



The Town of Hilton Head Island Regular Town Council Meeting

Tuesday, May 3, 2011

4:00 P.M.

AGENDA

As a Courtesy to Others Please Turn Off All Cell Phones and Pages During
the Town Council Meeting

- 1) **Call to Order**
- 2) **Pledge to the Flag**
- 3) **Invocation**
- 4) **FOIA Compliance** – Public notification of this meeting has been published, posted, and mailed in compliance with the Freedom of Information Act and the Town of Hilton Head Island requirements.
- 5) **Proclamations and Commendations**
 - a. Emergency Medical Services Week
 - b. Bike Month
 - c. Public Service Recognition Week
- 6) **Approval of Minutes**
 - a. Regular Town Council Meeting – April 19, 2011
- 7) **Report of the Town Manager**
 - a. Semi-Annual Report of the Disaster Recovery Commission, Ward Kirby, Chairman
 - b. Town Manager's Items of Interest
 - c. Financial Statements through March 31, 2011
- 8) **Reports from Members of Council**
 - a. General Reports from Council
 - b. Report of the Intergovernmental Relations Committee – George Williams, Chairman
 - c. Report of the Personnel Committee – Lee Edwards, Chairman
 - d. Report of the Planning & Development Standards Committee – Ken Heitzke, Acting Chairman
 - e. Report of the Public Facilities Committee – Kim Likins, Chairman
 - f. Report of the Public Safety Committee – Bill Harkins, Chairman

9) Appearance by Citizens

10) Unfinished Business

a. Second Reading of Proposed Ordinance 2011-05

Second Reading of Proposed Ordinance 2011-05 to amend Title 16, "The Land Management Ordinance," of the Municipal Code of the Town Of Hilton Head Island, South Carolina, by amending Section 16-4-102, the Official Zoning Map with respect to those certain parcels identified as Parcel 11H And Parcel 217 on Beaufort County Tax Map 8 and Parcel 104, Parcel 106 and Parcel 108 on Beaufort County Tax Map 8A from OL (Office/Institutional Low Density) and IL (Light Industrial), to the CC (Commercial Center) Zoning District; and providing for severability and an effective date.

11) New Business

a. First Reading of Proposed Ordinance No. 2011-09

First Reading of Proposed Ordinance No. 2011-09 to raise revenue and adopt a budget for the Town of Hilton Head Island, South Carolina, for the fiscal year ending June 30, 2012; to establish a property tax levy; to establish funds; to establish a policy for acquisition of rights of way and easements; and providing for severability and an effective date.

b. Consideration of a Recommendation – Collaboration between the Town and USC-Beaufort

Consideration of a Recommendation that the Town Council of the Town of Hilton Head Island, South Carolina, enter into an agreement between the Town and USC-Beaufort to enhance hospitality and tourism training and special events management on the Island.

12) Executive Session

a. Land Acquisition

13) Adjournment

Proclamation

WHEREAS, emergency medical technicians are ready to provide lifesaving care to those in need 24 hours a day, seven days a week; and

WHEREAS, access to quality emergency care dramatically improves the survival and recovery rate of those who experience sudden illness or injury; and

WHEREAS, the EMS system consists of emergency physicians, emergency nurses, emergency medical technicians, paramedics, firefighters, educators, administrators and others ; and

WHEREAS, the members of EMS teams, whether career or volunteer, engage in thousands of hours of specialized training and continuing education to enhance their lifesaving skills; and

WHEREAS, Hilton Head Island Fire & Rescue firefighters responded to 4,175 EMS emergencies in 2010; and

WHEREAS, it is appropriate to recognize the value and the accomplishments of EMS and all of its activities by designating Emergency Medical Services Week; and

NOW, THEREFORE, I, Drew A. Laughlin, Mayor, of the Town of Hilton Head Island, South Carolina do hereby proclaim May 15-21, 2011 as

EMERGENCY MEDICAL SERVICES WEEK

*in the Town of Hilton Head Island, South Carolina, with the theme, **EMS: Everyday Heroes**, I encourage the community to observe this week and thank their local EMS personnel.*

IN TESTIMONY WHEREOF, I have hereunto set my hand and caused this seal of the Town of Hilton Head Island to be affixed this **Third day of May, in the Year of our Lord, Two Thousand and Eleven.**



Drew A. Laughlin, Mayor

Attest:

Victoria L. Pfannenschmidt
Acting Town Clerk

Proclamation

***WHEREAS**, for more than a century, the bicycle has been an important part of the lives of most Americans; and*

***WHEREAS**, today millions of Americans engage in bicycling because it is a viable and environmentally-sound form of transportation, an excellent form of fitness, and provides quality family recreation; and*

***WHEREAS**, the education of cyclists and motorists as to the proper and safe operation of bicycles is important to ensure safety and comfort of all users; and*

***WHEREAS**, the League of American Cyclists, the Palmetto Cycling Coalition, cycling advocates, and riders throughout our area are promoting greater public awareness of bicycle operation and safety*

***WHEREAS**, May 16-20, 2011 is Bike to Work Week and May 20, 2011 is Bike to Work Day.*

***NOW, THEREFORE**, I, **Drew A. Laughlin, Mayor**, of the **Town of Hilton Head Island, South Carolina** do hereby proclaim May as*

BIKE MONTH

in the Town of Hilton Head Island, South Carolina.

IN TESTIMONY WHEREOF**, I have hereunto set my hand and caused this seal of the Town of Hilton Head Island to be affixed this **Third day of May, in the Year of our Lord, Two Thousand and Eleven.



Drew A. Laughlin, Mayor

Attest:

*Victoria L. Pfannenschmidt
Acting Town Clerk*

Proclamation

WHEREAS, Americans are served every day by public servants at the federal, state, county and city levels, who supply continuity to our democratic society; and

WHEREAS, public employees and volunteers make great contributions to their communities by serving in areas such as health, education, community development, public safety, and conservation; and

WHEREAS, the public employees of the Town of Hilton Head Island are committed to exhibiting the highest standards of excellence, dedication, creativity, and skills; and

WHEREAS, the dedicated volunteers of Hilton Head Island are an integral part of improving the quality of life in our town by being responsive to the needs of citizens and supporting town services, thus making Hilton Head Island a highly-valued community; and

WHEREAS, the effectiveness and efficiency of government depend in large measure on public employees and volunteers, whose task is to provide service of the quality and quantity required and expected by the public on a daily basis; and

WHEREAS, the Town of Hilton Head Island recognizes the dedication and talents of public employees and volunteers, as well as the importance of the services they render at all levels of government;

*NOW THEREFORE, I, Drew A. Laughlin, Mayor of the Town of Hilton Head Island, SC hereby proclaim that the week of **May 1 through May 7, 2011** shall be known as*

PUBLIC SERVICE RECOGNITION WEEK

on Hilton Head Island and encourage all citizens to recognize and express their appreciation for the vital contributions made daily by public employees and volunteers of The Town of Hilton Head Island

*IN TESTIMONY WHEREOF, I have hereunto set my hand and caused this seal of the Town of Hilton Head Island to be affixed this **Third day of May, in the Year of our Lord, Two Thousand and Eleven.***



Drew A. Laughlin, Mayor

Attest:

*Victoria L. Pfannenschmidt
Acting Town Clerk*

THE TOWN OF HILTON HEAD ISLAND
REGULAR TOWN COUNCIL MEETING

Date: Tuesday, April 19, 2011

Time: 4:00 P.M.

Present from Town Council: Drew A. Laughlin, *Mayor*; Ken Heitzke, *Mayor Pro-Tem*; Bill Ferguson, George Williams, Bill Harkins, Kim Likins, Lee Edwards, *Council Members*.

Present from Town Staff: Stephen G. Riley, *Town Manager*; Greg DeLoach, *Assistant Town Manager*; Charles Cousins, *Director of Community Development*; Scott Liggett, *Director of Public Projects and Facilities*; Lavarn Lucas, *Fire Chief*; Nancy Gasen, *Director of Human Resources*; Jill Foster, *Deputy Director of Community Development*; Brian Hulbert, *Staff Attorney*; Julian Walls, *Facilities Manager*; Teri Lewis, *LMO Official*; Shawn Colin, *Comprehensive Planning Manager*; Heather Colin, *Development Review Administrator*; Nicole Dixon, *Senior Planner*; Anne Cyran, *Senior Planner*; Paul Rasch, *Emergency Management Coordinator*; Bob Klein, *Building Official*; Rene Phillips, *Website/Court Systems Administrator*; Vicki Pfannenschmidt, *Executive Assistant*

Present from Media: Tom Barton, *Island Packet*

1) CALL TO ORDER

Mayor Laughlin called the meeting to order at 4:00 p.m. He said Mr. Ferguson had a prepared statement for Council and the public.

Mr. Ferguson read a statement of apology to Mr. Williams, the Public, and Town Council for his actions at the April 5, 2011 Town Council meeting. He explained he is dealing with health issues and asked Mayor Laughlin to relieve him of his committee assignments until such time as his doctors believe he can resume his duties. Mayor Laughlin agreed to his request and noted that the alternates for the committees of which Mr. Ferguson is assigned will take over his duties as members.

2) PLEDGE TO THE FLAG

3) INVOCATION

4) FOIA COMPLIANCE – Public notification of this meeting has been published, posted and mailed in compliance with the Freedom of Information Act and the Town of Hilton Head Island requirements.

5) Proclamations and Commendations

a. Sexual Awareness Month

Jeanne L. Newland, Director of Prevention/Outreach Services of Hope Haven of the Lowcountry accepted the proclamation.

b. Child Abuse Prevention Month

Kathy and Phillip White accepted the proclamation.

c. Building Safety Month

Bob Klein accepted the proclamation.

6) Approval of Minutes

a. Regular Town Council Meeting – April 5, 2011

Mr. Heitzke moved to approve. Mr. Harkins seconded. The minutes from the April 5, 2011 meeting were approved by a vote of 6-0-1. Mr. Ferguson abstained.

7) Report of the Town Manager

a. Town Manager's Items of Interest

Mr. Riley reported on some Items of Interest.

b. April, 2011 Quarterly Report

Mr. Riley noted that the quarterly report was included with the agenda package for Town Council's review.

8) Reports from Members of Council

a. General Reports from Council

Mr. Heitzke said there was an error in the April 5, 2011 Town Council minutes on page three under Reports from Members of Council, the second paragraph, third line should read 16,000 foot hanger and not 60,000. Mr. Heitzke moved the minutes be corrected to reflect the correct number. Mr. Williams seconded. The motion was approved by a vote of 6-0-1. Mr. Ferguson abstained.

b. Report of the Intergovernmental Relations Committee – George Williams, Chairman

Mr. Williams explained the Committee met and reviewed the status of bills in Columbia. He said there was a presentation from USC-Beaufort concerning a collaborative effort with the Town and USC-Beaufort to enhance hospitality and tourism training and special events management on Hilton Head Island. He said a recommendation of approval from the Committee would be coming to Town Council in the near future.

Mr. Williams said there was a report from staff concerning the status of the Storm Water Utility negotiations with the County.

Mr. Williams reported the Committee reviewed House Bill 4033 which addresses municipal improvement district law to allow the establishment of a municipal improvement district to assist in funding dredging. He said the Committee would like staff to review the proposal coming forward from CSA.

c. Report of the Personnel Committee – Lee Edwards, Chairman

Mr. Edwards stated the Committee has several meetings scheduled to review the talent bank for Committees, Boards and Commissions.

d. Report of the Planning and Development Standards Committee – Bill Ferguson, Chairman

None.

e. Report of the Public Facilities Committee – Kim Likins, Chairman
None.

f. Report of the Public Safety Committee – Bill Harkins, Chairman
None.

9) Appearance by Citizens

10) Unfinished Business

a. Second Reading of Proposed Ordinance 2011-06

Second Reading of Proposed Ordinance 2011-06 to amend the budget for the Town of Hilton Head Island, South Carolina, for the Fiscal Year ending June 30, 2011; to provide for the expenditures of certain funds; and to allocate the sources of revenue for the said funds.

Mr. Heitzke moved to approve. Mr. Williams seconded. The motion was approved by a vote of 7-0.

11) New Business

a. First Reading of Proposed Ordinance 2011-05

First Reading of Proposed Ordinance 2011-05 to amend Title 16, "The Land Management Ordinance," of the Municipal Code of the Town Of Hilton Head Island, South Carolina, by amending Section 16-4-102, the Official Zoning Map with respect to those certain parcels identified as Parcel 11H And Parcel 217 on Beaufort County Tax Map 8 and Parcel 104, Parcel 106 and Parcel 108 on Beaufort County Tax Map 8A from OL (Office/Institutional Low Density) and IL (Light Industrial), to the CC (Commercial Center) Zoning District; and providing for severability and an effective date.

Mr. Heitzke moved to approve. Mr. Williams seconded. The motion was approved by a vote of 7-0.

b. Consideration of a Resolution

Consideration of a Resolution by the Town Council of the Town of Hilton Head Island denying the application for Zoning Map Amendment ZMA100009 which requests an amendment to Chapter 4 of Title 16, "The Land Management Ordinance" (LMO), of the Municipal Code of the Town of Hilton Head Island, South Carolina, by amending Section 16-4-102, the Official Zoning Map with respect to the certain parcels identified as Parcel 11H and Parcel 217 on Beaufort County Tax Map 8 and Parcel 104, Parcel 106 and Parcel 108 on Beaufort County Tax Map 8A from OL (Office/Institutional Low Density) and IL (Light Industrial), to the CC (Commercial Center) Zoning District.

Due to the approval of the first reading of Proposed Ordinance 2011-05, there was no need to act on this item.

12) Executive Session

Mr. Riley stated he needed an executive session for contractual matters pertaining to land acquisition; legal matters pertaining to a proposed settlement agreement with various internet travel website companies.

At 4:31 p.m., Mr. Heitzke moved to go into Executive Session for the reasons stated by the Town Manager. Mr. Williams seconded. The motion was approved by a vote of 7-0.

Mayor Laughlin called the meeting back to order at 4:52 p.m. and asked if there was any business to take up as a result of executive session. Mr. Ferguson did not return to the meeting.

Mr. Heitzke moved that the Town Council for the Town of Hilton Head Island adopt a resolution authorizing the settlement in the Local Accommodations Tax and Beach Preservation Fee litigation. Mr. Williams seconded. The motion was approved by a vote of 6-0.

13) Adjournment

Mr. Heitzke moved to adjourn. Mr. Williams seconded. The meeting was adjourned at 4:53 p.m.

Vicki Pfannenschmidt, Secretary

Approved:

Drew A. Laughlin, Mayor



Items of Interest

May 3, 2011

1. Town News



Firefighter Joe Bostick serves in the Naval Reserves and is being called to active duty on April 29th, 2011. He is assigned to Cargo Handling Battalion # 4 out of the Naval Weapons Station, Charleston, South Carolina. He will initially complete logistics training at Fort Polk, Louisiana and then expects to be stationed in Kandahar Province, Afghanistan beginning July 11th. His orders are to return in late December 2011 or early January, 2012.

Firefighter Bostick has had 4 years active duty Navy service and has continued service to our country with 14 years Naval Reserve service. He has served two prior tours of reserve duty, one in Kuwait and the other in Iraq. Joe has been a member of Fire & Rescue for over 12 years. We wish him well and thank him for his service to our Nation.

(Contact: Lavarn Lucas, Fire Chief, 682-5153)

On Wednesday, April 20, 2011, R.L Morrison & Sons, Inc. began demolishing 500' linear feet of the dilapidated dock and removal of two abandoned vessels from the Town-owned old Hilton Head Island Seafood Cooperative located on Squire Pope Road. This project had its origin when the site was purchased several years ago and was recommended for the future Sailing and Rowing Center. This project was funded through the Town of Hilton Head Island Capital Improvement Fund, and is scheduled for completion May 20, 2011.

(Contact: Derrick Coaxum, Project Manager, 342-4582)

On Friday, April 15, 2011, JS Construction began demolishing the 2500 square feet building located at 200 Dillon Road. This building was formerly used by the Town of Hilton Head Island Facilities Management Division. This site was originally purchased in a joint venture with the Town of Hilton Head Island & Beaufort County in 2006. This project was funded through the Town of Hilton Head Island Capital Improvement Fund, and is scheduled for completion May 01, 2011.

(Contact: James Baron, Project Manager, 342-4583)

Lt. Jason Walters recently attended a 2-week Collapse Rescue Level 3 & 4 at Texas A & M University (TEEX) in College Station, Texas. This class focused on advanced shoring and rigging techniques for structural collapse as a result of natural disasters like hurricanes, tornados, and earthquakes. Lt. Walter's instruction was sponsored by the SCTF1 Urban Search and Rescue Team (USAR) which he is a key member.

(Contact: Lavarn Lucas, Fire Chief, 682-5153)

Capt. Randy Lindstrom recently taught a 2-day class at the US Coast Guard Academy to USCG, and other Federal agencies, on real time tracking of evacuation patients from disaster situations. Capt. Lindstrom is one of only twenty JPATS (Joint Patient Assessment and Tracking System) instructors for the US Dept. of Health and Human Services. Capt. Lindstrom is teaching the program in preparation for the NLE 2011 (National Level Exercise) scheduled for May, 2011 simulating a major earthquake in the New Madrid Fault in the Midwest.

