## COUNTY COUNCIL OF BEAUFORT COUNTY

ADMINISTRATION BUILDING 100 RIBAUT ROAD POST OFFICE DRAWER 1228 BEAUFORT, SOUTH CAROLINA 29901-1228 TELEPHONE: (843) 255-1000

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GARY KUBIC COUNTY ADMINISTRATOR

BRYAN J. HILL DEPUTY COUNTY ADMINISTRATOR

> JOSHUA A. GRUBER **COUNTY ATTORNEY**

SUZANNE M. RAINEY CLERK TO COUNCIL

AGENDA COMMUNITY SERVICES COMMITTEE Tuesday, May 27, 2014 1:00 p.m. Large Meeting Room, Bluffton Branch Library

120 Palmetto Way, Bluffton

Committee Members: William McBride, Chairman Tabor Vaux, Vice Chairman Rick Caporale Gerald Dawson Steve Fobes Laura Von Harten

Staff Liaison: Morris Campbell, Division Director

- 1. CALL TO ORDER 1:00 P.M.
- 2. PRESENTATION / HILTON HEAD ISLAND RECREATION ASSOCIATION (backup)
- 3. CONSIDERATION / EMPLOYEE COST OF LIVING ADJUSTMENT (backup)
- 4. STATUS / REQUEST TO ESTABLISH A COMMUNITY / HUMAN RELATIONS COUNCIL IN BEAUFORT COUNTY
- 5. UPDATE / BEAUFORT COUNTY DEPARTMENT OF DISABILITIES AND SPECIAL NEEDS SCDOT GRANT FOR FY 2014 (INFORMATION ONLY) (backup)
- 6. CONSIDERATION / DAUFUSKIE ISLAND FERRY TRANSPORTATION SERVICES FOR BEAUFORT COUNTY AND BEAUFORT COUNTY SCHOOL DISTRICT (backup)
- 7. CONSIDERATION OF REAPPOINTMENTS AND APPOINTMENTS A. Foster Care Review Board
- 8. ADJOURNMENT

2014 Strategic Plan: Committee Assignments

Daufuskie Island Ferry: Outside Report and Direction

Parks and Leisure Services Organization/Programs: Evaluation and Direction





# **Island Recreation Association**



# Beaufort County Community Service Committee

## Objectives

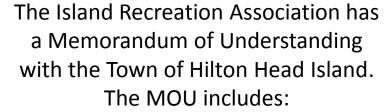
- History of the Island Recreation Association
- Relationships with Town of Hilton Head Island and Beaufort County
- Program overview & value provided to the community
  - Discussion of funding of the Island Recreation Association in FY 15

## History

- The Hilton Head Island Recreation Association was formed in 1977 by the Hilton Head Island Rotary Club. The Rotary Club built the Island Youth Center and hired the first recreation director to provide programs to the youth of the community. As the Island grew, so did the need to expand recreation services.
- In 1985, the Island Youth Center Board changed its mission and formed the Island Recreation Association to better deliver recreation programs to Island residents of all ages.
- Since 1986, the Association has been long-standing partner with the Town of Hilton Head Island. Through a "memorandum of understanding" the Association is the chief provider of recreation services throughout our community.
- The Association has been working with PALS since 1988.
- The Association currently manages and provides programs at the Island Recreation and Senior Centers, along with the scheduling of the activities at the parks owned by the Town.
- The Town, School District, and Association have a long term "mutual use agreement" and lease for the current Rec Center. The Association works with all the HHI schools to maximize the use of facilities.

## Relationships





- Accounting services provided by the Town Financial Department
- Capital Improvement Expenditures
- Facility Management
- Town's Parks & Recreation Commission



- The Association provides a monthly calendar of facility usage and activities to PALS ant the County Public Works Dept.
- Meet regularly with PALS and Public Works Staff to keep lines of communication open regarding facilities and programs.
- Provide presentation to PALS Board about recreational programming on HHI.

