Ways & Means Committee
5:00pm, Tuesday July 14, 2026
City Hall
Council Chambers
1207 Palm Boulevard, Isle of Palms, SC

Public Comment:
All citizens who wish to speak during the meeting must email their first and last name, address, and topic to Nicole DeNeane at nicoled@iop.net no later than **3:00 p.m. the business day before the meeting.** Citizens may also provide public comment here: https://www.iop.net/public-comment-form

Agenda

1. **Call to Order** and acknowledgement that the press and public were duly notified of the meeting in accordance with the Freedom of Information Act.

2. **Citizens' Comments** – Citizens must state their name and address. All comments will have a time limit of three (3) minutes.

3. **Approval of Previous Meeting's Minutes- June 10, 2026 (p3)**

4. **Dashboard of City Operations and Short-Term Rental Report (p8)**

5. **Financial Review**
   a. June financial statement (p10)
   b. Review of business license and short-term rental license revenues (p49)

6. **Procurement**
   a. Report of purchases between $10,000 and $25,000 (p51)
   b. Discussion and consideration of bid for trimming of palm trees – Planet Green Tree, $31,200 (FY27- $34,000 Muni ATAX) (p52)
   c. Discussion and consideration of purchase of 16 Cradlepoint R1900 mobile routers, Police Department, T-Mobile, $23,984 purchase, $7,584 annual service (FY27- $33,000 Muni ATAX) (p67)
   d. Discussion and consideration of public safety drone with dock, $80,754, split annually between Fire and Police Departments (FY27- $81,000 Muni ATAX and Capital) (p69)
   e. Discussion and consideration of SC Border Security Reinforcement Fund Grant (p72)
   f. Discussion and consideration of CSE change order, $53,608 beyond $15,000 approved June 23, 2026 (Beach Fund- unbudgeted) (p86)
   g. Discussion and consideration of proposal for rebranding to Blue Ridge Marketing; $50,150 (reimbursed by Explore Charleston) (p98)

7. **Old Business- none**

8. **New Business- none**

9. **Next Meeting: Tuesday, August 11, 2026, 5pm**

10. **Adjournment**

WAYS & MEANS COMMITTEE MEETING
5:00pm, Wednesday, June 10, 2026
City Hall Council Chambers
1207 Palm Boulevard, Isle of Palms, SC

MINUTES

1. **Call to Order**

Present: Council members Streetman, Miller, Bogosian, Ward, Carroll (via Zoom), Pierce, Miars, Cohen

Absent: Mayor Pounds

Staff Present: Administrator Kerr, Deputy Administrator Kuester, various department heads

2. **Citizens' Comments -- none**

3. **Special Presentations – Zak Bedell, Foth/Olsen, discussion of minimum healthy beach conditions**

Zak Bedell of Foth/Olsen reported that they have all the information they need to complete the alternatives analysis and anticipate having a draft to review with the Beach Preservation Committee and City Council in July.

He shared the presentation about a minimum healthy beach previously given to the Beach Preservation Committee. Mr. Bedell reviewed one of Foth/Olsen's beach monitoring reports from Hilton Head Island to illustrate how Isle of Palms might solidify a recommended minimum beach condition. He explained that the Town of Hilton Head Island adopted a regulatory line in 2006 which is defined as having the same location as the 1999 BCM baseline. No development may be further seaward of this line. He said IOP does need to consider where properties are located across the island when considering a baseline for developing a minimum healthy beach condition but recommended flexibility due to the varying conditions over the island.

He said, "The way we are going to approach this in our report is to look at the range of conditions between some feet seaward of the upland development. That way we have an idea of what the range and scale of these recommendations should be for the different alternatives, that being beach nourishment, a no action alternative, looking at various types of structure and combinations therefore." All their recommendations can be updated as the City develops its definition of a minimum healthy beach.

Mr. Bedell said their final report will make "assumptions about how the beach would be maintained at this point." They will recommend a line "X-feet seaward of development to dune crest," and will look at it as a range to establish a "study" baseline.

As part of their long-term plans, Mr. Bedell pointed out that Hilton Head Island addressed different areas of concern with each renourishment project.

Council Member Bogosian asked for a profile of the Isle of Palms' beach pre- and post-construction.

Administrator Kerr reminded the Committee that Foth/Olsen was engaged to provide an alternatives analysis and not develop a minimum healthy beach recommendation. Rather than try to reconcile the differences between the Beach Preservation Ad Hoc Committee's definition of a minimum healthy beach with the current Beach Preservation Committee's definition, Foth/Olsen will use a study baseline, allowing City Council to revisit the minimum healthy beach condition later.

4. **Short-Term Rental Report**

Administrator Kerr said there have been no interviews for the HR vacancy yet. There are still 2 paramedic vacancies, 1 detective and 1 BSO vacancy, and the vacancy for the Assistant Director of Public Works.

Council Member Bogosian noted that the number of STR licenses seems higher than this time last year. Administrator Kerr pointed out that staff adjusted the application process, making the process faster.

Council Member Miller asked for an STR heat map.

5. **Financial Review**

A. **May Financial Statement**

Director Hamilton reported that the General Fund is performing well above expectations. Total revenues have reached $13.74 million, representing 83% of the annual budget, with a year-end forecast of $17.39 million — approximately $896,000 above budget. Several revenue categories are driving this strong performance. Property taxes are at 98% of budget, with the Local Option Sales Tax running at 119% of the prior year. Building permits are at 126% of budget, running $285,000 ahead of projections due to large renovation projects, though still below last year's unusually high activity. Court revenues are tracking at 127% of the prior year. Parking revenues are currently at 57% of budget but are expected to align as the summer season progresses.

On the expenditure side, most departments are performing at or below the 83% year-to-date benchmark. The Fire Department is running slightly higher at 92% of budget, driven by overtime costs, but is projected to finish on budget. Public Works is the primary area of concern, currently at 101% of budget and forecast to finish $213,000 over budget, primarily due to vehicle maintenance costs related to aging equipment and temporary labor expenses.

Overall, the General Fund is projected to finish the year with revenues nearly $900,000 above budget, expenditures slightly under budget, and a strongly positive year-end net position.

Director Hamilton then presented the broader picture across all City funds. The General Fund net position is forecast at $1.25 million for the year. The Capital Projects Fund is projected at a net position of $1.53 million, approximately $190,000 above budget, though expenditures are running $526,000 over budget as active projects progress.

Accommodations-related funds are performing particularly well. The Municipal Accommodations Fee Fund revenues are at 89% of budget with a year-end forecast of $742,000 above budget, resulting in a projected net position of $1.29 million — $1.04 million above budget. The State Accommodations Tax Fund, while currently at 72% of budget in revenues, is forecast to recover and finish $267,000 above budget, with expenditures projected $628,000 under budget, yielding a net position of $538,000. The Hospitality Tax Fund is forecast to carry a small deficit of $55,000 at year-end, though this is still $246,000 better than budgeted.

The Beach Preservation Fee Fund revenues are strong at 97% of budget and forecast $648,000 above, though expenditures are running at 182% of budget due to emergency project work. The fund is still projected to end with a positive net position of $816,000, though $223,000 below budget. The Marina Enterprise Fund revenues are currently below expectations at 43% of budget, though the projected net position of $615,000 remains slightly above budget, with large project expenditures delayed.

Director Hamilton noted that the City is on track to end the fiscal year with a total net position of $6.04 million across all funds, substantially better than budget, and that revenue performance is strong across most funds, particularly in accommodations-related categories.

B. **FY27 Budget Draft**

Director Hamilton reviewed the changes to the budget since the last meeting: reduction in the millage from 2.77 to 1.8, removal of increases for licenses, permits, and parking, addition of the expense related to hiring the HR Manager, addition of $25,200 for a business license audit, and returning greenspace funds to the Marina. She said renourishment funds and corresponding grant revenues in FY26 have been moved to FY27.

Administrator Kerr said staff is developing a robust communications plan related to the upcoming renourishment project and will share more details at the City Council Meeting.

C. **Review of business license and short-term rental license revenue**

Administrator Kerr said Charleston County will help with the business license audit suggested by the Administration Committee. He will also speak with some auditing firms about costs of the project. The Administration Committee will review those costs and make a recommendation to the Ways & Means Committee.

Council Member Pierce would like to reconcile the difference between short-term rental revenue and accommodations taxes.

6. **Procurement**

A. **Report of purchases between $10,000 and $25,000 and emergencies**

B. **Discussion and consideration of award of bid to John C. Craven Roofing for $23,075 for City Hall roof installation**

Administrator Kerr said this is the same contractor who put the roof on 20 years ago. Numerous leaks in the roof led to the termite damage.

MOTION: Council Member Bogosian made a motion to approve, and Council Member Streetman seconded the motion. The motion passed unanimously.

C. **Discussion and consideration of July 2026 purchase of three SUVs ($138,750) and one truck ($51,047) from Santee Automotive for Police Department ($192,000 budgeted in FY27 for SUVs and $67,000 for truck – Capital, SC ATAX and Muni ATAX)**

Council Member Bogosian noted that the vehicle purchases for the Fire and Police departments are contingent upon the budget passing. Any monies spent will happen in FY27.

MOTION: Council Member Pierce made a motion to approve, and Council Member Miars seconded the motion. The motion passed unanimously.

D. **Discussion and consideration of July 2026 purchase of two trucks ($119,282) and one ATV/Mule ($20,744.36) from Hendrick Chevrolet and John Deere for Fire Department ($150,000 budgeted in FY27 for trucks and $27,000 for ATV – Hospitality, SC ATAX and Muni ATAX)**

MOTION: Council Member Pierce made a motion to approve, and Council Member Miller seconded the motion. The motion passed unanimously.

E. **Discussion and consideration of AI Signal Software – Rhythm, $127,400 initially (excluding installation) and $3,690 annually**

Council Member Bogosian and Administrator Kerr answered several questions from Council Member Ward about how the AI signal software will work at the intersection of Palm Boulevard and the IOP Connector. Administrator Kerr noted that the Town of Mt. Pleasant uses the same software and has offered to help with some level of maintenance and possible integration, but there is no formal agreement yet.

MOTION: Council Member Pierce made a motion to approve, and Council Member Bogosian seconded the motion. The motion passed unanimously.

Administrator Kerr noted that there is only $100,000 in the FY27 budget for this purchase. Director Kerr will increase that amount to $150,00 to include installation costs.

7. **Old Business -- none**

8. **New Business**

A. **Discussion and consideration of City's match for USACE feasibility study to become a federally managed beach - $750,000 (currently unbudgeted)**

Administrator Kerr reviewed the genesis and development of the request for a study related to the Isle of Palms becoming a federally managed beach. He said permanent easements are required from all homeowners. He noted that Pawley's Island and Edisto have been approved to become federally managed beaches but are having trouble securing all the easements. The City's State lobbyists have said that City Council must approve the City's portion of the study for FY27. Council Member Pierce asked if the State will help pay for the study since the beach benefits everyone.

Administrator Kerr said Wild Dunes would be included in the project area if they can create enough parking spaces within the resort to be considered publicly accessible.

Council Member Cohen asked if it was possible to wait until the Foth/Olsen report was finished before Council makes a recommendation. Council members Miars and Bogosian stated they did not think it would be possible to secure 100% of the required easements.

Administrator Kerr said the cost would not be added to FY27 for now. He will discuss a timeline with Foth/Olsen and bring more clarity to the June 24 Council meeting.

B. **Review of IT Costs**

Council Member Pierce said the schedule included in the packet was for information purposes as the Administration Committee works through rising IT costs. He believes more bidding in these areas could lead to reduced costs. He would like Council support on putting IT vendors out for bid.

13. **Adjournment**

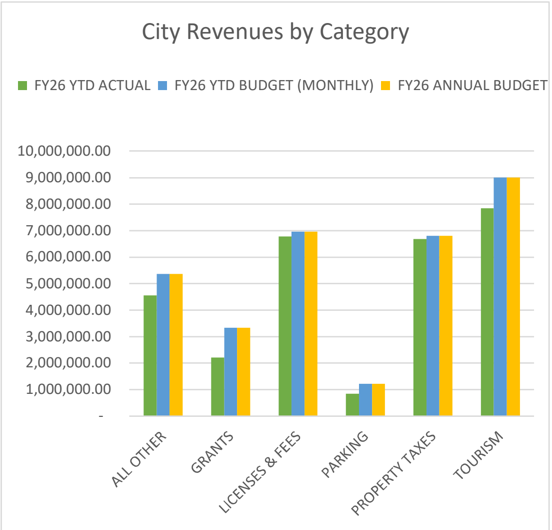
Council Member Ward made a motion to adjourn the meeting, and Council Member Miller seconded the motion. The meeting was adjourned at 6:54pm.

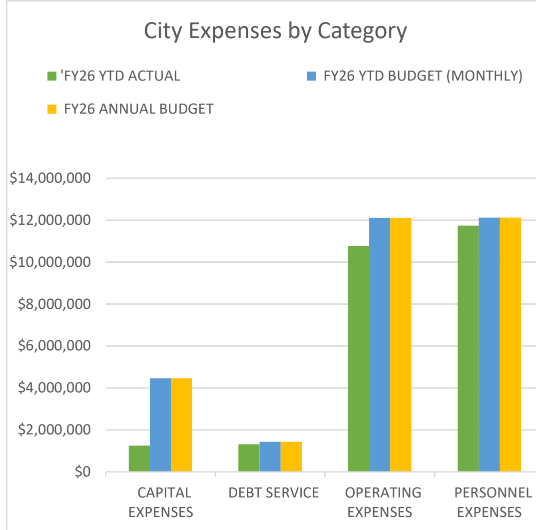
Respectfully submitted,

Nicole DeNeane
City Clerk

City of Isle of Palms Operations Dashboard

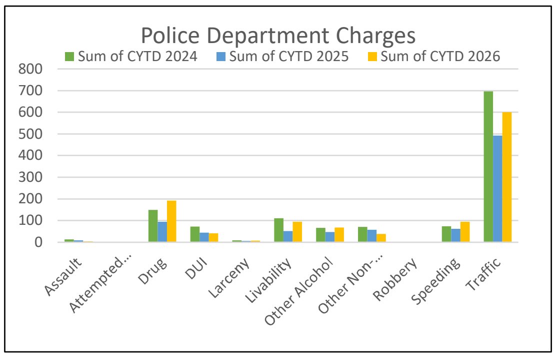
June 2026

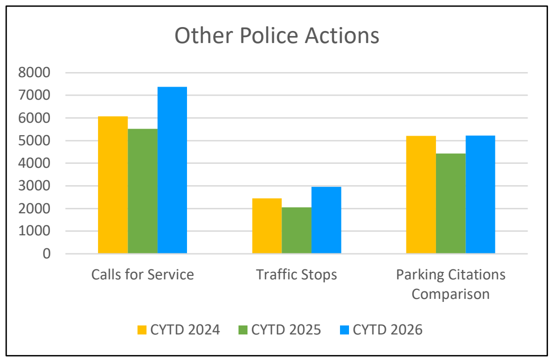


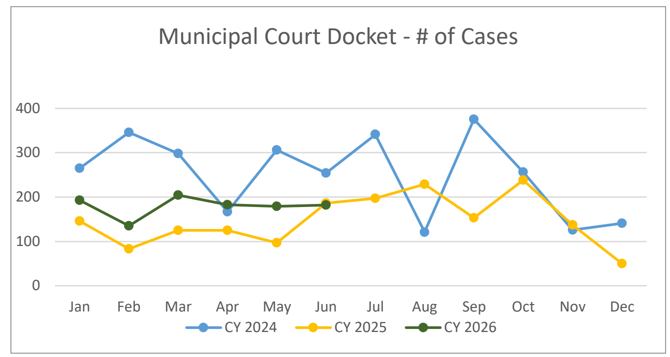


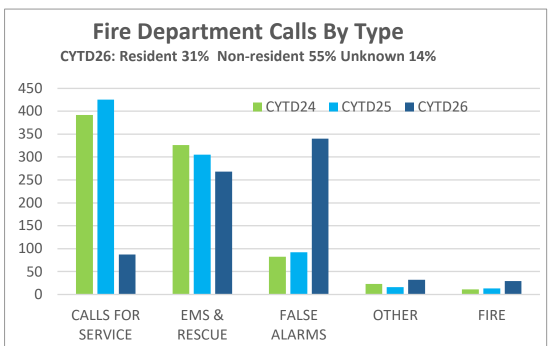
Personnel Vacancies					
Type	City Hall	Police	Fire	Pub Wks	Rec
Full-time	HR Manager	2 Police Officer	1 Paramedic/ Firefighter 1 Firefighter	1 Asst Public Works Director	
Part-time		1 Beach Services Officer			

Upcoming Community Events
Beach Cleanup Litter Sweep Mon & Thur (July) |6:00 PM - 7:00 PM 1100 Block of Ocean Blvd
Farmers Market Thursday, July 16|4:00 PM - 7:00 PM at Recreation Center
Movie Night: Matilda Thursday, July 16|7:00 PM at Recreation Center
IOP Beach Run Saturday, July 25|8:00 AM - 11:00 AM at Recreation Center
Coffee with the Mayor Friday, July 31|9:00 AM - 10:00 AM at City Hall

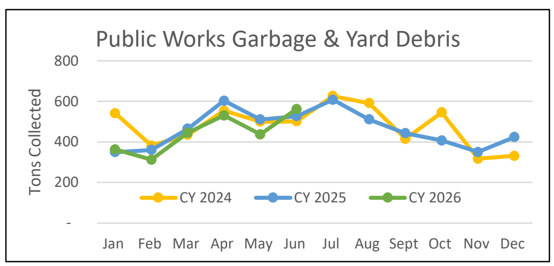




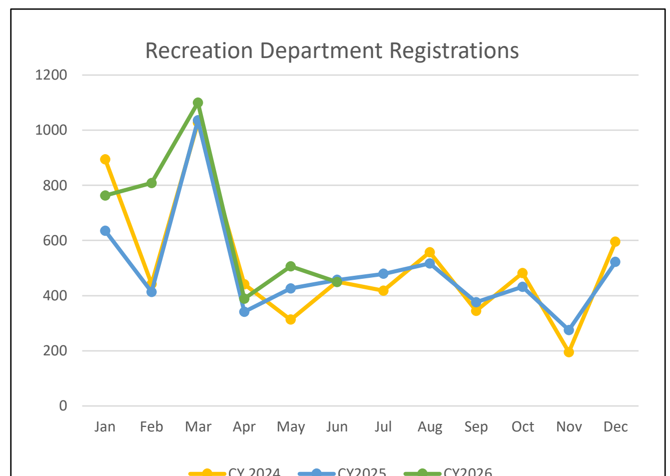




Of 756 CYTD26 calls, 245 (32%) were Auto Aid calls. 196 were cancelled en route and 49 were attended. Auto Aid was received on 24 IOP calls.



Building Department				
	CY23 (12 mos)	CY24 (12 mos)	CY25 (12 mos)	CY26 (6 mos)
Construction Value	$82.7M	$125.9M	$136.6M	$58.1M
New Homes Permitted	20	35	25	20
	2023 LY (12 mos)	2024 LY (12 mos)	2025 LY (12 mos)	2026 LY (2 mos)
STR License by ***LY***	1,868	1,784	1,733	1,715



City of Isle of Palms

Analysis of Dwelling Units and Short Term Rentals License Year 2025-2026

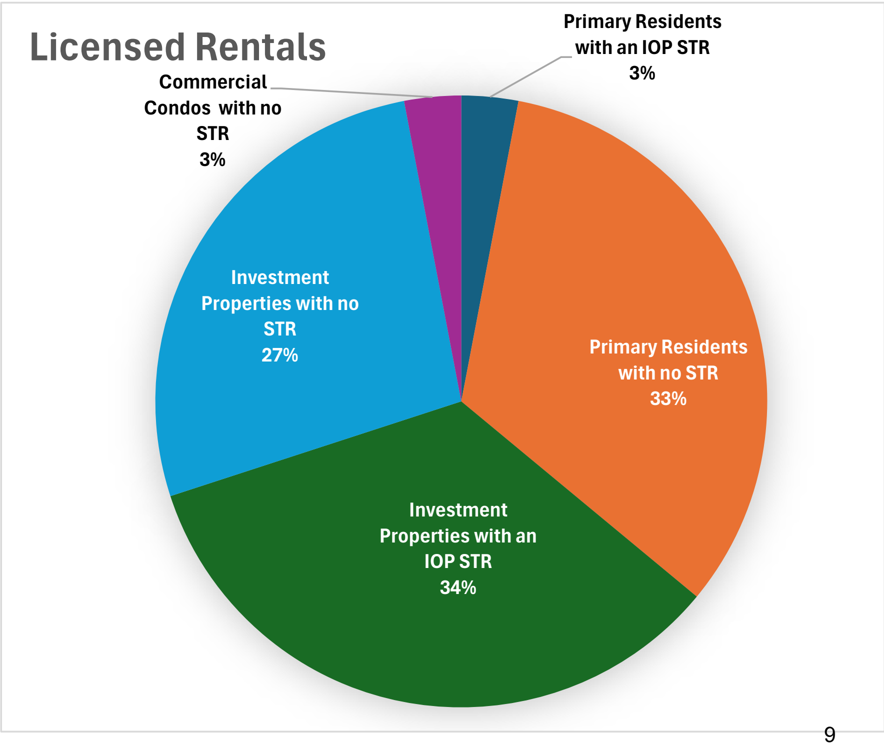
Data from Charleston County Property Tax Records (updated November 2025) & IOP Short Term Rental License (STRL) Records as of 06/30/2026

Net increase of 39 Dwelling Units from 2024 to 2025 (see notes for details)

	COUNTY DATA for 2025			ADDS TO COUNTY DATA			BREAKDOWN COUNTY TOTALS ACCORDING TO IOP SHORT TERM RENTAL LICENSE STATUS											
							4% Primary Residence			6% Investment Property			All Residential Parcels			All STR Parcels		
	4%	6%	Total Dwelling Units	4%	6%	Total	4% with IOP STRL	4% Other	Total 4%	6% with IOP STRL	6% Other	Total 6%	Total Dwelling Units	Total STRLs	% with a STRL	Total Parcels	Total STRLs & Commercial Condos	% of Parcels Used as STRs
Single Family	1,557	1,575	3132[2]	4	26	30[1]	104	1,457	1,561	761	840	1,601	3,162	865	27%	3,162	865	27%
Townhouse	31	204	235				2	29	31	86	118	204	235	88	37%	235	88	37%
Duplex/Triplex	22	28	50	24	29	53[3]	10	36	46	24	33	57	103	34	33%	103	34	33%
Condominium	66	931	997		52	52[4]	13	53	66	715	268	983	1,049	728	69%	1,049	728	69%
Commercial Condo	-	119	119[5]													119	119	100%
Total Dwellings	1,676	2,857	4,533	28	107	135	129	1,575	1,704	1,586	1,259	2,845	4,549	1,715	38%	4,668	1,834	39%

Potential unlicensed rentals identified by Rentalscape	-
4% Pending licenses (applied within last 60 days but not paid)	-
6% Pending licenses (applied within last 60 days but not paid)	-
	1,715

Distribution of 4% and 6% Dwellings Over Time							
	2010	**2015**	**2020**	**2022**	**2023**	**2024**	**2025**
4% Primary Resident	33%	34%	37%	36%	36%	36%	37%
6% Investment Prop	67%	66%	63%	64%	64%	64%	63%



[1] 16 single-family residences listed as vacant lots on the county report, 14 new constructions that have received IOP Certificates of Occupancy.

[2] 14 SFR's are tax exempted and were included as 4% in 2025 data because they are legal residents.

[3] Duplexes & triplexes have one Parcel ID in county data but represent 2 or more dwelling units. Additionally, 1 duplex has been converted to a single-family residence.

[4] Certain condos contain two separate lockout units that operate independently and hold separate STR licenses, but appear under a single Parcel ID in county records. In 2025, 38 more lockout units were identified.

[5] In 2023, 119 commercial condominium units were each issued individual business licenses. Beginning from Year 2024, these units have been collectively licensed under a single “hotel” business license.

City of Isle of Palms, SC

Financial Statement Summary as of 06/30/2026

REVENUE SUMMARY

	YTD Balance	Annual Budget	+/- Budget	% of Budget	Forecast	Fcst_vs_Bgt
General Fund	15,775,162	16,489,811	714,649	96%	17,226,542	736,731
Capital Projects Fund	2,835,976	3,780,290	944,313	75%	3,780,290	0
Municipal Accommodations Fee Fund	2,536,899	2,563,556	26,657	99%	3,264,417	700,861
Hospitality Tax Fund	1,384,089	1,465,623	81,534	94%	1,529,845	64,222
State Accommodations Tax Fund	2,600,407	3,570,774	970,367	73%	3,837,389	266,615
Beach Preservation Fee Fund	2,188,218	1,968,232	(219,986)	111%	2,593,649	625,417
Marina Enterprise Fund	1,100,087	2,434,724	1,334,637	45%	1,100,087	(1,334,637)
Disaster Recovery Fund	134,002	105,053	(28,949)	128%	134,002	28,949
All Other Funds	368,201	318,570	(49,631)	116%	368,201	49,631
Total	**28,923,041**	**32,696,633**	**3,773,592**	**88%**	**33,834,422**	**1,137,789**

Transfers IN / (OUT)

	YTD Balance	Annual Budget	+/- Budget	% of Budget	Forecast	Fcst_vs_Bgt
General Fund	576,638	596,172	19,534	97%	596,172	-
Capital Projects Fund	2,069,887	2,069,887	-	100%	2,069,887	-
Municipal Accommodations Fee Fund	(904,822)	(1,104,821)	(200,000)	82%	(979,821)	125,000
Hospitality Tax Fund	(600,321)	(600,321)	-	41%	(600,321)	-
State Accommodations Tax Fund	(1,391,247)	(1,460,781)	(69,534)	95%	(1,410,781)	50,000
Beach Preservation Fee Fund	-	-	-	-	-	-
Marina Enterprise Fund	249,864	499,864	250,000	50%	324,864	(175,000)
Disaster Recovery Fund	-	-	-	-	-	-
All Other Funds	-	-	-	-	-	-
Total	**-**	**-**	**-**	**-**	**-**	**-**

EXPENDITURE SUMMARY

	YTD Balance	Annual Budget	+/- Budget	% of Budget	Forecast	Fcst_vs_Bgt
General Fund	16,384,102	17,085,984	701,881	96%	16,723,090	(362,894)
Capital Projects Fund	3,067,868	4,508,586	1,440,718	68%	3,593,520	(915,066)
Municipal Accommodations Fee Fund	668,601	1,203,938	535,337	56%	1,031,738	(172,200)
Hospitality Tax Fund	884,084	1,166,415	282,331	76%	1,021,615	(144,800)
State Accommodations Tax Fund	1,187,454	2,516,833	1,329,379	47%	1,888,502	(628,331)
Beach Preservation Fee Fund	1,782,653	930,000	(852,653)	192%	1,800,399	870,399
Marina Enterprise Fund	666,398	2,350,572	1,684,174	28%	756,378	(1,594,194)
Disaster Recovery Fund	1,447	13,000	11,553	11%	1,500	(11,500)
All Other Funds	419,247	366,393	(52,854)	114%	443,757	77,364
Total	**25,061,854**	**30,141,722**	**5,079,867**	**83%**	**27,260,499**	**(2,881,223)**

NET POSITION SUMMARY

	YTD Actual (Net Position)	Annual Budget (Net Position)	Forecast (Net Position)	Variance(Forecast-Budget)
General Fund	(32,302)	(0)	1,099,624	1,099,624
Capital Projects Fund	1,837,995	1,341,591	2,256,657	915,066
Municipal Accommodations Fee Fund	963,476	254,796	1,252,858	998,062
Hospitality Tax Fund	(100,316)	(301,113)	(92,091)	209,022
State Accommodations Tax Fund	21,706	(406,840)	538,106	944,946
Beach Preservation Fee Fund	405,565	1,038,232	793,250	(244,982)
Marina Enterprise Fund	683,553	584,016	668,573	84,557
Disaster Recovery Fund	132,555	92,053	132,502	40,449
All Other Funds	(51,046)	(47,823)	(75,556)	(27,733)
Total	**3,861,187**	**2,554,911**	**6,573,923**	**4,019,012**

City of Isle of Palms, SC

Financial Statement Summary as of 06/30/2026

General Fund

	FY2026 YTD Actual	FY2026 Annual Budget	% of Budget	FY2025 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast Above/ (Below) Budget
REVENUES:							
Property Taxes							
Property Taxes	4,839,320	4,695,216	103%	4,669,658	104%	4,879,320	184,104
Property Tax Debt Service Portion	942,769	955,297	99%	969,129	97%	955,297	-
Local Option Sales Taxes	904,094	1,150,075	79%	1,238,754	73%	1,313,165	163,090
Total -Property Taxes	6,686,182	6,800,588	98%	6,877,542	97%	7,147,782	347,194
Business Licences							
Business Licenses	2,352,874	2,524,090	93%	2,396,726	98%	2,352,874	(171,216)
Total -Business Licences	2,352,874	2,524,090	93%	2,396,726	98%	2,352,874	(171,216)
Building Permits							
Building Permits	1,068,939	797,462	134%	1,182,109	90%	1,068,939	271,478
Total -Building Permits	1,068,939	797,462	134%	1,182,109	90%	1,068,939	271,478
Residential Rental Licenses							
Residential Rental Licenses	1,555,524	1,635,295	95%	1,551,039	100%	1,555,524	(79,771)
Total -Residential Rental Licenses	1,555,524	1,635,295	95%	1,551,039	100%	1,555,524	(79,771)
Other Licenses (Insurances & Utilities)							
Other Licenses (Insurances & Utilities)	1,800,718	2,009,932	90%	2,176,765	83%	2,259,833	249,902
Total -Other Licenses (Insurances & Utilities)	1,800,718	2,009,932	90%	2,176,765	83%	2,259,833	249,902
Fines and Forfeitures							
Court Generated Revenues	510,500	550,000	93%	481,026	106%	550,000	-
Total -Fines and Forfeitures	510,500	550,000	93%	481,026	106%	550,000	-
State Shared Funds & Admin fee							
State Shared Funds	129,200	143,000	90%	162,923	79%	176,832	33,832
State Acc Tax Admin Fee	143,711	187,945	76%	213,230	67%	210,273	22,328
Total -State Shared Funds & Admin fee	272,910	330,945	82%	376,153	73%	387,105	56,160
Parking Revenue							
Parking Lot Revenues	453,996	624,351	73%	554,192	82%	624,351	-
Parking Meter Revenues	393,252	599,867	66%	496,167	79%	599,867	-
Residential Parking Guests	-	-	-	-	-	-	-
Total -Parking Revenue	847,248	1,224,218	69%	1,050,359	81%	1,224,218	-
All Others							
All Others	680,267	617,283	110%	686,613	99%	680,267	62,984
Total -All Others	680,267	617,283	110%	686,613	99%	680,267	62,984
Total Revenues	**15,775,162**	**16,489,811**	**96%**	**16,778,331**	**94%**	**17,226,542**	**736,729**
EXPENDITURES, (YTD target = 100%) :							
Mayor and Council							
Salaries and Wages	97,062	105,142	92%	98,697	98%	97,062	(8,080)
Operations	32,702	37,736	87%	34,064	96%	32,702	(5,034)
Total - Mayor and Council	129,764	142,878	91%	132,761	98%	129,764	(13,114)
General Government						-	
Salaries and Wages	940,612	1,112,920	85%	785,032	120%	940,612	(172,308)
Operations	1,682,849	1,885,687	89%	1,664,871	101%	1,830,445	(55,241)
Total - General Government	2,623,461	2,998,607	87%	2,449,903	107%	2,771,057	(227,550)
Police						-	
Salaries and Wages	3,083,230	3,332,565	93%	2,985,933	103%	3,083,230	(249,335)
Operations	633,896	656,145	97%	611,983	104%	644,331	(11,814)
Total - Police	3,717,126	3,988,710	93%	3,597,916	103%	3,727,561	(261,149)
Fire							
Salaries and Wages	4,846,532	4,745,622	102%	4,577,369	106%	4,846,532	100,910
Operations	707,941	761,249	93%	760,780	93%	751,759	(9,490)
Total - Fire	5,554,472	5,506,871	101%	5,338,149	104%	5,598,291	91,420
Public Works							
Salaries and Wages	1,203,528	1,151,533	105%	1,104,275	109%	1,203,528	51,995
Operations	971,481	822,639	118%	847,847	115%	1,023,476	200,837
Total - Public Works	2,175,009	1,974,171	110%	1,952,122	111%	2,227,004	252,833
Building, Planning & Engineering							
Salaries and Wages	388,191	465,990	83%	424,885	91%	388,191	(77,799)
Operations	151,109	115,217	131%	117,759	128%	168,802	53,585

City of Isle of Palms, SC

Financial Statement Summary as of 06/30/2026
General Fund

	FY2026 YTD Actual	FY2026 Annual Budget	% of Budget	FY2025 YTD Actual	% of Prior YTD	Current Annual Forecast	Forecast Above/ (Below) Budget
Total - Building, Planning & Engineering	539,300	581,208	93%	542,644	99%	556,993	(24,215)
Recreation							
Salaries and Wages	948,983	954,379	99%	901,518	105%	948,983	(5,396)
Operations	246,613	267,410	92%	221,604	111%	252,006	(15,404)
Special Activities	98,091	116,000	85%	82,321	119%	114,712	(1,288)
Total - Recreation	1,293,688	1,337,789	97%	1,205,444	107%	1,315,701	(22,088)
Judicial and Legal							
Salaries and Wages	181,564	205,722	88%	180,686	100%	181,564	(24,158)
Operations	119,289	290,000	41%	171,202	70%	164,725	(125,275)
Total - Judicial and Legal	300,852	495,722	61%	351,888	85%	346,289	(149,434)
Parking Meter							
Salaries and Wages	50,430	60,027	84%	72,738	69%	50,430	(9,597)
Operations	-	-	-	-		-	-
Total - Parking Meter	50,430	60,027	84%	72,738	69%	50,430	(9,597)
Total Expenditures	**16,384,102**	**17,085,984**	**96%**	**15,643,565**	**105%**	**16,723,090**	**(362,895)**
Revenue over (under) expenditures	(608,940)	(596,172)	-	1,134,767	-	503,452	1,099,623
Other Financing Sources (Uses):							
Total - Transfer In	2,646,525	2,666,059	**99%**	2,440,354	108%	2,666,059	-
Total - Transfer Out	(2,069,887)	(2,069,887)	**100%**	(3,224,795)	64%	(2,069,887)	-
Total Other Financing Sources (Uses):	**576,638**	**596,172**	**97%**	**(784,441)**	**-74%**	**596,172**	**-**
Net Change	**(32,302)**	**(0)**	**-**	**350,326**	**-**	**1,099,624**	**1,099,623**

City of Isle of Palms, SC

City of Isle of Palms Supplemental Financial Information as of - 06/30/2026

	CASH BALANCES		FUND BALANCES				
	06/30/2026	6/30/2025	6/30/2025 AUDITED Fund Balance	FY26 YTD Actual Net Revenues & Transfers Less Expenses	Current Fund Balance	6/30/26 Budgeted Fund Balance	6/30/26 Forecast Fund Balance
General Fund	5,169,007	6,285,884	5,162,168	(32,302)	5,129,867	6,011,087	6,261,790
As a % of GF Exp (target is > 30%)	30%	39%					
Capital Projects	16,912,962	15,689,372	14,943,051	1,837,995	16,781,046	14,677,305	17,199,707
Municipal Accommodations Fee Fund	6,766,731	4,838,685	5,807,135	963,476	6,770,611	5,258,606	7,059,993
Hospitality Tax Fund	1,921,753	1,822,134	2,016,188	(100,316)	1,915,873	1,634,141	1,924,100
State Accommodations Tax Fund	5,766,025	4,957,635	5,754,886	21,706	5,776,592	4,977,438	6,292,993
Tourism Funds	14,454,509	11,618,454	13,578,209	884,866	14,463,076	11,870,185	15,277,086
Beach Preservation Fee Fund	21,651,293	11,331,804	10,543,187	405,565	10,948,752	11,452,988	11,336,436
Marina Enterprise Fund	4,407,890	3,738,239	2,732,109	724,161	3,456,270	4,300,129	4,352,878
Disaster Recovery Fund	4,355,217	3,522,010	4,222,662	132,555	4,355,217	3,583,719	4,355,217
Fire Department 1%	22,564	36,135	34,678	(13,214)	21,464	43,375	19,369
Victim Assistance Fund	31,277	32,513	33,120	(1,843)	31,277	40,518	31,277
Recreation Building Fund	98,906	134,895	134,895	(35,989)	98,906	47,666	83,095
Other Restricted	152,747	203,543	202,693	(51,046)	151,647	131,559	133,741
Total All Cash	*67,103,624*	*52,389,306*	*51,384,079*	*3,901,795*	*55,285,874*	*52,026,972*	*58,916,855*
Deposits at LGIP 3.9001% Average	**56,752,889**	**85%**					
Deposits at TRUIST includes WDCA Escrow	**10,350,735**	**15%**					
Restricted Cash Tourism Funds	**14,454,509**	**22%**					
Restricted Escrow Funds -WDCA	**8,078,538**	**14%**					

Note 1: The comparable amount for the Marina Enterprise Fund is not Fund Balance, but Unrestricted Net Position. To be consistent with the presentation of the other funds, the Marina Fund Balance does not include net fixed assets. Unrestricted net position is approx equal to net current assets for the Marina.