(Contact: Lavarn Lucas, Fire Chief, 682-5153)

To emphasize the Town of Hilton Head Island's commitment to green initiatives and sustainability, the Town is pursuing Audubon International's Green Community designation. One step in this process is to have Town residents participate in a Treasuring Home Survey and Pledge. The survey and pledge will take just a few minutes to complete and will help show support for green initiatives. The survey and pledge can be found on the Town's website at: <http://www.hiltonheadislandsc.gov/> Please take a few moments to help the Town of Hilton Head Island Go Green and earn Audubon International's Green Community designation!

(Contact: Marcy Benson, Senior Grants Administrator, 341-4689)

2. Noteworthy Events

a) Some of the upcoming meetings at Town Hall:

- Planning Commission – May 4, 9:00 a.m.
- Town Council Budget Workshop – TIF Review/CIP Overview – May 5, 4:00 p.m.
- LMO Rewrite Committee – May 6, 1:00 p.m.
- Design Review Board – May 10, 1:15 p.m.
- Town Council Budget Workshop – Operating Budget – May 10, 4:00 p.m.
- Parks and Recreation Commission, May 12, 3:30 p.m.
- Intergovernmental Relations Committee, May 17, 2:30 p.m.
- Town Council – May 17, 4:00 p.m.

(Meetings subject to change and/or cancellation. Please visit the Town of Hilton Head Island website at www.hiltonheadislandsc.gov for meeting agendas)

2011 Hilton Head Island Events

Fridays, April 1 - Nov. 1, 2011 8:30am-1:00pm	Farmers Market	Honey Horn
Tuesdays-Fridays, April 12-May 28, 2011 6:30pm-7:30pm	Shannon Tanner	Shelter Cove Harbour Stage
May 6, 2011 7:00pm-9:00am	American Cancer Society Relay for Life	Honey Horn
May 14, 2011 12:00-4:00pm	Kiwanis Rib Burnoff	Honey Horn
May 14, 2011 8:00am-1:00pm	Take a Stand in the Sand	Coligny Beach

Town of Hilton Head Island, SC

FY 2011 Financial Statements
Through March 2011

MEMORANDUM

To: Steve Riley, Town Manager
From: Steven Markiw, Deputy Director of Finance
Date: April 18, 2011
RE: **FY 2011 Financial Statements – Through March (9th period)**

General Overview

The economy continues to remain unstable and the impact on Town revenues is mixed. Revenues associated with tourism have increased over the previous fiscal year while real estate related revenues are less than the previous fiscal year.

Real estate related revenues, construction permits, and real estate transfer fees are 12% less than last fiscal year.

	<u>RETF</u>			<u>Construction Permits</u>			<u>Total</u>		
	Received	\$ Change	% Change	Received	\$ Change	% Change	Received	\$ Change	% Change
FY 2010	1,470,135			676,457			2,146,592		
FY 2011	1,258,709	(211,426)	-14%	628,572	(47,885)	-7%	1,887,281	(259,311)	-12%

Tourism-driven revenues such as local accommodations taxes, beach preservation fees, and hospitality taxes have increased. Revenues from these sources are approximately 9% more than the previous fiscal year.

	<u>Local ATAX/ Beach Preservation Fees</u>			<u>Hospitality Tax</u>			<u>Total</u>		
	Received	\$ Change	% Change	Received	\$ Change	% Change	Received	\$ Change	% Change
FY 2010	3,250,873			2,470,355			5,721,228		
FY 2011	3,637,796	386,923	12%	2,623,922	153,567	6%	6,261,718	540,490	9%

General Fund Summary

Through March, the General Fund received \$18.7 million or 58% of budgeted revenues. The majority of the property tax revenue has been received. It is difficult at this point to determine how close actual property tax revenues received will be to budget. To-date the Town has received approximately 94% of the budgeted property tax revenues. Business license revenues received through March are \$30,243 less than last fiscal year. The majority of the business license revenue will not be received until the end of the fiscal year making it difficult to project whether year-end revenues will be on track with the budget. At March 31, total revenue received in the General Fund is \$31,568 less than last fiscal year.

Expenditures to-date are \$22.5 million or 67% of budgeted expenditures compared to 63% last fiscal year. Current fiscal year expenditures are \$1.3 million more than last fiscal year through March. One major reason for the significant variance is a one-time contribution of \$1.0 million for the Heritage Golf Tournament.

General Fund Revenues

The chart below reflects the major revenue variances for the General Fund:

	FY 2010 actual	FY 2011 actual	\$ variance	% variance
property taxes	10,352,662	10,373,977	21,315	0%
business licenses	1,501,723	1,471,480	(30,243)	-2%
franchise fees - cable	677,558	88,775	(588,783)	-87%
building permits	676,457	628,572	(47,885)	-7%
state shared funds	422,941	382,987	(39,954)	-9%
miscellaneous revenues	187,936	212,571	24,635	13%
ems	923,001	967,956	44,955	5%
transfer in - hospitality tax	2,011,966	2,511,388	499,422	25%

- Property taxes; revenue from this source is more than last fiscal year due to timing of when tax revenues are received from the county.
- Business licenses; revenues from this source are down from this source partially due to timing of receipts as well as lower fees being paid due to the sluggish economy.
- Franchise fee – cable; the variance is due to the receipt of 1 annual payment, 1 quarterly payment, and an audit payment through February in FY 2010, versus 2 quarterly payments in FY 2011. All these payments are associated with Hargray. Last fiscal year Hargray changed from one annual payment to quarterly payments. The Time/Warner annual payment is not due until May 2011.
- Building permits; revenues received this year are down compared to last fiscal year primarily because the value of construction is less than last fiscal year.
- State shared funds; revenues from this source are down compared to last fiscal year due to a reduction in funds received from the state.
- EMS; the increase in revenue from this source can be attributed to an improvement in the timeliness of reimbursement submissions. Over the past year we have increased the use of electronic billing thereby reducing the turn-around time for reimbursement.
- Transfer in – hospitality tax; the increase in funds from this source is due to more funds being transferred in during to-date compared to last year.

Recovery Project

This fiscal year the Town embarked on a comprehensive audit of rental properties within Town limits to ensure that all appropriate taxes and fees are being paid. The results for this fiscal year through March are reflected below.

recovery - new business license	\$ 46,154
recovery - commercial properties	30,469
recovery - atax	10,381
	<u>\$ 87,004</u>

Debt Service Fund

The Debt Service Fund has receipted \$5.5 million in revenues and \$7.3 million in transfers in, and paid \$14.2 million in debt service costs. Expenditures exceeded revenues by \$1.3 million.

Capital Projects Fund

The Town’s conversion of its accounting system is still ongoing. The 2010 Comprehensive Annual Financial Report was issued in January reflecting the changes. As a reminder, these changes are being made to reflect the Stormwater Utility (SWU) as an Enterprise Fund with corresponding changes to the Capital Projects Fund and Debt Service Fund. In the interim, the information below still presents SWU in the Capital Projects Fund.

The Capital Projects Fund receipted \$4.0 million in revenues and \$353,823 in transfers in, and disbursed \$8.2 million for capital projects and transfers to other funds.

Major projects/expenditures and transfers that occurred during the fiscal year are as follows:

- Hospitality Tax transfer to the General Fund \$2,511,388
- Fire Station #1 replacement \$1,014,993
- Stormwater Fee transfer to the Debt Service Fund \$920,378
- Hospitality Tax transfer to the Debt Service Fund \$760,133
- Drainage system rehabilitation \$632,563
- Apparatus and vehicle replacement \$387,911
- Rehab and renovation of fixed assets \$204,990
- Port Royal fill project \$185,339
- Drainage Squire Pope Road \$181,264
- Demolition of structures \$154,425
- Land acquisition \$142,087
- Fire medical systems \$119,959

Other Revenues

The chart below reflects the Town's other governmental funds and the revenues received through the end of the fiscal year in comparison to last fiscal year:

	FY 2010 actual	FY 2011 actual	\$ variance	% variance
state atax	2,192,352	2,244,875	52,523	2%
local atax	1,086,534	1,228,245	141,711	13%
tax increment financing	5,888,826	5,922,345	33,519	1%
real estate transfer fees	1,470,135	1,258,709	(211,426)	-14%
beach preservation fees	2,164,339	2,409,551	245,212	11%
electric franchise fee	1,835,767	2,035,328	199,561	11%

- State and local ATAX, and Beach Preservation Fees; revenues from these sources have increased over the previous fiscal year due to an improvement in tourism activity on the island as well as revenues received through the recovery project.
- Real Estate Transfer Fees are down due to a weak housing market.
- Electric Franchise Fees have increased over the previous fiscal year due to an increase in the use of electricity by consumers, especially in the higher demand months of July, August, and January.

Fund Balances

Based on the fiscal activity of the Town through the nine month of the fiscal year the fund balances by fund are as follows:

Fund Balances as of 3/31/2011

	Fund:								Total
	General Fund	TIF	State ATAX	Real Estate Transfer Fee	Beach Preservation Fees	Debt Service	Capital Projects	Electric Franchise Fee	
Fund Balance as of 6/30/2010	15,763,985.00	4,560,317.00	1,304,013.00	1,798,224.00	14,497,979.00	6,974,490.00	20,532,570.00	437,173.00	65,868,751.00
Reserved:									
Debt Service	-	-	-	-	-	8,080,794.59	-	-	8,080,794.59
Land Acquisition	-	-	-	-	-	-	12,655,710.00	-	12,655,710.00
Unreserved:									
Designated									
Disaster Recovery	1,716,354.00	-	-	-	-	-	-	-	1,716,354.00
Beach Renourishment	-	-	-	-	12,000,000.00	-	-	-	12,000,000.00
Undesignated	10,229,079.53	9,368,991.91	1,789,172.54	1,260,991.53	1,883,196.01	-	4,157,776.06	768,260.65	29,457,468.23
Fund Balance as of 3/31/2011	11,945,433.53	9,368,991.91	1,789,172.54	1,260,991.53	13,883,196.01	8,080,794.59	16,813,486.06	768,260.65	63,910,326.82

Note: fund balances are pending re-statement due to the breakout of the stormwater system into a separate enterprise fund.

Consolidated Statement All Funds

The Town is in the process of re-stating its FY 2010 financial statements to separate the stormwater utility out of the governmental funds into an enterprise fund. Consequently year-to-date expenditure activity and fund balances by fund for the current year will need to be re-stated. The consolidated statement will be provided as soon as this project has been completed.

Budget versus Actual Report
General Fund

Town of Hilton Head Island

General Fund

FY 2011 Y-T-D March\ Actual Versus Budget and Prior Y-T-D Actual (9TH PERIOD)

	Y-T-D		Y-T-D		percent of year lapsed		Prior Year	Current Year
	March	FY 2011	March		\$	\$	%	%
	Prior	FY 2011	March		Variance to	Variance to	of Budget	of Budget
	Year	Budget	FY 2011		Prior Year	Current Year	Received/ Expended	Received/ Expended
Revenues and Transfers In:								
Real and Personal Property Taxes	\$ 10,352,662	\$ 11,066,860	\$ 10,373,977		\$ 21,315	\$ (692,883)	93%	94%
Business Licenses	1,501,723	7,474,000	1,471,480		(30,243)	(6,002,520)	21%	20%
Franchise Fees - Cable	677,558	606,000	88,775		(588,783)	(517,225)	131%	15%
Franchise Fees - Beach	41,431	21,500	23,200		(18,231)	1,700	193%	108%
Permits	676,457	878,810	628,572		(47,885)	(250,238)	85%	72%
State Shared Funds	422,941	788,580	382,987		(39,954)	(405,593)	47%	49%
Donations	-	1,000	7,725		7,725	6,725	0%	773%
Public Safety	134,185	190,000	152,259		18,074	(37,741)	67%	80%
EMS	923,001	1,200,000	967,956		44,955	(232,044)	70%	81%
Fines and Fees	318,456	416,220	285,144		(33,312)	(131,076)	78%	69%
Beach Fees	102,572	185,000	125,432		22,860	(59,568)	76%	68%
Miscellaneous Revenue	187,936	456,700	212,571		24,635	(244,129)	38%	47%
Transfers In:								
Accommodations Tax - Local	1,086,534	1,952,360	1,228,245		141,711	(724,115)	56%	63%
Accommodations Tax - State	133,368	1,329,400	135,994		2,626	(1,193,406)	13%	10%
Hospitality Tax	2,011,966	3,269,553	2,511,388		499,422	(758,165)	70%	77%
Beach Preservation Fees	-	1,478,080	-		-	(1,478,080)	0%	0%
TIF	-	184,330	-		-	(184,330)	0%	0%
Stormwater Utility	-	389,730	-		-	(389,730)	0%	0%
Electric Franchise Fees	59,548	80,630	41,739		(17,809)	(38,891)	75%	52%
Sunday Liquor Permits	-	37,500	-		-	(37,500)	0%	0%
Investment Income	73,750	90,000	35,076		(38,674)	(54,924)	65%	39%
Total revenues	18,704,088	32,096,253	18,672,520		(31,568)	(13,423,733)	60%	58%
Expenditures:								
General Government								
Town Council								
Personnel	50,000	85,080	53,440		3,440	(31,640)	59%	63%
Operating	137,175	353,693	217,629		80,454	(136,064)	38%	62%
	187,175	438,773	271,069		83,894	(167,704)	42%	62%
Town Manager								
Personnel	529,686	727,240	458,898		(70,788)	(268,342)	76%	63%
Operating	14,892	24,300	15,328		436	(8,972)	47%	63%
	544,578	751,540	474,226		(70,352)	(277,314)	74%	63%
Administration								
Finance								
Personnel	951,843	1,407,380	970,293		18,450	(437,087)	66%	69%
Operating	74,193	282,184	102,174		27,981	(180,010)	45%	36%
	1,026,036	1,689,564	1,072,467		46,431	(617,097)	64%	63%
Administration/Legal								
Personnel	1,617,118	2,227,680	1,555,057		(62,061)	(672,623)	71%	70%
Operating	523,066	1,033,570	678,419		155,353	(355,151)	51%	66%
Capital	67,276	113,923	17,638		(49,638)	(96,285)	54%	15%
	2,207,460	3,375,173	2,251,114		43,654	(1,124,059)	65%	67%
Community Services								
Community Development								
Personnel	1,880,889	2,578,150	1,754,935		(125,954)	(823,215)	70%	68%
Operating	66,391	155,680	41,929		(24,462)	(113,751)	59%	27%
	1,947,280	2,733,830	1,796,864		(150,416)	(936,966)	70%	66%
Public Projects and Facilities								

Town of Hilton Head Island

General Fund

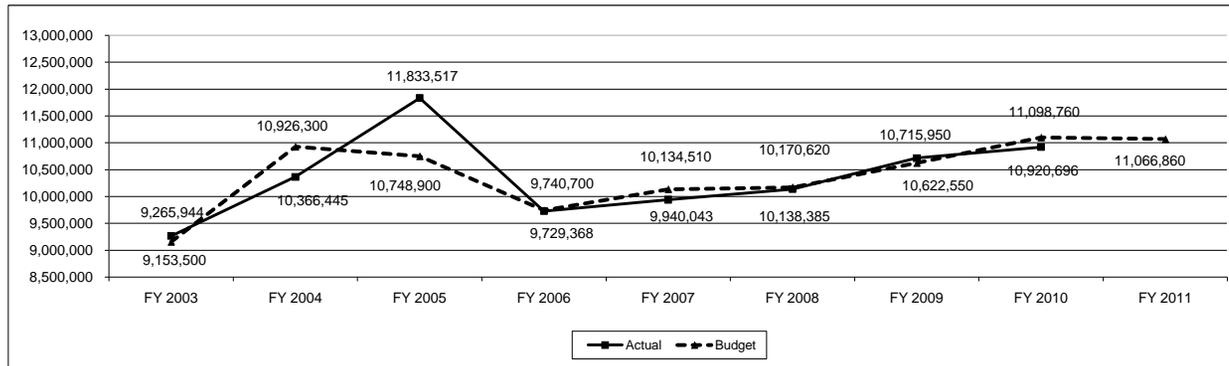
FY 2011 Y-T-D March\ Actual Versus Budget and Prior Y-T-D Actual (9TH PERIOD)

				percent of year lapsed		Prior Year	75%
	Y-T-D		Y-T-D	\$	\$	%	%
	March	FY 2011	March	Variance to	Variance to	of Budget	of Budget
	Prior	Budget	March	Prior Year	Current Year	Received/	Received/
	Year		FY 2011		Budget	Expended	Expended
Personnel	1,195,670	1,757,030	1,215,024	19,354	(542,006)	71%	69%
Operating	1,221,537	1,809,590	1,225,456	3,919	(584,134)	66%	68%
Capital	-	-	-	-	-	0%	0%
	2,417,207	3,566,620	2,440,480	23,273	(1,126,140)	69%	68%
Public Safety							
Sheriff/Other	1,606,855	3,145,200	1,621,697	14,842	(1,523,503)	52%	52%
Fire & Rescue							
Personnel	8,483,763	12,117,950	8,715,845	232,082	(3,402,105)	70%	72%
Operating	826,416	1,264,020	697,516	(128,900)	(566,504)	60%	55%
Capital	43,123	105,200	57,614	14,491	(47,586)	23%	55%
	9,353,302	13,487,170	9,470,975	117,673	(4,016,195)	68%	70%
Townwide	1,905,038	4,311,827	3,093,782	1,188,744	(1,218,045)	63%	72%
Total expenditures	21,194,931	33,499,697	22,492,674	1,297,743	(11,007,023)	63%	67%
Revenues Over/(Under) Expenditures	\$ (2,490,843)	\$ (1,403,444)	\$ (3,820,154)				