## Island Recreation Association Facilities

<u>Island Recreation Center-</u> Opened in August 1988 14,000 sq. ft. Recreation Center:

Pre-school room
3 Meeting rooms
Large Gym with bleachers

Indoor & outdoor basketball courts
Outdoor/Indoor public swimming pool:

8 lanes
25 yards
Dome cover from November to March
Handicap accessible outdoor play area
Outdoor soccer fields

## Hilton Head Island Senior Center- Moved to current location August 2013

3,000 sq. ft. Facility

Main Room with Multipurpose flooring

Card Room

**Program Rooms** 

**Meeting Rooms** 

Community library

Kitchen

Computer Club



# **Programs**





Preschool & Youth Programs



Senior Programs



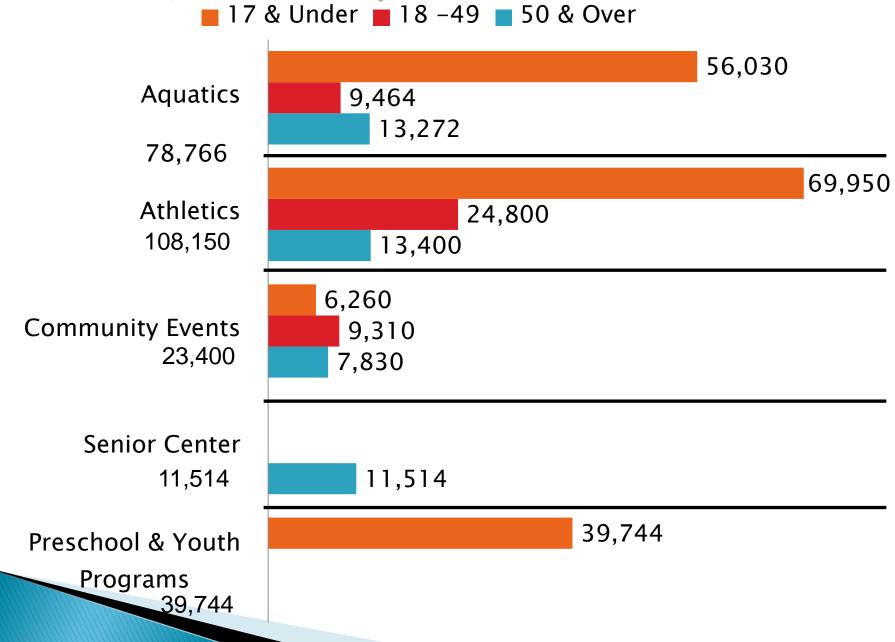


**Community Events** 

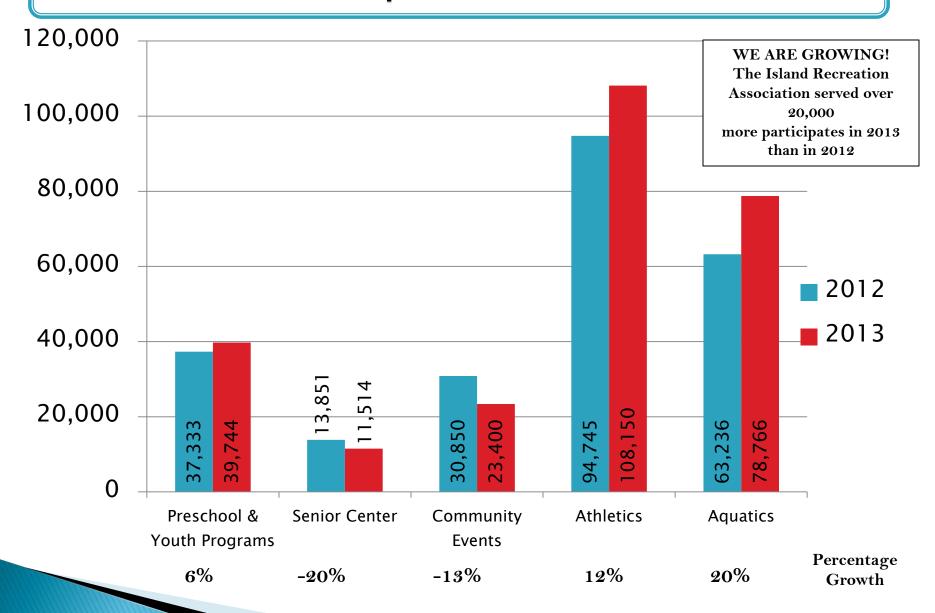




# 261,574 Participation Visits in 2013

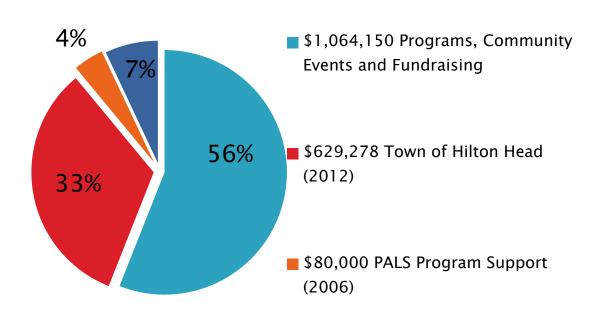


## **Participation Growth**



# Budgeted Revenues for the Island Recreation Association

FY 2014-15 Operating Revenues Total \$1,908,428



\$135,000 PALS Pool Operation Support

# FY 2015 Request to Beaufort County

## **County Funding Request**

## Request FY 2015

Pool Operations \$135,000 Program Support \$80,000

## Received FY 2014

Pool Operations \$ 135,000 Program Support \$ 80,000

In 2004, with the opening of public pools in Bluffton and Beaufort, the Association received \$60,000 for pool operations. There was an increase in funding in FY 14 to \$135,000.

The Association has received support for programs since opening the Island Recreation Center. In 2006, the support increased to \$80,000. This helps many of our senior and youth programs. The request has remained the same in the Association's FY 15 funding request.

