

2023 Accommodations Tax Funds Request Application

Organization Name: Native Island Business and Community Affairs Assoc, Inc

Project/Event Name: Hilton Head Island Gullah Celebration

Executive Summary

An ATAX Effectiveness Measurement form has been attached to this application.

2023 Accommodations Tax Funds Request Application

| | | |
|---------------------------|-------------------------|----------------------|
| Date Received: 09/02/2022 | Time Received: 10:51 AM | By: Online Submittal |
|---------------------------|-------------------------|----------------------|

Applications will not be accepted if submitted after 4 pm on September 2, 2022

A. SUMMARY OF GRANT REQUEST:

ORGANIZATION NAME: Native Island Business and Community Affairs Assoc, Inc

Project/Event Name: Hilton Head Island Gullah Celebration

Contact Name: Eric C. Turpin Title: Executive Director

Address: 539 William Hilton Parkway, Hilton Head Island, SC 29928

Email Address:

eturpin@nibcaa.org

Contact Phone: 843-255-7303

Event Date: January - December 2023

Event Location: Various Venues on HHI, Virtual

Total Budget: \$395,000.00

Grant Requested: \$235,000.00

Provide a brief summary on the intended use of the grant and how the money would be used. (100 words or less)

In 2023 the Native Island Business and Community Affairs Association (NIBCAA) will celebrate 27 years of hosting the annual Hilton Head Island Gullah Celebration. In celebration of this anniversary NIBCAA intends to provide the same quality of authentic cultural programming through interactive virtual experiences, curated self-guided tours for small groups, and art/food exhibitions that will give tourists a taste of Gullah. NIBCAA is

seeking funding support to driving tourism by promoting Gullah culture through art, food, and music experiences throughout the year with a keen focus on the months of February, May-August, and December.

How does the organization/event either drive tourism to Hilton Head Island or enhance the visitor experience on Hilton Head Island? How is this impact being measured? (100 words or less)

Like many organizations, the Gullah Celebration continues to monitor the impact of COVID-19 and develop programming that continues to drive tourism in a safe manner. The combination of in-person and virtual events has created a new opportunity to drive tourism to our “cultural corner of the South”. From our event data survey, we determined the percentage of visitors, length of stay, and how visitors were informed about the event. Our surveys results show that more than 50% of people attending (in-person or virtual) were first-time visitors. The Gullah Celebration not only continues to increase tourism on Hilton Head Island during the month of February but continues to facilitate the development of the cultural enthusiast market throughout the year.

A. Total Number of Physical Tourists Served: 11,996

A Tourist is considered a non-resident, traveling more than 50 miles to the Town of Hilton Head Island.

B. Total Number of Physical Visitors Served: 4,236

A Visitor is considered a non-resident, who travels 50 miles or less to visit the Town of Hilton Head Island.

C. Total Number of Physical Residents Served: 1,902

A Resident is considered any person who claims their property address within the limits of the Town of Hilton Head Island as their primary residence.

D. Total Number of Physical Patrons Served (A+B+C=D): 18,134

How was the Number of Visitors/Tourists Documented? (250 words or less)

We documented in-person attendance with "Visitors Surveys" and online registrations.

B. DESCRIPTION OF OPERATIONS:

1. For state reporting purposes, give a brief description of the organization.
(250 words or less)

The Hilton Head Island Gullah Celebration showcases the rich cultural heritage of the Gullah people and their history on Hilton Head Island. The Gullah Celebration events showcase the rich heritage of Gullah, the culture of the People that are descendants of West African slaves, and intended to attract patrons and visitors. Gullah is more than simply the language and name of the people; it encompasses the essence of struggle, spirituality, perseverance, and tradition. The mission of the Gullah Celebration is to preserve, protect and promote the Gullah culture by 1. Increasing cultural tourism to Hilton Head Island, 2. presenting a unique celebration that honors the Gullah traditions of the Hilton Head Island/Bluffton/Beaufort Region during February (Black History Month) and the high season of summer, and 3. Generating revenue and creating economic opportunities for Hilton Head Island's small, minority, and/or women business owners. The Gullah Celebration is an industry leader due to its variety of activities and events designed to attract and educate visitors of diverse interests and backgrounds. To enhance the visitors' experience we have developed collaborations with the historic Gullah churches of Hilton Head, Historic Mitchelville Freedom Park, Gullah Heritage Tours, the Gullah Museum of Hilton Head Island, the Arts Center of Coastal Carolina, Heritage Library, Art League of Hilton Head and Island Rec.

2. Describe in detail how the requested grant funding would be used? (250 words or less)

Funds will be used for Marketing Planning, Media Relations, and Creative Vendor Liaison; Social Media, Website Management and Creative Design; Media Buying (TV, Streaming, Radio, Print, Online, Outdoor), and Event Guides, Posters, and Signage; Marketing/Event Staff.

The data-driven strategy is designed to support the cultural education and event promotion campaign about the mystique and magic of Gullah Culture and its history, evolution, and existence on Hilton Head Island. The campaign will include the programs offered throughout the year. Other funds used to facilitate programs listed will come from other state funds, sponsorships, and collaborative partnerships.

3. What impact would partial funding have on the activities, if full funding were not received? What would the organization change to account for partial funding? (100 words or less)

The impact of partial funding on the Gullah Celebration will result in a reduction of the number of events presented during the month of February and a shorten implementation of the summer series from weekly events to a limited number of monthly events. Partial funding will impact the production of the virtual programming, including but not limited to procuring authentic and high-quality talent, a qualified production team and/or the right venue.

4. What is expected economic impact and benefit to the Island's tourism?

(100 words or less)

The Gullah Celebration is designed to increase tourism, but also to facilitate the pathway for the cultural enthusiast market on Hilton Head Island. Based on data from our Visitors Surveys, conducted at each event during previous years, direct economic impacts, resulting from tourists attending our events have been noted from hotels such as the Westin Resort, Marriott Resort, Hampton Inn and Suites and villas in Sea Pines and Palmetto Dunes), guided tours by Gullah Tours; visits to the Coastal Discovery Museum, attending plays at the Arts Center and retail shopping in the area.

5. In order to comply with the State's Tourism Expenditure Review Committee annual reporting requirements, **please classify your current grant request into the following authorized categories:**

- | | |
|---|------|
| 1 - Destination Advertising/Promotion <i>Advertising and promotion of tourism so as to develop and increase tourist attendance through the generation of publicity.</i> | 85 % |
| 2 - Tourism-Related Events <i>Promotion of the arts and cultural events.</i> | 15 % |
| 3 - Tourism-Related Facilities <i>Construction, maintenance and operation of facilities for civic and cultural activities including construction and maintenance of access and other nearby roads and utilities for the facilities.</i> | 0 % |
| 4 - Tourism-Related Public Services <i>The criminal justice system, law enforcement, fire protection, solid waste collection and health facilities when required to serve tourists and tourist facilities. This is based on the estimated percentage of costs directly attributed to tourist. Also includes public facilities such as restrooms, dressing rooms, parks and parking lots.</i> | 0 % |
| 5 - Tourist Public Transportation <i>Tourist shuttle transportation.</i> | 0 % |
| 6 - Waterfront Erosion/Control/Repair <i>Control and repair of waterfront erosion.</i> | 0 % |

7 - Operation of Visitor Information Centers

0 %

Operating visitor information centers.

