

COUNTY COUNCIL OF BEAUFORT COUNTY  
ADMINISTRATION BUILDING  
BEAUFORT COUNTY GOVERNMENT ROBERT SMALLS COMPLEX  
100 RIBAUT ROAD  
POST OFFICE DRAWER 1228  
BEAUFORT, SOUTH CAROLINA 29901-1228  
TELEPHONE: (843) 255-2180  
www.bcgov.net

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JOSHUA A. GRUBER  
INTERIM COUNTY ADMINISTRATOR

THOMAS J. KEAVENY, II  
COUNTY ATTORNEY

AGENDA  
FINANCE COMMITTEE

Monday, June 4, 2018

**2:00 p.m.**

Executive Conference Room, Administration Building  
Beaufort County Government Robert Smalls Complex  
100 Ribaut Road, Beaufort

Committee Members:

Jerry Stewart, Chairman  
Michael Covert, Vice Chairman  
Rick Caporale  
Gerald Dawson  
Brian Flewelling  
Steven Fobes  
Stu Rodman

Staff Support:

Suzanne Gregory, Employee Services Director  
Alicia Holland, CPA, Assistant County Administrator, Finance  
Chanel Lewis, CGFO, Controller

1. CALL TO ORDER – **2:00 P.M.**
2. CONSIDERATION OF CONTRACT AWARD FOR AIRPORT CONSULTING SERVICES ([backup](#))
3. CONSENT AGENDA / CONSIDERATION OF FISCAL YEAR 2019 CONTRACT RENEWALS ([backup](#))
4. DISCUSSION / FY 2018/2019 BUDGET PROPOSALS ([backup](#))
  - A. Burton Fire District
  - B. Bluffton Township Fire District
  - C. Daufuskie Island Fire District
  - D. Lady's Island/St. Helena Island Fire District
  - E. Sheldon Fire District
5. CONTINUED DISCUSSION / AIRPORTS FY2018/2019 BUDGET PROPOSAL ([Hilton Head Island](#)) ([Beaufort County](#))
6. CONSIDERATION OF REAPPOINTMENTS AND APPOINTMENTS
  - A. Accommodations (State 2%) Tax Board
7. EXECUTIVE SESSION
  - A. DISCUSSION INCIDENT TO TERMS OF A PILOT AND MCIP AGREEMENTS (PROJECT SOLAR)
8. ITEMS ARISING OUT OF EXECUTIVE SESSION
8. ADJOURNMENT





COUNTY COUNCIL OF BEAUFORT COUNTY  
**PURCHASING DEPARTMENT**

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

TO: Councilman Jerry Stewart, Chairman, Finance Committee

FROM: Dave Thomas, CPPO, Purchasing Director

**SUBJ: Contract Award Recommendation for RFQ# 042618HXD: Airport Engineering and Planning Consultants**

DATE: May 17, 2018

**BACKGROUND:** Beaufort County issued a Request for Qualifications (RFQ) to firms capable of providing the requisite consulting services in support of Beaufort County Airports. This RFQ was issued in compliance with procurement best practices which recommends a solicitation periodically. This practice is also endorsed by the Federal Aviation Administration.

Three qualification packages (see below) were received on April 29, 2018 and reviewed by a staff evaluation committee comprised of Rob McFee, Colin Kinton, and Jon Rembold. After the initial reviews by the evaluation committee and by using the published evaluation criteria for scoring, Talbert, Bright and Ellington received the highest score and were ranked number one. Additionally, it was determined based on demonstrated success and the qualifications package submitted by the firm, that Talbert, Bright and Ellington was the unanimous selection. Because of this, it was not necessary to conduct interviews of the three firms.

The Beaufort County Airports Board voted unanimously on May 17, 2018 in favor of forwarding the resulting consulting agreement to County Council via Finance Committee.

**VENDOR INFORMATION:**

Talbert, Bright and Ellington – Charlotte, NC  
Mead and Hunt – Myrtle Beach, SC  
Parrish and Partners – North Charleston, SC

**FUNDING:** Typical: 90% via FAA AIP Program, 5% through SCAC Grant (pending), and 5% via respective airport revenues.

**FOR ACTION:** Finance Committee meeting occurring June 4, 2018.

**RECOMMENDATION:** The Finance Committee approve and recommend to County Council the contract award to Talbert, Bright, and Ellington of Charlotte, NC as the Airport Consultants for the Beaufort County Airports.

cc: Joshua Gruber, Interim County Administrator  
Alicia Holland, Asst. County Administrator, Finance  
Colin Kinton, Director, Transportation Engineering  
Jon Rembold, Airports Director

Encl: Review Committee Summary Scoresheet

## Airport Engineering and Planning Services for BC Airports

RFQ 042618

### Summary Score Sheet

<b>Evaluators</b>	<b>Name of Company</b>	<b>Name of Company</b>	<b>Name of Company</b>
	<u>TBE</u>	<u>Parrish &amp; Partners</u>	<u>Mead &amp; Hunt</u>
R. McFee	96	89	93
C. Kinton	95	84	92
J. Rembold	100	92	95
<b>TOTALS:</b>	<b>291</b>	<b>265</b>	<b>280</b>
1. TBE	291		
2. Mead & Hunt	280		
3. Parrish & Partners	265		



**COUNTY COUNCIL OF BEAUFORT COUNTY**

**PURCHASING DEPARTMENT**

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

David L Thomas, Purchasing Director  
dthomas@bcgov.net 843.255.2353

**TO:** Councilman Jerry Stewart, Chairman, Finance Committee  
**FROM:** David L Thomas, CPPO, Purchasing Director  
**SUBJ:** New Contract as a Result of Solicitation  
RFQ 042618HXD, Airport Engineering and Planning Consultants  
**DATE:** 05/21/2018

**BACKGROUND:**

Beaufort County issued a Request for Qualifications (RFQ) to firms capable of providing the requisite consulting services in support of Beaufort County Airports. This RFQ was issued in compliance with procurement best practices which recommends a solicitation periodically. This practice is also endorsed by the Federal Aviation Administration.

Three qualification packages (see below) were received on April 29, 2018, and reviewed by a staff evaluation committee comprised of Rob McFee, Colin Kinton, and Jon Rembold. After the initial reviews by the evaluation committee and by using the published evaluation criteria for scoring, Talbert, Bright and Ellington received the highest score and were ranked number one. Additionally, it was determined based on demonstrated success and the qualifications package submitted by the firm, that Talbert, Bright and Ellington was the unanimous selection. Because of this, it was not necessary to conduct interviews of the three firms.

The Beaufort County Airports Board voted unanimously on May 17, 2018, in favor of forwarding the resulting consulting agreement to County Council via Finance Committee.

**VENDOR INFORMATION:**

Talbert, Bright and Ellington - Charlotte, NC  
Mead and Hunt - Myrtle Beach, SC  
Parrish and Partners - North Charleston, SC

**COST:**

See above  
  
See above

**FUNDING:**

This contract currently has no cost associated with it. As projects occur, Talbert, Bright and Ellington (TBE) is contacted to provide consulting services. At that time, TBE provides a work authorization that includes a cost and the work authorization is brought to committee as part of the project approval including the total project cost.

Funding approved: Yes By: aholland Date: 05/31/2018

**FOR ACTION:** Finance Committee meeting occurring June 4, 2018.

**RECOMMENDATION:**

The Finance Committee approve and recommend to County Council the contract award to Talbert, Bright, and Ellington of Charlotte, NC as the Airport Consultants for the Beaufort County Airports.