Revenue Analysis
General Fund

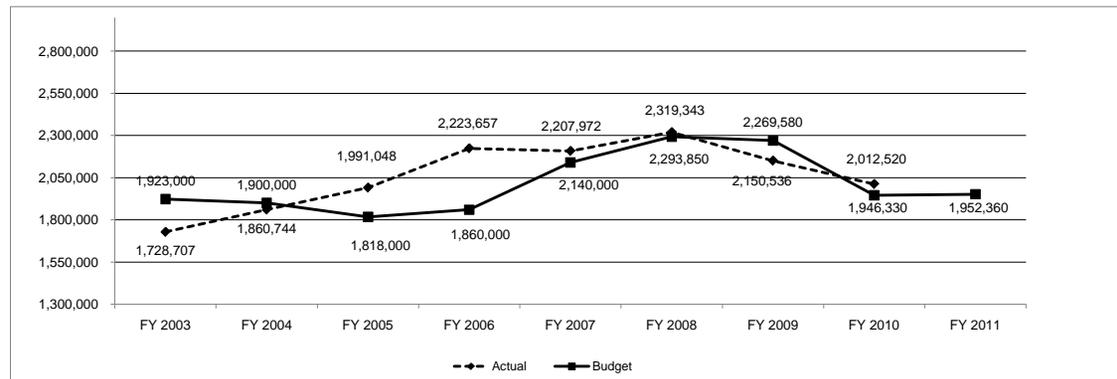
Ad Valorem Tax Revenue - GF
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	9,747 0%	- 0%	249,966 3%	259,713 3%	227,590 2%	865,662 9%	3,743,287 40%	4,836,539 52%	3,078,313 33%	304,433 3%	237,536 3%	3,620,282 39%	282,915 3%	106,819 1%	159,676 2%	549,410 6%	9,265,944 100%
FY 2004	72,177 1%	64,590 1%	120,149 1%	256,916 2%	176,666 2%	900,204 9%	3,851,478 37%	4,928,348 48%	3,265,096 31%	174,232 2%	1,063,057 10%	4,502,385 43%	309,998 3%	117,322 1%	251,476 2%	678,796 7%	10,366,445 100%
FY 2005	66,032 1%	75,839 1%	109,235 1%	251,106 2%	102,771 1%	1,302,436 11%	4,335,906 37%	5,741,113 49%	4,498,886 38%	573,159 5%	132,103 1%	5,204,148 44%	- 0%	- 0%	637,150 5%	637,150 5%	11,833,517 100%
FY 2006	44,586 0%	72,444 1%	110,323 1%	227,353 2%	175,473 2%	829,940 9%	3,951,807 41%	4,957,220 51%	3,742,415 38%	61,037 1%	323,124 3%	4,126,576 42%	111,446 1%	60,917 1%	245,856 3%	418,219 4%	9,729,368 100%
FY 2007	53,735 1%	40,122 0%	104,709 1%	198,566 2%	361,332 4%	836,247 8%	4,212,070 42%	5,409,649 54%	3,511,938 35%	340,058 3%	167,145 2%	4,019,141 40%	(133,783) -1%	99,610 1%	346,860 3%	312,687 3%	9,940,043 100%
FY 2008	44,601 0%	47,382 0%	57,528 1%	149,511 1%	426,108 4%	822,879 8%	4,636,838 46%	5,885,825 58%	3,765,955 37%	65,420 1%	119,870 1%	3,951,245 39%	208,719 2%	76,033 1%	(132,948) -1%	151,804 1%	10,138,385 100%
FY 2009	36,076 0%	41,534 0%	84,443 1%	162,053 2%	1,922 0%	1,086,678 10%	829,855 8%	1,918,455 18%	3,313,463 31%	4,437,270 41%	338,990 3%	8,089,723 75%	- 0%	202,764 2%	342,955 3%	545,719 5%	10,715,950 100%
FY 2010	- 0%	- 0%	78,356 1%	78,356 1%	67,292 1%	327,013 3%	1,451,045 13%	1,845,350 17%	4,590,506 42%	3,511,502 32%	326,948 3%	8,428,956 77%	58,593 1%	83,793 1%	425,648 4%	568,034 5%	10,920,696 100%
FY 2011	- 0%	30,269 0%	38,170 0%	68,439 1%	109,183 1%	255,076 2%	870,761 8%	1,235,020 12%	8,481,389 82%	345,407 3%	243,722 2%	9,070,518 87%	- 0%	- 0%	- 0%	- 0%	10,373,977 100%



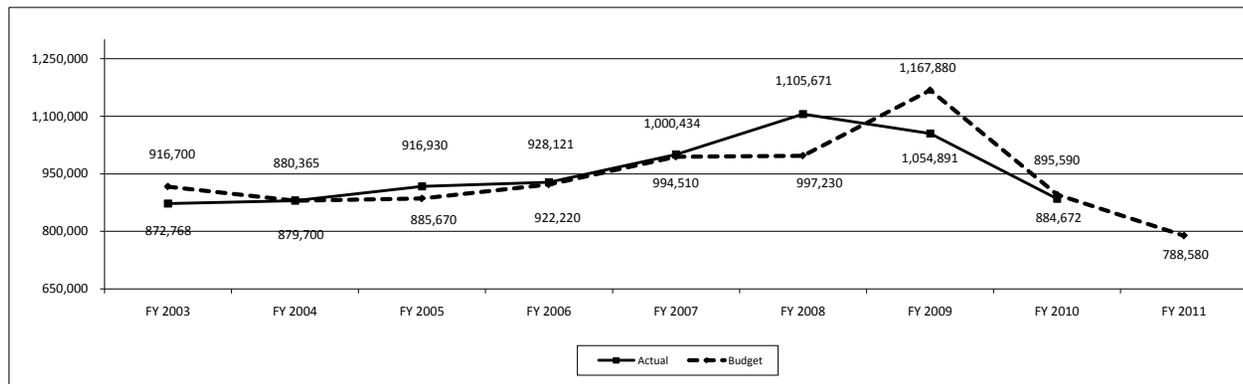
Local ATAX Revenue - GF
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	167 0%	698 0%	693,956 40%	694,821 40%	- 0%	11,228 1%	174,238 10%	185,466 11%	- 0%	7,104 0%	173,804 10%	180,908 10%	- 0%	13,700 1%	653,812 38%	667,512 39%	1,728,707 100%
FY 2004	1,463 0%	33 0%	769,233 41%	770,729 41%	(81) 0%	14,645 1%	192,365 10%	206,929 11%	- 0%	2,175 0%	176,691 9%	178,866 10%	- 0%	9,890 1%	694,330 37%	704,220 38%	1,860,744 100%
FY 2005	36 0%	460 0%	810,422 41%	810,918 41%	- 0%	2,244 0%	234,797 12%	237,041 12%	- 0%	3,247 0%	206,867 10%	210,114 11%	(102) 0%	17,486 1%	715,591 36%	732,975 37%	1,991,048 100%
FY 2006	8 0%	2,182 0%	896,565 40%	898,755 40%	(12) 0%	3,367 0%	219,970 10%	223,325 10%	26,400 1%	20,701 1%	223,911 10%	271,012 12%	364 0%	8,305 0%	821,896 37%	830,565 37%	2,223,657 100%
FY 2007	78 0%	5,031 0%	894,802 41%	899,911 41%	(584) 0%	8,967 0%	232,451 11%	240,834 11%	- 0%	2,706 0%	237,296 11%	240,002 11%	(28) 0%	5,137 0%	822,116 37%	827,225 37%	2,207,972 100%
FY 2008	(253) 0%	3,862 0%	935,461 40%	939,070 40%	(508) 0%	175,464 8%	18,135 1%	193,091 8%	286,211 12%	7,335 0%	(27,991) -1%	265,555 11%	256,107 11%	4,959 0%	660,561 28%	921,627 40%	2,319,343 100%
FY 2009	2,956 0%	1,859 0%	46,147 2%	50,962 2%	878,310 41%	20,012 1%	3,223 0%	901,545 42%	249,895 12%	19,554 1%	9,799 0%	279,248 13%	186,573 9%	26,654 1%	705,554 33%	918,781 43%	2,150,536 100%
FY 2010	38,603 2%	(8,613) 0%	27,306 1%	57,296 3%	819,940 41%	15,273 1%	6,635 0%	841,848 42%	170,250 8%	8,362 0%	8,778 0%	187,390 9%	174,777 9%	22,785 1%	728,424 36%	925,986 46%	2,012,520 100%
FY 2011	(5,205) 0%	45,837 4%	31,159 3%	71,791 6%	910,512 74%	42,056 3%	17,687 1%	970,255 79%	150,400 12%	27,663 2%	8,136 1%	186,199 15%	- 0%	- 0%	- 0%	- 0%	1,228,245 100%



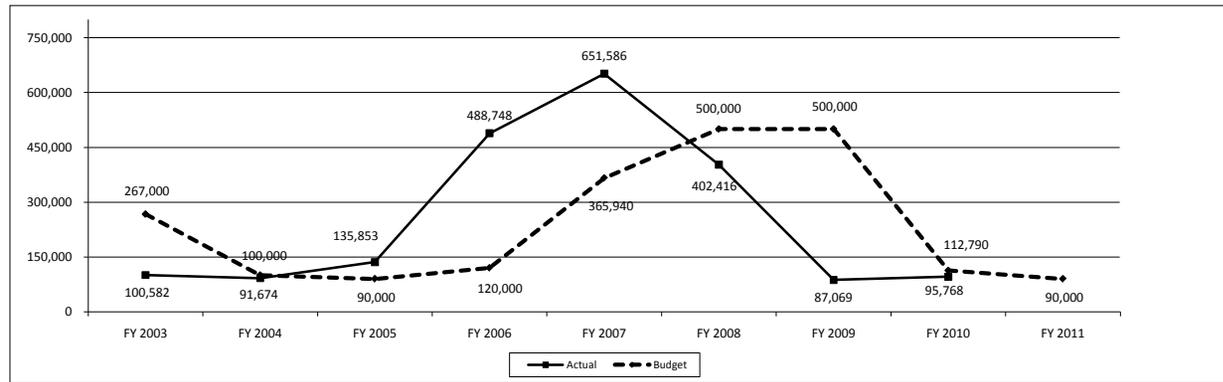
State Shared Revenue - GF
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	-	-	226,053	226,053	-	-	213,657	213,657	-	-	213,189	213,189	-	-	219,869	219,869	872,768
	0%	0%	26%	26%	0%	0%	24%	24%	0%	0%	24%	24%	0%	0%	25%	25%	100%
FY 2004	-	-	219,725	219,725	-	-	219,697	219,697	-	-	219,700	219,700	-	-	221,243	221,243	880,365
	0%	0%	25%	25%	0%	0%	25%	25%	0%	0%	25%	25%	0%	0%	25%	25%	100%
FY 2005	-	-	221,243	221,243	-	-	223,726	223,726	-	-	223,726	223,726	-	-	248,235	248,235	916,930
	0%	0%	24%	24%	0%	0%	24%	24%	0%	0%	24%	24%	0%	0%	27%	27%	100%
FY 2006	-	-	229,166	229,166	-	-	227,273	227,273	-	-	226,570	226,570	-	-	245,112	245,112	928,121
	0%	0%	25%	25%	0%	0%	24%	24%	0%	0%	24%	24%	0%	0%	26%	26%	100%
FY 2007	-	-	245,112	245,112	-	-	241,810	241,810	-	-	241,810	241,810	-	-	271,702	271,702	1,000,434
	0%	0%	25%	25%	0%	0%	24%	24%	0%	0%	24%	24%	0%	0%	27%	27%	100%
FY 2008	-	-	271,702	271,702	-	-	271,702	271,702	-	-	271,702	271,702	-	-	290,565	290,565	1,105,671
	0%	0%	25%	25%	0%	0%	25%	25%	0%	0%	25%	25%	0%	0%	26%	26%	100%
FY 2009	-	-	278,943	278,943	-	-	258,649	258,649	-	-	258,649	258,649	-	-	258,650	258,650	1,054,891
	0%	0%	26%	26%	0%	0%	25%	25%	0%	0%	23%	25%	0%	0%	23%	25%	100%
FY 2010	-	-	211,471	211,471	-	-	-	-	211,471	-	-	211,471	250,259	-	211,471	461,730	884,672
	0%	0%	24%	24%	0%	0%	0%	0%	24%	0%	0%	24%	28%	0%	24%	52%	100%
FY 2011	-	-	191,494	191,494	-	-	-	-	191,494	-	-	191,494	-	-	-	-	382,988
	0%	0%	50%	50%	0%	0%	0%	0%	50%	0%	0%	50%	0%	0%	0%	0%	100%



Investment Revenue - GF
Revenues by Month/Fiscal Year

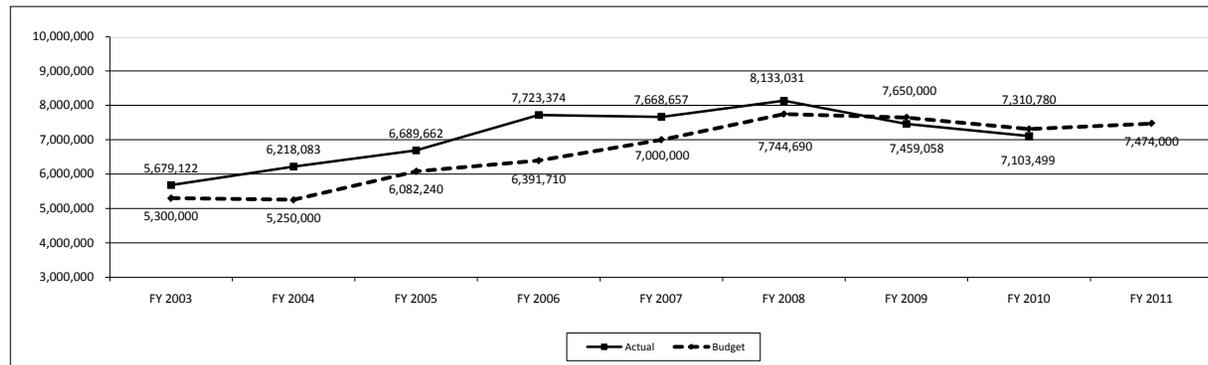
	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	8,868 9%	9,301 9%	7,666 8%	25,835 26%	7,035 7%	7,237 7%	9,574 10%	23,846 24%	11,454 11%	12,659 13%	6,058 6%	30,171 30%	5,746 6%	7,030 7%	7,954 8%	20,730 21%	100,582 100%
FY 2004	5,674 6%	7,243 8%	6,870 7%	19,787 22%	7,105 8%	10,945 12%	7,995 9%	26,045 28%	10,756 12%	9,768 11%	8,878 10%	29,402 32%	7,795 9%	3,428 4%	5,217 6%	16,440 18%	91,674 100%
FY 2005	4,936 4%	6,172 5%	4,029 3%	15,137 11%	3,794 3%	5,864 4%	8,644 6%	18,302 13%	9,203 7%	20,241 15%	13,837 10%	43,281 32%	21,105 16%	7,095 5%	30,933 23%	59,133 44%	135,853 100%
FY 2006	25,527 5%	38,398 8%	34,359 7%	98,284 20%	31,287 6%	25,970 5%	26,701 5%	83,958 17%	34,528 7%	67,282 14%	43,815 9%	145,625 30%	42,596 9%	48,508 10%	69,777 14%	160,881 33%	488,748 100%
FY 2007	58,678 9%	66,160 10%	53,453 8%	178,291 27%	44,032 7%	46,602 7%	41,281 6%	131,915 20%	52,140 8%	70,096 11%	47,014 7%	169,250 26%	56,804 9%	56,675 9%	58,651 9%	172,130 26%	651,586 100%
FY 2008	72,475 18%	74,212 18%	49,589 12%	196,276 49%	40,347 10%	25,497 6%	16,133 4%	81,977 20%	25,453 6%	30,885 8%	25,227 6%	81,565 20%	13,869 3%	13,091 3%	15,638 4%	42,598 11%	402,416 100%
FY 2009	19,747 23%	16,097 18%	13,372 15%	49,216 57%	9,762 11%	4,386 5%	2,372 3%	16,520 19%	59 0%	11,284 13%	3,550 4%	14,893 17%	1,068 1%	4,049 5%	1,323 2%	6,440 7%	87,069 100%
FY 2010	1,071 1%	11,087 12%	601 1%	12,759 13%	706 1%	49,526 52%	1,466 2%	51,698 54%	2,849 3%	4,509 5%	1,935 2%	9,293 10%	3,334 3%	2,793 3%	15,891 17%	22,018 23%	95,768 100%
FY 2011	2,273 6%	2,220 6%	1,649 5%	6,142 18%	1,615 5%	1,614 5%	1,070 3%	4,299 12%	1,719 5%	3,403 10%	19,513 56%	24,635 70%	0%	0%	0%	- 0%	35,076 100%