The Association programs reach beyond just Hilton Head Island residents; about 10% of our annual participants are from Bluffton and other communities throughout the county. The majority of this 10% are children whose parents work on Hilton Head and participate in our summer camps and swim lessons. We've also found off-island seniors are making their way to programs at the Senior Center and pool.

# **Beaufort County Aquatics Funding**

Beaufort County Pools 2012 Operational Costs						
	Visits	# of Months Open	Avg Monthly Usage	County Funding Only	Per Visitor	
Bluffton	29,613	12	2,443	\$296,376	\$10.01	
Battery Creek	12,052	12	1,004	\$296,376	\$24.59	
Beaufort	15,812	12	1,318	\$296,376	\$18.74	
Lind Brown	7,203	3.5	2,058	\$156,908	\$21.78	
Totals:	64,680		6,823	\$1,046,036	\$16.17	

<b>Beaufort County Pools 2013 Operational Costs</b>						
	Visits	# of Months Open	Avg Monthly Usage	County Funding Only	Per Visitor	
Bluffton	27,180	12	2,265	\$294,876	\$10.85	
Battery Creek	10,400	12	867	\$294,876	\$28.35	
Beaufort	12,277	12	1,023	\$294,876	\$24.02	
Lind Brown	4,971	3.5	1,420	\$155,398	\$31.26	
Totals:	54,828		5,575	\$1,040,026	\$18.97	

Island Recreation Center Pool Operational Costs							
	Visits	# of Months Open	Avg Monthly Usage	County Funding Only	Per Visitor	Total Aquatics Operating Fund	Per Visitor
2012	63,236	12	5,269	\$60,000	\$0.95	\$270,253	\$4.27
2013	78,766	12	6,564	\$135,000	\$1.71	\$276,409	\$3.51

# **Questions:**





































Preschool and Youth Programs















Aquatics - Youth













Aquatics - Adults

























Senior Programs













Senior Athletics

















Community Events



## COST OF LIVING ADJUSTMENT FOR DEMONSTRATION PURPOSES

Based on 1,030 Employees / \$56,559,952

0.5%	\$ 282,800
1.0%	\$ 565,600
1.5%	\$ 848,399
2.0%	\$ 1,131,199
2.5%	\$ 1,413,999
3.0%	\$ 1,696,799
3.5%	\$ 1,979,598