JUNE 2026 NOTES:

- Fiscal year-to-date (YTD) June revenues are here, with about 96% of the annual budget achieved. There is a positive variances in property taxes as the county wraps up the collection of 2025 property taxes.
- Business License revenue stands at $2.352 million year-to-date with a decrease of $43.8k year over year. Building Permit revenue totals $1.06 million, representing a decline of approximately $114k from last year's $1.182 million; however it exceeds the FY26 budget by 34%.
- General Fund expenditures are currently at 96% of the annual budget, inclusive of the annual payroll accrual. Additional expenditures are expected as we complete FY26. Within General Government, the Beach Resilience Officer position will remain unfilled for FY26, resulting in payroll savings. The Police Department received a donated Tesla; however, the vehicle required upfitting for departmental use, resulting in an unbudgeted capital expense of approximately $10,000 in the Capital Fund. The Fire Department's and Public Work's salary and overtime accounts are currently over budget for FY26, reflecting the year-end payroll accrual that is recorded as part of finalizing the fiscal year.Public Works exceeded its budget for temporary labor and vehicle maintenance due to ongoing staffing transitions and increased repair costs associated with an aging fleet. Building Department payroll costs showed a favorable variance due to several vacant positions earlier in FY26. However, contracted services will exceed budget because third-party inspectors were used during the vacancy period, and vehicle maintenance costs are also higher due to an aging truck.
- The City holds approximately $56.75 million in Local Government Investment Pool and $10.35 million in Truist cash deposits which includes $8.07M of WDCA escrow deposit (including interest) for beach renourishment project. Total cash balances are $67 million, compared to $52 million at the same time last year — an approximate $15 million increase, equal to 29%.
- The LGIP investment accounts are currently earning an average interest rate of 3.9001%, reflecting a increase from last month's rate of 3.8956%, driven by favorable market conditions and recent reinvestments. The LGIP continues to deliver stronger performance than similar investment alternatives with $178.6k of interest earned for June and $2.07M year to date.
- There is $1.5 million in unspent SCPRT funding for Marina dredging, deferred to FY27. This will be allocated as $700k to Marina and $800k for Beach Preservation project dredging. Additionally, $36.1 million is restricted for tourism-related expenditures or beach preservation, $1 million to be used in FY2027 reallocated for phase 3 of Waterway Blvd drainage improvements. The $1 million awarded in April 2025 from the State SCPRT budget for beach renourishment will be utilized in FY27, as the project is scheduled to begin early July with the first expenditures occurring in July. In February 2026 the city was also awarded SCPRT grant of $1,524M earmarked for Beach Renourishment.

City of Isle of Palms, SC

City of Isle of Palms Supplemental Financial Information as of - 06/30/2026

Cash balances compared to Fund Balances

	Fund	Cash & Investments	Receivables	Capital Assets	Due From Other Funds	Due To Other Funds	Deferred Grant Revenue	Accounts Payable / Accrued	Other Liabilities	Ending Fund Balance/Net Cash Position	6/30/26 Forecast Fund Balance	Variance over/(under) Forecast Fund Balance	Net Income Change (June including accruals)
Fund 10	General Fund	5,169,007	196,649	-	-	-		(374,516)	610,305	5,129,867	6,261,790	1,131,923	Addl revenue and expenses
Fund 20	Capital Projects	16,912,962	867,988	-	-	-	1,000,000	(97)	-	16,781,046	17,199,707	418,661	Grants and remaining budgeted expenses
Fund 30	Municipal Accommodations Fee Fund	6,766,731	2,392	-	-	-		(1,488)	-	6,770,611	7,059,993	289,382	Addl revenue from fees and remaining budgeted expenses
Fund 35	Hospitality Tax Fund	1,921,753	(5,880)	-	-	-		-	-	1,915,873	1,924,100	8,227	Addl revenue and remaining budgeted expenses
Fund 50	State Accommodations Tax Fund	5,766,025	7,373	-	-	-		(3,194)	-	5,776,592	6,292,993	516,401	Addl revenue and remaining budgeted expenses
Fund 58	Beach Preservation Fee Fund	21,651,293	99,794	-	-	-	2,723,797	-	8,078,538	10,948,752	11,336,436	387,684	Addl revenue and remaining budgeted expenses
Fund 60	Disaster Recovery Fund	4,355,217	-	-	-	-	-	-	-	4,355,217	4,355,217	(0)	
Fund 64	Victim Assistance Fund	31,277	-	-	-	-	-	-	-	31,277	31,277	0	
Fund 68	Recreation Building Fund	98,906	-	-	-	-	-	-	-	98,906	83,095	(15,811)	Remaining budgeted expenses (CAPEX)
Fund 40	Fire Department 1%	22,564	-	-	-	-	-	1,100	-	21,464	19,369	(2,095)	Remaining budgeted expenses
Fund 90	Marina Enterprise Fund	4,407,890								3,456,270	**4,352,878**	896,608	Unrestricted net position is approx equal to net current assets for the Marina.
	Total	67,103,624	1,168,315	-	-	-	3,723,797	(378,194)	8,688,843	55,285,874	58,916,855	3,630,981	-

*Fund 90 - ISLE OF PALMS MARINA	Fund Balance 6/30/2025	2,732,109
	Marina Net Position 06/30/2026	683,553
	Fixed Assets less Depreciation less Bonds Payable 6/30/2025	5,828,570
	Fixed Assets less Depreciation less Bonds Payab 06/30/2026	(5,787,961)
	Unrestricted Net Position	3,456,270

***Marina Fund (Fund 90)** The Marina Fund is somewhat different because it is an enterprise fund rather than a governmental fund with a traditional fund balance. For presentation purposes and to maintain consistency across the funds, it is displayed in a similar format. The primary accounts that change throughout the year are fixed assets, accumulated depreciation, and bonds payable, so we typically present the change from the prior fiscal year compared to the current year-to-date balances, as shown above.

The comparable amount for the Marina Enterprise Fund is not Fund Balance, but Unrestricted Net Position. To be consistent with the presentation of the other funds, the Marina Fund Balance does not include net fixed assets. Unrestricted net position is approx equal to net current assets for the Marina.

Notes:
Cash = actual liquid money in the bank /pooled cash accounts.
Fund Balance = Cash + Receivables + Other Assets - Liabilities
Net Position=Cash+Receivables+Capital Assets+Investments–Liabilities

City of Isle of Palms, SC
Financial Statement Summary as of - 06/30/2026
Future Cash Needs for Capital Projects

Account	Description	Type	Fund	Actual FY2025	Budget FY2026	Actual YTD 2026	Projected 2026	Proj_vs_Bgt 2026	Variance	Projected 2027	Projected 2028	Projected 2029	Projected 2030
	Estimated Fund Balance including High-Impact CAPEX			52,390,170	-		58,964,093			50,798,257	49,065,045	54,335,946	58,573,989
	Net Income				2,554,911		6,573,923			(8,165,835)	(1,733,212)	5,270,901	4,238,043
	FY26 Budgeted Spending - All Capital Projects												
10-4620.5089	96 Gallon Carts (transition 4,500 carts over 3 years for new side loader)	Cash	General Fund		100,000	73,960	73,960	(26,040)	-26%				
20-4140.5085	FEMA Flood Mitigation project on Forest Trail, fully offset by grant funds. Deferred 325,200 of the 625,000 from FY24 and Reconfigure Upstairs Conference Room to add Office Space	Cash	Capital Projects Fund		150,000	31,608	150,000	-	0%				
20-4440.5085	Patrol SUVs on average are replaced in the 6th year.	Cash	Capital Projects Fund		64,000	61,850	61,850	(2,150)	-3%				
20-4540.5085	One Thermal imaging camera (we have 4) in future repl all at once	Cash	Capital Projects Fund		20,000	6,652	6,652	(13,348)	-67%				
20-4640.5084	Drainage improvement on Palm Blvd between 38th and 41st & other drainage consulting	Cash	Capital Projects Fund		1,850,000	367,390	303,190	(1,546,810)	-84%	**2,000,000**	**2,000,000**	**2,000,000**	
20-4640.5085	Fuel Dispensers and 2006 Mack Packer (PW2) Rear Loader (18m LT) (Letter of Intent	Cash	Capital Projects Fund		126,667	122,752	122,752	(3,915)	-3%				
20-4640.5086	Phase 3 - Waterway Blvd Multi-use path elevation. City is seeking grant funds to offset this cost & General drainage contingency for small projects	Cash	Capital Projects Fund		1,580,000	1,960,049	4,558,467	2,978,467	189%	**1,625,000**			
20-4840.5085	Fencing on Soccer Field and Flooring office and lobby	Cash	Capital Projects Fund		28,000	21,121	28,000	-	0%				
30-4420.5085	New computers (replace windows 10 PCs 16 Units @$2500) and Patrol SUVs on average are replaced in the 6th year.	Cash	Municipal Accommodations Fee Fund		104,000	85,941	94,000	(10,000)	-10%				
30-4520.5085	Two (2) Battery powered Positive Pressure Ventilation (PPV) fans, 2021 Sea-Doo Jet Ski JS1001 Station 1 (Deferred from FY26) and New Rescue Boat (25% City 75% FEMA Grant) Lead time 12 mths (If grant is not awarded need $1M in FY29)	Cash	Municipal Accommodations Fee Fund		130,000	3,270	33,270	(96,730)	-74%				
30-4620.5085	Provision to move electric lines underground. Dominion Energy matches the City's 50% contribution (Moved from FY24 to FY25) 14th Ave in FY25 and 41st Ave in FY26 and Four 4- in flood water pumps (as needed)	Cash	Municipal Accommodations Fee Fund		151,000	-	-	(151,000)	-100%				
30-4620.5086	Repeat drainage work based on 3-year maintenance rotation	Cash	Municipal Accommodations Fee Fund		198,668	113,192	198,668	-	0%				
30-4820.5085	Reconstruct 2 Tennis Courts and Soccer Goals	Cash	Municipal Accommodations Fee Fund		73,000	60,786	60,786	(12,214)	-17%	65,000			
35-4420.5085	Patrol F150 pickup trucks	Cash	Hospitality Tax Fund		67,000	64,318	64,318	(2,682)	-4%				
35-4520.5085	All terrain veh (ATVs) for beach patrol, add ambulatory pkg to 1 **Leave as-is(every 3yrs) and New Rescue Boat (25% City 75% FEMA Grant) Lead time 12 mths (If grant is not awarded need $1M in FY29)	Cash	Hospitality Tax Fund		126,000	-	26,000	(100,000)	-79%				
35-4620.5085	2006 Mack Packer (PW2) Rear Loader (18m LT) (Letter of Intent FY24) (Moved from FY25 to FY26 & $250K to $320K) and Truck with hopper with a flatbed dump	Cash	Hospitality Tax Fund		174,667	102,046	170,046	(4,621)	-3%				
35-4820.5085	Hallway and Lobby Lights and Tennis Fencing (~ every 10 years)	Cash	Hospitality Tax Fund		42,000	66,336	67,000	25,000	60%				
50-4420.5085	(2) 2025 Yamaha ATV Beach services utility , PSB Gate 50%, Computer servers per VC3 recommendation (need more information) and Speed radar & trailer	Cash	State Accommodations Tax Fund		66,000	49,293	69,293	3,293	5%				
50-4520.5085	New Rescue Boat (25% City 75% FEMA Grant) Lead time 12 mths (If grant is not awarded need $1M in FY29), PSB Gate 50% and One Thermal imaging camera (we have 4) in future replace all at once	Cash	State Accommodations Tax Fund		126,000	13,605	13,608	(112,392)	-89%				
50-4620.5085	2006 Mack Packer (PW2) Rear Loader (18m LT) (Letter of Intent FY24) (Moved from FY25 to FY26 & $250K to $320K) and Phase 3 - Waterway Blvd Multi-use path elevation. City is seeking grant funds to offset this cost.	Cash	State Accommodations Tax Fund		626,666	102,569	102,569	(524,097)	-84%				
50-4820.5085	Playground Equipment 5-12 Big Toy & 2-5 year old Toddler Toy and pour & play surfacing. (Scoreboard -only with failure FY26+) and Reconstruct 2 Tennis Courts	Cash	State Accommodations Tax Fund		85,000	4,623	20,000	(65,000)	-76%				
50-5620.5085	New benches in the Front Beach area and Repair sidewalks on Ocean Blvd between 10th and 14th	Cash	State Accommodations Tax Fund		95,000	-	95,000	-	0%				
58-4120.5065	USACE Breach Inlet Project (Construction start March 2024), Ongoing monitoring of shoreline, Groin permitting and Nourishment permitting including up to $100K for additional borings for borrow area	Cash	Beach Preservation Fee Fund		570,000	1,531,440	1,531,440	961,440	169%				
58-4120.5085	Mobi Mat/Access Rec material for beach accesses as needed and Repl/repair/add dune walkovers (approx. 57 accesses)(Funded by FY24 State budget allocation (SCPRT) of $500K)	Cash	Beach Preservation Fee Fund		285,000	34,433	285,000	-	0%				
68-4820.5085	Reconstruct 2 Tennis Courts	Cash	Recreation Building Fund		60,000	45,167	35,650	(24,350)	-41%	-			
90-6120.5026	Marina maintenance contingency for common areas not covered by leases. Calculated as .6% of insured boat ramp, bulkhead and dock value and Marina dredging - Funded by State Budget Allocation FY25 includes permit coordination, bidding and construction admin. (Moved from FY25 to FY26)	Cash	Marina Enterprise Fund		1,575,000	9,626	75,000	(1,500,000)	-95%	**700,000**			
30-0000.0000	Public Greenspace	Cash	Municipal Accommodations Fee Fund		50,000		-	(50,000)	-100%				
30-0000.0000	Resurface City's portion of reconfigure Parking Lot	Cash	Municipal Accommodations Fee Fund		75,000		-	(75,000)	-100%				
50-0000.0000	Public Greenspace	Cash	State Accommodations Tax Fund		50,000		-	(50,000)					
50-0000.0000	Resurface City's portion of reconfigure Parking Lot	Cash	State Accommodations Tax Fund		45,000		-	(45,000)					
90-0000.0000	Public Greenspace	Cash	Marina Enterprise Fund		50,000		-	(50,000)					
90-0000.0000	Resurface City's portion of reconfigure Parking Lot	Cash	Marina Enterprise Fund		75,000		-	(75,000)					

City of Isle of Palms, SC
Financial Statement Summary as of - 06/30/2026
Future Cash Needs for Capital Projects

			Actual FY2025	Budget FY2026	Actual YTD 2026	Projected 2026	Proj_vs_Bgt 2026	Variance	Projected 2027	Projected 2028	Projected 2029	Projected 2030
Facility Maintenance	Cash	Capital Projects Fund		613,720	312,415	613,720	-	0%				
Debt Service				1,699,833	1,311,091	1,699,833	-	0%				
Assigned fund balance for future projects				75,000	-	75,000	-	0%				
				11,207,221	**6,555,533**	**10,635,073**	**(572,148)**	-5%	**4,390,000**	**2,000,000**	**2,000,000**	**-**
High-Impact Projects and Deferred Initiatives				-								
Audio Visual (AV) improvements for Council Chamber	Cash	Capital Projects Fund									50,000	
Replace framing and metal doors at City Hall	Cash	Capital Projects Fund							40,000			
Elevator equipment modernization	Cash	Capital Projects Fund							70,000			
AV Upgrade Council Chambers	Cash	Capital Projects Fund							60,000			
City Hall generator	Cash	Capital Projects Fund									75,000	
Admin & Mayor's radios as needed	Cash	Capital Projects Fund									20,000	
Resurface City Hall parking lot	Cash	Capital Projects Fund									30,000	
General Government			-	-	-	-	-	-	170,000	-	175,000	-
Patrol SUVs on average are replaced in the 6th year.	Cash	Capital Projects Fund							64,000		66,000	68,000
3 Patrol sedans	Cash	Capital Projects Fund										
Patrol F150 pickup trucks	Cash	Capital Projects Fund							67,000	69,000	71,000	
Patrol SUVs on average are replaced in the 6th year.	Cash	Hospitality Tax Fund										68,000
Patrol F150 pickup trucks	Cash	Hospitality Tax Fund								69,000		
(2) 2024 4x4 UTV W/ plow attachment	Cash	Hospitality Tax Fund									24,000	
Pickup truck for Code Enforcement	Cash	Hospitality Tax Fund									55,000	
PD radios (in-car & walkies) (58 radios at $6K in FY28)	Cash	Hospitality Tax Fund							21,500	348,000		
AI report writing software (25 officers @ $60 mthly)	Cash	Hospitality Tax Fund							18,000	19,000	20,000	21,000
Patrol SUVs on average are replaced in the 6th year.	Cash	Municipal Accommodations Fee Fund							64,000			68,000
Patrol F150 pickup trucks	Cash	Municipal Accommodations Fee Fund										
Recording equipment (tie in with outside surveillance sys)	Cash	Municipal Accommodations Fee Fund									20,000	
Drone First Responder Docking System (5 years)	Cash	Municipal Accommodations Fee Fund							40,500	40,500	40,500	40,500
In-Car Cradlepoint (16 patrol vehicles)	Cash	Municipal Accommodations Fee Fund							33,000	8,700	8,700	8,700
1 Patrol SUVs on average are replaced in the 6th year. (New Officers)	Cash	State Accommodations Tax Fund							64,000			
Beach services 4WD pickup	Cash	State Accommodations Tax Fund								50,000		
(2) 2025 Yamaha ATV Beach services utility	Cash	State Accommodations Tax Fund								23,000		
Front Beach surveillance system (approx. 7 cameras)	Cash	State Accommodations Tax Fund								35,000		
Computer servers per VC3 recommendation (need more information)	Cash	State Accommodations Tax Fund							18,000			21,000
Solar radar sign	Cash	State Accommodations Tax Fund							8,500			
Police & Court Records Management System (cloudbase Civic RMS)	Cash	State Accommodations Tax Fund							70,000	21,500	22,000	22,500
AI traffic signal	Cash	State Accommodations Tax Fund							150,000			
Police Department			-	-	-	-	-	-	618,500	683,700	327,200	317,700
2009 E-One Typhoon Fire Engine E1001 (Pumper) (LT 24 mths) Station 1 (Moved from	New Debt	Capital Projects Fund								**1,500,000**		
2003 E-One Cyclone II Tower TW1002 95' Ladder Truck (LT 24 mths) ($1M to $2.5M)	New Debt	Capital Projects Fund							**2,500,000**			
2022 Ford F-150 C1002 Deputy Fire Chief Station 2	Cash	Capital Projects Fund									-	
2023 Ford F-150 SQ1001 Squad Station 1	Cash	Capital Projects Fund										125,000
High-Water Vehicle (Future Year)	Cash	Capital Projects Fund							-	365,000		
High Water Equipment & Trailer (Suit and Raft)	Cash	Capital Projects Fund							30,000			
Porta-Count machine for SCBA mask fit testing (only w/ failure)	Cash	Capital Projects Fund									30,000	
Body Armor	Cash	Capital Projects Fund									25,000	
Drone First Responder Docking System (5 years)	Cash	Capital Projects Fund							40,500	40,500	40,500	40,500
2020 F-150 FM1005 Fire Marshall Station 1 (failing transmission/changing specs)	Cash	Hospitality Tax Fund							75,000	-		
RAD-57 medical monitor for carbon monoxide & oxygen (only w/failure)	Cash	Hospitality Tax Fund							7,000			
New Rescue Boat (25% City 75% FEMA Grant) Lead time 12 mths (If grant is not awarded	Cash	Hospitality Tax Fund								100,000		
Physical agility testing equipment, 75% covered with a grant	Cash	Hospitality Tax Fund										55,000
2023 Ford F-150 BC1006 Battalion Chief Station 1	Cash	Municipal Accommodations Fee Fund										125,000
2022 John Deere Mules ML1001, ML1002 & ML1003	Cash	Municipal Accommodations Fee Fund							27,000	27,000	21,000	
2021 Sea-Doo Jet Ski JS1001 Station 1 (Deferred from FY26)	Cash	Municipal Accommodations Fee Fund							18,000			20,000
New Rescue Boat (25% City 75% FEMA Grant) Lead time 12 mths (If grant is not awarded	Cash	Municipal Accommodations Fee Fund								100,000		
Radios & Flash Upgrade TDMA (in-car & walkies)	Cash	Municipal Accommodations Fee Fund							27,500	275,000		
2023 Ford Expedition C1001 Fire Chief Station 1	Cash	State Accommodations Tax Fund										85,000
2019 Ford F-150 BC1004 Battalion Chief Station 1	Cash	State Accommodations Tax Fund							75,000			
2017 Sea-Doo Jet Ski JS1003 Station 1	Cash	State Accommodations Tax Fund									19,000	
2017 Alweld Boat B1017 Flat Bottom	Cash	State Accommodations Tax Fund							25,000			
New Rescue Boat (25% City 75% FEMA Grant) Lead time 12 mths (If grant is not awarded	Cash	State Accommodations Tax Fund								100,000		
Fire Department			-	-	-	-	-	-	2,825,000	2,507,500	135,500	450,500
Radios	Cash	Capital Projects Fund										20,000
General drainage contingency for small projects	Cash	Capital Projects Fund							100,000	100,000	100,000	100,000
Annual drainage for comprehensive plan	Cash	Capital Projects Fund							250,000	250,000	250,000	250,000
Design & permitting for next drainage project (Myrtle & 19th)	Cash	Capital Projects Fund							100,000	4,000,000		

City of Isle of Palms, SC
Financial Statement Summary as of - 06/30/2026
Future Cash Needs for Capital Projects

			Actual FY2025	Budget FY2026	Actual YTD 2026	Projected 2026	Proj_vs_Bgt 2026	Variance	Projected 2027	Projected 2028	Projected 2029	Projected 2030
Sand retention methods (Groins)	Cash	Capital Projects Fund										
Side Loader	Cash	Hospitality Tax Fund							435,000			
2008 Mack Packer (PW22) Side Loader (18m LT) (Letter of Intent FY24)($255K to $390K)	Cash	Municipal Accommodations Fee Fund								430,000		
2014 Mack w/ 30yd Packer (PW26)	Cash	Municipal Accommodations Fee Fund										440,000
Four 4-in flood water pumps as needed (Deferred from FY26 to FY27, will defer out until	Cash	Municipal Accommodations Fee Fund							20,000			
Jet Vac trailer for stormwater maintenance	Cash	Municipal Accommodations Fee Fund										60,000
Provision to move electric lines underground. Dominion Energy matches the City's 50%	Cash	Municipal Accommodations Fee Fund							131,000			
2009 Mack w/ 31yd Loadmaster Packer (PW24) Replace w/ sideloader	Cash	State Accommodations Tax Fund									435,000	
2018 Mack Flatbed (PW 28)	Cash	State Accommodations Tax Fund										490,000
Front beach trash compactor purchased in FY15	Cash	State Accommodations Tax Fund								60,000		
Public Works			-	-	-	-	-	-	1,036,000	4,840,000	785,000	1,360,000
2018 Chevy pickup truck	Cash	Capital Projects Fund							45,000			
Building Department			-	-	-	-	-	-	45,000	-	-	-
Upgrade IT, Video Conference System, and lighting in Magnolia/Palmetto rooms for	Cash	Capital Projects Fund							60,000			
Construct sand volley ball court	Cash	Capital Projects Fund									28,000	
Resurface Parking Lot	Cash	Capital Projects Fund										150,000
Roof repairs/replacement	Cash	Capital Projects Fund									150,000	
Gymnasium Restroom Renovation	Cash	Capital Projects Fund									25,000	
Fencing on Softball Field	Cash	Municipal Accommodations Fee Fund									50,000	
Fencing on Baseball Field	Cash	Municipal Accommodations Fee Fund								25,000		
Ground & exterior building lights	Cash	Municipal Accommodations Fee Fund							25,000			
Reconstruct and reconfigure Outdoor Basketball Courts	Cash	Municipal Accommodations Fee Fund								25,000		
Playground Equipment 5-12 Big Toy & 2-5 year old Toddler Toy and pour & play surfacing.	Cash	State Accommodations Tax Fund							20,000	20,500	21,500	22,500
John Deere Tractor	Cash	State Accommodations Tax Fund								25,000		
4 outdoor basketball goals and posts	Cash	State Accommodations Tax Fund							22,000			
Picnic Shelter design & construction	Cash	State Accommodations Tax Fund								92,000		
Gymnasium Flooring	Cash	State Accommodations Tax Fund									85,000	
Recreation Department			-	-	-	-	-	-	127,000	187,500	359,500	172,500
Parking Meter kiosks (5 total kiosks to supplement mobile payments). Remainder of old	Cash	Hospitality Tax Fund										20,000
Assign Fund Balance for Future Expenditures	Cash	Hospitality Tax Fund							25,000	25,000	25,000	25,000
Assign Fund Balance for Future Expenditures	Cash	Municipal Accommodations Fee Fund							25,000	25,000	25,000	25,000
Resurface City-owned portion of Ocean Blvd	Cash	State Accommodations Tax Fund							100,000			
Repair sidewalks on Ocean Blvd between 10th and 14th	Cash	State Accommodations Tax Fund							70,000			
Assign Fund Balance for Future Expenditures	Cash	State Accommodations Tax Fund							25,000	25,000	25,000	25,000
Front Beach Area, including Public Restrooms, Parking Meters and Parking Lots			-	-	-	-	-	-	245,000	75,000	75,000	95,000
Rehabilitate concrete ramp (last done in FY00)	Cash	Capital Projects Fund								75,000		
Breach Inlet Boat Ramp			-	-	-	-	-	-	-	75,000.00	-	-
Repl/repair/add dune walkovers (approx. 57 accesses)(Funded by FY24 State budget	Cash	Beach Preservation Fee Fund							250,000	250,000	250,000	250,000
Construction of the next large-scale Breach Inlet project, with one-third scheduled in FY26	Cash	Beach Preservation Fee Fund							7,164,643			
Construction of the next large-scale Wild Dunes-shared cost at 47% with WDCA, with	Cash	Beach Preservation Fee Fund							7,155,687			
Update Beach Management Plan	Cash	Beach Preservation Fee Fund								25,000		
Sand retention methods	Cash	Capital Projects Fund								4,000,000		
Beach Maintenance, Monitoring and Access			-	-	-	-	-	-	14,570,330	4,275,000	250,000	250,000
Re-coat marina bulkhead	Cash	Marina Enterprise Fund							450,000			
Isle of Palms Marina			-	-	-	-	-	-	450,000	-	-	-
Total			-	-	-	-	-	-	20,086,830	12,643,700	2,107,200	2,645,700
Total High-Impact Projects and Deferred Initiatives			**-**	**11,207,221**	**6,555,533**	**10,635,073**	**(572,148)**	**-5%**	**24,476,830**	**14,643,700**	**4,107,200**	**2,645,700**

Notes: Fund Balances are estimates, does not include all income and expenses.

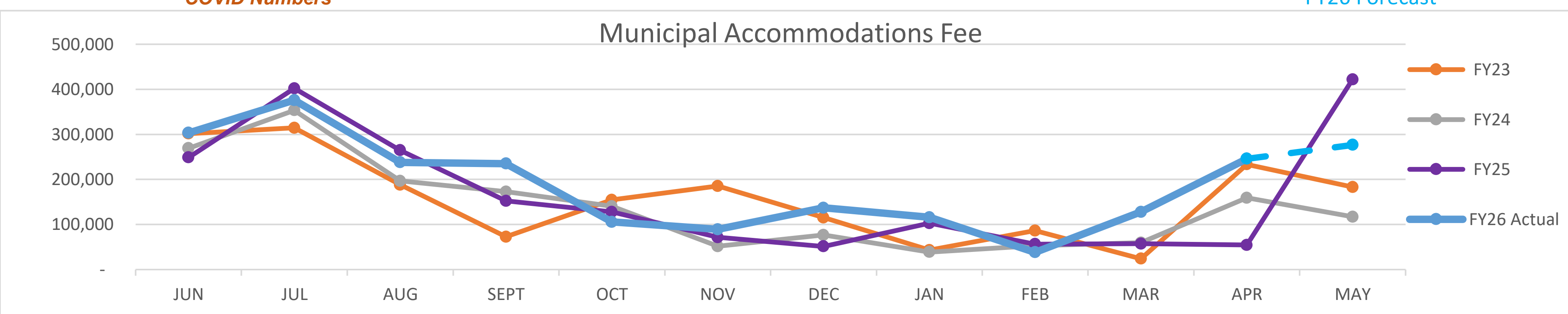
This document is intended for planning and informational purposes only and does not constitute a legally binding commitment or guarantee of future financial performance. The City reserves the right to revise these projections as new information becomes available.

