

MAYOR:
Bradley D. Belt

TOWN ADMINISTRATOR:
Stephanie Tillerson

TOWN ATTORNEY:
Stafford J. McQuillin III



MAYOR PRO TEMPORE:
Russell A. Berner

COUNCIL MEMBERS:
E. Luke Farrell
Madeleine Kaye
Lance Spencer

WAYS & MEANS COMMITTEE MEETING
Municipal Center Council Chambers
September 9, 2025, 10:00 am

AGENDA

- I. Call to Order:**
- II. Roll Call:**
- III. Approval of Minutes:**
 - A. Minutes of the Ways and Means Committee Meeting of July 1, 2025** [Tab 1]
- IV. Citizens' Comments (Agenda Items Only):**
- V. Old Business:**
 - None
- VI. New Business:**
 - A. Consideration and Recommendation to the Town Council for Approval of Boat Purchase** [Tab 2]
- VII. Chairman's Report:**
- VIII. Treasurer's Report:**
 - A. Monthly Budget Report** [Tab 3]
- IX. Citizens' Comments:**
- X. Committee Member's Comments:**
- XI. Adjournment:**



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WAYS AND MEANS

Agenda Item

WAYS & MEANS COMMITTEE MEETING

Municipal Center Council Chambers

July 1, 2025, 10:00 am

Minutes

I. **Call to Order:** *Chairman Farrell called the meeting to order at 10:00 am.*

II. **Roll Call:**

Present at the Meeting: Luke Farrell, *Chairman*
Brad Belt, *Mayor*
Lance Spencer, *Committee Member*

Also Present: Russell Berner, *Mayor Pro Tem*
Stephanie Tillerson, *Town Administrator*

Mayor Pro Tem Russell Berner and Council Member Madeleine Kaye were also invited as official attendees due to the detailed nature of the SATAX applications being discussed.

III. **Approval of Minutes:**

A. Minutes of the Ways and Means Committee Meeting of June 3, 2025

Chairman Farrell asked if there were any additions, questions, or changes to the minutes from the last meeting.

Mayor Belt noted for the record that he thought the clerk's summary of the discussion that ensued was comprehensive. Chairman Farrell and Committee Member Spencer agreed.

With no further additions, changes, or typos identified, the minutes were considered approved.

IV. **Citizens' Comments (Agenda Items Only):**

Donna Wyndham – Executive Director, Kiawah Conservancy

Ms. Wyndham stated that she was attending, along with Sean Cannon, the lead on the marsh restoration project that the Conservancy has applied to SATAX for funding. There were some questions raised during the last discussion, and they are addressed here again, should any further questions arise.

V. **Old Business:**

A. Review and Recommendation to the Town Council for Approval of the Fiscal Year 2025/2026 SATAX - State Accommodations Tax Funding Recommendation Amounts

Chairman Farrell opened the discussion by noting that the only business for the meeting was the continuing review of SATAX applications from the previous meeting. He hoped everyone had received his email with summaries and comments for each application.

Chairman Farrell began by explaining that he preferred reviewing each of the application allocations individually and proposed three approval options for proceeding: decline, approve the SATAX Committee's recommendation, or approve the recommendation based on his comments.

Mayor Pro Tem Berner raised a question about Island Beach Services (IBS) not being included in the Town's proposed budget allocations. Chairman Farrell indicated that IBS had not applied, which was the primary reason they were not considered. Ms. Tillerson further clarified that IBS operates under a franchise agreement with the Town and is not a paid contract, like Beach Patrol or CCSO; therefore, no application was submitted on their behalf.

Mayor Belt suggested having a broader discussion about some of the issues outlined in the chairman's summary email. He then initiated a discussion about "whether it would be an appropriate public purpose to allocate public funds to a for-profit entity solely to enhance their profitability." He pointed out that Kiawah appears to be unique among municipalities in allocating SATAX funds to for-profit entities. Most other communities allocate only to nonprofits, in addition to historically utilizing the vast majority of SATAX dollars for municipal-related projects and purposes.

Mayor Belt referenced a recent state Attorney General's opinion that stated there was no prohibition in the State Accommodations Tax statute itself on allocating funds to for-profit entities. However, he emphasized that there's always the general constitutional and statutory admonition that public money can only be used for a public purpose.

Chairman Farrell responded that he had brought up these issues at the SATAX Committee's December meeting, discussing what other locales were doing and how Kiawah should allocate this money, leaving it to the committee to digest and deliberate. He expressed his preference for having the committee lead the charge on changing the allocation philosophy if needed, rather than having the Council dictate the rules.

