0.00		\$0.00
				9 Page
				1

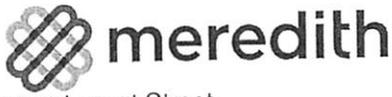
GREATER PORT ROYAL CONVENTION AND VISITORS BUREAU
PO BOX 910
BEAUFORT, SC 29901

20 REMIT TO:
Alabama Media Group
Dept 77571
PO Box 77000
Detroit MI 48277-0571

Amount Paid: 45,000.00
Check # _____

36500 0000001000901287 0000001000901287 0009000000 0002599398 2

Invoice



1716 Locust Street
Des Moines, IA 50309

Bill To:

FEREBEELANE
3 N LAURENS STREET
GREENVILLE, SC 29601

Invoice #		Invoice Date
20123369		03/13/2020
Terms	Customer #	IO Num
NET 30	94829	'000519
		Internal Ref
		OPP-0367964

Advertiser:

BEAUFORT CHAMBER OF COMMERCE

Brand:

Description	Page	NEP	Net Amount
National Full Page 4-Color COASTAL LIVING THE ESCAPE ISSUE-SPRING 2020	9	1.0	5,000.00

Additional Invoice Information:

SubTotal 5,000.00

Billing Revision 0.00
Revised Net Amount 5,000.00

Comments:

Questions? Call 1-866-808-4807

Payments

Remittances May Be Sent Via:

Regular Mail

Meredith Corporation
PO Box 730148
DALLAS, TX 75373-0148

Balance Due 5,000.00
USD

ACH or Wire

Bank Name: JPM Chase
Bank Address: One Chase Plaza, Chicago IL 60603 USA
Account Name: Meredith Funding Corporation
Account No: 675525042
ACH Routing #: 071000013
Wire Routing #: 021000021
Swift Code: CHASUS33
Remittance: Wire.RemittanceNMG@meredith.com

61310
\$ 22,312.50
155



345 E. Toole Ave.
Tucson, Arizona 85701
Phone 520-322-0895 Fax 520-322-9438
FEI 76-0738649

61310
~~PAID~~

Invoice

INVOICE #: 202000012
INVOICE DATE: 01/15/2020

BILL TO: FerebeeLane
101 N Main Street
3rd Floor, suite 315
Greenville, SC 29601

ADVERTISER: Beaufort Regional Chamber of Commerce
1106 Carteret Street
Beaufort, SC 29902

REFERENCE #	DATE DUE	PAYMENT TERMS	MESSAGE
SCOVG20 - Beaufort	02/14/2020	NET 30	Order #000451

PROGRAM	DESCRIPTION	SALESPERSON	QTY	PRICE	EXTENDED PRICE
Discover South Carolina 2020	Half Page Ad - Horizontal	Trevor Fletcher	1	\$7,225.00	\$7,225.00
				SUBTOTAL	\$7,225.00
				Sales Tax	\$0.00
				TOTAL	\$7,225.00

VENDOR CODE: _____ 

CLIENT CODE: _____

ORDER #: _____ **LINE #:** _____

DATE: _____ **INITIALS:** _____



PO Box 1125
Deltaville, VA 23043

INVOICE

Contract Date	Invoice Date	Invoice #
7/10/2019	7/10/2019	10731

Refers To:

Bill To:

Greater Beaufort - Port Royal CVB
PO Box 910
701 Craven Street
Beaufort, SC 29902

ADVERTISING

P.O. Number	Due Date	Terms	Rep
	7/31/2019	PAYMENT BY DUE DATE	GJ

Qty.	Type of Advert	Description	Price Each	Publication	Amount
1	Full Page	Total Amount of Contract \$5,840.00	2,720.00	2020-Atlantic-ICW	2,720.00
1	Full Page		960.00	MAG-2020-Atlan...	960.00
1	News		1,080.00	2020-Atlantic-ICW	1,080.00
1	Newsletter		1,080.00	2020-Atlantic-ICW	1,080.00

Handwritten notes:
 (D)
 1/2 18/19
 1/2 19/20
 \$2920 - 18/19
 \$2920 - 19/20
 61310

Amount is current and payment is received by...
 account will be allowed. A service charge...
 (% per annum) will be assessed if...
 by the net due date.
 reductions without prior authorization

If payment received by:	N/A
* Discount Allowed	\$ 0.00
Net Due Date	07/31/2019

Subtotal	\$5,840.00
Sales Tax (0.0%)	\$0.00
Total	\$5,840.00

Make all remittance payable to:
Waterway Guide in U.S. Dollars

Phone #	Fax #	E-mail	Web Site
(804) 776-0044	(804) 776-6111	acrowther@waterwayguide.com	waterwayguide.com



September 2 , 2019

INVOICE

CFT # 143

Publication Title: Carolina Field Trips Magazine

Issue: Fall 2019 Edition

Client: Greater Beaufort/Port Royal CVB Offices, Beaufort, SC

Client Contact: Robb Wells, Executive Director

Advertising Space Unit Size: Full Page Color

Advertising Space Unit Cost: \$2,595.00

Position: South Carolina Region Pages

Frequency: 3x

Account Number: On File

Terms: Proof Provided by Client

Phone Tax Number: 56-1960361

Payment Due: Upon Receipt

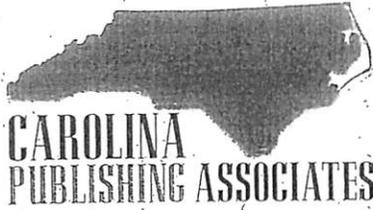
613100
APPROVED

Remit Payment to:

Carolina Publishing & Associates

P.O. Box 1155, Matthews, NC 28106

Phone: 704-708-6270, Fax: 704-78-6280



December 26, 2019

INVOICE

CFT # 131

Publication Title: Carolina Field Trips Magazine

Issue: Spring 2020 Edition

Client: Beaufort Port Royal CVB Office, Beaufort, SC

Client Contact: Robb Wells, Executive Director

Advertising Space Unit Size: Full Page Color

Advertising Space Unit Cost: \$2,595.00

Position: South Carolina Region Pages

Frequency: 3x

Order Number: On File

Terms: Proof Provided by Client

Tax Number: 56-1960361

Payment Due: Upon Receipt

61310
APPROVED
[Signature]

Remit Payment to:

Carolina Publishing & Associates

P.O. Box 1155, Matthews, NC 28106

Phone: 704-708-6270, Fax: 704-78-6280

Touchpoint Communications, LLC
 522 King Street
 Charleston, SC 29403

Invoice

Invoice #: 1398
 Invoice Date: 1/6/20
 Due Date: 1/6/20
 Case:
 P.O. Number:

Bill To:
 Beaufort Port Royal CVB
 Robb Wells
 Greater Beaufort/Port Royal CVB
 PO Box 501
 Beaufort, SC 29901

Description	Hours/Qty	Rate	Amount
Monthly PR retainer for January. Work plan for first official month of engagement includes work on PR research visit, notes and plan development for review with client this month; cultivation of media leads as they come in and planning for proactive outreach; researching best media showcases/conferences for Beaufort to participate in; updating digital media kit; weekly client account management calls; additional help as needed. Work product provided in December (pre conference) included pitch to Macaroni Mom on roundup of family friendly destinations; Group Travel Leader; Readers Digest "most peaceful places on earth." Drafted new copy for blogs (Alabama Media Group). Outreached to key media/partners to alert them to our openness to collaboration on media tours, etc.		2,000.00	2,000.00
Total			\$2,000.00
Payments/Credits			\$0.00
Balance Due			\$2,000.00

Touchpoint Communications, LLC
 522 King Street
 Charleston, SC 29403

Invoice

Invoice #: 1414
 Invoice Date: 2/5/20
 Due Date: 2/5/20
 Case:
 P.O. Number:

Bill To:
 Beaufort Port Royal CVB
 Robb Wells
 Greater Beaufort/Port Royal CVB
 PO Box 501
 Beaufort, SC 29901

Description	Hours/Qty	Rate	Amount
PR, account management and planning support for January. Full itemization of efforts and results delivered in separate activity report.		2,000.00	2,000.00
Team fam tour of Beaufort included Old Bull Tavern meal \$82.35; Blackstones \$23.46; Common Ground \$7.39; Herban Market \$42.69; mileage round trip plus in-town of 174 miles at 57.5 cents per totaling \$100.05		255.94	255.94
Travel South airfare booked in January: CHS to Baton Rouge 475.4		475.40	475.40

61710

61710

61370
APPROVED


Total \$2,731.34

Payments/Credits \$0.00

Balance Due \$2,731.34

Touchpoint Communications, LLC
522 King Street
Charleston, SC 29403

Invoice

Invoice #: 1430
Invoice Date: 3/5/20
Due Date: 3/5/20
Case:
P.O. Number:

Bill To:
Beaufort Port Royal CVB
Robb Wells
Greater Beaufort/Port Royal CVB
PO Box 501
Beaufort, SC 29901

Description	Hours/Qty	Rate	Amount
PR Support for February outlined in separate account service report; PR efforts and results provided in separate PR report. Invoice for March PR support.		2,000.00	2,000.00

61370
PAID
[Handwritten signature]

Total	\$2,000.00
Payments/Credits	\$0.00
Balance Due	\$2,000.00

Touchpoint Communications, LLC
1483 Diamond Boulevard
Mount Pleasant, SC 29466

Invoice

Invoice #: 1446
Invoice Date: 4/1/20
Due Date: 4/1/20
Case:
P.O. Number:

Bill To:
Beaufort Port Royal CVB
Robb Wells
Greater Beaufort/Port Royal CVB
PO Box 501
Beaufort, SC 29901

Description	Hours/Qty	Rate	Amount
PR Support for March as enumerated in recent activity report. Expenses related to TravelSouth showcase: Baton Rouge hotel 678.33, uber/lyfts to and from airport 19.25, 21.20, 7.37, 14.52, 18.94; breakfast travel days 11.28, 5.79		2,000.00 776.68	2,000.00 776.68

APPROVED
ZW
61370

Total	\$2,776.68
Payments/Credits	\$0.00
Balance Due	\$2,776.68

Touchpoint Communications, LLC
1483 Diamond Boulevard
Mount Pleasant, SC 29466

Invoice

Invoice #: 1456
Invoice Date: 5/5/20
Due Date: 5/5/20
Case:
P.O. Number:

Bill To:

Beaufort Port Royal CVB
Robb Wells
Greater Beaufort/Port Royal CVB
PO Box 501
Beaufort, SC 29901

Description	Hours/Qty	Rate	Amount
PR support for April included conducting business continuity seminar for retailers, work on post-COVID planning and other details as outlined in monthly activity report.		2,000.00	2,000.00

61370
APPROVED
[Signature]

Total	\$2,000.00
Payments/Credits	\$0.00
Balance Due	\$2,000.00

SK Signs & Designs
 77 James F Byrnes St
 Beaufort, SC 29907 US
 (843) 271-9666
 Shawn@digitalskassoc.com
 http://www.digitalskassoc.com



BILL TO
 Visit Beaufort, Port Royal & The
 Sea Islands

INVOICE 3546

DATE 05/25/2020 **TERMS** Due on receipt

DUE DATE 05/25/2020

DESCRIPTION

QTY

RATE

AMOUNT

Video Production

3

100.00

300.00

Phase 1 - Tourism Videos (.30 and .15 spots) - Custom Stroke Effect Text

*Fell In Love

*Find Inspiration

*Dreaming of Coastal Getaway

TOTAL DUE

\$300.00

Invoice

Touchpoint Communications, LLC
 1483 Diamond Boulevard
 Mt. Pleasant, SC 29466 US
 843-296-2033
 ctroy@touchptcom.com

BILL TO
Beaufort Port Royal CVB
Robb Wells
Greater Beaufort/Port Royal CVB
PO Box 501
Beaufort, SC 29901

INVOICE #	DATE	TOTAL DUE	DUE DATE	TERMS	ENCLOSED
1468	06/04/2020	\$2,000.00	06/04/2020	Due on receipt	

DATE	ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
	Publicity	May PR and comms support as outlined in monthly activity report.	1	2,000.00	2,000.00

Hi Robb. Here's the invoice to match the May report Crisy sent yesterday.
 Looking forward to what's next!

BALANCE DUE

\$2,000.00

6/3/20
 RECEIVED


LYNN SELDON, INC.
219 Willow Point Rd.
Beaufort, SC 29906
phone 910/274-8070

INVOICE

06/30/20

Robb Wells
Greater Beaufort-Port Royal CVB
PO Box 501
Beaufort, SC 29901

INVOICE #LS-20-803

<u>Activity</u>	<u>Amount</u>
Writing for Visit Beaufort Website	
Summertime on Fripp Island – 1,023 words at \$.50/word	\$ 511.50
Pat Conroy's Beaufort – 729 words at \$.50/word	\$ 364.50
Beaufort Family Vacation Guide – 1,062 words at \$.50/word	\$ 531.00
 TOTAL AMOUNT DUE	 \$ 1,407.00

Terms: 30 days net
Payable to: Lynn Seldon, Inc.
EIN: 54-2042075

PR 61370
APPROVED
[Signature]

SK Signs & Designs
77 James F Byrnes St
Beaufort, SC 29907
(843) 271-9666
Accounts@DigitalSKAssoc.com
http://www.digitalskassoc.com

61450
Printing
3282-58
✓

Item 13.



BILL TO
Visit Beaufort, Port Royal & The
Sea Islands

INVOICE 3169

DATE 09/30/2019 TERMS Due on receipt

DUE DATE 09/30/2019

DESCRIPTION	QTY	RATE	AMOUNT
Digital Print Graphic Re-Print of "inner coastal" Digital Print Graphic with Laminate for wall above desk (10.3sq/ft)	1	76.77	76.77T
Installation No Charge	1	0.00	0.00

SUBTOTAL 76.77
TAX 5.37
TOTAL 82.14

TOTAL DUE \$82.14

VC
[Signature]



**CREATIVE
PRINTING, INC.**
3923 Darien Hwy.
Brunswick, Georgia 31525
912-265-5000 • FAX 912-267-1545
Commercial Printing, Business Forms
& Envelopes

INVOICE Item 13.

DATE INVOICE #
10/1/2019 66566

BILL TO

Greater Beaufort-Port Royal CVB
Robb Wells
P.O. Box 501
Beaufort, SC 29901

SHIP TO

713 Craven Street
Beaufort, SC 29902

P.O. NO.	TERMS	REP.	SHIP	VIA	F.O.B.	FACTORY JOB NUMBER
Lynda Dyer	Due on receipt		10/1/2019	Company T..		111999

QUANTITY	ITEM CODE	DESCRIPTION	PRICE EACH	AMOUNT
10,000	71	Maps with Ads 0% Out of State	0.11828 0.00%	1,182.81T 0.00
				
			Payments/Credits	\$0.00

We appreciate your prompt payment.	TOTAL \$1,182.81
------------------------------------	-------------------------

**Credit Card payments will be accepted within 20 days from invoice date.
All payments after 20 days are subject to a service charge.**



**CREATIVE
PRINTING, INC.**
3923 Darien Hwy.
Brunswick, Georgia 31525
912-265-5000 • FAX 912-267-1545
Commercial Printing, Business Forms
& Envelopes

INVOICE

Item 13.

DATE INVOICE #

1/6/2020 67006

BILL TO

Greater Beaufort-Port Royal CVB
Robb Wells
P.O. Box 501
Beaufort, SC 29901

SHIP TO

713 Craven Street
Beaufort, SC 29902

P.O. NO.	TERMS	REP.	SHIP	VIA	F.O.B.	FACTORY JOB NUMBER
Linda Jeffries	Due on receipt		1/6/2020	Federal Exp...		112497

QUANTITY	ITEM CODE	DESCRIPTION	PRICE EACH	AMOUNT
100	76	Profile Sheets	2.6531	265.31T
1	003	Shipping- 2 locations	34.39	34.39T
		0% Out of State	0.00%	0.00
				
			Payments/Credits	\$0.00

We appreciate your prompt payment.

TOTAL \$299.70

All invoices paid with a credit card will have a 3-1/2% service charge added to the balance.

**CREATIVE
PRINTING
INC.**3923 Darien Highway
Brunswick, GA 31525
912-265-5000**INVOICE**

3/5/2020

67331

**Greater Beaufort-Port Royal CVB
Robb Wells
P.O. Box 501
Beaufort, SC 29901****713 Craven Street
Beaufort, SC 29902**

P.O. No.	Terms	Rep	Ship Date	Via	FOB	Factory Job Number
Lynda Dyer	Due on receipt		3/5/2020	Federal Exp...		113068
1,0,000	71		Padded Maps with ads		0.11933	1,193.30T
			0% Out of State		0.00%	0.00

6110
APPROVED
JM

We appreciate your prompt payment.

\$1,193.30**All invoices paid with a credit card will have a 3-1/2% service charge added to the balance.**

SK Signs & Designs
77 James F Byrnes St
Beaufort, SC 29907 US
(843) 271-9666
Accounts@DigitalSKAssoc.com
http://www.digitalskassoc.com



BILL TO
Visit Beaufort, Port Royal & The
Sea Islands

INVOICE 3419

DATE 03/17/2020 TERMS Due on receipt

DUE DATE 03/17/2020

DESCRIPTION	QTY	RATE	AMOUNT
metal sign 24" x 30" Metal Sign with Digital Print Graphic with UV Laminate.	1	125.00	125.00T

SUBTOTAL 125.00
TAX 7.50
TOTAL 132.50

TOTAL DUE \$132.50

APPROVED
[Signature]

Arsenal Gate
Closure Sign

SK Signs & Designs
 77 James F Byrnes St
 Beaufort, SC 29907 US
 (843) 271-9666
 Shawn@digitalskassoc.com
 http://www.digitalskassoc.com



BILL TO
 Ashlee Houck
 BAHA

INVOICE 3544

DATE 05/23/2020 TERMS Due on receipt

DUE DATE 05/23/2020

DESCRIPTION	QTY	RATE	AMOUNT
Decals 5" Circle BFT SAFE Decals with UV matte laminate	250	3.00	750.00T
Discount Discount in lieu of SK Logo/Link to COVID-19 Items	1	-375.00	-375.00T
SUBTOTAL			375.00
TAX			22.50
TOTAL			397.50
TOTAL DUE			\$397.50

Greater Beaufort-Port Royal CVB

TRANSACTION REPORT

July 2019 - June 2020

DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	ACCOUNT	SPLIT	AMOUNT	BALANCE
60000 - NON-PERSONNEL EXPENSES								
61000 - GENERAL EXPENSES								
61300 - ADVERTISING								
613820 - SEO								
07/30/2019	Bill		Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	910.00	910.00
07/30/2019	Bill		Ferebee Lane	Job 006532	60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	90.00	1,000.00
09/03/2019	Bill		Ferebee Lane	INV# 014227	60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	90.00	1,090.00
09/03/2019	Bill		Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	910.00	2,000.00
10/02/2019	Bill	014384	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	90.00	2,090.00
10/02/2019	Bill	014384	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	910.00	3,000.00
10/28/2019	Bill	INV# 014519	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	90.00	3,090.00
10/28/2019	Bill	INV# 014519	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	910.00	4,000.00
11/19/2019	Bill	014655	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	910.00	4,910.00
11/19/2019	Bill	014655	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	90.00	5,000.00
12/18/2019	Bill	INV# 014829	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	910.00	5,910.00
12/18/2019	Bill	INV# 014829	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	90.00	6,000.00
01/27/2020	Bill	014995/015349	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	90.00	6,090.00
01/27/2020	Bill	014995/015349	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	910.00	7,000.00
03/04/2020	Bill	INV# 015185	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	90.00	7,090.00
03/04/2020	Bill	INV# 015185	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:613820 - SEO	Accounts Payable (A/P)	910.00	8,000.00
Total for 613820 - SEO							\$8,000.00	
Total for 61300 - ADVERTISING							\$8,000.00	
Total for 61000 - GENERAL EXPENSES							\$8,000.00	
Total for 60000 - NON-PERSONNEL EXPENSES							\$8,000.00	
TOTAL							\$8,000.00	



Facebook, Inc.
1601 Willow Road
Menlo Park, CA 94025-1452
United States

Account: 297760693913753

Billing Report: 07/01/2019 - 06/30/2020

Facebook Ads Payment
Payment Method: Visa*7548

Date Billed	Transaction ID	Amount Billed
06/30/2020	2810062729105231-5900962	\$39.87 USD
05/31/2020	2737195416391966-5759973	\$50.57 USD
04/30/2020	2628614353916743-5613218	\$27.73 USD
03/31/2020	2600443853400457-5486370	\$506.16 USD
03/14/2020	2529454267166086-5424526	\$900.00 USD
03/12/2020	2660417270736446-5415430	\$900.00 USD
03/10/2020	2549673978477449-5406028	\$900.00 USD
03/07/2020	2534317400013100-5397944	\$900.00 USD
03/05/2020	2565671660211016-5387982	\$1,072.66 USD
02/20/2020	2489730391138476-5330355	\$900.00 USD
02/15/2020	2481098872001628-5315753	\$900.00 USD
02/11/2020	2592708477507330-5299921	\$900.00 USD
02/07/2020	2455826217862225-5285316	\$900.00 USD
02/03/2020	2473773939400787-5269402	\$900.00 USD
01/31/2020	2502671393177710-5254451	\$458.97 USD
01/27/2020	2470940133017497-5242822	\$900.00 USD
01/23/2020	2487607998017383-5229196	\$900.00 USD
01/19/2020	2484299501681559-5216205	\$900.00 USD
12/31/2019	2382711921840320-5149812	\$451.38 USD
11/30/2019	2312447275533454-5035514	\$95.05 USD

11/29/2019	2316345531810293-5031552	\$900.00 USD
11/23/2019	2359117934199724-5010055	\$900.00 USD
11/17/2019	2346049178839933-4989294	\$900.00 USD
11/11/2019	2382824971829016-4967914	\$900.00 USD
11/05/2019	2268636096581233-4947364	\$900.00 USD
10/31/2019	2287925467985632-4922867	\$535.47 USD
10/28/2019	2302799416498243-4911848	\$900.00 USD
10/22/2019	2293446757433509-4894651	\$900.00 USD
10/17/2019	2327471764031004-4878099	\$900.00 USD
10/12/2019	2209108562533993-4860410	\$900.00 USD
09/30/2019	2200076600103858-4816303	\$900.00 USD
09/25/2019	2241607809284071-4801277	\$900.00 USD
09/20/2019	2269204143191100-4787228	\$900.00 USD
09/13/2019	2197301917047988-4765387	\$900.00 USD
09/05/2019	2152860334825485-4737196	\$546.84 USD
08/25/2019	2163655543745959-4701003	\$900.00 USD
08/24/2019	2126524154125762-4697303	\$900.00 USD
08/22/2019	2118679041576946-4691140	\$900.00 USD
08/17/2019	2139824342795750-4674189	\$900.00 USD
08/11/2019	2102963203148524-4654673	\$900.00 USD
08/05/2019	2204191583025686-4634557	\$900.00 USD
07/31/2019	2121492621295585-4612651	\$41.98 USD
07/30/2019	2193551647423013-4610839	\$900.00 USD
07/25/2019	2070832823028235-4594259	\$900.00 USD
07/19/2019	2150304961747686-4576796	\$900.00 USD
07/13/2019	2067238626720990-4555245	\$900.00 USD

TOTAL	\$35,326.68 USD
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Facebook Ads Payment
Payment Method: Facebook Coupon

Date Billed	Transaction ID	Amount Billed
12/19/2019	2477376442373864-5108815	\$2.00 USD
11/13/2019	2282495945195252-4973375	\$0.15 USD
09/18/2019	2175652192546295-4778839	\$1.77 USD
09/11/2019	2269351586509685-4756277	\$0.13 USD
08/09/2019	2188981261213389-4645909	\$0.78 USD
TOTAL		\$4.83 USD

Invoice



290 N University Ave
Provo, UT 84601

Date	Invoice #
4/30/2020	205891

Bill To
Beaufort, SC

6/3/20
PAID
 RELIC AGENCY

Due Date	Terms	Project
4/30/2020		

Description	Amount
Podcast Pilot Program	500.00
Sales Tax	0.00

You can ACH payments to:
 Zions Bank
 Routing 124000054
 Account 982658445

Total	\$500.00
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Payments/Credits	\$0.00
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Balance Due	\$500.00
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(801) 692-7345	accounting@relicagency.com
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Invoice



290 N University Ave
Provo, UT 84601

Date	Invoice #
5/31/2020	205939

Bill To
Beaufort, SC

Due Date	Terms	Project
5/31/2020		

552
PAID

Description	Amount
Podcast Pilot Program	500.00
Sales Tax	0.00

You can ACH payments to:
Zions Bank
Routing 124000054
Account 982658445

Total \$500.00

Payments/Credits \$0.00

Balance Due \$500.00

(801) 692-7345	accounting@relicagency.com
----------------	----------------------------

Invoice



290 N University Ave
Provo, UT 84601

Date	Invoice #
6/30/2020	205940

Bill To
Beaufort, SC

Due Date	Terms	Project
6/30/2020		

Description	Amount
Podcast Pilot Program	500.00
Sales Tax	0.00

APPROVED
61350

You can ACH payments to:
Zions Bank
Routing 124000054
Account 982658445

Total	\$500.00
Payments/Credits	\$0.00
Balance Due	\$500.00

(801) 692-7345	accounting@relicagency.com
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Greater Beaufort-Port Royal CVB

Item 13.