Total: 100 %

6. If not covered elsewhere in the application, please describe (a) how the organization will collaborate with other organizations to enhance tourism efforts, and (b) provide a venue or service not otherwise available to visitors to the Town of Hilton Head Island. (250 words or less)

Through partnerships such as those listed previously the Gullah Celebration is able to provide visitors and tourists interpretive cultural experiences at local parks which are available for socially distanced visits; traditional Gullah food experiences are provided by licensed local, small business owners because there is only one (1) Gullah restaurant on HHI; at no other venue are visitors and tourists able to interactively participate in Gullah cultural craft and music demonstrations; although 2023 may not be the full-bodied in-person experience visitors and tourists will still be able to have intimate in-person experiences and safe at home virtual experiences with local Gullah artisans that reflect history and heritage of the culture and those experiences result in lasting memories and connections to Hilton Head by the visitor and/or tourists.

7. Additional comments. (250 words or less)

Regional and local marketing of the Gullah Celebration is an integral part of the planning process and has contributed to the success of the annual Gullah Celebration. Our tourism planning centers on strengthening our Gullah Celebration brand to the level of Spoleto and Goombay; and elevating cultural tourism on par with Charleston and Asheville. Other goals include: to show a 10% increase in tourism growth in attendees annually; to do more advertising in

regional and national publications; to get more online exposure and usage, we continue to upgrade our online presence through our website and social media networks. The addition of the Summer Series and Holiday Market is a part of a targeted strategy to supply a regular and high-quality experience for visitors and tourists during higher travel months and to expand the participation of local Gullah people in the Gullah Celebration.

C. FUNDING:

1. Please describe how the organization is currently funded. (100 words or less)

The organization is funded through a combination of local government funds, state government funds, corporate sponsorships, event vending revenue and event merchandise/admission fees.

2. Please also estimate, as a percentage, the source of the organization's total annual funding.

| | | | |
|-----------|-------------------------------------|----------|---|
| <u>80</u> | Government Sources | <u>9</u> | Private Contributions, Donations and Grants |
| 5 | Corporate Support, Sponsors | <u>0</u> | Membership, Dues, Subscriptions |
| <u>6</u> | Ticket Sales, or Sales and Services | <u>0</u> | Other |

3. Has the organization requested other ATAX or any other funding from other public sources or organizations?

Yes X No

If so, please list top 3 sources and amounts.

Beaufort County ATAX \$50,000.00

D. FINANCIAL INFORMATION:

Fiscal Year Disclosure: Start Month: January End Month: December

Financial Statement Requirements:

1. The upcoming year's **operating budget** for the organization.

Budget Years Provided:

2023

2. The previous two years and current year **profit and loss reports** for the organization.

Profit and Loss Years Provided:

2021

2022

2020

3. The previous two years and current year **balance sheets**.

Balance Sheet Years Provided:

2021

2022

2020

4. The previous two years and current year **IRS Form 990 or 990T**.

IRS Form 990 or 990T Years Provided:

2020

2021

E. FINANCIAL GUARANTEES AND PROCEDURES:

1. Provide a copy of the **official minutes** wherein the organization approves the submission of this application.

An official set of minutes have been attached to this application.

2. Indicate whether your organization follows Town procurement guidelines or has its own procurement guidelines which are utilized and followed in the expenditure of ATAX grant funds.
 - Follow Town procurement guidelines
 - Utilize and follow organization's own procurement guidelines
 - Our organization does not have or follow procurement guidelines

F. MEASURING EFFECTIVENESS:

If you received 2021 or 2022 HHI ATAX funds

1. List any ATAX award amounts received in 2021 and/or 2022.

| | | |
|------|--------------|---------------------------------------|
| 2019 | \$120,000.00 | Hilton Head Island Gullah Celebration |
| 2020 | \$125,000.00 | HHI Gullah Celebration |
| 2021 | \$225,000.00 | HHI Gullah Celebration |
| 2022 | \$205,000.00 | HHI Gullah Celebration |

2. How were the ATAX funds used? To what extent were the objectives achieved? The ATAX Effectiveness Measurement spreadsheet available in the application portal will show the numerics. Use the space below for verbal comments. *(200 words or less)*

NIBCAA received an ATAX award amount of \$205,000 for 2022 and

\$225,000 for 2021; The primary objective for the 2022 funds was to restore the in-person activities through the Arts Ob We People Exhibit and Sale and the Gullah Market as the marketing catalysts. The campaigns were successful, resulting in an overall event attendance increase from 2021 to 2022. Moreover, the Gullah Celebration has maintained an average of 30,000+ online visitors per month via gullahcelebration.com.

3. What impact did this have on the success of the organization/event and how did it benefit the community? *(200 words or less)*

The impact of our organizational success and our benefit to the community continues to be realized through strategic partnerships with local organizations and increased exposure for local small businesses. Like many organizations, we were cautious to host indoor programming but this gave our organization the opportunity to access the needs of our local community and to identify areas that we could strategically support the local community. One of those major impacts was the Holiday Market, launched in December 2021. This new addition offered an additional opportunity to the community to create a public market to sell/offer authentic Gullah food, art, and crafts. Many of the local, small businesses do not have an online presence so we are establishing partnerships with many of these businesses to provide patrons, tourists, and visitors a "front porch" experience to their offerings online and in-person.

4. How does the organization measure the effectiveness of both the overall activity and of individual programs? *(200 words or less)*

We conduct Visitor Surveys at each event and use the data generated to evaluate our overall effectiveness. Also, over the

26 years of the Gullah Celebration's existence, we have determined that on average 10% have attended every year, 22% have attended 10 or more and 15% have attended 5 or more Gullah Celebration events of the tourists attending return during the month of February for one or more events of the Gullah Celebration. Our targeted tourist sectors continue to respond in record numbers to our tv, radio, print, and online campaigns targeting visitors staying overnight and day-trippers.