Notes:
* Includes interest earnings from certificate of deposit maturity

Business License Revenue - GF
Revenues by Month/Fiscal Year

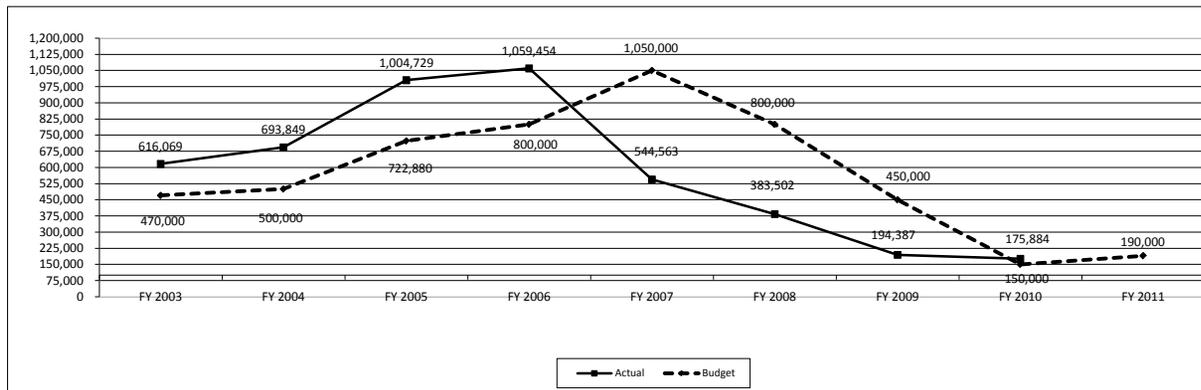
	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	41,104 1%	17,607 0%	128,418 2%	187,129 3%	24,836 0%	28,904 1%	18,893 0%	72,633 1%	27,213 0%	123,662 2%	732,674 13%	883,549 16%	563,108 10%	1,082,759 19%	2,889,944 51%	4,535,811 80%	5,679,122 100%
FY 2004	17,394 0%	10,462 0%	45,722 1%	73,578 1%	165,462 3%	46,376 1%	32,280 1%	244,118 4%	113,918 2%	453,400 7%	595,797 10%	1,163,115 19%	305,402 5%	1,189,413 19%	3,242,457 52%	4,737,272 76%	6,218,083 100%
FY 2005	35,505 1%	47,306 1%	112,435 2%	195,246 3%	161,439 2%	17,452 0%	37,196 1%	216,087 3%	16,585 0%	140,685 2%	922,760 14%	1,080,030 16%	1,075,463 16%	399,219 6%	3,723,617 56%	5,198,299 78%	6,689,662 100%
FY 2006	26,015 0%	44,758 1%	290,369 4%	361,142 5%	149,772 2%	84,131 1%	83,249 1%	317,152 4%	335,551 4%	317,580 4%	699,776 9%	1,352,907 18%	550,722 7%	1,532,945 20%	3,608,506 47%	5,692,173 74%	7,723,374 100%
FY 2007	33,483 0%	20,463 0%	26,160 0%	80,106 1%	47,892 1%	69,312 1%	106,200 1%	223,404 3%	151,233 2%	322,983 4%	728,618 10%	1,202,834 16%	551,813 7%	1,677,215 22%	3,933,285 51%	6,162,313 80%	7,668,657 100%
FY 2008	14,876 0%	71,626 1%	14,485 0%	100,987 1%	178,357 2%	18,066 0%	71,291 1%	267,714 3%	185,179 2%	421,376 5%	740,367 9%	1,346,922 17%	476,458 6%	1,346,441 17%	4,594,509 56%	6,417,408 79%	8,133,031 100%
FY 2009	(3,452) 0%	37,746 1%	34,690 0%	68,984 1%	20,446 0%	11,955 0%	51,445 1%	83,847 1%	338,171 5%	325,311 4%	670,109 9%	1,333,592 18%	600,719 8%	1,244,326 17%	4,127,590 55%	5,972,635 80%	7,459,058 100%
FY 2010	4,033 0%	46,255 1%	45,979 1%	96,267 1%	38,556 1%	17,736 0%	72,775 1%	129,067 2%	327,317 5%	282,390 4%	666,682 9%	1,276,389 18%	460,723 6%	970,312 14%	4,170,741 59%	5,601,776 79%	7,103,499 100%
FY 2011	(3,187) 0%	39,465 3%	41,648 3%	77,926 5%	24,742 2%	152,531 10%	28,606 2%	205,879 14%	340,002 23%	269,767 18%	577,906 39%	1,187,675 81%	0 0%	0 0%	0 0%	- 0%	1,471,480 100%



note:
May 31st is the deadline for renewing business licenses. Telecommunication, insurance, and brokers collections via MASC will be received near fiscal year end.

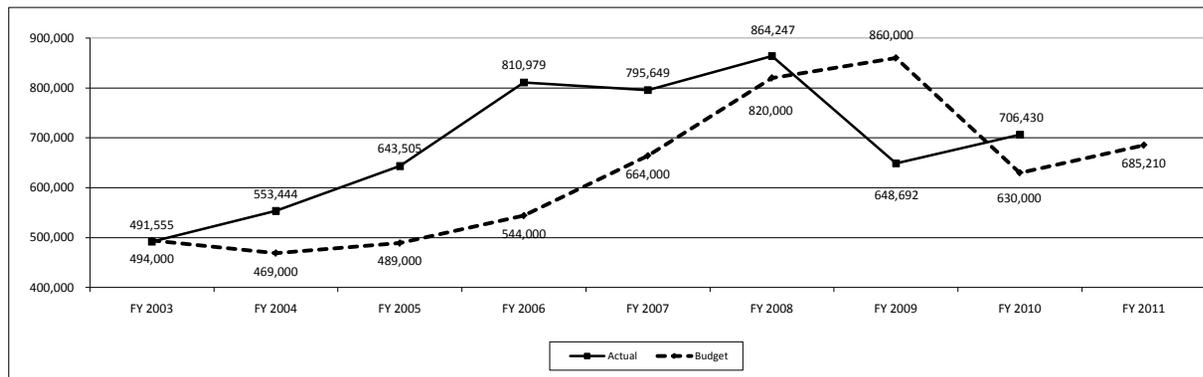
Construction Permits Revenue - GF
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	12,108 2%	17,178 3%	21,540 5%	50,826 8%	15,541 3%	50,647 8%	47,865 8%	114,053 19%	29,078 5%	34,934 6%	31,671 5%	95,683 16%	26,195 4%	30,544 5%	298,768 48%	355,507 58%	616,069 100%
FY 2004	44,637 6%	57,142 8%	44,935 6%	146,714 21%	36,186 5%	31,195 4%	127,432 18%	194,813 28%	63,404 9%	64,344 9%	67,184 10%	194,932 28%	84,321 12%	32,549 5%	40,520 6%	157,390 23%	693,849 100%
FY 2005	107,356 11%	62,978 6%	59,865 6%	230,199 23%	85,530 9%	71,490 7%	53,050 5%	210,070 21%	66,056 7%	71,951 7%	57,563 6%	195,570 19%	126,711 13%	69,584 7%	172,595 17%	368,890 37%	1,004,729 100%
FY 2006	88,210 8%	101,775 10%	78,623 7%	268,608 25%	147,989 14%	186,145 18%	56,892 5%	391,026 37%	94,695 9%	74,680 7%	76,089 7%	245,464 23%	52,208 5%	49,986 5%	52,162 5%	154,356 15%	1,059,454 100%
FY 2007	55,511 10%	74,277 14%	49,736 9%	179,524 33%	30,790 6%	39,626 7%	44,820 8%	115,236 21%	58,133 11%	21,818 4%	49,990 9%	129,941 24%	57,788 11%	29,078 5%	32,996 6%	119,862 22%	544,563 100%
FY 2008	25,645 7%	34,739 9%	41,181 11%	101,565 26%	32,090 8%	40,974 11%	32,173 8%	105,237 27%	48,812 13%	48,781 13%	25,218 7%	122,811 32%	19,112 5%	18,730 5%	16,047 4%	53,889 14%	383,502 100%
FY 2009	9,938 5%	41,505 21%	11,199 6%	62,642 32%	9,023 5%	(2,614) -1%	25,014 13%	31,423 16%	13,509 7%	8,117 4%	9,422 5%	31,048 16%	9,306 5%	39,456 20%	20,512 11%	69,274 36%	194,387 100%
FY 2010	38,343 22%	2,861 2%	8,361 5%	49,565 28%	24,075 14%	6,166 4%	12,509 7%	42,750 24%	11,863 7%	3,508 2%	25,385 14%	40,756 23%	5,198 3%	22,832 13%	14,783 8%	42,813 24%	175,884 100%
FY 2011	10,147 7%	20,117 14%	16,631 11%	46,895 32%	6,375 4%	29,630 20%	11,739 8%	47,744 33%	6,474 4%	23,982 16%	20,578 14%	51,034 35%	0% 0%	0% 0%	0% 0%	- 0%	145,673 100%



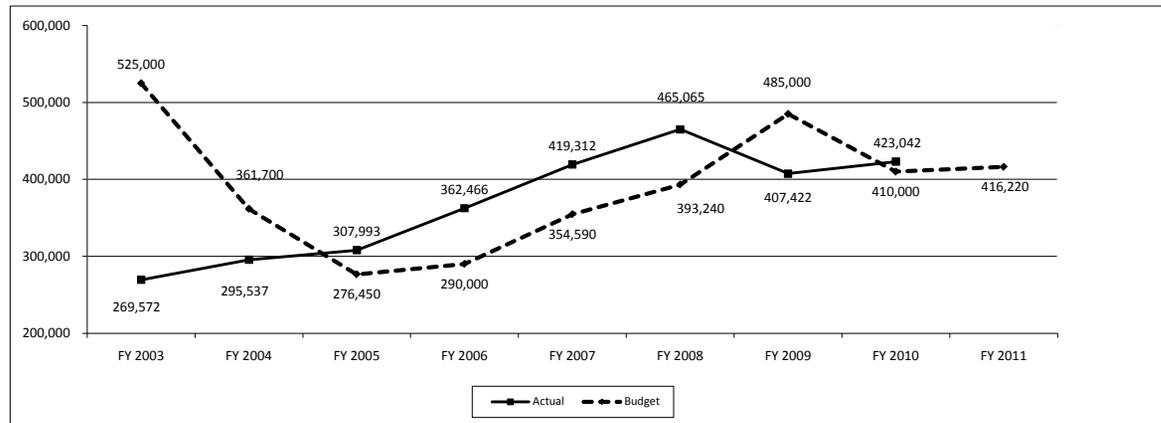
Other Permits Revenue - GF
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	31,437 6%	23,748 5%	27,839 6%	83,024 17%	29,933 6%	36,645 7%	32,169 7%	98,747 20%	44,616 9%	42,146 9%	41,956 9%	128,718 26%	37,846 8%	42,666 9%	100,554 20%	181,066 37%	491,555 100%
FY 2004	37,235 7%	45,042 8%	52,321 9%	134,598 24%	50,284 9%	28,011 5%	35,798 6%	114,093 21%	59,008 11%	47,445 9%	58,004 10%	164,457 30%	53,372 10%	42,399 8%	44,525 8%	140,296 25%	553,444 100%
FY 2005	53,066 8%	44,387 7%	48,491 8%	145,944 23%	45,839 7%	51,141 8%	56,121 9%	153,101 24%	50,398 8%	51,077 8%	61,595 10%	163,070 25%	54,675 8%	61,735 10%	64,980 10%	181,390 28%	643,505 100%
FY 2006	52,509 6%	64,372 8%	74,718 9%	191,599 24%	77,305 10%	69,224 9%	47,710 6%	194,239 24%	65,193 8%	88,547 11%	93,338 12%	247,078 30%	61,991 8%	59,272 7%	56,800 7%	178,063 22%	810,979 100%
FY 2007	76,205 10%	48,281 6%	66,370 8%	190,856 24%	71,463 9%	68,249 9%	77,658 10%	217,370 27%	66,221 8%	60,744 8%	84,701 11%	211,666 27%	59,002 7%	59,957 8%	56,797 7%	175,756 22%	795,648 100%
FY 2008	57,533 7%	66,973 8%	82,031 9%	206,537 24%	77,095 9%	83,033 10%	55,201 6%	215,329 25%	87,717 10%	80,033 9%	62,266 7%	230,016 27%	66,869 8%	74,702 9%	70,794 8%	212,365 25%	864,247 100%
FY 2009	76,267 12%	63,207 10%	43,215 7%	182,689 28%	49,610 8%	49,465 8%	53,983 8%	153,058 24%	51,823 8%	55,258 9%	54,604 8%	161,685 25%	45,626 7%	51,609 8%	54,025 8%	151,260 23%	648,692 100%
FY 2010	61,262 9%	49,960 7%	47,646 7%	158,868 22%	58,496 8%	64,861 9%	70,116 10%	193,473 27%	58,306 8%	49,514 7%	81,236 11%	189,056 27%	61,339 9%	56,495 8%	47,199 7%	165,033 23%	706,430 100%
FY 2011	40,701 8%	48,024 10%	52,077 11%	140,802 29%	48,291 10%	51,910 11%	53,334 11%	153,535 32%	67,782 14%	61,098 13%	57,026 12%	185,906 39%	0%	0%	0%	- 0%	480,243 100%



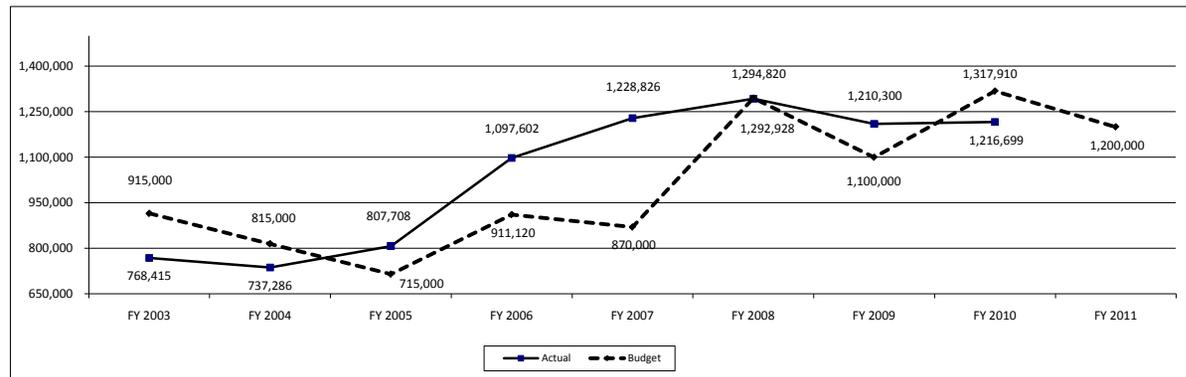
Fines & Fees Revenue - GF
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	28,845 11%	30,186 11%	18,727 7%	77,758 29%	29,891 11%	18,991 7%	22,112 8%	70,994 26%	28,364 11%	26,353 10%	29,810 11%	84,527 31%	18,373 7%	15,920 6%	2,000 1%	36,293 13%	269,572 100%
FY 2004	29,823 10%	21,550 7%	25,506 9%	76,879 26%	22,826 8%	20,991 7%	16,740 6%	60,557 20%	30,097 10%	15,057 5%	27,405 9%	72,559 25%	27,094 9%	27,071 9%	31,377 11%	85,542 29%	295,537 100%
FY 2005	27,936 9%	23,918 8%	21,707 7%	73,561 24%	20,908 7%	27,865 9%	21,425 7%	70,198 23%	22,437 7%	23,361 8%	32,175 10%	77,973 25%	33,047 11%	25,943 8%	27,271 9%	86,261 28%	307,993 100%
FY 2006	33,518 9%	30,108 8%	32,229 9%	95,855 26%	25,854 7%	31,760 9%	26,868 7%	84,482 23%	29,342 8%	27,384 8%	34,509 10%	91,235 25%	29,211 8%	30,377 8%	31,306 9%	90,894 25%	362,466 100%
FY 2007	52,481 13%	36,232 9%	25,088 6%	113,801 27%	28,493 7%	31,604 8%	27,617 7%	87,714 21%	36,378 9%	35,545 8%	31,585 8%	103,508 25%	37,798 9%	37,425 9%	39,066 9%	114,289 27%	419,312 100%
FY 2008	43,673 9%	50,004 11%	49,783 11%	143,460 31%	43,615 9%	40,721 9%	39,803 9%	124,139 27%	38,170 8%	34,129 7%	44,389 10%	116,688 25%	42,465 9%	(2,144) 0%	40,457 9%	80,778 17%	465,065 100%
FY 2009	45,023 11%	38,490 9%	36,213 9%	119,726 29%	28,928 7%	(4,436) -1%	67,835 17%	92,327 23%	26,890 7%	25,284 6%	36,062 9%	88,236 22%	88,498 22%	37,869 9%	(19,234) -5%	107,133 26%	407,422 100%
FY 2010	42,800 10%	32,955 8%	36,215 9%	111,970 26%	36,450 9%	32,096 8%	34,975 8%	103,521 24%	28,129 7%	40,868 10%	33,968 8%	102,965 24%	34,019 8%	34,325 8%	36,242 9%	104,586 25%	423,042 100%
FY 2011	38,861 14%	32,833 12%	40,636 14%	112,330 39%	31,196 11%	31,461 11%	22,224 8%	84,881 30%	27,464 10%	28,646 10%	31,823 11%	87,933 31%	0% 0%	0% 0%	0% 0%	- 0%	285,144 100%