# Morris C. Campbell Executive Director

Community Services

#### COUNTY COUNCIL OF BEAUFORT COUNTY

Multi Government Center ♦ 100 Ribaut Road
Post Office Drawer 1228
Beaufort, South Carolina 29901-1228
Telephone (843) 255-6050 FAX (843) 255-9492

DATE: May 23, 2014

TO: Honorable William L. McBride, Chairman, Community Services Committee

FROM: Morris C. Campbell, Educommunity Services

RE: Department of Disabilities and Special Needs SCDOT 2013-14 Transportation Grant

#### INFORMATION ONLY

This is to inform you that the Beaufort County Department of Disabilities and Special Needs was awarded a South Carolina Department of Transportation (SCDOT) grant in the amount of Fifty Nine Thousand Sixty-two Dollars (\$59,062.00) to assist with transportation for fiscal year 2013-14. The local matching fund requirement of Fourteen Thousand Seven Hundred and Sixty-six Dollars (\$14,766.00) came from the County.

This "Pilot" program, contracted with Palmetto Breeze, provides transportation for 27 of the consumers participating in the Department's Day Program. It has been beneficial to the consumers as they are somewhat infused into the general population riding with others who do not have a developmental disability.

The grant has assisted Beaufort DSN in providing adequate transportation for these consumers as we face the challenges of budget limitations and the Department's aging fleet of vehicles. We felt that using Palmetto Breeze to assist in meeting our transportation needs would help prolong the life of our vehicles. However, more important, the transportation arrangement has allowed us to use our staff more efficiently in providing more direct services and training for our consumers instead of driving vehicles.

Please note that we recently applied for a SCDOT grant for next fiscal year. We will be happy to answer any questions you may have. Thank you.

/mcc

c: Gary Kubic, County Administrator
 Bryan Hill, Deputy County Administrator
 Alicia Holland, County CFO
 Mitzi H. Wagner, Director, BCDDSN



# COUNTY COUNCIL OF BEAUFORT COUNTY PURCHASING DEPARTMENT

106 Industrial Village Road, Bldg 2—Post Office Drawer 1228 Beaufort, South Carolina 29901-1228

TO: Councilman William McBride, Chairman, Community Services Committee

FROM: Dave Thomas, CPPO, Purchasing Director

SUBJ: RFP # 031914 Contract Award Recommendation for Daufuskie Island Ferry Transportation

Services for Beaufort County and the Beaufort County School District (BCSD)

DATE: May 27, 2014

<u>BACKGROUND</u>: Beaufort County issued a Request for Proposals (RFP) from qualified vendors capable of providing ferry services for Daufuskie Island residents and Beaufort County School District students. The intent of the RFP is to select the most qualified responsive/responsible vendor whose schedule of service, support, and price is in the best interest of Beaufort County and BCSD. The scope of services requires the selected vendor(s) to provide a complete, efficient ferry service, including the necessary labor, supervision, equipment, licenses, and insurance.

An evaluation committee was established consisting of the following members: Gregory McCord, BCSD's Student Services Chief Officer, Morris Campbell, Beaufort County Director of Community Services, and Bud Boyne, Beaufort County Director of Drug and Alcohol. Dave Thomas, Beaufort County Purchasing Director and Sandi Amsler, BCSD's Procurement Coordinator facilitated the process and provided guidance to the committee. On March 19, 2014, Beaufort County received two responses to the RFP from the following vendors: J & W of Greenwood and Haig Point. The evaluation committee reviewed both responses and completed interviews on April 16, 2014 and requested "Best and Final Offers" from the two vendors with a response date of May 1, 2014. After review of the "Best and Final Offers" and consideration of the RFP evaluation criteria scoring, the committee recommended Haig Point to provide ferry services for the BCSD students, Beaufort County Fire, EMS, and staff. J & W of Greenwood is recommended to provide ferry services for Daufuskie Island residents/property owners.