TRANSACTION REPORT

July 2019 - June 2020

DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	ACCOUNT	SPLIT	AMOUNT	BALANCE
07/09/2019	BIII		SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	625.00
07/09/2019	BIII		SK Signs & Designs	July Social Media Management	60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	1,250.00
08/06/2019	BIII		SK Signs & Designs	INV# 3084	60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	1,875.00
08/06/2019	BIII		SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	2,500.00
09/11/2019	BIII	INV# 3134	SK Signs & Designs	INV# 3134	60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	3,125.00
09/11/2019	BIII	INV# 3134	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	3,750.00
10/14/2019	BIII	3186	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	4,375.00
10/14/2019	BIII	3186	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	5,000.00
11/06/2019	BIII	INV# 3223	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	5,625.00
11/06/2019	BIII	INV# 3223	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	6,250.00
12/03/2019	BIII	INV# 3274	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	6,875.00
12/03/2019	BIII	INV# 3274	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	7,500.00
01/03/2020	BIII	INV# 3312/3309	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	830.98	8,330.98
01/03/2020	BIII	INV# 3312/3309	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	830.97	9,161.95
02/03/2020	BIII	INV# 3351	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	9,786.95
02/03/2020	BIII	INV# 3351	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	10,411.95
03/03/2020	BIII	INV# 3397	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	11,036.95
03/03/2020	BIII	INV# 3397	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	11,661.95
04/03/2020	BIII	INV# 3442	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	12,286.95
04/03/2020	BIII	INV# 3442	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	12,911.95
05/03/2020	BIII	INV# 3505	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	13,536.95
05/03/2020	BIII	INV# 3505	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	14,161.95
06/27/2020	BIII	INV 3561/3609	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	14,786.95
06/27/2020	BIII	INV 3561/3609	SK Signs & Designs		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61350 - SOCIAL MEDIA	Accounts Payable (A/P)	625.00	15,411.95
TOTAL								\$15,411.95



61420
Meetings
Tradeshaw
\$8848.80

American Bus Marketplace 2020 Receipt

1 message

meetingsdept@buses.org <meetingsdept@buses.org>

Reply-To: meetingsdept@buses.org

To: [Redacted]

Wed, Jul 24, 2019 at 9:35 AM



AMERICAN BUS ASSOCIATION

111 K Street NE
9th Floor
Washington, D.C. 20002

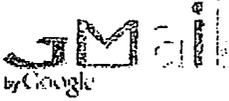
INVOICE

Date	Invoice Number
4/29/2019	MKPL-187837
Due date: 8/16/2019	

BILL TO:

Greater Beaufort-Port Royal Convention &
Visitors Bureau
PO Box 501
713 Craven Street
Beaufort, SC 29901-0501
United States

Description	Quantity	Rate	Amount
DMO Appointment Taker (Sun AM/Sun PM) Early Bird Registration -> Linda Jeffries	1	1,595.00	1,595.00
Total			1,595.00
Check (9640) Payment on 7/24/2019			1,595.00
Balance Due			0.00



[REDACTED]

Receipt from VIRGINIA MOTORCOACH

1 message

VIRGINIA MOTORCOACH <noreply@gge4mailer.com>
Reply-To: VIRGINIA MOTORCOACH <REBECCA@motorcoachassociation.com>
To: [REDACTED]

Tue, Aug 6, 2019 at 11:54 AM

The receipt for your 2019 NCMA-VMA-MCASC regional meeting display booth fee is below.

Receipt follows:

===== TRANSACTION RECORD =====

VIRGINIA MOTORCOACH
106 MAIN ST
BROOKNEAL, VA 24528
United States

TYPE: Purchase

ACCT: Visa \$ 250.00 USD

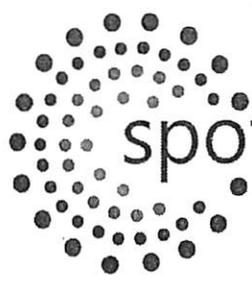
CARDHOLDER NAME : L [REDACTED]
CARD NUMBER [REDACTED]
DATE/TIME : 06 Aug 19 11:54:12
REFERENCE # [REDACTED]
AUTHOR. # : [REDACTED]
TRANS. REF. :

Approved - Thank You 100

Please retain this copy for your records.

Cardholder will pay above amount to
card issuer pursuant to cardholder
agreement.

=====



investigate | communicate | collaborate

spotlighttravel network

MID
DIC *Montgomery, MD*
Close. For comfort.



what is spotlight?

Spotlight Travel Network is an informal group of travel professionals throughout North America who value and seek mutually successful business relationships. There are no membership fees. We just ask you to participate by building open and honest relationships, pursue growth and learning, and adhere to the Spotlight "family spirit".

Since its launch in 2013, Spotlight Travel Network has expanded across the country hosting regional conferences conducted annually. Spotlight combines educational seminars, networking functions, itinerary building workshops, and a trade show for tour operators, ranging from small operations, to large receptive companies. The ratio of suppliers to operators is never more than 2 to 1. We don't just network, we build lasting partnerships. Once you experience the Spotlight difference, you'll be sold on our brand of doing business in a warm, casual, fun, and professional way.

supplier registration form

Registration fee of \$595 includes all seminars and several meals. The price after September 1, 2019, is \$695. Additional delegate fee is \$295 per additional delegate. Up to three delegates are allowed per company. Payment is due with registration form. Any cancellations must be submitted in writing and must be received by September 1, 2019, to be eligible for a refund.

company: Greater Beaufort - Port Royal CVB

delegate(s): Linda Jeffries

address: P.O. Box 501

city | state | zip: Beaufort, SC 29901

phone: 843-525-8526

email: [REDACTED]

delegate registration due: \$ 595.00

sponsorship opportunities:

Registration Bags		\$ 750
Tour Operator Profile Notebooks		\$ 500
Name Badges		\$ 500
Seminar Sponsor		\$ 500
Coffee Break	from	\$750
Early Bird Reception Co-Sponsor	from	\$2000
Lunch	from	\$1500
Dinner	from	\$1500
Continental Breakfast	from	\$1500

total amount enclosed: \$ 595.00

Please make checks payable to Free Spirit Vacations and mail with registration form to:
Free Spirit Vacations and Events
PMB 217; 835 W Warner Rd. #101, Gilbert AZ 85233
Phone: 480.926.5547 email: sue@freespiritvacations.com

buyer registration form

Delegate Registration includes all seminars, most meals, networking functions, two nights' accommodations, workshops, and the trade show. The price for registration is \$295, if paid by September 1, 2019. The price after September 1, 2019, is \$395. Additional delegate fee is \$295 per additional delegate for the conference. Up to three delegates are allowed per company. If additional delegates are sharing a room, the additional delegate fee is only \$147.50 per person. Payment is due with registration form. Any cancellations must be submitted in writing and must be received by September 1, 2019, to be eligible for a refund.

company: _____

delegate(s): _____

address: _____

city | state | zip: _____

phone: _____

email: _____

Room Type: Single Double

Will you be participating in the Pre-Fam Tour?

Arrival Date: _____ Time: _____

Flight Info: _____

total amount enclosed: \$ _____

Please make checks payable to Free Spirit Vacations and mail with registration form to:
Free Spirit Vacations and Events
PMB 217; 835 W Warner Rd. #101, Gilbert AZ 85233
Phone: 480.926.5547 email: sue@freespiritvacations.com

**NCMA-VMA-MCASC Regional Meeting
Winston-Salem, North Carolina
September 18-22, 2019**

Item 13.

ASSOCIATE REGISTRATION FORM

Company Name: Greater Beaufort - Port Royal CVB

Address: P.O. Box 501 - 713 Craven St. Beaufort, SC 29902
 City State Zip

Phone: 843-525-8526 FAX: - NA -

Email: [REDACTED]

Names of Attendees: (Please duplicate this form as needed for additional employees.)

Print the first and last name of each attendee, exactly as it should appear on the name badge:

Attendee	<u>Linda Jeffries</u>
Dietary Needs	<u>- NA -</u>
Family Member Guest* \$150 (✓)	
Golf \$75 (✓)	
Tour 1, 2, 3, 4 or 5	<u>Tour 3 or 2?</u>
First Time Attendee (✓)	<u>✓</u>

OPTIONAL: Please list your preferences for scheduled appointments. Refer to the association website for complete list of Operators.

1.	
2.	
3.	
If you would like to partner with another associate for your scheduled appointments, list their name and company.	

IMPORTANT: Guest registration applies to spouse, or other family member(s), who is not a company employee.

Please check if you are interested: Display Booth Airport Shuttle (Submit your flight schedule by August 19.)

Meeting Cost: If you are a current member of one association the member registration fee is \$895. A discount of \$50 is available for associates who are members of 2 associations, and a discount of \$100 is available for associates who are members of all 3 associations.

Check your membership: NCMA VMA MCASC

PAYMENT BY CREDIT CARD

Type: Visa _____ Master Card _____ American Express _____ Discover _____

Card Number: _____

Exp. Date: ____/____ Security Code: _____ Billing Zip Code: _____

Name on Card: _____

Signature: _____ Date: _____

REGISTRATION PAYMENT TOTAL

If you are a member of one association:
 \$895 per person 1 x \$895 = 895.⁰⁰

If you are a member of two associations:
 \$845 per person _____ x \$845 = _____

If you are a member of all three associations:
 \$795 per person _____ x \$795 = _____

Additional fees:
 Guest Fee: \$150 per person _____ x \$150 = _____
 Golf: \$75 per person _____ x \$75 = _____

TOTAL DUE: 895.⁰⁰

Certify that each person registered to attend the Regional Meeting and Market Place is a qualified employee or a guest as defined above.

Certified by: Linda Jeffries Title: Director of Sales

Print Finish Online Registration



TS 2020 ONLINE
REGISTRATION APPLICATION
SUMMARY

Print for your Records

Greater Beaufort-Port Royal Convention & Visitors Bureau

Member Number: 20872 Registration Type: Supplier

This online registration summary does not guarantee acceptance into Showcase. Official notice of acceptance and confirmation will be sent via email after the registration has been reviewed and accepted. The application process time is typically within 3 business days.

Publish Information

PO Box 501
713 Craven Street
Beaufort, SC 29902 United States
Phone: 1 843 525-8526
Fax: 1
Email: [REDACTED]
URL: <http://www.beaufortsc.org>

Communication Information

PO Box 501
713 Craven Street
Beaufort, SC 29902 United States
Phone: 1 843 525-8526
Fax: 1
Email: [REDACTED]

Delegates

Ms. Linda Jeffries Director of Sales (APPT) Registration Contact
Email: [REDACTED]
Activities: Opening Night Reception, Final Night Reception

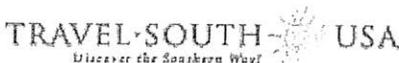
Booths

Single Supplier Booth Region: South Carolina
Booth Sign Name: Visit Beaufort, Port Royal and the Sea Islands

Total Fees Due: \$0.00

Payment: [REDACTED]

Travel South 2020



Travel South USA
3500 Piedmont Road NE, Suite 210
Atlanta, GA 30305 USA
New Address

INVOICE

Date Invoice Number
09/09/2019 TS-22500
Due date: 10/09/2019

Receipt from VIRGINIA MOTORCOACH ASSOCIATION INCORPORATED (Transaction #102785708389)

1 message

VIRGINIA MOTORCOACH ASSOCIATION INCORPORATED <noreply@swipesimple.com> Tue, Sep 24, 2019 at 3:38 PM
Reply-To: VIRGINIA MOTORCOACH ASSOCIATION INCORPORATED <INFO@vamotorcoach.com>

*MCASC
Awards
Lunch*

VIRGINIA
MOTORCOACH
ASSOCIATION
INCORPORATED

106 MAIN ST, BROOKNEAL, VA 24528

TRANSACTION #	[REDACTED]
DATE	09/24/2019 3:38 PM
RESULT	APPROVED
AUTH CODE	024507
TRANSACTION METHOD	KEYED
TRANSACTION TYPE	SALE
CARDHOLDER NAME	[REDACTED]
CARD	[REDACTED]
CARD TYPE	VISA

1 X QUICK ITEM	\$20.00
SUBTOTAL	\$20.00
TAX	\$0.00

TOTAL (USD) **\$20.00**

METHOD	KEY ENTERED
MID	[REDACTED]
TID	75614205

REGISTRATION FORM FOR TRI-BASE TRAVEL FAIR

The Tri-Base Ticket and Travel Offices are announcing their 30th Annual Naval Tri-Base Travel Fair, March 12-14, 2020. Spaces are limited and fill up fast, so sign up early. Hotel vendors participating in the Military Travel Voucher Program will receive first priority and then non-MTV hotels will be selected on a first come first serve basis, variety, and location. Registration and/or payment do not guarantee participation. A confirmation email will acknowledge your approved registration. All vendors will be notified on or before March 6, 2020.

The participation fee, per show, is \$175.00 (for 2 people, per vendor) received by January 17, 2020 or \$225.00 if received between January 17, 2020-February 28, 2020; \$5.00 fee for each additional person. Set up between 9:00 and 10:00am per show. All vendors MUST REMAIN set up until time noted next to the base you will be attending.

Please check the show (s) you plan to attend:

- NB Mayport, FL: Thursday, March 12, 2020; 10:00am-1:00pm
- NSUBASE Kings Bay, Georgia: Friday, March 13, 2020; 10:00am - 1:00pm
- NAS Jacksonville, FL: Saturday, March 14, 2020; 9:30am-1:00pm

PAYMENT INFORMATION

Enclosed is a check in the amount of \$525.00 Check # 10006
Please send payment to:

(USPS) MWR Department/Tickets & Travel Office
Travel Office
Box 14
Enterprise Ave
Naval Air Station Jacksonville
Station Jacksonville
Jacksonville, FL 32212
32212

(~~FED~~EX/UPS): MWR Tickets &
BLDG 953 A
Naval Air
Jacksonville, FL

PLEASE CALL IN TO GIVE CREDIT CARD NUMBER 904-542-8464, Visa ___ MC ___ AM ___
DIS ___

Name as it appears on the card _____

SIGNATURE _____ Amount Authorized _____

REGISTRATION INFORMATION

Company Name Visit Beaufort, Port Royal & the Sea Islands CVB

Full Legal Name/Birth date Linda Sharon Scott Jeffries 10/20/50

Last 4 of Social/Driver's License Number 5785



Invoice: Registration Confirmation - 2020 SYTA Annual Conference

1 message

SYTA <conference@syta.org>

Fri, Dec 13, 2019 at 10:14 AM



WINNIPEG, MB, CANADA
AUGUST 14-18, 2020

INVOICE

12/13/2019
Linda Jeffries
Greater Beaufort - Port Royal Convention & Visitors Bureau
PO Box 501/713 Craven St
Beaufort, SC 29901

Dear Linda,

Thank you for registering to attend the 2020 SYTA Annual Conference on August 14-18, 2020 in Winnipeg, Manitoba, Canada. We are pleased to confirm that we have received and processed your registration.

REGISTRATION DETAILS

12/13/2019		
1	Supplier Member Taking Appointments	\$ 1,025.00
	Linda Jeffries	
Total Purchase:		\$ 1,025.00
Total Payment:		\$ 0.00
Total Due:		\$ 1,025.00

Your registrant ID is

Payment is due within 30 days. Please send your payment along with a printed copy of this notice to:

SYTA
2231 Crystal Drive, Suite 204
Arlington, VA 22202

Please make your check payable to "SYTA." Remember to write your name and registrant ID number on your check.



Registration Confirmation To Travel Alliance Partners

1 message

Travel Alliance Partners <noreply@regfox.com>
Reply-To: marketing@travelalliancepartners.com
To: [Redacted]

Thu, Jan 2, 2020 at 11:03 AM

Registration Confirmation To Travel Alliance Partners

Your Registration Was Successfully Completed

Thank you for registering for TAP Dance 2020. Below is confirmation of the information you provided to TAP. All registrations are subject to review by TAP Headquarters; we will be in touch if there are any questions.

If, for any reason, you need to change these details please contact TAP Headquarters by emailing marketing@travelalliancepartners.com. You can also get up to date information on TAP Dance by going to the official website and watching for our emails.

Please book your room at Chateau on the Lake Resort Spa & Convention Center by April 30!

The hotel is offering a special room rate of \$129 per night. No code is needed, only the dates and name of the event. Guests looking to book pre or post event dates may call and speak with a reservationist at 888-333-5253. If you prefer to not do an online booking, you may also call a reservationist.

Whether this is your first time at TAP Dance, or if you need a refresher, our TAP Dance 101 webinar is designed to help prepare you to [Redacted] out of your time at our conference.



Confirmation 2020TPDNCBRNSKQLQ007D

Name Linda Jefferies

Company Name Visit Beaufort Port Royal CVB

Email [Redacted]

Registration Summary

Date: 1/6/2020



Make Checks Payable and Remit to:
SCPRT/Governor's Conference on Tourism & Travel
1205 Pendleton Street, Suite 243
Columbia, South Carolina 29201

2020 S.C. Governor's Conference on Tourism & Travel

Questions? Please call Becky Burns (803) 734-0450

Linda Sharon Jeffries

Greater Beaufort-Port Royal Convention & Visitors Bureau
PO Box 501, 713 Craven ST
713 Craven Street
Beaufort, SC 29901

Registration/Confirmation [REDACTED]



Registration Summary

Tuesday 10:45AM - 11:45AM

o Continuing the Conversation with Ben Nemtin

Tuesday 1:30PM - 6:00PM

o Gullah & Garden Experience

Wednesday 10:45AM - 11:45AM

o Continuing the Conversation with Laurie Guest

Summary of Registration Cost Items

o Early Bird Full Registration Postmarked through January 30, 2020 (\$425 after January 30, 2020)..... \$399.00

Total Due\$399.00 Total amount Enclosed \$ _____ Check # _____

[Click Here! To Continue to Pay with Credit Card...](#)

[Click here to change your registration information!](#)

Pd by CC - 1/6/20



SHOWCASE FLORAL ORDER FORM

STATE AISLES:

All delegates in the state aisles must order and pay through the contact for your state.

Individual orders will not be accepted by *In Bloom Again*. All orders must be paid in full prior to the show opening. Below are the contact names, phone numbers and e-mail addresses for each state.

Alabama	Rosemary Judkins - 334-242-4493	Rosemary.Judkins@tourism.alabama.gov
Arkansas	Jessica Ledbetter - 501-682-1219	Jessica.Ledbetter@arkansas.gov
Georgia	Mandy Barnhart - 404-357-7582	MBarnhart@georgia.org
Kentucky	Angela Blank - 502-564-4930	AngelaG.Blank@ky.gov
Louisiana	Matthew Cope - 225-342-9282	MCope@crt.la.gov
Mississippi	Karen Matlock - 601-359-3298	KMatlock@mississippi.org
Missouri	Ashley Sneed - 573-751-1907	Ashley.Sneed@ded.mo.gov
North Carolina	Amanda Baker - 919-447-7765	Amanda.Baker@visitnc.com
South Carolina	Shannon Odom - 803-734-2491	SOdom@scprt.com
Tennessee	Andi Grindley - 615-741-7994	Andi.Grindley@tn.gov
Virginia	Joni Johnson - 804-545-5544	JJohnson@virginia.org
West Virginia	Emily Hatfield - 304-957-9234	Emily.N.Hatfield@wv.gov

REGIONAL SUPPLIERS OR TRAVEL SERVICE PROVIDERS:

Any Multi-State aisle Supplier or Travel Service Provider delegates wishing to order flowers or plants may do so by completing this form. Please fax the order prior to February 1, 2019 to *In Bloom Again*.

Fax number: 502-583-6344. Question Line: 502-583-3500 Email: wayne@inbloomagain.com

Preliminary Pricing. All orders must be paid in full prior to the show opening.