Attachment:  Copy of RFQ 042618 Airport EandP Services Summary Score Sheet.pdf  
279.69 KB

cc: Joshua Gruber, Interim County Administrator

Approved: Yes Date: 06/01/2018

Check to override approval:  Overridden by:

Override Date:

Alicia Holland, Assistant County Administrator, Finance

Approved: Yes Date: 05/31/2018

Colin Kinton, Director, Transportation Engineering Division

Approved: Yes Date: 05/31/2018

Check to override approval:  Overridden by:

Override Date: ready for admin:

Jon Rembold, Director, Airports Department

Approved: Yes Date: 05/31/2018

Check to override approval:  Overridden by:

Override Date: ready for admin:

**After Initial Submission, Use the Save and Close Buttons**



**COUNTY COUNCIL OF BEAUFORT COUNTY**  
**PURCHASING DEPARTMENT**  
106 Industrial Village Road  
Post Office Drawer 1228  
Beaufort, South Carolina 29901-1228

**TO:** Councilman Jerry W. Stewart, Chairman, Finance Committee  
**FROM:** Dave Thomas, CPPO, Purchasing Director  
**SUBJ:** **Recommendation for FY 2019 Contract Renewals**  
**DATE:** June 4, 2018

In order to continue our process for renewing annual contracts efficiently I have provided a summary sheet (see the attached excel sheet) for your committees review and approval. The summary sheet provides the vendor name, purpose, department, account name and number, prior and current contract cost, term, and remarks. The Department Head responsible for the contract or their representative will be available for questions during the Committee meeting.

**FOR ACTION:** Finance Committee meeting occurring June 4, 2018.

**RECOMMENDATION:** The Purchasing Department recommends that the Finance Committee approve contract renewals (Items 1- 22) and recommend to County Council approval of the contract renewals (Items 1-17) as stated in the attached summary.

**CC:** Josh Gruber, Interim County Administrator  
Alicia Holland, Asst. Co Administrator, Finance *JAH*

**Att:** Contract Renewal Summary List

Beaufort County, South Carolina  
Fiscal Year 2019 Contract Renewals  
Finance Committee, June 4, 2018

	Vendor	Purpose	Department	Account	FY 2019 Proposed Cost	FY 2018 Cost (to date)	Term (Beg/End)
1	Republic Waste Services	Hauling Services to include Daufuskie	Solid Waste	10001340-51165 10001340-5116A	\$ 1,538,000	\$ 1,279,157	7/1/2018 thru 6/30/2019
<b>Notes:</b> Estimated costs due to volume demanded of this service depends on various factors throughout each fiscal year.							
2	Southern Health Partners Chattanooga, Tennessee	Healthcare Services for County Detention Center Inmates	Detention Center	Medical/Dental Services 10001250-51190	\$ 681,428	\$ 578,296	7/1/2018 thru 6/30/2019
<b>Notes:</b> Estimated costs due to volume demanded of this service depends on various factors throughout each fiscal year. Fiscal Year 2019 cost also includes \$80,000 annual outside cost pool limit that may or may not be expended throughout the fiscal year. FY19 4% rate adjustment.							
3	A & B Cleaning Service, Inc. Greenville, North Carolina	Janitorial Services for County Facilities	Facilities Management Lady's Island Airport Hilton Head Airport	Cleaning Services 10001310-51210 51000011-51210 54000011-51210	\$ 602,382	\$ 556,998	7/1/2018 thru 6/30/2019
<b>Notes:</b> Increase is related to price increase for the new Crystal Lake building and the temporary occupancy of the United Way Building.							
4	Oakwood Landfill Waste Management Ridgeland, South Carolina	Disposal of Class II Waste	Solid Waste	10001340-51166	\$ 350,000	\$ 291,671	7/1/2018 thru 6/30/2019
<b>Notes:</b>							
5	Summit Food Service (formerly ABL Management) Atlanta, Georgia	Food Service Program for the BC Detention Center	Detention Center	10001250-51200	\$ 300,000	\$ 246,835	7/1/2018 thru 6/30/2019
<b>Notes:</b> Fiscal Year 2019 estimated cost includes approximately \$0.03 per meal price increase (2.5% CPI - Food Away increase as of January 2018).							
6	South Data Mount Airy, North Carolina	Printing and Mailing Services for the County Property Tax Bills	Treasurer	10001020-51010 20110011-51010	\$ 300,000	\$ 233,562	9/1/2018 thru 8/31/2019
<b>Notes:</b> Fiscal Year 2019 cost is estimated and includes an addendum to the contract.							
7	Eastern Aviation Charlotte, North Carolina	AVGAS and Jet Fuel for Resale	Lady's Island Airport	Purchases - Fuels 51000011-58000	\$ 276,000	\$ 258,932	7/1/2018 thru 6/30/2019
<b>Notes:</b> Beaufort County (Lady's Island) Airport purchases this fuel for resale. Fiscal Years 2018 and 2019 estimated revenue related to the resale of this fuel is \$395,000 and \$453,000, respectively.							
8	Clarke Mosquito Control Products, Inc. St. Charles, Illinois	Public Health Insecticide for Mosquito Control	Mosquito Control	Public Health Products 10001400-52320	\$ 250,000	\$ 261,309	8/1/2018 thru 7/31/2019
<b>Notes:</b> Estimated costs due to volume demanded of this service depends on various factors throughout each fiscal year. Fiscal Years 2017 and 2018 included increased costs as a result of Tropical Storm Hermine, Hurricane Matthew and Hurricane Irma.							
9	Manatron/Aumentum (Thomson Reuters) Chicago, Illinois	Property Assessment and Tax Software and Support for the Assessor, Auditor and Treasurer Offices	Assessor Auditor Treasurer	Maintenance Contracts 10001152-51110	\$ 231,529	\$ 223,872	7/1/2018 thru 6/30/2019
<b>Notes:</b> Fiscal Year 2019 includes approximately 3.5% increase. The contract renewal includes the software support and upgrades as well as managed support services.							
10	Automated Business Resources (ABR) Savannah, Georgia	Provide Photocopier/Multifunction Printer Lease and Print Management Services for BC	MIS	Various Departments	\$ 210,000	\$ 161,711	5/1/2018 thru 4/30/2019
<b>Notes:</b> Price based on number of units maintained on service agreement.							
11	SHI - Software House Inc. Charlotte, North Carolina	Microsoft Enterprise Agreement	MIS	10001150-51110	\$ 205,769	\$ 153,469	7/1/2018 thru 6/30/2019
<b>Notes:</b> SoftwareOne was former State Contract vendor. SHI is current State Contract vendor. Fiscal Year 19 cost increase due to additional licenses and servers.							
12	EMS Management and Consultants Lewisville, North Carolina	Billing Services for BC EMS	EMS	10000001-44220	\$ 190,000	\$ 173,546	7/1/2018 thru 6/30/2019
<b>Notes:</b> Per contract is 6.25% of collections and not to exceed (NTE) \$190,000. As of April 30, 2018, this vendor has collected \$2.67 million of revenue during FY 2018.							