#### JUSTIFICATION:

### Haig Point

Total annual cost: \$145,000 (see attached "Best and Final Offer")

This vendor offered the best supporting schedule and price for the BCSD students, Beaufort County Fire, EMS, and staff. Ferry services were not offered for the Daufuskie Island residents/property owners. This vendor also offered a thirty (30) minute ride versus a one (1) hour ride provided by the other responsive vendor.

In fiscal year 2014, Beaufort County had a contract with Haig Point for providing ferry service for Beaufort County Fire, EMS and staff with an annual cost of \$20,000.

## J & W of Greenwood

This vendor provided three options.

1. Total annual cost: \$440,000 (see attached "Best and Final Offer")

Option 1 provides services for Beaufort County and BCSD including a year round early morning and a late afternoon trip. After school activity trips would have a cost of \$220 per hour using a smaller six (6) pack boat or \$375 per hour for a larger boat. The six (6) pack boat will not carry all of Beaufort County's Fire and EMS employees. We require a minimum seven (7) passenger boat.

2. Total annual cost: \$320,400 (see attached "Best and Final Offer")

Option 2 provides ferry service to the BCSD students, Daufuskie Island residents/property owners, Beaufort County Fire, EMS, and staff on a school year schedule. This option does not meet the needs of the Fire/EMS shift schedules.

3. Total annual cost:

\$225,600

Option 3 continues the current contract terms and conditions plus ticket sales.

J & W of Greenwood is the only public ferry service vendor offering to provide service for the residents/property owners of Daufuskie Island. J & W of Greenwood provides Monday through Friday roundtrip service and two Saturdays per month for \$900 per day. The first and fourth Saturday of the month J & W of Greenwood provides Daufuskie Island departures at 12 noon and HHI departures at 6:00 p.m. (5:00 p.m. during EST daylight savings time). For any times not covered under the contract schedule, Beaufort County pays \$13 for a resident on a space available basis. County officials and employees may ride one way for \$10 each. Limited parking is available for Daufuskie Island full-time residents only. It is their responsibility to secure the parking from Palmetto Breeze. The parking cost is \$30 per month. Additionally, J & W of Greenwood will continue to provide ferry services during emergencies as noted in the contract. J & W of Greenwood is not requesting any increase for this contract term under option 3 above.

## FUNDING: Account # 25460011-55540, Daufuskie Ferry Transportation

Daufuskie Ferry Transportation Projected FY 2015 Revenue	
General Fund Transfer	\$150,000
SCDOT Grant	\$ 75,000 <sup>1</sup>
Projected Ticket Sales and Parking	\$ 35,000
Total	\$260,000
D. C. C. A. DVOOLS DVOOLS	
Beaufort County FY 2015 – FY 2016 annual cost	
Ferry Service (J & W)	$$241,200^{2}$
Parking (Simmons)	\$ 12,600
Palmetto Breeze	\$ 4,200
Total	\$258,000
Beaufort County Daufuskie Ferry FY 2014 Cost	
Ferry Service (J & W)	\$268,600 <sup>2</sup>
Parking (Simmons)	\$ 9,000
Palmetto Breeze	<b>\$ 4,200</b>
Sub-total of Daufuskie Ferry Fund cost	\$281,800
Ferry Service Fire/EMS (Haig Point) - General Fund expenditure	\$ 20,000
Total Beaufort County Ferry cost	\$301,800
BCSD Daufuskie Ferry FY 2015 - FY 2016 annual cost	
Ferry Service Students and Fire/EMS/Staff (Haig Point)	\$145,000 <sup>3</sup>
1 on y over the broadens and I her by lord blank (Haig I only)	wi-15,000
BCSD Daufuskie Ferry FY 2014 Cost	
Ferry Service Students (Haig Point)	\$145, <b>0</b> 00 <sup>4</sup>

Final approval expected soon.