EMS Revenue - GF
Revenues by Month/Fiscal Year

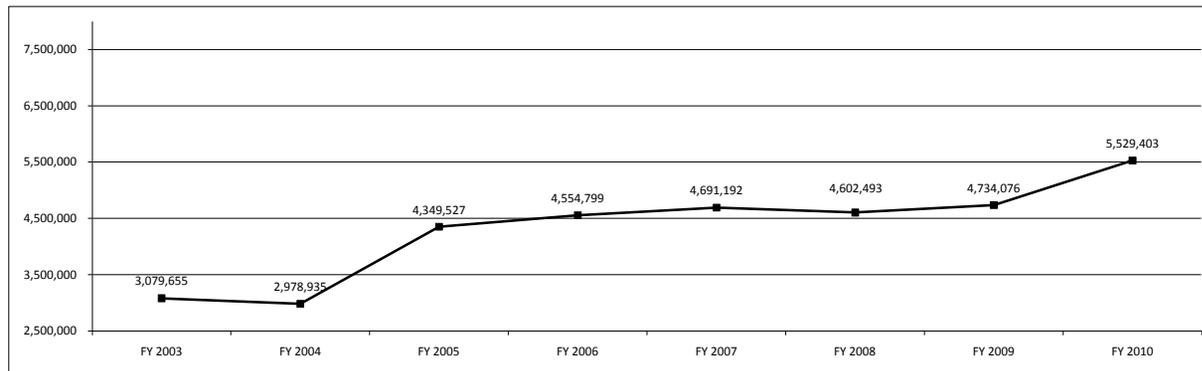
	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	116,710 15%	80,624 10%	76,416 10%	273,750 36%	58,899 8%	58,328 8%	33,159 4%	150,386 20%	61,720 8%	52,777 7%	61,947 8%	176,444 23%	64,849 8%	83,179 11%	19,807 3%	167,835 22%	768,415 100%
FY 2004	87,895 12%	53,534 7%	54,123 7%	195,552 27%	48,189 7%	48,864 7%	107,016 15%	204,069 28%	50,697 7%	27,564 4%	48,261 7%	126,522 17%	76,979 10%	48,672 7%	85,492 12%	211,143 29%	737,286 100%
FY 2005	81,759 10%	78,547 10%	59,260 7%	219,566 27%	47,953 6%	62,651 8%	59,311 7%	169,915 21%	61,556 8%	71,826 9%	88,096 11%	221,478 27%	- 0%	76 0%	196,673 24%	196,749 24%	807,708 100%
FY 2006	73,958 7%	113,550 10%	59,349 5%	246,857 22%	24,265 2%	113,200 10%	84,995 8%	222,460 20%	109,943 10%	91,791 8%	150,391 14%	352,125 32%	5,980 1%	198,600 18%	71,580 7%	276,160 25%	1,097,602 100%
FY 2007	125,651 10%	112,378 9%	95,853 8%	333,882 27%	116,943 10%	88,870 7%	95,262 8%	301,075 25%	87,069 7%	87,032 7%	96,006 8%	270,107 22%	61,194 5%	198,600 16%	63,968 5%	323,762 26%	1,228,826 100%
FY 2008	44,431 3%	114,384 9%	95,778 7%	254,593 20%	72,330 6%	124,118 10%	78,252 6%	274,700 21%	229,208 18%	76,584 6%	153,297 12%	459,089 36%	107,188 8%	44,928 3%	152,430 12%	304,546 24%	1,292,928 100%
FY 2009	194,134 16%	111,833 9%	27,521 2%	333,488 28%	98,312 8%	24,779 2%	210,979 17%	334,070 28%	93,612 8%	88,221 7%	123,025 10%	304,858 25%	109,309 9%	127,262 11%	1,313 0%	237,884 20%	1,210,300 100%
FY 2010	137,337 11%	124,999 10%	87,121 7%	349,457 29%	88,332 7%	76,386 6%	89,281 7%	253,999 21%	55,126 5%	141,559 12%	122,861 10%	319,546 26%	82,541 7%	98,124 8%	113,032 9%	293,697 24%	1,216,699 100%
FY 2011	169,655 18%	92,567 10%	101,958 11%	364,180 38%	86,469 9%	132,634 14%	87,598 9%	306,701 32%	102,245 11%	105,484 11%	89,346 9%	297,075 31%	0% 0%	0% 0%	0% 0%	- 0%	967,956 100%



Revenue Analysis
Debt Service Fund

Ad Valorem Tax Revenue - DSF
Revenues by Month/Fiscal Year

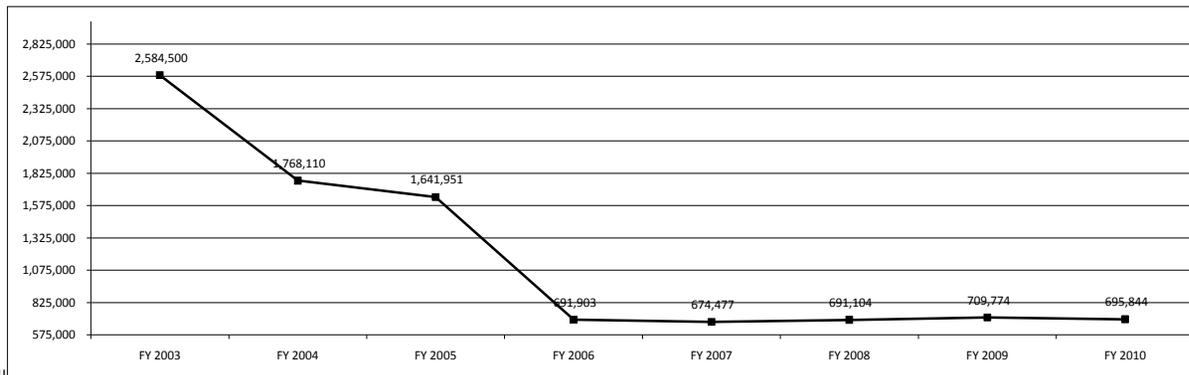
	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,079,655	3,079,655	3,079,655
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%	100%	100%
FY 2004	23,975	19,719	38,569	82,263	58,290	299,390	1,259,846	1,617,526	1,082,633	46,024	(43,528)	1,085,129	89,079	33,439	71,499	194,017	2,978,935
	1%	1%	1%	3%	2%	10%	42%	54%	36%	2%	-1%	36%	3%	1%	2%	7%	100%
FY 2005	17,260	21,034	29,886	68,180	31,093	481,293	1,583,813	2,096,199	1,684,465	214,087	49,531	1,948,083	-	-	237,065	237,065	4,349,527
	0%	0%	1%	2%	1%	11%	36%	48%	39%	5%	1%	45%	0%	0%	5%	5%	100%
FY 2006	14,209	25,802	41,076	81,087	86,210	391,235	1,858,563	2,336,008	1,758,039	39,679	146,492	1,944,210	8,917	81,384	103,193	193,494	4,554,799
	0%	1%	1%	2%	2%	9%	41%	51%	39%	1%	3%	43%	0%	2%	2%	4%	100%
FY 2007	22,130	18,816	47,789	88,735	168,447	397,758	1,988,854	2,555,059	1,660,517	157,106	77,483	1,895,106	(54,634)	47,024	159,902	152,292	4,691,192
	0%	0%	1%	2%	4%	8%	42%	54%	35%	3%	2%	40%	-1%	1%	3%	3%	100%
FY 2008	19,231	22,057	23,023	64,311	185,218	361,622	1,971,688	2,518,528	1,600,674	296,892	53,512	1,951,078	94,683	33,578	(59,685)	68,576	4,602,493
	0%	0%	1%	1%	4%	8%	43%	55%	35%	6%	1%	42%	2%	1%	-1%	1%	100%
FY 2009	15,889	16,113	36,396	68,398	849	59,589	787,047	847,485	1,463,188	1,804,494	304,099	3,571,781	-	91,386	155,026	246,412	4,734,076
	0%	0%	1%	1%	0%	1%	17%	18%	31%	38%	6%	75%	0%	2%	3%	5%	100%
FY 2010	-	-	35,188	35,188	31,846	161,506	740,179	933,531	2,341,918	1,790,050	164,937	4,296,905	27,003	38,421	198,355	263,779	5,529,403
	0%	0%	1%	1%	1%	3%	13%	17%	42%	32%	3%	78%	0%	1%	4%	5%	100%
FY 2011	-	14,056	19,474	33,530	137,269	45,817	443,940	627,026	4,327,075	175,432	123,482	4,625,989	-	-	-	-	5,286,545
	0%	0%	0%	1%	3%	1%	8%	12%	82%	3%	2%	88%	0%	0%	0%	0%	100%



Revenue Analysis
Capital Projects Fund

Ad Valorem Revenue - CIP
Revenues by Month/Fiscal Year

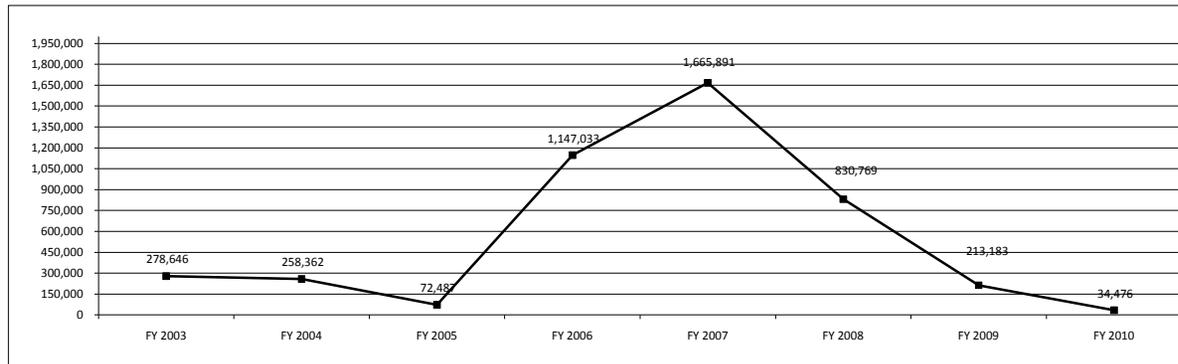
	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	-	5	88,749	88,754	80,978	237,740	1,034,309	1,353,027	829,017	95,312	66,345	990,674	78,645	29,628	43,772	152,045	2,584,500
	0%	0%	3%	3%	3%	9%	40%	52%	32%	4%	3%	38%	3%	1%	2%	6%	100%
FY 2004	19,877	16,445	32,197	68,519	49,246	243,452	1,016,958	1,309,656	896,730	47,011	(666,747)	276,994	52,973	19,615	40,353	112,941	1,768,110
	1%	1%	2%	4%	3%	14%	58%	74%	51%	3%	-38%	16%	3%	1%	2%	6%	100%
FY 2005	10,242	12,482	17,943	40,667	16,988	180,349	603,944	801,281	615,138	78,027	18,034	711,199	-	-	88,804	88,804	1,641,951
	1%	1%	1%	2%	1%	11%	37%	49%	37%	5%	1%	43%	0%	0%	5%	5%	100%
FY 2006	5,297	9,604	15,244	30,145	10,609	57,454	276,991	345,054	262,626	1,795	29,939	294,360	(3,784)	9,443	16,685	22,344	691,903
	1%	1%	2%	4%	2%	8%	40%	50%	38%	0%	4%	43%	-1%	1%	2%	3%	100%
FY 2007	3,325	2,856	7,270	13,451	26,787	48,580	289,787	365,154	240,170	25,439	11,850	277,459	(15,125)	6,867	26,671	18,413	674,477
	0%	0%	1%	2%	4%	7%	43%	54%	36%	4%	2%	41%	-2%	1%	4%	3%	100%
FY 2008	2,827	3,257	3,318	9,402	28,017	57,394	308,415	393,826	260,148	9,045	8,299	277,492	14,208	5,211	(9,035)	10,384	691,104
	0%	0%	0%	1%	4%	8%	45%	57%	38%	1%	1%	40%	2%	1%	-1%	2%	100%
FY 2009	2,390	2,416	5,469	10,275	127	8,967	118,012	127,106	219,349	270,515	45,589	535,453	-	13,699	23,241	36,940	709,774
	0%	0%	1%	1%	0%	1%	17%	18%	31%	38%	6%	75%	0%	2%	3%	5%	100%
FY 2010	-	-	4,582	4,582	4,377	20,964	92,359	117,700	292,269	223,398	20,798	536,465	3,826	5,380	27,891	37,097	695,844
	0%	0%	1%	1%	1%	3%	13%	17%	42%	32%	3%	77%	1%	1%	4%	5%	100%
FY 2011	-	1,754	2,431	4,185	6,654	16,191	55,402	78,247	539,984	21,892	15,409	577,285	0%	0%	0%	-	659,717
	0%	0%	0%	1%	1%	2%	8%	12%	82%	3%	2%	88%	0%	0%	0%	0%	100%



Note:
Decrease is due to timing issue related to the Cou

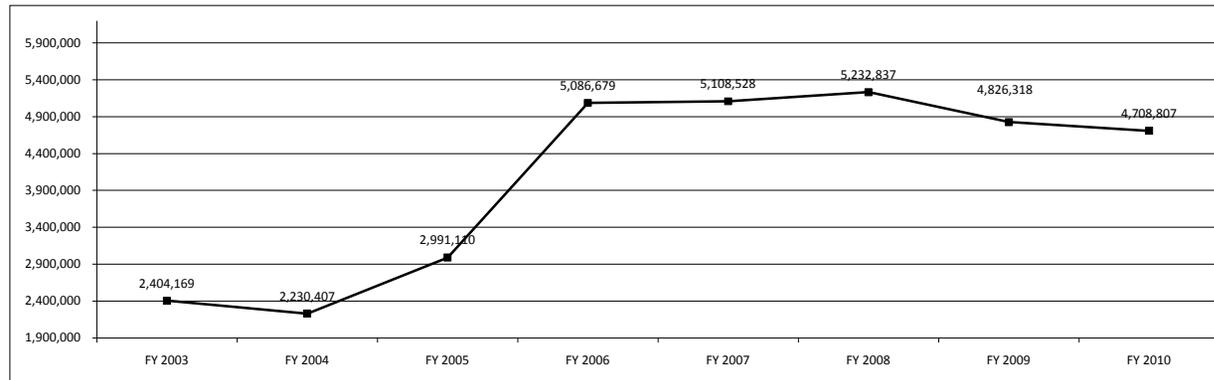
Investment Revenue - CIP
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	20,163 7%	20,253 7%	18,266 7%	58,682 21%	17,120 6%	15,551 6%	21,249 8%	53,920 19%	11,600 4%	46,955 17%	30,375 11%	88,930 32%	31,929 11%	28,046 10%	17,139 6%	77,114 28%	278,646 100%
FY 2004	20,039 8%	19,421 8%	16,090 6%	55,550 22%	16,090 6%	14,419 6%	15,763 6%	46,272 18%	13,751 5%	15,495 6%	13,961 5%	43,207 17%	15,031 6%	22,135 9%	76,167 29%	113,333 44%	258,362 100%
FY 2005	39,386 54%	20,483 28%	60,652 84%	120,521 166%	43,714 60%	47,598 66%	45,760 63%	137,072 189%	36,984 51%	24,744 34%	37,129 51%	98,857 136%	32,945 45%	43,002 59%	(359,910) -497%	(283,963) -392%	72,487 100%
FY 2006	66,102 6%	82,865 7%	65,709 6%	214,676 19%	117,831 10%	47,467 4%	185,801 16%	351,099 31%	60,643 5%	101,679 9%	92,020 8%	254,342 22%	138,330 12%	105,171 9%	83,415 7%	326,916 29%	1,147,033 100%
FY 2007	111,879 7%	111,404 7%	101,724 6%	325,007 20%	311,101 19%	106,875 6%	87,590 5%	505,566 30%	255,412 15%	113,408 7%	122,201 7%	491,021 29%	110,944 7%	114,206 7%	119,147 7%	344,297 21%	1,665,891 100%
FY 2008	108,911 13%	106,104 13%	88,295 11%	303,310 37%	96,670 12%	79,674 10%	70,783 9%	247,127 30%	56,895 7%	36,592 4%	35,345 4%	128,832 16%	30,203 4%	68,890 8%	52,407 6%	151,500 18%	830,769 100%
FY 2009	50,225 24%	46,510 22%	48,877 23%	145,612 69%	22,123 9%	12,225 6%	5,802 3%	40,150 18%	1,219 1%	16,464 8%	4,238 2%	21,921 11%	2,559 1%	685 0%	2,256 1%	5,500 2%	213,183 100%
FY 2010	1,684 5%	1,047 3%	998 3%	3,729 11%	1,009 3%	2,476 7%	929 3%	4,414 13%	782 2%	3,209 9%	5,885 17%	9,876 29%	5,408 16%	5,099 15%	5,950 17%	16,457 48%	34,476 100%
FY 2011	3,653 14%	3,699 14%	3,301 12%	10,653 40%	3,083 12%	2,848 11%	2,631 10%	8,562 32%	2,582 10%	2,348 9%	2,541 10%	7,471 28%	0%	0%	0%	- 0%	26,686 100%