Beaufort County, South Carolina  
Fiscal Year 2019 Contract Renewals  
Finance Committee, June 4, 2018

	Vendor	Purpose	Department	Account	FY 2019 Proposed Cost	FY 2018 Cost (to date)	Term (Beg/End)
13	Beaufort County Open Land Trust Beaufort, South Carolina	Rural and Critical Land Preservation Program Consulting Services	Rural and Critical Lands Program	Professional Services 45000011-51160	\$ 179,000	\$ 179,000	7/1/2018 thru 6/30/2019
<b>Notes:</b>							
14	Care Environmental Corp Dover, New Jersey	Hauling Services for Hazardous Waste	Solid Waste	Professional Services 10001340-51160	\$ 160,000	\$ 137,915	7/1/2018 thru 6/30/2019
<b>Notes:</b> Estimated costs due to volume demanded of this service depends on various factors throughout each fiscal year.							
15	Tyler Technologies Dallas, Texas	Annual support and license agreement for Munis, includes disaster recovery contract	MIS	Various Departments	\$ 140,046	\$ 133,377	7/1/2018 thru 6/30/2019
<b>Notes:</b> Fiscal Year 2019 includes approximately 5% increase. The contract renewal includes the software support and upgrades, managed support services and a disaster recovery contract.							
16	Beaufort County Disabilities and Special Needs (DSN) Beaufort, South Carolina	Janitorial Services for Buckwalter, Burton St. Helena Library	Facilities Management Parks and Leisure Services	10001310-51210 10001600-51210	\$ 116,224	\$ 110,304	7/1/2018 thru 6/30/2019
<b>Notes:</b> Fiscal Year 2019 is an anticipated decrease due to removal of Lind Brown building from the contract.							
17	Hilton Head Humane Association (SNAC: SPAY/NEUTER) Hilton Head, South Carolina	Provides Veterinary and Spay/Neuter Services for the County Animal Shelter	Animal Services	Professional Services Spay/Neuter 10001270-51165	\$ 100,000	\$ 83,503	7/1/2018 thru 6/30/2019
<b>Notes:</b> The process of restitution is intended to help offset the cost of this service. The County receives a small percentage of the actual cost via restitution through the court process.							
18	Strickland Electronic Recycling, LLC North, South Carolina	Electronic Waste Recycling Services	Solid Waste	E-waste 10001340-51164	\$ 90,000	\$ 40,201	9/1/2018 thru 8/31/2019
<b>Notes:</b> Estimated costs due to volume demanded of this service depends on various factors throughout each fiscal year.							
19	Pictometry International Corporation Rochester, New York	License Image Software/Aerial Photos	GIS/MIS	Aerial Photos 10001152-51250	\$ 85,364	\$ 80,176	7/1/2018 thru 6/30/2019
<b>Notes:</b> Beginning in Fiscal Year 2017, this vendor began charging South Carolina Sales Tax (6%) on this service/product.							
20	USI Insurance Services National, Inc. (formerly Wells Fargo) Dallas, Texas	Benefit Consulting Services	Employee Services	10001160-51160	\$ 66,950	\$ 65,000	7/1/2018 thru 6/30/2019
<b>Notes:</b> Fiscal Year 2019 includes 3% increase per contract terms.							
21	South Carolina Judicial Department Columbia, South Carolina	Court Management System Support	Clerk of Court Magistrate	Maintenance Contracts 10001030-51110 10001081-51110	\$ 60,000	\$ 60,000	7/1/2018 thru 6/30/2019
<b>Notes:</b>							
22	New Vision Systems New Canaan, Connecticut	Official Records Software and Maintenance Support	Register of Deeds	Maintenance Contracts 10001122-51110	\$ 52,048	\$ 52,048	7/1/2018 thru 6/30/2019
<b>Notes:</b>							

Fiscal Year 2019 Fire District Proposed Budgets and Millage Rates

	Change in Millage Rate	Fiscal Year 2019 Proposed			Fiscal Year 2018 Approved		
		Revenues	Expenditures	Millage Rate	Revenues	Expenditures	Millage Rate
Bluffton Fire District Operations	-0.60	\$15,182,120	\$15,086,666	24.10	\$13,663,186	\$14,032,311	24.70
Bluffton Fire District Debt Service	<u>0.41</u>	\$ 850,000	\$ 850,000	1.45	\$ 572,000	\$ 569,000	1.04
Total Millage Rate	-0.19			25.55			25.74
Burton Fire District Operations	4.29	\$ 5,578,286	\$ 5,667,981	68.82	\$ 5,112,442	\$ 5,554,308	64.53
Burton Fire District Debt Service	<u>-0.11</u>	\$ 385,268	\$ 385,268	5.15	\$ 385,268	\$ 385,268	5.26
Total Millage Rate	4.18			73.97			69.79
Daufuskie Island Fire District Operations	0.00	\$ 1,219,630	\$ 1,219,630	60.27	\$ 1,180,282	\$ 1,180,282	60.27
Daufuskie Island Fire District Debt Service	<u>0.00</u>	\$ -	\$ -	-	\$ -	\$ -	-
Total Millage Rate	0.00			60.27			60.27
Lady's Island/St. Helena Is. Fire District Operations	0.04	\$ 6,132,594	\$ 6,111,258	39.30	\$ 5,746,643	\$ 5,746,688	39.26
Lady's Island/St. Helena Is. Fire District Debt Service	<u>-0.11</u>	\$ 311,338	\$ 311,338	2.00	\$ 309,237	\$ 309,237	2.11
Total Millage Rate	-0.07			41.30			41.37
Sheldon Fire District Operations	-1.14	\$ 1,408,269	\$ 1,408,269	37.18	\$ 1,350,160	\$ 1,350,160	38.32
Sheldon Fire District Debt Service	<u>0.00</u>	\$ 139,259	\$ 139,259	3.21	\$ 139,259	\$ 139,259	3.21
Total Millage Rate	-1.14			40.39			41.53

**Bluffton Township Fire District  
Fiscal Year 2019 Proposed Budget**

	<b>FY 2017 Actual</b>	<b>FY 2018 Budget</b>	<b>FY 2018 Projected</b>	<b>FY 2019 Proposed</b>
Operations Millage Rate	24.64	24.70	24.70	<b>24.10</b>
<b>Revenues</b>				
Ad Valorem Taxes	\$ 12,831,032	\$ 14,032,811	\$ 13,663,186	<b>\$ 14,580,120</b>
Fees	\$ -	\$ 75,000	\$ 75,000	<b>\$ 75,000</b>
Federal SAFER Staffing Grant	-	240,000	240,000	<b>527,000</b>
<b>Total Revenues</b>	<b>12,831,032</b>	<b>14,347,811</b>	<b>13,978,186</b>	<b>15,182,120</b>
<b>Expenditures</b>				
Salaries	7,654,792	8,027,000	8,027,000	<b>8,618,796</b>
Benefits	3,672,256	4,048,411	4,048,411	<b>4,460,854</b>
Purchased Services	1,145,790	1,734,965	1,734,965	<b>1,778,836</b>
Supplies	220,123	222,435	222,435	<b>228,180</b>
<b>Total Expenditures</b>	<b>12,692,961</b>	<b>14,032,811</b>	<b>14,032,811</b>	<b>15,086,666</b>
Increase (Decrease) in Fund Balance	138,071	315,000	(54,625)	<b>95,454</b>
Fund Balance, Beginning	\$ 2,073,067	\$ 2,211,138	\$ 2,211,138	<b>\$ 2,156,513</b>
Fund Balance, Ending	<u>\$ 2,211,138</u>	<u>\$ 2,526,138</u>	<u>\$ 2,156,513</u>	<u><b>\$ 2,251,967</b></u>
<b>FTEs:</b>				
Administrative	21	22	22	<b>22</b>
Firemen	110	125	125	<b>125</b>
<b>Total</b>	<b>131</b>	<b>147</b>	<b>147</b>	<b>147</b>
Annual Debt Service Required	\$ 567,720	\$ 569,019	\$ 569,019	<b>\$ 850,000</b>
Debt Millage Rate	1.10	1.04	1.04	<b>1.45</b>
<b>Total Millage Rate</b>	<b>25.74</b>	<b>25.74</b>	<b>25.74</b>	<b>25.55</b>