<sup>&</sup>lt;sup>2</sup>Includes estimated ridership any day.

Includes parking and Fire/EMS/staff.

Included parking but not Fire/EMS/staff.

FOR ACTION: Community Services Committee meeting on May 27, 2014.

RECOMMENDATION: The Purchasing Department recommends that the Community Services Committee approve and recommend to County Council the contract awards of \$241,200 to J & W of Greenwood and \$145,000 to Haig Point for Daufuskie Island Ferry Services. Both contracts will be for an initial two (2) year term beginning July 1, 2014 and ending in June 30, 2016 with three (3) additional one (1) year contract renewal options for a potential five (5) year contract.

CC: Gary Kubic, County Administrator

Bryan Hill, Deputy Administrator

Alicia Holland, Chief Financial Officer

Morris Campbell, Community Services Director Me

Att: "Best and Final Offers"

LAW OFFICE OF THOMAS C. TAYLOR, LLC

CERTIFIED CIRCUIT COURT MEDIATOR ALSO ADMITTED GEORGIA BAR

22 BOW CIRCLE SUITE A HILTON HEAD ISLAND, SC 29928

MAILING ADDRESS P.O. BOX 5550 HILTON HEAD ISLAND, SC 29938

TELEPHONE 843-785-5050
TELECOPIER 843-785-5030
www.thomastaylorlaw.com • tom@thomastaylorlaw.com

May 1, 2014

## Via U.S. Mail, Fax and E-Mail Attachment to: dthomas@bcgov.net

Mr. Dave Thomas Purchasing Director Beaufort County P.O. Drawer 1228 Beaufort, SC 29901

Re: RFP # 031914 Daufuskie Ferry Services for Beaufort County, "Best and

Final Offer" request set forth in your memo of April 28, 2014

Dear Dave:

As you know, I represent Wick Scurry and the J & W Corporation of Greenwood. Wick has asked me to formally respond to your memo dated April 28, 2014 referenced above. In doing so, I will refer to the formal proposal submitted by the J & W Corporation of Greenwood on March 19, 2014, as well as to the Contract Extension/Renewal currently in effect between J & W and the County (dated June 27, 2013). In addition, reference is made to the 2012-2013 contract dated August 28, 2012. Copies of all are attached for your ease of reference.

#### J & W's "Best and Final Offer" is as follows:

- a. In response to Paragraph 2 of your memo, J & W reiterates that it will provide the services outlined in its proposal of March 19, 2014 for the School District, the resident/property owners, Beaufort County Fire, EMS, and Staff on the schedule set forth below for a flat fee of \$320,400, payable in monthly payments as set forth in Attachment B to our March 19, 2014 proposal.
- b. In response to Paragraph 3 of your memo, as set forth in our March 19, 2014 proposal, for the flat fee of \$320,400, J & W will provide services for the School District, the resident/property owners, Beaufort County Fire, EMS and Staff on the schedule set forth below:
  - 1. During the regular Beaufort County nine-month school year, beginning on Monday the week school begins and ending on Friday the week school ends, J & W will have a boat leave Daufuskie Island at 6:10 a.m. and arrive Hilton Head at approximately 7:10 a.m. Monday through Friday. During the same time period, J & W will have a boat leave Hilton Head at 4:00 p.m. and return to Daufuskie at approximately 5:00 p.m.