City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Municipal Accommodations Fee				(1% of Accommodation Sales)				Heads in Beds in
MONTH	FY20	FY21	FY22	FY23	FY24	FY25	FY26	
JUL	195,287	172,336	256,308	301,674	269,304	248,910	303,364	JUN
AUG	213,067	169,596	378,001	314,397	353,373	402,136	375,840	JUL
SEPT	152,561	186,938	248,118	187,966	196,701	265,083	238,225	AUG
OCT	75,506	129,033	124,372	72,522	172,495	152,171	235,355	SEPT
NOV	65,882	66,090	102,229	154,713	140,390	127,772	105,482	OCT
DEC	34,301	71,683	70,478	185,019	51,584	71,399	89,303	NOV
JAN	32,335	34,025	75,503	115,313	76,915	51,474	137,012	DEC
FEB	18,596	26,709	25,613	42,912	39,014	102,964	116,073	JAN
MAR	9,690	31,080	39,938	86,414	52,979	56,527	38,527	FEB
APR	26,422	68,055	82,759	24,152	59,390	57,563	127,647	MAR
MAY	7,181	125,288	186,478	233,832	158,991	54,620	245,978	APR
JUNE	55,311	153,337	183,011	183,028	117,085	422,018	276,684	MAY
Deduct last July	(195,287)	(172,336)	(256,308)	(301,674)	(269,304)	(248,910)	(303,364)	
Add next July	172,336	256,308	301,674	269,304	248,910	303,364	318,532	JUN
Total Fiscal Year	**863,187**	**1,318,141**	**1,818,174**	**1,869,571**	**1,667,828**	**2,067,091**	**2,304,658**	
	Chg from FY19 -17%	Chg from FY20 53%	Chg from FY21 38%	Chg from FY22 3%	Chg from FY23 -11%	Chg from FY24 24%	Chg from FY25 11%	

** COVID Numbers*

**FY26 Forecast



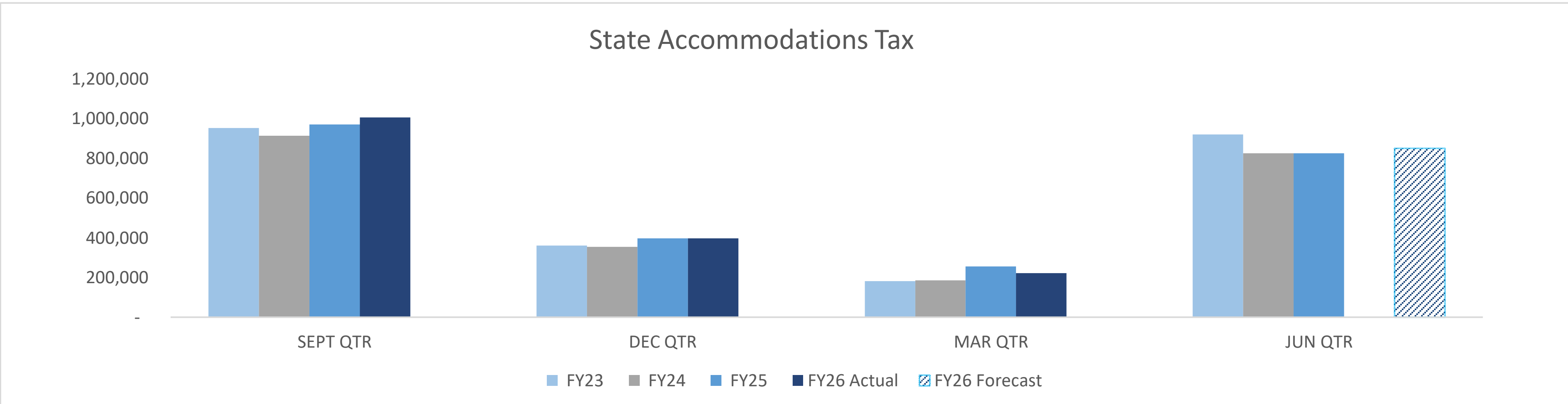
City of Isle of Palms Tourism and Local Options Sales Tax Revenues

State Accommodations Tax (Tourism-Related Only) *(Approx 2% of Accommodation Sales)*

MONTH	FY20	FY21	FY22	FY23	FY24	FY25	FY26	Heads in Beds in
SEPT QTR	580,306	553,971	861,205	952,270	913,073	969,092	1,005,297	JUN-AUG
DEC QTR	181,550	252,012	347,299	360,479	353,735	396,649	396,589	SEPT-NOV
MAR QTR	88,638	132,256	168,824	181,961	185,736	255,788	222,605	DEC-FEB
JUN QTR	242,893	650,839	886,253	919,402	825,405	825,461	850,225	MAR-MAY
Total Fiscal Yr	**1,093,387**	**1,589,078**	**2,263,580**	**2,414,112**	**2,277,948**	**2,446,991**	**2,474,716**	
	-16% Chg from FY19	45% Chg from FY20	42% Chg from FY21	7% Chg from FY22	-6% Chg from FY23	7% Chg from FY24	1% Chg from FY25	

** COVID Numbers*

**FY26 Forecast

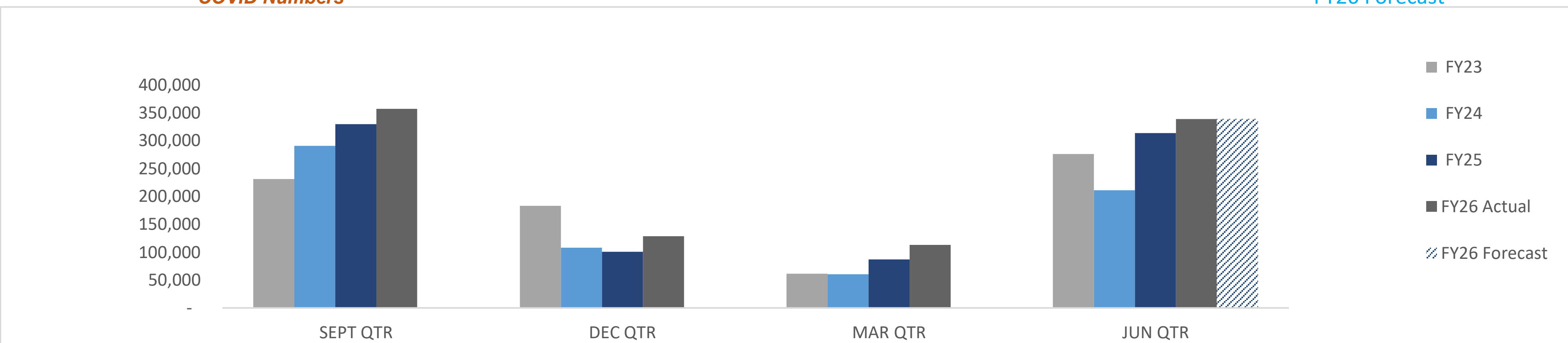


City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Chas County ATax Pass-Through			(20% of County's 2% on IOP Accommodation Sales)					City Receipts
MONTH	FY20	FY21	FY22	FY23	FY24	FY25	FY26	
SEPT QTR	370,500	-	301,714	231,164	290,437	329,414	356,754	DEC
DEC QTR		-	99,602	182,929	108,064	100,769	128,847	FEB
MAR QTR		-	59,369	61,688	60,716	87,294	113,324	MAY
JUN QTR	-	508,000	269,609	275,853	211,021	313,658	338,751	SEPT
Total Fiscal Yr	**370,500**	**508,000**	**730,293**	**751,634**	**670,238**	**831,136**	**937,675**	
	-27% Chg from FY19	37% Chg from FY20	44% Chg from FY21	3% Chg from FY22	-11% Chg from FY23	24% Chg from FY24	13% Chg from FY25	

** COVID Numbers*

**FY26 Forecast



City of Isle of Palms Tourism and Local Options Sales Tax Revenues

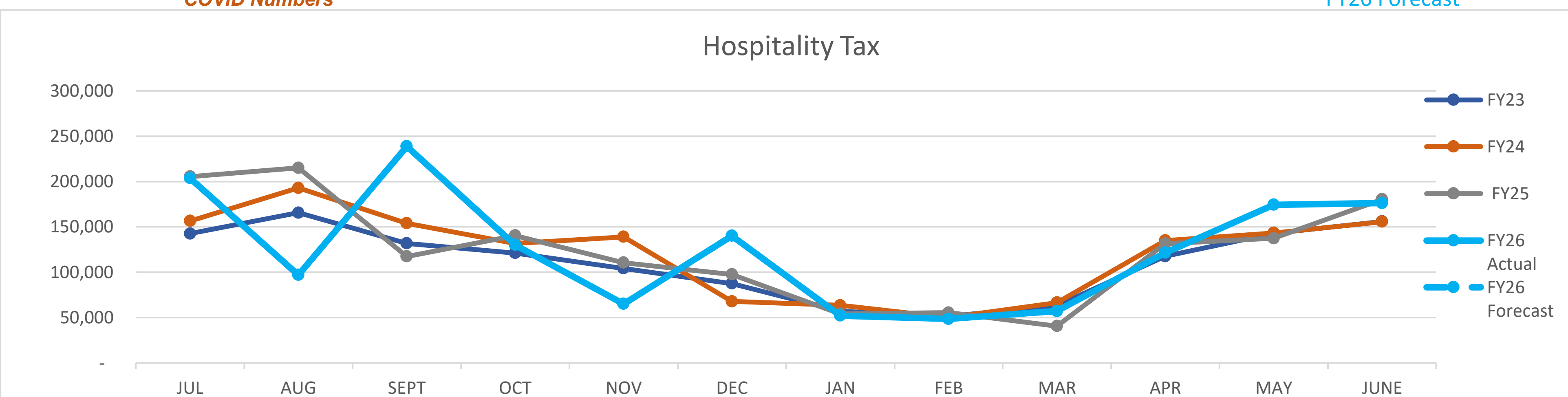
Hospitality Tax

(2% of Prepared Food & Beverage Sales)

MONTH	FY20	FY21	FY22	FY23	FY24	FY25	FY26	F& B Sold in
JUL	88,238	66,947	137,933	142,534	156,544	205,329	203,578	JUN
AUG	106,673	59,353	135,765	165,544	192,906	214,952	96,913	JUL
SEPT	78,129	49,484	108,077	131,756	153,918	117,363	238,739	AUG
OCT	76,033	37,348	88,581	121,169	131,767	140,325	130,092	SEPT
NOV	66,929	27,609	96,511	104,213	138,970	110,540	64,995	OCT
DEC	56,591	46,700	56,990	87,532	67,821	97,545	140,039	NOV
JAN	28,058	57,988	48,652	57,107	63,500	54,181	52,074	DEC
FEB	27,574	24,135	33,118	51,417	50,025	55,450	48,441	JAN
MAR	21,853	39,019	62,430	62,919	66,488	40,599	57,146	FEB
APR	12,956	50,777	79,088	117,561	134,944	131,409	121,425	MAR
MAY	15,429	85,357	142,227	142,964	143,278	137,395	174,310	APR
JUNE	46,102	114,802	152,842	155,895	155,603	180,330	176,202	MAY
Deduct last July	(88,238)	(66,947)	(137,933)	(142,534)	(156,544)	(205,329)	(193,202)	
Add next July	66,947	137,933	142,534	156,544	205,329	193,202	180,000	JUN
Total Fiscal Year	**603,275**	**730,503**	**1,146,816**	**1,354,621**	**1,504,549**	**1,473,292**	**1,490,752**	
	Chg fr FY19 -24%	Chg fr FY20 21%	Chg fr FY21 57%	Chg fr FY22 18%	Chg fr FY23 11%	Chg from FY24 -2%	Chg from FY25 1%	

*** COVID Numbers**

**FY26 Forecast

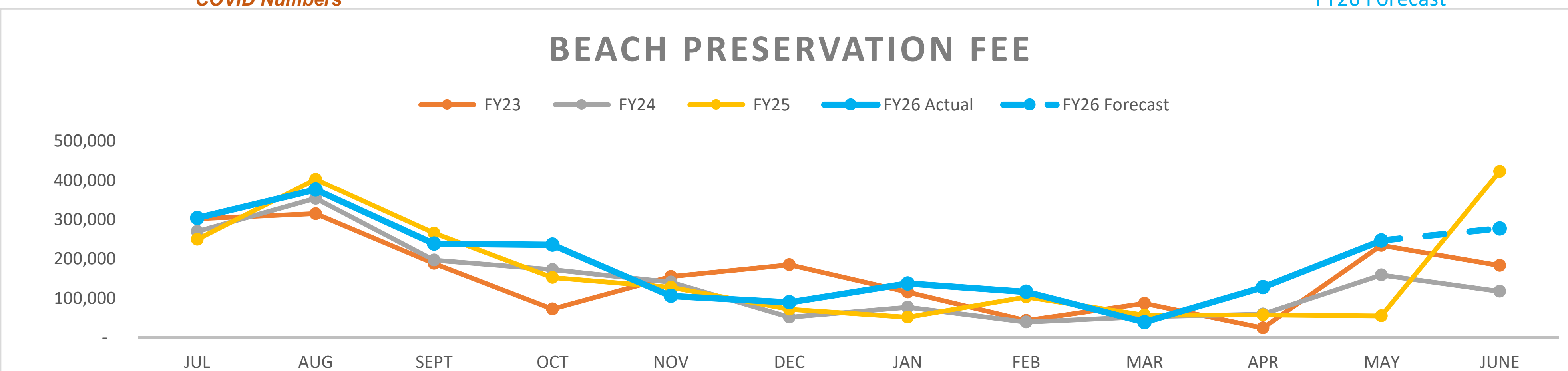


City of Isle of Palms Tourism and Local Options Sales Tax Revenues

Beach Preservation Fee						(1% of Accommodation Sales)		Heads in Beds in
MONTH	FY20	FY21	FY22	FY23	FY24	FY25	FY26	
JUL	195,287	172,336	256,308	301,674	269,304	248,910	303,364	JUN
AUG	213,067	169,596	378,001	314,397	353,373	402,136	375,840	JUL
SEPT	152,561	186,938	248,118	187,966	196,701	265,083	238,225	AUG
OCT	75,506	129,033	124,372	72,522	172,495	152,171	235,355	SEPT
NOV	65,882	66,090	102,229	154,713	140,390	127,772	105,482	OCT
DEC	34,301	71,683	70,478	185,019	51,584	71,399	89,303	NOV
JAN	32,335	34,025	75,503	115,313	76,915	51,474	137,012	DEC
FEB	18,596	26,709	25,613	42,912	39,014	102,964	116,073	JAN
MAR	9,690	31,080	39,938	86,414	52,979	56,527	38,527	FEB
APR	26,422	68,055	82,759	24,152	59,390	57,563	127,647	MAR
MAY	7,181	125,288	186,478	233,832	158,991	54,620	245,978	APR
JUNE	55,311	153,337	183,011	183,028	117,085	422,018	276,684	MAY
Deduct last July	(195,287)	(172,336)	(256,308)	(301,674)	(269,304)	(248,910)	(303,364)	
Add next July	172,336	256,308	301,674	269,304	248,910	303,364	318,532	JUN
Total Fiscal Year	**863,187**	**1,318,141**	**1,818,174**	**1,869,571**	**1,667,828**	**2,067,091**	**2,304,658**	
	Chg from FY19 -17%	Chg from FY20 53%	Chg from FY21 38%	Chg from FY22 3%	Chg from FY23 -11%	Chg from FY24 24%	Chg from FY25 11%	

** COVID Numbers*

**FY26 Forecast



City of Isle of Palms Tourism and Local Options Sales Tax Revenues

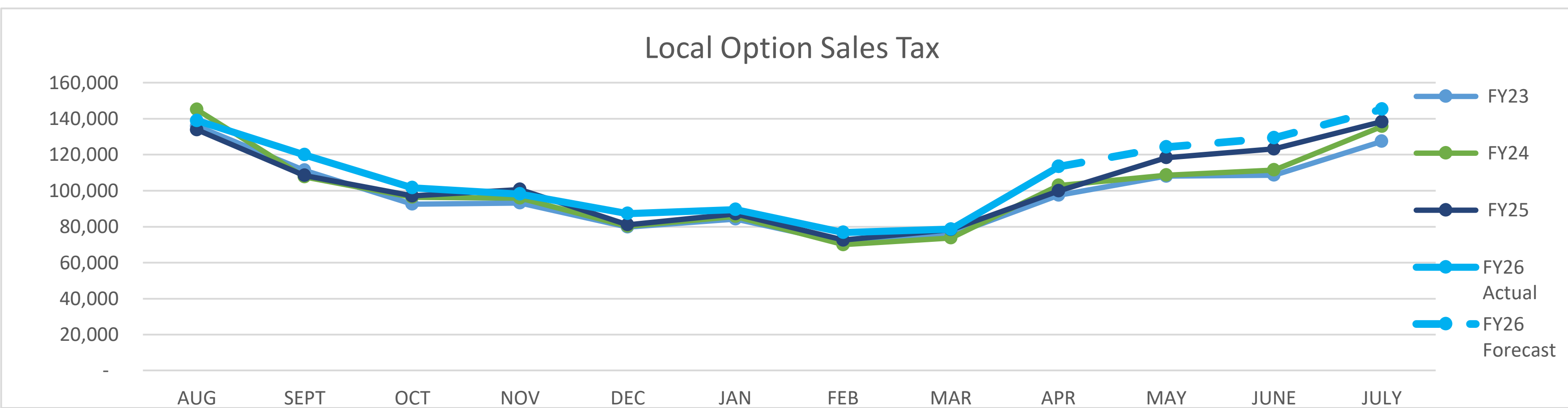
Local Option Sales Tax

(a portion of the 1% Charleston County local option sales tax)

MONTH	FY20	FY21	FY22	FY23	FY24	FY25	FY26	When Sales Occurred
AUG	93,221	87,833	130,373	135,943	145,078	133,876	138,933	JUL
SEPT	83,456	83,149	99,719	111,272	107,689	108,408	119,964	AUG
OCT	62,752	71,963	83,230	92,568	96,340	97,068	101,626	SEPT
NOV	65,514	68,054	85,199	93,138	95,825	100,650	98,091	OCT
DEC	59,951	67,342	73,716	79,844	80,288	81,040	87,263	NOV
JAN	64,996	69,592	71,846	84,290	85,635	87,113	89,541	DEC
FEB	53,263	58,840	64,365	71,140	69,936	72,508	76,752	JAN
MAR	50,882	60,533	66,029	75,337	73,750	78,399	78,595	FEB
APR	43,070	83,678	90,351	97,399	102,911	99,889	113,329	MAR
MAY	56,012	100,082	108,756	108,050	108,648	118,301	124,216	APR
JUNE	74,078	102,313	109,271	108,590	111,500	123,200	129,360	MAY
JULY	92,789	117,380	128,957	127,335	135,705	138,301	145,216	JUN
Total Fiscal Year	**799,984**	**970,759**	**1,111,813**	**1,184,906**	**1,213,304**	**1,238,754**	**1,302,886**	
	Chg from FY19 -2%	Chg from FY20 21%	Chg from FY21 15%	Chg from FY22 7%	Chg from FY23 2%	Chg from FY24 2%	Chg from FY25 5%	

*** COVID Numbers**

**FY26 Forecast



City of Isle of Palms

City Hall Renovation

PO-24-2521

No Activity Since 12/31/2024

	Date	Invoice Number	Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Architecture-Conceptual Design Phase 1			24,840		**250,000**	**24,840.00**	**250,000**
McMillan Pazdan Smith Architecture	4/13/2024	2400175		2,484		(2,484.00)	(2,484)
McMillan Pazdan Smith Architecture	4/13/2024	2401541		16,146		(16,146.00)	(16,146)
McMillan Pazdan Smith Architecture	5/31/2024	2401902		6,210		(6,210.00)	(6,210)
Architecture-Conceptual Design Phase 2 Project 023410.00			9,250			9,250.00	
McMillan Pazdan Smith Architecture	6/30/2024	2402415		2,313		(2,312.50)	(2,313)
McMillan Pazdan Smith Architecture	8/31/2024	2403451		6,972		(6,972.19)	(6,972)
McMillan Pazdan Smith Architecture	12/30/2024	Refunded		(6,972)		6,972.12	6,972
			34,090	27,153	250,000	6,937	222,847
Contract Planning Phase 1			68,267			68,267	
Change Order 1/Reno Option			17,010			17,010	
Trident Construction Co.	2/2/2024	23045-1		11,233		(11,233.00)	(11,233)
Trident Construction Co.	2/29/2024	23045-2		18,906		(18,906.00)	(18,906)
Trident Construction Co.	8/19/2024	23045-3		38,128		(38,128.00)	(38,128)
Trident Construction Co.	7/10/2024	23045-4		17,010		(17,010.00)	(17,010)
			85,277	85,277	-	-	(85,277)
Total Project			119,367	112,430	250,000	6,937	137,570

City of Isle of Palms
Emergency Beach Erosion Control Efforts
6/30/2026 Project 2587

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Post Hurricane Idalia Scraping Work (Breach Inlet & Beachwood East)							
Robert Collins Company	9/15/2023	Invoice 27823	240,000	240,000	-	-	(240,000)
SCPRT Beach Renourishment Assistance Funding Grant	2/28/2025		-	(240,000)	-	240,000	240,000
			240,000	-	-	240,000	-
Breach Inlet Sand Bags (120-206 Ocean Blvd.)							
					1,047,500	916,125	1,047,500
Robert Collins Company	10/22/2023	Invoice 28035	213,825	213,825		(213,825)	(213,825)
Robert Collins Company	10/10/2023	Invoice 27984	79,800	79,800	-	(79,800)	(79,800)
Robert Collins Company	7/26/2024	Invoice 29178	120,000	120,000		(120,000)	(120,000)
Robert Collins Company	9/12/2024	Invoice 29322	9,000	9,000		(9,000)	(9,000)
Robert Collins Company	9/25/2024	Invoice 29360	174,000	174,000		(174,000)	(174,000)
Precision Consulting Solutions	12/2/2024	1047	59,000	59,000		(59,000)	(59,000)
Precision Consulting Solutions	5/1/2025	1067	5,500	5,500		(5,500)	(5,500)
Precision Consulting Solutions	9/8/2025	FCH 1127	255,000	255,000		(255,000)	(255,000)
			916,125	916,125	1,047,500	-	131,375
Breach Inlet Scraping/ Trucking up to 50,000 cy sand							
					1,300,000	1,230,760	1,300,000
Robert Collins Company	11/28/2023	Invoice 28216	293,355	293,355	-	(293,355)	(293,355)
Robert Collins Company	11/28/2023	Invoice 28217	172,350	172,350		(172,350)	(172,350)
Robert Collins Company	12/22/2023	Invoice 28338	163,821	163,821	-	(163,821)	(163,821)
Robert Collins Company	2/2/2024	Invoice 28491	358,595	358,595	-	(358,595)	(358,595)
Robert Collins Company	2/28/2024	Invoice 28642	87,450	87,450		(87,450)	(87,450)
Robert Collins Company	3/22/2024	Invoice 28773	10,000	10,000		(10,000)	(10,000)
Robert Collins Company	6/12/2024	Invoice 29031	25,400	25,400		(25,400)	(25,400)
Robert Collins Company	8/12/2024	Invoice 29225	31,500	31,500		(31,500)	(31,500)
Robert Collins Company	9/30/2024	Invoice 29379	47,300	47,300		(47,300)	(47,300)
Robert Collins Company	11/12/2025	Invoice 30098	40,989	40,989		(40,989)	(40,989)
			1,230,760	1,230,760	1,300,000	-	69,240
Wild Dunes Scraping & Sand Bags							
					1,462,500	1,548,813	1,462,500
Robert Collins Company	2/2/2024	Invoice 28492	106,650	106,650	-	(106,650)	(106,650)
Robert Collins Company	2/28/2024	Invoice 28643	127,350	127,350	-	(127,350)	(127,350)
Robert Collins Company	7/31/2024	Invoice 29182	45,000	45,000	-	(45,000)	(45,000)
Robert Collins Company	8/26/2024	Invoice 29253	66,000	66,000	-	(66,000)	(66,000)
Precision Consulting Solutions	9/10/2024	Invoice 1031	15,200	15,200		(15,200)	(15,200)
Precision Consulting Solutions	9/30/2024	Invoice 1033	6,321	6,321		(6,321)	(6,321)
Precision Consulting Solutions	10/6/2024	Invoice 1034	15,200	15,200		(15,200)	(15,200)
Precision Consulting Solutions	10/7/2024	Invoice 1037	23,475	23,475		(23,475)	(23,475)
Geotex Supply Company	10/16/2024	Invoice 1004	2,760	2,760		(2,760)	(2,760)
Precision Consulting Solutions	10/10/2024	Invoice 1039	58,010	58,010		(58,010)	(58,010)
Precision Consulting Solutions	10/23/2024	Invoice 1040	65,195	65,195		(65,195)	(65,195)
Precision Consulting Solutions	11/8/2024	Invoice 1044	88,500	88,500		(88,500)	(88,500)
Precision Consulting Solutions	1/1/2025	Invoice 1051	11,500	11,500		(11,500)	(11,500)
Precision Consulting Solutions	1/7/2025	Invoice 1052	29,500	29,500		(29,500)	(29,500)

City of Isle of Palms
Emergency Beach Erosion Control Efforts
6/30/2026 Project 2587

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Precision Consulting Solutions	3/23/2025	Invoice 1056	41,000	41,000		(41,000)	(41,000)
Precision Consulting Solutions	3/23/2025	Invoice 1057	65,600	65,600		(65,600)	(65,600)
Precision Consulting Solutions	3/25/2025	Invoice 1058	6,800	6,800		(6,800)	(6,800)
Precision Consulting Solutions	4/2/2025	Invoice 1062	6,000	6,000		(6,000)	(6,000)
Precision Consulting Solutions	5/1/2025	Invoice 1066	32,320	32,320		(32,320)	(32,320)
Precision Consulting Solutions	6/17/20205	Invoice 1068	8,000	8,000		(8,000)	(8,000)
Precision Consulting Solutions	9/8/2025	FCH 1129	138,125	138,125		(138,125)	(138,125)
Precision Consulting Solutions	10/27/2025	Invoice 1078	116,875	116,875		(116,875)	(116,875)
Precision Consulting Solutions	10/27/2025	Invoice 1080	9,600	9,600		(9,600)	(9,600)
Precision Consulting Solutions	10/27/2025	Invoice 1079	144,500	144,500		(144,500)	(144,500)
Precision Consulting Solutions	11/20/2025	Invoice 1082	153,000	153,000		(153,000)	(153,000)
Robert Collins Company	11/12/2025	Invoice 30098	166,331	166,331		(166,331)	(166,331)
			1,548,813	1,548,813	1,462,500	-	(86,313)
CSE Engineering & Construction Admin							
					207,783	207,783	207,783
Coastal Science & Engineering	11/30/2023	Invoice 2587.11.23	34,200	34,200		(34,200)	(34,200)
Coastal Science & Engineering	12/31/2023	Invoice 2587.12.23	10,900	10,900		(10,900)	(10,900)
Coastal Science & Engineering	1/31/2024	Invoice 2587.01.24	10,831	10,831		(10,831)	(10,831)
Coastal Science & Engineering	3/31/2024	Invoice 2587.02.24	9,069	9,069		(9,069)	(9,069)
Coastal Science & Engineering	5/31/2024	Invoice 2587.05.24	25,925	25,925		(25,925)	(25,925)
Coastal Science & Engineering (Amendment #2)	6/30/2024	Invoice 2587.06.24	33,734	5,879		(5,879)	(5,879)
Coastal Science & Engineering (Amendment #2)	8/31/2024	Invoice 2587.08.24		1,130		(1,130)	(1,130)
Coastal Science & Engineering (Amendment #3)	8/31/2024	Invoice 2587.08.24	83,124	18,370		(18,370)	(18,370)
Coastal Science & Engineering	9/30/2024	Invoice 2587.09.24		10,042		(10,042)	(10,042)
Coastal Science & Engineering (Amendment #3)	10/31/2024	Invoice 2587.10.24		10,412		(10,412)	(10,412)
Coastal Science & Engineering	11/30/2024	Invoice 2587.11.24		8,176		(8,176)	(8,176)
Coastal Science & Engineering	12/31/2024	Invoice 2587.12.24		13,031		(13,031)	(13,031)
Coastal Science & Engineering	1/31/2025	Invoice 2587.01.25		7,350		(7,350)	(7,350)
Coastal Science & Engineering	2/28/2025	Invoice 2587.02.25		4,460		(4,460)	(4,460)
Coastal Science & Engineering	3/31/2025	Invoice 2587.03.31		4,882		(4,882)	(4,882)
			207,783	174,657	207,783	33,125	33,125
Rebuilding Dunes-Supplemental Dune Work					425,000	318,750	425,000
Robert Collins Company	5/9/2025	Invoice 29861	67,320	67,320		(67,320)	(67,320)
Robert Collins Company	6/17/2025	Invoice 29814	81,600	81,600		(81,600)	(81,600)
Robert Collins Company	6/17/2025	Invoice 29851	169,830	169,830		(169,830)	(169,830)
			318,750	318,750	425,000	-	106,250
Total Project			4,222,230	4,189,105	4,442,783	33,125	253,678

SCPRT Beach Renourishment Assistance Funding Grant

City of Isle of Palms

Emergency Beach Erosion Control Efforts

6/30/2026 **Project 2587**

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Breach Inlet Sand Bags (120-206 Ocean Blvd.)							
SCPRT Beach Renourishment Assistance Funding Grant	2/29/2024	2024-001-1		(146,813)		-	146,813
SCPRT Beach Renourishment Assistance Funding Grant	10/16/2024	2024-001		(87,000)		-	87,000
Breach Inlet Scraping/ Trucking up to 50,000 cy sand							
SCPRT Beach Renourishment Assistance Funding Grant	2/29/2024	2024-001-1		(228,588)			228,588
SCPRT Beach Renourishment Assistance Funding Grant	2/29/2024	2024-001-1		(86,175)	-		86,175
SCPRT Beach Renourishment Assistance Funding Grant	2/29/2024	2024-001-2		(179,298)			179,298
SCPRT Beach Renourishment Assistance Funding Grant	5/6/2024	2024-001-3		(43,725)			43,725
SCPRT Beach Renourishment Assistance Funding Grant	6/17/2024	2024-001-4		(5,000)			5,000
SCPRT Beach Renourishment Assistance Funding Grant	10/16/2024	2024-001		(12,700)			12,700
SCPRT Beach Renourishment Assistance Funding Grant	2/5/2025	2024-001		(23,650)			23,650
SCPRT Beach Renourishment Assistance Funding Grant	6/26/2025	2024-001		(18,438)			18,438
Total Funding			-	(831,386)	-	-	831,386
Total Project with SCPRT Funding			4,222,230	3,357,719	4,442,783	33,125	1,085,063

Notes:

1. Initial cost of $240K- Post Hurricane Idalia Scraping Work (Breach Inlet & Beachwood East) is not included in project total.
2. In August 2024, 75% of initial $240K cost has been approved by FEMA to cover $180K.
3. City seeking FEMA reimbursement for post storm scraping.
4. City requesting SCPRT Grant for 50% of construction costs of Breach Inlet Sandbags (250K) and Scraping/Trucking (1.25M).
5. City has been approved up to $850K from SCRPT for Beach Renourishment Funding Assistance Grant of which $831,386 has been funded.
   City awarded $179.2K from SCRPT for Beach Renourishment Funding Assistance Grant which is reflected in remaining budget amount.
   City awarded $461.5K from SCRPT for Beach Renourishment Funding Assistance Grant which is reflected in remaining budget amount.
   City awarded $43.7K from SCRPT for Beach Renourishment Funding Assistance Grant which is reflected in remaining budget amount.
   City awarded $99.7K from SCRPT for Beach Renourishment Funding Assistance Grant which is reflected in remaining budget amount.
   City awarded $23,650 from SCRPT for Beach Renourishment Funding Assistance Grant which is reflected in remaining budget amount.
   City awarded $18,437.50 from SCRPT for Beach Renourishment Funding Assistance Grant which is reflected in remaining budget amount.
6. On 7/23/24 Council approved $360,000 for additional sandbags revetment between 130-304 Ocean Blvd.
7. On 8/27/24 Council approved $200,000 for additional sandbags for Beachwood East.
8. On 9/24/24 Council approved $225,000 for additional sandbags to be filled as needed.
9. $37,051.96 remaining from $850K SCPRT Grant
10. On 8/26/25 Council approved $550,000 for addl sandbags -$200K Seascape, $225K Southend, $125K Beachwood.
11. On 10/14/25 Council approved $300,000 for addl sandbags and $225,000 shoal transfer work.