**Burton Fire District**  
**Fiscal Year 2019 Proposed Budget**

	<b>FY 2017 Actual</b>	<b>FY 2018 Budget</b>	<b>FY 2018 Projected</b>	<b>FY 2019 Proposed</b>
Operations Millage Rate	62.42	64.53	64.53	<b>68.82</b>
Revenues				
Ad Valorem Taxes	\$ 4,850,002	\$ 4,682,442	\$ 4,682,442	<b>\$ 5,148,286</b>
Municipal Contracts	<u>391,277</u>	<u>430,000</u>	<u>430,000</u>	<b><u>430,000</u></b>
Total Revenues	<u>5,241,279</u>	<u>5,112,442</u>	<u>5,112,442</u>	<b><u>5,578,286</u></b>
Expenditures				
Salaries	3,075,889	3,093,256	2,973,625	<b>3,068,374</b>
Benefits	1,618,935	1,712,352	1,584,092	<b>1,757,997</b>
Purchased Services / Operations	507,450	548,650	564,650	<b>585,610</b>
Supplies / Capital	<u>220,100</u>	<u>200,050</u>	<u>200,050</u>	<b><u>256,000</u></b>
Total Expenditures	<u>5,422,374</u>	<u>5,554,308</u>	<u>5,322,417</u>	<b><u>5,667,981</u></b>
Increase (Decrease) in Fund Balance	(181,095)	(441,866)	(209,975)	<b>(89,695)</b>
Fund Balance, Beginning	<u>\$ 875,770</u>	<u>\$ 694,675</u>	<u>\$ 694,675</u>	<b><u>\$ 484,700</u></b>
Fund Balance, Ending	<u><u>\$ 694,675</u></u>	<u><u>\$ 252,809</u></u>	<u><u>\$ 484,700</u></u>	<b><u><u>\$ 395,005</u></u></b>
FTEs:				
Administrative	3	3	3	<b>3</b>
Firemen	<u>55</u>	<u>55</u>	<u>55</u>	<b><u>53</u></b>
Total	58	58	58	<b>56</b>
Annual Debt Service Required	\$ 385,268	\$ 385,268	\$ 385,268	<b>\$ 385,268</b>
Debt Millage Rate	5.26	5.26	5.26	<b>5.15</b>
Total Millage Rate	67.68	69.79	69.79	<b>73.97</b>

**Daufuskie Island Fire District  
Fiscal Year 2019 Proposed Budget**

	<b>FY 2017 Actual</b>	<b>FY 2018 Budget</b>	<b>FY 2018 Projected</b>	<b>FY 2019 Proposed</b>
Operations Millage Rate	58.44	60.27	60.27	<b>60.27</b>
Revenues				
Ad Valorem Taxes	<u>\$ 1,113,547</u>	<u>\$ 1,180,282</u>	<u>\$ 1,180,282</u>	<u>\$ 1,219,630</u>
Total Revenues	<u>1,113,547</u>	<u>1,180,282</u>	<u>1,180,282</u>	<u>1,219,630</u>
Expenditures				
Personnel (Salaries & Benefits)	939,453	1,073,015	1,073,015	<b>1,112,363</b>
Operations	<u>91,007</u>	<u>107,267</u>	<u>107,267</u>	<u>107,267</u>
Total Expenditures	<u>1,030,460</u>	<u>1,180,282</u>	<u>1,180,282</u>	<u>1,219,630</u>
Increase (Decrease) in Fund Balance	83,087	-	-	-
Fund Balance, Beginning	<u>\$ 208,956</u>	<u>\$ 292,043</u>	<u>\$ 292,043</u>	<u>\$ 292,043</u>
Fund Balance, Ending	<u><u>\$ 292,043</u></u>	<u><u>\$ 292,043</u></u>	<u><u>\$ 292,043</u></u>	<u><u>\$ 292,043</u></u>
FTEs:				
Administrative	1.50	1.50	1.50	<b>1.50</b>
Firemen	<u>12.00</u>	<u>12.00</u>	<u>12.00</u>	<u>12.00</u>
Total	13.50	13.50	13.50	<b>13.50</b>
Annual Debt Service Required	\$ -	\$ -	\$ -	\$ -
Debt Millage Rate	-	-	-	-
Total Millage Rate	58.44	60.27	60.27	<b>60.27</b>

**Lady's Island-St. Helena Fire District  
Fiscal Year 2019 Proposed Budget**

	<b>FY 2017 Actual</b>	<b>FY 2018 Budget</b>	<b>FY 2018 Projected</b>	<b>FY 2019 Proposed</b>
Operations Millage Rate	37.92	39.26	39.26	<b>39.30</b>
Revenues				
Ad Valorem Taxes	\$ 5,398,680	\$ 5,746,688	\$ 5,746,688	<b>\$ 6,007,594</b>
Municipal Contracts	<u>136,307</u>	<u>125,000</u>	<u>125,000</u>	<u><b>125,000</b></u>
Total Revenues	<u>5,534,987</u>	<u>5,871,688</u>	<u>5,871,688</u>	<u><b>6,132,594</b></u>
Expenditures				
Salaries	3,514,360	3,603,174	3,603,174	<b>3,697,849</b>
Benefits	1,586,641	1,743,168	1,743,168	<b>1,851,309</b>
Purchased Services	460,794	475,046	475,046	<b>511,800</b>
Supplies/Captial	<u>-</u>	<u>50,300</u>	<u>50,300</u>	<u><b>50,300</b></u>
Total Expenditures	<u>5,561,795</u>	<u>5,871,688</u>	<u>5,871,688</u>	<u><b>6,111,258</b></u>
Increase (Decrease) in Fund Balance	(26,808)	-	-	<b>21,336</b>
Fund Balance, Beginning	<u>\$ 1,142,145</u>	<u>\$ 1,077,288</u>	<u>\$ 1,077,288</u>	<u><b>\$ 1,077,288</b></u>
Fund Balance, Ending	<u><u>\$ 1,077,288</u></u>	<u><u>\$ 1,077,288</u></u>	<u><u>\$ 1,077,288</u></u>	<u><u><b>\$ 1,098,624</b></u></u>
FTEs:				
Administrative	1	1	1	<b>1</b>
Firemen	<u>64</u>	<u>67</u>	<u>67</u>	<u><b>67</b></u>
Total	65	68	68	<b>68</b>
Annual Debt Service Required	\$ 313,791	\$ 314,249	\$ 314,249	<b>\$ 311,338</b>
Debt Millage Rate	2.20	2.11	2.11	<b>2.00</b>
Total Millage Rate	40.12	41.37	41.37	<b>41.30</b>

**Sheldon Township Fire District  
Fiscal Year 2019 Proposed Budget  
Budget 2018/2019**

	<b>FY 2017 Actual</b>	<b>FY 2018 Budget</b>	<b>FY 2018 Projected</b>	<b>FY 2019 Proposed</b>
Operations Millage Rate	36.86	38.32	38.32	37.18
Revenues				
Ad Valorem Taxes	\$ 1,291,260	\$ 1,330,160	\$ 1,301,768	\$ 1,408,269
Municipal Contracts	-	-	-	-
Total Revenues	<u>1,291,260</u>	<u>1,330,160</u>	<u>1,301,768</u>	<u>1,408,269</u>
Expenditures				
Salaries	766,102	854,609	774,438	<b>872,151</b>
Benefits	243,960	288,341	279,707	<b>318,137</b>
Purchased Services	198,485	203,910	192,604	<b>214,381</b>
Supplies	1,993	3,300	3,507	<b>3,600</b>
Total Expenditures	<u>1,210,540</u>	<u>1,350,160</u>	<u>1,250,256</u>	<u><b>1,408,269</b></u>
Increase (Decrease) in Fund Balance	80,720	(20,000)	51,512	-
Fund Balance, Beginning	<u>\$ 466,741</u>	<u>\$ 547,461</u>	<u>\$ 547,461</u>	<u>\$ 598,973</u>
Fund Balance, Ending	<u><u>\$ 547,461</u></u>	<u><u>\$ 527,461</u></u>	<u><u>\$ 598,973</u></u>	<u><u>\$ 598,973</u></u>
FTEs:				
Administrative	3	3	3	<b>3</b>
Firemen	14	14	14	<b>14</b>
Total	<u>17</u>	<u>17</u>	<u>17</u>	<u><b>17</b></u>
Annual Debt Service Required	\$ 72,129	\$ 139,259	\$ 74,405	\$ <b>139,259</b>
Debt Millage Rate 3.21	2.20	3.21	3.21	<b>3.21</b>