Qty	Item	Cost	Total
1	Custom designed cut floral arrangements	\$65 & up	80.00
___	Azalea Plant	\$35	_____
___	Mum Plant (color: _____)	\$30	_____
___	Boston Fern Plant	\$35	_____
___	Green Plant rental 3' - 4' tall	\$45	_____
___	Green Plant rental 6' - 7' tall	\$95	_____
	SUB TOTAL		_____
	6% TAX		4.80
	TOTAL		84.80

Circle One: Multi State Aisle
Travel Service Provider Area

Exhibitor Booth Name _____

Contact Person Linda Jeffries Phone 843-525-8526 Fax —

Billing Address P.O. Box 501

City Beaufort State SC Zip 29901

Credit Card Payments

Card # _____ Expiration _____ Security Code _____

Name (as it appears on credit card) _____

Credit Card Billing Address _____

City Beaufort State SC Zip 29901

Signature Linda Jeffries

INVOICE 16477

South Carolina Society of Association Executives
PO Box 8205
Columbia, SC 29202



Greater Beaufort- Port Royal CVB
Linda Jeffries
PO Box 501/ 713 Craven Street
Beaufort, SC 29920

Invoice # [REDACTED]
Invoice Date 02/12/2020
Invoice Due 03/12/2020

Amount Due	\$ 0.00
-------------------	----------------

Transactions

Description	Amount
Linda Jeffries: SCSAE Annual Conference Registration Fee - SCSAE Member Registration - \$225.00	\$ 225.00

Payments

Description	Amount
[REDACTED] 02/24/2020	-\$ 225.00

Total Amount	\$ 225.00
Amount Paid	-\$ 225.00
Amount Due	\$ 0.00

Invoice #34378221

Jul 16, 2019

Paid on Jul 16, 2019 4:59:00 PM (UTC)

Description	Billing Period	Quantity	Amount
Advantage Annual Plan	Jul 16, 2019 - Jul 15, 2020	1	\$384
Tax			\$26.88
			Total: \$410.88

Billing Details
Greater Beaufort-Port Royal CVB
Beaufort
South Carolina
29901
United States
Username: [REDACTED]

Notes

How to Pay

Payment made on
Jul 16, 2019 4:59:00 PM (UTC).

Payment Method: VISA
Card Number(last 4 digits): 7548

Research
64400 ✓
\$ 40,540.88

SurveyMonkey
3050 South Delaware Street, San Mateo CA 94403, USA
Our Tax ID (EIN): 37-1581003
Contact: billing@surveymonkey.com



Your receipt from AirDNA #2267-4850

1 message

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Reply-To: AirDNA <hello@airdna.co>

Wed, Jul 24, 2019 at 9:50 AM



Receipt from AirDNA

Invoice #05870DC-0004

Receipt #2267-4850

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	July 24, 2019	VISA - 7548

SUMMARY

JUL 24, 2019 - AUG 24, 2019

Visit Beaufort x 1 \$400.00

Amount paid \$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Download as PDF

Something wrong with the email? View it in your browser.
You're receiving this email because you made a purchase at AirDNA, which partners



Your receipt from AirDNA #2251-6801

1 message

Sat, Aug 24, 2019 at 10:50 AM

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Reply-To: AirDNA <hello@airdna.co>



Receipt from AirDNA

Invoice #05870DC-0005
Receipt #2251-6801

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	August 24, 2019	VISA - 7548

SUMMARY

AUG 24, 2019 - SEP 24, 2019

Visit Beaufort x 1 \$400.00

Amount paid \$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Download as PDF

Something wrong with the email? View it in your browser.
You're receiving this email because you made a purchase at AirDNA, which partners with Stripe to provide invoicing and payments processing.

Receipt from AirDNA #2217-6323

Receipts+3H12BvNEaUEwvXfesBj8@stripe.com
From: AirDNA <hello@airdna.co>

Tue, Sep 24, 2019 at 10:52 AM



Receipt from AirDNA

Invoice #05870DC-0006

Receipt #2217-6323

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00		VISA - 7548

SUMMARY

SEP 24, 2019 - OCT 24, 2019

Visit Beaufort x 1	\$400.00
--------------------	----------

Amount paid	\$400.00
--------------------	-----------------

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Download as PDF

Something wrong with the email? [View it in your browser.](#)
You're receiving this email because you made a purchase at AirDNA, which partners with Stripe to provide invoicing and payments processing.

STR, Inc.
735 E. Main Street
Hendersonville, TN 37075
USA



Tel: +1 (615) 824-8664
Fax: +1 (615) 824-3848
e-mail: receivables@str.com

Invoice
457263

Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Account	Purchase Order / Ref.	Invoice	Date	Terms
20887		457263	24-Sep-2019	Due on receipt
Item	Quantity	Description	Unit Price	Extended Price
TDAILY	1	Beaufort, SC Area Selected Properties	150.00	150.00
			GrandTotal:	US\$ 150.00

Resland
10/1/2019

You have been identified as the Invoice Contact for the ordered product(s) listed above.
Please review the [Privacy Policy](#) on our website to learn how STR uses, manages and protects your personal information.

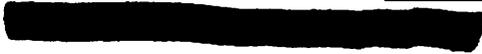
Please detach & remit with payment

Please [click here](#) to download a copy of our W9 form

Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Amount to remit: US\$ 150.00
Invoice: 457263
Write Account: 20,887 on payment

Remit to: STR, Inc.
735 E. Main Street
Hendersonville, TN 37075
USA



Your receipt from AirDNA #2891-1371

1 message

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>

Thu, Oct 24, 2019 at 10:56 AM

Reply-To: AirDNA <hello@airdna.co>



Receipt from AirDNA

Invoice #05870DC-0007

Receipt #2891-1371

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00		VISA – 7548

SUMMARY

OCT 24, 2019 – NOV 24, 2019

Visit Beaufort x 1 \$400.00

Amount paid \$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Download as PDF

Something wrong with the email? View it in your browser. You're receiving this email because you made a purchase at AirDNA, which partners with Stripe to provide invoicing and payments processing.

Your receipt from AirDNA #2863-8333

1 message

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Reply-To: AirDNA <hello@airdna.co>

Sun, Nov 24, 2019 at 9:52 AM



Receipt from AirDNA

Invoice #05870DC-0008
Receipt #2863-8333

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	November 24, 2019	VISA - 7548

SUMMARY

NOV 24, 2019 - DEC 24, 2019

Visit Beaufort x 1 \$400.00

Amount paid \$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

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Something wrong with the email? View it in your browser.
You're receiving this email because you made a purchase at AirDNA, which partners with Stripe to provide invoicing and payments processing.



79140

INVOICE

UNIVERSITY OF SOUTH CAROLINA
COLUMBIA, SC 29208

November 25, 2019

Blakely Williams
President & CEO
Regional Chamber of Commerce
PO Box 910
Beaufort, SC 29901

Make checks payable to and mail directly to:

UNIVERSITY OF SOUTH CAROLINA
FINANCIAL SERVICES
ACCOUNTS RECEIVABLE
COLUMBIA, SOUTH CAROLINA 29208

Sponsor ID 00056749B

TERMS: NET 20 DAYS

TO ASSURE PROPER CREDIT, PLEASE RETURN SECOND COPY WITH REMITTANCE

Description:

2019 Beaufort Shrimp Festival research

1,000.00

Research
APPROVED

PLEASE REMIT PAYMENT TO:

USC BEAUFORT
BURSAR'S OFFICE
1 University Blvd.
Bluffton, SC 29909

TOTAL AMOUNT DUE. \$1,000.00

TOTAL

CREDIT TO ACCOUNT	DEPT.	FUND	CLASS	AMOUNT
	BF000	17210	E391 48650	\$1,000.00

FINANCIAL SERVICES
DEPARTMENT

Colleen Sanchez
SIGNATURE

TELEPHONE () 843-208-8228



36500

INVOICE# 0002516554

INVOICE# 0002516554

BILLING PERIOD		ADVERTISER/CLIENT NAME		
12-01-2019 to 12-31-2019		,GREATER PORT ROYAL CONVENTION AND VISITORS BUREAU		
TOTAL AMOUNT DUE		*UNAPPLIED AMOUNT	TERMS OF PAYMENT	
\$ 8,000.00			UPON RECEIPT	
CURRENT NET AMOUNT DUE		PERIOD 1	PERIOD 2	PERIOD 3
\$ 8,000.00		\$ -	\$ -	\$ -
PAGE	BILL DATE	BILLED ACCOUNT NAME AND ADDRESS		REMITTANCE ADDRESS
Page 1 of 1	1/17/2020	,GREATER PORT ROYAL CONVENTION AND VISITORS BUREAU		Alabama Media Group
BILLED ACCOUNT NUMBER		PO BOX 910		Dept 77571
1000901287		BEAUFORT, SC 29901		PO Box 77000
ADVERTISER/CLIENT NUMBER		Detroit MI 48277-0571		
1000901287		CUSTOMER SERVICE 1-877-241-7578 or al-invoicesupport@advancelocal.com		

DATE	INTERNAL REFERENCE NUMBER	PRODUCT - DESCRIPTION	UNITS	AMOUNT
12/20/2019	0009453946-01	Data Analysis		8,000.00

64400

Your receipt from AirDNA #2921-4405

1 message

Tue, Dec 24, 2019 at 9:57 AM

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Reply-To: AirDNA <hello@airdna.co>



Receipt from AirDNA

Invoice #05870DC-0009
Receipt #2921-4405

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	December 24, 2019	VISA - 7548

SUMMARY

DEC 24, 2019 – JAN 24, 2020

Visit Beaufort x 1

\$400.00

Amount paid

\$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Download as PDF

Something wrong with the email? View it in your browser.
You're receiving this email because you made a purchase at AirDNA, which partners with Stripe to provide invoicing and payment processing.

STR, Inc.
735 E. Main Street
Hendersonville, TN 37075
USA



Tel: +1 (615) 824-8664
Fax: +1 (615) 824-3848
e-mail: receivables@str.com

Invoice
464239

Robb Wells
Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Robb Wells
Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Account 20887	Purchase Order / Ref.	Invoice 464239	Date 2-Jan-2020	Terms Due on receipt
------------------	-----------------------	-------------------	--------------------	-------------------------

Item	Quantity	Description	Unit Price	Extended Price
DESTIN	1	Destination Report - DMO Expires: 31-Jan-2021	2,200.00	2,200.00

GrandTotal: US\$ 2,200.00

You have been identified as the Invoice Contact for the ordered product(s) listed above.
Please review the [Privacy Policy](#) on our website to learn how STR uses, manages and protects your personal information.

Please detach & remit with payment

Please [click here](#) to download a copy of our W9 form

Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Amount to remit: US\$ 2,200.00
Invoice: 464239
Write Account: 20,887 on payment

Remit to: STR, Inc.
735 E. Main Street
Hendersonville, TN 37075
USA

Your receipt from AirDNA #2285-0107

1 message

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Reply-To: AirDNA <hello@airdna.co>

Fri, Jan 24, 2020 at 10:02 AM



Receipt from AirDNA

Invoice #05870DC-0010

Receipt #2285-0107

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	January 24, 2020	VISA - 7548

SUMMARY

JAN 24, 2020 - FEB 24, 2020

Visit Beaufort x 1	\$400.00
--------------------	----------

Amount paid	\$400.00
--------------------	-----------------

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Download as PDF

Something wrong with the email? View it in your browser.
You're receiving this email because you made a purchase at AirDNA, which partners with Stripe to provide invoicing and payment processing.

Your receipt from AirDNA #2041-0966

1 message

Fri, Mar 6, 2020 at 12:54 AM

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Reply-To: AirDNA <hello@airdna.co>



Receipt from AirDNA

Invoice #05870DC-0011

Receipt #2041-0966

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	March 6, 2020	VISA - 7548

SUMMARY

FEB 24, 2020 - MAR 24, 2020	
Visit Beaufort x 1	\$400.00
Amount paid	\$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Download as PDF

Something wrong with the email? View it in your browser.
You're receiving this email because you made a purchase at AirDNA, which partners with Stripe to provide invoicing and payment processing.

STR, LLC
735 E. Main Street
Hendersonville, TN 37075
USA



Item 13.

Tel: +1 (615) 824-8664
Fax: +1 (615) 824-3848
e-mail: receivables@str.com

Invoice
470761

Robb Wells
Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Robb Wells
Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Account	Purchase Order / Ref.	Invoice	Date	Terms
20887		470761	19-Mar-2020	Due on receipt

Item	Quantity	Description	Unit Price	Extended Price
DESTIN	1	Prorated Charge for Adding Weekly Trend Report to Contract	1,980.00	1,980.00
			GrandTotal:	US\$ 1,980.00

64400
APPROVED
[Signature]

You have been identified as the Invoice Contact for the ordered product(s) listed above.
Please review the [Privacy Policy](#) on our website to learn how STR uses, manages and protects your personal information.

Please detach & remit with payment

Please [click here](#) to download a copy of our W9 form

Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Amount to remit: US\$ 1,980.00
Invoice: 470761
Write Account: 20,887 on payment

Remit to: STR, LLC
735 E. Main Street
Hendersonville, TN 37075
USA

Item 13.

Your receipt from AirDNA #2023-1260

Message

Thu, Mar 26, 2020 at 7:37 AM

Print this for files

----- Forwarded message -----
From: AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Date: Tue, Mar 24, 2020 at 10:50 AM
Subject: Your receipt from AirDNA #2023-1260



Receipt from AirDNA

Invoice #05870DC-0012
Receipt #2023-1260

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	March 24, 2020	VISA - 7548

SUMMARY

MAR 24, 2020 - APR 24, 2020	
Visit Beaufort x 1	\$400.00
Amount paid	\$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Your receipt from AirDNA #2350-2368

2 messages

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Reply-To: AirDNA <hello@airdna.co>

Fri, Apr 24, 2020 at 10:50 AM



Receipt from AirDNA

Invoice #05870DC-0013

Receipt #2350-2368

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	April 24, 2020	VISA – 7548

SUMMARY

APR 24, 2020 – MAY 24, 2020

Visit Beaufort x 1 \$400.00

Amount paid \$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Download as PDF

Something wrong with the email? [View it in your browser.](#)
You're receiving this email because you made a purchase at AirDNA, which partners with Stripe to provide invoicing and payment processing.



Magellan Strategy Group LLC
P.O. Box 5632
Asheville, NC 28813
(828) 651-9320
ccavanaugh@magellanstrategy.com

INVOICE

BILL TO
Mr. Robb Wells
Greater Beaufort - Port Royal
Convention and Visitors
Bureau
713 Craven Street
Beaufort, SC 29902

INVOICE # 1496
DATE 04/17/2020
DUE DATE 05/17/2020
TERMS Net 30

DESCRIPTION	AMOUNT
Services Professional consulting fee for Beaufort event venue feasibility study (exclusive of economic impact analysis)	15,300.00

BALANCE DUE **\$15,300.00**

64400
APPROVED
[Signature]

STR, LLC
735 E. Main Street
Hendersonville, TN 37075
USA



Tel: +1 (615) 824-8664
Fax: +1 (615) 824-3848
e-mail: receivables@str.com

Invoice
473828

Robb Wells
Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Robb Wells
Beaufort Port Royal & Sea Islands VCB
P O Box 910
Beaufort, SC 29901

Account	Purchase Order / Ref.	Invoice	Date	Paid by Visa		
20887		473828	18-May-2020	14-May-2020		
Item	Quantity	Description	Unit Price	Rush	Extended Price	
STRAFCOT	1	One Time 18 Month Custom Forecast Report	1,700.00	Yes	1,700.00	
				GrandTotal:	US\$ 1,700.00	

PAID



Fwd: Your receipt from AirDNA #2583-0460

1 message

Tue, May 26, 2020 at 8:20 AM

[Redacted]

Please print

----- Forwarded message -----

From: AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>

Date: Sun, May 24, 2020 at 10:50 AM

Subject: Your receipt from AirDNA #2583-0460

[Redacted]



Receipt from AirDNA

Invoice #05870DC-0014

Receipt #2583-0460

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	May 24, 2020	VISA - 7548

SUMMARY

MAY 24, 2020 - JUN 24, 2020

Visit Beaufort x 1 \$400.00

Amount paid **\$400.00**

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.



Magellan Strategy Group LLC
 P.O. Box 5632
 Asheville, NC 28813
 (828) 651-9320
 ccavanaugh@magellanstrategy.com

INVOICE

BILL TO

Mr. Robb Wells
 Greater Beaufort - Port Royal
 Convention and Visitors
 Bureau
 713 Craven Street
 Beaufort, SC 29902

INVOICE # 1503

DATE 06/23/2020

DUE DATE 07/23/2020

TERMS Net 30

DESCRIPTION	AMOUNT
Services DestinationNEXT stakeholder and partner survey--performed spring 2020	5,000.00
BALANCE DUE \$5,000.00	

64400
APPROVED
[Handwritten signature]

Your receipt from AirDNA #2878-4701

1 message

AirDNA <receipts+3H12BvNEaUEwvXfesBj8@stripe.com>
Reply-To: AirDNA <hello@airdna.co>

Wed, Jun 24, 2020 at 10:50 AM



Receipt from AirDNA

Invoice #05870DC-0015

Receipt #2878-4701

AMOUNT PAID	DATE PAID	PAYMENT METHOD
\$400.00	June 24, 2020	VISA – 7548

SUMMARY

JUN 24, 2020 – JUL 24, 2020

Visit Beaufort × 1	\$400.00
Subtotal	\$400.00
Amount paid	\$400.00

If you have any questions, contact AirDNA at hello@airdna.co or call at +1 720-372-2318.

Greater Beaufort-Port Royal CVB

Item 13.

TRANSACTION REPORT

July 2019 - June 2020

DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	ACCOUNT	SPLIT	AMOUNT	BALANCE
60000 - NON-PERSONNEL EXPENSES								
61000 - GENERAL EXPENSES								
61300 - ADVERTISING								
61380 - WEBSITE								
07/30/2019	Bill		Ferebee Lane	Job 006214	60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	8.64	8.64
07/30/2019	Bill		Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	87.36	96.00
09/03/2019	Bill		Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	8.64	104.64
09/03/2019	Bill		Ferebee Lane	INV# 014227	60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	87.36	192.00
12/18/2019	Bill	INV# 014829	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	2,315.04	2,507.04
12/18/2019	Bill	INV# 014829	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	228.96	2,736.00
03/04/2020	Bill	INV# 015185	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	829.92	3,565.92
03/04/2020	Bill	INV# 015185	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	82.08	3,648.00
04/29/2020	Bill	015407	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	43.20	3,691.20
04/29/2020	Bill	015407	Ferebee Lane		60000 - NON-PERSONNEL EXPENSES:61000 - GENERAL EXPENSES:61300 - ADVERTISING:61380 - WEBSITE	Accounts Payable (A/P)	436.80	4,128.00
Total for 61380 - WEBSITE							\$4,128.00	
Total for 61300 - ADVERTISING							\$4,128.00	
Total for 61000 - GENERAL EXPENSES							\$4,128.00	
Total for 60000 - NON-PERSONNEL EXPENSES							\$4,128.00	
TOTAL							\$4,128.00	

netGALAXY Studios

215 East Bay Street, Suite 406
 Charleston, SC 29401
<http://netgalaxystudios.com>



Invoice

BILL TO
 Robb Wells
 Beaufort CVB

INVOICE 1057
DATE 01/15/2019
TERMS Net 30
DUE DATE 02/14/2019

ACTIVITY	QTY	RATE	AMOUNT
Development and Programming:Wireframe & Prototype - Saturn Wireframe & Prototype session for a mobile app project. This package includes up to 25 views that can be used for your investor presentation and app. Also includes up to 4 hours of sketch session with our Front-end Developer and 1 ProtoType.	0.50	1,695.00	847.50
Development and Programming:Mobile App Development Core programming and development for a mobile app project for Visit Beaufort	0.50	1,875.00	937.50
Development and Programming:Mobile App Development Time machine / Photo slider	0.50	500.00	250.00
Development and Programming:Mobile App Development Augmented Reality with unlimited AR elements	0.50	1,875.00	937.50
Development and Programming:Mobile App Development Additional developer added to project	0.50	2,250.00	1,125.00
Server Hosting:Annual Administrative Dashboard & Maintenance Annual Administrative Dashboard / Maintenance	0.50	900.00	450.00

Thank you for choosing netGALAXY Studios for all your digital presence needs.

BALANCE DUE

\$4,547.50

Did you know that we also handle interactive marketing to acquire, nurture, and grow customers. Engage at just the right time with personalized email, in-app messages, SMS, and postcards starting at only \$249/month for up to 1,000 contacts.

APPROVED
 1/15/2019



Final invoice for the August 2019 billing period

From

DigitalOcean LLC
101 Avenue of the Americas, 10th Floor
New York, NY 10013

Details

Invoice number: 410716887
Date of issue: September 1, 2019
Payment due on: September 1, 2019

For

BeaufortSC
<rob主w@beaufortsc.org>

Summary

Total usage charges	\$24.75
---------------------	---------

Total due	\$24.75
------------------	----------------

If you have a credit card on file, it will be automatically charged within 24 hours

Product usage charges

Detailed usage information is available via the API or can be downloaded from the billing section of your account

Droplets	Hours	Start	End	\$20.00
beaufortsc (s-2vcpu-4gb)	744	08-01 00:00	09-01 00:00	\$20.00
Droplet Backups	Hours	Start	End	\$4.00
beaufortsc (Backup Services)	5	08-03 08:34	08-03 08:34	\$4.00
Droplet Snapshots	Hours	Start	End	\$0.75
beaufortsc-1517024653253 (nyc1) 15.06GB Droplet Snapshot	744	08-01 00:00	09-01 00:00	\$0.75

netGALAXY Studios
1124 Sam Rittenberg Blvd, Suite 4
Charleston, SC 29407
http://netgalaxystudios.com



64500
~~APPROVED~~

INVOICE

BILL TO
Robb Wells
Beaufort CVB

INVOICE # 201909018
DATE 09/17/2019
DUE DATE 10/02/2019
TERMS Net 15

ACTIVITY	QTY	RATE	AMOUNT
Development and Programming:Web Maintenance Maintenance for web or mobile app project.	2.68	125.00	335.00

Thank you for choosing netGALAXY Studios for all your digital presence needs.

BALANCE DUE

\$335.00

Did you know that we also handle interactive marketing to acquire, nurture, and grow customers. Engage at just the right time with personalized email, in-app messages, SMS, and postcards starting at only \$249/month for up to 1,000 contacts.



Payments profile ID
4167-8283-7853

Business name
Chamber

Payments account nickname
Google for Work

Summary created
Aug 27, 2020

Nov 1 – 30, 2019

Ending balance: \$64.20

Date	Description	Amount (USD)
Nov 1 – 30, 2019	G Suite Basic: Usage of 10 seats	\$60.00
Nov 1, 2019	State sales tax (on \$60.00)	\$3.60
Nov 1, 2019	Local sales tax (on \$60.00)	\$0.60
Nov 1, 2019	Automatic payment: Visa ••••7548	-\$64.20

Starting balance: \$64.20



Payments profile ID
4167-8283-7853

Business name
Chamber

Payments account nickname
Google for Work

Summary created
Aug 27, 2020

Dec 1 – 31, 2019

Ending balance: \$64.20

Date	Description	Amount (USD)
Dec 1 – 31, 2019	G Suite Basic: Usage of 10 seats	\$60.00
Dec 1, 2019	State sales tax (on \$60.00)	\$3.60
Dec 1, 2019	Local sales tax (on \$60.00)	\$0.60
Dec 1, 2019	Automatic payment: Visa •••• 7548	-\$64.20

Starting balance: \$64.20

netGALAXY Studios
1124 Sam Rittenberg Blvd, Suite 4
Charleston, SC 29407
<http://netgalaxystudios.com>



INVOICE

BILL TO
Robb Wells
Beaufort CVB

INVOICE # 201909048
DATE 01/02/2020
DUE DATE 02/01/2020
TERMS Net 30

ACTIVITY	QTY	RATE	AMOUNT
Server Hosting:Annual Administrative Dashboard & Maintenance Annual Administrative Dashboard / Maintenance	1	900.00	900.00

Thank you for choosing netGALAXY Studios for all your digital presence needs.