Signature: Eric Turpin

Title/Position: Executive Director

Mailing Address: PO BOX 23452, Hilton Head Island, SC 29925

Email Address: eturpin@nibcaa.org

Office Phone Number: 843-255-7303

Home Phone Number:

HHI ATAX Effective Measurement Form 2022

| Plan | | Results Jan – Aug 2022 | Spent: As of August 2022 | Estimated Goals Sept – Dec 2022 | Estimated Spending: | |
|------------------------------|------------------------|--|-----------------------------|------------------------------------|------------------------|--------------|
| Marketing | | | | | | |
| | Website | Google Analytics: 30,000/mth average | | Google Analytics: 30,000/mth | | |
| | Social Media | Organic Posts Reach: Boosted Posts Reach: | \$17,000 | | \$15,000 | |
| | Print | Island Events, Savannah Scene | \$600 | | | |
| | Billboards | BLIP (28 Boards) | \$7,500 | 28 (SC, GA, NC, FL, OH) | 5000 | |
| | TV/Radio | Streaming, Cable and Network | \$19,000 | | \$15,000 | |
| | Media Days | | | 1 | \$5,000 | |
| | Digital Ads | | \$5,000 | | | |
| | Sponsored E- Blasts | | \$1500 | | \$4,000 | |
| Photography | | | \$1,500 | | | |
| Creative Design | | Total Designs: 10 | \$1,500 | Total Designs: 20 | \$2,500 | |
| Marketing Coordinators I | | | \$20,601.13 | | \$9,945.36 | |
| Marketing Coordinators II | | | \$13,559.10 | | \$9,377.12 | |
| Art Exhibit Coordinator | | | \$6,750 | | \$5000 | |
| Entertainment | | | | | \$15,000 | |
| | | Artists and Performers | \$6,800 | | | |
| Venues | | | \$11,930.87 | | \$5,000 | |
| | | Art Gallery, Virtual Production Sites | | | | |
| | | | 114,081.11 | | \$90,822.48 | |
| | | | | | | \$204,903.59 |



Board Meeting Minutes

DATE: AUGUST 23, 2022 TIME: 6:00 PM MEETING TYPE: LOCATION:
BOARD MEETING ZOOM

MEETING CALLED BY: Roselle Wilson called the meeting to order at 6:01 PM
FACILITATOR: Roselle Wilson
RECORDER: Natasha Aiken - Administrative Assistant
BOARDMEMBERS PRESENT: Curtis Barnwell, Pamela Redmon, Roselle Wilson, David Murray, Quincy Campbell, Nell Hay
STAFF PRESENT: Eric C. Turpin, Natasha Aiken
CONFERENCE CALL IN #: 712-770-4035 PIN: 511380#
NEXT MEETING: September 2022

The Meeting was called to order at 6:01PM by Roselle Wilson.

The Invocation was given by David Murray.

- I. **Approval of Agenda** - Motion made by Nell Hay and seconded by David Murray to accept the agenda.
- II. **Approval of Minutes** - Motion made by Nell Hay and seconded by David Murray to accept the minutes.
- III. **Executive Director's Report - Eric C. Turpin**
 1. Hilton Head Island ATAX
Ask for motion to prepare the content for the 2022 ATAX Application.
Motion made by Nell Hay and seconded by David Murray
Carried unanimously.
- IV. **Financial Report:**
 1. June & Associates presentation to the board on the financial overview of the organization.

The motion to adjourn was moved by Nell Hay and seconded by David Murray. Meeting was adjourned at 6:30PM



**2023 Hilton Head Island Gullah Celebration
Visitor Survey**

Name _____

Permanent Residence: City _____ State _____ Zip _____

• **How did you hear about the Gullah Celebration events?**

Newspaper___ Specify _____ Magazine___ Specify: _____

The Internet ___ Town Highway Signs __ Cable Calendar ___ Radio: ___

Chamber of Commerce/Visitor Center ___ TV: Commercial ___ Streaming Ad: ___

Social Media _____ Specify _____ Other _____

What other 2022 Gullah Celebration events have you attended virtual or in-person?

Are you travelling? If so, please share some information with us that we can use for planning in the future.

• **How are you traveling?**

Automobile _____ Airline _____ Train _____ Group Tour Bus _____

• **Where are you staying while on Hilton Head Island?**

Your Vacation Home ___ Island Resort _____ Villa/Condo ___ Hotel/Motel _____

• **How long will you be staying?**

The Weekend___ 5-Days ___ 7-Days ___ Extended Stay ___ Winter Home ___

Would you like information on the 2023 Hilton Head Island Gullah Celebration?

Yes _____ No _____ *If yes, please complete the questions below.*

Mailing Address _____ **State** _____ **Zip** _____

E-mail Address _____

Phone Number _____

Would you like to receive updates by text? Yes _____ No _____

Hilton Head Island Gullah Celebration

– 2023 Budget –

| Revenue | | Amount |
|-------------------------------------|--|------------------|
| Town of Hilton Head Island | | \$235,000 |
| Beaufort County | | \$50,000 |
| SC Parks, Recreation and Tourism* | | \$30,000 |
| Vendor and Exhibitor Fees | | \$5,000 |
| Admission Fees | | \$20,000 |
| Corporate Sponsorships | | \$20,000 |
| Private Contributions and Donations | | \$35,000 |
| Total Revenue | | \$395,000 |
| | | |
| Expenses | | Amount |
| Marketing | | \$192,500 |
| Virtual Platform | | \$20,000 |
| Entertainment | | \$70,000 |
| Event Staff | | \$65,000 |
| Event Insurance | | \$7,500 |
| Volunteer Appreciation Event | | \$5,000 |
| Accountant | | \$10,000 |
| Legal Counsel | | \$10,000 |
| Miscellaneous | | \$15,000 |
| Total Expenses | | \$395,000 |
| Deficit/Overage | | \$0 |

* Matching Fund

Native Island Business & Community Affairs Assoc. Inc.

08/10/22

Balance Sheet

Accrual Basis

As of June 30, 2022

| | Jun 30, 22 |
|---------------------------------------|-------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| CSB #4848 - NIBCAA | 53,251.26 |
| CSB #0140 Housing/Urban Dev. | 29,799.00 |
| CSB #8128 - On the Hook | 1,454.95 |
| SouthState #1087 (Paypal) | 999.76 |
| SouthState #8395 (Payroll) | 906.92 |
| NIBCAA Community Action Acct. | 8,515.83 |
| Petty Cash for Events | 5,150.00 |
| Total Checking/Savings | 100,077.72 |
| Total Current Assets | 100,077.72 |
| Fixed Assets | |
| Furniture and Equipment | 5,737.99 |
| Real Estate | 32,883.00 |
| Accumulated Depreciation | -1,384.76 |
| Total Fixed Assets | 37,256.23 |
| TOTAL ASSETS | 137,333.95 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Other Current Liabilities | 0.00 |
| Total Current Liabilities | 0.00 |
| Long Term Liabilities | |
| Due to IRS - 941 | 34,065.00 |
| Due to IRS - 990 | 3,000.00 |
| Total Long Term Liabilities | 37,065.00 |
| Total Liabilities | 37,065.00 |
| Equity | |
| Unrestricted Net Assets | 19,064.55 |
| Net Income | 81,204.40 |
| Total Equity | 100,268.95 |
| TOTAL LIABILITIES & EQUITY | 137,333.95 |

Native Island Business & Community Affairs Assoc. Inc.