Mr. Dave Thomas
Purchasing Director/Beaufort County

Re: RFP #: 031914 Daufuskie Ferry Services for Beaufort County

May 1, 2014

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- 2. Beginning on the Monday after Beaufort County schools end and going through the Friday of the week before Beaufort County schools begin in the fall, J & W will move to a "summer schedule" and have a boat leave Daufuskie at 8:15 a.m. for Hilton Head on Mondays, Wednesdays, and Fridays, and on those days during the summer, J & W will have a boat leave Hilton Head for Daufuskie at 4:00 p.m.
- 3. Beginning on the Monday after Beaufort County schools end and going through the Friday of the week before Beaufort County schools begin in the fall, as part of its "summer schedule," J & W will have a boat leave Daufuskie at 12 noon for Hilton Head, on Tuesdays and Thursdays, and on those days during the summer, J & W will have a boat leave Hilton Head for Daufuskie at 4:00 p.m.
- 4. On the first and fourth Saturdays of each month during Daylight Savings Time, J & W will have a boat leave Daufuskie at 12:00 noon and leave from Hilton Head for Daufuskie at 6:00 p.m. During Eastern Standard Time, J & W will have a boat leave Daufuskie at 11 a.m. and leave Hilton Head for Daufuskie at 5:00 p.m.
- 5. Under this schedule for transporting the School District children, the resident/property owners, Beaufort County Fire, EMS and Staff, we remind you that these specific runs from Hilton Head to Daufuskie will be the only Hilton Head to Daufuskie runs that will be open to school children, the resident/property owners, Beaufort County Fire, EMS and Staff. The other boats that J & W will run at various schedules from Hilton Head to Daufuskie will be dedicated to tourism and marina business. However, as with the current contract, J & W will allow residents and property owners of Daufuskie to board any of the "return boats" from Daufuskie to Hilton Head on a "space available" basis.
- 6. Under this proposed schedule, all boats that are to leave Daufuskie and come to Hilton Head, will leave at the designated times or earlier. In other words, should J & W's business needs dictate, J & W will be free (upon two weeks public notice given at Freeport Marina) to schedule the first daily run from Daufuskie to Hilton Head at an earlier time, which will benefit all.

Mr. Dave Thomas
Purchasing Director/Beaufort County

Re: RFP #: 031914 Daufuskie Ferry Services for Beaufort County

May 1, 2014

Page 3

- 7. Under this proposed contract, it will be acknowledged that the aforementioned scheduled ferry trips are also J & W business ferry trips, with the County/School District/ EMS/ Fire contract payments purchasing the agreed upon times for specifically scheduled runs. However, it is recognized by all parties, that all J & W ferry runs are also part of J & W's on-going business, and as such, any or all ferry runs may be "narrated" by J & W personnel or designated agents, or otherwise be used to enhance J & W's business as long as the narration or other actions do not materially impact the ridership on the boats by any Daufuskie residents, property owners, school district employees, school children, EMS, fire or other County authorized personnel.
- c. If the County, the School District, and the Fire/EMS agencies want J & W to run a year round early morning "round trip" and a late afternoon "round trip" to accommodate the EMS/Fire rotational staffing needs, J & W will do so for an additional flat fee of \$120,000 on top of the \$320,400, for a total annual flat fee of \$440,400. That fee would provide year-round guaranteed ferry runs on the following schedule:
  - 1. Monday through Sunday, year round, J & W will have a boat leave Hilton Head (Broad Creek Marina) at 5:00 a.m., to arrive at Daufuskie (Freeport) at approximately 6:00 a.m., then leave Daufuskie Island at 6:10 a.m. and arrive Hilton Head at approximately 7:10 a.m.
  - 2. Monday through Sunday, year round, J & W will have a boat leave Hilton Head at 4:00 p.m. and arrive at Daufuskie at approximately 5:00 p.m., then leave Daufuskie at 5:10 p.m. to arrive at Hilton Head at 6:10 p.m.
  - 3. Under this schedule for transporting the School District children, the resident/property owners, Beaufort County Fire, EMS and Staff, we remind you that these will be the only Hilton Head to Daufuskie runs that will be open to school children, the resident/property owners, Beaufort County Fire, EMS and Staff. The other boats that J & W will run at various schedules from Hilton Head to Daufuskie will be dedicated to tourism and marina business. However, as with the current contract, J & W will allow residents and property owners of Daufuskie to board any of the "return boats" from Daufuskie to Hilton Head on a "space available" basis.