BALANCE DUE

\$900.00

Did you know that we also handle interactive marketing to acquire, nurture, and grow customers. Engage at just the right time with personalized email, in-app messages, SMS, and postcards starting at only \$249/month for up to 1,000 contacts.

64500



GBPRCVB
713 Craven St
Beaufort, SC 29902
United States

Hub ID: 4583933
Record / Invoice #: 2224384
Invoice Date: June 20, 2020

Your HubSpot invoice.

Billed to:

GBPRCVB
PO BOX 501
Beaufort, SC 29901
United States

Due Date: June 20, 2020

ITEM	TOTAL
Legacy Sales Hub Starter (1 User) Charge for: 6/20/2020 - 7/19/2020	\$50.00

Subtotal	\$50.00
Sales Tax	\$3.50
Amount Paid	(\$53.50)
Total Due	\$0.00

Visit your account & billing page to manage your invoices, products, and services.

See the HubSpot Customer Terms and Services for the terms that apply to your purchase. All fees are listed in USD and are subject to Sales Tax (as applicable).

If you have any questions, please contact us at billing@hubspot.com.

HubSpot Inc. 25 First Street, Cambridge, MA 02141 USA (Tax ID: 20-2632791)

HubSpot
www.hubspot.com



Website plug-ins
61381 (✓)
\$ 31,000

Visit Beaufort Renewal Order

Customer Information

Customer Name:		
Customer Address:		
Billing Address:		
Billing Contact:	Phone:	Email:

Order Summary

- **Platform Access:** Customer will have access to the Threshold Platform and Content from July 31, 2019 through July 31, 2020
- **Content:** Customer will have access to up to 299 locations in their platform

Platform & Content Pricing

- Annual Platform License Fee: \$17,000
- Branded Google Upload: Included
- Custom Maps: Included

Payment Terms

- Invoice sent: Upon execution of this agreement
- Payment Due: Within 30 days of receipt of Invoice

Threshold 360 agrees to provide the Threshold 360 Services detailed in the **Platform Service Agreement** (<https://www.threshold360.com/platform-service-agreement>) in accordance with the terms therein and in this Order Form, which together constitute the agreement between the parties. By signing below, the parties agree to the terms of the agreement.

ITL MARKETING, INC
P.O. BOX 1434
BRUNSWICK GA 31521

Invoice

Date	Invoice #
8/6/2019	051486

Bill To
Beaufort / Port Royal CVB Robb Wells PO Box 501 Beaufort, SC 29901

Description	Terms	Rep
	Due on receipt	FCE
	Rate	Amount
Destination Content Manager - SaaS ImGoing \$14,000 SaaS annual licensing fee per signed contract dated 6/7/19 contract period 7/1/19 thru 6/30/20 <div style="text-align: center;"> <p><i>64530</i></p> <p><i>61381</i></p> <p>APPROVED</p> </div>	14,000.00	14,000.00
Thank you for your business.	Total	\$14,000.00
	Payments/Credits	\$0.00
	Balance Due	\$14,000.00



HILTON HEAD ISLAND • BLUFFTON
CHAMBER OF COMMERCE

August 31, 2020

Ms. Ashley M. Jacobs
County Administrator
Beaufort County
100 Ribaut Road
Beaufort, SC 29901-1228

Dear Ms. Jacobs,

We are in receipt of your letter requesting documentation of how A-TAX and H-TAX funds received from the County were spent pursuant to the Beaufort County Code of Ordinances, Chapter 66 – Taxation Article II and Taxation Article V. For clarification, as a vendor to the County for marketing services, the Hilton Head Island-Bluffton Chamber of Commerce does not receive any HTAX funding.

Attached you'll find the marketing plan detailing the expenditure of \$150,000 in A-TAX marketing funds for FY2019 and \$150,000 in marketing funds for FY2020, along with our annual independent audit. We look forward to a mutually agreed upon time within the next 90 days whereby you, the "licensed official" or other authorized agent of the County, or any member of County Council who wants to participate in good faith, can review financials related to A-TAX funds received from the County. As is our arrangement with both the Town of Hilton Head Island and the Town of Bluffton, detailed financials will be available in our chamber boardroom for full review and inspection. Social distancing measures and safety protocols will be in place and Chamber staff will be available to answer any questions you might have.

We have offered on four separate occasions, twice in Beaufort County Finance Committee meetings on February 4, 2019 and September 24, 2018 and twice in correspondence following the private letter, not on County letterhead, sent by councilmen Covert and Hervochon, that the County is welcome to review detailed financials in this manner.

As we have previously stated, there is arduous oversight of our organization and we welcome that scrutiny. We have consistently demonstrated complete compliance with, and in many cases, exceeded the transparency standards set forth by federal, state and local laws regarding A-TAX investment which is paid for by visitors to the destination.

We welcome the contractual process and feel it sets clear expectations for both the Chamber and Beaufort County. We have contractual agreements with the Town of Hilton Head Island and the Town of

Bluffton, and we urge Beaufort County Council to expeditiously finalize their proposed contract with our organization.

As the South Carolina Supreme Court has determined, the Hilton Head Island-Bluffton Chamber of Commerce is a private entity not a government organization or public body. As a vendor, we are obligated to produce a product, i.e. a successful marketing effort that drives measurable economic revenue, on time and on budget. Our track record of success in destination marketing has been recognized at the highest levels and we will continue to fulfill our responsibilities as a vendor to our respective municipalities in an ethical matter with the utmost integrity and transparency.

Sincerely,



Chris McCorkendale
Chairman, Board of Directors



William G. Miles, IOM, CCE
President & CEO

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

Financial Statements
with Additional Information
Years Ended June 30, 2019 and 2018
and
Independent Auditors' Report



**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

Financial Statements
with Additional Information
Years Ended June 30, 2019 and 2018
and
Independent Auditors' Report



**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

INDEPENDENT AUDITORS' REPORT 1

FINANCIAL STATEMENTS:

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Statements of Activities 4

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ADDITIONAL INFORMATION:

**Hilton Head Island Visitor and Convention Bureau Schedule of Revenues and
 Functional Expenses..... 12**



J. W. Hunt and Company

Certified Public Accountants

INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Members
of Hilton Head Island - Bluffton
Chamber of Commerce

We have audited the accompanying financial statements of Hilton Head Island - Bluffton Chamber of Commerce, which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hilton Head Island - Bluffton Chamber of Commerce, as of June 30, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

J.W. Hunt and Company, LLP.

September 20, 2019

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

STATEMENTS OF FINANCIAL POSITION, JUNE 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
ASSETS		
Current assets:		
Cash	\$ 613,604	\$ 595,329
Accounts receivable	57,472	45,011
Less, allowance for uncollectible accounts	(70)	(5,449)
Prepaid expenses	140,707	104,497
Other	<u>9,293</u>	<u>9,293</u>
Total current assets	821,006	748,681
Property and equipment - net	<u>857,252</u>	<u>896,855</u>
Total assets	<u>\$ 1,678,258</u>	<u>\$ 1,645,536</u>
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable	\$ 373,909	\$ 417,643
Deferred revenue	509,532	473,672
Other liabilities	<u>166,657</u>	<u>129,735</u>
Total current liabilities	1,050,098	1,021,050
Unrestricted net assets	<u>628,160</u>	<u>624,486</u>
Total liabilities and net assets	<u>\$ 1,678,258</u>	<u>\$ 1,645,536</u>

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THE FINANCIAL STATEMENTS

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

STATEMENTS OF ACTIVITIES, YEARS ENDED JUNE 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
Unrestricted revenues and other support:		
Visitor and Convention Bureau projects	\$ 6,367,812	\$ 5,822,885
Membership dues	700,644	695,460
Membership projects	880,577	926,817
Brochure advertising	256,850	276,905
Building rent and common share	4,000	1,200
Interest income	3,191	5,461
	<u>8,213,074</u>	<u>7,728,728</u>
 Total unrestricted revenues and other support		
	<u>8,213,074</u>	<u>7,728,728</u>
Expenses:		
Visitor and Convention Bureau	5,039,661	4,557,790
Salaries and related benefits	2,244,486	2,331,911
General and administrative	370,247	336,525
Membership projects	363,257	398,196
Bluffton Office	31,164	37,060
Depreciation	65,138	71,641
Building	95,447	83,755
Interest	-	31,353
	<u>8,209,400</u>	<u>7,848,231</u>
 Total expenses		
	<u>8,209,400</u>	<u>7,848,231</u>
 Change in unrestricted net assets	3,674	(119,503)
 Unrestricted net assets at beginning of year	<u>624,486</u>	<u>743,989</u>
 Unrestricted net assets at end of year	<u>\$ 628,160</u>	<u>\$ 624,486</u>

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THE FINANCIAL STATEMENTS

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

STATEMENTS OF CASH FLOWS, YEARS ENDED JUNE 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
Cash flows from operating activities:		
Change in unrestricted net assets	\$ 3,674	\$ (119,503)
Adjustments to reconcile change in unrestricted net assets to net cash provided by operating activities:		
Depreciation	65,138	71,641
Changes in assets and liabilities:		
Increase in accounts receivable	(17,840)	(3,094)
Increase in prepaid expenses and other assets	(36,210)	(8,291)
Increase (decrease) in accounts payable	(43,734)	153,387
Increase (decrease) in other liabilities	36,922	(6,246)
Increase (decrease) in deferred revenue	35,860	(305,465)
Net cash provided (used) by operating activities	<u>43,810</u>	<u>(217,571)</u>
Cash flows from investing activities:		
Purchase of property and equipment	(6,858)	(7,299)
Purchase of building	-	(31,535)
Purchase of capital improvements	(18,677)	-
Net cash used by investing activities	<u>(25,535)</u>	<u>(38,834)</u>
Cash flows from financing activities:		
Principal payments on notes payable	-	(496,136)
Net cash used by financing activities	<u>-</u>	<u>(496,136)</u>
Net increase (decrease) in cash	18,275	(752,541)
Cash at beginning year	<u>595,329</u>	<u>1,347,870</u>
Cash at end of year	<u>\$ 613,604</u>	<u>\$ 595,329</u>
Supplemental disclosure of cash flow information:		
Cash paid during the year for interest	<u>\$ -</u>	<u>\$ 31,353</u>

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THE FINANCIAL STATEMENTS

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

NOTES TO FINANCIAL STATEMENTS, JUNE 30, 2019 AND 2018

NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

The Hilton Head Island - Bluffton Chamber of Commerce (the "Chamber") is a not-for-profit organization established February 5, 1957, to represent, serve and promote the common interests of its membership and the business community and to contribute to the preservation and prudent economic growth of southern Beaufort County of South Carolina area as a healthy place to live and do business.

Date of Management's Review:

Subsequent events were evaluated through September 20, 2019, which is the date the financial statements were available to be issued.

Basis of Presentation:

The Chamber prepares its financial statements on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles (GAAP). The Chamber is required to report information regarding its financial position and activities according to three classes of net assets. Accordingly, net assets of the Chamber and changes therein are classified and reported as follows:

Unrestricted Net Assets – Net assets that are not subject to donor-imposed stipulations.

Temporarily Restricted Net Assets – Net assets subject to donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. The Chamber has no temporarily restricted net assets.

Permanently Restricted Net Assets – Net assets subject to donor-imposed stipulations that they be maintained permanently by the Chamber. Generally, earnings from endowed contributions and investments are restricted for specific purposes. The Chamber has no permanently restricted net assets.

HILTON HEAD ISLAND - BLUFFTON CHAMBER OF COMMERCE
NOTES TO FINANCIAL STATEMENTS

The statement of activities presents expenses categorized in accordance with the overall mission of the Chamber.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulations or by law.

Property and Equipment:

Land donated to the Chamber is recorded at fair value on the date of donation. All other property and equipment is recorded at cost, less accumulated depreciation, computed by using the straight-line method. Estimated useful lives range from three to ten years for furniture, equipment, and capital improvements, three years for computer software, and thirty years for the building.

The Chamber generally capitalizes all expenditures for property and equipment in excess of \$1,000.

Membership Dues:

Membership dues are recognized as revenue ratably over the periods which members are entitled to services.

Visitor and Convention Bureau (V&CB):

The V&CB is a division of the Chamber. Funding for the V&CB is provided by membership investment, the state of South Carolina, Beaufort County, the Town of Hilton Head Island and Town of Bluffton through accommodations taxes (ATAX) and the Department of Parks, Recreation and Tourism (PRT) funds. Revenue is recognized as services are performed.

Membership Projects:

The Chamber conducts various training, educational seminars and promotions for its members. Tickets and sponsorships are sold to cover the expenses of conducting these functions. Project revenue is recognized on an accrual basis as earned.

HILTON HEAD ISLAND - BLUFFTON CHAMBER OF COMMERCE
NOTES TO FINANCIAL STATEMENTS

Advertising Revenue:

Advertising revenue is collected in advance and is deferred and recognized over the period the advertisement runs.

Use of Estimates:

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Income Taxes:

The Chamber has received a determination letter from the Internal Revenue Service (IRS) indicating it is a not-for-profit corporation organized under Section 501(c)(6) of the Internal Revenue Code. However, income from certain activities not directly related to the Chamber's tax exempt purpose is subject to federal and state income tax as unrelated business income. Management has determined that the Chamber has no current obligations for unrelated business income tax. Accordingly, no provisions for federal and state income taxes are required. The Chamber is not classified as a private foundation.

GAAP require management to evaluate tax positions taken by the Chamber and recognize a tax liability (or asset) if the Chamber has taken an uncertain position that more likely than not would not be sustained upon examination by the IRS. Management has analyzed the tax positions taken by the Chamber, and has concluded that as of June 30, 2019, there are no uncertain positions taken or expected to be taken that would require recognition of a liability (or asset) or disclosure in the financial statements. The Chamber is subject to routine audits by taxing jurisdictions; however there are currently no audits for any tax periods in progress. Management believes it is no longer subject to income tax examinations prior to 2016.

NOTE 2 - BANK DEPOSITS:

During the year and at year end, the Chamber's bank balances were in excess of federal depository insurance coverage. Management believes the credit risk associated with exceeding the insurance coverage is balanced by the stability of the financial institution involved.

HILTON HEAD ISLAND - BLUFFTON CHAMBER OF COMMERCE
 NOTES TO FINANCIAL STATEMENTS

NOTE 3 - PROPERTY AND EQUIPMENT:

Components of property and equipment were as follows:

	JUNE 30,	
	<u>2019</u>	<u>2018</u>
Land	\$ 364,230	\$ 364,230
Building	1,852,484	1,852,484
Furniture and equipment	453,226	446,367
Capital improvements	77,594	58,917
Computer software	52,713	52,713
Total	<u>2,800,247</u>	<u>2,774,711</u>
Less: Accumulated depreciation	<u>(1,942,995)</u>	<u>(1,877,856)</u>
Property and equipment, net	<u>\$ 857,252</u>	<u>\$ 896,855</u>

NOTE 4 - DEFERRED REVENUE:

Components of deferred revenue were as follows:

	JUNE 30,	
	<u>2019</u>	<u>2018</u>
Membership dues	\$ 244,909	\$ 262,371
Visitor and Convention Bureau revenue	74,394	67,180
Leadership Hilton Head revenue	13,151	10,812
Other	42,952	17,503
Internet sales	<u>134,126</u>	<u>115,806</u>
Totals	<u>\$ 509,532</u>	<u>\$ 473,672</u>

NOTE 5 - LEASE COMMITMENTS:

The Chamber leases certain office equipment under noncancelable operating lease agreements. Lease expense charged to operations under lease agreements was \$3,792 for the years ended June 30, 2019 and 2018. Future minimum lease payments under these leases are \$1,264 for the year ended June 30, 2020.

The Chamber's lease on the Bluffton office is on a month-to-month basis.

HILTON HEAD ISLAND - BLUFFTON CHAMBER OF COMMERCE
NOTES TO FINANCIAL STATEMENTS

NOTE 6 - EMPLOYEE BENEFITS:

The Chamber is a participant in the American Chamber of Commerce 401(k) Retirement/Savings Plan (the Plan). The Chamber contributes a percentage of each eligible employee's salary and matches each employee's contribution to a fixed maximum percentage. The Plan covers employees who have one or more years of service with the Chamber. The Chamber contributed \$81,066 and \$81,682 to the Plan for the years ended June 30, 2019 and 2018, respectively.



J. W. Hunt and Company

Certified Public Accountants

INDEPENDENT AUDITORS' REPORT ON ADDITIONAL INFORMATION

To the Board of Directors and Members
of Hilton Head Island – Bluffton
Chamber of Commerce

We have audited the financial statements of Hilton Head Island – Bluffton Chamber of Commerce as of and for the years ended June 30, 2019 and 2018, and our report thereon dated September 20, 2019, which expressed an unmodified opinion on those financial statements, appears on page 1. Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying additional information presented on pages 12 through 16 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

J.W. Hunt and Company, LLP.

September 20, 2019

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

DESTINATION MARKETING ORGANIZATION OF THE TOWN OF HILTON HEAD ISLAND

HILTON HEAD ISLAND VISITOR AND CONVENTION BUREAU
SCHEDULE OF REVENUES AND FUNCTIONAL EXPENSES,
YEAR ENDED JUNE 30, 2019

	TOWN OF HHI ACCOMMODATIONS TAX
Revenues - Town of Hilton Head Island - DMO	\$ 1,977,645
Town of Hilton Head Island - Supplmt Grant 2018-19	646,321
Town of Hilton Head Island - Crisis Fund	175,000
Total revenue	2,798,966
 Expenses:	
Direct marketing:	
Leisure:	
Fulfillment	\$ 53,199
Vacation planner	105,431
Print media	316,194
Packaging promotions	4,579
Supplemental grant - Golf Marketing	255,128
Supplemental grant - Leisure	280,118
Supplemental grant - Crisis Fund	175,000
Destination photography	6,110
800 Toll-free number	2,157
Digital promotions	348,197
Social media	59,236
Total leisure	1,605,349
 Meetings and group:	
Trade shows	43,458
Supplemental grant - Meetings	104,575
Meeting FAMS	286
Meeting collateral	604
Site inspections	1,997
Trade sponsorships	7,870
Trade media	15,876
Total meetings and group	174,666

HILTON HEAD ISLAND - BLUFFTON CHAMBER OF COMMERCE
 DESTINATION MARKETING ORGANIZATION OF THE TOWN OF HILTON HEAD ISLAND
 HILTON HEAD ISLAND VISITOR AND CONVENTION BUREAU
 SCHEDULE OF REVENUES AND FUNCTIONAL EXPENSES,
 YEAR ENDED JUNE 30, 2019

	TOWN OF HHI ACCOMMODATIONS TAX
Expenses (continued):	
Direct marketing (continued):	
Public relations:	
Public relations firm	\$ 88,518
Editorial initiatives/ photography	41,017
Total public relations	<u>129,535</u>
Group tour marketing:	
Group tour trade shows	1,812
Group tour FAMS	92
Total motorcoach marketing	<u>1,904</u>
International:	
Coastal South Carolina	31,490
International promotions	89,269
Pow Wow International	3,624
Total international	<u>124,383</u>
Market research:	
Strategic planning & research	26,400
General contingency	5,000
Total research, planning and contingency	<u>31,400</u>
Total direct marketing expenses	<u>2,067,237</u>
Sales, marketing, visitor services and admin:	
Salaries	\$ 488,515
Payroll taxes	32,979
Employee benefits - 401K	24,426
Employee benefits - Insurance	45,852
Operations - Other	102,896
Operations - Building	37,061
Total sales, marketing, visitor services and admin	<u>731,729</u>
Total expenses	<u>2,798,966</u>
Excess of revenues over expenses	<u>\$ -</u>

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

DESTINATION MARKETING ORGANIZATION OF THE TOWN OF BLUFFTON

HILTON HEAD ISLAND VISITOR AND CONVENTION BUREAU
SCHEDULE OF REVENUES AND FUNCTIONAL EXPENSES,
YEAR ENDED JUNE 30, 2019

	BLUFFTON ACCOMMODATIONS TAX
Revenues - Town of Bluffton DMO	\$ 204,073
Expenses:	
Bluffton fulfillment	4,664
Vacation planner	10,405
Digital promotions - Website/SEO/Social Media	63,262
Leisure marketing (Military Media)	7,915
Leisure marketing (Conde Nast)	14,900
Leisure marketing (Garden & Gun)	24,600
Leisure marketing - Other	70
Trade shows (ABA)	1,750
Bluffton visitor research	1,000
Total direct marketing expenses	<u>128,566</u>
Administrative:	
Salaries	50,410
Payroll taxes	3,403
Employee benefits - 401K	2,521
Employee benefits - Insurance	4,731
Operations - Other	10,618
Operations - Building expense	3,824
Total administrative	<u>75,507</u>
Total expenses	<u>204,073</u>
Excess of revenues over expenses	\$ -

FY 2019 Beaufort
County Expenditures.

The FY 2020 audit
will be completed and
approved by the Board
on September 22nd.