Balance Sheet
As of December 31, 2021

| | <u>Dec 31, 21</u> | <u>Dec 31, 20</u> |
|--|-------------------------|-------------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| CSB #4848 - NIBCAA | 17,131.07 | 36,618.23 |
| CSB #0140 Housing/Urban Dev. | 92.00 | 0.00 |
| CSB #8128 - On the Hook | 1,304.95 | 232.84 |
| SouthState #1087 (Paypal) | 2,895.70 | 509.06 |
| SouthState #8395 (Payroll) | 664.01 | 1,421.89 |
| NIBCAA Community Action Acct. | 9,585.59 | 9,585.59 |
| Petty Cash for Events | 4,400.00 | 1,700.00 |
| Total Checking/Savings | <u>36,073.32</u> | <u>50,067.71</u> |
| Total Current Assets | <u>36,073.32</u> | <u>50,067.71</u> |
| Fixed Assets | | |
| Furniture and Equipment | 1,424.98 | 1,424.98 |
| Real Estate | 32,883.00 | 32,883.00 |
| Accumulated Depreciation | -1,404.76 | -1,364.76 |
| Total Fixed Assets | <u>32,903.22</u> | <u>32,943.22</u> |
| TOTAL ASSETS | <u><u>68,976.54</u></u> | <u><u>83,010.93</u></u> |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Other Current Liabilities | | |
| PPP Loan | 13,453.00 | 14,230.00 |
| Total Other Current Liabilities | <u>13,453.00</u> | <u>14,230.00</u> |
| Total Current Liabilities | <u>13,453.00</u> | <u>14,230.00</u> |
| Long Term Liabilities | | |
| Due to IRS - 941 | 34,065.00 | 34,065.00 |
| Due to IRS - 990 | 3,000.00 | 3,000.00 |
| Total Long Term Liabilities | <u>37,065.00</u> | <u>37,065.00</u> |
| Total Liabilities | <u>50,518.00</u> | <u>51,295.00</u> |
| Equity | | |
| Unrestricted Net Assets | 31,715.93 | 21,389.63 |
| Net Income | -13,257.39 | 10,328.30 |
| Total Equity | <u>18,458.54</u> | <u>31,715.93</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>68,976.54</u></u> | <u><u>83,010.93</u></u> |

Native Island Business & Community Affairs Assoc. Inc.

04/19/21

Balance Sheet

Accrual Basis

As of December 31, 2020

| | Dec 31, 20 | Dec 31, 19 |
|--|------------------|------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| CSB #4848 (Heritage) | 36,618.23 | 17,835.52 |
| CSB #8128 (On the Hook) | 232.84 | 0.00 |
| SouthState #1087 (Paypal) | 509.06 | 0.00 |
| SouthState #8395 (Payroll) | 1,421.99 | 0.00 |
| South State Bank #1087 (Paypal) | 0.00 | 1,895.23 |
| South State Bank #8395 Payroll | 0.00 | 706.35 |
| NIBCAA Community Action Acct. | 9,585.59 | 6,585.59 |
| Petty Cash for Events | 1,700.00 | 200.00 |
| Total Checking/Savings | 50,067.71 | 27,222.69 |
| Total Current Assets | 50,067.71 | 27,222.69 |
| Fixed Assets | | |
| Furniture and Equipment | 1,424.98 | 1,424.98 |
| Real Estate | 32,883.00 | 32,883.00 |
| Accumulated Depreciation | -1,323.76 | -1,323.76 |
| Total Fixed Assets | 32,984.22 | 32,984.22 |
| TOTAL ASSETS | 83,051.93 | 60,206.91 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Other Current Liabilities | | |
| Payroll Liabilities | | |
| Federal | 0.00 | 1,583.82 |
| State | 0.00 | 168.46 |
| Total Payroll Liabilities | 0.00 | 1,752.28 |
| Total Other Current Liabilities | 0.00 | 1,752.28 |
| Total Current Liabilities | 0.00 | 1,752.28 |
| Long Term Liabilities | | |
| Due to IRS - 941 | 34,065.00 | 34,065.00 |
| Due to IRS - 990 | 3,000.00 | 3,000.00 |
| Total Long Term Liabilities | 37,065.00 | 37,065.00 |
| Total Liabilities | 37,065.00 | 38,817.28 |
| Equity | | |
| Unrestricted Net Assets | 21,389.63 | 23,167.75 |
| Net Income | 24,597.30 | -1,778.12 |
| Total Equity | 45,986.93 | 21,389.63 |
| TOTAL LIABILITIES & EQUITY | 83,051.93 | 60,206.91 |

2:42 PM

08/10/22

Accrual Basis

Native Island Business & Community Affairs Assoc. Inc.

Profit & Loss

January through June 2022

| | <u>Jan - Jun 22</u> |
|--|---------------------|
| Ordinary Income/Expense | |
| Income | |
| Misc. Income | 150.00 |
| Direct Public Support | |
| Housing Assistance Contribution | 50,000.00 |
| Corporate Sponsorships | 2,733.90 |
| Grants | |
| Beaufort County Atax | 68,575.00 |
| Hilton Head Island ATAX | 81,324.96 |
| Grants - Other | 10,000.00 |
| Total Grants | <u>159,899.96</u> |
| Individual/Business Contrib. | 795.80 |
| Total Direct Public Support | <u>213,429.66</u> |
| EVENT INCOME | |
| Gullah Celebration Events | |
| Art Exhibition | |
| Art Sales | 35,933.28 |
| Total Art Exhibition | <u>35,933.28</u> |
| Gullah Market | 16,590.84 |
| Gullah Celebration Events - Other | 195.00 |
| Total Gullah Celebration Events | <u>52,719.12</u> |
| Heritage Booth | 25,185.70 |
| Merchandise Sales | 288.00 |
| Total EVENT INCOME | <u>78,190.82</u> |
| Total Income | <u>291,770.48</u> |
| Expense | |
| ADMIN & GENERAL EXPENSES | |
| Advertising & Promotion | |
| Inbound Marketing | |
| Website | 285.43 |
| Total Inbound Marketing | <u>285.43</u> |
| Advertising & Promotion - Other | 93,699.53 |
| Total Advertising & Promotion | <u>93,984.96</u> |
| Bank & Credit Card Fees | 220.98 |
| Computer & Internet | 95.94 |
| Contract Labor-Art Manager | 6,000.00 |
| Dues & Memberships | 48.15 |
| Gifts | 114.97 |
| Insurance - Business | 3,029.48 |
| Office Supplies | 1,007.62 |
| Payroll Expenses | |
| Administrative Salary | 26,499.98 |
| Employee Wages | 19,999.98 |
| Payroll Tax Expense | 3,557.19 |
| Payroll Expenses - Other | -28,107.95 |
| Total Payroll Expenses | <u>21,949.20</u> |
| Postage & Delivery | 240.00 |
| Printing and Copying | 330.63 |
| Professional Fees | |
| Accounting Fees | 5,750.00 |
| Legal Fees | 973.65 |
| Total Professional Fees | <u>6,723.65</u> |

2:42 PM

08/10/22

Accrual Basis

Native Island Business & Community Affairs Assoc. Inc.