Hilton Head Island Airport Enterprise Fund  
Fiscal Year 2019 Proposed Budget

	FY 2017 Actual	FY 2018 Approved Budget	FY 2018 Actual to Date 3/31/2018	FY 2019 Proposed Budget
<b><u>Operating Revenues</u></b>				
Fixed Base Operator Revenue	\$ 314,544	\$ 350,000	\$ 215,240	\$ 375,000
Operating Agreements/Concessions	453,595	450,000	255,479	507,000
Firefighting/Security Fees	281,731	282,100	225,738	282,000
Passenger Facility Charges	126,607	150,000	67,042	150,000
Parking/Taxi Fees	16,692	30,000	7,700	37,000
Landing Fees	53,117	75,000	37,737	85,000
Interest Income	393	-	-	-
Rental Income	373,222	350,000	256,392	350,000
Miscellaneous/Other	36,865	42,300	30,747	45,000
<b>Total Operating Revenues</b>	<b><u>\$ 1,656,766</u></b>	<b><u>\$ 1,729,400</u></b>	<b><u>\$ 1,096,075</u></b>	<b><u>\$ 1,831,000</u></b>
<b><u>Operating Expenses</u></b>				
Salaries and Benefits	639,758	909,626	538,229	760,000
Purchased/Contractual Services	475,692	487,853	484,628	510,000
Supplies	71,486	50,000	20,766	77,000
Interest Expense	87,845	83,787	63,227	80,000
Depreciation Expense	566,554	570,000	416,295	450,000
<b>Total Operating Expenses</b>	<b><u>\$ 1,841,335</u></b>	<b><u>\$ 2,101,266</u></b>	<b><u>\$ 1,523,145</u></b>	<b><u>\$ 1,877,000</u></b>
<b><u>Non-Operating Revenues (Expenses)<sup>1</sup></u></b>				
Federal and State Grants	10,015,105	6,500,000	7,075,804	5,000,000
Capital Projects (AIP)	(9,663,843)	(5,500,000)	(9,602,189)	(3,200,000)
Capital Equipment <sup>2</sup>	(49,242)	(50,000)	(40,271)	(45,000)
<b>Total Non-Operating Revenues (Expenses)</b>	<b><u>\$ 302,020</u></b>	<b><u>\$ 950,000</u></b>	<b><u>\$ (2,566,656)</u></b>	<b><u>\$ 1,755,000</u></b>
<b>Authorized Positions</b>				
Full Time (see below)	12	12	12	13
Part Time	0	0	0	0
<b>Full Time Positions include:</b>				
Airport Director	1	1	1	1
Airport Support Staff	4	4	4	5
Airport Firefighters	7	7	7	7

Note 1: Non-operating revenue and expenses are related to Federal and State Grants that fund Airport Improvement Projects (AIP). Timing of these revenues and expenses is dependent mostly on the FAA. Federal and State Grants are reimbursement of expenses. Therefore, in some fiscal years expenses can exceed revenues and in other fiscal years it is possible for revenues to exceed expenses.

Note 2: Capital equipment expenses are capitalized and depreciated within a Proprietary Fund and are not represented on the revenue and expense statement as an expense.

BEAUFORT COUNTY, SOUTH CAROLINA  
STATEMENT OF NET POSITION  
PROPRIETARY FUNDS  
June 30, 2017

	Business-Type Activities - Enterprise Funds				Internal
	Stormwater	Lady's Island	Hilton Head	Totals	Service Fund
	Utility	Airport	Airport		Garage
<b>ASSETS</b>					
Current Assets					
Cash and Cash Equivalents	\$10,010,300	\$ 250	\$ 200	\$ 10,010,750	\$ -
Receivables, Operating	208,004	13,461	102,913	324,378	172,055
Receivables, Federal and State Grants	-	4,229	2,237,173	2,241,402	-
Inventories	75,174	66,844	-	142,018	-
Prepayments	22,648	6,585	24,683	53,916	1,721
Total Current Assets	<u>10,316,126</u>	<u>91,369</u>	<u>2,364,969</u>	<u>12,772,464</u>	<u>173,776</u>
Capital Assets					
Capital Assets	4,705,439	4,833,031	32,201,172	41,739,642	445,159
Accumulated Depreciation	(2,553,893)	(1,057,691)	(9,901,779)	(13,513,363)	(386,345)
	<u>2,151,546</u>	<u>3,775,340</u>	<u>22,299,393</u>	<u>28,226,279</u>	<u>58,814</u>
Total Assets	<u>12,467,672</u>	<u>3,866,709</u>	<u>24,664,362</u>	<u>40,998,743</u>	<u>232,590</u>
<b>DEFERRED OUTFLOWS OF RESOURCES</b>					
Contributions to pension plan	157,425	10,574	73,458	241,457	-
Pension earnings differences	15,770	1,051	13,848	30,669	-
Pension experience differences	285,996	19,226	125,811	431,033	-
Total deferred outflows of resources	<u>459,191</u>	<u>30,851</u>	<u>213,117</u>	<u>703,159</u>	<u>-</u>
Total assets and deferred outflows of resources	<u>\$12,926,863</u>	<u>\$ 3,897,560</u>	<u>\$24,877,479</u>	<u>\$ 41,701,902</u>	<u>\$ 232,590</u>
<b>LIABILITIES</b>					
Current Liabilities					
Account Payable	\$ 111,800	\$ 15,792	\$ 1,951,552	\$ 2,079,144	\$ 232,590
Accrued Payroll	68,919	4,871	29,002	102,792	-
Accrued Compensated Absences	9,644	912	3,499	14,055	-
Due to General Fund	-	374,502	1,131,396	1,505,898	-
Current Portion of Due to Debt Service Fund	-	-	161,455	161,455	-
Total Current Liabilities	<u>190,363</u>	<u>396,077</u>	<u>3,276,904</u>	<u>3,863,344</u>	<u>232,590</u>
Noncurrent Liabilities					
Accrued Compensated Absences	70,719	6,692	25,656	103,067	-
Net Pension Liability	2,741,940	185,371	1,089,981	4,017,292	-
Due to Debt Service Fund	5,000,000	-	3,109,100	8,109,100	-
Total Noncurrent Liabilities	<u>7,812,659</u>	<u>192,063</u>	<u>4,224,737</u>	<u>12,229,459</u>	<u>-</u>
Total Liabilities	<u>8,003,022</u>	<u>588,140</u>	<u>7,501,641</u>	<u>16,092,803</u>	<u>232,590</u>
<b>DEFERRED INFLOWS OF RESOURCES</b>					
Net change in expected pension experience	4,213	281	672	5,166	-
Deferred amounts from changes in proportionate share	23,504	1,598	9,578	34,680	-
Total deferred inflows of resources	<u>27,717</u>	<u>1,879</u>	<u>10,250</u>	<u>39,846</u>	<u>-</u>
<b>NET POSITION</b>					
Net investment in capital assets	2,151,546	3,775,340	22,299,393	28,226,279	58,814
Unrestricted (Deficit)	2,744,578	(467,799)	(4,933,805)	(2,657,026)	(58,814)
Total Net Position	<u>\$ 4,896,124</u>	<u>\$ 3,307,541</u>	<u>\$17,365,588</u>	<u>\$ 25,569,253</u>	<u>\$ -</u>
Total liabilities, deferred inflows of resources, and net position	<u>\$12,926,863</u>	<u>\$ 3,897,560</u>	<u>\$24,877,479</u>	<u>\$ 41,701,902</u>	<u>\$ 232,590</u>

The accompanying notes are an integral part of these financial statements.