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

DESTINATION MARKETING ORGANIZATION OF SOUTHERN BEAUFORT COUNTY

HILTON HEAD ISLAND VISITOR AND CONVENTION BUREAU
SCHEDULE OF REVENUES AND FUNCTIONAL EXPENSES,
YEAR ENDED JUNE 30, 2019

	BEAUFORT COUNTY ACCOMMODATIONS TAX
Revenues - Southern Beaufort County DMO	\$ 283,504
Beaufort County Special Grant	21,000
Total Revenue	<u>304,504</u>
Expenses:	
Fulfillment	7,626
Vacation planner	15,220
Digital promotions - Website/SEO/Social Media	73,443
Leisure marketing (Military Media)	11,873
Leisure marketing (Smithsonian)	14,500
Leisure Marketing (Garden & Gun)	36,900
Beaufort County Grant - Special Projects (Smithsonian)	21,000
Daufuskie Marketing	19,046
Total leisure	<u>199,608</u>
Total direct marketing expenses	<u>199,608</u>
Administrative:	
Salaries	70,030
Payroll taxes	4,728
Employee benefits - 401K	3,501
Employee benefits - Insurance	6,573
Operations - Other	14,751
Operations - Building Expense	5,313
Total administrative	<u>104,896</u>
Total expenses	<u>304,504</u>
Excess of revenues over expenses	<u>\$ -</u>

**HILTON HEAD ISLAND - BLUFFTON
CHAMBER OF COMMERCE**

**SCHEDULE OF REVENUES AND FUNCTIONAL EXPENSES,
YEAR ENDED JUNE 30, 2019**

	ACCOMMODATIONS TAX			PARKS, RECREATION AND TOURISM	MARKETING	MEMBERSHIP	TOTAL
	TOWN OF HHI	BLUFFTON	B/C DMO				
Revenues:							
Town of Hilton Head Island DMO	\$ 1,977,645	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,977,645
Town of Hilton Head Isl. supplemental grant	646,321	-	-	-	-	-	646,321
Town of Hilton Head Isl. Crisis fund	175,000	-	-	-	-	-	175,000
Beaufort County DMO	-	-	283,504	-	-	-	283,504
Beaufort County DMO / Supl Grants	-	-	21,000	-	-	-	21,000
Town of Bluffton DMO	-	204,073	-	-	-	-	204,073
SCPRT DMO grants	-	-	-	850,000	-	-	850,000
SCPRT co-op grants	-	-	-	500,000	-	-	500,000
Member funding	-	-	-	-	-	-	-
Total revenues	2,798,966	204,073	304,504	1,350,000	1,967,117	1,588,414	8,213,074
Expenses:							
Leisure	1,605,349	47,415	84,273	659,325	291,665	-	2,688,027
Town of Bluffton marketing	-	80,151	-	-	-	-	80,151
Beaufort County marketing - Bluffton	-	-	96,289	-	-	-	96,289
Beaufort County marketing - Daufuskie	-	-	19,046	-	-	-	19,046
Meetings and group	174,666	-	-	52,330	19,871	-	246,867
Public relations	129,535	-	-	96,710	-	-	226,245
International	124,383	-	-	92,863	85,000	-	302,246
Group tour marketing	1,904	-	-	1,422	-	-	3,326
Market planning and research	26,400	1,000	-	2,575	99,313	-	129,288
Marketing co-op programs	-	-	-	242,275	969,094	-	1,211,369
Membership related expenses	-	-	-	-	-	394,421	394,421
General contingency	5,000	-	-	-	31,806	-	36,806
Sales, marketing and administrative	731,729	75,507	104,896	202,500	470,368	1,190,319	2,775,319
Total expenses	2,798,966	204,073	304,504	1,350,000	1,967,117	1,584,740	8,209,400
Excess of revenues over expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,674	\$ 3,674

January 31, 2020

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Direct inquiries to:
Customer Service
866-616-6020

Ameris Bank
P.O. Box 105075
Atlanta, GA 30348

BEAUFORT CO BLACK CHAMBER OF COMMERCE
PO BOX 754
BEAUFORT SC 29901-0754

56

Date	Description	Additions	Subtractions
01-28	#Check Card Purchase MERCHANT PURCHASE TERMINAL 469216 Amazon com UU8R837K3 Amzn com WA SEQ # 002825100782	office	-68.84
01-28	#POS Purchase POS PURCHASE TERMINAL 13830010 WM SUPERCENTER # BEAUFORT SC SEQ # 002800270857		-100.00
01-29	#Check Card Refund MERCHANT REFUND TERMINAL 469216 Amazon com Amzn com WA SEQ # 002879100233	68.84	
01-29	#Check Card Purchase MERCHANT PURCHASE TERMINAL 449215 PAYPAL DRARIY2B 402 935 7 CA SEQ # 002820852929	ATail	-2,500.00
01-29	#Check Card Purchase MERCHANT PURCHASE TERMINAL 469216 Amazon com PL9A411W3 Amzn com WA SEQ # 002922100439	office	-50.67
01-30	Deposit	990.00	
01-30	#Preauthorized Wd SYSCO COLUMBIA VENDOR PAY 200130 Cus t #674872 BEAUFORT BLACK CHA	Food	-521.88
01-31	#Preauthorized Credit Square Inc 200131P2 200131 *****67616 Ameris	Cafe	23.18
01-31	#Check Card Purchase MERCHANT PURCHASE TERMINAL 469216 AMZN Mktp US LS3DX9V73 Amzn com WA SEQ # 003026100393	office	-35.30
01-31	#Check Card Purchase MERCHANT PURCHASE TERMINAL 469216 AMZN Mktp US 0N8EC6I63 Amzn com WA SEQ # 003023100479		-48.98
01-31	#Check Card Purchase MERCHANT PURCHASE TERMINAL 469216 NORTON AP26305973 9 877 294 5 CA SEQ # 003020100468	b	-99.99

March 31, 2020

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Direct inquiries to:
Customer Service
866-616-6020

Ameris Bank
P.O. Box 105075
Atlanta, GA 30348

BEAUFORT CO BLACK CHAMBER OF COMMERCE
PO BOX 754
BEAUFORT SC 29901-0754

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Number	Date	Amount	Number	Date	Amount
5482	03-23	2,225.00	5486	03-24	806.71
5483	03-23	2,225.00	5487	03-24	1,265.08
5484	03-23	1,300.00	* Skip in check sequence		
5485	03-26	300.00			

Date	Description	Additions	Subtractions
03-02	#Preauthorized Credit Square Inc 200302P2 200302 *****39044 Ameris	260.51	
	<i>merchandise</i>		
03-02	#Preauthorized Credit Square Inc 200302P2 200302 *****39045 Ameris	113.06	
	<i>merchandise</i>		
03-02	#Check Card Purchase MERCHANT PURCHASE TERMINAL 449215 PAYPAL DRARIY2B 402 935 7 CA SEQ # 006023852201		-2,500.00
	<i>atx</i>		
03-02	#Check Card Purchase MERCHANT PURCHASE TERMINAL 449215 CHAMBERMAS GZ 2 3455 MICRONETO MN SEQ # 006129637398		-154.76
	<i>atx</i>		
03-03	#POS Purchase POS PURCHASE TERMINAL 47124001 DOLLAR TREE BEAUFORT SC SEQ # 006300045576		-100.00
	<i>office</i>		
03-04	#Check Card Purchase MERCHANT PURCHASE TERMINAL 469216 Audible XQ6N93N33 Amzn com NJ SEQ # 006324100156		-14.95
03-04	#Check Card Purchase MERCHANT PURCHASE TERMINAL 469216 Amazon Music O14NP6ID3 888 802 3 WA SEQ # 006321100153		-4.27
03-04	#Check Card Purchase MERCHANT PURCHASE TERMINAL 469216 PrimePantry 5H5KG 2F33 www amazo WA SEQ # 006420100351		-5.34

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005314

11/23/2019

PAY TO THE ORDER OF Arka Enterprise \$ 1,875.00

One Thousand Eight Hundred Seventy-Five and 00/100

Arka Enterprise

MEMO

5314 12/3/2019 \$1,875.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005314

11/23/2019

PAY TO THE ORDER OF Arka Enterprise \$ 1,875.00

One Thousand Eight Hundred Seventy-Five and 00/100

Arka Enterprise

MEMO

5314 12/3/2019 \$1,875.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005273

11/16/2019

PAY TO THE ORDER OF Pathfinders Travel Magazine \$ 7,000.00

Seven Thousand and 00/100

MEMO

5273 11/14/2019 \$7,000.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005208

10/4/2019

PAY TO THE ORDER OF Black Southern Belle \$ 3,000.00

Three Thousand and 00/100

Black Southern Belle

MEMO

5208 10/4/2019 \$3,000.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005128

7/28/2019

PAY TO THE ORDER OF Black Southern Belle \$ 3,000.00

Three Thousand and 00/100

Black Southern Belle

MEMO

5126 8/1/2019 \$3,000.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005095

7/2/2019

PAY TO THE ORDER OF Pathfinders Travel Magazine \$ 18,790.10

Eighteen Thousand Seven Hundred Ninety and 10/100

MEMO

5095 7/2/2019 \$18,790.10

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005093

7/9/2019

PAY TO THE ORDER OF Black Southern Belle \$ 3,000.00

Three Thousand and 00/100

Black Southern Belle

MEMO

5093 7/9/2019 \$3,000.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005001

4/28/2019

PAY TO THE ORDER OF Black Southern Belle \$ 3,000.00

Three Thousand and 00/100

Black Southern Belle

MEMO

5001 4/30/2019 \$3,000.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

005000

4/28/2019

PAY TO THE ORDER OF Pathfinders Travel Magazine \$ 7,000.00

Seven Thousand and 00/100

MEMO

5000 5/6/2019 \$7,000.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

004905

2/2/2019

PAY TO THE ORDER OF The Bala Newspaper \$ 1,800.00

One Thousand Eight Hundred and 00/100

The Bala Newspaper

MEMO

4905 2/7/2019 \$1,800.00

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

004989

4/20/2019

PAY TO THE ORDER OF Murs Printing \$ 478.09

Four Hundred Seventy-Five and 09/100

MEMO

4989 4/20/2019 \$478.09

Beaufort County Black Chamber of Commerce
www.bcbcc.org
P.O. Box 754 711 Bladen St
Beaufort, SC 29901
843-985-1102

004904

2/2/2019

PAY TO THE ORDER OF Pathfinders Travel Magazine \$ 421.04

Four Hundred Twenty-One and 04/100

MEMO

4904 2/2/2019 \$421.04

July 2020 Statement 06/12/2020 - 07/14/2020

BEAUFORT BLACK CHAMBE
LARRY HOLMAN (CPN 002036008)

Page 2 of 4
Cardmember Service 1-866-552-8855

Real Rewards

Rewards Center Activity as of 07/13/2020	
Rewards Center Activity*	0
Rewards Center Balance	18,761

*This item includes points redeemed, expired and adjusted.

Rewards Earned	This Statement	Year to Date
Points Earned on Net Purchases	4,473	20,734
FIRST USE BONUS	0	2,500
Total Earned	4,473	23,234

Important Messages

Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

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Transactions

Payments and Other Credits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
07/10	07/10		PAYMENT THANK YOU	\$100.00	CR
07/10	07/10		PAYMENT THANK YOU	\$6,528.32	CR
TOTAL THIS PERIOD				\$6,628.32	

Purchases and Other Debits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
06/15	06/12	5384	ZOOM.US 888-799-9666 CA	13.46	ATax
06/17	06/15	2964	SC.GOV 803-771-0121 SC	5.00	Misc
06/17	06/15	2552	SC.GOV 803-771-0121 SC	5.00	
06/25	06/24	0942	WIGGLY WIGGLY #193 BEAUFORT SC	3.28	Food
06/25	06/24	0202	WIGGLY WIGGLY #193 PORT ROYAL SC	5.24	
06/26	06/25	3279	WIGGLY WIGGLY #193 PORT ROYAL SC	46.40	
06/26	06/25	1849	HILLTOP 1624569687556 HULLB.COM/BILL CA	69.23	Misc
06/26	06/25	7717	SPRINT WIRELESS 800-633-6111 KS	10.00	phone
07/02	06/30	1259	WIGGLY WIGGLY #193 PORT ROYAL SC	129.69	Food
07/02	07/01	1005	PAYPAL OVERDUE RECO 402-935-7733 CA	207.95	
07/03	07/02	6365	SC GOVT PYMNT-SC.GOV EGOV.COM SC	181.85	Misc
07/06	07/03	0015	PAYPAL CDP GROUP LLC 402-935-7733 CA	1,400.00	ATax
07/09	07/08	0183	WIGGLY WIGGLY #193 PORT ROYAL SC	66.37	Food
07/09	07/08	4784	WIGGLY WIGGLY #193 PORT ROYAL SC	128.67	Food

Continued on Next Page

Payment



24-Hour Card
to pay by
to change

00029445 01
BEAUFORT BLACK CHAMBER
LARRY HOLMAN
1 BLADEN ST
BEAUFORT SC

7

August 2020 Statement 07/15/2020 - 08/14/2020

Page 2 of 4

BEAUFORT BLACK CHAMBE
LARRY HOLMAN (CPN 002036008)

Cardmember Service 1-866-552-8855

Real Rewards

Rewards Center Activity as of 08/13/2020	
Rewards Center Activity*	0
Rewards Center Balance	23,234

*This item includes points redeemed, expired and adjusted.

Rewards Earned	This Statement	Year to Date
Points Earned on Net Purchases	6,797	27,531
FIRST USE BONUS	0	2,500
Total Earned	6,797	30,031

Important Messages

Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

There is no interest-free period for transactions that post to the Account as Advances or Balance Transfers except as provided in any Offer Materials. Those transactions are subject to interest from the date they post to the Account until the date they are paid in full.

Speed through checkout while earning rewards with PayPal. Go to the Mobile App or manage your account online. Link your card to PayPal today.

Transactions

Payments and Other Credits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
08/14	08/14		PAYMENT THANK YOU	\$2,881.87CR	
TOTAL THIS PERIOD				\$2,881.87CR	

Purchases and Other Debits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
07/15	07/13	0090	SCORPION 837 10131 SC	98.00	SBA
07/15	07/13	1399	SCORPION 837 10131 SC	98.00	SBA
07/16	07/15	5012	USPS PO 4505200659 BEAUFORT SC	\$110.00	off exp
07/27	07/24	2332	SCORPION 837 10131 SC	98.00	off exp
07/27	07/25	6022	HLU*Hulu 1621569682907 HULU.COM/BILL CA	\$69.53	off exp
07/27	07/24	5059	SEAFOOD EXPRESS PORT ROYAL SC	50.00	food
08/06	08/05	1862	SEAFOOD EXPRESS PORT ROYAL SC	50.00	food
08/07	08/06	0103	BASKETS OF AFRICA 305-323-2311 NM	1,000.00	gallery
08/07	08/06	4099	SEAVOILE MARKET BEAUFORT SC	50.00	food
08/10	08/07	0058	BASKETS OF AFRICA 305-323-2311 NM	1,000.00	gallery
08/10	08/07	3755	PAYPAL*CDPGROUPLLC 402-935-7733 CA	\$1,400.00	stay
08/14	08/12	2782	SCORPION 837 10131 SC	98.00	SBA
TOTAL THIS PERIOD				\$4,531.58	

Continued on Next Page

August 2020 Statement 07/15/2020 - 08/14/2020

Page 2 of 4

BEAUFORT BLACK CHAMBE
LARRY HOLMAN (CPN 002036008)

Cardmember Service 1-866-552-8855



Real Rewards

Rewards Center Activity as of 08/13/2020

Rewards Center Activity*	0
Rewards Center Balance	23,234

*This item includes points redeemed, expired and adjusted.

Rewards Earned	This Statement	Year to Date
Points Earned on Net Purchases	6,797	27,531
FIRST USE BONUS	0	2,500
Total Earned	6,797	30,031

Important Messages

Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

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Speed through checkout while earning rewards with PayPal. Go to the Mobile App or manage your account online. Link your card to PayPal today.

Transactions

Payments and Other Credits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
08/14	08/14		PAYMENT THANK YOU	\$2,881.87CR	
TOTAL THIS PERIOD				\$2,881.87CR	

Purchases and Other Debits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
07/15	07/13	0090	SAFCO 803-771-0131 SC	\$16.00	SBA
07/15	07/13	1399	SAFCO 803-771-0131 SC	\$16.00	SBA
07/16	07/15	5012	USPS PO 4505200659 BEAUFORT SC	\$110.00	Office
07/27	07/24	2332	CLER BACKGROUND CHE 803-771-0131 SC	\$8.00	Office
07/27	07/25	6022	HLU*Hulu 1621569682907 HULU.COM/BILL CA	\$69.53	Office
07/27	07/24	5059	CL SEAFOOD EXPRESS PORT ROYAL SC	\$68.91	Food
08/06	08/05	1862	CL SEAFOOD EXPRESS PORT ROYAL SC	\$18.27	Food
08/07	08/06	0103	MARKETS OF AFRICA 805-209-2015 NM	\$100.00	gallery
08/07	08/06	4099	SEA EAGLE MARKET BEAUFORT SC	\$50.92	Food
08/10	08/07	0058	MARKETS OF AFRICA 805-209-2015 NM	\$100.00	gallery
08/10	08/07	3755	PAYPAL *CDPGROUPLLC 402-935-7733 CA	\$1,400.00	Office
08/14	08/12	2782	SAFCO 803-771-0131 SC	\$16.00	SBA
TOTAL THIS PERIOD				\$4,531.58	

Continued on Next Page

July 2020 Statement 06/12/2020 - 07/14/2020

BEAUFORT BLACK CHAMBE
LARRY HOLMAN (CPN 002036008)

Cardmember Service 1-866-552-8855



Real Rewards

Rewards Center Activity as of 07/13/2020

Rewards Center Activity*	0
Rewards Center Balance	18,761

*This item includes points redeemed, expired and adjusted.

Rewards Earned	This Statement	Year to Date
Points Earned on Net Purchases	4,473	20,734
FIRST USE BONUS	0	2,500
Total Earned	4,473	23,234

Important Messages

Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

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Transactions

Payments and Other Credits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
07/10	07/10		PAYMENT THANK YOU	\$100.00CR	
07/10	07/10		PAYMENT THANK YOU	\$6,528.32CR	
TOTAL THIS PERIOD				\$6,628.32CR	

Purchases and Other Debits



24-Ho
to
to
000029
BEAUF
LARRY
711 BLA
BEAUF

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
06/15	06/12	5384	ZOOM.US 888-799-9666 CA	\$165.46	ATax
06/17	06/15	2964	SC GOV 803-771-0431 SC	\$10.00	Misc
06/17	06/15	2552	SC GOV 803-771-0431 SC	\$10.00	
06/25	06/24	0942	BPEL GROCERY #5158 BEAUFORT SC	\$22.00	Food
06/25	06/24	0202	RIGGLY WIGGLY #193 PORT ROYAL SC	\$10.00	
06/26	06/25	3279	RIGGLY WIGGLY #193 PORT ROYAL SC	\$10.00	
06/26	06/25	1849	Hulu 162-1968687/668 HULU.COM/BILL CA	\$10.00	Misc
06/26	06/25	7717	SPRINT WIRELESS 800-639-8111 KS	\$10.00	phone
07/02	06/30	1259	RIGGLY WIGGLY #193 PORT ROYAL SC	\$10.00	food
07/02	07/01	1005	PAYPAL OVERDUEFEQ 402-935-7733 CA	\$10.00	
07/03	07/02	6365	SC GOVT PYMNT-SC GOV-ECOV.COM SC	\$51.00	Misc
07/06	07/03	0015	PAYPAL CDPGROUPLLC 402-935-7733 CA	\$1,400.00	ATax
07/09	07/08	0183	RIGGLY WIGGLY #193 PORT ROYAL SC	\$65.37	Food
07/09	07/08	4784	SEAFOOD EXPRESS PORT ROYAL SC	\$123.67	Food

Continued on Next Page

May 2020 Statement 04/14/2020 - 05/14/2020
 BEAUFORT BLACK CHAMBE
 LARRY HOLMAN (CPN 002036008)

Cardmember Service 1-866-552-8855

Real Rewards

Rewards Center Activity as of 05/13/2020

Rewards Center Activity*	0
Rewards Center Balance	8,642

*This item includes points redeemed, expired and adjusted.

Rewards Earned	This Statement	Year to Date
Points Earned on Net Purchases	385	6,527
FIRST USE BONUS	0	2,500
Total Earned	385	9,027

Important Messages

Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

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SKIP THE MAILBOX. Switch to e-statements and securely access your statements online. Get started at myaccountaccess.com/paperless

Transactions

Payments and Other Credits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
05/07	05/07		PAYMENT THANK YOU	\$1,936.10	CR
TOTAL THIS PERIOD				\$1,936.10	CR

Purchases and Other Debits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
04/27	04/26	7569	HLU*Hulu 1021569664466 HULU.COM/BILL CA	\$69.53	
04/27	04/24	7569	TECHNICAL BANK 500 750 4211 CA	\$96.91	
05/04	05/01	7344	FACEBK MKDCMR6T62 650-5434800 CA	\$75.00	
05/07	05/07	6837	FACEBK M59U7RNT62 650-5434800 CA	\$15.00	
TOTAL THIS PERIOD				\$256.44	

2020 Totals Year-to-Date

Total Fees Charged in 2020	\$0.00
Total Interest Charged in 2020	\$0.00

Company Approval

(This area for use by your company)

Continued on Next Page

2020 Statement 02/14/2020 - 03/12/2020

Page 2 of 4

MORT BLACK CHAMBE
HOLMAN (CPN 002036008)

Cardmember Service

1-866-552-8855

Rewards

Rewards Center Activity as of 03/11/2020

Rewards Center Activity*	0
Rewards Center Balance	3,930

*This item includes points redeemed, expired and adjusted.

Rewards Earned	This Statement	Year to Date
Points Earned on Net Purchases	1,808	3,238
FIRST USE BONUS	0	2,500
Total Earned	1,808	5,738

Important Messages

Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

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SKIP THE MAILBOX. Switch to e-statements and securely access your statements online. Get started at myaccountaccess.com/paperless

Annual Account Summary tool can help you review your spending and plan ahead. An updated monthly report is available at the beginning of each month, it provides a clear picture of your spending pattern for year-to-date purchases and the prior two years. Yearend summary of charges, Expense by category and print feature for tax reporting are a few of the many features available to you. For details, log in to myaccountaccess.com/AAS.

Transactions

Payments and Other Credits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
03/10	03/09	0191	PAYMENT THANK YOU	\$661.47	CR
TOTAL THIS PERIOD				\$661.47	CR

Purchases and Other Debits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
02/18	02/15	3641	FACEBK WJXCUPNS62 650-5434800 CA	\$25.00	
02/18	02/14	0736	WALMART #101 DEARPORT SC	\$25.00	
02/19	02/18	1560	HLU*Hulu 1621569685492 HULU.COM/BILL CA	\$2.57	
02/20	02/20	3659	FACEBK KFHZZQAT62 650-5434800 CA	\$25.00	
02/24	02/24	0743	FACEBK M3KMBSSSS62 650-5434800 CA	\$25.00	
02/24	02/21	0845	MINORALPEN CO LLC 950-375-2000 CA	\$1.53	
02/26	02/25	9677	HLU*Hulu 1621569688672 HULU.COM/BILL CA	\$69.53	
03/02	02/29	3851	FACEBK F5LA2RWS62 650-5434800 CA	\$35.00	

Continued on Next Page

March 2020 Statement 02/14/2020 - 03/12/2020
 BEAUFORT BLACK CHAMBE
 LARRY HOLMAN (CPN 002036008)

Cardmember Service ☎ 1-866-552-8858

Transactions
Purchases and Other Debits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
03/02	02/28	0729	VAN CO PERCENT #181 BEAUFORT SC	[REDACTED]	
03/02	02/28	1270	NATIONAL PEN CO, LLC 800-673-3000	\$2.97	
03/02	02/28	6326	CIT SEAFOOD EXPRESS PORT ROYAL SC	\$50.00	
03/03	03/02	7708	LOWES #01521* BEAUFORT SC	\$22.15	
03/04	03/03	8622	LC*CONSTANTCONTACT.CO 855-2295506 MA	\$13.40	
03/05	03/04	1459	FACEBK NHN33RWS62 650-5434800 CA	\$50.00	
03/09	03/07	3845	FACEBK CPXQKQJT62 650-5434800 CA	\$15.82	
03/12	03/11	9980	PIZZA MAN #001493 PORT ROYAL SC	[REDACTED]	
TOTAL THIS PERIOD				\$1,205.57	

2020 Totals Year-to-Date

Total Fees Charged in 2020	\$0.00
Total Interest Charged in 2020	\$0.00

Company Approval
(This area for use by your company)

Signature/Approval: _____

Accounting Code: _____

Interest Charge Calculation

Your Annual Percentage Rate (APR) is the annual interest rate on your account.