Profit & Loss

January through June 2022

| | <u>Jan - Jun 22</u> |
|---|---------------------|
| Rent Expense | 2,982.00 |
| Subscriptions & Ref. Materials | 356.15 |
| Taxes-Property | 794.67 |
| Total ADMIN & GENERAL EXPENSES | 137,878.40 |
| GULLAH CELEBRATION EVENTS | |
| Art Exhibit Expenses | |
| Artist Commissions | <u>21,986.00</u> |
| Total Art Exhibit Expenses | 21,986.00 |
| Arts, Crafts & Food Expo | 7,530.00 |
| Gullah Market | 11,454.37 |
| Gullah Music Series | 200.00 |
| Gullah Celebration Expenses | 6,745.83 |
| Misc. Gullah Events | <u>4,099.00</u> |
| Total GULLAH CELEBRATION EVENTS | 52,015.20 |
| HERITAGE EXPENSES | 12,000.00 |
| HUD Housing Assistance | <u>20,946.76</u> |
| Total Expense | 222,840.36 |
| Net Ordinary Income | 68,930.12 |
| Other Income/Expense | |
| Other Income | |
| Other Income - PPP | 13,453.00 |
| Interest Income | <u>21.28</u> |
| Total Other Income | 13,474.28 |
| Other Expense | |
| Charitable Contributions | <u>1,200.00</u> |
| Total Other Expense | 1,200.00 |
| Net Other Income | 12,274.28 |
| Net Income | 81,204.40 |

Native Island Business & Community Affairs Assoc. Inc.

Profit & Loss

January through December 2021

08/15/22

Accrual Basis

| | Jan - Dec 21 | Jan - Dec 20 |
|--|-------------------|-------------------|
| Ordinary Income/Expense | | |
| Income | | |
| Direct Public Support | | |
| Corporate Sponsorships | 0.00 | 6,500.00 |
| Grants | | |
| Beaufort County Atax | 20,000.00 | 0.00 |
| Hilton Head Island ATAX | 94,712.77 | 161,417.00 |
| Grants - Other | 35,000.00 | 25,000.00 |
| Total Grants | <u>149,712.77</u> | <u>186,417.00</u> |
| Individual/Business Contrib. | 1,177.25 | 2,700.00 |
| Total Direct Public Support | <u>150,890.02</u> | <u>195,617.00</u> |
| Gullah Store Sales | 0.00 | 19.12 |
| EVENT INCOME | | |
| Gullah Celebration Events | | |
| Art Exhibition | | |
| Art Sales | 0.00 | 43,030.76 |
| Total Art Exhibition | <u>0.00</u> | <u>43,030.76</u> |
| Circle Members | 150.00 | 2,850.00 |
| Gullah Market | 25,891.99 | 56,088.00 |
| Gullah Music Series | 0.00 | 6,921.50 |
| Opening Party | 0.00 | 2,582.00 |
| Paint and Sip | 0.00 | 1,200.00 |
| Taste of Gullah | 0.00 | 17,398.00 |
| Gullah Celebration Events - Other | 19,622.59 | 39,106.86 |
| Total Gullah Celebration Events | <u>45,664.58</u> | <u>169,177.12</u> |
| Merchandise Sales | 0.00 | 3,495.01 |
| Misc. Events Income | 1,110.03 | 280.00 |
| EVENT INCOME - Other | <u>0.00</u> | <u>4,623.35</u> |
| Total EVENT INCOME | <u>46,774.61</u> | <u>177,575.48</u> |
| Total Income | <u>197,664.63</u> | <u>373,211.60</u> |
| Expense | | |
| ADMIN & GENERAL EXPENSES | | |
| Advertising & Promotion | | |
| Inbound Marketing | | |
| Website | 287.83 | 714.22 |
| Total Inbound Marketing | <u>287.83</u> | <u>714.22</u> |
| Merchandise | 0.00 | 625.88 |
| Newsletters | 55.00 | 48.00 |
| Advertising & Promotion - Other | 55,346.27 | 59,695.74 |
| Total Advertising & Promotion | <u>55,689.10</u> | <u>61,083.84</u> |
| Bank & Credit Card Fees | 1,110.21 | 295.91 |
| Computer & Internet | 145.89 | 0.00 |
| Contract Labor-Art Manager | 10,750.00 | 0.00 |
| Dues & Memberships | 218.15 | 270.00 |
| Gifts | 213.94 | 74.12 |
| Insurance - Business | 2,621.88 | 2,588.40 |
| Meals & Entertainment | 509.38 | 1,015.59 |
| Misc. Expense | 0.00 | 2,317.77 |
| Office Supplies | 2,247.88 | 2,558.90 |
| Payroll Expenses | | |
| Employee Wages | 37,765.36 | 27,700.00 |
| Officer Wages | 49,776.86 | 41,199.90 |
| Payroll Tax Expense | 6,696.98 | 5,354.87 |
| Payroll Expenses - Other | 0.00 | -2,027.97 |

Native Island Business & Community Affairs Assoc. Inc.

Profit & Loss

January through December 2021

08/16/22

Accrual Basis

| | Jan - Dec 21 | Jan - Dec 20 |
|---|-------------------|-------------------|
| Total Payroll Expenses | 94,239.18 | 72,226.80 |
| Postage & Delivery | 203.00 | 229.35 |
| Printing and Copying | 3,828.60 | 0.00 |
| Professional Fees | | |
| Accounting Fees | 7,720.00 | 5,750.00 |
| Legal Fees | 125.00 | 1,173.74 |
| Total Professional Fees | 7,845.00 | 6,923.74 |
| Rent Expense | 4,835.00 | 2,787.00 |
| Subscriptions & Ref. Materials | 447.72 | 0.00 |
| Taxes-Property | 772.81 | 752.42 |
| Travel & Meetings | 0.00 | 584.76 |
| Utilities | 0.00 | -24.99 |
| Total ADMIN & GENERAL EXPENSES | 185,677.74 | 153,681.61 |
| GULLAH CELEBRATION EVENTS | | |
| Art Exhibit Expenses | | |
| Artist Commissions | 10,615.80 | 65,323.26 |
| Art Exhibit Expenses - Other | 5,024.20 | 35,967.65 |
| Total Art Exhibit Expenses | 15,640.00 | 101,290.91 |
| Arts, Crafts & Food Expo | | |
| Other Expenses | 750.00 | 0.00 |
| Arts, Crafts & Food Expo - Other | 30.00 | 9,528.14 |
| Total Arts, Crafts & Food Expo | 780.00 | 9,528.14 |
| Gullah Market | 10,849.44 | 50,197.23 |
| Gullah Music Series | 0.00 | 5,300.00 |
| Gullah Celebration Expenses | 0.00 | 5,032.65 |
| Misc. Gullah Events | 11,829.39 | 5,246.64 |
| Opening Party | 0.00 | 2,842.28 |
| Oyster Roast | 0.00 | 200.00 |
| Paint and Sip | 0.00 | 1,267.62 |
| Soul Food & Friends | 0.00 | 1,880.00 |
| Taste of Gullah | 0.00 | 23,541.13 |
| Total GULLAH CELEBRATION EVENTS | 39,098.83 | 206,326.60 |
| HUD Housing Assistance | -25,060.00 | 0.00 |
| Total Expense | 249,836.57 | 360,008.21 |
| Net Ordinary Income | -52,171.94 | 13,203.39 |
| Other Income/Expense | | |
| Other Income | | |
| Other Income - PPP | 14,230.00 | 0.00 |
| Other Income - SOS Grant | 24,894.04 | 0.00 |
| Interest Income | 30.51 | 31.55 |
| Other Income | 0.00 | 32.36 |
| Total Other Income | 39,154.55 | 63.91 |
| Other Expense | | |
| Charitable Contributions | 200.00 | 2,900.00 |
| Depreciation Expense | 40.00 | 41.00 |
| Total Other Expense | 240.00 | 2,941.00 |
| Net Other Income | 38,914.55 | -2,877.09 |
| Net Income | -13,257.39 | 10,326.30 |

Native Island Business & Community Affairs Assoc. Inc.