City of Isle of Palms

Beach Alternatives Analysis

6/30/2026

FY26 Project 00251025.01

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
					92,500		92,500
Consulting			92,500			92,500	
Foth Infrastructure & Enviroment, LLC	4/26/2026	103669		13,413		(13,413)	(13,413)
Foth Infrastructure & Enviroment, LLC	6/5/2026	104500		23,588		(23,588)	(23,588)
						-	-
						-	-
						-	-
						-	-
						-	-
			-		-	-	-
			92,500	37,000	92,500	55,500	55,500
			92,500	37,000	92,500	55,500	55,500

City of Isle of Palms

Ongoing Island Wide Beach Monitoring- Minor Project

6/30/2026

FY26 Continues Project 2618

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
					100,000		100,000
Planning/ Liaison/Communication			13,560			13,560	
Coastal Science & Engineering	8/31/2025	2618.082025		2,500		(2,500)	(2,500)
Coastal Science & Engineering	9/30/2025	2618.092025		5,000		(5,000)	(5,000)
Coastal Science & Engineering	10/31/2025	2618.102025		2,730		(2,730)	(2,730)
Coastal Science & Engineering	11/30/2025	2618.112025		500		(500)	(500)
Coastal Science & Engineering	1/31/2026	2618.012026		175		(175)	(175)
Coastal Science & Engineering	2/28/2026	2618.022026		2,655		(2,655)	(2,655)
						-	-
			-		-	-	-
			13,560	13,560	-	-	(13,560)
Semi Annual Beach Condition Survey			32,760			32,760	
Coastal Science & Engineering	8/31/2025	2618.082025		13,105		(13,105)	(13,105)
Coastal Science & Engineering	9/30/2025	2618.092025		1,600	-	(1,600)	(1,600)
Coastal Science & Engineering	1/31/2026	2618.012026		2,700		(2,700)	(2,700)
Coastal Science & Engineering	2/28/2026	2618.022026		13,615		(13,615)	(13,615)
			32,760	31,020	-	1,740	(31,020)
Semi Annual Aerial Photography			12,400			12,400	-
Coastal Science & Engineering	8/31/2025	2618.082025		700		(700)	(700)
Coastal Science & Engineering	9/30/2025	2618.092025		4,960		(4,960)	(4,960)
Coastal Science & Engineering	2/28/2026	2618.022026		6,740		(6,740)	(6,740)
			12,400	12,400	-	-	(12,400)
Semi Annual Report			24,760			24,760	
Coastal Science & Engineering	8/31/2025	2618.082025		1,240		(1,240)	(1,240)
Coastal Science & Engineering	9/30/2025	2618.092025		8,700	-	(8,700)	(8,700)
Coastal Science & Engineering	10/31/2025	2618.102025		5,633		(5,633)	(5,633)
Coastal Science & Engineering	11/30/2025	2618.112025		3,358		(3,358)	(3,358)

City of Isle of Palms

Ongoing Island Wide Beach Monitoring- Minor Project

6/30/2026

FY26 Continues Project 2618

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Coastal Science & Engineering	1/31/2026	2618.012026		1,662		(1,662)	(1,662)
Coastal Science & Engineering	2/28/2026	2618.022026		4,088		(4,088)	(4,088)
Coastal Science & Engineering	3/31/2026	2618.032026		2,262		(2,262)	(2,262)
			24,760	26,942	-	(2,182)	(26,942)
Direct Expenses including equipment			15,310			15,310	
Coastal Science & Engineering	8/31/2025	2618.082025		6,285	-	(6,285)	(6,285)
Coastal Science & Engineering	9/30/2025	2618.092025		3,185		(3,185)	(3,185)
Coastal Science & Engineering	10/31/2025	2618.102025		418	-	(418)	(418)
Coastal Science & Engineering	11/30/2025	2618.112025		193		(193)	(193)
Coastal Science & Engineering	1/31/2026	2618.012026		561		(561)	(561)
Coastal Science & Engineering	2/28/2026	2618.022026		4,668		(4,668)	(4,668)
			15,310	15,310	-	-	(15,310)
			98,790	99,232	100,000	(442)	768

City of Isle of Palms

Major Offshore Dredging

6/30/2026

SCOPE D Project 2623

		Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
PHASE I RENOURISHMENT				478,620		478,620
Project Planning related Renourishment		27,960			27,960	
Coastal Science & Engineering	2623.11.24		1,250		(1,250)	(1,250)
Coastal Science & Engineering	2623.12.24		1,678		(1,678)	(1,678)
Coastal Science & Engineering	2623.01.25		500		(500)	(500)
Coastal Science & Engineering	2623.03.25		2,000		(2,000)	(2,000)
Coastal Science & Engineering	2623.04.25		755		(755)	(755)
Coastal Science & Engineering	2623.05.25		2,000		(2,000)	(2,000)
Coastal Science & Engineering	2623.06.25		750		(750)	(750)
Coastal Science & Engineering	2623.07.25		1,000		(1,000)	(1,000)
Coastal Science & Engineering	2623.08.25		4,195		(4,195)	(4,195)
Coastal Science & Engineering	2623.09.25		5,592		(5,592)	(5,592)
Coastal Science & Engineering	2623.10.25		3,600		(3,600)	(3,600)
Coastal Science & Engineering	2623.11.25		2,400		(2,400)	(2,400)
Coastal Science & Engineering	2623.12.25		2,240		(2,240)	(2,240)
		27,960	27,960	-	-	(27,960)
Beach & Borrow Area Condition Surveys Renourishment		60,560			60,560	
Coastal Science & Engineering	2623.11.24		1,225		(1,225)	(1,225)
Coastal Science & Engineering	2623.03.25		9,000		(9,000)	(9,000)
Coastal Science & Engineering	2623.04.25		10,193		(10,193)	(10,193)
Coastal Science & Engineering	2623.06.25		8,675		(8,675)	(8,675)
Coastal Science & Engineering	2623.07.25		5,045		(5,045)	(5,045)
Coastal Science & Engineering	2623.08.25		10,375		(10,375)	(10,375)
Coastal Science & Engineering	2623.09.25		15,140		(15,140)	(15,140)
Coastal Science & Engineering	2623.10.25		907		(907)	(907)
						-
		60,560	60,560	-	-	(60,560)

City of Isle of Palms

Major Offshore Dredging

6/30/2026

SCOPE D Project 2623

		Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Engineering related Renourishment		39,680			39,680	-
Coastal Science & Engineering	2623.12.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering	2623.01.25		2,590		(2,590)	(2,590)
Coastal Science & Engineering	2623.03.25		4,620		(4,620)	(4,620)
Coastal Science & Engineering	2623.04.25		2,775		(2,775)	(2,775)
Coastal Science & Engineering	2623.05.25		4,765		(4,765)	(4,765)
Coastal Science & Engineering	2623.06.25		3,960		(3,960)	(3,960)
Coastal Science & Engineering	2623.07.25		1,000		(1,000)	(1,000)
Coastal Science & Engineering	2623.08.25		19,000		(19,000)	(19,000)
						-
		39,680	39,710	-	(30)	(39,710)
Permitting & Enviromental Studies related Renourishment		91,800			91,800	
Coastal Science & Engineering	2623.11.24		1,377	-	(1,377)	(1,377)
Coastal Science & Engineering	2623.12.24		3,672		(3,672)	(3,672)
Coastal Science & Engineering	2623.01.25		5,500		(5,500)	(5,500)
Coastal Science & Engineering	2623.03.25		11,016		(11,016)	(11,016)
Coastal Science & Engineering	2623.04.25		13,770		(13,770)	(13,770)
Coastal Science & Engineering	2623.05.25		8,350		(8,350)	(8,350)
Coastal Science & Engineering	2623.06.25		250		(250)	(250)
Coastal Science & Engineering	2623.07.25		14,245		(14,245)	(14,245)
Coastal Science & Engineering	2623.08.25		26,000		(26,000)	(26,000)
Coastal Science & Engineering	2623.09.25		7,620		(7,620)	(7,620)
		91,800	91,800	-	-	(91,800)
Direct Expenses related Renourishment		38,620			38,620	
Coastal Science & Engineering	2623.12.24		318	-	(318)	(318)
Coastal Science & Engineering	2623.01.25		430		(430)	(430)
Coastal Science & Engineering	2623.03.25		1,610		(1,610)	(1,610)
Coastal Science & Engineering	2623.04.25		1,170		(1,170)	(1,170)

City of Isle of Palms

Major Offshore Dredging

6/30/2026

SCOPE D Project 2623

		Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Coastal Science & Engineering	2623.05.25		800		(800)	(800)
Coastal Science & Engineering	2623.07.25		1,100		(1,100)	(1,100)
Coastal Science & Engineering	2623.08.25		13,517		(13,517)	(13,517)
Coastal Science & Engineering	2623.09.25		7,724		(7,724)	(7,724)
Coastal Science & Engineering	2623.10.25		7,724		(7,724)	(7,724)
Coastal Science & Engineering	2623.11.25		225		(225)	(225)
Coastal Science & Engineering	2623.12.25		4,002		(4,002)	(4,002)
				-	-	-
		38,620	38,620	-	-	(38,620)
Allowance for Cultural Resources Survey related Renourishment		20,000			20,000	
Coastal Science & Engineering	2623.06.25		682	-	(682)	(682)
Coastal Science & Engineering	2623.11.25		10,000	-	(10,000)	(10,000)
Coastal Science & Engineering	2623.12.25		8,000	-	(8,000)	(8,000)
Coastal Science & Engineering	2623.01.26		1,318	-	(1,318)	(1,318)
		20,000	20,000	-	-	(20,000)
Allowance for Offshore Borings related Renourishment		200,000	-		200,000	-
Coastal Science & Engineering	2623.02.25		107,500		(107,500)	(107,500)
Coastal Science & Engineering	2623.Sub		88,050		(88,050)	(88,050)
Coastal Science & Engineering	2623.01.26		4,450		(4,450)	(4,450)
		200,000	200,000	-	-	(200,000)
PHASE II RENOURISHMENT				669,508		669,508
Project Planning related Renourishment Phase II		30,680	-		30,680	-
Coastal Science & Engineering	2623.10.25		1,000		(1,000)	(1,000)
Coastal Science & Engineering	2623.11.25		2,150		(2,150)	(2,150)
Coastal Science & Engineering	2623.12.25		4,600		(4,600)	(4,600)
Coastal Science & Engineering	2623.01.26		9,204		(9,204)	(9,204)
Coastal Science & Engineering	2623.02.26		7,670		(7,670)	(7,670)

City of Isle of Palms
Major Offshore Dredging
6/30/2026
SCOPE D Project 2623

		Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Coastal Science & Engineering	2623.03.26		6,056		(6,056)	(6,056)
		30,680	30,680	669,508	-	(30,680)
Field Data related Renourishment Phase II		5,640	-		5,640	-
Coastal Science & Engineering	2623.11.25		3,050		(3,050)	(3,050)
Coastal Science & Engineering	2623.12.25		1,500		(1,500)	(1,500)
		5,640	4,550	-	1,090	(4,550)
Final Design related Renourishment Phase II		73,600	-		73,600	-
Coastal Science & Engineering	2623.10.25		8,300		(8,300)	(8,300)
Coastal Science & Engineering	2623.11.25		20,900		(20,900)	(20,900)
Coastal Science & Engineering	2623.12.25		21,103		(21,103)	(21,103)
Coastal Science & Engineering	2623.01.26		14,720		(14,720)	(14,720)
Coastal Science & Engineering	2623.02.26		8,578		(8,578)	(8,578)
		73,600	73,600	-	-	(73,600)
Bid Coordination related to Renourishment Phase II		29,200	-		29,200	-
Coastal Science & Engineering	2623.12.25		5,840		(5,840)	(5,840)
Coastal Science & Engineering	2623.01.26		17,520		(17,520)	(17,520)
Coastal Science & Engineering	2623.02.26		5,840		(5,840)	(5,840)
Coastal Science & Engineering	2623.03.26		8,355		(8,355)	(8,355)
		29,200	37,555	-	(8,355)	(37,555)
Construction related to Renourishment Phase II		224,600	-		224,600	-
Coastal Science & Engineering	2623.03.26		1,080		(1,080)	(1,080)
Coastal Science & Engineering	2623.04.26		11,320		(11,320)	(11,320)
Coastal Science & Engineering	2623.05.26		15,000		(15,000)	(15,000)
		224,600	27,400	-	197,200	(27,400)

City of Isle of Palms
Major Offshore Dredging
6/30/2026
SCOPE D Project 2623

		Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Reporting related to Renourishment Phase II		73,040	-		73,040	-
Coastal Science & Engineering	2623.11.25		4,900		(4,900)	(4,900)
Coastal Science & Engineering	2623.02.26		438		(438)	(438)
Coastal Science & Engineering	2623.03.26		10,013		(10,013)	(10,013)
		73,040	15,350	-	57,690	(15,350)
Direct Expenses related to Renourishment Phase II		164,428	-		164,428	-
Coastal Science & Engineering	2623.10.25		465		(465)	(465)
Coastal Science & Engineering	2623.11.25		5,300		(5,300)	(5,300)
Coastal Science & Engineering	2623.12.25		1,652		(1,652)	(1,652)
Coastal Science & Engineering	2623.01.26		2,702		(2,702)	(2,702)
Coastal Science & Engineering	2623.02.26		1,766		(1,766)	(1,766)
Coastal Science & Engineering	2623.03.26		4,444		(4,444)	(4,444)
Coastal Science & Engineering	2623.04.26		18,147		(18,147)	(18,147)
Coastal Science & Engineering	2623.05.26		12,000		(12,000)	(12,000)
		164,428	46,476	-	117,952	(46,476)
Allowance related to Renourishment Phase II		68,320	-		68,320	-
Coastal Science & Engineering	2623.01.26		6,830		(6,830)	(6,830)
Coastal Science & Engineering	2623.0226		22,661		(22,661)	(22,661)
Coastal Science & Engineering	2623.02.26		6,700		(6,700)	(6,700)
Coastal Science & Engineering	2623.03.26		26,143		(26,143)	(26,143)
Coastal Science & Engineering	2623.04.26		5,987		(5,987)	(5,987)
		68,320	68,320	-	-	(68,320)
Total Project		1,148,128	782,581	1,148,128	365,547	365,547

City of Isle of Palms

Major Offshore Dredging

6/30/2026

SCOPE D Project 2623

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Phase II- Renourishment Budget	669,508.00	Approved 10/28/25					

City of Isle of Palms
Marina Dredging
6/30/2026

	Date	Invoice Number	Contract Projections	Actuals	Approved by Council FY24	Remaining on Contract	Remaining on Budget
ATM - Design & Permitting					**124,000**	**124,291**	**124,000**
ATM-Local Engagement and Coordination	7/13/2023		3,500				
	9/7/2023	1984		3,500		(3,500)	(3,500)
ATM-Dredge Disposal Alternative Analysis	7/13/2023		13,500			-	
	10/27/2023	1943		1,350		(1,350)	(1,350)
	9/7/2023	1984		1,350		(1,350)	(1,350)
	10/10/2023	1927		10,800		(10,800)	(10,800)
ATM-Preliminary Design & Sediment Testing	7/13/2023		27,500			-	
	9/26/2024	2970		2,000		(2,000)	(2,000)
	11/15/2024	3138		1,500		(1,500)	(1,500)
	3/28/2025	3555		1,500		(1,500)	(1,500)
	4/29/2025	3661		17,000		(17,000)	(17,000)
ATM-Regulatory Permit Application Developme	7/13/2023		9,500			-	-
	9/26/2024	2970		1,298		(1,298)	(1,298)
	11/15/2024	3138		8,202		(8,202)	(8,202)
ATM-Regulatory Permit Application Coordinatio	7/13/2023		5,000			-	-
	5/3/2026		**10,000**				
	1/6/2025	3300		1,487		(1,487)	(1,487)
	2/24/2025	3486		2,033		(2,033)	(2,033)
	3/28/2025	3555		1,355		(1,355)	(1,355)
	4/29/2025	3661		102		(102)	(102)
	5/3/2026	IC4719		6,779		(6,779)	(6,779)
ATM-Bid Package Development	7/13/2023		18,000			-	-
	9/30/2025	3978		2000		(2,000)	(2,000)
	9/30/2025	4103		2000		(2,000)	(2,000)
	11/30/2025	4247		630		(630)	(630)
	2/3/2026	4373		2260		(2,260)	(2,260)
	5/3/2026	IC4719		1903		(1,903)	(1,903)
ATM-Bidding Support	7/13/2023		12,500			-	-
ATM-Construction Adminstration	7/13/2023		15,000			-	-
ATM-Updated Marina Bathymetric Survey	**5/3/2026**		**9,500**				
ATM-Permit Fees	1/6/2025	3300	291	255		(255)	(255)
	2/24/2025	3486		36		(36)	(36)
			124,291	69,339	124,000	54,952	54,661
Total Project			124,291	69,339	124,000	54,952	54,661

Note:
FY24 budget includes a rebudget of $50K for permitting of future dredging project.
Permits can take up to 2 years to secure.
Applied Technology and Management
Change Order 5/4/2026

Task 5: Regulatory Permit Application Coordination -Additional Scope	**$10,000**
Task 9: Updated Marina Bathymetric Survey (New)	**$9,500**
	$19,500

City of Isle of Palms
Marina Parking Lot & Green Space
6/30/2026

	Date	Invoice Number	Contract Projections	Actuals	Approved by Council FY25	Remaining on Contract	Remaining on Budget
					300,000	**22,352**	**300,000**
Cline Engineering	3/14/2025	2278	2,380	2,380		(2,380)	(2,380)
Cline Engineering	10/13/2025	2352	500	500		(500)	(500)
Kaitlyn Hackathorn-Interpretive Signage	1/1/2026	202606062	9,180	9,180		(9,180)	(9,180)
Envirosigns- Interpretive Signage	3/4/2026	INV-3438	10,292	10,292		(10,292)	(10,292)
			22,352	22,352	300,000	-	277,648
Total Project			22,352	22,352	300,000	-	277,648

City of Isle of Palms
Shoal Management Project
6/30/2026
SCOPE A , SCOPE B and SCOPE D Project 2589

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Council Approval of Scope A,B & D in FY25 Budget					594,500		594,500
Planning related to shoal management			10,520			10,520	
Coastal Science & Engineering	12/31/2023	Invoice 2589-12.23		2,100		(2,100)	(2,100)
Coastal Science & Engineering	2/29/2024	Invoice 2589.02.24		2,500		(2,500)	(2,500)
Coastal Science & Engineering	3/31/2024	Invoice 2589.03.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering	4/30/2024	Invoice 2589.04.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering	5/31/2024	Invoice 2589.05.24		1,530		(1,530)	(1,530)
Coastal Science & Engineering	6/30/2024	Invoice 2589.06.24		300		(300)	(300)
Coastal Science & Engineering	8/31/2024	Invoice 2589.08.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering	9/30/2024	Invoice 2589.09.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering	11/30/2025	Invoice 2589.11.25		90		(90)	(90)
			10,520	10,520	-	-	(10,520)
Engineering related to shoal management							
			12,680			12,680	-
Coastal Science & Engineering	12/31/2023	Invoice 2589-12.23		1,550		(1,550)	(1,550)
Coastal Science & Engineering	1/31/2024	Invoice 2589.01.24		630	-	(630)	(630)
Coastal Science & Engineering	2/29/2024	Invoice 2589.02.24		4,525		(4,525)	(4,525)
Coastal Science & Engineering	3/31/2024	Invoice 2589.03.24		1,500		(1,500)	(1,500)
Coastal Science & Engineering	4/30/2024	Invoice 2589.04.24		4,070		(4,070)	(4,070)
Coastal Science & Engineering	6/30/2024	Invoice 2589.06.24		400		(400)	(400)
Coastal Science & Engineering	11/30/2025	Invoice 2589.11.25		5		(5)	(5)
			12,680	12,680	-	-	(12,680)
Permitting related to shoal management							
						41,480	-
Coastal Science & Engineering	12/31/2023	Invoice 2589-12.23	41,480	2,375	-	(2,375)	(2,375)
Coastal Science & Engineering	1/31/2024	Invoice 2589.01.24		6,200		(6,200)	(6,200)
Coastal Science & Engineering	2/29/2024	Invoice 2589.02.24		2,250		(2,250)	(2,250)
Coastal Science & Engineering	3/31/2024	Invoice 2589.03.24		8,500		(8,500)	(8,500)
Coastal Science & Engineering	4/30/2024	Invoice 2589.04.24		7,720		(7,720)	(7,720)
Coastal Science & Engineering	5/31/2024	Invoice 2589.05.24		6,225		(6,225)	(6,225)
Coastal Science & Engineering	6/30/2024	Invoice 2589.06.24		1,350		(1,350)	(1,350)
Coastal Science & Engineering	7/31/2024	Invoice 2589.07.24		1,100		(1,100)	(1,100)
Coastal Science & Engineering	8/31/2024	Invoice 2589.08.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering	9/30/2024	Invoice 2589.09.24		1,500		(1,500)	(1,500)
Coastal Science & Engineering	10/31/2024	Invoice 2589.10.24		3,260		(3,260)	(3,260)
							-
			41,480	41,480	-	-	(41,480)
Direct Expenses related to shoal management						4,855	-
Coastal Science & Engineering	12/31/2023	Invoice 2589-12.23	4,855	400	-	(400)	(400)
Coastal Science & Engineering	2/29/2024	Invoice 2589.02.24		800		(800)	(800)
Coastal Science & Engineering	3/31/2024	Invoice 2589.03.24		345		(345)	(345)
Coastal Science & Engineering	4/30/2024	Invoice 2589.04.24		810		(810)	(810)
Coastal Science & Engineering	5/31/2024	Invoice 2589.05.24		807		(807)	(807)
Coastal Science & Engineering	6/30/2024	Invoice 2589.06.24		103		(103)	(103)
Coastal Science & Engineering	7/31/2024	Invoice 2589.07.24		660		(660)	(660)
Coastal Science & Engineering	8/31/2024	Invoice 2589.08.24		50		(50)	(50)
Coastal Science & Engineering	9/30/2024	Invoice 2589.09.24		125		(125)	(125)
Coastal Science & Engineering	10/31/2024	Invoice 2589.10.24		165		(165)	(165)

City of Isle of Palms
Shoal Management Project
6/30/2026
SCOPE A , SCOPE B and SCOPE D Project 2589

				Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Coastal Science & Engineering		1/31/2025	Invoice 2589.01.25		500		(500)	(500)
Coastal Science & Engineering		11/30/2025	Invoice 2589.11.25		90		(90)	(90)
				4,855	4,855	-	1	(4,855)
Stage 2 - Scope B Onshore Migration								
Project Planning, Liaison, Communication				12,000			12,000	
Coastal Science & Engineering		2/29/2024	Invoice 2589.02.24		2,500		(2,500)	(2,500)
Coastal Science & Engineering		3/31/2024	Invoice 2589.03.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering		9/30/2024	Invoice 2589.09.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering		11/30/2024	Invoice 2589.11.24		2,190		(2,190)	(2,190)
Coastal Science & Engineering		10/31/2024	Invoice 2589.10.24		2,000		(2,000)	(2,000)
Coastal Science & Engineering		12/31/2024	Invoice 2589.12.24		500		(500)	(500)
Coastal Science & Engineering		1/31/2025	Invoice 2589.01.25		500		(500)	(500)
Coastal Science & Engineering		3/31/2025	Invoice 2589.03.25		2,000		(2,000)	(2,000)
Coastal Science & Engineering		5/31/2025	Invoice 2589.05.25		310		(310)	(310)
				-	-	-	-	-
				12,000	12,000	-	-	(12,000)
Field Data Collection				38,600			38,600	
Coastal Science & Engineering		2/29/2024	Invoice 2589.02.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering		3/31/2024	Invoice 2589.03.24		5,000		(5,000)	(5,000)
Coastal Science & Engineering		5/31/2024	Invoice 2589.05.24		7,150		(7,150)	(7,150)
Coastal Science & Engineering		6/30/2024	Invoice 2589.06.24		3,150		(3,150)	(3,150)
Coastal Science & Engineering		8/31/2024	Invoice 2589.08.24		7,000		(7,000)	(7,000)
Coastal Science & Engineering		10/31/2024	Invoice 2589.10.24		6,600		(6,600)	(6,600)
Coastal Science & Engineering		11/30/2024	Invoice 2589.11.24		1,200		(1,200)	(1,200)
Coastal Science & Engineering		5/31/2025	Invoice 2589.05.25		7,500		(7,500)	(7,500)
				-	-	-	-	-
				38,600	38,600	-	-	(38,600)
Engineering				25,720			25,720	
Coastal Science & Engineering		2/29/2024	Invoice 2589.02.24		2,550		(2,550)	(2,550)
Coastal Science & Engineering		3/31/2024	Invoice 2589.03.24		1,000		(1,000)	(1,000)
Coastal Science & Engineering		5/31/2024	Invoice 2589.05.24		4,200		(4,200)	(4,200)
Coastal Science & Engineering		7/31/2024	Invoice 2589.07.24		1,600		(1,600)	(1,600)
Coastal Science & Engineering		9/30/2024	Invoice 2589.09.24	-	3,670	-	(3,670.00)	(3,670.00)
Coastal Science & Engineering		10/31/2024	Invoice 2589.10.24		1,000		(1,000.00)	(1,000.00)
Coastal Science & Engineering		11/30/2024	Invoice 2589.11.24		1,000		(1,000.00)	(1,000.00)
Coastal Science & Engineering		12/31/2024	Invoice 2589.12.24		1,000		(1,000.00)	(1,000.00)
Coastal Science & Engineering		1/31/2025	Invoice 2589.01.25		1,000		(1,000.00)	(1,000.00)
Coastal Science & Engineering		2/28/2025	Invoice 2589.02.25		3,858		(3,858.00)	(3,858.00)
Coastal Science & Engineering		3/31/2025	Invoice 2589.03.25		1,500		(1,500.00)	(1,500.00)
Coastal Science & Engineering		5/31/2025	Invoice 2589.05.25		3,342		(3,342.00)	(3,342.00)
				25,720	25,720	-	-	(25,720)
Direct Expense				92,576			92,576	
Coastal Science & Engineering		2/29/2024	Invoice 2589.02.24		303		(303)	(303)
Coastal Science & Engineering		3/31/2024	Invoice 2589.03.24		3,500		(3,500)	(3,500)
Coastal Science & Engineering	Athena Tech	5/31/2024	Invoice 2589.05.24	-	51,164	-	(51,164)	(51,164)
Coastal Science & Engineering		7/31/2024	Invoice 2589.07.24		100		(100)	(100)

City of Isle of Palms

Shoal Management Project

6/30/2026

SCOPE A , SCOPE B and SCOPE D Project 2589

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Coastal Science & Engineering	8/31/2024	Invoice 2589.08.24		2,850		(2,850)	(2,850)
Coastal Science & Engineering	9/30/2024	Invoice 2589.09.24		234		(234)	(234)
Coastal Science & Engineering	10/31/2024	Invoice 2589.10.24		480		(480)	(480)
Coastal Science & Engineering	11/30/2024	Invoice 2589.11.24		220		(220)	(220)
Coastal Science & Engineering	12/31/2024	Invoice 2589.12.24		175		(175)	(175)
Coastal Science & Engineering	1/31/2025	Invoice 2589.01.25		75		(75)	(75)
Coastal Science & Engineering	2/28/2025	Invoice 2589.02.25		193		(193)	(193)
Coastal Science & Engineering	3/31/2025	Invoice 2589.03.25		175		(175)	(175)
Coastal Science & Engineering	5/31/2025	Invoice 2589.05.25		4,500		(4,500)	(4,500)
Coastal Science & Engineering	7/31/2025	Invoice 2589.07.25		25,000		(25,000)	(25,000)
Trident Group Consulting (L. Wilson)	10/31/2025	INV SHERIDAN_JD25_03		1,125		(1,125)	(1,125)
Coastal Science & Engineering	11/30/2025	Invoice 2589.11.25		3,607		(3,607)	(3,607)
			92,576	93,701	-	(1,125)	(93,701)
Council Approval of Scope D	3/25/2025				136,680		136,680
Planning related to shoal management Scope D			8,320			8,320	
Coastal Science & Engineering	3/31/2025	Invoice 2589.03.25		2,000		(2,000)	(2,000)
Coastal Science & Engineering	4/30/2025	Invoice 2589.04.25		340		(340)	(340)
Coastal Science & Engineering	5/31/2025	Invoice 2589.05.25		2,080		(2,080)	(2,080)
Coastal Science & Engineering	6/30/2025	Invoice 2589.06.25		2,500		(2,500)	(2,500)
Coastal Science & Engineering	8/31/2025	Invoice 2589.08.25		1,360		(1,360)	(1,360)
Coastal Science & Engineering	11/30/2025	Invoice 2589.11.25		40		(40)	(40)
			8,320	8,320	136,680	-	(8,320)
Final Design related to shoal management Scope D			10,520			10,520	
Coastal Science & Engineering	3/31/2025	Invoice 2589.03.25		8,942		(8,942)	(8,942)
Coastal Science & Engineering	5/31/2025	Invoice 2589.05.25		1,578		(1,578)	(1,578)
			10,520	10,520	-	-	(10,520)
Bid Coordination related to shoal management Scope D			8,640			8,640	
Coastal Science & Engineering	3/31/2025	Invoice 2589.03.25		3,456		(3,456)	(3,456)
Coastal Science & Engineering	4/30/2025	Invoice 2589.04.25		2,500		(2,500)	(2,500)
Coastal Science & Engineering	6/30/2025	Invoice 2589.06.25		1,000		(1,000)	(1,000)
Coastal Science & Engineering	9/30/2025	Invoice 2589.09.25		1,684		(1,684)	(1,684)
			8,640	8,640	-	-	(8,640)
Construction Observation related to shoal management Scope D			49,800			49,800	
Coastal Science & Engineering	4/30/2025	Invoice 2589.04.25		19,920		(19,920)	(19,920)
Coastal Science & Engineering	5/31/2025	Invoice 2589.05.25		24,900		(24,900)	(24,900)
Coastal Science & Engineering	6/30/2025	Invoice 2589.06.25		4,250		(4,250)	(4,250)
Coastal Science & Engineering	9/30/2025	Invoice 2589.09.25		730		(730)	(730)
			49,800	49,800	-	-	(49,800)
Final Surveys related to shoal management Scope D			21,240			21,240	
Coastal Science & Engineering	5/31/2025	Invoice 2589.05.25		12,744		(12,744)	(12,744)
Coastal Science & Engineering	6/30/2025	Invoice 2589.06.25		6,700		(6,700)	(6,700)
Coastal Science & Engineering	9/30/2025	Invoice 2589.09.25		200		(200)	(200)

City of Isle of Palms
Shoal Management Project
6/30/2026
SCOPE A , SCOPE B and SCOPE D Project 2589

			Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Coastal Science & Engineering	10/31/2025	Invoice 2589.10.25		1,596		(1,596)	(1,596)
			21,240	21,240	-	-	(21,240)
Direct Expenses related to shoal management Scope D			25,730			25,730	
Coastal Science & Engineering	3/31/2025	Invoice 2589.03.25		720		(720)	(720)
Coastal Science & Engineering	4/30/2025	Invoice 2589.04.25		5,146		(5,146)	(5,146)
Coastal Science & Engineering	5/31/2025	Invoice 2589.05.25		15,438		(15,438)	(15,438)
Coastal Science & Engineering	6/30/2025	Invoice 2589.06.25		4,426		(4,426)	(4,426)
Postnet	6/9/2026	Invoice 199099		59		(59)	(59)
			25,730	25,789	-	(59)	(25,789)
Allowances			57,430			57,430	
						-	-
			-	-	-	-	-
			57,430	-	-	57,430	-
Construction Observation (Addendum 10.17.25)			20,000			20,000	
Coastal Science & Engineering	10/31/2025	Invoice 2589.10.25		18,405		(18,405)	(18,405)
Coastal Science & Engineering	11/30/2025	Invoice 2589.11.25		1,595		(1,595)	(1,595)
			-	-	-	-	-
			20,000	20,000	-	-	(20,000)
Mobilization and Hauling Sand			787,500			787,500	
SJ Hamill Construction, LLC	5/9/2025	Pay App 1		394,690		(394,690)	(394,690)
SJ Hamill Construction, LLC	6/17/2025	Pay App 2		374,802		(374,802)	(374,802)
Wild Dunes Community Association	6/30/2025	Check 18007			600,000		600,000
			787,500	769,492	600,000	18,008	(169,492)
Total Project			1,227,610	1,153,357	1,331,180	74,254	177,823

Scope A -Stage 1 is the emergence of an offshore shoal and its release from the ebb-tidal delta. Shoal Management Permit
Scope B -Stage 2 is onshore migration and initial attachment of the shoal and accompanying response of the beach. Geotechnical Investigation of offshore borrow area.
Scope D - Stage 3 is the merging of the shoal with the shoreline and spreading of the shoal sand adjacent areas. Shoal project coordination
Wild Dunes Community Association portion of shoal management rec'd 6/30/25.
SJ Hamill Construction

City of Isle of Palms

Palm Blvd Between 38th and 41st Avenue Drainage

Project 27670.0012

6/30/2026

	Date	Invoice Number	Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Thomas & Hutton - Design & Permitting			231,000		**2,100,000**	**231,000**	**2,100,000**
Thomas & Hutton	6/10/2024	Invoice 259480		7,934		(7,934)	(7,934)
Thomas & Hutton	7/10/2024	Invoice 260519		4,735		(4,735.00)	(4,735)
Thomas & Hutton	8/14/2024	Invoice 262267		10,276		(10,276.00)	(10,276)
Thomas & Hutton	9/17/2024	Invoice 264392		17,825		(17,825.00)	(17,825)
Thomas & Hutton	10/4/2024	Invoice 265138		10,495		(10,495.00)	(10,495)
Thomas & Hutton	11/7/2024	Invoice 267202		10,085		(10,085.00)	(10,085)
Thomas & Hutton	12/17/2024	Invoice 269307		9,275		(9,275.00)	(9,275)
Thomas & Hutton	12/31/2024	Invoice 270515		4,698		(4,698.13)	(4,698.13)
Thomas & Hutton	2/10/2025	Invoice 272077		16,240		(16,240.00)	(16,240.00)
Thomas & Hutton	3/6/2025	Invoice 273266		1,620		(1,620.00)	(1,620.00)
Thomas & Hutton	4/7/2025	Invoice 274375		10,316		(10,316.44)	(10,316.44)
Thomas & Hutton	5/12/2025	Invoice 276926		12,460		(12,460.00)	(12,460.00)
Thomas & Hutton	6/17/2025	Invoice 278429		3,330		(3,330.00)	(3,330.00)
Thomas & Hutton	7/3/2025	Invoice 279295		1,250		(1,250.10)	(1,250.10)
Thomas & Hutton	8/11/2025	Invoice 282030		1,080		(1,080.04)	(1,080.04)
Thomas & Hutton	10/13/2025	Invoice 285241		2,322		(2,321.55)	(2,321.55)
Thomas & Hutton	12/11/2025	Invoice 288537		3,445		(3,445.00)	(3,445.00)
Thomas & Hutton	12/31/2025	Invoice 290536		3,490		(3,490.00)	(3,490.00)
Thomas & Hutton	2/11/2026	Invoice 291417		5,060		(5,060.00)	(5,060.00)
Thomas & Hutton	3/16/2026	Invoice 293723		1,022		(1,022.26)	(1,022.26)
			231,000	136,959	2,100,000	94,041	1,963,041
Total Project			231,000	136,959	2,100,000	94,041	1,963,041

Note:

$1.850M Budgeted in FY26 deferred to FY27. Project cost is approx. 6M and will be done in 3 phases.