Hospitality Tax Revenue - CIP
Revenues by Month/Fiscal Year

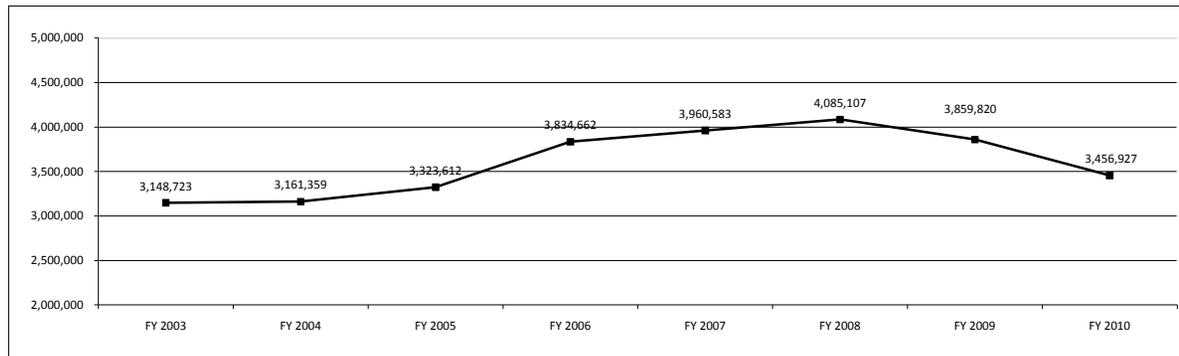
	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	2,607 0%	16,065 1%	571,206 24%	589,878 25%	660 0%	72,787 3%	378,101 16%	451,548 19%	- 0%	58,698 2%	417,146 17%	475,844 20%	- 0%	(5,815) 0%	892,714 37%	886,899 37%	2,404,169 100%
FY 2004	8,280 0%	18,185 1%	581,546 26%	608,011 27%	(3,887) 0%	43,421 2%	406,329 18%	445,863 20%	- 0%	22,493 1%	383,177 17%	405,670 18%	- 0%	46,773 2%	724,090 32%	770,863 35%	2,230,407 100%
FY 2005	1,102 0%	20,953 1%	700,881 23%	722,936 24%	- 0%	45,431 2%	457,612 15%	503,043 17%	- 0%	28,195 1%	418,803 14%	446,998 15%	352 0%	48,086 2%	1,269,695 42%	1,318,133 44%	2,991,110 100%
FY 2006	300 0%	23,782 0%	1,431,913 28%	1,455,995 29%	- 0%	85,947 2%	892,256 18%	978,203 19%	476 0%	82,758 2%	924,703 18%	1,007,937 20%	(1,834) 0%	64,581 1%	1,581,797 31%	1,644,544 32%	5,086,679 100%
FY 2007	2,406 0%	73,977 1%	1,422,406 28%	1,498,789 29%	(3,701) 0%	74,689 1%	917,648 18%	988,636 19%	(11,475) 0%	64,370 1%	912,501 18%	965,396 19%	(1,859) 0%	79,480 2%	1,578,086 31%	1,655,707 32%	5,108,528 100%
FY 2008	903 0%	79,940 2%	1,491,971 29%	1,572,814 30%	(3,897) 0%	73,307 1%	22,231 0%	91,641 2%	833,197 16%	76,639 1%	82,405 2%	992,241 19%	911,704 17%	102,753 2%	1,561,684 30%	2,576,141 49%	5,232,837 100%
FY 2009	2,207 0%	85,911 2%	110,257 2%	198,375 4%	1,305,139 27%	89,401 2%	50,462 1%	1,445,002 30%	737,230 15%	110,146 2%	63,473 1%	910,849 19%	733,197 15%	94,067 2%	1,444,828 30%	2,272,092 47%	4,826,318 100%
FY 2010	44,438 1%	56,501 1%	100,791 2%	201,730 4%	1,267,411 27%	91,091 2%	74,812 2%	1,433,314 30%	663,467 14%	78,680 2%	93,164 2%	835,311 18%	666,197 14%	125,941 3%	1,446,314 31%	2,238,452 48%	4,708,807 100%
FY 2011	(20,576) -1%	146,094 6%	94,078 4%	219,596 8%	1,331,329 51%	106,561 4%	56,760 2%	1,494,650 57%	648,822 25%	152,296 6%	108,558 4%	909,676 35%	- 0%	- 0%	- 0%	- 0%	2,623,922 100%



Revenue Analysis
Other Governmental Funds

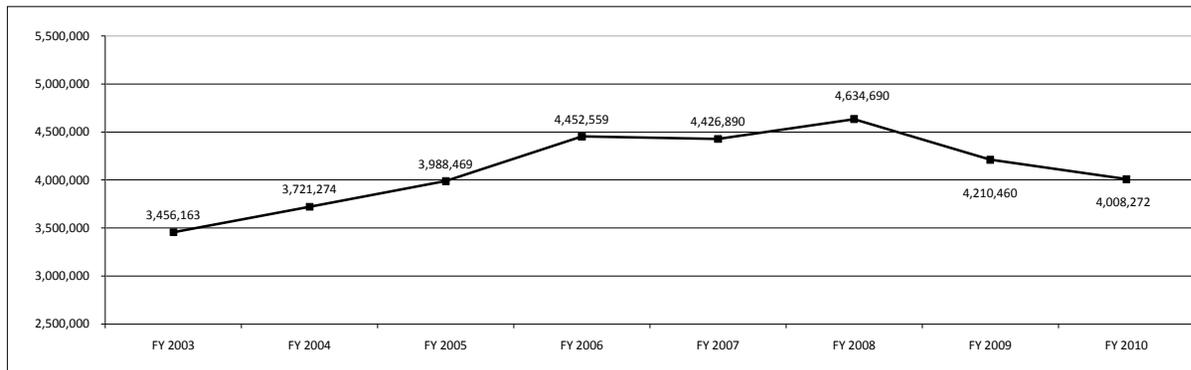
State ATAX Revenue
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	-	-	1,484,972	1,484,972	-	-	431,609	431,609	-	-	202,790	202,790	-	-	1,029,352	1,029,352	3,148,723
	0%	0%	47%	47%	0%	0%	14%	14%	0%	0%	6%	6%	0%	0%	33%	33%	100%
FY 2004	-	-	1,508,020	1,508,020	-	-	399,276	399,276	-	-	199,395	199,395	-	-	1,054,668	1,054,668	3,161,359
	0%	0%	48%	48%	0%	0%	13%	13%	0%	0%	6%	6%	0%	0%	33%	33%	100%
FY 2005	-	-	1,594,738	1,594,738	-	-	427,468	427,468	-	-	210,786	210,786	-	-	1,090,620	1,090,620	3,323,612
	0%	0%	48%	48%	0%	0%	13%	13%	0%	0%	6%	6%	0%	0%	33%	33%	100%
FY 2006	-	-	1,744,152	1,744,152	-	-	464,658	464,658	-	-	272,230	272,230	-	-	1,353,622	1,353,622	3,834,662
	0%	0%	45%	45%	0%	0%	12%	12%	0%	0%	7%	7%	0%	0%	35%	35%	100%
FY 2007	-	-	1,842,997	1,842,997	-	-	540,293	540,293	-	-	245,770	245,770	-	-	1,331,523	1,331,523	3,960,583
	0%	0%	47%	47%	0%	0%	14%	14%	0%	0%	6%	6%	0%	0%	34%	34%	100%
FY 2008	-	-	1,888,638	1,888,638	-	-	584,213	584,213	-	-	274,872	274,872	-	-	1,337,384	1,337,384	4,085,107
	0%	0%	46%	46%	0%	0%	14%	14%	0%	0%	7%	7%	0%	0%	33%	33%	100%
FY 2009	-	-	2,011,405	2,011,405	-	-	-	-	454,628	-	-	454,628	219,516	-	1,174,271	1,393,787	3,859,820
	0%	0%	52%	52%	0%	0%	0%	0%	12%	0%	0%	12%	6%	0%	29%	36%	100%
FY 2010	-	-	-	-	1,740,535	-	-	1,740,535	451,817	-	-	451,817	186,174	-	1,078,401	1,264,575	3,456,927
	0%	0%	0%	0%	50%	0%	0%	50%	13%	0%	0%	13%	5%	0%	31%	37%	100%
FY 2011	-	-	-	-	1,793,945	-	-	1,793,945	450,930	-	-	450,930	-	-	-	-	2,244,875
	0%	0%	0%	0%	80%	0%	0%	80%	20%	0%	0%	20%	0%	0%	0%	0%	100%



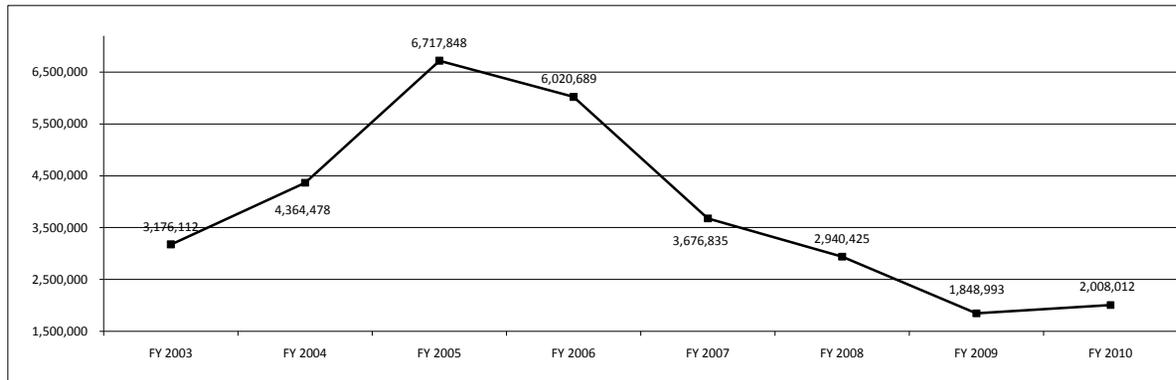
Beach Preservation Fee
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	333 0%	1,397 0%	1,387,698 40%	1,389,428 40%	- 0%	21,802 1%	348,465 10%	370,267 11%	- 0%	14,231 0%	350,259 10%	364,490 11%	(1,117) 0%	25,181 1%	1,307,914 38%	1,331,978 39%	3,456,163 100%
FY 2004	2,941 0%	67 0%	40,287 1%	43,295 1%	1,498,121 40%	29,286 1%	384,841 10%	1,912,248 51%	- 0%	4,342 0%	353,384 9%	357,726 10%	- 0%	19,450 1%	1,388,555 37%	1,408,005 38%	3,721,274 100%
FY 2005	72 0%	981 0%	1,623,721 41%	1,624,774 41%	- 0%	4,377 0%	469,564 12%	473,941 12%	31 0%	6,487 0%	418,797 11%	425,315 11%	- 0%	28,886 1%	1,435,553 37%	1,464,439 37%	3,988,469 100%
FY 2006	16 0%	(1,601) 0%	1,793,630 40%	1,792,045 40%	- 0%	5,126 0%	443,233 10%	448,359 10%	53,809 1%	41,559 1%	453,592 10%	548,960 12%	493 0%	16,609 0%	1,646,093 37%	1,663,195 37%	4,452,559 100%
FY 2007	155 0%	9,888 0%	1,788,635 40%	1,798,678 41%	(1,167) 0%	20,389 0%	465,720 11%	484,942 11%	- 0%	5,651 0%	479,283 11%	484,934 11%	(56) 0%	10,275 0%	1,648,117 37%	1,658,336 37%	4,426,890 100%
FY 2008	(523) 0%	82 0%	1,878,335 41%	1,877,894 41%	6,214 0%	349,362 8%	2,451 0%	358,027 8%	555,444 12%	1,964 0%	925 0%	558,333 12%	518,730 11%	8,793 0%	1,312,913 28%	1,840,436 40%	4,634,690 100%
FY 2009	230 0%	1,449 0%	71,976 2%	73,655 2%	1,701,685 40%	34,205 1%	6,302 0%	1,742,192 41%	510,156 12%	33,642 1%	18,647 0%	562,445 13%	373,397 9%	51,775 1%	1,406,996 33%	1,832,168 44%	4,210,460 100%
FY 2010	(702) 0%	63,314 2%	52,187 1%	114,799 3%	1,639,541 41%	29,679 1%	13,288 0%	1,682,508 42%	338,203 8%	14,067 0%	14,762 0%	367,032 9%	348,112 9%	43,936 1%	1,451,885 36%	1,843,933 46%	4,008,272 100%
FY 2011	(10,438) 0%	88,512 4%	60,479 3%	138,553 6%	1,820,966 76%	75,388 3%	28,103 1%	1,924,457 80%	282,152 12%	50,282 2%	14,107 1%	346,541 14%	0 0%	0 0%	0 0%	- 0%	2,409,551 100%



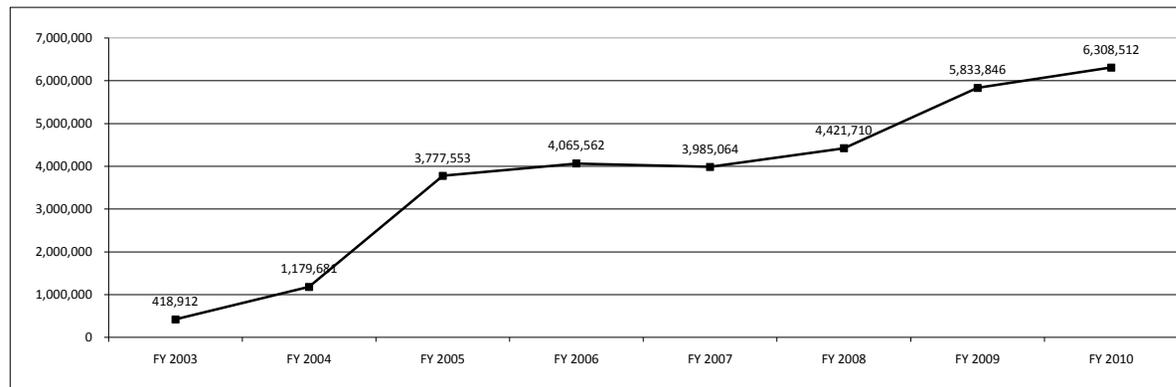
Real Estate Transfer Fee
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	325,272 10%	223,808 7%	292,094 9%	841,174 26%	302,064 10%	230,239 7%	287,894 9%	820,197 26%	223,340 7%	178,580 6%	222,130 7%	624,050 20%	251,253 8%	300,278 9%	339,160 11%	890,691 28%	3,176,112 100%
FY 2004	324,297 7%	267,938 6%	372,815 9%	965,050 22%	416,185 10%	267,049 6%	374,750 9%	1,057,984 24%	242,170 6%	393,480 9%	228,298 5%	863,948 20%	458,066 10%	474,028 11%	545,402 12%	1,477,496 34%	4,364,478 100%
FY 2005	459,853 7%	501,676 7%	485,759 7%	1,447,288 22%	453,388 7%	389,875 6%	542,314 8%	1,385,577 21%	672,025 10%	384,227 6%	634,890 9%	1,691,142 25%	777,821 12%	720,780 11%	695,240 10%	2,193,841 33%	6,717,848 100%
FY 2006	613,024 10%	770,789 13%	592,722 10%	1,976,535 33%	578,945 10%	424,531 7%	357,768 6%	1,361,244 23%	400,964 7%	383,321 6%	725,943 12%	1,510,228 25%	382,628 6%	414,031 7%	376,023 6%	1,172,682 19%	6,020,689 100%
FY 2007	385,702 10%	293,977 8%	273,938 7%	953,617 26%	276,934 8%	287,752 8%	314,399 9%	879,085 24%	233,521 6%	223,219 6%	391,018 11%	847,758 23%	367,773 10%	414,031 11%	214,571 6%	996,375 27%	3,676,835 100%
FY 2008	332,108 11%	304,829 10%	330,596 11%	967,533 33%	268,817 9%	237,654 8%	287,433 10%	793,904 27%	154,684 5%	109,236 4%	216,495 7%	480,415 16%	237,199 8%	240,776 8%	220,598 8%	698,573 24%	2,940,425 100%
FY 2009	238,958 13%	170,453 9%	206,208 11%	615,619 33%	178,622 10%	124,015 7%	143,680 8%	446,317 24%	117,863 6%	109,891 6%	132,272 7%	360,026 19%	117,122 6%	164,024 9%	145,885 8%	427,031 23%	1,848,993 100%
FY 2010	207,759 10%	220,308 11%	128,039 6%	556,106 28%	188,968 9%	149,608 7%	179,144 9%	517,720 26%	117,350 6%	117,506 6%	161,453 8%	396,309 20%	183,415 9%	171,416 9%	183,046 9%	537,877 27%	2,008,012 100%
FY 2011	180,979 14%	144,389 11%	146,780 12%	472,148 38%	141,028 11%	119,705 10%	145,657 12%	406,390 32%	115,899 9%	107,221 9%	157,051 12%	380,171 30%	0%	0%	0%	- 0%	1,258,709 100%