04/19/21

Profit & Loss

Accrual Basis

January through December 2020

| | Jan - Dec 20 | Jan - Dec 19 |
|-----------------------------------|--------------|--------------|
| Ordinary Income/Expense | | |
| Income | | |
| Direct Public Support | | |
| Corporate Sponsorships | | |
| Grants | | |
| Beaufort County Atax | 0.00 | 23,000.00 |
| Hilton Head Island ATAX | 161,417.00 | 143,584.86 |
| Grants - Other | 25,000.00 | 0.00 |
| Total Grants | 186,417.00 | 166,584.86 |
| Individual/Business Contrib. | 2,700.00 | 9,300.00 |
| Total Direct Public Support | 195,617.00 | 176,884.86 |
| Gullah Store Sales | 19.12 | 230.00 |
| EVENT INCOME | | |
| Gullah Celebration Events | | |
| Art Exhibition | | |
| Art Sales | 43,030.76 | 40,650.29 |
| Total Art Exhibition | 43,030.76 | 40,650.29 |
| Arts, Crafts & Food | | |
| Arts, Crafts & Food Sales | 0.00 | 25,942.00 |
| Vendor Fee | 0.00 | 380.00 |
| Total Arts, Crafts & Food | 0.00 | 26,322.00 |
| Circle Members | 2,850.00 | 3,450.00 |
| Gullah Institute | 0.00 | 420.00 |
| Gullah Market | 56,088.00 | 0.00 |
| Gullah Music Series | 6,921.50 | 5,873.75 |
| Northridge Event | 0.00 | 345.00 |
| Opening Party | 2,582.00 | 2,954.00 |
| Paint and Sip | 1,200.00 | 990.00 |
| Soul Food & Friends | 0.00 | 1,990.34 |
| Sweetheart Ball | 0.00 | 2,548.00 |
| Taste of Gullah | 17,398.00 | 8,784.00 |
| Gullah Celebration Events - Other | 39,106.86 | -7,044.55 |
| Total Gullah Celebration Events | 169,177.12 | 87,282.83 |
| Heritage Booth | 0.00 | 65,091.41 |
| Merchandise Sales | 3,495.01 | 3,585.91 |
| Misc. Events Income | 280.00 | 0.00 |
| EVENT INCOME - Other | 18,853.35 | 0.00 |
| Total EVENT INCOME | 191,805.48 | 155,960.15 |
| Total Income | 387,441.60 | 333,075.01 |
| Expense | | |
| ADMIN & GENERAL EXPENSES | | |
| Advertising & Promotion | | |
| Inbound Marketing | | |
| Social Media | 0.00 | 17,500.00 |
| Website | 714.22 | 200.00 |
| Total Inbound Marketing | 714.22 | 17,700.00 |
| Merchandise | 625.88 | 3,915.64 |
| Marketing Support Staff | | |
| Art Ob People Exhibit | 0.00 | 8,500.00 |
| Gullah Celebration | 0.00 | 7,000.00 |
| TV/Radio | 0.00 | 9,864.38 |
| Total Marketing Support Staff | 0.00 | 25,364.38 |

Native Island Business & Community Affairs Assoc. Inc.

Profit & Loss

04/19/21

Accrual Basis

January through December 2020

| | Jan - Dec 20 | Jan - Dec 19 |
|---|-------------------|-------------------|
| Newsletters | 48.00 | 2,400.00 |
| Outbound Marketing (Ads) | 0.00 | 11,356.00 |
| Strategic Planning/Marketing | 0.00 | 17,500.00 |
| Advertising & Promotion - Other | 59,695.74 | 26,642.12 |
| Total Advertising & Promotion | 61,083.84 | 104,878.14 |
| Bank & Credit Card Fees | 295.91 | 1,179.79 |
| Dues & Memberships | 270.00 | 375.00 |
| Equipment Rental & Maintenance | 0.00 | 150.00 |
| Gifts | 74.12 | 70.53 |
| Insurance - Business | 2,586.40 | 2,673.62 |
| Meals & Entertainment | 1,015.59 | 1,014.24 |
| Misc. Expense | 2,317.77 | 736.72 |
| Office Supplies | 2,558.90 | 2,433.01 |
| Payroll Expenses | | |
| Employee Wages | 27,700.00 | 27,230.00 |
| Officer Wages | 41,199.90 | 37,346.05 |
| Payroll Tax Expense | 5,354.87 | 4,940.08 |
| Payroll Expenses - Other | -2,027.97 | -1,913.37 |
| Total Payroll Expenses | 72,226.80 | 67,602.76 |
| Postage & Delivery | 229.35 | 415.60 |
| Professional Fees | | |
| Accounting Fees | 5,750.00 | 6,750.00 |
| Legal Fees | 1,173.74 | 31.25 |
| Total Professional Fees | 6,923.74 | 6,781.25 |
| Rent Expense | 2,787.00 | 4,526.99 |
| Taxes-Property | 752.42 | 3,068.76 |
| Travel & Meetings | 584.76 | 384.00 |
| Utilities | -24.99 | 0.00 |
| Total ADMIN & GENERAL EXPENSES | 153,681.61 | 196,290.41 |
| GULLAH CELEBRATION EVENTS | | |
| Appreciation Luncheon | 0.00 | 3,000.00 |
| Art Exhibit Expenses | | |
| Artist Commissions | 65,323.26 | 28,429.26 |
| Art Exhibit Expenses - Other | 35,967.65 | 1,542.61 |
| Total Art Exhibit Expenses | 101,290.91 | 29,971.87 |
| Arts, Crafts & Food Expo | 9,528.14 | 14,014.14 |
| Gullah Institute | 0.00 | 2,976.85 |
| Gullah Market | 50,197.23 | 0.00 |
| Gullah Music Series | 5,300.00 | 3,100.00 |
| Gullah Celebration Expenses | 5,032.65 | 1,642.91 |
| Misc. Gullah Events | 5,246.64 | 11,487.95 |
| Northridge Event | 0.00 | 7,294.39 |
| Opening Party | 2,842.28 | 1,843.31 |
| Oyster Roast | 200.00 | 1,866.76 |
| Paint and Sip | 1,267.62 | 1,457.93 |
| Soul Food & Friends | 1,880.00 | 689.60 |
| Sweetheart Ball | 0.00 | 7,043.50 |
| Taste of Gullah | 23,541.13 | 4,736.50 |
| Teen Gala | 0.00 | 1,710.62 |
| GULLAH CELEBRATION EVENTS - Other | 0.00 | 272.85 |
| Total GULLAH CELEBRATION EVENTS | 206,326.60 | 93,109.18 |

4:47 PM

Native Island Business & Community Affairs Assoc. Inc.