BEAUFORT COUNTY, SOUTH CAROLINA  
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET POSITION  
PROPRIETARY FUNDS  
For the Year Ended June 30, 2017

	Business-Type Activities - Enterprise Funds				Internal
	Stormwater Utility	Lady's Island Airport	Hilton Head Airport	Totals	Service Fund Garage
Operating Revenues					
Garage Billings	\$ -	\$ -	\$ -	\$ -	\$ 148,578
Fuel and Oil Sales	-	403,296	-	403,296	836,174
Stormwater Utility Fees	4,956,407	-	-	4,956,407	-
Stormwater Utility Project Billings	862,308	-	-	862,308	-
Fixed Base Operator Revenue	-	-	314,544	314,544	-
Passenger Facility Charges	-	-	126,607	126,607	-
Operating Agreements/Commission Revenue	-	1,182	403,035	404,217	-
Concession Sales	-	3,121	-	3,121	-
Firefighting/Security Fees	-	-	281,731	281,731	-
Landing Fees	-	13,850	53,117	66,967	-
Parking/Taxi Fees	-	-	16,692	16,692	-
Rentals	-	-	194,367	194,367	-
Hangar Rentals	-	130,570	178,855	309,425	-
Other Charges	3,444	15,010	36,865	55,319	-
Total Operating Revenues	<u>5,822,159</u>	<u>567,029</u>	<u>1,605,813</u>	<u>7,995,001</u>	<u>984,752</u>
Operating Expenses					
Costs of Sales and Services	-	248,297	-	248,297	-
Personnel	2,504,523	148,995	639,758	3,293,276	-
Purchased Services	991,111	53,934	475,692	1,520,737	835,892
Supplies	357,099	8,836	71,486	437,421	823,813
Depreciation	211,134	57,629	566,554	835,317	9,711
Total Operating Expenses	<u>4,063,867</u>	<u>517,691</u>	<u>1,753,490</u>	<u>6,335,048</u>	<u>1,669,416</u>
Operating (Loss) Income	1,758,292	49,338	(147,677)	1,659,953	(684,664)
Non-Operating Revenues (Expenses)					
Operating grant - Transportation Security Administration	-	-	50,560	50,560	-
Interfund Transfer from General Fund	-	-	-	-	668,434
Non-Operating Grant Expenses	-	(93,023)	(9,663,843)	(9,756,866)	-
Interest Income	19,226	75	393	19,694	-
Interest Expense	-	-	(87,845)	(87,845)	-
Total Non-Operating Revenues (Expenses)	<u>19,226</u>	<u>(92,948)</u>	<u>(9,700,735)</u>	<u>(9,774,457)</u>	<u>668,434</u>
(Loss) Income before capital contributions and special items	1,777,518	(43,610)	(9,848,412)	(8,114,504)	(16,230)
Capital Contributions					
Capital Grants - Federal Aviation Administration	-	76,119	9,405,574	9,481,693	-
Capital Grants - South Carolina Aeronautical Commission	-	4,229	609,531	613,760	-
Total Capital Contributions	<u>-</u>	<u>80,348</u>	<u>10,015,105</u>	<u>10,095,453</u>	<u>-</u>
Change in Net Position	1,777,518	36,738	166,693	1,980,949	(16,230)
Net Position, Beginning	<u>3,118,606</u>	<u>3,270,803</u>	<u>17,198,895</u>	<u>23,588,304</u>	<u>16,230</u>
Net Position, Ending	<u>\$ 4,896,124</u>	<u>\$ 3,307,541</u>	<u>\$ 17,365,588</u>	<u>\$ 25,569,253</u>	<u>\$ -</u>

The accompanying notes are an integral part of these financial statements.

BEAUFORT COUNTY, SOUTH CAROLINA  
STATEMENT OF CASH FLOWS  
PROPRIETARY FUNDS  
For the Year Ended June 30, 2017

	Business-Type Activities - Enterprise Funds				Internal
	Stormwater Utility	Lady's Island Airport	Hilton Head Airport	Totals	Service Fund Garage
<b>Cash Flows from Operating Activities:</b>					
Cash Received from Customers and Users	\$ 5,731,391	\$ 577,505	\$ 1,415,249	\$ 7,724,145	\$ 1,018,846
Cash Paid to Employees	(2,101,587)	(138,938)	(895,552)	(3,136,077)	-
Cash Paid to Suppliers	(1,545,102)	(425,967)	(539,612)	(2,510,681)	(1,687,280)
<b>Total Provided By (Used For) Operating Activities</b>	<b>2,084,702</b>	<b>12,600</b>	<b>(19,915)</b>	<b>2,077,387</b>	<b>(668,434)</b>
<b>Cash Flows from Noncapital Financing Activities:</b>					
Operating Grant - TSA	-	-	50,560	50,560	-
Interfund transfer from the General Fund	-	-	-	-	668,434
Non-Operating Grant Expenses	-	(93,023)	(9,663,843)	(9,756,866)	-
Principal Payment on Note Payable	-	-	(157,397)	(157,397)	-
Interest Paid on Note Payable	-	-	(87,845)	(87,845)	-
<b>Total Used For Noncapital Financing Activities</b>	<b>-</b>	<b>(93,023)</b>	<b>(9,858,525)</b>	<b>(9,951,548)</b>	<b>668,434</b>
<b>Cash Flows from Capital and Related Financing Activities:</b>					
FAA Grants	-	76,119	9,405,574	9,481,693	-
SCAC Grants	-	4,229	609,531	613,760	-
Advance from Debt Service Fund	5,000,000	-	-	5,000,000	-
Purchase of Capital Assets	(801,489)	-	(137,058)	(938,547)	-
<b>Total Provided By (Used For) Capital and Related Activities</b>	<b>4,198,511</b>	<b>80,348</b>	<b>9,878,047</b>	<b>14,156,906</b>	<b>-</b>
<b>Cash Flows from Investing Activities:</b>					
Interest Earned	19,226	75	393	19,694	-
<b>Net Increase in Cash and Cash Equivalents</b>	<b>6,302,439</b>	<b>-</b>	<b>-</b>	<b>6,302,439</b>	<b>-</b>
Cash and Cash Equivalents, July 1, 2016	3,707,861	250	200	3,708,311	-
<b>Cash and Cash Equivalents, June 30, 2017</b>	<b>\$ 10,010,300</b>	<b>\$ 250</b>	<b>\$ 200</b>	<b>\$ 10,010,750</b>	<b>\$ -</b>

The accompanying notes are an integral part of these financial statements.

BEAUFORT COUNTY, SOUTH CAROLINA  
STATEMENT OF CASH FLOWS  
PROPRIETARY FUNDS  
For the Year Ended June 30, 2017

	Business-Type Activities - Enterprise Funds				Internal Service Fund
	Stormwater Utility	Lady's Island Airport	Hilton Head Airport	Totals	Garage
Reconciliation of Operating Income to Net Cash					
Flows Provided by (Used for) Operating Activities:					
Operating (Loss) Income	\$ 1,758,292	\$ 49,338	\$ (147,677)	\$ 1,659,953	\$ (684,664)
Adjustments to Reconcile:					
Depreciation	211,134	57,629	566,554	835,317	9,711
Changes in Assets and Liabilities:					
Decrease (Increase) in Accounts Receivable	(90,768)	10,476	(190,564)	(270,856)	34,094
Decrease (Increase) in Inventories	32,073	(15,177)	-	16,896	-
Decrease in Other Current Assets	(3,155)	(1,073)	(1,039)	(5,267)	(462)
Increase (Decrease) in Accounts Payable	(225,809)	(10,525)	379,414	143,080	(27,113)
Increase (Decrease) in Due to General Fund	-	(88,125)	(370,809)	(458,934)	-
Increase (Decrease) in Accrued Payroll	13,800	1,098	(319)	14,579	-
Increase (Decrease) in Accrued Compensated Absences	2,609	1,956	(2,020)	2,545	-
Increase (Decrease) in pension deferred inflows/outflows and liability	386,526	7,003	(253,455)	140,074	-
	115,276	(94,367)	(438,792)	(417,883)	6,519
Net Cash Flow Provided by (Used for)					
Operating Activities	\$ 2,084,702	\$ 12,600	\$ (19,915)	\$ 2,077,387	\$ (668,434)

The accompanying notes are an integral part of these financial statements.