8/27/2025 Thomas & Hutton change order $108,600

City of Isle of Palms

Waterway Boulevard Multi-Use Path Elevation Project

Project 27670.0010 **PO-19-1436**

6/30/2026

	Date	Invoice Number	Phase 1 Golf Course	Phase 2 Pathway	Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
							101,275		**101,275**
Thomas & Hutton - Design & Engineering					401,700		401,700	**401,700**	401,700
Thomas & Hutton	1/21/2024	Invoice 0251310		20,462		20,462		(20,462)	(20,462)
Thomas & Hutton	2/9/2024	Invoice 0252881		22,372		22,372		(22,372)	(22,372)
Thomas & Hutton	3/12/2024	Invoice 255056		3,575		3,575		(3,575)	(3,575)
Thomas & Hutton	4/15/2024	Invoice 256638		27,138		27,138		(27,138)	(27,138)
Thomas & Hutton	5/8/2024	Invoice 257498	1,000	9,092		10,092		(10,092)	(10,092)
Thomas & Hutton	6/10/2024	Invoice 259489		1,135		1,135		(1,135)	(1,135)
Thomas & Hutton	6/10/2024	Invoice 260502		7,108		7,108		(7,108)	(7,108)
Thomas & Hutton	8/20/2024	Invoice 262246		2,613		2,613		(2,613)	(2,613)
Thomas & Hutton	9/17/2024	Invoice 264384	22,300			22,300		(22,300)	(22,300)
Thomas & Hutton	11/7/2024	Invoice 267191	24,809	8,736		33,545		(33,545)	(33,545)
Thomas & Hutton	12/17/2024	Invoice 269292	655	8,764		9,419		(9,419)	(9,419)
Thomas & Hutton	12/31/2024	Invoice 270524	3,935	3,000		6,935		(6,935)	(6,935)
Thomas & Hutton	2/10/2025	Invoice 272067	2,600	10,115		12,715		(12,715)	(12,715)
Thomas & Hutton	3/6/2025	Invoice 273252	3,155	9,685		12,840		(12,840)	(12,840)
Thomas & Hutton	4/7/2025	Invoice 274362	690	13,537		14,227		(14,227)	(14,227)
Thomas & Hutton	5/12/2025	Invoice 276932	453			453		(453)	(453)
Thomas & Hutton	6/17/2025	Invoice 278441	905	1,195		2,100		(2,100)	(2,100)
Thomas & Hutton	8/11/2025	Invoice 282036	21,788	9,956		31,744		(31,744)	(31,744)
Thomas & Hutton	9/11/2025	Invoice 283211	31,758	5,642		37,400		(37,400)	(37,400)
Thomas & Hutton	10/31/2025	Invoice 285231	3,625	7,512		11,137		(11,137)	(11,137)
Thomas & Hutton	11/13/2025	Invoice 287129	659			659		(659)	(659)
Thomas & Hutton	12/11/2025	Invoice 288542	1,965	2,600		4,565		(4,565)	(4,565)
Thomas & Hutton	12/31/2025	Invoice 290527		21,898		21,898		(21,898)	(21,898)
Thomas & Hutton	2/11/2026	Invoice 291433		13,503		13,503		(13,503)	(13,503)
Thomas & Hutton	3/16/2026	Invoice 293708		16,056		16,056		(16,056)	(16,056)
Thomas & Hutton	4/13/2026	Invoice 295322		11,873		11,873		(11,873)	(11,873)
Thomas & Hutton	5/11/2026	Invoice 297183		17,896		17,896		(17,896)	(17,896)
Thomas & Hutton	6/17/2026	Invoice 299163		15,073		15,073		(15,073)	(15,073)
			120,297	270,535	401,700	390,832	401,700	10,868	10,868
Wild Dunes Harbor Course - Tidal Flood Mitigation- Phase I									
General					83,232		83,232	83,232	83,232
Truluck Construction	10/10/2025	Invoice 10038				55,432		(55,432)	(55,432)
Truluck Construction	12/3/2025	Pay App 2				27,800		(27,800)	(27,800)
					83,232	83,232	83,232	-	-

City of Isle of Palms
Waterway Boulevard Multi-Use Path Elevation Project
Project 27670.0010 **PO-19-1436**
6/30/2026

	Date	Invoice Number	Phase 1 Golf Course	Phase 2 Pathway	Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
Earthwork					329,318		329,318	329,318	329,318
Truluck Construction	10/10/2025	Invoice 10038				221,571		(221,571)	(221,571)
Truluck Construction	12/3/2025	Pay App 2				144,575		(144,575)	(144,575)
					329,318	366,146	329,318	(36,828)	(36,828)
Drainage					280,952		280,952	280,952	280,952
Truluck Construction	10/10/2025	Invoice 10038				280,952		(280,952)	(280,952)
					280,952	280,952	280,952	-	-
Cart Path					152,547		152,547	152,547	152,547
Truluck Construction	10/10/2025	Invoice 10038				42,849		(42,849)	(42,849)
Truluck Construction	12/3/2025	Pay App 2				103,322		(103,322)	(103,322)
					152,547	146,171	152,547	6,377	6,377
Grassing					130,145		130,145	130,145	130,145
Truluck Construction	10/10/2025	Invoice 10038				39,044		(39,044)	(39,044)
Truluck Construction	12/3/2025	Pay App 2				102,815		(102,815)	(102,815)
					130,145	141,859	130,145	(11,713)	(11,713)
Miscellaneous					243,670		243,670	243,670	243,670
Truluck Construction	10/10/2025	Invoice 10038				243,670		(243,670)	(243,670)
					243,670	243,670	243,670	-	-
Owner Controlled Allowance					135,320		135,320	135,320	135,320
Truluck Construction	10/10/2025	Invoice 10038				39,785		(39,785)	(39,785)
Truluck Construction	12/3/2025	Pay App 2				45,535		(45,535)	(45,535)

City of Isle of Palms

Waterway Boulevard Multi-Use Path Elevation Project

Project 27670.0010 **PO-19-1436**

6/30/2026

	Date	Invoice Number	Phase 1 Golf Course	Phase 2 Pathway	Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
					135,320	85,320	135,320	50,000	50,000
Wild Dunes Harbor Course - Tidal Flood MitigationCheck Valves- Phase I									-
Tidal Valve					59,348		59,348	59,348	59,348
Wapro	8/29/2025	INV-001585				59,348		(59,348)	(59,348)
					59,348	59,348	59,348	-	-
Waterway Blvd -Pathway, Tidal Flood Mitigation & Drainage Improvement -The Bastion Group-Phase 2									
General					228,500		228,500	228,500	228,500
The Bastion Group	3/24/2026	Pay App 1				134,000		(134,000)	(134,000)
The Bastion Group	3/24/2026	Retainage				(13,400)		13,400	13,400
The Bastion Group	5/22/2026	Pay App 2				30,000		(30,000)	(30,000)
The Bastion Group	5/22/2026	Retainage				(3,000)		3,000	3,000
					228,500	147,600	228,500	80,900	80,900
Earthwork					234,066		234,066	234,066	234,066
The Bastion Group	3/24/2026	Pay App 1				5,491		(5,491)	(5,491)
The Bastion Group	3/24/2026	Retainage				(549)		549	549
The Bastion Group	5/22/2026	Pay App 2				50,187		(50,187)	(50,187)
The Bastion Group	5/22/2026	Retainage				(5,019)		5,019	5,019
					234,066	50,110	234,066	183,956	183,956
Roadway and Pathway					701,427		701,427	701,427	701,427
The Bastion Group						-		-	-
The Bastion Group	5/22/2026	Pay App 2				67,779		(67,779)	(67,779)
The Bastion Group	5/22/2026	Retainage				(6,778)		6,778	6,778
					701,427	61,001	701,427	640,426	640,426
Striping					17,700		17,700	17,700	17,700
The Bastion Group								-	-
The Bastion Group								-	-
					17,700	-	17,700	17,700	17,700
Drainage					444,306		444,306	444,306	444,306

City of Isle of Palms
Waterway Boulevard Multi-Use Path Elevation Project
Project 27670.0010 **PO-19-1436**
6/30/2026

	Date	Invoice Number	Phase 1 Golf Course	Phase 2 Pathway	Contract Projections	Actuals	Approved by Council	Remaining on Contract	Remaining on Budget
The Bastion Group	3/24/2026	Pay App 1				117,982		(117,982)	(117,982)
The Bastion Group	3/24/2026	Retainage				(11,798)		11,798	11,798
The Bastion Group	5/22/2026	Pay App 2				49,984		(49,984)	(49,984)
The Bastion Group	5/22/2026	Retainage				(4,998)		4,998	4,998
								-	-
					444,306	151,169	444,306	293,137	293,137
Water and Sewer Relocations					894,630		894,630	894,630	894,630
The Bastion Group								-	-
The Bastion Group	5/22/2026	Pay App 2				258,350		(258,350)	(258,350)
The Bastion Group	5/22/2026	Retainage				(25,835)		25,835	25,835
					894,630	232,515	894,630	662,115	662,115
Miscellaneous					167,294		167,294	167,294	167,294
The Bastion Group								-	-
								-	-
					167,294	-	167,294	167,294	167,294
Owner Controlled Allowance									-
The Bastion Group					75,000		75,000	75,000	75,000
								-	-
					75,000	-	75,000	75,000	75,000
Change Order #1 -Survey, testing, watermain, etc.									
The Bastion Group					77,996		77,996	77,996	77,996
The Bastion Group	5/22/2026	Pay App 2				54,500		(54,500)	(54,500)
The Bastion Group	5/22/2026	Retainage				(5,450)		5,450	5,450
					77,996	49,050	77,996	28,946	28,946
Total Project					4,657,151	2,488,975	4,758,426	2,168,177	2,269,451

Note:
$1.1M ($157K Design & Permitting- Capital Project Fund. City awarded $980K Grant from FEMA Hazard Mitigation Grant for construction)
$1.250M - SC State Budget grant for stormwater awarded in FY25

City of Isle of Palms

Waterway Boulevard Multi-Use Path Elevation Project

Project 27670.0010 **PO-19-1436**

6/30/2026

	Date	Invoice Number	Phase 1 Golf Course	Phase 2 Pathway	Contract Projections	Actuals	Approved by Council		Remaining on Contract	Remaining on Budget
Phase 1	Wild Dunes Harbor Course - Tidal Flood Mitigation						1,270,690			
Phase 1	Wild Dunes Harbor Course - Tidal Flood Mitigation Check Valves						59,348			
Phase 1A	3107, 3109, and 3111 Waterway Blvd - Tidal Flood Mitigation						85,773			
Phase 1A	3107, 3109, and 3111 Waterway Blvd - Tidal Flood Mitigation Check Valves						22,000			
Phase 2	Waterway Blvd -Pathway, Tidal Flood Mitigation & Drainage Impvmt -The Bastion Group						2,840,919			
Phase 3	3607, 3609, 3611, 3613 and 3615 Waterway Blvd - Tidal Flood Mitigation						1,515,000	**FY27**		
							5,793,730			
Thomas & Hutton Consulting/Engineering										
Original Budget	10/1/2023	Phase 1					156,700			
Change Order 1	4/5/2024	Phase 1					14,500			
Change Order 2	9/26/2024	Phase 1					67,000			
Change Order 3	2/21/2025	Phase 1					5,000			
Change Order 4	7/10/2025	Phase 2					83,500			
Change Order 5	12/5/2025	Phase 2					75,000			
Potential Future Cost		Phase 3					110,000	**FY27**		
Total							511,700			
Total Project							6,305,430			
Total Approved for FY25 and FY26							4,680,430			
Future expense FY27-budget approval							1,625,000			
Total Project							6,305,430			
Phase 1A	Truluck Construction change order- rear of yards on Waterway addl					12/12/2025	79,570			
Phase 1A	Truluck Construction change order- 3" paytens Spartina plugs					12/11/2025	5,750			

City of Isle of Palms
Business License excluding Short Term Rentals
License Year 2024 (May 1, 2024 - April 30, 2025)
Distribution of Business License by Gross Revenue

Gross Revenue	License Count	Amount Paid
$0-250000	1710	$ 541,466
250000-500000	80	134,651
500000-750000	33	80,191
750000-1000000	18	68,775
1000000-1250000	11	42,022
1250000-1500000	4	15,032
1500000-1750000	7	30,637
1750000-2000000	8	47,771
2000000-2250000	4	29,917
2250000-2500000	4	22,133
2500000-2750000	3	17,302
2750000-3000000	2	12,642
3000000-3250000	2	21,989
3250000-3500000	1	8,927
3500000-3750000	2	25,540
3750000-4000000	2	24,805
4000000-4250000	5	58,238
4250000-4500000	2	27,870
5750000-6000000	1	12,854
> $6000000	12	462,951
Total	1911	$ 1,685,713

City of Isle of Palms
Business License excluding Short Term Rentals
License Year 2025 (May 1, 2025 - April 30, 2026)
Distribution of Business License by Gross Revenue

Gross Revenue	License Count	Amount Paid
$0-250000	1785	$ 635,065
250000-500000	85	142,974
500000-750000	18	41,305
750000-1000000	18	59,321
1000000-1250000	11	42,765
1250000-1500000	5	19,602
1500000-1750000	5	23,386
1750000-2000000	9	60,377
2000000-2250000	2	11,242
2250000-2500000	4	22,132
2500000-2750000	4	22,354
2750000-3000000	2	13,871
3000000-3250000	3	26,260
3250000-3500000	1	7,035
3500000-3750000	1	7,999
3750000-4000000	1	11,398
4000000-4250000	2	19,063
4250000-4500000	1	9,593
5750000-6000000	6	77,411
> $6000000	10	285,386
Grand Total	1973	$ 1,538,539

City of Isle of Palms
Business License excluding Short Term Rentals
License Years 2024 and 2025 YOY Variance

Gross Revenue	License Count	Amount Paid
$0-250000	75	$ 93,599
250000-500000	5	$ 8,323
500000-750000	-15	$ (38,886)
750000-1000000	0	$ (9,453)
1000000-1250000	0	$ 742
1250000-1500000	1	$ 4,570
1500000-1750000	-2	$ (7,251)
1750000-2000000	1	$ 12,606
2000000-2250000	-2	$ (18,675)
2250000-2500000	0	$ (1)
2500000-2750000	1	$ 5,052
2750000-3000000	0	$ 1,230
3000000-3250000	1	$ 4,271
3250000-3500000	0	$ (1,892)
3500000-3750000	-1	$ (17,541)
3750000-4000000	-1	$ (13,407)
4000000-4250000	-3	$ (39,176)
4250000-4500000	-1	$ (18,277)
5750000-6000000	5	$ 64,557
> $6000000	-2	$ (177,565)
Grand Total	62	$ (147,174)

License Year 2024 (May 1, 2024 - April 30, 2025)		
Reported Business Gross Revenue	**$**	**407,245,588**
Average Gross Revenue	**$**	**213,106**
Median Gross Revenue	**$**	**8,380**
Average Amount Paid	**$**	**882**
Median Amount Paid	**$**	**239**

License Year 2025 (May 1, 2025 - April 30, 2026)		
Reported Business Gross Revenue	**$**	**365,931,403**
Average Gross Revenue	**$**	**185,470**
Median Gross Revenue	**$**	**9,986**
Average Amount Paid	**$**	**780**
Median Amount Paid	**$**	**239**

License Years 2024 and 2025 YOY		
Reported Business Gross Revenue	**$**	**(41,314,185)**
Average Gross Revenue	**$**	**(27,636)**
Median Gross Revenue	**$**	**1,606**
Average Amount Paid	**$**	**(102)**
Median Amount Paid	**$**	**0**

NOTE 3 LARGEST VARIANCES:	
Company did not have a 2025 license (Building Department following up on collections)	(21,730,762)
Company included all gross income in 2024 not just IOP	(12,823,610)
Company reported less sales then 2024	(6,228,437)
	(40,782,809)
There were other increases and decreases comparing year over year.	

City of Isle of Palms
Distribution of STRs by Gross Revenue & Legal Residence (4%) vs Second Home/Investment Property (6%)

Short Term Rental License Year 2024 (May 1, 2024 - April 30, 2025)

Gross Revenue	4%	6%	Grand Total
0-25000	52	207	259
25000-50000	26	423	449
50000-75000	16	400	416
75000-100000	11	259	270
100000-125000	3	110	113
125000-150000	2	76	78
150000-175000	3	57	60
175000-200000	4	26	30
200000-225000	2	22	24
225000-250000	1	15	16
250000-275000		18	18
275000-300000		6	6
300000-325000	1	8	9
325000-350000	2	6	8
350000-375000		9	9
375000-400000		4	4
400000-425000		8	8
425000-450000		2	2
450000-475000		1	1
475000-500000		1	1
525000-550000		2	2
550000-575000		4	4
575000-600000		1	1
700000-725000		1	1
750000-775000		2	2
775000-800000		1	1
975000-1000000		1	1
Grand Total	123	1,670	1,793

Total Reported Gross Revenue License Year 2024 $ **145,832,591**
Average $ **81,334**
Median $ **60,000**

Short Term Rental License Year 2025 (May 1, 2025 - April 30, 2026)

Gross Revenue	4%	6%	Grand Total
0-25000	45	185	230
25000-50000	39	413	452
50000-75000	18	382	400
75000-100000	11	209	220
100000-125000	7	138	145
125000-150000	2	83	85
150000-175000	1	48	49
175000-200000	2	27	29
200000-225000		18	18
225000-250000	1	18	19
250000-275000	3	13	16
275000-300000	2	17	19
300000-325000	1	9	10
325000-350000		6	6
350000-375000		5	5
375000-400000		5	5
400000-425000		4	4
425000-450000		1	1
475000-500000		6	6
500000-525000		3	3
525000-550000		2	2
550000-575000		1	1
575000-600000		1	1
600000-625000		1	1
625000-650000		2	2
650000-675000		1	1
675000-700000		1	1
850000-875000		1	1
875000-900000		1	1
Grand Total	132	1,601	1,733

Reported Short Term Rentals Gross Revenue License Year 2025 142,952,335
Average 82,488
Median 58,648

Short Term Rental Licenses - Variance - FY2026 to FY2025

Gross Revenue	4%	6%	Grand Total
0-25000	(7)	(22)	(29)
25000-50000	13	(10)	3
50000-75000	2	(18)	(16)
75000-100000	-	(50)	(50)
100000-125000	4	28	32
125000-150000	-	7	7
150000-175000	(2)	(9)	(11)
175000-200000	(2)	1	(1)
200000-225000	(2)	(4)	(6)
225000-250000	-	3	3
250000-275000	3	(5)	(2)
275000-300000	2	11	13
300000-325000	-	1	1
325000-350000	(2)	-	(2)
350000-375000	-	(4)	(4)
375000-400000	-	1	1
400000-425000	-	(4)	(4)
425000-450000	-	(1)	(1)
450000-475000		(1)	(1)
475000-500000	-	5	5
500000-525000	-	3	3
525000-550000	-	-	-
550000-575000	-	(3)	(3)
575000-600000	-	-	-
600000-625000	-	1	1
625000-650000	-	2	2
650000-675000	-	1	1
675000-700000	-	1	1
700000-725000		(1)	(1)
750000-775000		(2)	(2)
775000-800000		(1)	(1)
850000-875000	-	1	1
875000-900000	-	1	1
975000-1000000		(1)	(1)
	9	**(69)**	**(60)**
check	-	-	-

Note:
The business license reporting period runs May through April, which does not align with the City's financial reporting.
The City operates on a July–June fiscal year, creating a mismatch between when businesses report revenue and when the City records ATAX activity.
Accommodations taxes are due by the 20th of the month following the month the revenue was earned, which means tax payments always lag behind the activity they represent.
After businesses submit taxes, the County and State take an additional month to process and remit those funds to the City, creating a two- to three-month delay between business activity and City receipt.
Not all businesses pay on time, and some submit multiple months together, causing irregularities in month-to-month revenue patterns.
These timing gaps and inconsistent payment behaviors make it impossible to directly match ATAX revenue received by the City with the gross revenue reported by businesses for any specific period.
As a result, reconciliation must be treated as an approximation, not an exact one-to-one comparison.

PO/REQ NUMBER	DESCRIPTION	AMOUNT

DEPT FIRE

PO STATE: PURCHASE ORDER
PO TYPE: REGULAR
VENDOR CODE: 05584 SAFE INDUSTRIES
APPROVAL LEVEL:

26-3387	5 GLOBE JACKETS & 5 GLOBE PANTS	19,995.92

DEPT GEN GOVT

VENDOR CODE: 900698 CARTA
APPROVAL LEVEL:

26-3397	BEACH SHUTTLE (MT. PLEASANT TOWNE CENTER TO I(	18,287.14

DEPT PUB WKS

VENDOR CODE: 900236 BELSON OUTDOORS
APPROVAL LEVEL:

26-3396	BENCHES (25)	15,934.84

VENDOR CODE: BEACH CONSTRUCTION
APPROVAL LEVEL:

	RODENT REMEDIATION	15,000.00

Planet Green Tree Service
16 Lombardi Ln, Hanahan, SC 29410

Proposal #18625
Created: 05/11/2026
From: Jeremy Harold

Proposal For

City of Isle of Palms
1207 Palm Blvd
IOP, SC 29451 msimms@iop.net

Location

1207 Palm Blvd
Isle of Palms, SC 29451

City of IOP Annual Palm Pruning

Terms
Net 30

ITEM DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT
1) Tree Service:Palm Tree	1040	$ 30.00	$ 31,200.00

Remove seed pods, dead/dying fronds, and loose boots. *Prune to ANSI A300 Part 1 Pruning Standards

Pruning of approximately 1,040 Sabal Palms.

- Palm Boulevard Breach Inlet Bridge to 57th Ave

- Ocean Boulevard from 10th to 14th includes public restroom palms

- Connector side of the Public Works Building (1303 Palm Boulevard)

- In front of the "Welcome to Isle of Palms" sign at Breach Inlet

- Isle of Palms Recreation Center 18 palms (#24 28th Avenue)

Palm pruning debris will be removed daily

ISA Certified Arborist will be onsite or available at all times

Workers are trained in accordance with ANSIL Z133 safety guidelines as required by OSHA

Responsible for traffic control and repeat visits due to parked vehicles and pedestrian traffic

Planet Green Tree Service
16 Lombardi Ln, Hanahan, SC 29410

Proposal #18625

Created: 05/11/2026

From: Jeremy Harold

We impose a surcharge of 2.99% on all electronic payments
** 1% for ACH*

SUBTOTAL	$ 31,200.00
TOTAL	$ 31,200.00

Signature

x Date:

Please sign here to accept the terms and conditions

Sales Reps

Jeremy Harold
Office: (843) 300-9476
Mobile: (843) 277-7648
jeremy@planetgreentreeservice.com

PLANET GREEN
TREE SERVICE
(843) 300-9476

1005 Trident St
Hanahan, SC 29410

office@planetgreentreeservice.com

June 29, 2026

Re: Palm trees

- 2025 City of IOP – 1080 palms Matt Simms msimms@iop.net
- Multiple years Del Webb Nexton – 810 palms Brightview ismael.gonzalez@brightview.com
- Annual for many years Charleston PMS properties over 1200+ palms, many on IOP/Wild Dunes laurie@charlestonpms.com
- Annual for many years Sentry Management properties over 1000+ palms rwharton@sentrymgt.com
- Multiple years on IOP/Sullivan's Island for Gerald Benoit seajunkie49@gmail.com

Stacy Coker, ISA Certified Arborist
SO-11256A

CITY OF ISLE OF PALMS, SOUTH CAROLINA
REQUEST FOR BIDS (RFB) 2026-06
PALM TRIMMING AND PRUNING

The City of Isle of Palms is seeking bids from qualified general contractors for palm trimming and pruning for a three-year term with an option to renew for two additional years. The palm trimming and pruning includes approximately 1,040 palms along Palm Boulevard and various other City maintained areas listed in the scope of work below. This request is being made and awarded pursuant to the City's procurement ordinance. The City reserves the right to reject any or all bids and to waive irregularities.

Bids should be submitted to the following if using US Mail:
Douglas Kerr
City Administrator
City of Isle of Palms
Post Office Box 508
Isle of Palms, South Carolina 29451

Bids should be submitted to the following if using Express Mail (FEDEX, UPS, etc):
Douglas Kerr
City Administrator
City of Isle of Palms
1207 Palm Boulevard
Isle of Palms, South Carolina 29451

Deadline for Questions

The deadline for questions is 5:00 p.m., Eastern Time, June 24, 2026.
Bidders should send questions regarding this Request for Bids to Robert Asero, in writing or email to **rasero@isleofpalms.gov.** Questions received before this deadline will be answered via addendum posted on the City's website at https://www.iop.net/requests-for-bids-proposals. Questions received after this deadline will not be answered. If an addendum is issued, Bidders must acknowledge receipt of the addendum with their bid.

Deadline for Submissions

The deadline for submission is 10:00 a.m., Eastern Time, Friday, July 1, 2026. Bids will be received at 1207 Palm Boulevard, Isle of Palms, South Carolina 29451 in a sealed envelope. Sealed envelopes must be clearly marked "RFB 2026-06, Isle of Palms Palm Trimming/Pruning Project" and include one (1) hard copy and one (1) electronic copy saved to a USB flash drive. It will be the responsibility of the bidders to verify receipt by the City.

Bids may be delivered by hand or by mail, but no bid shall be considered which is not physically received by the City at the place, date and time appointed by the City and the City shall not be responsible for any failure, misdirection, delay or error resulting from the selection by any bidder of any particular means of delivery.

Proprietary and/or Confidential Information

Your bid is a public document under the South Carolina Freedom of Information Act (FOIA), except as to information that may be treated as confidential as an exception to disclosure under the FOIA. If you cannot agree to this standard, please do not submit your bid. All information that is to be treated as confidential and/or proprietary must be CLEARLY identified, and each page containing confidential and/or proprietary information, in whole or in part, must be stamped and/or denoted as CONFIDENTIAL, in bold, in a font of at least 12-point type, in the upper right-hand corner of the page. All information not so denoted and identified will be subject to disclosure by the City.

Liability

Bidders acknowledge and agree that the City will not be liable for any costs, expenses, losses, damages (including damages for loss of anticipated profit) or liabilities incurred by the respondent or any member of the respondent's organization as a result of, or arising out of, submitting a bid, negotiating changes, or due to the City's acceptance or non-acceptance of the bid or the rejection of any and all bids. Bidders are responsible for submission of accurate, adequate and clear descriptions of the information requests. Neither issuance of the RFB, preparation and submission of a response, nor the subsequent receipt and evaluation of any response by the City of Isle of Palms will commit the City to award a contract to any respondent even if all the requirements in the RFB have been met.

Licensing

Bidders must have or be able to procure an Isle of Palms Business License. Contractors considering submission under this RFB will be expected to have read and be prepared to enter into the attached contract, which is a part of this RFB. The City of Isle of Palms reserves the right to accept or reject any and all bids, or any parts thereof; to waive irregularities or informalities in any bid received to allow the bid to be considered; to negotiate terms and conditions with Bidders; and to select a Bidder or to cancel in whole or in part this RFB, if it is in the best interest of the City to do so. Those bids that do not comply with the provisions of this RFB and the applicable laws and or regulations will not be processed.

Compliance

By signing its bid, Bidder certifies that it will comply with the applicable requirements of Title 8, Chapter 14 of the South Carolina Code of Laws and agrees to provide the City ,upon request, any documentation required to establish either: (a) that Title 8, Chapter 14 is inapplicable both to Bidder and its subcontractors or sub-subcontractors; or (b) that Bidder and its subcontractors or sub-subcontractors are in compliance with Title 8, Chapter 14. Pursuant to Section 8-14-60, "A person who knowingly makes or files any false, fictitious, or fraudulent document, statement, or report pursuant to this chapter is guilty of a felony and, upon conviction, must be fined within the discretion of the court or imprisoned for not more than five years, or both." Bidder agrees to include in any contracts with its subcontractor's language requiring its subcontractors to (a) comply with the applicable requirements of Title 8, Chapter 14 and (b) include in their contracts with subcontractors, language requiring the sub-subcontractors to comply with the applicable requirements of Title 8, Chapter 14.

Site Visit

A site visit and inspection of all palms to be trimmed/pruned before submitting a bid is recommended.

Scope of Work

The Scope of work for the project includes, but is not limited to the following:
1. Pruning of approximately 1,040 Sabal Palms. The palms are located in the following areas:
a. Palm Boulevard Breach Inlet Bridge to 57th Ave
b. Ocean Boulevard from 10th to 14th includes public restroom palms
c. Connector side of the Public Works Building (1303 Palm Boulevard)
d. In front of the "Welcome to Isle of Palms" sign at Breach Inlet
e. Isle of Palms Recreation Center 18 palms (#24 28th Avenue)
f. And other City-owned or maintained locations identified by the City during the contract term and addressed through change orders
2. The pruning/trimming is limited to only the removal of dead or dying fronds, fruit stems, and loose boots. Yellow fronds are to remain. Living fronds may only be removed to provide clearance.
3. Removal of debris, brush, and clippings, and raking of the immediate area affected at the end of each workday. Debris may not be left on private or public property. It is the responsibility of Contractor to remove debris from the Island.
4. Change orders may be requested by the City and will be addressed in the final contract.

Special Requirements

1. The successful contractor must have an International Society of Arboriculture (ISA) Certified Arborist on site or available by phone at all times to offer supervision of the work to be performed.
2. The pruning must be in accordance with the most recent edition of the ANSI A300 Part 1 Pruning Standards and the City's Code.
3. All work must be performed by workers trained in accordance with ANSIL Z133 safety guidelines as required by OSHA.
4. The successful contractor is responsible for traffic control and repeat visits due to parked vehicles and pedestrian traffic. Traffic control must be carried out in accordance with state law and SCDOT traffic rules and regulations.
5. The chosen contractor shall provide all materials, equipment, light sets if needed, supplies, labor, and supervision as necessary.

6. Time is of the essence for this project and all work associated with this RFB must be completed within 40 days of the issuance of the Notice to Proceed.
7. Every year prior to pruning, coordinate activities with the City Arborist.

Bid Format

In responding to this request, contractors should provide a price quote for the scope of work to accomplish this work on the attached "BID FORM". Contractors should also provide a cost breakdown of the scope of work on an "ITEMIZED COST" form.
If any addenda(um) are issued, the contractor must acknowledge reviewing the addenda(um) by listing them on the BID FORM.

In addition to submitting the completed BID FORM, contractors submitting bids should provide examples of experience with similar projects. Provide a brief description of similar projects of comparable size and complexity for which the Bidder provided services within the past five (5) years. Limit information to no more than five (5) projects. Name and contact information for a reference with knowledge of the Bidder's work on the specified project.

Provide the Contractor(s) and if possible the names and bids of all sub-consultants that will be part of the Bidder's Team and identify the specific work the sub-consultant will perform. Once the City issues a contract, no change in sub-consultants assigned to the project will be permitted without prior written approval from the City.

Evaluation Criteria

The City will evaluate bids based on the factors outlined within this RFB and the City's procurement ordinance, which shall be applied to all eligible, responsive bids in selecting the successful contractor. The City reserves the right to disqualify any bid from a bidder it deems as non-responsive and/or non-responsible. The City reserves the right to make such investigations of the Bidders as it deems appropriate.

Award of any contract may be made without discussion with Bidders after bids are received. The City reserves the right to cease contract negotiations if it is determined that the Bidder cannot perform the services specified in their response. Recommendation of award for contract will be made based not only on price, which is an important factor, but also on quality of bid, qualifications, experience, technical expertise, references and ability to execute the work. After careful evaluation, the Public Works Committee will make a recommendation to City Council for award of a contract

BID FORM

BID OF: Planet Green Tree Service

(Contractor)

BID TO: The City of Isle of Palms

(Owner)

PROJECT NAME: Palm Tree Pruning

PROJECT NUMBER: RFB 2026-06

BID DATE: 6/23/26

BID AGREEMENT

The undersigned, having examined all the Bidding Documents, including all Addendum(a) and shall execute the entire Work in the Bidding Documents described as the Bid for the annual sums of:

Bid Price by year :

Year 1: ($ 30)

Year 2: ($ 35)

Year 3: ($ 35)

Renewal Year 4 ($__________)

Renewal Year 5 ($__________)

DATE FOR COMMENCEMENT AND SUBSTANTIAL COMPLETION

The Date for Commencement shall be established in the Notice to Proceed. The Contractor shall not incur any expense until the contract has been awarded. An award requires that either the Contract be signed by both the awarding authority and the contractor or a Notice to Proceed is executed.

Final completion of all work shall be performed within: FORTY (40) calendar days from the scheduled contract time for substantial completion in year one and THIRTY (30) days in all subsequent years, subject to adjustments as provided in the Contract Documents.

The undersigned further agrees that from the compensation to be paid, the owner may retain as liquidated damages the sum of one thousand dollars ($1,000) for each calendar day the actual contract time for Substantial Completion for the Project exceeds the specified or adjusted contract time for Substantial Completion as provided in the Contract Documents.