04/19/21

Profit & Loss

Accrual Basis

January through December 2020

| | Jan - Dec 20 | Jan - Dec 19 |
|--------------------------|------------------|------------------|
| HERITAGE EXPENSES | | |
| Total Expense | 0.00 | 41,000.81 |
| Net Ordinary Income | 360,008.21 | 330,400.40 |
| Other Income/Expense | 27,433.39 | 2,674.61 |
| Other Income | | |
| Interest Income | 31.55 | 36.73 |
| Other Income | 32.36 | 205.96 |
| Total Other Income | 63.91 | 242.69 |
| Other Expense | | |
| Charitable Contributions | 2,900.00 | 4,627.42 |
| Depreciation Expense | 0.00 | 68.00 |
| Total Other Expense | 2,900.00 | 4,695.42 |
| Net Other Income | -2,836.09 | -4,452.73 |
| Net Income | <u>24,597.30</u> | <u>-1,778.12</u> |

Form **990**

Return of Organization Exempt From Income Tax

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

OMB No. 1545-0047

2021

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Do not enter social security numbers on this form as it may be made public.
Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2021 calendar year, or tax year beginning _____, and ending _____

B Check if applicable:
 Address change
 Name change
 Initial return
 Final return/terminated
 Amended return
 Application pending

C Name of organization
NATIVE ISLAND BUSINESS & COMMUNITY
 Doing business as **NIBCAA**
 Number and street (or P.O. box if mail is not delivered to street address) Room/suite
PO BOX 23452
 City or town, state or province, country, and ZIP or foreign postal code
HILTON HEAD ISLAND SC 29925

D Employer identification number
57-1019358

E Telephone number
842-255-7303

G Gross receipts \$ **236,820**

F Name and address of principal officer:
ERIC TURPIN
6 KNIGHTSBRIDGE LN.
HILTON HEAD ISLAND SC 29928

H(a) Is this a group return for subordinates? Yes No
H(b) Are all subordinates included? Yes No
 If "No," attach a list. See instructions

I Tax-exempt status: 501(c)(3) 501(c) () (insert no.) 4947(a)(1) or 527

J Website: **WWW.NIBCAA.ORG**

K Form of organization: Corporation Trust Association Other

L Year of formation: **1994** **M** State of legal domicile: **SC**

Part I Summary

| | | | | |
|-----------------------------|---|--|---------------------------|--------------|
| Activities & Governance | 1 Briefly describe the organization's mission or most significant activities: SEE SCHEDULE O | | | |
| | 2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets. | | | |
| | 3 | Number of voting members of the governing body (Part VI, line 1a) | 3 | 9 |
| | 4 | Number of independent voting members of the governing body (Part VI, line 1b) | 4 | 9 |
| | 5 | Total number of individuals employed in calendar year 2021 (Part V, line 2a) | 5 | 2 |
| | 6 | Total number of volunteers (estimate if necessary) | 6 | 50 |
| | 7a | Total unrelated business revenue from Part VIII, column (C), line 12 | 7a | 0 |
| | b Net unrelated business taxable income from Form 990-T, Part I, line 11 | 7b | 0 | |
| Revenue | 8 | Contributions and grants (Part VIII, line 1h) | Prior Year | Current Year |
| | 9 | Program service revenue (Part VIII, line 2g) | 195,617 | 190,014 |
| | 10 | Investment income (Part VIII, column (A), lines 3, 4, and 7d) | 174,080 | 46,775 |
| | 11 | Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) | 32 | 31 |
| | 12 | Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) | 3,546 | 0 |
| | 12 | | 373,275 | 236,820 |
| Expenses | 13 | Grants and similar amounts paid (Part IX, column (A), lines 1-3) | | 0 |
| | 14 | Benefits paid to or for members (Part IX, column (A), line 4) | | 0 |
| | 15 | Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) | 74,255 | 94,239 |
| | 16a | Professional fundraising fees (Part IX, column (A), line 11e) | | 0 |
| | b | Total fundraising expenses (Part IX, column (D), line 25) ▶ 1,110 | | |
| | 17 | Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) | 288,695 | 155,838 |
| 18 | Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) | 362,950 | 250,077 | |
| 19 | Revenue less expenses. Subtract line 18 from line 12 | 10,325 | -13,257 | |
| Net Assets or Fund Balances | 20 | Total assets (Part X, line 16) | Beginning of Current Year | End of Year |
| | 21 | Total liabilities (Part X, line 26) | 83,014 | 68,980 |
| | 22 | Net assets or fund balances. Subtract line 21 from line 20 | 51,295 | 50,518 |
| | | 31,719 | 18,462 | |

Part II Signature Block

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

Sign Here

Signature of officer: **ERIC TURPIN** Date: **EXECUTIVE DIRECTOR**
 Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name: **PAMELA JUNE, CPA** Preparer's signature: **PAMELA JUNE, CPA** Date: **08/30/22** Check if self-employed PTIN: **P00636703**

Firm's name: **JUNECPA** Firm's EIN: **20-4046229**

Firm's address: **99 MAIN STREET HILTON HEAD ISLAND, SC 29926** Phone no: **843-842-6500**

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

For Paperwork Reduction Act Notice, see the separate instructions.



State of South Carolina
Office of the Secretary of State
The Honorable Mark Hammond

May 15, 2021

Native Island Business & Community Affairs Association Inc
Eric C Turpin
PO BOX 23452
HILTON HEAD ISLAND, SC 299253452

RE: Extension Granted for Annual Financial Report
Charity User Name/ID: C12042

Dear Eric C Turpin :

The Secretary of State's Office has received your request for an extension in filing your annual financial report for fiscal year Jan 1, 2020 to Dec 31, 2020. Pursuant to S.C. Code of Laws 33-56-60(a), we will extend this filing to Nov 15, 2021. You must submit your annual financial report by the new due date. If your organization fails to submit the annual financial report by the due date, your organization will be subject to a fine of up to \$2,000.00.

This extension applies only to the filing date for the annual financial report, the date for filing the annual registration cannot be extended.

Financial Reports must either be submitted on the Internal Revenue Service Form 990, 990-EZ, 990-PF or the Secretary of State's Annual Financial Report Form. Our Office cannot accept financial statements. There is no fee associated with filing a Financial Report with our Office. If your organization files IRS Form 990 or 990-EZ, be sure that it is signed by both an officer of the organization, and if applicable, the preparer. If your organization files the Secretary of State's Annual Financial Report Form, be sure that it is signed by both the CEO and CFO of the organization.

For your convenience, you may file your annual financial report online on our website at www.sos.sc.gov, you will need to use the Charity User Name/ID listed above.

If you have any questions or need any additional information, please contact the Division of Public Charities at (803) 734-1790 or charities@sos.sc.gov.

Sincerely,

A handwritten signature in black ink, appearing to read "K. Wickersham", with a long horizontal line extending to the right.