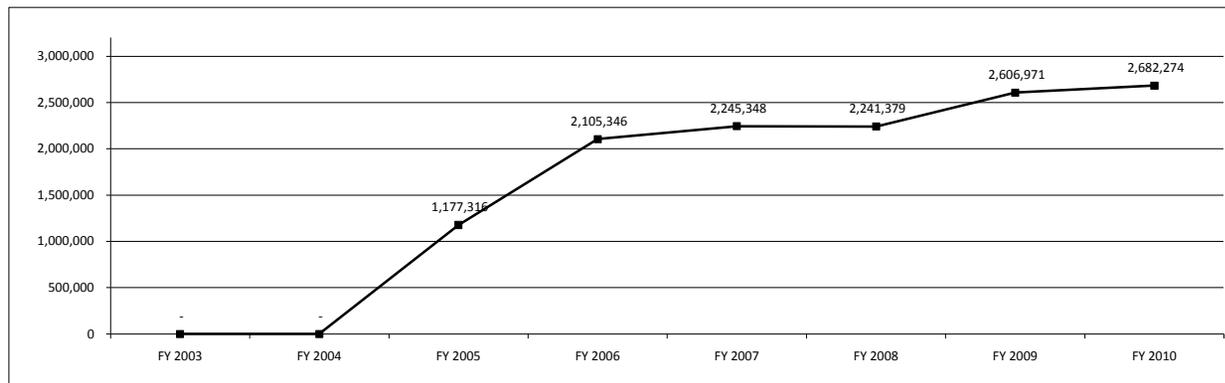
Ad Valorem Tax Revenue - TIF
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	-	-	-	-	-	4,035	41,879	45,914	302,244	3,344	-	305,588	54,629	488	12,293	67,410	418,912
	0%	0%	0%	0%	0%	1%	10%	11%	72%	1%	0%	73%	13%	0%	3%	16%	100%
FY 2004	-	-	-	-	-	393,533	248,339	641,872	466,304	-	5,077	471,381	2,499	12,762	51,167	66,428	1,179,681
	0%	0%	0%	0%	0%	33%	21%	54%	40%	0%	0%	40%	0%	1%	4%	6%	100%
FY 2005	-	-	67	67	-	338,497	1,128,491	1,466,988	1,896,080	200,256	-	2,096,336	-	-	214,162	214,162	3,777,553
	0%	0%	0%	0%	0%	9%	30%	39%	50%	5%	0%	55%	0%	0%	6%	6%	100%
FY 2006	-	-	69,390	69,390	107,775	297,084	1,239,163	1,644,022	2,045,577	85,285	43,750	2,174,612	14,525	9,169	153,844	177,538	4,065,562
	0%	0%	2%	2%	3%	7%	30%	40%	50%	2%	1%	53%	0%	0%	4%	4%	100%
FY 2007	-	-	20,654	20,654	178,977	464,614	1,214,287	1,857,878	1,631,316	136,984	136,879	1,905,179	(221,381)	9,169	413,565	201,353	3,985,064
	0%	0%	1%	1%	4%	12%	30%	47%	41%	3%	3%	48%	-6%	0%	10%	5%	100%
FY 2008	-	-	-	-	211,651	236,113	1,939,103	2,386,867	796,093	-	-	796,093	-	-	1,238,750	1,238,750	4,421,710
	0%	0%	0%	0%	5%	5%	44%	54%	18%	0%	0%	18%	0%	0%	28%	28%	100%
FY 2009	-	-	-	-	-	319,346	-	319,346	2,906,538	1,453,270	-	4,359,808	862,468	115,562	176,662	1,154,692	5,833,846
	0%	0%	0%	0%	0%	5%	0%	5%	50%	25%	0%	75%	15%	2%	3%	20%	100%
FY 2010	-	-	-	-	-	177,438	-	177,438	3,293,599	2,304,305	113,484	5,711,388	107,390	40,162	272,134	419,686	6,308,512
	0%	0%	0%	0%	0%	3%	0%	3%	52%	37%	2%	91%	2%	1%	4%	7%	100%
FY 2011	-	-	-	-	68,005	89,358	187,546	344,909	4,710,989	687,642	178,805	5,577,436	-	-	-	-	5,922,345
	0%	0%	0%	0%	1%	2%	3%	6%	80%	12%	3%	94%	0%	0%	0%	0%	100%



Electric Franchise Fee
Revenues by Month/Fiscal Year

	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
FY 2003	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
FY 2004	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
FY 2005	-	-	-	-	-	132,062	125,170	257,232	164,914	182,902	149,175	496,991	137,819	124,503	160,771	423,093	1,177,316
	0%	0%	0%	0%	0%	11%	11%	22%	14%	16%	13%	42%	12%	11%	14%	36%	100%
FY 2006	200,399	228,654	207,028	636,081	169,472	147,282	137,920	454,674	183,400	169,744	157,591	510,735	153,195	-	350,661	503,856	2,105,346
	10%	11%	10%	30%	8%	7%	7%	22%	9%	8%	7%	24%	7%	0%	17%	24%	100%
FY 2007	236,917	262,320	239,571	738,808	178,164	140,383	154,431	472,978	162,181	202,468	169,907	534,556	153,195	-	345,811	499,006	2,245,348
	11%	12%	11%	33%	8%	6%	7%	21%	7%	9%	8%	24%	7%	0%	15%	22%	100%
FY 2008	234,553	257,467	243,116	735,136	188,133	159,109	145,630	492,872	173,607	193,281	153,310	520,198	-	302,365	190,808	493,173	2,241,379
	10%	11%	11%	33%	8%	7%	6%	22%	8%	9%	7%	23%	0%	13%	9%	22%	100%
FY 2009	233,926	250,752	-	484,678	265,468	201,638	172,999	640,105	200,915	440,404	223,202	864,521	193,044	200,570	224,053	617,667	2,606,971
	9%	10%	0%	19%	10%	8%	7%	25%	8%	17%	9%	33%	7%	9%	10%	24%	100%
FY 2010	270,908	275,206	-	546,114	240,225	216,760	165,708	622,693	402,001	-	264,959	666,960	240,741	193,650	412,116	846,507	2,682,274
	10%	10%	0%	20%	9%	8%	6%	23%	15%	0%	10%	25%	9%	7%	15%	32%	100%
FY 2011	270,936	320,260	283,996	875,192	-	235,592	172,932	408,524	195,356	285,018	271,238	751,612	-	-	-	-	2,035,328
	13%	16%	14%	43%	0%	12%	8%	20%	10%	14%	13%	37%	0%	0%	0%	0%	100%





TOWN OF HILTON HEAD ISLAND

Community Development Department

TO: Steven G. Riley, C.M., *Town Manager*
VIA: Teri Lewis, AICP, *LMO Official*
CC: Charles Cousins, AICP, *Director of Community Development*
FROM: Anne Cyran, AICP, *Senior Planner*
DATE: April 20, 2011
SUBJECT: Proposed Ordinance No. 2011-05 – ZMA100009

Town Council made no changes to proposed Ordinance No. 2011-05 as a result of the first reading on April 19, 2011.

AN ORDINANCE OF THE TOWN OF HILTON HEAD ISLAND

ORDINANCE NO. 2011-

PROPOSED ORDINANCE NO. 2011-05

AN ORDINANCE TO AMEND TITLE 16, "THE LAND MANAGEMENT ORDINANCE," OF THE MUNICIPAL CODE OF THE TOWN OF HILTON HEAD ISLAND, SOUTH CAROLINA, BY AMENDING SECTION 16-4-102, THE OFFICIAL ZONING MAP WITH RESPECT TO THOSE CERTAIN PARCELS IDENTIFIED AS PARCEL 11H AND PARCEL 217 ON BEAUFORT COUNTY TAX MAP 8 AND PARCEL 104, PARCEL 106 AND PARCEL 108 ON BEAUFORT COUNTY TAX MAP 8A FROM OL (OFFICE/INSTITUTIONAL LOW DENSITY) AND IL (LIGHT INDUSTRIAL), TO THE CC (COMMERCIAL CENTER) ZONING DISTRICT; AND PROVIDING FOR SEVERABILITY AND AN EFFECTIVE DATE.

WHEREAS, on July 21, 1998, the Town Council did amend Title 16 of the Municipal Code of the Town of Hilton Head Island by enacting a revised Land Management Ordinance ("LMO"); and

WHEREAS, the Planning Commission held a public hearing on said zoning map amendment application on February 16, 2011, at which time a presentation was made by staff and an opportunity was given for the public to comment on the rezoning request; and

WHEREAS, the Planning Commission, after consideration of the staff report, public comments, and the criteria set forth in Section 16-3-1505 of the LMO, voted 9-0-0 to find the application consistent with the Comprehensive Plan and serves to carry out the purposes of the LMO; and

WHEREAS, the Planning and Development Standards Committee held a public meeting on March 23, 2011 to review said zoning map amendment application, at which time a presentation was made by staff and an opportunity was given for the public to comment on the rezoning request; and

WHEREAS, the Planning and Development Standards Committee, after consideration of the staff report, public comments, and the criteria set forth in Section 16-3-1505 of the LMO, voted 3-0-0 to recommend that Town Council approve the proposed amendment; and

WHEREAS, after due consideration of said zoning map amendment application and the recommendations of the Planning Commission and the Planning and Development Standards Committee, the Town Council, upon further review, finds it is in the public interest to approve the proposed application.

NOW, THEREFORE, BE IT ORDERED AND ORDAINED BY THE TOWN OF HILTON HEAD ISLAND, SOUTH CAROLINA, AND IT IS ORDAINED BY THE AUTHORITY OF THE SAID COUNCIL:

Section 1. Amendment. That the Official Zoning Map of the Town of Hilton Head Island, as referred to in Section 16-4-102 of the LMO, be hereby amended to modify the zoning

designation of those certain parcels identified as parcel 11H and parcel 217 on Beaufort County Tax Map 8 and parcel 104, parcel 106 and parcel 108 on Beaufort County Tax Map 8A, from OL (Office/Institutional Low Density) and IL (Light Industrial) to CC (Commercial Center). The attached Vicinity Map shows the location of the subject properties.

Section 2. Severability. If any section, phrase, sentence or portion of this Ordinance is for any reason held invalid or unconstitutional by any court of competent jurisdiction, such portion shall be deemed a separate, distinct and independent provision, and such holding shall not affect the validity of the remaining portions thereof.

Section 3. Effective Date. This Ordinance shall be effective upon its adoption by the Town Council of the Town of Hilton Head Island, South Carolina.

PASSED, APPROVED, AND ADOPTED BY THE TOWN COUNCIL FOR THE TOWN OF HILTON HEAD ISLAND ON THIS _____ DAY OF _____, 2011.

Drew A. Laughlin, Mayor

ATTEST:

Betsy R. Mosteller, CMC, Town Clerk

Public Hearing: February 16, 2011

First Reading: April 19, 2011

Second Reading:

Approved as to form:

Gregory M. Alford, Town Attorney

Introduced by Council Member: _____



MEMORANDUM

TO: Town Council

FROM: Stephen G. Riley, Town Manager

VIA: Steven Markiw, Deputy Director of Finance

DATE: April 25, 2011

RE: **First Reading of Proposed Ordinance No. 2011-09**

Recommendation:

That Town Council approves first reading, by title only, of Proposed Ordinance No. 2011-09 to raise revenue and adopt a budget for the Town of Hilton Head Island, South Carolina for the Fiscal Year ending June 30, 2012. In addition, we are requesting Town Council adopt the budget workshop schedule.

Summary:

Proposed Ordinance No. 2011-09 pertaining to the adoption of a budget for Fiscal Year 2012 will be read, in title only, with budget workshops to follow. Town staff has developed the following workshop schedule for the FY 2012 budget development process.

May 3, 2011	4:00 p.m.	Regular Town Council Meeting – 1st Reading of Budget by Title Only
May 5, 2011	4:00 p.m.	Budget Workshop – TIF Review/CIP Overview
May 10, 2011	4:00 p.m.	Budget Workshop – Affiliated Agencies, Debt Service
May 24, 2011	4:00 p.m.	Budget Workshop – Operating Budget
June 7, 2011	6:00 p.m.	Budget Workshop – CIP continued, Final Review (Following regular Council Meeting scheduled for 4:00 p.m.)
June 14, 2011	6:00 p.m.	Public Hearing and Revised First Reading of Budget
June 21, 2011	4:00 p.m.	Regular Town Council Meeting - Second and Final Reading of Budget

AN ORDINANCE OF THE TOWN OF HILTON HEAD ISLAND

ORDINANCE NO. _____

PROPOSED ORDINANCE NO. 2011-09

AN ORDINANCE TO RAISE REVENUE AND ADOPT A BUDGET FOR THE TOWN OF HILTON HEAD ISLAND, SOUTH CAROLINA, FOR THE FISCAL YEAR ENDING JUNE 30, 2012; TO ESTABLISH A PROPERTY TAX LEVY; TO ESTABLISH FUNDS; TO ESTABLISH A POLICY FOR ACQUISITION OF RIGHTS OF WAY AND EASEMENTS; AND PROVIDING FOR SEVERABILITY AND AN EFFECTIVE DATE.

WHEREAS, Section 5-7-260(3) of the Code of Laws for South Carolina 1976, as amended, and Section 2-7-20 of the Municipal Code of the Town of Hilton Head Island, South Carolina, require that the Town Council act by ordinance to adopt a budget and levy taxes, pursuant to public notice; and

WHEREAS, Town Council desires to set aside funds for an Operating Reserve to provide for emergency-related expenditures and to offset fiscal year tax revenue income stream deficiency; and

WHEREAS, Town Council finds that it would be more economical and efficient to authorize the Town Manager to move forward with construction contract modifications, change orders, contract price adjustments, and execution of contracts for supplies, services, and construction where the contract amount involved does not exceed the budget line item or project budget as approved by Town Council in the Consolidated Municipal Budget.

NOW, THEREFORE, BE IT ORDERED AND ORDAINED BY THE COUNCIL OF THE TOWN OF HILTON HEAD ISLAND, SOUTH CAROLINA; AND IT IS HEREBY ORDAINED BY THE AUTHORITY OF THE SAID COUNCIL:

NOTE: Underlined and bold-face typed portions indicate additions to the Ordinance. ~~Stricken~~ Portions indicate deletions to the Ordinance.

Section 1. Adoption of the Budget. The prepared budget of estimated revenues and expenses, a copy of which is attached hereto and incorporated herein, is hereby adopted as the budget for the Town of Hilton Head Island for the fiscal year ending June 30, 2012.

Section 2. Establishment of Property Tax Levy. A tax to cover the period from July 1, 2011 through June 30, 2012, inclusive, for the sums and in the manner hereinafter mentioned, is and shall be, levied, collected and paid into the treasury of the Town of Hilton Head Island for its uses at a rate of mills on assessed value of real estate and personal property of every description owned in the Town of Hilton Head Island, except such property as is exempt from taxation under the Constitution and laws of the State of South Carolina. Said tax levy shall be paid into the Town Treasury for the credit of the Town of Hilton Head Island for its corporate purposes, for the purpose of paying current operational expenses of the said municipality ___.__ mills, Debt Service ___.__ mills, and Capital Projects Fund ___.__ mils making the total levy of ___.__ mills.

Section 3. Establishment of Funds. To facilitate operations, there shall be established and maintained a General Fund, a Capital Projects Fund, a Debt Service Fund and other appropriate funds in such amounts as are provided for in the aforesaid Budget, as hereby adopted or as hereafter modified pursuant to law.

Section 4. Acquisition of Rights of Way and Easements. The Town Manager is charged with the duty of executing all necessary documents to obtain rights of way, easements, and other property interests necessary to complete duly authorized Capital Improvement Projects. If an expenditure is expressly authorized in an approved Capital Improvement Project, then the Town Manager is hereby authorized to execute all necessary documents and to expend such funds as are approved pursuant to the Capital Improvement budget. Provided, however, in the event that the costs of an acquisition of such real property interests materially exceeds the amount budgeted in the approved Capital Improvement Project and the Town Manager is unable to shift additional funds from other authorized sources, the Town Manager shall be required to obtain the approval of Town Council for such addition expenditures. Nothing herein shall obviate the requirement that no condemnations shall be commenced without the appropriate approval of the Town Council for the Town of Hilton Head Island.