THIS AGREEMENT IS SUBJECT TO BINDING ARBITRATION PURSUANT TO SOUTH CAROLINA CODE SECTION 15-48-10, ET SEQ., AS AMENDED

STATE OF SOUTH CAROLINA)
) PALM TREE PRUNING 2026-2030
COUNTY OF CHARLESTON)

THIS AGREEMENT ("Agreement") is made and entered into this 30th day of June 2026, by and between the City of Isle of Palms, S.C., a South Carolinamunicipal corporation ("City"), and Planet Green Tree Service ("Contractor").

WHEREAS, Contractor was the successful bidder under the City's solicitation forbids for the PALM TREE PRUNING 2026-2030("The Project"); and

WHEREAS, the parties hereto desire to enter into this Agreement to set forth the exact rights, duties and obligations of each party regarding the services to be performedby Contractor pursuant to the bid.

THEREFORE, in consideration of the mutual covenants and promises set forth herein,

City and Contractor agree as follows:

SCOPE OF WORK. Contractor agrees to provide all labor, equipment, tools, materials, supplies, and incidentals necessary for The Project, pursuant to the bid submitted by Contractor to City dated June 26th 2026 (the "Bid"), a copy of which is attached hereto as "Exhibit I"and made a part of this Agreement by reference thereto. In the event of any conflict between the provisions of this Agreement and the Solicitation, the term of this Agreement shall control.

Contractor agrees to use its best skill and attention and be solely responsible for all means, methods, techniques, sequences, and procedures in the performance of the work on The Project. Contractor hereby warrants to City that all workonthe Project shall be performed in a good and workmanlike manner. Contractor agrees to comply with all applicable federal, state and local laws, rules and regulations regarding all work performed by Contractor pursuant to this Agreement.

PRICING. For all work under this Agreement, City agrees to pay Contractor in alignment with the pricing terms listed in the Bid Form/ Exhibit I. City shall pay Contractor annually based upon the pricing submitted in the Bid Form and accepted by the City. No advance payments will be made. Annual price escalation caps do not apply. Pricing is fixed at contract signing.

TERM AND RENEWAL. The initial term of this Agreement shall be three (3) years. The City may, at its sole discretion, renew the Agreement for up to two (2) additional one-year terms by providing written notice to Contractor not less than thirty (30) days prior to expiration of the then-current term.

CHANGE ORDERS. The City has the right to require alterations or changes ("Change Orders") to the Project and in such case Contractor agrees to make such alterations or changes; provided, however, that the details and additional cost or credit of such Change Order must be agreed to by the City and Contractor in writing prior to the commencement of the Change Order.

COMPLETION SCHEDULE. TIME IS OF THE ESSENCE. In year one of the contract, the work must be completed no later than FORTY (40) days following the notice to proceed. In all subsequent years, work must be completed no later than THIRTY (30) days after the notice to proceed which will be issued by the Director of Public Works in consultation with the City Arborist.

INSURANCE. Contractor agrees to maintain comprehensive general liability insurance coverage on the work under The Project in an amount not less than $1,000,000.00 per person, $2,000,000.00 per claim, and $250,000.00 per claim for property damage. Contractor also agrees to maintain worker's compensation coverage on its employees as required by the State of South Carolina workers' compensation laws. All insurance coverage required hereunder shall be with companies approved in advance by City, who shall be named as an additional insured on all such policies.

Proof of such insurance shall be provided to City prior to commencement of any work by Contractor. Coverage shall not be canceled or materially altered without at least thirty (30) days' prior written notice to the Owner.

PERMITS, FEES AND LICENSES. Contractor agrees to apply for, obtain and pay for all permits, fees, licenses and inspections by governmental agencies necessary for the Contractor's proper performance and completion of the Project, including, but notlimited to, a City business license.

INDEMNIFICATION. Contractor agrees to hold harmless and indemnify City and its officers, agents and employees from and against any loss or damage, including all reasonable attorney's fees and expenses, incurred as a result of any and all claims, demands, causes of action, suits, judgments, fines or penalties (including but not limitedto all fees and expenses incurred as a result of death or injury to persons or for loss of or damage to property) arising out of or in connection with Contractor's performance of the work under this Agreement.

SITE INVESTIGATION. Contractor acknowledges that Contractor has had the opportunity to inspect the service areas, has determined the nature of the work and the difficulties and facilities attending performance of the work, and all other matters which Contractor contemplates may in any way affect the work under this Agreement. The Director of Public Works will conduct joint site visits with the contractor upon request.

BINDING ARBITRATION. Any dispute or controversy arising under or in connection with this Agreement shall be submitted to binding arbitration in accordance with the requirements of the South Carolina Uniform Arbitration Act as then in effect ("SCUAA"). All arbitration proceedings shall be conducted in Charleston County, South Carolina. The arbitrators shall be selected as provided in the SCUAA, and the arbitrators shall render a decision on any dispute within ninety (90) days after the last ofthe arbitrators has been selected. If any party to this Agreement fails to select an arbitrator with regard to any dispute submitted to Arbitration under this Section within thirty (30) days after receiving notice of the submission to arbitration of such dispute, then the other party or parties shall select an arbitrator for such nonselecting party, and the decision of the arbitrators shall be final and binding upon all the parties to the dispute, their personal representatives, legal representatives, heirs, successors and assigns. The prevailing party in any such proceeding shall be entitled to reimbursementby the losing party, in addition to any damages awarded, for all reasonable costs and expenses, including attorney's fees, incurred in any such proceeding, including all trial and appellate levels. Nothing contained in this Section shall preclude either party from seeking injunctive relief through a court of competent jurisdiction in connection with the Arbitration, and the prevailing party shall also be entitled to reimbursement by the losing party for all reasonable fees and costs, including attorney's fees, incurred in the proceedings seeking injunctive relief.

BREACH. In the event that either party breaches any provision of this Agreement, and the same continues for a period of seven (7) days after receipt of written notice thereof, then the nonbreaching party may exercise any and all remedies at law or in equity regarding the breach of this Agreement. Without prejudice to any other rights orremedies available for the said breach, the non-breaching party may terminate this Agreement and cease further performance under this Agreement.

Unless authorized by this Agreement, if the Contractor completely ceaseswork on the Project for a period of fifteen (15) days, or defaults or persistently fails or neglects to carry out the Project, the City may, after seven (7) days' written notice to theContractor, complete The Project and if the unpaid balance of the contract price exceeds the City's actual cost of completing The Project, such excess shall be paid to the Contractor, but if such expenseexceeds the unpaid balance, the Contractor shall pay the difference to the City.

EFFECT OF WAIVER OR CONSENT. A waiver or consent, express or implied, to or of any breach or default by a party in the performance of its obligations under this Agreement is not a consent or waiver to or of any other breach or default in the performance by that party of the same or any other obligations of that party with respect to this Agreement. Failure on the part of a party to complain of any act of the other partyor to declare a party in default with respect to this Agreement, irrespective of how long that failure continues, does not constitute a waiver by that party of its rights with respectto that default until the applicable statute-of-limitation period has run.

SUB-CONTRACT OR ASSIGNMENT. Contractor agrees not to enter into any subcontracts or assignments pertaining to the performance of all or any part of this Agreement, either voluntarily or by operation of law, without prior written approval of City.

BINDING AGREEMENT. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and permitted assigns.

GOVERNING LAW; SEVERABILITY. This Agreement is governed by and shall be construed and interpreted in accordance with the laws of the State of South Carolina.If any provision of this Agreement is held invalid or unenforceable to any extent by a court of competent jurisdiction, the remainder of this Agreement is not affected thereby and that provision shall be enforced to the greatest extent permitted by law.

NON-APPROPRIATION OF FUNDS. Continuation of this Agreement beyond each fiscal year is contingent upon appropriation of funds by City Council. If sufficient funds are not appropriated or otherwise made available to support performance of this Agreement in any subsequent fiscal year, the City may terminate this Agreement without penalty to the City or its agents, cost, or further obligation upon written notice to Contractor.

ENTIRE AGREEMENT. This Agreement constitutes the entire agreement between the parties hereto relating to the subject matter hereof, and supersedes and nullifies all prior or contemporaneous contracts, agreements, understandings or representations, whether oral or written, which are not expressly stated in this agreement. Neither party is relying upon any representation not expressly contained herein. This Agreement may be amended and modified from time to time only upon thewritten mutual consent of

City and Contractor.

SECTION HEADINGS. The headings of Sections or paragraphs used in this Agreement have been inserted for convenience only and are not to be used in determining the contents contained herein.

IN WITNESS WHEREOF, the City and Contractor have hereunto set their hands andseals, by and through the undersigned officers, as of the day and year first above written.

WITNESS: Contractor:

Richard Coker

(#1 as to Contractor)

By: _

(#2 as to Contractor) Title: Member

The City of Isle of Palms, S.C.:

(#1 as to City)

By: _

(#2 as to City) Title: _

Re: Public Safety Committee Topics

KC

Kevin Cornett
To Douglas Kerr
Cc Sean Kuester

Reply | Reply All | Forward

Wed 7/8/2026 8:40 A

Axon Air Skydio Sole Source Evidence EN_US (1).pdf
201 KB

Good morning.

The drone has a sole source letter which is attached. The sole source related mostly to the evidence data management, Axon Evidence, that we use for our body wor cameras, motor vehicle (fleet) cameras, electronic control device and releasing the videos and documents. The addition of the drone creates what they classify as th Axon Air ecosystem. I believe this is exempt under the one qualified source portion of the procurement code based on the letter that they have provided that explain that they:

- Have a unique ability and knowledge to provide goods/services
- One source compatible with existing equipment, software systems or services

Regarding the cradlepoints, I did attach multiple other costs for the single devices in an email I sent last week (7/2). They were for the purchase of one cradlepoir which were all higher than the cost T-Mobile is charging per device. Let me know if you would like for me to resend those. The T-Mobile cost is also lower than th companies on State Contract.

State Contract shows the following prices for the R1900 with a 3 year NetCloud package :
ATT = $1,859.26 per device
CDW = $2,231.28 per device
Concise Networks = $2,479.20 per device
Data Network Solutions = $2,727.12 per device
Discount Cell = $2,324.25 per device
Kajeet = $1,824.27 per device
Netsync Network = $2,076.33 per device
Presidio = $2,324.25 per device
ROK = $2,169.30 per device
Step CG LLC = $2,634.15 per device
Mainline Information System = $2,727.12 per device

T-Mobile (not on state contract, but our recommended) = $1,499 per device

I did the research to make sure that we were getting the best deal on these that I could find. I also believe that these devices are exempt from the competitive bi requirement as a portion of our IT network in the PD, this is a necessary maintenance to our vehicles that are essential to providing city services, and these are routin purchases (like replacing computers).

Please let me know if you would prefer for me to address these purchases differently than I have.

Thanks,

Kevin Cornett
Chief of Police
Isle of Palms Police Dept.
30 J C Long Blvd.
Isle of Palms, SC 29451
843-886-6522
FBINA 270

T-Mobile Pricing Proposal

Date:	1.15.2026					**Proposal Valid Through:**		3.31.2026
Account Name	Isle of Palms PD					**Vendor**	**T-Mobile**	
Point of Contact	Kevin Cornett					**Rep**	Kristin Cotton - (Account Executive - SC/GA)	
Address	1207 Palm Blvd, ISLE OF PALMS, SC 29451					**Address**	701 Corporate Center Drive Raleigh, NC 27604	
POC Phone & Email	kcornett@iop.net					**Contact Info**	843.419.8416 | kristin.cotton13@t-mobile.com	
Contract Vehicle:	**State of SC**							

T-MOBILE FOR GOVERNMENT

SERVICE PLANS:

Product Category	Rate Plan Description	Quantity		Monthly Rate	Total Monthly Cost	Total Annual Cost	Notes:
Mobile Internet	Unlimited (5G & 4G LTE),Priority Access & PreEmption with Wireless Priority Service,No Heavy Use Deprioritation | Throttling, Video Streaming Quality Up to 1080p	16		$39.50	$632.00	$7,584.00	*** Rate Plan Cost Includes Discount ***
	TOTAL LINES:	**16**		**TOTAL:**	**$632.00**	**$7,584.00**	

HARDWARE COST:

Product Category	Product Description	Quantity		Unit Rate	Total	Notes:
R1900, Mobile Essentials AND Advanced Bundle	R1900 Router and 3-Yr + 1-Yr NCM Mobile Essentials and Advanced	16		$1,499.00	$23,984.00	48 month commitment on T-Priority Advanced
				TOTALS:	$23,984.00	(One time cost for equipment)
				Total Annual Rate Plan Cost with Discounts and **One-Time** Equipment Costs:	**$31,568.00**	

TERMS & CONDITIONS

Limited time offer; subject to change. Qualifying business account, service & credit required. Quoted prices in this proposal do not include taxes, fees, and/or surcharges. Monthly Regulatory Programs (RPF) & Telco Recovery Fee (TRF) totaling $4.49 per voice line and $2.10 per data only line applies. Promotional offers apply after all requirements are met and may be fulfilled via monthly bill credits appearing after 1-2 bill cycles.

T-Mobile SPIN #: 143026181
T-Mobile FRN #: 0004121760
T-Mobile DUNS #: 06-852-8376
T-Mobile Tax ID: 91-1983600

17800 N 85TH STREET
SCOTTSDALE, ARIZONA 85255

AXON.COM

November 14, 2025

To: United States state, local, and municipal public safety agencies

Re: Sole Source Letter for Axon Enterprise, Inc.'s Axon brand products and Axon Evidence (Evidence.com) Data Management Solutions[1] and Skydio Drones

A sole source justification exists because the following goods and services required to satisfy the agency's needs are only available by Axon Enterprise's Axon Air application and the Skydio drones, and are only available for purchase through the authorized distributor listed below.

Axon Digital Evidence Solution Description

Axon Air System

- Purpose-built solution for law enforcement UAV programs
- Supported applications on iOS and Android
- Automated tracking of pilot, aircraft, and flight logs
- Unlimited storage of UAV data in Axon Evidence (Evidence.com)
- Automated ingestion of data in Axon Evidence (Evidence.com)
- Fusus integration for live streaming and situational awareness
- Compatible with most drones used in public safety
- High-bandwidth wireless data transfer
- Axon takes control of the streaming information after it starts
- Criminal Justice Information Services (CJIS) data compliance
- Axon Air live stream is viewed through Fusus operations platform
- Any smart device can be used to view live streaming via

Axon Evidence Data Management System

- Software as a Service (SaaS) delivery model that allows agencies to manage and share digital evidence without local storage infrastructure or software needed
- SaaS model reduces security and administration by local IT staff: no local installation required
- Automatic, timely security upgrades and enhancements deployed to application without the need for any local IT staff involvement
- Securely share digital evidence with other agencies or prosecutors without creating copies or requiring the data to leave your agency's domain of control
- Controlled access to evidence based on pre-defined roles and permissions and pre-defined individuals
- Password authentication includes customizable security parameters: customizable password complexity, IP-based access restrictions, and multi-factor authentication support
- Automated category-based evidence retention policies assists with efficient database management
- Deleted files are sent to a deletion queue for 7 days, to help prevent unintentional deletion
- Stores and supports all major digital file types: .mpeg, .doc, .pdf, .jpeg, etc.

[1] Axon is also the sole developer and offeror of the Evidence.com data management services. Evidence.com is both a division of Axon and a data management product solution offered by Axon. Evidence.com is not a separate corporate entity.

- Requires NO proprietary file formats
- Ability to upload files directly from the computer to Axon Evidence via an Internet browser or a Skydio drone dock
- Data Security: Robust Transport Layer Security (TLS) implementation for data in transit and 256-bit AES encryption for data in storage
- Security Testing: Independent security firms perform in-depth security and penetration testing
- Reliability: Fault- and disaster-tolerant infrastructure in at least 4 redundant data centers in both the East and West regions of the United States
- Chain-of-Custody: Audit logs automatically track all system and user activity. These logs cannot be edited or deleted, even by account administrators and IT staff
- Protection: With no on-site application, critical evidence stored in Axon Evidence is protected from local malware that may penetrate agency infrastructure
- Stability: Axon Enterprise is a publicly traded company with stable finances and funding, reducing concerns of loss of application support or commercial viability
- Application and data protected by a CJIS and ISO 27001 compliant information security program
- Dedicated information security department that protects Axon Evidence and data with security monitoring, centralized event log analysis and correlation, advanced threat and intrusion protection, and incident response capabilities
- Easily redact videos utilizing Redaction Studio within the system. With the optional Redaction Assistant add-on, leverage additional features that includes automated assistants of heads, license plates, and screens

Skydio X10 Drone

- Part of the Axon Air system
- NDAA and CJIS compliance, U.S. made
- Long endurance, dock-ready outdoor drone for wide-area coverageAI-powered autonomy with modular payloads: Spotlight, Speaker, Parachute
- Skydio Connect 5G communications technology
- Skydio X10 seamlessly syncs with Axon ecosystem including Fusus, Evidence, and Prepared91, providing real time crime center capabilities
- Skydio Dock available with the Axon Air DFR Dock and DFR Dock Pro bundles, automatically uploads video to Axon Evidence
- Skydio DFR Command enabling remote operations with fleet management, mission planning, and data storage available with the Axon Air DFR Patrol, DFR Dock, and DFR Dock Pro bundles
- Skydio NightSense with IR Attachment
- Drone repair and maintenance programs
- Continuous educational access to Skydio Academy Online available,
- Skydio Assured Future Equipment (SAFE) Refresh available for X10 and dock-based systems
- Skydio waiver and regulatory services provided
- Skydio X10 in-person training available with the DFR Patrol package
- Skydio Dock Commissioning for site surveys, installation & deployment training available with the Axon Air DFR Dock and DFR Dock Pro bundles
- Skydio install services available with the Axon Air DFR Dock and DFR Dock Pro

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packages
- Dedrone Beyond with long-range radar available with the Axon Air DFR Dock Pro package
- DedroneTracker.AI available with the Axon Air DFR Dock Pro package
- Dedrone install services available with the Axon Air DFR Dock Pro package
- Unlimited Axon Evidence License provides secured drone data storage.
- Axon Professional Implementation for setup and integrations available with DFR Patrol, DFR Dock, and DFR Dock Pro bundles

Skydio R10 Drone
- Part of the Axon Air ecosystem, with the same seamless integrations as X10
- NDAA compliance, U.S. made
- CJIS-compliant, Patrol-led aerial reconnaissance and optimized for indoor use
- 5G connectivity and WiFi 6 support
- DFR Command operating system enabling remote flight capabilities fleet management, mission planning, and data storage.
- Crash replacement package included
- Three spare batteries available with the R10 Patrol Kit. Four spare batteries available with the R10 Team Kit
- Streaming supported into Axon Fusus
- Deployment support from Axon
- Unlimited Axon Evidence License provides secured drone data storage.

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Axon Enterprise, Inc. **17800 N. 85th Street, Scottsdale, AZ 85255** **Phone: 480-905-2000 or 800-978-2737** **Fax: 480-991-0791**	**Axon Enterprise, Inc.** **17800 N. 85th Street, Scottsdale, AZ 85255** **Phone: 480-905-2000 or 800-978-2737** **Fax: 480-991-0791**

Please contact your local Axon sales representative or call us at 1-800-978-2737 with any questions.

Sincerely,

Josh Isner
President
Axon Enterprise, Inc.

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State Administrative Agency (SAA) for Homeland Security, SLED

Subrecipient Worksheet--State Border Security Reinforcement Fund (SBSRF)

Investment Justification (IJ) Template Introduction and Instructions

Security Warning: When opening the IJ Template, some users may see a note that says, "Security Warning: some active content has been disabled." Click on the [Options ...] button next to the message, select "Enable this content," then click on the [OK] button. If this is not done, the text boxes may not function properly.

State Border Security Reinforcement Fund Investment Justification (IJ) Instructions:

Requirements:

- **Application level:** This application includes a section for each of the allowable activities listed in the NOFO. Section headers specify each allowable activity. Subapplicants must complete the section for each funding category for which they are requesting funding. Additionally, each IJ must clearly distinguish between Forward-Looking Funding Pathway activities and Retroactive Funding Pathway activities. Details about these pathways are found in Appendix D of the NOFO.
  - For each allowable activity for which the subapplicant is requesting funding, an IJ must be completed that includes the following sections. For each activity, subapplicants must distinguish between forward-looking pathway requests and retroactive pathway requests:
    - **Project Description**: Describe planned or completed activities.
    - **Capability Gap**: Explain how planned or completed activities will address or have addressed gaps in border security.
    - **Project Objectives**: Specify how requested funding will address objectives listed in Appendix D of the NOFO for the relevant allowable activity.
    - **Subrecipient Impact (if Applicable)**: Describe how subrecipients will assist in described activities.
    - **Performance Goals**: Specify how requested funding will address performance goals listed in Appendix D of the NOFO for the relevant allowable activity.
    - **Budget and Timeline**: Provide a detailed budget breakdown and timeline for forward-looking and/or retroactive costs.
  - General Notes for all Investment Justifications:
    - Pathway Distinction: Clearly distinguish between forward-looking and retroactive activities in each IJ.
    - Supporting documentation: Provide deployment orders, invoices, and other documentation for retroactive activities.
    - Submission Format: SBSRF_InvestmentJustification_[Subrecipient Name].

Helpful Hints:

Moving Through the Investment Justification Template: While entering information in the Template, subapplicants should try to minimize the use of the Tab and Enter keys to move between data entry fields. As the Template consists of a combination of text boxes and cells, using these keys may cause the cursor to move to an undesired location.

Copying & Pasting in the Investment Justification Template: Some subapplicants may find it helpful to begin drafting their IJ information in MS Word and then pasting this into the Template. However, please be aware that, when copying and pasting information from Word into the text boxes in the Template, any formatting may not carry over.

Character Count: The data entry fields included in the IJ allow for the maximum number of characters noted for that section, plus an additional number of characters to account for spaces. Once that limit has been reached, users will not be able to include any additional text.

Spell Check:
It is suggested that subapplicants use a word processor's spell check software to ensure that the entered information is spelled correctly.

Draft prepared for Activity 3 - 25-Foot SAFE Boat Maritime Detection and Interdiction Capability. Placeholder items in brackets require final agency data, vendor quotes, budget amounts, equipment specifications, and SAA/SLED review before submission.

State Administrative Agency (SAA) for Homeland Security, SLED

Subrecipient Worksheet--State Border Security Reinforcement Fund (SBSRF)

SUBAPPLICANT POINT OF CONTACT (POC) INFORMATION

POC Name:	Matthew Storen
POC Title:	Sergeant
POC Address:	Isle of Palms Police Department, 30 JC Long Blvd, IOP, SC 29451
POC Phone Number:	843-886-6522
POC Email Address:	mstoren@isleofpalms.gov

ACTIVITY 1: CONSTRUCTION OR DEPLOYMENT OF BORDER BARRIER OR BUOYS

PART I. PROJECT DESCRIPTION

I. Describe planned or completed activities, including site surveys, geospatial mapping, environmental impact, studies, and construction of barriers or buoys. Specify the geographic location(s) and anticipated or completed outcomes. Be sure to distinguish between forward-looking and retroactive pathways.

Not Applicable

PART II. CAPABILITY GAP

II. Explain how planned or completed activities will address or have addressed gaps in physical border security.

Not Applicable

PART III. PROJECT OBJECTIVES

III. Specify how requested funding will increase the total miles of border barriers or buoys deployed (forward-looking and retroactive combined). For forward-looking projects, specify how project will ensure compliance with the Build America, Buy America Act.

Not Applicable

PART IV. SUBRECIPIENT IMPACT

IV. (If applicable) Describe how partners will assist in described activities.

Not Applicable

PART V. PERFORMANCE GOALS

V. State the following goals: the total miles of border barriers or buoys that have been deployed or will be deployed; the cost per mile of construction or deployment; and the number of contracts awarded with Build America, Buy America certifications.
Not Applicable

PART VI. BUDGET AND TIMELINE

VI. A. Provide a detailed budget breakdown for forward-looking and/or retroactive costs (Categories: Planning, Personnel, Equipment, Training, Exercises). Not Applicable

VI. B. Provide a timeline for forward-looking and/or retroactive costs. For retroactive costs, indicate the actual start and end dates; milestones are not required for completed projects.

The implementation schedule table should be used as a planning tool for the key activities associated with each objective for which the subapplicant is requesting funding. For each project and each year of the grant, the subapplicant should include the activities necessary to accomplish the goals of each project, as well as the estimated start and completion dates (by calendar quarter) for each activity.

For additional information on the Project Management Lifecycle, please visit Project Management Institute's (PMI) *A Guide to the Project Management Body of Knowledge* (PMBOK Guide) at http://www.pmi.org/PMBOK-Guide-and-Standards.aspx. Specifically, subapplicant s are encouraged to reference Chapter three of the PMBOK Guide, *The Standard for Project Management of a Project.*

Appendix A: Identify projects/activities, with start and end dates, which will be implemented during the period of performance

Milestone (100 Character Max)	Funding Amount	Project Management	Dates (Month/Year)		Milestone 1	Milestone 2	Milestone 3
			Start	End			
Example: Ground Preparation Survey	*$150,000.00*	*Initiate*	*01/2026*	*12/2026*			

State Administrative Agency (SAA) for Homeland Security, SLED

Subrecipient Worksheet--State Border Security Reinforcement Fund (SBSRF)

ACTIVITY 2: GROUND PREPARATION FOR CONSTRUCTION AND MAINTENANCE OF BORDER BARRIERS
PART I. PROJECT DESCRIPTION
I. Describe planned or completed activities, such as access road repairs, drainage improvements, and erosion control measures. Specify the geographic location(s) and anticipated or completed outcomes. Be sure to distinguish between forward-looking and retroactive pathways. Not Applicable
PART II. CAPABILITY GAP
II. Explain how planned or completed activities will address or have addressed gaps in physical border security. Not Applicable
PART III. PROJECT OBJECTIVES
III. Specify how requested funding will increase the miles of access roads repaired or prepared (forward-looking and retroactive combined) and improve drainage and erosion control measures to ensure sustainability of barriers. Not Applicable
PART IV. SUBRECIPIENT IMPACT
IV. (If applicable) Describe how partners will assist in described activities. Not Applicable
PART V. PERFORMANCE GOALS

V. State the following goals: the total miles of access roads that have been repaired or prepared (forward-looking and retroactive combined); and the number of drainage and erosion control improvements completed.
Not Applicable

PART VI. BUDGET AND TIMELINE

VI. A. Provide a detailed budget breakdown for forward-looking and/or retroactive costs. Not Applicable

VI. B. Provide a timeline for forward-looking and/or retroactive costs. For retroactive costs, indicate the actual start and end dates; milestones are not required for completed projects.

The implementation schedule table should be used as a planning tool for the key activities associated with each objective for which the subapplicant is requesting funding. For each project and each year of the grant, the subapplicant should include the activities necessary to accomplish the goals of each project, as well as the estimated start and completion dates (by calendar quarter) for each activity.

The standard definition of a project is a temporary endeavor with a defined beginning and end (usually time-constrained, and often constrained by funding or a deliverable), undertaken to meet unique goals and objectives, typically to bring about beneficial change or added value. Applying this standard to projects using preparedness grant funds, a project is a related set of activities and purchases supporting the building or sustaining of core capabilities; and it is associated with a single entity responsible for execution.

This approach will allow FEMA and subapplicants to categorize the grant-funded project as a discrete unit for post-award management, reporting, and monitoring purposes. The main steps and processes of the Project Management Lifecycle are Initiate, Execute, Control, Close Out.

a. **Initiate:** The authorization to begin work or resume work on any particular activity.
b. **Execute:** The period within the project life cycle during which the actual work of creating the project's deliverables is carried out.
c. **Control:** A mechanism which reacts to the current project status to ensure accomplishment of project objectives. This involves planning, measuring, monitoring, and taking corrective action based on the results of the monitoring.
d. **Close Out:** The completion of all work on a project. Can also refer to completion of a phase of the project.

For additional information on the Project Management Lifecycle, please visit Project Management Institute's (PMI) *A Guide to the Project Management Body of Knowledge* (PMBOK Guide) at http://www.pmi.org/PMBOK-Guide-and-Standards.aspx. Specifically, subapplicants are encouraged to reference Chapter three of the PMBOK Guide, *The Standard for Project Management of a Project*.

State Administrative Agency (SAA) for Homeland Security, SLED

Subrecipient Worksheet--State Border Security Reinforcement Fund (SBSRF)

Appendix A: Identify projects/activities, with start and end dates, which will be implemented during the period of performance

Project Name (100 Character Max)	Funding Amount	Project Management	Dates (Month/Year)		Milestone 1	Milestone 2	Milestone 3
			Start	End			
Example: Ground Preparation Survey	*$150,000.00*	*Initiate*	*01/2026*	*12/2026*			

State Administrative Agency (SAA) for Homeland Security, SLED

Subrecipient Worksheet--State Border Security Reinforcement Fund (SBSRF)

ACTIVITY 3: DETECTION AND INTERDICTION OF ILLICIT SUBSTANCES AND UNLAWFUL ALIENS
PART I. PROJECT DESCRIPTION

I. Describe planned or completed activities, including surveillance, patrols, and apprehension operations. Specify the geographic location(s) and anticipated or completed outcomes. Be sure to distinguish between forward-looking and retroactive pathways.

Forward-Looking Funding Pathway - Requested:

The City of Isle of Palms Police Department (IOPPD) requests SBSRF funding under Activity 3: Detection and Interdiction of Illicit Substances and Unlawful Aliens for the purchase, outfitting, deployment, and sustainment of one 25-foot SAFE Boat patrol vessel. The requested project includes the vessel, required operational equipment, communications and navigation systems, safety equipment, patrol/interdiction outfitting, training, fuel, preventive maintenance, repairs, and related sustainment costs necessary to keep the vessel operational throughout the period of performance.

The 25-foot SAFE Boat will provide IOPPD with a dedicated, rapidly deployable maritime patrol and interdiction platform capable of operating along the Atlantic Ocean shoreline, the Intracoastal Waterway, the Isle of Palms Marina, Charleston Harbor approaches, and other Charleston County waterways. The vessel will be used for surveillance, patrol, detection, interdiction support, suspicious vessel identification, multi-agency response, maritime security, and referral coordination involving illicit substances and criminal activity connected to unlawful maritime entry.

IOPPD is an active participating member of the Charleston County Metro Marine Unit, a regional multi-agency marine unit composed of local, state, and federal law enforcement partners, fire departments, and EMS crews. The unit responds to water-related calls for service throughout Charleston County, South Carolina, and provides maritime security during high-profile events on or adjacent to Charleston County waterways, including the Cooper River Bridge Run and the Blue Angels Air Show over Charleston Harbor.

The City of Isle of Palms is geographically positioned with approximately seven miles of shoreline facing the Atlantic Ocean and approximately seven miles of shoreline paralleling the Intracoastal Waterway. The Isle of Palms Marina functions as a local maritime point of entry and public access point for vessel traffic entering the island and Charleston County waterways. This geography creates a direct operational need for a purpose-built marine law enforcement vessel that can support routine patrols, surge operations, and coordinated regional interdiction missions.

Anticipated outcomes include increased marine patrol coverage; improved detection and interdiction readiness; improved officer safety and response time; enhanced interoperable coordination with Charleston County Metro Marine Unit partners; improved ability to assist with seizures of illicit substances when encountered; improved case documentation and federal referral pathways; and increased maritime security capacity during routine operations and high-profile regional events.

Retroactive Funding Pathway:

No retroactive reimbursement is requested at this time. If the City later identifies eligible, well-documented costs incurred between January 20, 2021, and the date of award, the City will submit supporting documentation required by the SAA/SLED and FEMA, including invoices, payroll records, deployment records, operational logs, and related documentation.

PART II. CAPABILITY GAP

II. Explain how planned or completed activities will address or have addressed gaps in detection and interdiction capabilities.

Isle of Palms has a high maritime exposure profile relative to its size. The City must monitor, patrol, and respond across the Atlantic Ocean beachfront, the Intracoastal Waterway, the Isle of Palms Marina, and connecting waterways that feed Charleston Harbor. These corridors support heavy recreational, commercial, tourism, and special-event vessel traffic and may also be exploited for illicit substance movement, suspicious vessel activity, and criminal activity connected to unlawful entry.

IOPPD currently lacks a dedicated, purpose-built 25-foot marine interdiction platform with the necessary equipment, communications capability, and sustainment funding to provide consistent patrol coverage and effective operational support to the Charleston County Metro Marine Unit. This gap limits IOPPD's ability to conduct proactive water-based patrols, rapidly respond to suspicious vessel activity, safely operate during night or reduced-visibility conditions, maintain interoperable communications during multi-agency missions, and provide sustained coverage during large maritime security events.

The requested investment will close this gap by acquiring and maintaining a 25-foot SAFE Boat designed for public safety operations, outfitting it with required navigation, communications, safety, and patrol equipment, and funding the maintenance and fuel needed to keep the vessel mission-ready. The project will increase IOPPD's ability to detect, deter, interdict, document, and refer maritime criminal activity while supporting regional law enforcement, fire, EMS, and federal partner operations.

PART III. PROJECT OBJECTIVES

III. Specify how requested funding will increase the number of arrests of unlawfully present aliens who have committed crimes (forward-looking and retroactive combined) and the quantity of illicit substances seized.

The requested funding will support the SBSRF Activity 3 objective by increasing forward-looking maritime interdiction capability that may result in arrests or referrals of unlawfully present individuals who have committed crimes under federal, state, or local law, and by increasing the detection, seizure, documentation, and reporting of illicit substances encountered during maritime or maritime-adjacent operations.