Mr. Dave Thomas Purchasing Director/Beaufort County

Re: RFP #: 031914 Daufuskie Ferry Services for Beaufort County

May 1, 2014 - Page 4

- d. As to the information requested on the "pricing sheet" attached to your April 28, 2014 memo, J & W is not in the position to "break out" the costs within the flat fees quoted above for the School District separately from the County. There are inherent costs of vessel operations that simply can't be partitioned out for accounting purposes. J & W does not desire to be considered for a contract that would provide services only for the BCSD, school staff and its children riders.
- e. As to question number 3 on the "pricing sheet," J & W reiterates again, as was stated in my March 19, 2014 letter and J & W's proposal, J & W will agree to enter into a new contract identical in scope and requirements to the existing contract dated June 17, 2013, for the same annual fee. J & W will sign such an agreement for a two year term, with three consecutive one-year options for Beaufort County. The basic contract amount on an annual basis, which is \$225,600 (plus ticket reimbursement for the second and third Saturdays of each month and all Sunday tickets sold), would remain the same.
- f. As to question number 4 on the "pricing sheet," the cost for an emergency trip for Fire/EMS on a "six pack" boat (one captain and room for six passengers), will be \$220 an hour, running from the time the boat leaves Broad Creek until the boat re-docks at Broad Creek, to be billed in minimum 15 minute increments.
- g. As to question number 5 on the "pricing sheet," J & W will only provide evening/extra trips for the BCSD if a base contact is signed including the BCSD as set forth above. If that occurs, then J & W will make a good faith effort to provide a "six pack" boat (with room for up to six children or adult passengers) upon reasonable notice at the cost of \$220 an hour from Broad Creek Marina to Freeport and back. Such a "six pack" run would include a captain (who will be above the age of 21) who will fulfill the requirements of Part III, "Scope of Work" Section 1.3, that requires a responsible adult "in the cabin" to ensure student supervision and safety. There will not be a second crew member assigned to these "six pack" boats.
- h. If the BCSD requests evening/extra trips that will require a larger vessel (a typical "ferry" size vessel), such trips will be billed at an hourly rate of \$375 per hour from leaving Broad Creek until returning to Broad Creek.

I believe this responds fully to all questions raised in your April 28, 2014 memo and ask that you contact either me or Wick directly if you need any other information. Thank you.

me In

Thomas C. Taylor

cc: Wick Scurry



May 1, 2014

Mr. Dave Thomas Purchasing Director Post Office Drawer 1228 Beaufort, SC 29901-1228

Mr. Thomas,

In response to your April 28, 2014 c-mail requesting "Best and Final Offer" pricing, HPCCA, Inc. proposes the following as it relates to Beaufort County RFP #031914:

- An annual fee of \$145, 000 for ferry transportation for BCSD students, teachers and contractors servicing BCSD.
- No annual fee for transportation services for Daufuskie Island Fire Department employees, Beaufort
  County EMS or other Beaufort County staff who are travelling to their work stations. This "no charge"
  for DIFD, BCEMS and BC staff is contingent on the acceptance of the BCSD ferry transportation fee of
  \$145,000.

Attached to this letter are other requested documents regarding this best and final offer, namely,

- The current HPCCA ferry operational schedule. Please note that this schedule is subject to change with HPCCA Board of Directors approval and at their sole discretion.
- 2. The pricing sheet outlining the above charges.

We believe that the Haig Point Ferry Company is the optimum choice for BCSD students. Our regular private ferry service provides a safe and secure environment with flexibility for students and their families resulting from unexpected illness, school closings and/or extra curricular school activities. In addition, Haig Point will continue to provide transportation for medical emergencies on a 7X24 basis at no additional cost to the County.

Haig Point looks forward to continuing to work with the Daufuskie Island Council and Beaufort County toward a possible consolidated public ferry service for the island. Haig Point is committed to furthering this project, including the possibility of sharing funding requirements for related planning studies with other island constituencies and interested parties

Yours,

Randall Page

Chief Operating Officer/ General Manager Haig Point Club and Community Association)

843-341-8141

Cc:

Mr. Jack Dempsey Mr. Jim Woodward