**APR for current and future transactions.

Balance Type	Balance By Type	Balance Subject to Interest Rate	Variable	Interest Charge	Annual Percentage Rate	Expires with Statement
**BALANCE TRANSFER	\$0.00	\$0.00		\$0.00	0.00%	
**PURCHASES	\$1,205.57	\$0.00		\$0.00	0.00%	06/2020
**ADVANCES	\$0.00	\$0.00	YES	\$0.00	24.99%	

2020 Statement 03/13/2020 - 04/13/2020

Page 2 of 3

AUFORT BLACK CHAMBE
 RRY HOLMAN (CPN 002036008)

Cardmember Service (1-866-552-8855

Real Rewards

Rewards Center Activity as of 04/12/2020	
Rewards Center Activity*	0
Rewards Center Balance	5,738

*This item includes points redeemed, expired and adjusted.

Rewards Earned	This Statement	Year to Date
Points Earned on Net Purchases	2,904	6,142
FIRST USE BONUS	0	2,500
Total Earned	2,904	8,642

Important Messages

Paying Interest: You have a 24 to 30 day interest-free period for Purchases provided you have paid your previous balance in full by the Payment Due Date shown on your monthly Account statement. In order to avoid additional INTEREST CHARGES on Purchases, you must pay your new balance in full by the Payment Due Date shown on the front of your monthly Account statement.

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Transactions

Payments and Other Credits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
04/03	04/03		PAYMENT THANK YOU	\$1,205.57CR	
TOTAL THIS PERIOD				\$1,205.57CR	

Purchases and Other Debits

Post Date	Trans Date	Ref #	Transaction Description	Amount	Notation
03/13	03/12	4934	WIRE TRANSFER CENTER 181 REALIGN - CA	\$250.00	<i>office</i>
03/16	03/14	9787	SOUTHERN ELECTRIC 101 2023 1111	\$500.00	<i>office</i>
03/26	03/25	9828	1001500	\$500.00	<i>office</i>
04/01	03/31	7657	FACEBK 5SVC2RJT62 650-5434800 CA	\$75.00	<i>alay</i>
04/07	04/07	6824	FACEBK YZVJXQET62 650-5434800 CA	\$18.05	<i>alay</i>
04/13	04/10	2300	PAYPAL *CDPGROUPLLC 402-935-7733 CA	\$1,400.00	<i>alay</i>
TOTAL THIS PERIOD				\$1,936.10	

2020 Totals Year-to-Date	
Total Fees Charged in 2020	\$0.00
Total Interest Charged in 2020	\$0.00



INVOICE

Paid

CDP GROUP LLC

Erica Crawford

erica@cdporlando.com
www.cdporlando.com

Invoice #: 1601
Invoice Date: Jun 5, 2020
Due date: Jun 5, 2020

Amount due:
\$0.00

Bill To:

president@bcbcc.org

Description

Description	Quantity	Price	Amount
WEBSITE			
(New) Upgraded Hosting with GoDaddy			
(New) WordPress Theme \$69.00			
(New) Social Media Feed Creator \$29.00			
(New) Content Page Locker \$29.00	1	\$215.00	\$215.00
(New) Event Calendar License \$39.00			
(New) WPBakery Page Builder \$39.00			
TOTAL \$205.00			
		Subtotal	\$215.00
		Total	\$215.00
		Amount paid	-\$215.00
		Amount due	\$0.00 USD



MONTHLY ACTIVITY REPORT

Client: BCBC

Month: June 2020

Time	Activity
01 : 00	Flyer - First Time Homebuyers Program Marketing Assistance
01 : 00	Flyer - SCORE Classes Marketing Assistance
03 : 35	Gullah Jazz Café Social Media Marketing
02 : 55	BCBCC Website Updates
00 : 40	Flyer BCBCC Homebuyer Program - June 23 - Understanding Your Credit
00 : 44	Flyer - BCBCC SCORE Program Classes - June 22 – Creating Your Business
01 : 32	Added Donation Page to website
01 : 00	Official Press Statement - George Floyd - Constant Contact
01 : 19	Post-Shutdown Membership Idea
00 : 57	Flyer BCBCC Homebuyer Program - June 9 - Budgeting and Getting Out
11 : 27	Website Redesign and Plan of Approach for Updates
03 : 08	Flyer - First Time Homebuyers Program Marketing Assistance
02 : 12	Flyer - SCORE Classes Marketing Assistance

Total Time Spent 31 Hours 29 Minutes

Invoice Details

Invoice #1603

Print/PDF

This invoice was edited on Jul 3, 2020 at 2:06 PM PDT



CDP GROUP LLC
 Erica Crawford
 erica@cdporlando.com
 www.cdporlando.com

INVOICE

Paid

Invoice #: 1603
 Invoice date: Jul 3, 2020
 Due date: Jul 3, 2020

Amount due:
\$0.00

Bill To:
 Larry Holman
 president@bcbcc.org

Description	Cancel	Quantity	Price	Amount
Marketing Retainer Deposit (July 2020 - Billed Monthly) Check Email for Activity Report Thirty-five (35) hours projects per 30 day cycle. Monthly rate: \$1,400.00				
SCOPE OF SERVICES				
1. Create marketing collateral using graphic design and marketing techniques to disseminate information to the business community (members, partners, investors and others)		1	\$1,400.00	\$1,400.00
2. Assist in making the website an asset of information and to keep them fresh with information				
3. Assist with marketing all chamber events				
4. Social media marketing of events and general chamber information				
			Subtotal	\$1,400.00
			Total	\$1,400.00
			Amount paid	-\$1,400.00
			Amount due	\$0.00 USD

Terms and Conditions

1. Monthly retainer payment due every month and continues until cancellation with an annual review.
2. Cancellation requires thirty (30) day notice by either party.
3. Neither projects nor hours roll over from month to month.
4. Additional hours billed at \$30.00 and must have prior approval by client.

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INVOICE

Black Southern Belle
305 Church Street
c/o Michiel Perry
Walterboro, South Carolina 29488
United States

Phone: 8048962220
Mobile: Michiel@blacksouthernbelle.com
www.blacksouthernbelle.com

Beaufort County Black Chamber of Commerce
Larry Holman

president@bcbcc.org

Invoice Number: ATLMAG-004

P.O./S.O. Number: 01-BCBCC

Invoice Date: August 13, 2019

Payment Due: August 27, 2019

Amount Due (USD): \$3,000.00

Product	Quantity	Price	Amount
Monthly Marketing and PR Services	1	\$3,000.00	\$3,000.00
Total:			\$3,000.00

Amount Due (USD): \$3,000.00

*pd 9/27/19
5208*

Pay Securely Online



www.blacksouthernbelle.com

Notes

Thank you for choosing to work with me. Appreciate your business.

INVOICE

Black Southern Belle
305 Church Street
c/o Michiel Perry
Walterboro, South Carolina 29488
United States

Phone: 8048962220
Mobile: Michiel@blacksouthernbelle.com
www.blacksouthernbelle.com



Beaufort County Black Chamber of Commerce

Larry Holman

president@bcbcc.org

Invoice Number: ATLMAG-004

P.O./S.O. Number: 01-BCBCC

Invoice Date: August 13, 2019

Payment Due: August 27, 2019

Amount Due (USD): \$3,000.00

Product	Quantity	Price	Amount
Monthly Marketing and PR Services	1	\$3,000.00	\$3,000.00
Total:			\$3,000.00
Amount Due (USD):			\$3,000.00

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Notes
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BILL TO
Beaufort County Black Chamber of Commerce
Larry Holman
president@bcbcc.org

Invoice Number: ATLMAG-003
P.O./S.O. Number: 01-BCBCC
Invoice Date: July 13, 2019
Payment Due: July 27, 2019
Amount Due (USD): \$3,000.00

Pay Securely Online

Product	Quantity	Price	Amount
Monthly Marketing and PR Services	1	\$3,000.00	\$3,000.00

Total: \$3,000.00

Amount Due (USD): \$3,000.00

Pay Securely Online



link.waveapps.com/n9fmum-8z8qvb

Notes
Thank you for choosing to work with me. Appreciate your business.

Handwritten notes:
9/23/19
OK 5/59
OK 5/20
7/20/19

Back to Invoice



Payment Receipt

Invoice #Home Depot Product1

for Beaufort County Black Chamber of Commerce
paid on Oct. 28, 2019

Black Southern Belle
305 Church Street
c/o Michiel Perry
Walterboro, South Carolina 29488
United States
Tel: 8048962220
Mobile: Michiel@blacksouthernbelle.com
www.blacksouthernbelle.com

Payment for Invoice #Home Depot Product1

Payment Amount: **\$3,000.00 USD**

PAYMENT METHOD: *7280



2020 GO Bond
Original Items to be funded

	<u>Original</u>	<u>Amended</u>
Bond Revenue	11,775,000	11,775,000
Outlays		
Bond Issuance costs	(100,000)	(50,000)
Technology equipment	(3,000,000)	(2,700,000)
IT Arthur Horne		(300,000)
Courthouse		(300,000)
Material Recovery Facility MuRF		(1,900,000)
Public facilities relocation renovation	(3,500,000)	-
Detention Center	(1,000,000)	(1,575,000)
Arthur Horne	(3,500,000)	(4,775,000)
TCL-CAI payments	(500,000)	-
Contingency	(175,000)	(175,000)
	<u>(11,775,000)</u>	<u>(11,775,000)</u>
	-	-

AMENDED AND RESTATED ORDINANCE NO. 2019 / 40

AUTHORIZING THE ISSUANCE AND SALE OF GENERAL OBLIGATION BONDS, SERIES 2019B, OR SUCH OTHER APPROPRIATE SERIES DESIGNATION, OF BEAUFORT COUNTY, SOUTH CAROLINA, IN THE PRINCIPAL AMOUNT OF NOT TO EXCEED \$11,775,000; FIXING THE FORM AND DETAILS OF THE BONDS; AUTHORIZING THE COUNTY ADMINISTRATOR OR HER LAWFULLY-AUTHORIZED DESIGNEE TO DETERMINE CERTAIN MATTERS RELATING TO THE BONDS; PROVIDING FOR THE PAYMENT OF THE BONDS AND THE DISPOSITION OF THE PROCEEDS THEREOF; AND OTHER MATTERS RELATING THERETO.

BE IT ORDAINED BY THE COUNTY COUNCIL OF BEAUFORT COUNTY, SOUTH CAROLINA, AS FOLLOWS:

SECTION 1. Findings and Determinations. The County Council (the "County Council") of Beaufort County, South Carolina (the "County"), hereby finds and determines:

(a) Pursuant to Section 4-9-10, Code of Laws of South Carolina 1976, as amended (the "Code"), and the results of a referendum held in accordance therewith, the Council-Administrator form of government was adopted and the County Council constitutes the governing body of the County.

(b) Article X, Section 14 of the Constitution of the State of South Carolina, 1895, as amended (the "Constitution"), provides that each county shall have the power to incur bonded indebtedness in such manner and upon such terms and conditions as the General Assembly shall prescribe by general law. Such debt must be incurred for a public purpose and a corporate purpose in an amount not to exceed eight percent (8%) of the assessed value of all taxable property of such county.

(c) Pursuant to Title 4, Chapter 15 of the Code (the same being and hereinafter referred to as the "County Bond Act"), the governing bodies of the several counties of the State of South Carolina (the "State") may each issue general obligation bonds to defray the cost of any authorized purpose and for any amount not to exceed its applicable constitutional limit.

(d) The County Bond Act provides that as a condition precedent to the issuance of bonds an election be held and the result be favorable thereto. Title 11, Chapter 27 of the Code ("Title 11, Chapter 27"), provides that if an election be prescribed by the provisions of the County Bond Act, but not be required by the provisions of Article X of the Constitution, then in every such instance, no election need be held (notwithstanding the requirement therefor) and the remaining provisions of the County Bond Act shall constitute a full and complete authorization to issue bonds in accordance with such remaining provisions.

(e) Pursuant to Ordinance No. 2012/10 adopted on August 13, 2012, the County Council adopted Written Procedures related to Tax-Exempt Debt.

(f) The assessed value of all the taxable property in the County as of June 30, 2018, is \$1,813,283,219. Eight percent of the assessed value is \$145,062,657. As of the date hereof, the outstanding general obligation debt of the County subject to the limitation imposed by Article X, Section 14(7) of the Constitution is \$97,748,931. Thus, the County may incur \$47,313,726 of additional general obligation debt within its applicable debt limitation.

(g) It is now in the best interest of the County for County Council to provide for the issuance and sale of not to exceed \$11,775,000 principal amount general obligation bonds of the County to provide funds for the following purposes: (i) capital improvements; (ii) providing funds to the Technical College of the Lowcountry for the construction of a training kitchen facility at the New River Campus,; (iii) paying costs of issuance of the Bonds (hereinafter defined); and (iv) such other lawful purposes as the County Council shall determine.

SECTION 2. Authorization and Details of Bonds. Pursuant to the aforesaid provisions of the Constitution and laws of the State, there is hereby authorized to be issued not to exceed \$11,775,000 aggregate principal amount of general obligation bonds of the County to be designated “\$11,775,000 (or such lesser amount issued) General Obligation Bonds, (appropriate series designation), of Beaufort County, South Carolina” (the “Bonds”), for the purposes set forth in Section 1(g) and other costs incidental thereto, including without limiting the generality of such other costs, engineering, financial and legal fees.

The Bonds shall be issued as fully registered bonds registrable as to principal and interest; shall be dated their date of delivery to the initial purchaser(s) thereof; shall be in denominations of \$5,000 or any integral multiple thereof not to exceed the principal amount of Bonds maturing each year; shall be subject to redemption if such provision is in the best interest of the County; shall be numbered from R-1 upward; shall bear interest from their date payable at such times as hereinafter designated by the County Administrator and/or her lawfully-authorized designee at such rate or rates as may be determined at the time of the sale thereof; and shall mature serially in successive annual installments as determined by the County Administrator and/or her lawfully-authorized designee.

Both the principal of and interest on the Bonds shall be payable in any coin or currency of the United States of America which is, at the time of payment, legal tender for public and private debts. Regions Bank, Atlanta, Georgia, shall serve as Registrar/Paying Agent for the Bonds.

SECTION 3. Delegation of Authority to Determine Certain Matters Relating to the Bonds. The County Council hereby delegates to the County Administrator or her lawfully-authorized designee the authority to: (a) determine the par amount of the Bonds; (b) determine the maturity dates of the Bonds and the respective principal amounts maturing on such dates; (c) determine the interest payment dates of the Bonds; (d) determine the redemption provisions, if any, for the Bonds; (e) determine the date and time of sale of the Bonds; (f) receive bids on behalf of the County Council; and (g) award the sale of the Bonds to the lowest bidder therefor in accordance with the terms of the Notice of Sale for the Bonds.

After the sale of the Bonds, the County Administrator and/or her lawfully-authorized designee shall submit a written report to County Council setting forth the details of the Bonds as set forth in this paragraph.

SECTION 4. Registration, Transfer and Exchange of Bonds. The County shall cause books (herein referred to as the “registry books”) to be kept at the offices of the Registrar/Paying Agent, for the registration and transfer of the Bonds. Upon presentation at its office for such purpose the Registrar/Paying Agent shall register or transfer, or cause to be registered or transferred, on such registry books, the Bonds under such reasonable regulations as the Registrar/Paying Agent may prescribe.

Each Bond shall be transferable only upon the registry books of the County, which shall be kept for such purpose at the principal office of the Registrar/Paying Agent, by the registered owner thereof in person or by his duly authorized attorney upon surrender thereof together with a written instrument of transfer satisfactory to the Registrar/Paying Agent duly executed by the registered owner or his duly

authorized attorney. Upon the transfer of any such Bond the Registrar/Paying Agent on behalf of the County shall issue in the name of the transferee a new fully registered Bond or Bonds, of the same aggregate principal amount, interest rate, and maturity as the surrendered Bond. Any Bond surrendered in exchange for a new registered Bond pursuant to this Section shall be canceled by the Registrar/Paying Agent.

The County and the Registrar/Paying Agent may deem or treat the person in whose name any fully registered Bond shall be registered upon the registry books as the absolute owner of such Series Bond, whether such Bond shall be overdue or not, for the purpose of receiving payment of the principal of and interest on such Bond and for all other purposes and all such payments so made to any such registered owner or upon his order shall be valid and effectual to satisfy and discharge the liability upon such Bond to the extent of the sum or sums so paid, and neither the County nor the Registrar/Paying Agent shall be affected by any notice to the contrary. In all cases in which the privilege of transferring Bonds is exercised, the County shall execute and the Registrar/Paying Agent shall authenticate and deliver Bonds in accordance with the provisions of this Ordinance. Neither the County nor the Registrar/Paying Agent shall be obliged to make any such transfer of Bonds during the fifteen (15) days preceding an interest payment date on such Bonds.

SECTION 5. Record Date. The County hereby establishes a record date for the payment of interest or for the giving of notice of any proposed redemption of Bonds, and such record date shall be the fifteenth (15th) day (whether or not a business day) preceding an interest payment date on such Bond or in the case of any proposed redemption of Bonds, such record date shall be the fifteenth (15th) day (whether or not a business day) prior to the giving of notice of redemption of bonds.

SECTION 6. Mutilation, Loss, Theft or Destruction of Bonds. In case any Bond shall at any time become mutilated in whole or in part, or be lost, stolen or destroyed, or be so defaced as to impair the value thereof to the owner, the County shall execute and the Registrar shall authenticate and deliver at the principal office of the Registrar, or send by registered mail to the owner thereof at his request, risk and expense a new Bond of the same series, interest rate and maturity and of like tenor and effect in exchange or substitution for and upon the surrender for cancellation of such defaced, mutilated or partly destroyed Bond, or in lieu of or in substitution for such lost, stolen or destroyed Bond. In any such event the applicant for the issuance of a substitute Bond shall furnish the County and the Registrar evidence or proof satisfactory to the County and the Registrar of the loss, destruction, mutilation, defacement or theft of the original Bond, and of the ownership thereof, and also such security and indemnity in an amount as may be required by the laws of the State of South Carolina or such greater amount as may be required by the County and the Registrar. Any duplicate Bond issued under the provisions of this Section in exchange and substitution for any defaced, mutilated or partly destroyed Bond or in substitution for any allegedly lost, stolen or wholly destroyed Bond shall be entitled to the identical benefits under this Ordinance as was the original Bond in lieu of which such duplicate Bond is issued, and shall be entitled to equal and proportionate benefits with all the other Bonds of the same series issued hereunder.

All expenses necessary for the providing of any duplicate Bond shall be borne by the applicant therefor.

SECTION 7. Execution of Bonds. The Bonds shall be executed in the name of the County with the manual or facsimile signature of the Chairman of the County Council attested by the manual or facsimile signature of the Clerk to the County Council under a facsimile of the seal of the County impressed, imprinted or reproduced thereon; provided, however, the facsimile signatures appearing on the Bonds may be those of the officers who are in office on the date of enactment of this Ordinance. The execution of the Bonds in such fashion shall be valid and effectual, notwithstanding any subsequent

change in such offices. The Bonds shall not be valid or become obligatory for any purpose unless there shall have been endorsed thereon a certificate of authentication. Each Bond shall bear a certificate of authentication manually executed by the Registrar in substantially the form set forth herein.

SECTION 8. Form of Bonds. The Bonds including the certificate of authentication shall be in substantially the form set forth in Exhibit A attached hereto and incorporated herein by reference.

SECTION 9. Security for Bonds. The full faith, credit, and taxing power of the County are hereby irrevocably pledged for the payment of the principal of and interest on the Bonds as they respectively mature, and for the creation of such sinking fund as may be necessary therefor. There shall be levied annually by the County Auditor and collected by the County Treasurer, in the same manner as other county taxes are levied and collected, a tax, without limit, on all taxable property in the County sufficient to pay the principal of and interest on the Bonds as they respectively mature and to create such sinking fund as may be necessary therefor.

The County Council shall give the County Auditor and County Treasurer written notice of the delivery of and payment for the Bonds and they are hereby directed to levy and collect annually, on all taxable property in the County, a tax, without limit, sufficient to pay the principal of and interest on the Bonds as they respectively mature and to create such sinking fund as may be necessary therefor.

SECTION 10. Notice of Public Hearing. The County Council hereby ratifies and approves the publication of a notice of public hearing regarding the Bonds and this Ordinance, such notice in substantially the form attached hereto as Exhibit B, having been published in *The Island Packet* and *The Beaufort Gazette*, newspapers of general circulation in the County, not less than 15 days prior to the date of such public hearing.

SECTION 11. Initiative and Referendum. The County Council hereby delegates to the County Administrator and/or her lawfully-authorized designee the authority to determine whether the Notice prescribed under the provisions of Section 5 of Title 11, Chapter 27 of the Code relating to the initiative and referendum provisions contained in Title 4, Chapter 9, Article 13 of the Code shall be given with respect to this Ordinance. If said Notice is given, the County Administrator and/or her lawfully-authorized designee are authorized to cause such Notice to be published in a newspaper of general circulation in the County, in substantially the form attached hereto as Exhibit C.

SECTION 12. Exemption from State Taxes. Both the principal of and interest on the Bonds shall be exempt, in accordance with the provisions of Section 12-2-50 of the Code from all State, county, municipal, school district and all other taxes or assessments, except estate or other transfer taxes, direct or indirect, general or special, whether imposed for the purpose of general revenue or otherwise.

SECTION 13. Federal Tax Covenants. The County hereby covenants and agrees with the holders of the Bonds that it will not take any action which will, or fail to take any action which failure will, cause interest on the Bonds to become includable in the gross income of the holders of the Bonds for federal income tax purposes pursuant to the provisions of the Internal Revenue Code of 1986, as amended (the "IRC") and regulations promulgated thereunder in effect on the date of original issuance of the Bonds. The County further covenants and agrees with the holders of the Bonds that no use of the proceeds of the Bonds shall be made which, if such use had been reasonably expected on the date of issue of the Bonds would have caused the Bonds to be "arbitrage bonds," as defined in Section 148 of the IRC, and to that end the County hereby shall:

- (a) comply with the applicable provisions of Sections 103 and 141 through 150 of the IRC and any regulations promulgated thereunder so long as the Bonds are outstanding;
- (b) establish such funds, make such calculations and pay such amounts, in the manner and at the times required in order to comply with the requirements of the Code relating to required rebates of certain amounts to the United States; and
- (c) make such reports of such information at the time and places required by the IRC.