Project objectives are to: (1) acquire one 25-foot SAFE Boat patrol vessel; (2) outfit the vessel with required operational equipment, including navigation, communications, safety, patrol/interdiction, lighting, documentation, and vessel-readiness equipment; (3) fund fuel, preventive maintenance, repairs, inspections, haul-out/service needs, and related sustainment costs; (4) increase scheduled and surge maritime patrols along the Isle of Palms Atlantic shoreline, Intracoastal Waterway, Isle of Palms Marina, and Charleston County waterways; (5) expand IOPPD's contribution to the Charleston County Metro Marine Unit; (6) train assigned personnel in vessel operations, maritime interdiction, illicit substance detection, officer safety, evidence preservation, incident command, and federal referral procedures; and (7) collect and report SBSRF performance data required for semi-annual progress reports and BSIR reporting.

The vessel and equipment will be used only for allowable detection, interdiction, patrol, communications, training, and operational-readiness purposes tied directly to border security and maritime interdiction. No SBSRF funds will be used to purchase firearms, ammunition, weapon accessories, or weaponized vessel systems.

PART IV. SUBRECIPIENT IMPACT

IV. (If applicable) Describe how partners will assist in described activities.

As the subrecipient, the City of Isle of Palms/IOPPD will manage project implementation, procurement, equipment accountability, vessel deployment, maintenance tracking, training coordination, operational documentation, financial management, and performance reporting. IOPPD will provide trained officers and supervisory oversight for marine patrols, joint interdiction operations, high-profile event security missions, and water-related calls for service conducted in coordination with the Charleston County Metro Marine Unit.

The Charleston County Metro Marine Unit will serve as the primary regional operational framework for coordinated deployment of the vessel. The unit includes law enforcement agencies from the local, state, and federal levels as well as fire departments and EMS crews. This structure provides law enforcement authority, rescue capability, medical support, incident command integration, intelligence sharing, specialized assets, and referral pathways for cases requiring DHS, CBP, ICE, or other federal coordination.

During high-profile events such as the Cooper River Bridge Run, IOPPD will use the SAFE Boat to assist with maritime security zones, suspicious vessel identification, public safety patrols, rapid incident response, and coordination with partner agencies. During routine operations, the vessel will support proactive patrol and interdiction missions along the Atlantic Ocean, Intracoastal Waterway, Isle of Palms Marina, and surrounding Charleston County waterways.

PART V. PERFORMANCE GOALS

V. State the following goals: the number of arrests of unlawfully present aliens who have committed crimes (forward-looking and retroactive combined); and the quantity of illicit substances seized.

Forward-Looking Performance Goals:

1. Purchase, outfit, and deploy one 25-foot SAFE Boat patrol vessel for Activity 3 maritime detection and interdiction operations by 05/2027
2. Deploy vessel equipment assets, including required navigation, communications, safety, lighting, patrol/interdiction, documentation, and vessel-readiness equipment.
3. Increase dedicated maritime detection/interdiction patrols from the current baseline of 5 patrols to 25 operations during the period of performance, including scheduled patrols, surge operations, and special-event deployments.
4. Increase the number of interdictions, arrests, or DHS/federal referrals involving unlawfully present individuals who have committed crimes, based on documented operational activity.
5. Increase the quantity of illicit substances seized during maritime or maritime-adjacent interdiction operations, measured by seizure reports, evidence records, and case documentation.
6. Train five (5) IOPPD officers in vessel operations, maritime interdiction, illicit substance detection, evidence preservation, interoperable communications, federal referral procedures, and multi-agency command operations.
7. Maintain the SAFE Boat at 100% operational readiness through scheduled preventive maintenance, repair tracking, safety inspections, and fuel/maintenance documentation.
8. Participate in at least fine (5) multi-agency marine security exercises, operational planning events, or special-event deployments with Charleston County Metro Marine Unit partners during the period of performance.
9. Submit accurate semi-annual performance data and BSIR reporting to the SAA/SLED, including patrol activity, vessel deployment, interdictions, referrals, arrests, seizures, training, exercises, maintenance status, and equipment deployment status.

Retroactive Performance Goals:

No retroactive performance goals are claimed at this time because no retroactive reimbursement request is included in this draft.

PART VI. BUDGET AND TIMELINE

State Administrative Agency (SAA) for Homeland Security, SLED

Subrecipient Worksheet--State Border Security Reinforcement Fund (SBSRF)

VI. A. Provide a detailed budget breakdown for forward-looking and/or retroactive costs.

Forward-Looking Budget - To Be Finalized with Quotes/Payroll Detail:

Planning/M&A: [INSERT AMOUNT] - Direct grant administration, procurement support, financial tracking, performance data collection, reporting, inventory/accountability controls, and SAA/SLED/FEMA monitoring support. M&A will not exceed the SBSRF allowable limit and will be based on actual direct costs.

Equipment - 25-foot SAFE Boat and Required Outfitting: $456,000 - Purchase of one 25-foot SAFE Boat patrol vessel and required operational equipment. Anticipated equipment may include motors, trailer if required, navigation/chartplotter, GPS, radar, AIS, depth/fishfinder or sonar capability, VHF and interoperable public safety communications, secure/mobile data equipment, emergency lighting/siren/public address equipment, searchlight, thermal/night-observation capability if approved, law enforcement markings, anchoring/mooring equipment, dock lines, fenders, fire extinguishers, PFDs, throwable flotation, first aid/trauma kit, dewatering/safety equipment, evidence/documentation tools, and other allowable vessel-readiness equipment directly tied to maritime detection and interdiction. No weapons, ammunition, weapon accessories, or weaponized systems will be purchased.

Equipment - 2500-ton Pick-Up Truck and Required Upfitting: $60,000 - Purchase one truck to tow vessel and trailer while on land, towing vessel to deployment location, for routine maintenance, and special operations. Vehicle will be purchased in accordance with South Carolina procurement and state contact pricing. Vehicle will be upfitted with police markings and emergency lights and siren in accordance with state law.

Operations, Fuel, and Maintenance: $100,000 - Fuel, preventive maintenance, engine service, repairs, inspections, haul-out/service costs, replacement of mission-critical consumable equipment, batteries, electronics upkeep, trailer maintenance if applicable, and other direct sustainment costs necessary to keep the vessel mission-ready for SBSRF Activity 3 operations.

Training: $10,000 - Vessel operator training, maritime interdiction, illicit substance detection, evidence preservation, officer safety, vessel handling, navigation, incident command, interoperable communications, federal referral procedures, and multi-agency marine operations training.

Indirect Costs: $0. Indirect costs are not requested.

Timeline:

Initiate: Award acceptance, final scope validation, vendor quotes/specification review, procurement planning, compliance review, and reporting framework setup - estimated 08/2026 to 10/2026.

Execute: Vessel procurement, outfitting, delivery/acceptance, officer training, initial deployment, scheduled/surge marine patrols, high-profile event security operations, and multi-agency exercises - estimated 10/2026 to 09/2034.

Control: Quarterly internal monitoring, equipment inventory, vessel readiness checks, maintenance/fuel tracking, cost tracking, performance data validation, and semi-annual reporting to SAA/SLED/FEMA - estimated 10/2026 to 09/2034.

Close Out: Final inventory verification, vessel/equipment accountability review, financial reconciliation, final performance reporting, and closeout documentation - estimated 07/2034 to 09/2034.

Retroactive Budget/Timeline:

No retroactive costs are requested in this draft. If later added, retroactive costs will be supported with required documentation and actual start/end dates.

VI. B. Provide a timeline for forward-looking and/or retroactive costs. For retroactive costs, indicate the actual start and end dates; milestones are not required for completed projects.

See the implementation schedule table below. Dates are planning estimates and should be adjusted to match the official award date, procurement timeline, vendor delivery schedule, and final SAA/SLED guidance.

State Administrative Agency (SAA) for Homeland Security, SLED

Subrecipient Worksheet--State Border Security Reinforcement Fund (SBSRF)

Appendix A: Identify projects/activities, with start and end dates, which will be implemented during the period of performance

Project Name (100 Character Max)	Funding Amount	Project Management	Dates (Month/Year)		Milestone 1	Milestone 2	Milestone 3
			Start	End			
25-Foot SAFE Boat Purchase	$456,000	Initiate	08/2026	06/2027	Finalize specs/quotes	Complete procurement	Accept vessel
Required Vessel Equipment	$20,000	Execute	10/2026	08/2027	Order equipment	Install/outfit vessel	Inventory assets
Officer Training	$10,000	Execute	10/2026	09/2034	Train operators	Interdiction training	Refresh/recertify
Fuel, Maintenance & Repairs	$100,000	Control	10/2026	09/2034	Track fuel	Preventive service	Repair/readiness checks
2500 Ton Pick-Up Truck Purchase	$60,000	Initiate	08/2026	06/2027	Finalize specs/quotes	Complete procurement	Accept Vehicle

State Administrative Agency (SAA) for Homeland Security, SLED

Subrecipient Worksheet--State Border Security Reinforcement Fund (SBSRF)

ACTIVITY 4: RELOCATION OF UNLAWFULLY PRESENT ALIENS
PART I. PROJECT DESCRIPTION
I. Describe planned or completed activities, including transportation, processing, and coordination with DHS. Specify the geographic location(s) and anticipated or completed outcomes. Be sure to distinguish between forward-looking and retroactive pathways.
PART II. CAPABILITY GAP
II. Explain how planned or completed activities will address or have addressed gaps in relocation capabilities.
PART III. PROJECT OBJECTIVES
III. Specify how requested funding will increase the number of relocations or referrals unlawfully present aliens who have committed crimes (forward-looking and retroactive combined) and develop new processes or partnerships to improve relocation efficiency.
PART IV. SUBRECIPIENT IMPACT
IV. (If applicable) Describe how partners will assist in described activities.
V. PERFORMANCE GOALS
V. State the following goals: the number of relocations or referrals completed (forward-looking and retroactive combined); and the number of new processes or partnerships established.

PART VI. BUDGET AND TIMELINE

VI. A. Provide a detailed budget breakdown for forward-looking and/or retroactive costs.

VI. B. Provide a timeline for forward-looking and/or retroactive costs. For retroactive costs, indicate the actual start and end dates; milestones are not required for completed projects.

The implementation schedule table should be used as a planning tool for the key activities associated with each objective for which the subapplicant is requesting funding. For each project and each year of the grant, the subapplicant should include the activities necessary to accomplish the goals of each project, as well as the estimated start and completion dates (by calendar quarter) for each activity.

The standard definition of a project is a temporary endeavor with a defined beginning and end (usually time-constrained, and often constrained by funding or a deliverable), undertaken to meet unique goals and objectives, typically to bring about beneficial change or added value. Applying this standard to projects using preparedness grant funds, a project is a related set of activities and purchases supporting the building or sustaining of core capabilities; and it is associated with a single entity responsible for execution.

This approach will allow FEMA and subapplicants to categorize the grant-funded project as a discrete unit for post-award management, reporting, and monitoring purposes. The main steps and processes of the Project Management Lifecycle are Initiate, Execute, Control, Close Out.

a. **Initiate:** The authorization to begin work or resume work on any particular activity.
b. **Execute:** The period within the project life cycle during which the actual work of creating the project's deliverables is carried out.
c. **Control:** A mechanism which reacts to the current project status to ensure accomplishment of project objectives. This involves planning, measuring, monitoring, and taking corrective action based on the results of the monitoring.
d. **Close Out:** The completion of all work on a project. Can also refer to completion of a phase of the project.

For additional information on the Project Management Lifecycle, please visit Project Management Institute's (PMI) *A Guide to the Project Management Body of Knowledge* (PMBOK Guide) at http://www.pmi.org/PMBOK-Guide-and-Standards.aspx. Specifically, subapplicants are encouraged to reference Chapter three of the PMBOK Guide, *The Standard for Project Management of a Project.*

Appendix A: Identify projects/activities, with start and end dates, which will be implemented during the period of performance

Project Name (100 Character Max)	Funding Amount	Project Management	Dates (Month/Year)		Milestone 1	Milestone 2	Milestone 3
			Start	End			
Example: Ground Preparation Survey	*$150,000.00*	*Initiate*	*01/2026*	*12/2026*			

CITY OF
ISLE OF PALMS
South Carolina

MEMORANDUM

TO: Mayor and City Council

C: Steven Traynum, CSE
Sean Kuester, Deputy City Administrator

FROM: Douglas Kerr, City Administrator Douglas Kerr

RE: Change order from CSE for additional beach monitoring work

DATE: July 7, 2026

At June's Council meeting, Council requested that CSE's scope of service be adjusted to only provide the services required during the construction phase of the renourishment.

The work planned during the construction phase includes all of Task 2- Beach Sediment Sampling for $30,440, a portion of Task 4- Supplemental Surveys (south end profiles) for $5,000, and half of Task 6- Benthic Infauna sampling for $33,168. The total for these services is $68,608.

Council authorized $15,000 during the June meeting, which leaves an additional amount to be considered of $53,608.

PROPOSED BUDGET

TABLE A. Total fees for proposed services.

PROFESSIONAL FEES							
Task	Description	Personnel Costs	Direct Expenses	Total for Each Event	# Events Required	Task Event Totals	
~~1~~	~~Sediment Compaction~~	~~$3,200~~	~~$794~~	~~$3,994~~	~~3~~	~~**$11,982**~~	
2	Beach Sediment Sampling	$7,680	$7,540	$15,220	2	**$30,440**	$30,440
~~3~~	~~Borrow Area Surveys & Sediment Analysis~~	~~$5,600~~	~~$3,570~~	~~$9,170~~	~~3~~	~~**$27,510**~~	
4	Supplemental Surveys (~~Hamilin Creek and~~ South End Profiles)	$5,800	$3,460	$9,260	~~3~~ 2	~~**$27,780**~~	$5,000
~~5~~	~~Additional Comprehensive Survey~~	~~$38,160~~	~~$13,696~~	~~$51,856~~	~~1~~	~~**$51,856**~~	
6	Benthic Infauna - Beach and Borrow Area	$9,120	$7,464	$16,584	~~4~~ 2	~~**$66,336**~~	$33,168
					Project Grand Total (Tasks 1–6)	~~**$215,904**~~	$68,608

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AMENDMENT #2 TO AGREEMENT FOR PROFESSIONAL SERVICES

[CSE 2618] [22 June 2026]

Permit Required Post-Project Monitoring Services
Isle of Palms Beach Nourishment
Charleston County, South Carolina

INTRODUCTION

This is Amendment #2 to the Agreement between CSE and The City of Isle of Palms (IOP) for professional services in connection with permit-required beach monitoring for the Isle of Palms Beach Nourishment Project. It covers certain permit-required pre- and post-project environmental monitoring of the beach and borrow area. The services herein are in addition to regular monitoring efforts currently sponsored by IOP, including semi-annual beach profile surveys and aerial imagery. Note that several permit-required monitoring efforts, including profile surveys, aerial imagery, and escarpment monitoring, will be satisfied by the work included in the annual monitoring efforts currently under contract between CSE and the City, and those requirements will not be duplicated here.

Pre- and post-project surveys are required under state and federal permits (Permit No. SAC-2025-01066). The data collected from these surveys are used to protect endangered species, track the beach's physical condition after nourishment, quantify sand volume changes, and establish the baseline beach condition before hurricane season each year. The monitoring results can also be used to identify erosion hot spots and to recommend small-scale maintenance, such as renourishment, sand fencing, and/or sand scraping, to extend the life of the project.

SUMMARY OF WORK

The following proposal amendment outlines the specific monitoring elements required over the first three years after project construction that are not included in existing monitoring services. Note that the additional surveys included herein are scheduled to coincide with the remaining beach monitoring services under CSE's existing agreement with the City, with the addition of one semi-annual survey to complete the 2029 calendar year's monitoring requirements. This would provide all of the permit-required monitoring through the Year 3 post-project condition. The additional scope of services varies each year based on permit requirements.

The proposal describes the work in detail across six tasks and includes excerpts of the requirements specified in the special conditions of the project permits.

RELATIONSHIP TO PRIOR SERVICES AND PROJECT COSTS

CSE is presently under contract with the City of Isle of Palms for coastal engineering services for implementing the upcoming beach nourishment project (CSE Job# 2623) and for semi-annual monitoring (CSE Job#2618). The present proposal covers separate physical monitoring before and after nourishment construction and does not duplicate any previously approved services. Certain components of the permit-required monitoring are covered by the existing work, including pre- and post-project beach profile surveys and aerial imagery collection. The current monitoring agreement includes surveys scheduled through February 2029, which is estimated to be 2.5 years after construction. For the present amendment, one additional beach profile survey is included to satisfy the year 3 beach profile survey requirement. Fees and expenses are presented based on the annual cost for services.

A post-storm survey is <u>not</u> included in the proposal. If a declared emergency occurs during this monitoring period, beach conditions should be surveyed as soon as road and sea conditions allow. Timely surveys will be useful for post-storm planning, assessing the extent of impacts to the project areas, and FEMA disaster assistance.

POST-PROJECT MONITORING REQUIRED BY STATE AND FEDERAL PERMITS

The Permit Special Conditions require that the Permittee (IOP) accomplish certain post-project monitoring over a 5-year period following construction. It states that monitoring requirements include a range of physical and biological measurements. T<u>he present amendment only covers the monitoring requirements that are not currently included in semi-annual surveys and applies for the first three years following construction</u>. It also includes additional surveys of Hamlin Creek, which are not required by the permit, but are recommended to document potential shoaling of the creek following nourishment.

Monitoring encompasses beach surveys, bathymetric surveys, beach and borrow area sediment sampling, aerial photographs, compaction measurements, escarpment observations, lighting surveys, and benthic invertebrate monitoring. The permit provides a schedule of required monitoring events (Figure A). Items that are covered by services already under agreement are indicated. Note that benthic monitoring is required if the project occurs between 1 April and 30 September. Based on the current project schedule, dredging will occur during this period, and benthic monitoring will be required according to the schedule identified in state permit condition #23. Also note that the permit increases the density of beach profile lines in Project Reach 3 to include profiles spaced every 250 feet (ft). Presently, CSE obtains profiles every 400–500 ft along that area. The new requirements add ~15 new profile lines along Project Reach 3 (monitoring Reaches 1 and 2).

State Permit Condition #21*. The applicant shall perform monitoring of the project and borrow sites, and monitoring reports shall be submitted to SCDES-BCM and USACE according to the schedule described in Special Condition #22. The monitoring will include the following:*

a) *Beach profile (topographic) surveys beginning at a point landward of the stable dune or seawalls and extending to depths of -12 feet NAVD, or a distance of 3,000 feet from the shoreline, whichever is closer, shall be performed for the following reaches:*

   Profiles for Reach 1 fill area are not to exceed 200 feet in spacing in the alongshore direction. Profiles for Reach 2 fill area are not to exceed 200 feet in spacing in the alongshore direction. Profiles for Reach 3 fill area are not to exceed 250 feet in spacing in the alongshore direction. Post-construction surveys shall compare beach volumes and contour positions to before-and-after project conditions to document beach volume changes and identify any erosion hotspots.

b) *Bathymetric surveys of the borrow area utilized for the renourishment project shall encompass the boundaries of the dredge area and shall include a minimum 400-foot buffer along the outside of the area. Bathymetric surveys shall be completed using track lines at a spacing not to exceed 100 feet.*

c) *Beach sediment samples shall be collected at stations spaced 200 feet apart along the shoreline. Samples from each station shall be taken using a push core at the toe of the dune, crest of the berm, mid beach face, and shallow underwater zone. Samples shall be dried and tested for grain size distribution and shell content.* <u>* NOTE: CSE requested the state reduce the sampling effort to include stations spaced 1,000 lf apart. This was accepted by the state via email dated 22 June 2026.</u>

d) *Borrow area surficial sediment samples shall be taken using push cores with a diameter of 10 centimeters and a depth of 10 centimeters. A total of 10 random samples shall be taken from the borrow area utilized for the project. Samples will be analyzed for grain size, shell content, and mud content.*

e) *Aerial photographs of the project area and adjacent and downdrift beach areas shall be collected.*

f) *Compaction of the renourished beach shall be monitored as described in the USFWS BO.*

g) *Escarpment formation along the renourished beach shall be monitored as described in the USFWS BO.*

State Permit Condition #22*. The corresponding surveys and monitoring reports shall be performed on the following schedule:*

a) Beach profile (topographic) surveys – Performed pre-project within 90 days prior to initiation of construction, post-project within 30 days of construction completion, and then performed annually for 3 years from the post-project survey date.

b) Bathymetric surveys – Performed pre-project within 90 days prior to initiation of construction, post-project within 30 days of construction completion, and then performed 1, 3, and 5 years from the post-project survey date.

c) Beach sediment samples – Collected pre-project within 90 days prior to initiation of construction and post-project within 30 days of construction completion.

d) Borrow area surficial sediment samples - Collected pre-project within 90 days prior to initiation of construction, post-project within 30 days of construction completion, and then collected 1, 3, and 5 years from the post-project sample collection date.

e) Aerial photographs – Performed pre-project within 90 days prior to initiation of construction, post-project within 30 days of construction completion, and then performed annually for 3 years from the post-project flight date.

f) Compaction – Performed post-project within 30 days of construction completion and then performed within 30 days prior to May 1 for three subsequent years unless compaction results are within the native beach range after the first subsequent year.

g) Escarpment formation monitoring – Performed post-project within 30 days of construction completion and then performed within 30 days prior to May 1 for three subsequent years if sand in the project area still remains on the dry beach.

State Permit Condition #23*: In addition to the monitoring requirements described in Special Condition # 22, if dredging extends into the spring or summer season (April 1 to September 30), the applicant shall perform benthic infauna monitoring of the beach and borrow area. Monitoring will include collecting 10 random samples within the impact areas (borrow area and fill areas) and 10 samples in surrounding control areas. For the borrow area, samples will be collected immediately before and after dredging, and 1 year and 3 years post-dredging (during the same season as the immediate post-dredging survey). For the beach areas, samples will be collected immediately before dredging, and then 1 month, 6 months, and 1 year post-dredging. The 1-year post-sample* *will be collected during the same season as the pre-dredging survey. For the beach samples, the sampling design will follow procedures for recent similar studies in South Carolina with each site sampled over a 100 meter area along transects spaced 10 meters apart and samples collected at a random location along the transect between the MSL and MLW contours. The benthic infauna monitoring data and analysis shall be included in the annual monitoring reports submitted to USACE and SCDES-BCM.*

Report	TABLE 1: Required Monitoring Information, Comparisons, and Analysis						
	Beach Profile Figures	Bathymetric Survey Figures	Beach Sediment Samples	Borrow Area Sediment Samples	Aerial Photos	Compaction	Escarpments
Pre-Project	X	X	X	X	X		
Baseline (Post-Project)	X	X	X	X	X	X	X
Year 1 Annual Report	X	X		X	X	X	X
Year 2 Annual Report	X				X	X	X
Year 3 Annual Report	X	X		X	X	X	X
Year 5 Annual Report		X		X			

FIGURE A. Summary of pre- and post-construction physical monitoring required under the permits for the Isle of Palms Beach Nourishment Project. Pre- and immediate post-project data collection were conducted in accordance with the original proposal and agreement for nourishment (CSE 2623). Items in green are included in existing agreements between the City and CSE for nourishment and/or monitoring services. Note that benthic invertebrate monitoring is not shown in this excerpt from the state permit. That monitoring requires four sampling efforts, each for beach fill area and borrow area sampling. Those events will occur per the schedule provided in Special Condition #23 above.

In addition to the requirements of the state and federal permits, conservation measures from the US Fish and Wildlife Service Programmatic Biological Opinion (PBO) are incorporated by reference in the permits. The PBO includes requirements for the dredge company to protect sea turtles, shorebirds, and manatees; however, there are additional requirements for pre- and post-construction shorebird and habitat quality assessments for shorebirds that are not part of the dredging company's work. The City has secured shorebird monitoring to account for the pre-project surveys (c/o Lori Sheridan Wilson – Dewees Island biologist). A shorebird habitat quality assessment includes the collection of imagery and elevation data, and analysis of that data to quantify the extents of dry-sand beach, intertidal depressions, vegetated areas, and other features utilized by piping plover and rufa red knots. The field data collection component of this survey is included in the beach profile and aerial imagery portions of permit-required monitoring, provided that imagery is collected in a manner that enables the creation of accurate elevation models via photogrammetry. Habitat analysis, data collection, and reporting are additional tasks.

The specific methodology for each physical monitoring item required under the project permit and to be conducted under the present proposal by CSE will be as prescribed in the Permit Special Conditions or as detailed herein under each task. We are proposing budget amendments for each year according to the specific permit requirements for that year. Acceptance of this amendment will provide sufficient monitoring services to complete all permit-required monitoring of the nourishment project.

MONITORING SCOPE OF WORK

Task 1) Sand Compaction Monitoring — Three Events (March 2027, March 2028, and March 2029)

CSE will conduct three sand compaction surveys prior to turtle nesting season around March each year. Sand compaction will be measured by a cone penetrometer at 500 ft intervals along the beach nourishment template and a control area at the center of the island. At each locality, two stations will be sampled. The first will be near the base of the dune, and the second will be midway between the dune line and the high water line. At each station, the cone penetrometer will be pushed to depths of 6”, 12”, and 18”, and compaction will be recorded at each depth. CSE will prepare and submit data reports and summary statistics on the results within 20 days for review by officials, and determine whether beach filling is required. Should the resource agencies waive this monitoring requirement after the Year 1 data collection and report, CSE will remove the remaining budget for this task item from the proposal. A report will be submitted to USACE, SCDES-BCM, SCDNR, and USFWS as required under the project permits soon after each survey.

Task 2) Beach Sediment Sampling

CSE proposes to collect beach and borrow area sediment samples for analysis according to permit conditions 21(c) and 21(d). Beach samples will be collected at 200 ft alongshore spacing within the fill limits at the toe of the dune, crest of the berm, mid beach face, and shallow underwater zone. Samples will be dried and processed for grain-size analysis (using quarter phi intervals) and for shell content. Results will be graphed and summarized using in-house software. Data will be analyzed for cross- and along-shore trends that show variations in sediment characteristics along the island, and between the dune, beach, and inshore zones. A summary of pre- and post-project changes will be provided and included in the final report for the nourishment project. Due to the high density of samples, approximately 400 beach sediment samples are required for each of the pre- and post-project monitoring efforts.

** NOTE: CSE requested the state reduce the sampling effort to include stations spaced 1,000 lf apart. This was accepted by the state via email dated 22 June 2026.*

Task 3) Borrow area surveys and sediment sampling

In the borrow area, surveys are required pre-project, post-project, and in years 1, 3, and 5 post-project. The pre- and post-project surveys are included in the current beach nourishment engineering agreement between the City and CSE. The proposed amendment includes the three out-year surveys. The task includes a detailed bathymetric survey of the borrow area, using the same equipment and survey plan as in the existing scope of work. Surveys include line spacing not to exceed 100 ft and extending a minimum of 400 ft beyond the limits of any dredged area. Additionally, sediment samples are required in the same years and include 10 samples in the dredged area. CSE proposes to obtain these samples during the same deployment as the bathymetric survey. Sediment samples will be processed to determine grain-size distribution, shell content, and mud content.

Data from the bathymetric survey will be used to calculate infilling of the borrow areas and to determine whether any topographical changes occur following the project. Sediment analysis will identify the quality of material infilling the areas over time, which corresponds to long-term impacts to the benthic community and the potential for an area to be reused for nourishment in the future. Results of the analyses will be included in annual monitoring reports under a new section dedicated to permit-required monitoring of the 2026 nourishment project.

Task 4) Supplemental Surveys – Permit-Required Beach Surveys and Hamlin Creek

This task includes time and expenses required to complete the additional ~15 survey profiles required by the state along project Reach 3, as well as annual surveys of the Hamlin Creek area to monitor whether any shoaling of the creek system occurs following the project. These surveys would supplement the semi-annual surveys currently sponsored by the City and be conducted in years 1, 2, and 3 following the project. The beach profile surveys would be obtained in a similar manner as the normal survey, with data being obtained between the landward toe of the existing dune and extending seaward to a depth of at least -12 ft NAVD (or a distance of 3,000 ft from the dune, whichever is shorter).

The Hamlin Creek survey effort will repeat the pre-project survey of that area annually. The pre-project survey included obtaining short borings of the shoal areas of the creek system to assess the potential for future beneficial-use projects. This task eliminates the borings in favor of surface sediment samples, which will be used to assess the character of any material infilling the creek system over time. Surface sediment samples are a more cost-effective option for out-year monitoring. Should the survey results suggest shoaling induced by the nourishment project, CSE would recommend a more extensive sediment analysis of the area.

Task 5) Additional Beach and Inshore Surveys

This task includes one additional comprehensive survey of the island to complete the permit-required beach profile surveys identified in the permit (that span for three years following construction). The task essentially extends the current monitoring agreement between CSE and the City by 6 months and includes the preparation and submission of a comprehensive report, as described in the original monitoring agreement. The report would include a summary of the results of the Year 3 permit monitoring efforts, including borrow area surveys.

Task 6) Benthic Infauna Monitoring

Permits require that benthic infauna in the beach and borrow area be monitored if portions of the project are completed between 1 April and 30 September. Benthic infauna monitoring involves the collection of a prescribed volume of sediment within the impact and control sites, preservation of the biota within the sample, and identification and enumeration of the principal classes of organisms generally separated into worms, crustaceans, bivalves, and others. The permit condition requires the collection of 10 samples each in the impact area (beach fill area and offshore dredged area) and control areas (un-nourished areas of the beach and un-dredged areas adjacent to the borrow area). For the beach area, samples are required pre- and post-project, and 6 and 12 months post-project (4 total sampling events and 80 total samples). For the borrow area, the sampling schedule is pre- and post-project, and years 1 and 3 post-project (4 total sampling events and 80 total samples). Altogether, the permit requires 80 benthic infauna samples. CSE will schedule Borrow Area benthic sampling to coincide with bathymetric surveys of the areas, thereby reducing costs to the City.

CSE proposes to perform the required work using in-house equipment and personnel. Samples will be obtained via 10 cm push-cores, and preserved with a solution of formaldehyde and stain. Samples will be transported in a cooler to the laboratory, where each sample will be sorted and infauna separated into the primary groups and counted under a microscope. Data will be tabulated, and impact analyses will be performed using standard two-way ANOVA analysis to identify significant differences between impact and control sites.

Sediment samples will be obtained during the sampling effort at each location a benthic sample is obtained. These samples will be processed for grain size, shell, and mud content following similar procedures as mentioned previously. Sediment character will be compared to the benthic infauna results to determine relationships between the recovery of the benthic community and the sediment character. The results will be included in the annual monitoring reports within a section dedicated to permit-required monitoring.

SUMMARY OF SCOPE OF WORK

In summary, this proposal covers specific surveys and monitoring efforts over three years (July 2026–December 2029) for the purposes of complying with permit conditions and monitoring the performance of the 2026 Isle of Palms beach nourishment. Three (3) annual reports will be submitted covering the results of each survey. The annual reports will include:

- Data collection methodology
- Survey control information
- Plotted profiles (including comparative profiles for selected dates)
- Profile volume analyses for representative lenses (contour intervals)
- Net volume changes by profile and reach
- Linear shoreline change analysis
- Calculation of nourishment volumes remaining in the project area
- Borrow area surveys, sediment testing results, and calculation of infilling rates
- Results of escarpment and compaction analyses
- Aerial photos, digital elevation models, and maps of representative vegetation lines and reference contours such as local mean high water
- General notes on the beach condition and identification of erosion hot spots
- Recommendations for dune enhancement and general beach maintenance
- An executive summary of findings and recommendations

The scope of services is in accordance with state and federal permit requirements. CSE acknowledges that the scope of services proposed herein is to be performed at the discretion of the City IOP on an as-required basis, and believes that they fully encompass all physical monitoring requirements.

All data will be carefully checked for QA/QC in accordance with industry-standard protocols and made available to the state (c/o SCDES-BCM) for independent review and analysis by third-party observers, if requested by regulatory agencies. The data will be archived with historical data and provided in a format accessible to SCDES-BCM, SCDNR, and USFWS for potential future analysis by third-party observers.

SERVICES NOT COVERED UNDER THIS AMENDMENT

The present proposal does not include post-storm surveys or liaison and coordination with state or federal officials following a declared emergency. CSE will provide such services upon the City's request at the earliest possible time and upon approval of a separate amendment proposal, scope of services, and budget.

PROPOSED BUDGET

TABLE A. Total fees for proposed services.

PROFESSIONAL FEES						
Task	**Description**	**Personnel Costs**	**Direct Expenses**	**Total for Each Event**	**# Events Required**	**Task Event Totals**
1	Sediment Compaction	$3,200	$794	$3,994	3	**$11,982**
2	Beach Sediment Sampling	$7,680	$7,540	$15,220	2	**$30,440**
3	Borrow Area Surveys & Sediment Analysis	$5,600	$3,570	$9,170	3	**$27,510**
4	Supplemental Surveys (Hamilin Creek and South End Profiles)	$5,800	$3,460	$9,260	3	**$27,780**
5	Additional Comprehensive Survey	$38,160	$13,696	$51,856	1	**$51,856**
6	Benthic Infauna - Beach and Borrow Area	$9,120	$7,464	$16,584	4	**$66,336**
Project Grand Total (Tasks 1–6)						**$215,904**

FEE SCHEDULE

[Effective through 31 December 2029]

The professional fee for our services will be based on the charges listed below. All fee quotations are estimates, and actual prices are based on actual time and expenses incurred by Coastal Science & Engineering unless otherwise stated in the proposal. All rates are listed in U.S. dollars.