Section 5 Severability. If any section, phrase, sentence, or portion of this Ordinance is for any reason held invalid or unconstitutional by any court of competent jurisdiction, such portion shall be deemed a separate, distinct, and independent provision, and such holding shall not affect the validity of the remaining portions thereof.

Section 6. Effective Date. This Ordinance shall be effective upon its enactment by the Town Council for the Town of Hilton Head Island.

Proposed Ordinance No. 2011-09
Page Three

**PASSED, APPROVED, AND ADOPTED BY THE COUNCIL FOR THE TOWN OF
HILTON HEAD ISLAND ON THIS _____ DAY OF _____, 2011.**

Drew A. Laughlin, Mayor

ATTEST:

Town Clerk

First Reading:
Public Hearing:
Revised First Reading:
Second Reading:

APPROVED AS TO FORM:

Gregory M. Alford, Town Attorney

Introduced by Council Member:_____

MEMORANDUM

TO: Town Council

FROM: Stephen G. Riley, Town Manager

DATE: April 21, 2011

RE: **Proposed Collaboration between the Town and USC-Beaufort**

Recommendation

The Intergovernmental Relations Committee, and the Staff, recommends to the full Town Council that we enter into an agreement, based on the attached outline, between the Town and USC-Beaufort to enhance hospitality and tourism training and special events management on the Island.

Summary

Conversations have been going on for several months with representatives of USC-B and the Town Staff to find a way to create greater cooperation and to enhance our special events and festivals while also improving training opportunities for the hospitality industry. The attached proposal is the result of those conversations.

Money to implement this proposal would come from both the University and the Town. Town Funding would come from the festival and event fund that is a part of our 1% local ATAX ordinance. These funds had been flowing to the Hospitality Association to assist with festivals and training, but that organization, no longer meets the criteria for continued funding. Staff believes, and the Committee agreed, that a collaboration with USC-B is our best solution for the long-term and addresses several of the issues identified in Council's goals and from the Mayor's Task Force.

Background

The attached is a proposal from USC-B's Hospitality Management program to begin collaboration with the Town that would support special events on the Island as well as offer hospitality training programs. Staff and University officials see this as a first step in a more ambitious effort to bring a university presence back to the Island.

The source of funding would be the "Festival and Island Ambassador Program Fund" that was created back in the late 1990s and funded with local Accommodations Taxes (Sec 4-10-100 of the Town Code). This program was originally targeted to aid the Hospitality Association and the Town Code includes a number of conditions that the Association no longer meets; the chief requirement being the employment of a full-time executive director. They no longer have such a position.

Rather than try to massage the Town Code to meet their new circumstances, Staff approached the University about their ability to provide these services. Initially, the Hospitality Association was onboard with this approach and USC-B was going to provide staffing services to the Association under a separate agreement. The Hospitality Association is currently exploring other options for their future.

The University, through its Hospitality Management program, is well positioned to engage students and event managers such as the Heritage Classic Foundation, the Concours, the Gullah Celebration organizers, the Island Recreation Center, a retooled Hospitality Association and any other groups with event management support. They are also a logical source for a variety of training initiatives for the hospitality industry.

The potential to grow this collaboration into something bigger that brings more educational and cultural opportunities to the Island is perhaps the greatest benefit of this collaboration.

Whether this approach fully meets the intent of the allowable uses for local Accommodations Taxes is still a question. If it does not, I would recommend shifting local ATAX to other clearly allowable uses and shift general revenues to this effort.

The Town's Accommodations Tax Advisory Committee has previously been charged with annually reviewing the Hospitality Association budget as part of the festival event fund. Whether the ATAX Committee continues with that role is a matter for discussion.

**Vision for the Future:
A collaboration between USC Beaufort and the
Town of Hilton Head Island**

Summary:

Since the inception of the Hospitality Management education program at the University of South Carolina Beaufort (USCB), the University's vision has encompassed delivery of world-class education to the Hospitality and Tourism industry. Hilton Head Island is an internationally known and recognized hospitality destination and the natural partner for the University in this vision. As the USCB program grows, there are natural synergies that would occur between the Island and a USCB College of Hospitality Management located on the island.

A successful hospitality industry is key to the future of Hilton Head Island. USCB proposes to collaborate with the Town to improve and enhance the hospitality industry through the establishment of the Center for Event Management and Hospitality Training. The Center will focus on two areas: Special Events Production and Volunteerism, and Hospitality Education. The Special Events component will assist in the establishment of new festivals attracting new tourists to Hilton Head Island and support special events and festivals that are currently held on the Island. The Education and Training component will provide training to employees, students and hospitality professionals, attracting tourists, professionals and students to the area to receive specialty training.

Vision 2025, as presented by the Mayor's Task Force on the Island's Future, set forth thirteen Stretch Goals for the community. The work of the Center will support five of those goals, namely

- Become the #1 hospitality and family-friendly, beach destination in the Southeast
- Become the #1 Cultural/Arts destination of choice in the Southeast
- Become the #1 ecotourism destination in the Southeast
- Broaden and Deepen the Economy
- Become a great learning Center destination.

Each component of the Center will result in a significant, positive economic impact to the community. Special event productions will help deepen the economy through their positive economic impact in the hospitality industry, estimated at \$5 million (budget attached). This will help to achieve vision element #4 economic diversification, tactic # 1 (page 17): to increase the economic impact of Hospitality by \$500,000,000 over 5 years. With events in the areas of arts, culture, ecotourism and sports, the Center will support the Island's goal of becoming the #1 destination in the Southeast. The learning opportunities available through the Center will help to make Hilton Head Island a learning center destination. Combined, the activities of the Center will help to bring about sustained growth in the hospitality industry of the Town of Hilton Head Island. As the

Center grows areas relating to Ecotourism and Sustainability will be natural areas of expansion.

Introduction:

The Department of Hospitality Management at USCB has a long established history of offering teaching, research and service to the Hilton Head Island community. The department has conducted survey research and provided student volunteers to assist at ATAX sponsored events since 1997. Since the University's move from the Hilton Head location to Bluffton in 2004, with the concomitant establishment of baccalaureate degree programs, the Hospitality Management Program has grown to become one of the largest degree programs at USCB, with 165 majors out of a total enrollment of approximately 1750 students. Students from the United States as well as international locations are choosing to study Hospitality Management in the Lowcountry at USCB. Many of the students who decide to study at USCB vacationed on Hilton Head Island while growing up. We expect that the extraordinary growth of enrollment in the Hospitality Management program will continue, given that the department has recently expanded academic offerings by adding certificates in Events Management, Hotel Management, Food and Beverage Management and Private Club Management.

Many of the Hospitality Management students currently work in Hilton Head Island businesses. They have also provided volunteer services at many of the area's local festivals and events. Students past and present have been involved in everything on the Island from The Heritage Golf Tournament to a reception for Governors' Conference attendees. The student volunteers majoring in hospitality provide a degree of professionalism, competence, and enthusiasm that assists Hilton Head Island by providing visitors, residents and future retiree residents with outstanding experiences at these local venues and events. In addition, past USCB graduates continue to be a part of the fabric of the island through their employment in hospitality operations or support services.

The Hospitality Management department would like to expand its presence on Hilton Head Island through the establishment of the USCB-Hilton Head Island Center for Events Management and Hospitality Training. As our program grows, we will offer students from around the globe the chance to study and participate in events that will give them valuable experience in a world-class destination. In addition, the center will enable Hilton Head Island to develop necessary support for current events and festivals as well as to source, expand, and develop other destination events.

Mission:

To provide specialized education and training that will enable Hilton Head Island to become known as an international destination for Events Management and Hospitality Training. The center will work to expand destination events and assist in the management of current local events through student volunteers and management when appropriate. In addition, the center will provide training to island workers, and individuals who are both degree seeking and non-degree seeking individuals, and be a hub for supporting the hospitality industry on Hilton Head Island. Programs will be developed for markets that include tourists, USCB students, local residents, local industry employees, community college students, and individuals who are interested in bettering themselves through education and training. The two components of the Center are explained below.

1) Special Events Management and Staffing

EVENT PRODUCTION: People want to celebrate! Whether licking their fingers at WingFest or shivering at Snow Day – people love a party. The special events industry is experiencing a growth phase as communities and companies learn of the positive economic impact these events can have. An Event Management Certificate Program was recently approved by USCB for its Hospitality Management Department, and one function of the Center would be to promote Hilton Head Island as an Event Destination.

Hilton Head Island has many successful special events; however, there is plenty of room for growth. In the Event Center, we envision the addition of at least three new special events that are currently being offered in other locations. The events would be marketed to attract new visitors to the Island and entice former visitor to come on back. The economic impact on Hilton Head Island of adding three additional special events could easily reach in excess of \$5 million. Attached is simple economic impact model for the proposed special events. The estimates used are conservative. In addition, a sample economic impact analysis for a Certification Course in Events is also included.

Examples of Special Events:

- **ARTS ALIVE!** : Arts Alive is just that – a festival bringing the arts alive to all of its attendees. The event would feature several staged areas for live performances including music, dance and drama, an expo for individuals displaying their art forms including sculpture, glass blowing, pottery, painting, sketching, jewelry making and photography, as well as exhibits for the culinary arts.
- **Distance Sporting Event:** Hilton Head is the prime location for a distance sporting event either a Marathon or a half iron distance triathlon. Kiawah Island currently offers an event weekend including a half marathon and marathon race. The marathon event almost always sells out early in the year, capping entrants at 2500 runners. If each runner stays the weekend, the economic impact for such an

event is over 1.2 million for just the marathon runners, not including those registered in the half marathon event. Hilton Head is also a perfect venue for a half distance ironman event. The sport of triathlon is one of the fastest growing sports in the nation. USA Triathlon reports that 67% of their members are business and community leaders between the ages of 30 and 50. Members have a median household income of \$126,000, and spent \$3.4 billion on goods and services in 2010. Again, an event of this nature can easily attract in excess of 2500 community leaders with income to spend. Hilton Head is currently under consideration by one major triathlon production group and is willing to work with this community.

- **GO GREEN –GO HHI:** The ecotourism festival would feature just that – ecotourism activities – kayak paddles, trail runs, beach sweeps, kite surfing, paddle surfing and oyster roasts. The history and culture of Hilton Head Island would be celebrated as well with information sessions and the performing arts.

All special events would be green events, practicing responsible festival production. Cans, bottle, glass and cardboard would be recycled, and land usage would be careful and protective. Hilton Head Island is a beautiful location for a festival and it needs to remain protected for future celebrations.

VOLUNTEER MANAGEMENT:

Special events cannot be successful without volunteers and USCB students have helped to make Island special events successful for years, including The Heritage Classic of Golf, the Concours d'Elegance, Hilton Head Wine and Food Festival, Wing Fest, Snow Day, Seafood Jazz and Brew and the Play Hard Sports Duathlon.

In addition, the Center stands ready to formally partner with key groups such as the Gullah Festival, Hilton Head Hospitality Association, and the Public Art Festival to deliver quality events.

The Center will enable the University to expand its volunteer program to allow more and more extensive student volunteer opportunities including but not limited to a practicum course in Events. This will benefit the students as they learn with a hands on approach, and will also benefit the event managers who will be assured a pool of qualified volunteers that will help ensure the success of the event.

Examples of Volunteer Positions:

- **Island Recreation Center:** The Island Recreation Center builds community and does so by its successful production of community events such as the Turkey Trot, the Oyster Roast, Wing Fest and Cajun Festival to name a few. Students will be placed as interns with Island Recreation to help with the production, marketing, budgeting, and promotion of such events.

- The Heritage Classic of Golf: USCB currently provides over 60 student volunteers during this prestigious PGA event. The Center will be able to allow the University to increase its volunteers and also develop an internship position with the Heritage Classic Foundation.
- Concours D'Elegance, Seafood Jazz and Brew, Hilton Head Wine and Food Festival: Students can assist with research and various volunteer positions.

2) Hospitality Training:

The Center will offer education opportunities in credit courses, non-credit courses, certificates, and training. Programs will be developed for markets that include: Tourists, USCB students, local residents, local industry employees, community college students, and individuals who are interested in bettering themselves through education and training.

Examples of programs could include:

- Island Knowledge and Island Customer Service Training: Non-credit certificates.
 - Target Market: Local hospitality industry employees who are in need of specific Hilton Head Island knowledge training, certifications, service training.
- USCB can partner with organizations such as the National Restaurant Association and the American Hotel and Lodging Association, to provide service training and skills training. Examples include certificates in areas such as Customer Service, Food Sanitation, and Alcohol Service Training.
 - Target Markets:
 - Local hospitality industry employees who are in need of specific certifications, service training, or Island knowledge training.
 - Managers and Industry leaders who will come to Hilton Head Island in order to become certified.
 - High School students who are currently working in or thinking of working in the hospitality industry in part-time positions.
- Two 3-Day Specialized Certification Courses offered to industry leaders, managers and business owners from international locations and the United States.
 - Target Market: Managers and Professional in the field of Hospitality.
 - Two 3-day schools, each related to a specific topic such as Event Planning and Management, Destination Wedding Management, Event Research. Participants would come to Hilton Head Island for a specific course of study at the Center and participate in Festivals and Events, stay in local hotels for 2-

3 nights, eat in local restaurants, and receive a USCB continuing education certificate or other national certifications in the area of Events Management.

- Continuing Education for Retirees and Island Residents. The Center for Events Management and Hospitality Training, in partnership with the Osher Lifelong Learning Center at USCB, will offer seminars and classes in the area of Food and Wine.
- Appropriate University Courses in Events Management
 - Target Market: Students enrolled in a baccalaureate degree. Students will assist at festivals and events on Hilton Head Island through such activities as volunteering, planning, marketing, conducting research, and other aspects of festival and event management that will allow current events to thrive and allow for the possibility of creating or attracting new events.
- 2-3 Day Culinary Programs.
 - Target Market: Tourists and Retirees
 - 1-3 day Cooking schools related to a specific topic. Tourists and residents would take a courses taught at local restaurants.
 - 1-3 day Wine and/or Spirits programs. Tourists and residents would participate in programs

Impact on Tourism

The Center will provide a platform for addressing training issues and challenges in the hospitality industry. More importantly, the programs will become a viable means of professional growth and career advancement for all local hospitality industry employees. This educational opportunity will have far reaching effects for the Island by increasing the visibility of our area while educating hospitality executives from all over the world. The following population segments will be impacted by the center: 1) tourists will benefit through better service in Hilton Head Island hotels, resorts, restaurants, and hospitality businesses, 2) hospitality employees will benefit through better education, 3) hospitality employees will benefit by understanding the Hilton Head environment and history, 4) employers will benefit through better educated employees, and 5) Hilton Head Island will benefit through national exposure as a destination for education and certificates, which will increase the number of visitors.

Benefit to the Community

Travel and tourism is one of the largest industries in the world, and is the largest industry on Hilton Head Island. However, Hilton Head Island and its tourism-related businesses are competing with high quality destinations throughout the world. This intense global competition for tourism dollars can be counteracted by maintaining and enhancing the

superior quality of service provided on Hilton Head Island as well expanding and supporting local events. By entering into this collaboration, the Accommodation tax funds will be reinvested by the Center to ensure that all who live here and visit here will an exceptional experience on Hilton Head Island. This seed money will allow USCB to re-establish a presence on the Island and grow programs that are integral to the continued success of Hilton Head Island as a world-class destination and community.

Special Event Economic Impact

Lodging 2 nights @ \$100	\$200
Food and Beverage 3 Days @ \$50	150
Shopping, Snacks, Misc. 3 Days at \$25	\$75
Total Per Guest	\$425

Attendees

2000	\$850,000
2500	\$1,062,500
3000	\$1,275,000
3500	\$1,487,500
4000	\$1,700,000
4500	\$1,912,500
5000	\$2,125,000

Special Event Education Certification Course Economic Impact

Lodging 2 nights @ \$100	\$200
Food and Beverage 3 days @ \$50	\$150
Shopping, Snacks, Misc. 3 days @ \$25	\$75
Total per Student	\$425
Students Annually 25 per quarter	100
Total	\$42,500

Proposed Budget:	Center for Events Proposed Budget	& Training USCB
Directors Salary and Benefits	\$32,000	\$25,000
Rent- Center for Events	\$12,000	
Special Events Coordinator	\$10,000	
Marketing of Center Presence and Capabilities	\$7,000	
Coordinator of Training Certifications and Training Programs	\$10,000	
Curriculum Development for the Training Seminars	\$6,500	
Island specific Training and Customer Service		
Eight Workshops focusing on Service Training to Island Employees	\$6,400	
Non-Credit Certificate Courses-Island Knowledge		
Eight Seminars: Introductory Island Knowledge to Island Employees	\$6,400	
Four Seminars: Higher Level Island Knowledge to Island Employees	\$3,200	
Printed participant materials for Island Specific Training	\$10,000	
Marketing Services Salary: Content, Layout	\$103,500	
Sub Total		\$7,500

*No seminars in April, June July and August