SECTION 14. Declaration of Intent to Reimburse Certain Expenditures. This Resolution shall constitute the County's declaration of official intent pursuant to Regulation §1.150-2 of the Code to reimburse the County from a portion of the proceeds of the Bonds for expenditures it anticipates incurring (the "Expenditures") with respect to the Projects prior to the issuance of the Bonds. The Expenditures which are reimbursed are limited to Expenditures which are: (1) properly chargeable to a capital account (or would be so chargeable with a proper election or with the application of the definition of placed in service under Regulation §1.150-2 of the IRC) under general federal income tax principals; or (2) certain de minimis or preliminary Expenditures satisfying the requirements of Regulation §1.150-2(f) of the IRC. The source of funds for the Expenditures with respect to the Projects will be the County's reserve funds. To be eligible for reimbursement of the Expenditures, the reimbursement allocation must be made not later than 18 months after the later of (a) the date on which the Expenditures were paid; or (b) the date such Projects were placed in service, but in no event more than three (3) years after the original Expenditures.

SECTION 15. Eligible Securities. The Bonds initially issued (the "Initial Bonds") will be eligible securities for the purposes of the book-entry system of transfer maintained by The Depository Trust Company, New York, New York ("DTC"), and transfers of beneficial ownership of the Initial Bonds shall be made only through DTC and its participants in accordance with rules specified by DTC. Such beneficial ownership must be of \$5,000 principal amount of Bonds of the same maturity or any integral multiple of \$5,000.

The Initial Bonds shall be issued in fully-registered form, one Bond for each of the maturities of the Bonds, in the name of Cede & Co., as the nominee of DTC. When any principal of or interest on the Initial Bonds becomes due, the Paying Agent, on behalf of the County, shall transmit to DTC an amount equal to such installment of principal and interest. DTC shall remit such payments to the beneficial owners of the Bonds or their nominees in accordance with its rules and regulations.

Notices of redemption of the Initial Bonds or any portion thereof shall be sent to DTC in accordance with the provisions of the Ordinance.

If (a) DTC determines not to continue to act as securities depository for the Bonds, or (b) the County has advised DTC of its determination that DTC is incapable of discharging its duties, the County shall attempt to retain another qualified securities depository to replace DTC. Upon receipt by the County the Initial Bonds together with an assignment duly executed by DTC, the County shall execute and deliver to the successor securities depository Bonds of the same principal amount, interest rate, and maturity registered in the name of such successor.

If the County is unable to retain a qualified successor to DTC or the County has determined that it is in its best interest not to continue the book-entry system of transfer or that interests of the beneficial owners of the Bonds might be adversely affected if the book-entry system of transfer is continued (the

County undertakes no obligation to make any investigation to determine the occurrence of any events that would permit it to make any such determination), and has made provision to so notify beneficial owners of the Bonds by mailing an appropriate notice to DTC, upon receipt by the County the Initial Bonds together with an assignment duly executed by DTC, the County shall execute, authenticate and deliver to the DTC participants Bonds in fully-registered form, in substantially the form set forth on Exhibit A attached to this Ordinance in the denomination of \$5,000 or any integral multiple thereof.

SECTION 16. Sale of Bonds, Form of Notice of Sale. The Bonds shall be offered for public sale on the date and at the time designated by the County Administrator and/or her lawfully-authorized designee. A Notice of Sale in substantially the form set forth as Exhibit D attached hereto and incorporated herein by reference shall be distributed to prospective bidders and a summary of such Notice of Sale shall be published in a newspaper of general circulation in the State and/or in a financial publication published in the City of New York not less than seven (7) days prior to the date set for such sale.

SECTION 17. Preliminary and Final Official Statement. The County Council hereby authorizes and directs the County Administrator and/or her lawfully-authorized designee to prepare, or cause to be prepared, a Preliminary Official Statement to be distributed to prospective purchasers of the Bonds together with the Notice of Sale. The County Council authorizes the County Administrator to designate the Preliminary Official Statement as “final” for purposes of Rule 15c2-12 of the Securities Exchange Commission. The County Administrator and/or her lawfully-authorized designee are further authorized to see to the completion of the final form of the Official Statement upon the sale of the Bonds so that it may be provided to the purchaser of the Bonds.

SECTION 18. Filings with Central Repository. In compliance with Section 11-1-85 of the Code, the County covenants that it will file or cause to be filed with a central repository for availability in the secondary bond market when requested: (a) a copy of the annual financial report of the County within thirty (30) days from the County’s receipt thereof; and (b) within thirty (30) days of the occurrence thereof, relevant information of an event which adversely affects more than five (5%) percent of the revenues of the County or the County’s tax base.

SECTION 19. Continuing Disclosure. In compliance with the Securities and Exchange Commission Rule 15c2-12, the County covenants and agrees for the benefit of the holders from time to time of the Bonds to execute and deliver prior to closing, and to thereafter comply with the terms of a Continuing Disclosure Certificate in substantially the form appearing as Exhibit E attached to this Ordinance. In the event of a failure of the County to comply with any of the provisions of the Continuing Disclosure Certificate, an event of default under this Ordinance shall not be deemed to have occurred. In such event, the sole remedy of any bondholder or beneficial owner shall be an action to compel performance by this Ordinance.

SECTION 20. Deposit and Use of Proceeds. The proceeds derived from the sale of the Bonds shall be deposited with the County Treasurer in a special fund to the credit of the County and shall be applied solely to the purposes for which the Bonds have been issued, including payment of costs of issuance of the Bonds.

SECTION 21. Defeasance. The obligations of the County under this Ordinance and the pledges, covenants and agreements of the County herein made or provided for, shall be fully discharged and satisfied as to any portion of the Bonds, and such Bond or Bonds shall no longer be deemed to be outstanding hereunder when:

(a) such Bond or Bonds shall have been purchased by the County and surrendered to the County for cancellation or otherwise surrendered to the County or the Paying Agent and is canceled or subject to cancellation by the County or the Paying Agent; or

(b) payment of the principal of and interest on such Bonds either (i) shall have been made or caused to be made in accordance with the terms thereof, or (ii) shall have been provided for by irrevocably depositing with a corporate trustee in trust and irrevocably set aside exclusively for such payment, (1) moneys sufficient to make such payment, or (2) Government Obligations (hereinafter defined) maturing as to principal and interest in such amounts and at such times as will ensure the availability of sufficient moneys to make such payment and all necessary and proper fees, compensation and expenses of the corporate trustee. At such time as the Bonds shall no longer be deemed to be outstanding hereunder, such Bonds shall cease to draw interest from the due date thereof and, except for the purposes of any such payment from such moneys or Government Obligations, shall no longer be secured by or entitled to the benefits of this Ordinance.

“Government Obligations” shall mean any of the following:

- (i) direct obligations of the United States of America or agencies thereof or obligations, the payment of principal or interest on which, in the opinion of the Attorney General of the United States, is fully and unconditionally guaranteed by the United States of America; and
- (ii) non-callable, U. S. Treasury Securities - State and Local Government Series (“SLGS”).

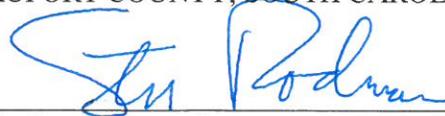
SECTION 22. Miscellaneous. The County Council hereby authorizes the Administrator and the Clerk to County Council to execute such documents and instruments as may be necessary to effect the issuance of the Bonds. The County Council hereby retains Burr & Forman LLP (Burr Forman McNair), as Bond Counsel and Hilltop Securities as Financial Advisor, in connection with the issuance of the Bonds. The Administrator is authorized to execute such contracts, documents or engagement letters as may be necessary and appropriate to effectuate these engagements.

All rules, regulations, resolutions, and parts thereof, procedural or otherwise, in conflict herewith or the proceedings authorizing the issuance of the Bonds are, to the extent of such conflict, hereby repealed and this Ordinance shall take effect and be in full force from and after its enactment.

[Signatures follow]

Enacted this 9th day of September, 2019.

BEAUFORT COUNTY, SOUTH CAROLINA



Chair, County Council

(SEAL)

ATTEST:



Sarah W. Brock, Clerk, County Council

First Reading: July 22, 2019 / Vote 11:0
Second Reading: August 26, 2019 / Vote 10:0
Public Hearing: August 26, 2019
Third and Final Reading: September 9, 2019 / Vote 10:0

EXHIBIT A

FORM OF BOND

UNITED STATES OF AMERICA
STATE OF SOUTH CAROLINA
COUNTY OF BEAUFORT
GENERAL OBLIGATION BOND, SERIES 2019B

No. R-

<u>INTEREST</u>	<u>MATURITY</u>	<u>ORIGINAL</u>	
<u>RATE</u>	<u>DATE</u>	<u>ISSUE DATE</u>	<u>CUSIP</u>

REGISTERED HOLDER:

PRINCIPAL AMOUNT: DOLLARS

KNOW ALL MEN BY THESE PRESENTS, that Beaufort County, South Carolina (the "County"), is justly indebted and, for value received, hereby promises to pay to the registered holder specified above, or registered assigns, the principal amount specified above on the maturity date specified above, upon presentation and surrender of this Bond at the principal office of _____ in _____ (the "Paying Agent"), and to pay interest on such principal amount from the date hereof at the rate per annum specified above until this Bond matures. Interest on this Bond is payable _____ 1, 20____, and semiannually on _____ 1 and _____ 1 of each year thereafter, until this Bond matures, and shall be payable by check or draft mailed to the person in whose name this Bond is registered on the registration books of the County maintained by the registrar, presently _____ in _____ (the "Registrar"), at the close of business on the fifteenth (15th) day of the calendar month preceding each semiannual interest payment date. The principal of and interest on this Bond are payable in any coin or currency of the United States of America which is, at the time of payment, legal tender for public and private debts; provided, however, that interest on this fully registered Bond shall be paid by check or draft as set forth above.

This Bond shall not be entitled to any benefit under the Ordinance (hereafter defined), nor become valid or obligatory for any purpose, until the certificate of authentication hereon shall have been duly executed by the Registrar.

For the payment hereof, both principal and interest, as they respectively mature and for the creation of such sinking fund as may be necessary therefor, the full faith, credit and taxing power of the County are irrevocably pledged and there shall be levied annually by the Auditor of the County and collected by the Treasurer of the County, in the same manner as other county taxes are levied and collected, a tax, without limit, on all taxable property in the County sufficient to pay the principal of and interest on this Bond as they respectively mature and to create such sinking fund as may be necessary therefor.

The Bonds are being issued by means of a book-entry system with no physical distribution of bond certificates to be made except as provided in the Ordinance. One bond certificate with respect to each date on which the Bonds are stated to mature, registered in the name of the securities depository nominee, is being issued and required to be deposited with the securities depository and immobilized in its custody. The book-entry system will evidence positions held in the Bonds by the securities depository's participants, beneficial ownership of the Bonds in the principal amount of \$5,000 or any multiple thereof being evidenced in the records of such participants. Transfers of ownership shall be effected on the records of the securities depository and its participants pursuant to rules and procedures established by the securities depository and its participants. The County and the Registrar/Paying Agent will recognize the securities depository nominee, while the registered owner of this bond, as the owner of this bond for all purposes, including payments of principal of and redemption premium, if any, and interest on this bond, notices and voting. Transfer of principal and interest payments to participants of the securities depository will be the responsibility of the securities depository, and transfer of principal, redemption premium, if any, and interest payments to beneficial owners of the Bonds by participants of the securities depository will be the responsibility of such participants and other nominees of such beneficial owners. The County will not be responsible or liable for such transfers of payments or for maintaining, supervision or reviewing the records maintained by the securities depository, the securities depository nominee, its participants or persons acting through such participants. While the securities depository nominee is the owner of this bond, notwithstanding, the provision hereinabove contained, payments of principal of, redemption premium, if any, and interest on this bond shall be made in accordance with existing arrangements between the Registrar/Paying Agent or its successors under the Ordinance and the securities depository.

This Bond is one of a series of Bonds of like date of original issue, tenor and effect, except as to number, denomination, date of maturity, redemption provisions, and rate of interest, aggregating _____ Dollars (\$ _____), issued pursuant to and in accordance with the Constitution and laws of the State of South Carolina, including Article X of the Constitution of the State of South Carolina, 1895, as amended; Title 4, Chapter 15, Code of Laws of South Carolina 1976, as amended; Title 11, Chapter 27, Code of Laws of South Carolina 1976, as amended; and Ordinance No. _____ duly enacted by the County Council on _____, 2019.

[Redemption Provisions]

This Bond is transferable as provided in the Ordinance, only upon the books of the County kept for that purpose at the principal office of the Registrar by the registered holder in person or by his duly authorized attorney upon surrender of this Bond together with a written instrument of transfer satisfactory to the Registrar duly executed by the registered holder or his duly authorized attorney. Thereupon a new fully registered Bond or Bonds of the same aggregate principal amount, interest rate redemption provisions, if any, and maturity shall be issued to the transferee in exchange therefor as provided in the Ordinance. The County, the Registrar and the Paying Agent may deem and treat the person in whose name this Bond is registered as the absolute owner hereof for the purpose of receiving payment of or on account of the principal hereof and interest due hereon and for all other purposes.

Under the laws of the State of South Carolina (the "State"), this Bond and the interest hereon are exempt from all State, county, municipal, school district and all other taxes or assessments, except estate or other transfer taxes, direct or indirect, general or special, whether imposed for the purpose of general revenue or otherwise.

It is hereby certified and recited that all acts, conditions and things required by the Constitution and laws of the State to exist, to happen and to be performed precedent to or in the issuance of this Bond exist, have happened and have been performed in regular and due time, form and manner as required by law; that the amount of this Bond, together with all other indebtedness of the County, does not exceed the applicable limitation of indebtedness under the laws of the State; and that provision has been made for the levy and collection of a tax, without limit, on all taxable property in the County sufficient to pay the principal of and interest on this Bond as the same shall respectively mature and to create such sinking fund as may be necessary therefor.

IN WITNESS WHEREOF, BEAUFORT COUNTY, SOUTH CAROLINA, has caused this Bond to be signed with the manual or facsimile signature of the Chairman of the County Council, attested by the manual or facsimile signature of the Clerk to the County Council and the seal of the County impressed, imprinted, or reproduced hereon.

BEAUFORT COUNTY, SOUTH CAROLINA

Chair of County Council

(SEAL)

ATTEST:

Clerk of County Council

[FORM OF REGISTRAR'S CERTIFICATE OF AUTHENTICATION]

Date of Authentication:

This bond is one of the Bonds described in the within mentioned Ordinance of Beaufort County, South Carolina.

_____ as Registrar

By: _____ Authorized Officer

The following abbreviations, when used in the inscription on the face of this Bond shall be construed as though they were written out in full according to applicable laws or regulations.

TEN COM - As tenants in common

UNIF GIFT MIN. ACT

TEN ENT - As tenants by the entireties

_____ Custodian _____
(Cust.) (Minor)

JT TEN - As joint tenants with right of survivorship and not as tenants in common

under Uniform Gifts to Minors

_____ (State)

Additional abbreviations may also be used though not in list above.

[FORM OF ASSIGNMENT]

FOR VALUE RECEIVED, the undersigned sells, assigns and transfers unto

_____ (Name and address of Transferee)

the within Bond and does hereby irrevocably constitute and appoint _____ attorney to transfer the within Bond on the books kept for registration thereof, with full power of substitution in the premises.

Dated:

_____ Signature Guaranteed:

_____ (Authorizing Officer)

Signature(s) must be guaranteed by an institution which is a participant in the Securities Transfer Agents Medallion Program ("STAMP") or similar program.

NOTICE: The signature to this agreement this agreement must correspond with the name of the registered holder as it appears upon the face of the within Bond in every particular, without alteration or enlargement or any change whatever.

A copy of the final approving opinion to be rendered shall be attached to each Bond and preceding the same a certificate shall appear, which shall be signed on behalf of the County with a manual or facsimile signature of the Clerk to the County Council. The certificate shall be in substantially the following form:

[FORM OF CERTIFICATE]

IT IS HEREBY CERTIFIED that the following is a true and correct copy of the complete final approving opinion (except for date and letterhead) of Burr & Forman LLP, Columbia, South Carolina, approving the issue of Bonds of which the within Bond is one, the original of which opinion was manually executed, dated and issued as of the date of delivery of and payment for the Bonds and a copy of which is on file with the County Council of Beaufort County, South Carolina.

BEAUFORT COUNTY, SOUTH CAROLINA

By: _____
Clerk of County Council

EXHIBIT B

FORM OF NOTICE OF PUBLIC HEARING

NOTICE OF PUBLIC HEARING

Notice is hereby given that a public hearing will be held by the County Council of Beaufort County, South Carolina (the "County"), County Administration Building, 100 Ribaut Road, Beaufort, South Carolina, at 6:30 p.m. on _____, 2019.

The purpose of the public hearing is to consider an Ordinance providing for the issuance and sale of General Obligation Bonds of Beaufort County, South Carolina, in the principal amount of not to exceed \$_____ (the "Bonds"). The proceeds of the Bonds will be used for the following purposes: (i) capital improvements; (ii) providing funds to the Technical College of the Lowcountry for the construction of a training kitchen facility at the New River Campus; (iii) paying costs of issuance of the Bonds (hereinafter defined); and (iv) such other lawful purposes as the County Council shall determine.

The full faith, credit, and taxing power of the County will be pledged for the payment of the principal of and interest on the Bonds and a tax, without limit, will be levied on and collected annually, in the same manner other County taxes are levied and collected, on all taxable property of the County sufficient to pay to principal of and interest on the Bonds as they respectively mature and to create such sinking fund as may be necessary therefor.

At the public hearing all taxpayers and residents of the County and any other interested persons who appear will be given an opportunity to express their views for or against the Ordinance and the issuance of the Bonds.

COUNTY COUNCIL OF BEAUFORT COUNTY,
SOUTH CAROLINA

EXHIBIT C

FORM OF NOTICE

NOTICE OF ADOPTION OF ORDINANCE

Notice is hereby given that on _____, 2019, the Beaufort County Council adopted an ordinance entitled: "ORDINANCE NO. _____ AUTHORIZING THE ISSUANCE AND SALE OF GENERAL OBLIGATION BONDS, SERIES 2019B, OR SUCH OTHER APPROPRIATE SERIES DESIGNATION, OF BEAUFORT COUNTY, SOUTH CAROLINA, IN THE PRINCIPAL AMOUNT OF NOT TO EXCEED \$ _____; FIXING THE FORM AND DETAILS OF THE BONDS; AUTHORIZING THE COUNTY ADMINISTRATOR OR HER LAWFULLY-AUTHORIZED DESIGNEE TO DETERMINE CERTAIN MATTERS RELATING TO THE BONDS; PROVIDING FOR THE PAYMENT OF THE BONDS AND THE DISPOSITION OF THE PROCEEDS THEREOF; AND OTHER MATTERS RELATING THERETO" (the "Ordinance"). The Ordinance authorizes the issuance and sale of not to exceed \$ _____ General Obligation Bonds, Series 2019B (the "Bonds") of the County.

The proceeds of the Bonds will be used for the following purposes: (i) capital improvements; (ii) providing funds to the Technical College of the Lowcountry for the construction of a training kitchen facility at the New River Campus; (iii) paying costs of issuance of the Bonds (hereinafter defined); and (iv) such other lawful purposes as the County Council shall determine.

Pursuant to Section 11-27-40(8) of the South Carolina Code of Laws, 1976, as amended, unless a notice, signed by not less than five (5) qualified electors of the County, of the intention to seek a referendum is filed both in the office of the Clerk of Court of the County and with the Clerk of the County Council, the initiative and referendum provisions of South Carolina law, Sections 4-9-1210 to 4-9-1230, South Carolina Code of Laws 1976, as amended, shall not be applicable to the Ordinance. The notice of intention to seek a referendum must be filed within twenty (20) days following the publication of this notice of the adoption of the aforesaid Ordinance in a newspaper of general circulation in Beaufort County.

COUNTY COUNCIL OF BEAUFORT COUNTY,
SOUTH CAROLINA

EXHIBIT D

FORM OF NOTICE OF SALE

OFFICIAL NOTICE OF SALE

\$ _____ GENERAL OBLIGATION BONDS, SERIES 2019B,
OF BEAUFORT COUNTY, SOUTH CAROLINA

Time of Sale: NOTICE IS HEREBY GIVEN that bids will be received on behalf of Beaufort County, South Carolina (the "County"), until 11:00 a.m, South Carolina time, on _____, _____, 2019, at which time said proposals will be publicly opened for the purchase of \$ _____ General Obligation Bonds, Series 2019B, of the County (the "Bonds").

Electronic Bids: Electronic proposals must be submitted through i-Deal's Parity Electronic Bid Submission System ("Parity"). No electronic bids from any other providers of electronic bidding services will be accepted. Information about the electronic bidding services of Parity may be obtained from i-Deal, 1359 Broadway, 2nd Floor, New York, New York 10018, Customer Support, telephone (212) 849-5021.

Book-Entry-Only Bonds: The Bonds will be issued in fully-registered form. One Bond representing each maturity will be issued to and registered in the name of Cede & Co., as nominee of The Depository Trust Company, New York, New York ("DTC"), as registered owner of the Bonds and each such Bond will be immobilized in the custody of DTC. DTC will act as securities depository for the Bonds. Individual purchases will be made in book-entry form only, in the principal amount of \$5,000 or any integral multiple thereof not to exceed the principal amount of Bonds maturing each year; Purchasers will not receive physical delivery of certificates representing their interest in the Bonds purchased. The winning bidder, as a condition to delivery of the Bonds, will be required to deposit the Bond certificates representing each maturity with DTC.

The Bonds will be issued in fully-registered form registered as to principal and interest; will be dated _____, 2019; will be in denominations of \$5,000 or any integral multiple thereof not to exceed the principal amount of Bonds maturing in each year; and will mature serially in successive annual installments on _____ in each of the years and in the principal amounts as follows:

<u>Year</u>	<u>Principal Amount*</u>	<u>Year</u>	<u>Principal Amount*</u>
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*Preliminary, subject to adjustment.

Adjustment of Maturity Schedule. The County reserves the right, in its sole discretion, either to decrease or increase the principal amount of the Bonds maturing in any year (all calculations to be rounded to the near \$5,000), provided that any such decrease or increase shall not exceed 10% of the Bonds. Such adjustment(s), if any, shall be made within twenty-four (24) hours of the award of the Bonds. In order to calculate the yield on the Bonds for federal tax law purposes and as a condition precedent to the award of the Bonds, bidders must disclose to the County in connection with their respective bids the price (or yield to maturity) at which each maturity of the Bonds will be reoffered to the public.

In the event of any adjustment of the maturity schedule for the Bonds as described herein, no rebidding or recalculation of the proposals submitted will be required or permitted. Nevertheless, the award of the Bonds will be made to the bidder whose proposal produces the lowest true interest cost solely on the basis of the Bonds offered, without taking into account any adjustment in the amount of the Bonds pursuant to this paragraph.

[Redemption Provisions]

Registrar/Paying Agent: Regions Bank will serve as Registrar/Paying Agent for the Bonds.