Beaufort County/Lady's Island Airport Enterprise Fund  
Fiscal Year 2019 Proposed Budget

	FY 2017 Actual	FY 2018 Approved Budget	FY 2018 Actual to Date 3/31/2018	FY 2019 Proposed Budget
<b><u>Operating Revenues</u></b>				
Fuel and Oil Sales	\$ 403,296	\$ 395,000	\$ 313,126	\$ 453,000
Operating Agreements/Concessions	4,303	8,350	3,880	6,800
Landing Fees	13,850	11,000	9,910	15,200
Interest Income	75	-	-	
Rental Income	145,580	131,958	117,205	155,000
<b>Total Operating Revenues</b>	<b><u>\$ 567,104</u></b>	<b><u>\$ 546,308</u></b>	<b><u>\$ 444,121</u></b>	<b><u>\$ 630,000</u></b>
<b><u>Operating Expenses</u></b>				
Costs of Sales and Services	248,297	237,000	191,816	326,000
Salaries and Benefits	148,995	143,654	108,738	150,000
Purchased/Contractual Services	47,670	97,243	110,470	126,000
Supplies	15,100	9,987	14,725	15,000
Depreciation Expense	57,629	60,000	40,590	55,000
<b>Total Operating Expenses</b>	<b><u>\$ 517,691</u></b>	<b><u>\$ 547,884</u></b>	<b><u>\$ 466,339</u></b>	<b><u>\$ 672,000</u></b>
<b><u>Non-Operating Revenues (Expenses)<sup>1</sup></u></b>				
Federal and State Grants	80,348	160,000	50,012	1,995,000
Capital Projects (AIP)	(93,023)	(110,000)	(123,375)	(2,100,000)
<b>Total Non-Operating Revenues (Expenses)</b>	<b><u>\$ (12,675)</u></b>	<b><u>\$ 50,000</u></b>	<b><u>\$ (73,363)</u></b>	<b><u>\$ (105,000)</u></b>
<b>Authorized Positions</b>				
Full Time	1	1	1	1
Part Time	5	5	5	5

Note 1: Non-operating revenue and expenses are related to Federal and State Grants that fund Airport Improvement Projects (AIP). Timing of these revenues and expenses is dependent mostly on the FAA. Federal and State Grants are reimbursement of expenses. Therefore, in some fiscal years expenses can exceed revenues and in other fiscal years it is possible for revenues to exceed expenses.

BEAUFORT COUNTY, SOUTH CAROLINA  
STATEMENT OF NET POSITION  
PROPRIETARY FUNDS  
June 30, 2017

	Business-Type Activities - Enterprise Funds				Internal
	Stormwater	Lady's Island	Hilton Head	Totals	Service Fund
	Utility	Airport	Airport		Garage
<b>ASSETS</b>					
Current Assets					
Cash and Cash Equivalents	\$10,010,300	\$ 250	\$ 200	\$ 10,010,750	\$ -
Receivables, Operating	208,004	13,461	102,913	324,378	172,055
Receivables, Federal and State Grants	-	4,229	2,237,173	2,241,402	-
Inventories	75,174	66,844	-	142,018	-
Prepayments	22,648	6,585	24,683	53,916	1,721
Total Current Assets	<u>10,316,126</u>	<u>91,369</u>	<u>2,364,969</u>	<u>12,772,464</u>	<u>173,776</u>
Capital Assets					
Capital Assets	4,705,439	4,833,031	32,201,172	41,739,642	445,159
Accumulated Depreciation	(2,553,893)	(1,057,691)	(9,901,779)	(13,513,363)	(386,345)
	<u>2,151,546</u>	<u>3,775,340</u>	<u>22,299,393</u>	<u>28,226,279</u>	<u>58,814</u>
Total Assets	<u>12,467,672</u>	<u>3,866,709</u>	<u>24,664,362</u>	<u>40,998,743</u>	<u>232,590</u>
<b>DEFERRED OUTFLOWS OF RESOURCES</b>					
Contributions to pension plan	157,425	10,574	73,458	241,457	-
Pension earnings differences	15,770	1,051	13,848	30,669	-
Pension experience differences	285,996	19,226	125,811	431,033	-
Total deferred outflows of resources	<u>459,191</u>	<u>30,851</u>	<u>213,117</u>	<u>703,159</u>	<u>-</u>
Total assets and deferred outflows of resources	<u>\$12,926,863</u>	<u>\$ 3,897,560</u>	<u>\$24,877,479</u>	<u>\$ 41,701,902</u>	<u>\$ 232,590</u>
<b>LIABILITIES</b>					
Current Liabilities					
Account Payable	\$ 111,800	\$ 15,792	\$ 1,951,552	\$ 2,079,144	\$ 232,590
Accrued Payroll	68,919	4,871	29,002	102,792	-
Accrued Compensated Absences	9,644	912	3,499	14,055	-
Due to General Fund	-	374,502	1,131,396	1,505,898	-
Current Portion of Due to Debt Service Fund	-	-	161,455	161,455	-
Total Current Liabilities	<u>190,363</u>	<u>396,077</u>	<u>3,276,904</u>	<u>3,863,344</u>	<u>232,590</u>
Noncurrent Liabilities					
Accrued Compensated Absences	70,719	6,692	25,656	103,067	-
Net Pension Liability	2,741,940	185,371	1,089,981	4,017,292	-
Due to Debt Service Fund	5,000,000	-	3,109,100	8,109,100	-
Total Noncurrent Liabilities	<u>7,812,659</u>	<u>192,063</u>	<u>4,224,737</u>	<u>12,229,459</u>	<u>-</u>
Total Liabilities	<u>8,003,022</u>	<u>588,140</u>	<u>7,501,641</u>	<u>16,092,803</u>	<u>232,590</u>
<b>DEFERRED INFLOWS OF RESOURCES</b>					
Net change in expected pension experience	4,213	281	672	5,166	-
Deferred amounts from changes in proportionate share	23,504	1,598	9,578	34,680	-
Total deferred inflows of resources	<u>27,717</u>	<u>1,879</u>	<u>10,250</u>	<u>39,846</u>	<u>-</u>
<b>NET POSITION</b>					
Net investment in capital assets	2,151,546	3,775,340	22,299,393	28,226,279	58,814
Unrestricted (Deficit)	2,744,578	(467,799)	(4,933,805)	(2,657,026)	(58,814)
Total Net Position	<u>\$ 4,896,124</u>	<u>\$ 3,307,541</u>	<u>\$17,365,588</u>	<u>\$ 25,569,253</u>	<u>\$ -</u>
Total liabilities, deferred inflows of resources, and net position	<u>\$12,926,863</u>	<u>\$ 3,897,560</u>	<u>\$24,877,479</u>	<u>\$ 41,701,902</u>	<u>\$ 232,590</u>

The accompanying notes are an integral part of these financial statements.