Title	**Category Rate**
Senior Principal	195.00
Project Engineer (Sr Coastal Engineer)	175.00
Project Manager	175.00
Senior Technical Associate/UAV Pilot	150.00
Senior CAD Designer	125.00
Professional & Administrative Staff	100.00
Field/Technical Assistants	100.00

Fees by task are based on estimated person-days to accomplish the scope of services detailed herein. In-office expenses include communication, copying, insurance (etc.), and are charged as a percentage (5%) of fees rather than separate itemization. Direct expenses include travel (standard U.S. government mileage rate), lodging and per diem, 4-by-4 beach vehicle rental at $120/day, survey boat rental at $1,500/day, RTK-GPS rental at $400/day per unit, fuel and dockage at cost, sediment testing at $60/sample, and field supplies at cost. Lodging costs and per diem are estimated at $160 per room/night and $85 per person/day, respectively.

Orthophotography will be accomplished via UAV and provide spatially rectified images representing the earth's surface in the area of coverage. It can be imported and utilized to create a Geographic Information System (GIS) and defined coordinate system.

Billing Schedule: CSE will invoice monthly for services performed the prior month with an itemization of direct expenses. CSE reserves the right to transfer funds between tasks to accomplish the work expeditiously, provided the total cost of services does not exceed the indicated budget.

BLUE RIDGE
creative marketing

City of Isle of Palms South Carolina

RFP 2026.02 CITY BRANDING

Presented by Blue Ridge Creative Marketing | 5/6/2026

TABLE OF CONTENTS

EXECUTIVE SUMMARY

The City of Isle of Palms exists at an intersection of multiple identities – a close-knit residential coastal community, a destination for families drawn to the South Carolina shoreline, and a municipal government serving residents while welcoming visitors. It's this complexity that makes this branding initiative both important _and_ nuanced.

The challenge is not creating a new visual identity. It's creating alignment across communication, perception, and experience.

Currently, inconsistent messaging and visual application across departments and public-facing materials create fragmentation that weakens recognition and blurs perception. At the same time, Isle of Palms is navigating the more delicate balance of honoring resident identity, supporting tourism, and protecting long-term community value without losing what makes it distinct.

With deep roots in the Coastal Carolinas, we understand the responsibility that comes with shaping the identity of a place like Isle of Palms. Beyond a destination – these cities are emotional landmarks woven into infinite family traditions, memory, identity, and *return*.

We at Blue Ridge Creative Marketing approach branding as an infrastructure – a system that must function *beyond* the color palette. Our process combines research, stakeholder engagement, strategic positioning, and implementation planning to create a cohesive, *lasting* identity that is emotionally resonant, operationally usable, and adaptable across City departments and public-facing communications.

Our goal is to help the City of Isle of Palms establish a brand that brings clarity and consistency to strengthen the connection between the island, its residents, the families who continue to return to it – and those who haven't found it yet.

UNDERSTANDING THE OPPORTUNITY

A successful municipal brand doesn't purely define how a place looks. It shapes how it is experienced, communicated, and sustained over time.

For Isle of Palms, this means creating a brand system that reflects the character of the island while supporting clear communication across civic initiatives, tourism efforts, public engagement, and future growth.

Isle of Palms has a genuine identity, built over generations – where returning families summer and first-time visitors become enamored. A place where quiet neighborhood routines exist alongside world-class amenities. The goal is not to prioritize one audience over another, but to create a framework that respects the realities of both while holding both truths in balance.

The right identity positions Isle of Palms as something worth protecting. The coastal landscape shapes not only the visual character, but also the pace, atmosphere, and values associated with the community itself. As coastal communities face increased pressure tied to rapid growth and development, a brand that signals stewardship as much as it signals welcome becomes essential to preserving the very beaches, marshes, and tidal waterways that define the island and shape lasting memories.

Done well, this initiative establishes more than consistency. It creates a shared framework that allows the City to communicate clearly, evolve intentionally, and sustain its identity over time. This initiative presents an opportunity to establish a clear, adaptable framework that strengthens recognition and supports long-term brand stewardship across all City touchpoints.

STRATEGIC POINT OF VIEW

Most destination brands fail because they are built outward – often losing sight of the very thing that makes it meaningful to begin with. The best ones are built to honor the people who already call it home while inviting visitors to share in the belonging.

We approach destination branding differently. Rather than starting with what a place wants to say, we start with how it is lived – by residents and returning visitors alike – to identify the foundation for a structured reflection of its reality.

From there, our role is to translate what already exists into a system that holds over time, guides decisions, maintains consistency, and evolves without losing its core.

We do this by:

- **Belonging before marketing.** Our team of near-locals and outsiders engage residents, visitors, and City stakeholders before ideation comes to mind.
- **Building a system, not a moment.** A logo is a signature, not a brand. A system determines how an institution shows up, follows through, and is remembered.
- **Having an outsider, near-local advantage.** While not a government branding agency, our experience is rooted in industries where brands have to earn attention and hold trust across varying audiences. And, while not local to the Isle of Palms, we're near-local outsiders with a penchant for the same preservation. Same muscles, different movements.

The Isle of Palms has a real story. A real character. And, real people who love it in a specific, irreplaceable way.

Let's make it impossible to overlook.

PROJECT APPROACH

The project is structured across four key phases over a 5-month timeline – moving from alignment through implementation with clear milestones, defined deliverables, and consistent stakeholder involvement.

Each phase builds on the previous to ensure that strategy informs creative and that creative is delivered in a format that can be applied across City departments, communications, and skillsets. City staff will be engaged at key points throughout the process to provide input, review progress, and guide decision-making.

PROJECT PHASES:
Phase 1: Onboarding & Discovery (2-4 Weeks)
Phase 2: Strategic Foundation (4-6 Weeks)
Phase 3: Creative Development (8-12 Weeks)
Phase 4: Implementation & Rollout (2-4 Weeks)

PHASE 1: ONBOARDING & DISCOVERY

Timeline
2 Weeks Onboarding + 2-4 Weeks Development

Objective
Establish a comprehensive understanding of the City's current brand landscape, stakeholder priorities, and the key factors influencing both internal operations and external perception.

Onboarding
Before strategy can begin, the groundwork has to be laid. During onboarding we meet the core City team, collect existing brand assets and documentation, gain access to relevant digital channels and analytics, and align on communication cadence and project logistics. It's the week that makes every other week run smoothly.

Immersion-Led Discovery
Our approach begins with immersion. Before strategy is developed or creative concepts are explored, it is essential to understand a place through direct experience, observation, and conversation.

For Isle of Palms, this means experiencing the Island as both a visitor and a resident. We will walk beach access points and commercial corridors, spend time in public spaces, observe how families move through the environment, and engage with local businesses and community members.

PROJECT APPROACH

We will pay close attention to how the Island feels at different times of day and how its pace shifts between peak visitation and quieter, residential moments.

The strongest destination brands are built from the intersection of perception and lived experience – not simply from what is marketed, but from what people genuinely connect with emotionally.

Through this process, we identify:

- What residents value and protect about the community
- What visitors are emotionally drawn to
- Where gaps exist between perception and reality
- Opportunities for stronger positioning and storytelling alignment
- Existing brand inconsistencies or missed opportunities

This discovery phase uncovers the emotional and cultural foundation that supports long-term brand consistency and relevance, while capturing the core of what makes it unique.

Review & Approval
Findings will be presented to the IOP team for review and validation prior to advancing to Phase 2.

PHASE 2: RESEARCH, ALIGNMENT & STRATEGY

Timeline
4-6 Weeks Development

Objective
Develop a clear, actionable strategy that aligns stakeholder input with the City's long-term vision, operational needs, and positioning as a family-friendly beach destination that responsibly manages growth.

Research & Engagement
Research is foundational to understanding community identity, visitor perception, and long-term direction. We begin by reviewing existing brand materials, tourism positioning, communication systems, and peer businesses to identify what's working, what's not, and where the real opportunities exist.

PROJECT APPROACH

From there, we work with stakeholders to close information gaps, define success metrics, and ensure resources are focused where they matter most.
Quantitative insights are always balanced with human input, grounding the work in both data and lived experience.

And, direct stakeholder engagement is built into the process from the start, ensuring the people who shape Isle of Palms are reflected in how it moves forward.

Our engagement process includes:

- Stakeholder interviews
- Workshops and collaborative feedback sessions
- Audience and visitor perception analysis
- Competitive and regional positioning review
- Messaging and visual consistency audits
- Research into tourism and destination search behavior

Visitors connect with what feels authentic. People (and the stories they carry) are the fabric and our approach ensures the Isle of Palms community is represented in the brand as much as it is active in shaping its voice and direction.

Strategic Foundation
The insights gathered through discovery and engagement are translated into a clear strategic foundation that guides all work moving forward. This includes defining positioning, messaging structure, and success criteria – ensuring every creative decision is grounded in a shared understanding of what Isle of Palms stands for and how it should show up.

Establishing this foundation early harbors alignment, reduces subjectivity, and provides the structure needed for the brand to be applied consistently.

Review & Approval
Strategy will be presented to the IOP team for feedback and formal approval prior to initiating creative development.

PROJECT APPROACH

PHASE 3: CREATIVE DEVELOPMENT

Timeline
8-12 Weeks Development

Objective
Translate the approved strategy into a cohesive, flexible brand identity system that can be consistently applied across City departments and communication channels.

Approach
Creative development is grounded in the strategic foundation established in Phase 2. Positioning, messaging, and voice are translated into a visual and verbal system that reflects how Isle of Palms should be experienced – clearly, consistently, and across all use cases.

Rather than separating narrative and design, both are developed in tandem to ensure alignment between what the City says and how it shows up.

This phase includes:

- Brand positioning refinement (as needed for creative translation)
- Messaging framework and voice application
- Visual identity exploration (2–3 distinct directions)
- Logo and seal development
- Typography, color, and visual language systems
- Concept application across real-world use cases (digital, print, civic materials)

Development Process
We will present multiple distinct brand directions to City staff and Council to be evaluated not only on aesthetic strength, but on how well they function across real scenarios – from official documents to tourism-facing materials.

A structured feedback process will guide refinement, ensuring alignment and clarity before finalization. The result is a fully realized brand identity system and a cohesive framework that translates strategy into consistent, usable expression across all City touchpoints.

Review & Approval
Concepts will be presented for review, with iterative revisions incorporated based on City feedback until final approval is achieved.

PROJECT APPROACH

PHASE 4: IMPLEMENTATION & ROLLOUT

Timeline
4 Weeks Development
2-4 Weeks Development Offboarding
3 Years Ongoing Guidance

Objective
Provide the City with a complete, usable brand system with the tools and training required to implement, manage, and sustain the brand over time.

Approach
This phase ensures the brand is not only delivered, but *adopted*. Strategy and creative are translated into practical tools, clear guidelines, and a structured rollout that supports consistent use across channels. We'll focus on usability to ensure City staff can confidently apply the brand in day-to-day operations.

This includes:

- Rollout strategy and implementation planning
- Brand governance and usage guidelines
- Communication planning and launch support
- Internal brand usage recommendations
- Template and application guidance across key touchpoints
- Staff training and onboarding support

The result is a fully operational brand system supported by clear standards, accessible tools, and a defined path for adoption.

3-Year Consultative Guidance Period
Following rollout, we provide ongoing strategic guidance through scheduled quarterly check-ins. These sessions are designed to review implementation progress, address challenges, and provide recommendations to support consistency and evolution over time.

Review & Approval
Final presentation and handoff to City leadership and staff, including all assets and documentation required for ongoing use.

PROJECT DELIVERABLES

The City of Isle of Palms will receive a complete, integrated brand system with deliverables structured to ensure immediate usability and long-term sustainability.

DELIVERABLES OVERVIEW

Executive Summary Report
Key findings and insights from discovery and research

Brand Strategy Framework
Positioning, messaging structure, and success criteria

Visual Identity System
Logo, seal, typography, color, and visual language

Brand Guidelines & Standards
Usage rules and application guidance across departments

Templates & Communication Toolkit
Ready-to-use materials for day-to-day operations

Editable Asset Library
All final assets delivered in industry-standard formats

Implementation & Rollout Plan
Launch strategy and adoption framework

Three-Year Brand Stewardship Strategy
Long-term guidance for consistency and evolution

Training & Handoff
Staff onboarding and delivery of all assets and documentation

PROJECT TIMELINE

PHASE		WHAT HAPPENS	KEY DELIVERABLES	DECISION POINTS
ONBOARDING & DISCOVERY	2–4 Weeks	Stakeholder onboarding, asset + data review, immersion into on-the-ground experience and operations	Discovery summary, stakeholder insights, initial findings	Alignment on priorities + success criteria
RESEARCH, ALIGNMENT & STRATEGY	2–4 Weeks	Audience perception analysis, competitive + regional positioning, messaging and visual audits, stakeholder workshops	Research synthesis, opportunity areas, audience definitions	Validation of insights + strategic direction
	2-4 Weeks	Development of positioning, messaging hierarchy, brand narrative, and success metrics	Brand strategy framework, messaging platform, KPIs	Strategy approval
CREATIVE DEVELOPMENT	8–12 Weeks	Translation of strategy into visual identity, brand systems, and real-world applications	Identity concepts, brand system, final brand package	Concept selection + final approval
IMPLEMENTATION & ROLLOUT	2-4 Weeks	Internal rollout planning, training, communications support, and adoption guidance	Rollout plan, training materials, implementation toolkit	Launch readiness + internal alignment

ESTIMATED TIMELINE **4.5-5 MONTHS**

PROJECT ESTIMATE

The following project estimate reflects a strategic, phased approach to developing a cohesive and enduring brand system for the Isle of Palms. Each phase is designed to build upon research, stakeholder insight, and collaborative strategy development to ensure the final identity system is practical, adaptable, and representative of the community it serves.

PHASE 1: ONBOARDING & DISCOVERY $5,000

Access to Data & Current Systems
Access to Brand & Marketing Assets
Org. Structure & Operations Overview
Key Stakeholder Introductions
Brand Strengths & Inconsistencies
Stakeholder Priorities & Areas of Tension
Strategic Considerations to Inform Phase 2
Information & Opportunity Gaps Review
Positioning, Perception & Messaging Review

PHASE 2: RESEARCH, ALIGNMENT & STRATEGY $14,700

Focus Group Interviews
Audience Perception Analysis
Stakeholder Interviews
Competitive & Regional Positioning Review
Messaging & Visual Consistency Audits
Tourism & Destination Research & Search Behavior
Discovery Review // Key Findings & Insights
Alignment Workshop
Audience Definitions
Positioning Statement, Hierarchy & Voice Guidelines
Brand Pillars & Narrative Framework
Measurement Criteria (KPIs)
Brand Strategy Document
Workshops & Collaborative Feedback Sessions

PROJECT ESTIMATE

Blue Ridge creative marketing

PHASE 3: CREATIVE DEVELOPMENT $12,400

Design & Brand Research
Brand Positioning Refinement (for creative direction)
Messaging Framework & Voice Application
Tagline Development & Support Messaging
Visual Identity Exploration (3 Directions)
Logo & Seal Development
Brand System: Typography, Color, Visual Language Systems
Concept Application Mockups (Digital, Print, Civic Materials)
Final: Brand Narrative & Identity Package

PHASE 4: IMPLEMENTATION & ROLLOUT $12,900

Comprehensive Brand Guide
Template & Editable Assets Archive
Workshops & Collaborative Feedback Sessions
3-Year Rollout Plan
Training Sessions
Final Review
Packaged Delivery

3-YEAR CONSULTATIVE GUIDANCE $5,000

Quarterly Reviews
Annual Plan Support

ESTIMATED PROJECT COST	**$50,150**
COST PER INSTALLMENT (6 MONTHS)	$8,358

For an itemized list of deliverables, view Appendix.

RELEVANT EXPERIENCE

TIDES BEVERAGE CO. & TAPROOM

Brand Development & Awareness Campaign

THE CHALLENGE:

Tides Taproom had just undergone a complete reinvention – transitioning from the former Wilmington Bull City Ciderworks into an entirely new brand and concept - including its own beverage line.

With a new name, and product, they faced the classic launch challenge: how do you build awareness and drive consistent foot traffic and sales in a competitive hospitality & F&B market – without an established brand identity or audience?

SERVICES PROVIDED:

- Brand Strategy
- Creative Development
- Graphic Design
- Content Creation
- Paid Advertising
- Copywriting

THE INSIGHT:

Through research in to the local market and cultural trends, we discovered that on the heals of the COVID pandemic *folks were eager for a return to genuine in-person experiences, connection, and something they could share together.*

Using this insight, and thinking of the Taproom as a physical extension of the beverage brand, we formed a brand purpose that tied Tides Taproom and Tides Beverage Co. together cohesively: *To craft a variety of coastal-inspired beverages that bring people together and create memorable moments of connection.*

With such a wide variety of coastal-inspired beverage choices, and a big beautiful space for connection, Tides Beverage Co. was the drink of choice and Tides Taproom was the place to *bring these moments to life - no matter the occasion.*

RELEVANT EXPERIENCE

CREATIVE BRIEF:

Reach
Coastal lifestyle - 21-50 YO

Who
Crave experiences & social connection outside their phones

To
Recognize Tides is the local favorite that provides the variety needed to help connect & share moments together. No matter the occasion.

By
Showing that Tides (and its wide variety) is the beverage & venue choice for connection with others and *sharing in moments together*.

OUR APPROACH:

Brand Positioning
We mapped Tides Taproom to their parent beverage company & built one ownable idea: Tides is the place & beverage of choice to "share the moment." Every piece of content tied back to this.

Content Engine
A weekly events content calendar gave followers a recurring reason to engage and show up: trivia nights, product launches, seasonal specials consistently branded.

Media Mix
A precise blend of organic storytelling and targeted paid social maximized reach with the right audience - locals ready to walk through the door and experience the brand first-hand.

RELEVANT EXPERIENCE

BLUE RIDGE creative marketing

CREATIVE WORK SAMPLES:

THE RESULTS:

Across the **first 90 of our engagement**, Tides Taproom & Beverage Co. saw **consistent sales and social media increases** - both at the bar and on the shelves. A direct result of a cohesive, relatable brand and an increase of people through the doors.

↑91%	↑106%	↑1000+	↑18.5%
Instagram Reach	Content Interactions	New Followers	MoM Sales Growth

RELEVANT EXPERIENCE

BREVARD EXPERIENCE COMPANY

SEO Strategy in Response to Research

THE CHALLENGE:

Brevard Experience Company was a new destination-adjacent brand, working in-tandem with Brevard, NC's Tourism Development Authority to dsitinguish the lifestyle cadence of Brevard and create hyper-local, personalized trip plans for visitors.

Credit for most of the region's high-visibility natural experiences was going to Asheville, even though many of those experiences took place in Brevard. Travelers arriving to Asheville would have a certain impression of what they would find, only to learn the natural attractions were actually in Brevard. The choice was to build independent awareness over time, or work with the behavior that already existed.

SERVICES PROVIDED:

- Competitor Research
- Destination Branding
- SEO
- Copywriting
- Brand Management
- Multi-channel Strategy

THE INSIGHT:

We chose to align with how people were already searching, instead of forcing a new narrative. We developed an SEO-driven content strategy around Asheville's search terms, positioning Brevard as the base for those experiences. Since Brevard Experience Company was still in its early phases of growth and exposure, we prioritized visibility and relevance – using that entry point to introduce a more accurate story for travelers.

The audience searching for Asheville would also get the opportunity to learn about a small, quiet town, only a handful of miles away, that may be more suitable for a relaxing vacation base.

RELEVANT EXPERIENCE

CREATIVE BRIEF:

Reach
Recreation & Outdoor Enthusiasts 31-60 YO

Who
Want to take a WNC mountains vacation

To
Identify Brevard, NC as a slower-paced basecamp for Asheville – ripe for outdoor exploration.

By
Mirror Asheville-ranking SEO strategy in the primary structure of messaging to intercept user searches and opportunistically refer to Brevard.

OUR APPROACH:

Research
We conducted a competitor analysis of Asheville destination brands to determine their appeal models, as well as scouting keyword traffic that related to outdoor and recreational searches in the Asheville area.

Channel Audits
We cherry-picked keywords that most closely related to Brevard Experience Company's core offerings, determining their strategic use as uniformed messaging across channels.

Implementation
Copy and visual creative reflected the Asheville-intercept carefully – guidance without misdirection, while insulating Brevard Experience Company's independent identity.

THE RESULTS:

↑37%

Impressions
3 months post implementation

25%

Highest Traffic Driver
By organic impressions and click-through contribution

↑40%

Non-branded Query Lift
Aligned with Asheville-based discovery

RELEVANT EXPERIENCE

BLUE RIDGE creative marketing

GOODLIGHT CANDLES

Email Marketing & SEO

THE CHALLENGE:

GoodLight had strong product integrity with national distribution and a clear sustainability ethos, but their marketing treated the audience as a single *eco-conscious customer*. In practice, customers arrived with entirely different motivations ranging from ritual, gifting, sustainability, scent, or aesthetic.

Broad messaging reduced relevance, lifecycle touchpoints were generic, timing rarely reflected *actual* user behavior, and growth was driven by volume rather than precision. The solution wasn't more reach, but a bulletproof understanding of those *already* engaging with the brand.

SERVICES PROVIDED:

- Channel Strategy
- Creative Development
- Graphic Design
- Content Creation
- Copywriting
- SEO Strategy
- Automation & Campaign Development

THE INSIGHT:

What looked like one audience was actually a collection of distinct buying mindsets operating under the same brand umbrella. The common thread wasn't who the customer was – it was *why* they were buying in *that moment*.

Once we shifted from demographic *assumptions* to behavioral *intent*, the path forward became crystal clear: customers weren't responding to product alone – they were responding to how, when, and why that product fit into their lives. This signaled that growth wouldn't come from louder messaging, but from more precise alignment between *intent* and *communication*.

RELEVANT EXPERIENCE

CREATIVE BRIEF

Reach
Eco-conscious consumers and repeat buyers

Who
Arrive with different buying intentions

To
See GoodLight not as a single eco-conscious brand, but as the right candle for their specific reason for buying

By
Building a hypersegmented lifecycle and campaign ecosystem rooted in *real* customer behavior, not assumed personas.

OUR APPROACH

Segment Architecture
Rebuilt the audience using behavioral and predictive signals from channel data (alongside SEO search intent) to create a dynamic model that continuously evolved with customer behavior and *intent*.

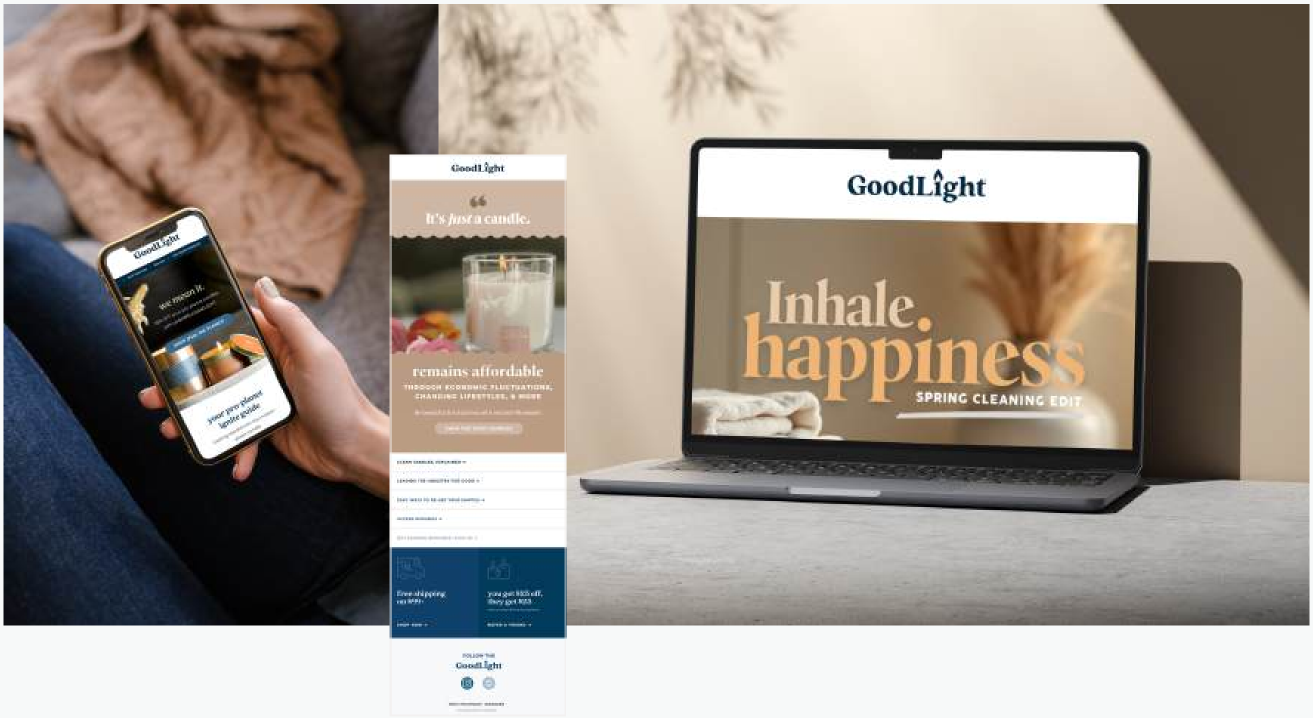
Lifecycle Mapping
Generic flows were replaced with intent-based journeys, aligning messaging, timing, and offers to real customer behavior across first-time, repeat, and at-risk segments.

Campaign Intelligence
Campaigns shifted from broad sends to targeted distribution, using engagement tiers, purchase history, and predicted value – from continuous refinement of segmentation strategy.

RELEVANT EXPERIENCE

BLUE RIDGE creative marketing

CREATIVE WORK SAMPLES:



THE RESULTS:

By aligning segmentation with real customer behavior and search-driven intent, GoodLight saw measurable gains in efficiency, retention, and acquisition quality. Performance improved through more relevant entry points, better-timed communication, and stronger alignment between intent and messaging. Email ultimately became the brand's most efficient and reliable revenue driver – by communicating more effectively with the right people at the right time.

↑152%

Conversion Rate

1 year post launch through behavior-based segmentation

↑311%

ROI

From a more efficient, lower-cost program, 1 year post launch

↑45%

Engagement Rate

1 year post launch through targeted messaging

↑20%

Order Rate Lift

From improved communications timing and relevance

MEET THE TEAM

BLUE RIDGE
creative marketing

Nicole Rodzen - Project Leadership & Brand Stewardship
Familiar Outsider Perspective | Charlotte, NC (with origins in Greenville, SC)

Nicole Rodzen will oversee strategic alignment across the project, ensuring the brand vision remains cohesive throughout discovery, stakeholder engagement, creative development, and implementation planning. With experience leading complex brand initiatives from concept to execution, she brings a balance of operational structure and creative leadership that helps projects maintain momentum while navigating multiple stakeholder perspectives.

Lexi Boese - Audience Research & Strategic Insights
True Visitor Lens | Albuquerque, NM

Lexi Boese specializes in translating audience behavior, perception, and engagement into actionable strategic direction. Her role will focus on helping identify audience insights, visitor perception opportunities, and messaging considerations that support the City's positioning as a family-friendly beach destination. Her work will help ensure the brand strategy is grounded in both emotional resonance and audience relevance.

Aaron Lee - Creative Direction & Brand Identity Systems
Near-Local Perspective | Wilmington, NC

Wiith a background shaped by the VCU Brandcenter and over a decade of experience in branding, Aaron specializes in translating strategic brand positioning into visual systems that are both emotionally resonant and highly functional across digital and physical applications. His family has been visiting Isle of Palms for generations, giving him a personal understanding of the island's rhythm, character, and the emotional connection families build with the community over time. His work will guide the development of logo concepts, typography systems, visual language, and scalable brand applications for the City.

MEET THE TEAM

Alexa Saltarelli - Brand Narrative & Strategic Messaging
Familiar Outsider Perspective | Brevard, NC

Alexa Saltarelli will help shape the strategic narrative foundation of the brand, translating research, stakeholder input, and audience insights into a cohesive messaging framework and brand identity direction. Her approach focuses on building brands with clear emotional positioning, intentional messaging systems, and long-term consistency across communication channels.

Amanda Donohue - Content Strategy & Stakeholder Integration
Near-Local Perspective | Wilmington, NC

Amanda Donohue will support messaging development, stakeholder communication, and content strategy throughout the engagement. With a background in journalism and audience-centered storytelling, Amanda brings experience crafting messaging that balances clarity, emotional resonance, and strategic positioning. She will also support client coordination, content alignment, and implementation-focused communication systems throughout the project.

OUR COMMITMENT
TO ISLE OF PALMS

This is not a proposal. It is a commitment — to this island, to the community that calls it home, and to the families who haven't found it yet.

Blue Ridge Creative Marketing is a strategic branding and design agency serving clients across Virginia, North Carolina, and South Carolina. We build emotionally resonant brands for hospitality, healthcare, and community-centered organizations, blending strategic rigor with storytelling that creates lasting connection.

With deep roots in the Coastal Carolinas, we understand that places like Isle of Palms are more than destinations. They are emotional landmarks woven into family traditions, memory, identity, and return. We believe destination branding should reflect that reality: not simply marketing a place, but articulating why people feel drawn back to it again and again.

What we commit to:

We commit to *listening* before we create. The Isle of Palms brand will not come from our imagination alone. It will come from City Council, from staff, from the CVB, and from the community members who know this island in ways no brief can capture. Our stakeholder engagement process is not a formality — it is the creative foundation everything else is built on.

We commit to *honoring* what makes IOP irreplaceable. Isle of Palms is not a generic beach town. It is a residential community with world-class amenities, a small-town feeling, and the rare ability to be something for everyone — from the toddler building her first sandcastle to the grandparent who's been coming back for forty years. We will protect that character in every brand decision we make.

We commit to work that lives *beyond* the launch. A brand is only as good as the people who carry it. Every deliverable we produce — the guidelines, the templates, the implementation plan — will be built for your team to own, use, and evolve with confidence. We'll leave you stronger than we found you.

We commit to being a *true partner*, not just a vendor. Our Wilmington, NC headquarters keeps us close. Our process keeps us accountable. And our personal investment in this island keeps us honest. This engagement matters to us in a way that goes beyond the scope of work — and we'll show that in how we show up, every step of the way.

OUR COMMITMENT TO ISLE OF PALMS

Isle of Palms has always been the kind of place that didn't need to shout to be loved. Part of our job — and the part we are most honored to take on — is helping the world understand why. We pledge to bring our full creativity, our full rigor, and our full hearts to this work.

The families who will make Isle of Palms "theirs" in the years ahead deserve a brand worthy of the memories they haven't made yet. We intend to build it.

— The Blue Ridge Creative Marketing team

APPENDIX

ITEMIZED SCOPE

<table>
<tr><th colspan="2">PHASE</th><th>DELIVERABLES</th><th>COST</th></tr>
<tr><td rowspan="7">1</td><td rowspan="3">ONBOARDING</td><td>Access to Data & Current Systems</td><td rowspan="3">$1,800</td></tr>
<tr><td>Org. Structure & Operations Overview</td></tr>
<tr><td>Key Stakeholder Introductions</td></tr>
<tr><td rowspan="4">DISCOVERY</td><td>Brand Strengths & Inconsistencies</td><td rowspan="4">$3,200</td></tr>
<tr><td>Stakeholder Priorities, Areas of Tension & Phase 2 Considerations</td></tr>
<tr><td>Information & Opportunity Gaps Review</td></tr>
<tr><td>Positioning, Perception & Messaging Review</td></tr>
<tr><td rowspan="14">2</td><td rowspan="8">RESEARCH & ALIGNMENT</td><td>Focus Group Interviews</td><td rowspan="8">$8,600</td></tr>
<tr><td>Audience Perception Analysis</td></tr>
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<tr><td>Alignment Workshop</td></tr>
<tr><td rowspan="6">STRATEGIC FOUNDATION</td><td>Audience Definitions</td><td rowspan="6">$6,100</td></tr>
<tr><td>Positioning Statement, Hierarchy & Voice Guidelines</td></tr>
<tr><td>Brand Pillars & Narrative Framework</td></tr>
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<tr><td>Workshops & Collaborative Feedback Sessions</td></tr>
<tr><td rowspan="9">3</td><td rowspan="9">CREATIVE DEVELOPMENT</td><td>Design & Brand Research</td><td rowspan="9">$12,400</td></tr>
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<tr><td>Template & Editable Assets Archive</td></tr>
<tr><td>Workshops & Collaborative Feedback Sessions</td></tr>
<tr><td>3-Year Rollout Plan</td></tr>
<tr><td>Rollout Strategy & Implementation Plan</td></tr>
<tr><td>Communications & Launch Support Plan</td></tr>
<tr><td>Brand Implementation Training Manual</td></tr>
<tr><td>Training Sessions</td></tr>
<tr><td rowspan="2">5</td><td rowspan="2">GUIDANCE PERIOD</td><td>Quarterly Reviews</td><td rowspan="2">$5,000</td></tr>
<tr><td>Annual Plan Support</td></tr>
<tr><td colspan="3">TOTAL</td><td>$ 50,000.00</td></tr>
</table>

REFERENCES

TIDES BEVERAGE CO. & TAPROOM
Brand Development & Awareness Campaign

Contact: AJ Nelson - Founder & Owner
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GOODLIGHT
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