Kimberly S. Wickersham
Director, Division of Public Charities

Application for Automatic Extension of Time To File an Exempt Organization Return

(Rev. January 2020)

Department of the Treasury
Internal Revenue Service

► **File a separate application for each return.**
► **Go to www.irs.gov/Form8868 for the latest information.**

Electronic filing (e-file). You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit www.irs.gov/e-file-providers/e-file-for-charities-and-non-profits.

Automatic 6-Month Extension of Time. Only submit original (no copies needed).

All corporations required to file an income tax return other than Form 990-T (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

| | | |
|--|---|---|
| Type or print | Name of exempt organization or other filer, see instructions. NATIVE ISLAND BUSINESS & COMMUNITY AFFAIRS ASSOCIATION INC. | Taxpayer identification number (TIN) 57-1019358 |
| File by the due date for filing your return. See instructions. | Number, street, and room or suite no. If a P.O. box, see instructions. PO BOX 23452 | |
| | City, town or post office, state, and ZIP code. For a foreign address, see instructions. HILTON HEAD ISLAND SC 29925 | |

Enter the Return Code for the return that this application is for (file a separate application for each return) 01

| Application Is For | Return Code | Application Is For | Return Code |
|--|-------------|-----------------------------------|-------------|
| Form 990 or Form 990-EZ | 01 | Form 990-T (corporation) | 07 |
| Form 990-BL | 02 | Form 1041-A | 08 |
| Form 4720 (individual) | 03 | Form 4720 (other than individual) | 09 |
| Form 990-PF | 04 | Form 5227 | 10 |
| Form 990-T (sec. 401(a) or 408(a) trust) | 05 | Form 6069 | 11 |
| Form 990-T (trust other than above) | 06 | Form 8870 | 12 |

ERIC TURPIN
PO BOX 23452

• The books are in the care of ► **HILTON HEAD ISLAND** SC 29925

Telephone No. ► **842-255-7303** Fax No. ►

• If the organization does not have an office or place of business in the United States, check this box ►

• If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____ . If this is for the whole group, check this box . If it is for part of the group, check this box and attach

a list with the names and TINs of all members the extension is for.

1 I request an automatic 6-month extension of time until **11/15/20**, to file the exempt organization return for the organization named above. The extension is for the organization's return for:

► calendar year **2019** or

► tax year beginning _____, and ending _____

2 If the tax year entered in line 1 is for less than 12 months, check reason: Initial return Final return

Change in accounting period

| | | | |
|---|----|----|---|
| 3a If this application is for Forms 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions. | 3a | \$ | 0 |
| 3b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit. | 3b | \$ | 0 |
| 3c Balance due. Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions. | 3c | \$ | 0 |

Caution: If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions.

For Privacy Act and Paperwork Reduction Act Notice, see Instructions.

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: **JUN 16 2015**

NATIVE ISLAND BUSINESS AND
COMMUNITY AFFAIRS ASSOCIATION INC
PO BOX 23452
HILTON HEAD ISLAND, SC 29925

Employer Identification Number:
57-1019358
DLN:
17053082313005
Contact Person: MARK BRECKNER ID# 95217
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
December 31
Public Charity Status:
170(b)(1)(A)(vi)
Form 990 Required:
Yes
Effective Date of Exemption:
September 15, 2014
Contribution Deductibility:
Yes
Addendum Applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2106 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Letter 947

NATIVE ISLAND BUSINESS AND

We have sent a copy of this letter to your representative as indicated in your power of attorney.

Sincerely,

A handwritten signature in cursive script that reads "Tamera Ripperda". The signature is written in dark ink and is positioned to the right of the word "Sincerely,".

Director, Exempt Organizations

INTERNAL REVENUE SERVICE

DEPARTMENT OF THE TRE

DISTRICT DIRECTOR

401 W. PEACHTREE ST, NW
ATLANTA, GA 30365-0000

Date: 3/25/96

NATIVE ISLAND BUSINESS & COMMUNITY
AFFAIRS ASSOCIATION, INC.
P.O. BOX 23452
HILTON HEAD ISLAND, SC 29925-3452

Employer Identification Number:

57-1019358

Case Number:

586032067

Contact Person:

EP/EO CUSTOMER SERVICE UNIT

Contact Telephone Number:

(410) 962-6058

Internal Revenue Code

Section 501(c)(4)

Accounting Period Ending:

December 31

Form 990 Required:

Yes

Addendum Applies:

No

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from Federal income tax under section 501(a) of the Internal Revenue Code as an organization described in the section indicated above.

Unless specifically excepted, you are liable for taxes under the Federal Insurance Contributions Act (social security taxes) for each employee to whom you pay \$100 or more during a calendar year. And, unless excepted, you are also liable for tax under the Federal Unemployment Tax Act for each employee to whom you pay \$50 or more during a calendar quarter if, during the current or preceding calendar year, you had one or more employees at any time in each of 20 calendar weeks or you paid wages of \$1,500 or more in any calendar quarter. If you have any questions about excise, employment, or other Federal taxes, please address them to this office.

If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status. In the case of an amendment to your organizational document or bylaws, please send us a copy of the amended document or bylaws. Also, you should inform us of all changes in your name or address.

In the heading of this letter we have indicated whether you must file Form 990, Return of Organization Exempt From Income Tax. If Yes is indicated, you are required to file Form 990 only if your gross receipts each year are normally more than \$25,000. However, if you receive a Form 990 package in the mail, please file the return even if you do not exceed the gross receipts test. If you are not required to file, simply attach the label provided, check the box in the heading to indicate that your annual gross receipts are normally \$25,000 or less, and sign the return.

If a return is required, it must be filed by the 15th day of the fifth month after the end of your annual accounting period. A penalty of \$10 a day is charged when a return is filed late, unless there is reasonable cause for the delay. However, the maximum penalty charged cannot exceed \$5,000 or 5 per

Letter 946 (10/93)

NATIVE ISLAND BUSINESS & COMMUNITY

cent of your gross receipts for the year, whichever is lower. This penalty also be charged if a return is not complete, so please be sure your return complete before you file it.

You are not required to file Federal income tax returns unless you are subject to the tax on unrelated business income under section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T, Exempt Organization Business Income Tax Return. In this letter we are not determining whether any of your present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

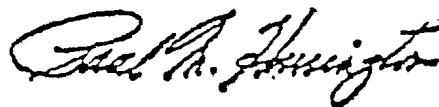
Donors may not deduct contributions to you because you are not an organization described in section 170(c) of the Code. Under section 5113, any fundraising solicitation you make must include an express statement (in a conspicuous and easily recognizable format) that contributions or gifts to you are not deductible as charitable contributions for Federal income tax purposes. This provision does not apply, however, if your annual gross receipts are normally \$100,000 or less, or if your solicitations are made to no more than ten persons during a calendar year. The law provides penalties for failure to comply with this requirement, unless failure is due to reasonable cause.

If we have indicated in the heading of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

Because this letter could help resolve any questions about your exempt status, you should keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Sincerely yours,



District Director

Enclosure:
Addendum