BEAUFORT COUNTY, SOUTH CAROLINA  
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND NET POSITION  
PROPRIETARY FUNDS  
For the Year Ended June 30, 2017

	Business-Type Activities - Enterprise Funds				Internal
	Stormwater Utility	Lady's Island Airport	Hilton Head Airport	Totals	Service Fund Garage
Operating Revenues					
Garage Billings	\$ -	\$ -	\$ -	\$ -	\$ 148,578
Fuel and Oil Sales	-	403,296	-	403,296	836,174
Stormwater Utility Fees	4,956,407	-	-	4,956,407	-
Stormwater Utility Project Billings	862,308	-	-	862,308	-
Fixed Base Operator Revenue	-	-	314,544	314,544	-
Passenger Facility Charges	-	-	126,607	126,607	-
Operating Agreements/Commission Revenue	-	1,182	403,035	404,217	-
Concession Sales	-	3,121	-	3,121	-
Firefighting/Security Fees	-	-	281,731	281,731	-
Landing Fees	-	13,850	53,117	66,967	-
Parking/Taxi Fees	-	-	16,692	16,692	-
Rentals	-	-	194,367	194,367	-
Hangar Rentals	-	130,570	178,855	309,425	-
Other Charges	3,444	15,010	36,865	55,319	-
Total Operating Revenues	<u>5,822,159</u>	<u>567,029</u>	<u>1,605,813</u>	<u>7,995,001</u>	<u>984,752</u>
Operating Expenses					
Costs of Sales and Services	-	248,297	-	248,297	-
Personnel	2,504,523	148,995	639,758	3,293,276	-
Purchased Services	991,111	53,934	475,692	1,520,737	835,892
Supplies	357,099	8,836	71,486	437,421	823,813
Depreciation	211,134	57,629	566,554	835,317	9,711
Total Operating Expenses	<u>4,063,867</u>	<u>517,691</u>	<u>1,753,490</u>	<u>6,335,048</u>	<u>1,669,416</u>
Operating (Loss) Income	1,758,292	49,338	(147,677)	1,659,953	(684,664)
Non-Operating Revenues (Expenses)					
Operating grant - Transportation Security Administration	-	-	50,560	50,560	-
Interfund Transfer from General Fund	-	-	-	-	668,434
Non-Operating Grant Expenses	-	(93,023)	(9,663,843)	(9,756,866)	-
Interest Income	19,226	75	393	19,694	-
Interest Expense	-	-	(87,845)	(87,845)	-
Total Non-Operating Revenues (Expenses)	<u>19,226</u>	<u>(92,948)</u>	<u>(9,700,735)</u>	<u>(9,774,457)</u>	<u>668,434</u>
(Loss) Income before capital contributions and special items	1,777,518	(43,610)	(9,848,412)	(8,114,504)	(16,230)
Capital Contributions					
Capital Grants - Federal Aviation Administration	-	76,119	9,405,574	9,481,693	-
Capital Grants - South Carolina Aeronautical Commission	-	4,229	609,531	613,760	-
Total Capital Contributions	<u>-</u>	<u>80,348</u>	<u>10,015,105</u>	<u>10,095,453</u>	<u>-</u>
Change in Net Position	1,777,518	36,738	166,693	1,980,949	(16,230)
Net Position, Beginning	<u>3,118,606</u>	<u>3,270,803</u>	<u>17,198,895</u>	<u>23,588,304</u>	<u>16,230</u>
Net Position, Ending	<u>\$ 4,896,124</u>	<u>\$ 3,307,541</u>	<u>\$ 17,365,588</u>	<u>\$ 25,569,253</u>	<u>\$ -</u>

The accompanying notes are an integral part of these financial statements.

BEAUFORT COUNTY, SOUTH CAROLINA  
STATEMENT OF CASH FLOWS  
PROPRIETARY FUNDS  
For the Year Ended June 30, 2017

	Business-Type Activities - Enterprise Funds				Internal
	Stormwater Utility	Lady's Island Airport	Hilton Head Airport	Totals	Service Fund Garage
<b>Cash Flows from Operating Activities:</b>					
Cash Received from Customers and Users	\$ 5,731,391	\$ 577,505	\$ 1,415,249	\$ 7,724,145	\$ 1,018,846
Cash Paid to Employees	(2,101,587)	(138,938)	(895,552)	(3,136,077)	-
Cash Paid to Suppliers	(1,545,102)	(425,967)	(539,612)	(2,510,681)	(1,687,280)
<b>Total Provided By (Used For) Operating Activities</b>	<b>2,084,702</b>	<b>12,600</b>	<b>(19,915)</b>	<b>2,077,387</b>	<b>(668,434)</b>
<b>Cash Flows from Noncapital Financing Activities:</b>					
Operating Grant - TSA	-	-	50,560	50,560	-
Interfund transfer from the General Fund	-	-	-	-	668,434
Non-Operating Grant Expenses	-	(93,023)	(9,663,843)	(9,756,866)	-
Principal Payment on Note Payable	-	-	(157,397)	(157,397)	-
Interest Paid on Note Payable	-	-	(87,845)	(87,845)	-
<b>Total Used For Noncapital Financing Activities</b>	<b>-</b>	<b>(93,023)</b>	<b>(9,858,525)</b>	<b>(9,951,548)</b>	<b>668,434</b>
<b>Cash Flows from Capital and Related Financing Activities:</b>					
FAA Grants	-	76,119	9,405,574	9,481,693	-
SCAC Grants	-	4,229	609,531	613,760	-
Advance from Debt Service Fund	5,000,000	-	-	5,000,000	-
Purchase of Capital Assets	(801,489)	-	(137,058)	(938,547)	-
<b>Total Provided By (Used For) Capital and Related Activities</b>	<b>4,198,511</b>	<b>80,348</b>	<b>9,878,047</b>	<b>14,156,906</b>	<b>-</b>
<b>Cash Flows from Investing Activities:</b>					
Interest Earned	19,226	75	393	19,694	-
<b>Net Increase in Cash and Cash Equivalents</b>	<b>6,302,439</b>	<b>-</b>	<b>-</b>	<b>6,302,439</b>	<b>-</b>
Cash and Cash Equivalents, July 1, 2016	3,707,861	250	200	3,708,311	-
<b>Cash and Cash Equivalents, June 30, 2017</b>	<b>\$ 10,010,300</b>	<b>\$ 250</b>	<b>\$ 200</b>	<b>\$ 10,010,750</b>	<b>\$ -</b>

The accompanying notes are an integral part of these financial statements.

BEAUFORT COUNTY, SOUTH CAROLINA  
STATEMENT OF CASH FLOWS  
PROPRIETARY FUNDS  
For the Year Ended June 30, 2017

	Business-Type Activities - Enterprise Funds				Internal Service Fund
	Stormwater Utility	Lady's Island Airport	Hilton Head Airport	Totals	Garage
Reconciliation of Operating Income to Net Cash					
Flows Provided by (Used for) Operating Activities:					
Operating (Loss) Income	\$ 1,758,292	\$ 49,338	\$ (147,677)	\$ 1,659,953	\$ (684,664)
Adjustments to Reconcile:					
Depreciation	211,134	57,629	566,554	835,317	9,711
Changes in Assets and Liabilities:					
Decrease (Increase) in Accounts Receivable	(90,768)	10,476	(190,564)	(270,856)	34,094
Decrease (Increase) in Inventories	32,073	(15,177)	-	16,896	-
Decrease in Other Current Assets	(3,155)	(1,073)	(1,039)	(5,267)	(462)
Increase (Decrease) in Accounts Payable	(225,809)	(10,525)	379,414	143,080	(27,113)
Increase (Decrease) in Due to General Fund	-	(88,125)	(370,809)	(458,934)	-
Increase (Decrease) in Accrued Payroll	13,800	1,098	(319)	14,579	-
Increase (Decrease) in Accrued Compensated Absences	2,609	1,956	(2,020)	2,545	-
Increase (Decrease) in pension deferred inflows/outflows and liability	386,526	7,003	(253,455)	140,074	-
	115,276	(94,367)	(438,792)	(417,883)	6,519
Net Cash Flow Provided by (Used for)					
Operating Activities	\$ 2,084,702	\$ 12,600	\$ (19,915)	\$ 2,077,387	\$ (668,434)

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