Bid Requirements: Bidders shall specify the rate or rates of interest per annum which the Bonds are to bear, to be expressed in multiples of 1/20 or 1/8 of 1% and the interest rate specified for any maturity shall not be lower than the interest rate specified for any previous maturity. Bidders are not limited as to the number of rates of interest named, but the rate of interest on each separate maturity must be the same single rate for all Bonds of that maturity from their date to such maturity date. A bid for less than all the Bonds, a bid at a price less than par or a bid which includes a premium in excess of 10% of the par amount of the Bonds will not be considered. In addition to the bid price, the successful bidder must pay accrued interest from the date of the Bonds to the date of full payment of the purchase price.

Award of Bid. The Bonds will be awarded to the bidder or bidders offering to purchase the Bonds at the lowest true interest cost (TIC) to the County. The TIC will be the nominal interest rate which, when compounded semiannually and used to discount all debt service payments on the Bonds (computed at the interest rates specified in the bid and on the basis of a 360-day year of twelve 30-day months) to the dated date of the Bonds, results in an amount equal to the price bid for the Bonds. In the case of a tie bid, the winning bid will be awarded by lot. The County reserves the right to reject any and all bids or to waive irregularities in any bid. Bids will be accepted or rejected no later than 3:00 p.m., South Carolina time, on the date of the sale.

Security: The full faith, credit, and taxing power of the County are hereby irrevocably pledged for the payment of the principal of and interest on the Bonds as they respectively mature, and for the creation of such sinking fund as may be necessary therefor. There shall be levied annually by the Auditor of the County and collected by the Treasurer of the County, in the same manner as other county taxes are levied and collected, an ad valorem tax, without limit, on all taxable property in the County sufficient to pay the principal and interest of the Bonds as they respectively mature and to create such sinking fund as may be necessary therefor.

Good Faith Deposit: No good faith deposit is required.

Official Statement: Upon the award of the Bonds, the County will prepare an official statement (the "Official Statement") in substantially the same form as the preliminary official statement subject to minor additions, deletions and revisions as required to complete the Official Statement. Within seven (7) business days after the award of the Bonds, the County will deliver the Official Statement to the successful bidder in sufficient quantity to comply with Rule G-32 of the Municipal Securities Rulemaking Board. The successful bidder agrees to supply to the County all necessary pricing information and any Underwriter identification necessary to complete the Official Statement within 24 hours after the award of the Bonds.

Continuing Disclosure: In order to assist the bidders in complying with S.E.C. Rule 15c2-12(b)(5), the County will undertake, pursuant to an ordinance and a Continuing Disclosure Certificate to provide certain annual financial information and notices of the occurrence of certain events, if material. A description of this undertaking is set forth in the Preliminary Official Statement and will also be set forth in the final Official Statement.

Legal Opinion: The County Council shall furnish upon delivery of the Bonds the final approving opinion of McNair Law Firm, P.A., Columbia, South Carolina, which opinion shall accompany each Bond, together with the usual closing documents, including a certificate of the County that no litigation is pending affecting the Bonds.

Issue Price Certificate: [TO BE PROVIDED]

Delivery: The Bonds will be delivered on or about _____, 2019, in New York, New York, at the expense of the County. The balance of the purchase price then due, including the amount of accrued interest, must be paid in federal funds or other immediately available funds.

CUSIP Numbers: It is anticipated that CUSIP identification numbers will be set forth on the Bonds, but neither the failure to print such numbers on any Bond nor any error with respect thereto shall constitute cause for failure or refusal by the purchaser thereof to accept delivery of and pay for the Bonds in accordance with the terms of its proposal. The CUSIP Service Bureau charge for the assignment of such numbers shall be the responsibility of and shall be paid for by the successful bidder.

Additional Information: The Preliminary Official Statement of the County with respect to the Bonds will be furnished to any person interested in bidding for the Bonds upon request to Burr & Forman LLP, Attention: Francenia B. Heizer, telephone (803) 799-9800, e-mail: fheizer@burr.com. The Preliminary Official Statement shall be reviewed by bidders prior to submitting a bid. Bidders may not rely on this Notice of Sale as to the complete information concerning the Bonds. Persons seeking information should communicate with the County's Financial Advisor, Jeff Minch, Vice President, Hilltop Securities, 5925 Carnegie Boulevard, Suite 380, Charlotte, North Carolina 28209, telephone (704) 654-3451, e-mail: jeff.minch@hilltopsecurities.com..

BEAUFORT COUNTY, SOUTH CAROLINA

EXHIBIT E

FORM OF CONTINUING DISCLOSURE CERTIFICATE

CONTINUING DISCLOSURE CERTIFICATE

This Continuing Disclosure Certificate (the “Disclosure Certificate”) is executed and delivered by Beaufort County, South Carolina (the “County”) in connection with the issuance of \$_____ General Obligation Bonds, Series 2019B, Beaufort County, South Carolina (the “Bonds”). The Bonds are being issued pursuant to an ordinance adopted by the County Council of the County (the “Ordinance”). The County covenants and agrees as follows:

SECTION 1. Purpose of the Disclosure Certificate. This Disclosure Certificate is being executed and delivered by the County for the benefit of the beneficial owners and in order to assist the Participating Underwriters (defined below) in complying with the Rule (defined below).

SECTION 2. Definitions. The following capitalized terms shall have the following meanings:

“**Annual Report**” shall mean any Annual Report provided by the County pursuant to, and as described in, Sections 3 and 4 of this Disclosure Certificate.

“**Bonds**” shall mean the \$_____ General Obligation Bonds, Series 2019B, Beaufort County, South Carolina, dated _____, 2019.

“**Dissemination Agent**” shall mean the County or any successor Dissemination Agent designated in writing by the County and which has filed with the County a written acceptance of such designation.

“**Financial Obligation**” is defined by the Rule as and for purposes of this Disclosure Certificate shall mean (1) a debt obligation, (2) a derivative instrument entered into in connection with, or pledged as security or a source of payment for, an existing or planned debt obligation, or (3) a guarantee of either of the foregoing; provided, however, that a “Financial Obligation” shall not include municipal securities as to which a final official statement has been provided to the Municipal Securities Rulemaking Board consistent with the Rule.

“**Listed Events**” shall mean any of the events listed in Section 5(a) of this Disclosure Certificate.

“**National Repository**” shall mean for purposes of the Rule, the Electronic Municipal Market Access (EMMA) system created by the Municipal Securities Rulemaking Board.

“**Participating Underwriter**” shall mean _____ and any other original underwriter of the Bonds required to comply with the Rule in connection with offering of the Bonds.

“**Repository**” shall mean each National Repository and each State Depository, if any.

“**Rule**” shall mean Rule 15c2-12(b)(5) adopted by the Securities and Exchange Commission under the Securities Exchange Act of 1934, as the same may be amended from time to time.

“**State Depository**” shall mean any public or private repository or entity designated by the State of South Carolina as a state depository for the purpose of the Rule. As of the date of this Certificate, there is no State Depository.

SECTION 3. Provision of Annual Reports.

(a) The County shall, or shall cause the Dissemination Agent to provide, not later than February 1 of each year, commencing in 2020, to the Repository an Annual Report which is consistent with the requirements of Section 4 of this Disclosure Certificate. Not later than fifteen (15) business days prior to such date the County shall provide the Annual Report to the Dissemination Agent, if other than the County; provided, that if the audited financial statements required pursuant to Section 4 hereof to be included in the Annual Report are not available for inclusion in the Annual Report as of such date, unaudited financial statements of the County may be included in such Annual Report in lieu thereof, and the County shall replace such unaudited financial statements with audited financial statements within fifteen (15) days after such audited financial statements become available for distribution. The Annual Report may be submitted as a single document or as separate documents comprising a package, and may cross-reference other information as provided in Section 4 of this Disclosure Certificate; provided that the audited financial statements of the County may be submitted separately from the balance of the Annual Report.

(b) If the County is unable to provide to the Repository an Annual Report by the date required in subsection (a), the County shall send a notice to the Municipal Securities Rulemaking Board and State Depository, if any, in substantially the form attached hereto as Exhibit A.

(c) The Dissemination Agent shall:

(1) determine each year prior to the date for providing the Annual Report the name and address of the Repository; and

(2) if the Dissemination Agent is other than the County, file a report with the County and (if the Dissemination Agent is not the Registrar) the Registrar certifying whether the Annual Report has been provided pursuant to this Disclosure Certificate, and, if provided, stating the date it was provided, and listing the Repository to which it was provided.

SECTION 4. Content of Annual Reports. The County's Annual Report shall contain or incorporate by reference the most recent audited financial statements, which shall be prepared in conformity with generally accepted accounting principles (or, if not in such conformity, to be accompanied by a qualitative discussion of the differences in the accounting principles and the impact of the change in the accounting principles on the presentation of the financial information) applicable to governmental entities such as the County, and shall, in addition, contain or incorporate by reference the following information for the most recently completed fiscal year:

- (a) County population;
- (b) Total state appropriations subject to withholding under Article X, Sec. 15, South Carolina Constitution;
- (c) Outstanding Indebtedness of the County;
- (d) Market Value/Assessment Summary of taxable property in County;
- (e) Tax rates for County;
- (f) Tax collections for County; and
- (g) Five largest taxpayers (including fee-in-lieu-of-tax) for County.

Any or all of the items listed above may be incorporated by reference from other documents, including official statements of debt issues with respect to which the County is an "obligated person" (as defined by the Rule), which have been filed with the Repository or the Securities and Exchange

Commission. If the document incorporated by reference is a final official statement, it must be available from the Municipal Securities Rulemaking Board. The County shall clearly identify each such other document so incorporated by reference.

SECTION 5. Reporting of Significant Events.

(a) Pursuant to the provisions of this Section 5, the County shall give, or cause to be given, notice of the occurrence of any of the following events (the “Listed Events”):

- (1) Principal and interest payment delinquencies;
- (2) Non-payment related defaults;
- (3) Unscheduled draws on debt service reserves reflecting financial difficulties;
- (4) Unscheduled draws on credit enhancements reflecting financial difficulties;
- (5) Substitution of credit or liquidity providers, or their failure to perform;
- (6) Adverse tax opinions, the issuance by the Internal Revenue Service of proposed or final determinations of taxability, Notices of Proposed Issue (IRS Form 5701-TEB) or other material notices or determinations with respect to the tax status of the security, or other material events affecting the tax status of the security;
- (7) Modifications to rights of security holders;
- (8) Bond calls;
- (9) Tender offers;
- (10) Defeasances;
- (11) Release, substitution, or sale of property securing repayment of the securities;
- (12) Rating changes;
- (13) Bankruptcy, insolvency, receivership or similar event of the County;
- (14) The consummation of a merger, consolidation, or acquisition involving the County or the sale of all or substantially all of the assets of the County other than in the ordinary course of business, the entry into a definitive agreement to undertake such an action or the termination of a definitive agreement relating to any such actions, other than pursuant to its terms;
- (15) Appointment of a successor or additional trustee or the change of name of a trustee;
- (16) Incurrence of a Financial Obligation of the County; or agreement to covenants, events of default, remedies, priority rights, or other similar terms of a Financial Obligation of the County, any of which affect security holders; and
- (17) Default, event of acceleration, termination event, modification of terms, or other similar events under the terms of a Financial Obligation of the County, any of which reflect financial difficulties.

(b) Whenever the County obtains knowledge of the occurrence of a Listed Event described in subsections (a)(2), (7), (8), (11), (14), (15) or (16) above, the County shall as soon as possible determine if such event would be material under applicable federal securities laws. If the County determines that knowledge of the occurrence of such event would be material under applicable federal securities laws, the County shall promptly, and no later than ten business days after the occurrence of the event, file a notice of such occurrence with the Repository.

(c) Whenever the County obtains knowledge of the occurrence of a Listed Event described in subsections (a)(1), (3), (4), (5), (6), (9), (10), (12), (13) or (17) above, the County shall promptly, and no later than ten business days after the occurrence of the event, file a notice of such occurrence with the Repository.

(d) Notwithstanding the foregoing, notice of Listed Events described in subsections (a)(8), (9), and (10) above need not be given under this subsection any earlier than the notice (if any) of the underlying event is given to owners of affected Bonds. For the purposes of the event identified in (a)(13) above, the event is considered to occur when any of the following occur: the appointment of a receiver, fiscal agent or similar officer for the County in a proceeding under the U.S. Bankruptcy Code or in any other proceeding under state or federal law in which a court or governmental authority has assumed jurisdiction over substantially all of the assets or business of the County, or if such jurisdiction has been assumed by leaving the existing governing body and officials or officers in possession but subject to the supervision and orders of a court or governmental authority, or the entry of an order confirming a plan of reorganization, arrangement or liquidation by a court or governmental authority having supervision or jurisdiction over substantially all of the assets or business of the County.

SECTION 6. Termination of Reporting Obligation. The County's obligations under this Disclosure Certificate shall terminate upon the defeasance, prior redemption or payment in full of the Bonds.

SECTION 7. Dissemination Agent. The County may, from time to time, appoint or engage a Dissemination Agent to assist it in carrying out its obligations under this Disclosure Certificate, and may discharge any such Agent, with or without appointing a successor Dissemination Agent. The initial Dissemination Agent shall be the County.

SECTION 8. Amendment; Waiver. Notwithstanding any other provision of this Disclosure Certificate, the County may amend this Disclosure Certificate and any provision of this Disclosure Certificate may be waived, if such amendment or waiver is supported by an opinion of counsel expert in federal securities laws acceptable to the County, to the effect that such amendment or waiver would not, in and of itself, cause the undertakings herein to violate the Rule if such amendment or waiver had been effective on the date hereof but taking into account any subsequent change in or official interpretation of the Rule.

SECTION 9. Additional Information. Nothing in this Disclosure Certificate shall be deemed to prevent the County from disseminating any other information, using the means of dissemination set forth in this Disclosure Certificate or any other means of communication, or including any other information in any Annual Report or notice of occurrence of a Listed Event, in addition to that which is required by this Disclosure Certificate. If the County chooses to include any information in any Annual Report or notice of occurrence of a Listed Event, in addition to that which is specifically required by this Disclosure Certificate, the County shall have no obligation under this Certificate to update such information or include it in any future Annual Report or notice of occurrence of a Listed Event.

SECTION 10. Default. In the event of a failure of the County or the Dissemination Agent to comply with any provision of this Disclosure Certificate, any beneficial owner may take such actions as may be necessary and appropriate, including seeking injunctive relief or specific performance by court order, to cause the County, or the Dissemination Agent, as the case may be, to comply with its obligations under this Disclosure Certificate. A default under this Disclosure Certificate shall not be deemed an event of default under the Ordinance, and the sole remedy under this Disclosure Certificate in the event of any failure of the County or the Dissemination Agent to comply with this Disclosure Certificate shall be an action to compel performance.

SECTION 11. Duties, Immunities and Liabilities of Dissemination Agent. The Dissemination Agent shall have only such duties as are specifically set forth in this Disclosure Certificate, and the County agrees to indemnify and save the Dissemination Agent, its officers, directors, employees and agents, harmless against any loss, expense and liabilities which they may incur arising out of or in the exercise or

performance of their powers and duties hereunder, including the costs and expenses (including attorneys' fees) of defending against any claim of liability, but excluding liabilities due to the Dissemination Agent's negligence or willful misconduct. The obligations of the County under this Section shall survive resignation or removal of the Dissemination Agent and payment of the Bonds.

SECTION 12. Beneficiaries. This Disclosure Certificate shall inure solely to the benefit of the County, the Dissemination Agent, the Participating Underwriters, and Holders from time to time of the Bonds and shall create no rights in any other person or entity.

SECTION 13. Counterparts. This Disclosure Certificate may be executed in several counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument.

BEAUFORT COUNTY, SOUTH CAROLINA

By: _____
County Administrator

Dated: _____, 2019

EXHIBIT A

NOTICE TO REPOSITORIES OF FAILURE TO FILE ANNUAL REPORT

Name of Issuer: Beaufort County, South Carolina

Name of Issue: \$ _____ General Obligation Bonds, Series 2019B,
Beaufort County, South Carolina

Date of Issuance: _____, 2019

NOTICE IS HEREBY GIVEN that Beaufort County, South Carolina (the "County") has not provided an Annual Report with respect to the above-named Bonds as required by Sections 3 and 4 of the Continuing Disclosure Certificate executed and delivered by the County as Dissemination Agent. The County has notified us in writing that the Annual Report will be filed by _____.

Dated: _____

BEAUFORT COUNTY, SOUTH CAROLINA



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

ITEM TITLE:
<i>2020 GO Bond Projects</i>
MEETING NAME AND DATE:
Finance Committee
PRESENTER INFORMATION:
<i>Hayes Williams Interim CFO</i> <i>10 Minutes</i>
ITEM BACKGROUND:
<i>The original bond was to be issued in 2019, but we waited until August 2020 so that we could combine this issuance with the issuance for the Rural and Critical Lands bond, which was a cost savings. Some of the original projects have changed scope or have been eliminated, so we are redefining the project list for this issuance.</i>
PROJECT / ITEM NARRATIVE:
There was over a year between the initial approval and the issuance of the 2020 GO Bond for \$11,775,000. Additional costs at the Arthur Horne Building and the Detention Center resulted in a need for reallocation of funds. New projects were also added such as a Solid Waste material recovery facility and HVAC repair for the Federal Courthouse.
FISCAL IMPACT:
<i>No additional funding necessary, this is only an update on the project list.</i>
STAFF RECOMMENDATIONS TO COUNCIL:
Information and discussion.
OPTIONS FOR COUNCIL MOTION:
<i>Information and discussion.</i>



BEAUFORT COUNTY COUNCIL AGENDA ITEM SUMMARY

Item 15.

ITEM TITLE:
<i>DISCUSSION CONCERNING VOTER REGISTRATION AND ELECTIONS GRANT APPLICATION</i>
MEETING NAME AND DATE:
Finance Committee 9/21/2020 2:00PM
PRESENTER INFORMATION:
<i>Marie Small, Director Board of Voter Registration and Elections of Beaufort County</i>
ITEM BACKGROUND:
Link to grant information: https://www.techandcivicliflife.org/our-work/election-officials/grants/
PROJECT / ITEM NARRATIVE:
FISCAL IMPACT:
STAFF RECOMMENDATIONS TO COUNCIL:
OPTIONS FOR COUNCIL MOTION:



BEAUFORT COUNTY COUNCIL

Agenda Item Summary

Item Title:

APPOINTMENT TO BOARDS AND COMMISSION

- AIRPORTS BOARD

Committee:

- FINANCE COMMITTEE

Meeting Date:

- FINANCE COMMITTEE MEETING SEPTEMBER 21, 2020

Committee Presenter (Name and Title):

Issues for Consideration:

- CONSIDERATION OF THE APPOINTMENT OF IAN SCOTT FOR AIRPORTS BOARD
 - Beaufort Regional Chamber of Commerce appointee

Points to Consider:

Funding & Liability Factors:

Council Options:

- APPROVE, MODIFY OR REJECT

Recommendation:



COUNTY COUNCIL OF BEAUFORT COUNTY
County Boards, Agencies, Commissions, Authorities and Committees



County Council of Beaufort County selects citizens for service on Council appointed Boards, Agencies, Commissions, Authorities and Committees from a roster of individuals who have either volunteered or have been recommended for appointment. The Clerk to Council uses this form to keep an up-to-date roster of volunteers and to provide Council basic information about each volunteer.

Top Three Priorities: Please indicate by placing a “1”, “2”, or “3” alongside your choices.

BOARDS AND COMMISSIONS

- Accommodations Tax (2% State)
- 1 Airports
- Alcohol and Drug Abuse
- Assessment Appeals
- Beaufort County Transportation
- Beaufort-Jasper Economic Opportunity
- Beaufort-Jasper Water & Sewer
- Beaufort Memorial Hospital
- Bluffton Township Fire
- Burton Fire
- Coastal Zone Management Appellate (inactive)
- Construction Adjustments and Appeals
- Daufuskie Island Fire
- Design Review
- Disabilities and Special Needs
- Economic Development Corporation
- Forestry (inactive)
- Historic Preservation Review
- Keep Beaufort County Beautiful
- Lady's Island / St. Helena Island Fire
- Library
- Lowcountry Council of Governments
- Lowcountry Regional Transportation Authority
- Parks and Recreation
- Planning *
- Rural and Critical Lands Preservation
- Sheldon Fire
- Social Services (inactive)
- Solid Waste and Recycling
- Southern Beaufort County Corridor Beautification
- Stormwater Management Utility
- Zoning

DATE: 8/19/20 NAME: Ian D. Scott

BEAUFORT COUNTY VOTER REGISTRATION NUMBER: 470796852

OCCUPATION: Chamber of Commerce Executive

TELEPHONE: (Home) 336-529-9571 (Office) 843-525-8527 EMAIL: ian@beaufortchamber.org

HOME ADDRESS: 907 Emmons St. STATE: SC ZIP CODE: 29902

MAILING ADDRESS: 907 Emmons St STATE: SC ZIP CODE: 29902

COUNTY COUNCIL DISTRICT: 1 2 3 4 5 6 7 8 9 10 11

ETHNICITY: Caucasian African American Other

Are you presently serving on a Board, Agency, Commission, Authority or Committee? Yes No

If “yes”, what is the name of the board and when does term expire? _____

- Please return completed form **and a brief resume'** either Email or U.S. Mail:
 - o Email: boardsandcommissions@bcgov.net
 - o U.S. Mail: Clerk to Council, County Council of Beaufort County, P.O. Drawer 1228, Beaufort, SC 29901
- Applications without a brief resume' cannot be considered.
- Applications will be held **three (3) years** for consideration.
- All information contained on this application is subject to public disclosure.

YOU MUST BE A BEAUFORT COUNTY REGISTERED VOTER TO APPLY
YOU MUST ATTACH YOUR RESUME' WITH THIS APPLICATION TO BE CONSIDERED
An incomplete application will be returned

* Anyone submitting an application to serve on the Planning Commission must fill out the questionnaire on page 2.

Applicant's Signature: _____

**Beaufort County Planning Commission
Supplemental Application Questionnaire**

This questionnaire will assist the County Council in assessing your qualifications and experience for the Planning Commission vacancy.

Please explain why you want to serve on the Planning Commission.

What qualifications, experience and expertise make you a good candidate for the Planning Commission?

What role do you feel the Planning Commission plays in making Beaufort County a desirable community in which to live and work?

What do you believe are the most important planning issues facing the County during the next five years?

What previous experience have you had in serving on a Planning Commission? Give some examples of the items typically handled by the Planning Commission.

From: [Weitz, Kristina](#)
To: [Vaughn, Tithanie](#)
Subject: RE: Ian Scott
Date: Wednesday, August 19, 2020 4:39:49 PM
Attachments: [image001.png](#)

He is active and in CC 2

Kris

From: Vaughn, Tithanie <tithanie.vaughn@bcgov.net>
Sent: Wednesday, August 19, 2020 16:12
To: Weitz, Kristina <kweitz@bcgov.net>
Subject: Ian Scott

Can you check?

Ian D. Scott
VR#470796852

907 Emmons Street
Beaufort, SC 29902

Thank you,

T. Vaughn
Senior Administrative Assistant to Clerk to Council
Beaufort County Government, SC
843-255-2182 (Office)



Stay Safe ! Stay Healthy !