There was an extensive discussion of the process used by the SATAX Committee to calculate the funding allocation recommendation, and it was agreed that the historical process currently being used should be replaced with a different approach in the future. Also noted was that, as an advisory committee, the recommendations from the SATAX Committee could be modified by the Council.

The discussion then shifted to statutory requirements for SATAX expenditures. Chairman Farrell read from the statute, noting eligible uses include advertising and promotion of tourism, arts and cultural events, criminal justice and law enforcement, solid waste and health facilities for tourists, public facilities like restrooms and parking lots, waterfront erosion control, including beach renourishment, and operating visitor information centers.

After an extensive policy discussion, the committee proceeded to review each application individually:

Akers Ellis

The first applicant reviewed was Akers Ellis, requesting \$156,000 for vacation rental advertising and marketing through website development, email campaigns, social media, search engine optimization, third-party booking platforms such as VRBO, and other print and digital advertising.

Chairman Farrell stated that this was a for-profit entity with activities directly supporting tourism on Kiawah, although the funds were allocated for general expenses rather than specific events. He noted that it was a returning applicant who had been funded in the past, and the request was consistent with current policies and statutory requirements. The SATAX Committee voted 6-0 in favor of allocating \$120,800, and it was his recommendation to allocate the rounded amount to \$121,000.

Council Member Spencer made a motion to recommend to the Town Council the approval of the allocation of the recommended funding to Acres Ellis. Mayor Belt seconded the motion.

Mayor Belt indicated he would support the allocation recommendation, but expressed reservations about whether this is an appropriate public purpose and whether the math works to support this particular request relative to others.

Chairman Farrell again acknowledged that the request was consistent with current and historical policies and statutory requirements, as it promotes tourism and increases attendance. He generally rounded up, preferring round numbers.

Council Member Spencer made a motion to recommend to the Town Council the approval of the allocation of \$121,000 of SATAX funding to Akers Ellis. Mayor Belt seconded the motion, and it was unanimously approved.

Andell Inn

Andell Inn requested \$295,000 for destination advertising and marketing. Similar to Akers Ellis, this was for destination advertising and marketing through search engines, websites, email campaigns, and social media. The funds would promote events and activities related to Kiawah, Andell Inn, and Freshfields. The SATAX Committee voted 6-0 in favor of recommending \$247,000 rather than the full request. He noted this was a for-profit entity with activities directly supporting tourism on Kiawah. However, funds were for general expenses rather than specific events, projects, or programs. Additionally, it was noted that it was a returning applicant, and the request was consistent with current policies and statutory requirements.

Chairman Farrell clarified that there were seven members on the SATAX Committee, but with one absent, the full committee consisted of six votes. Ms. Tillerson added that if the applicant is a member of the committee, they abstain.

Chairman Farrell also noted that the request was from a returning applicant who was funded in the past and was consistent with current policies and statutory requirements, and recommended approval at \$247,000.

Council Member Spencer made a motion to recommend to the Town Council the approval of the SATAX Committee and the Chairman's recommendation to fund a \$247,000 allocation to the Andell Inn. Mayor Belt seconded the motion.

Mayor Belt expressed concern about the proportionality of this allocation, noting he was having difficulty justifying the kind of math associated with this request relative to the requests from the Resort, Akers Ellis, and ESPM. With 1300 short-term rentals on the island, which are the principal source of tourist accommodations, he calculated that a 10% increase in occupancy at the 100-room property would generate approximately \$40,000 in additional accommodations tax revenue, questioning the return on a \$247,000 investment.

Committee Member Spencer noted that Andell Inn is associated with Freshfields and that some visitors come specifically to stay there. However, Mayor Belt maintained his position that the amount was disproportionate relative to other accommodations providers.

After considerable discussion about the appropriate funding level, Mayor Belt suggested \$150,000 as a more reasonable amount relative to other allocations.

Mayor Belt made a motion to modify the Chairman's recommended funding allocation amount from \$247,000 to \$150,000. Committee Member Spencer seconded the motion, and it was unanimously approved.

Barrier Island Little League

The applicant requested \$100,000 for the Maybank Field's renovation and upgrade project, including upgrading three baseball fields, buildings, seating, shade structures, and concession areas. Only one of six SATAX Committee Members voted in favor, resulting in a recommended allocation of approximately \$8,000.

Chairman Farrell stated that the application, while a good cause, does not meet the statutory burden for program inclusion. As a new applicant, he suggested it might be better suited for the Kiawah charitable allocation, and recommended declining with no funding for this applicant.

Mayor Belt made a motion to recommend that the Town Council approve the Chairman's recommendation to decline funding for the Barrier Island Little League. Committee Member Spencer seconded the motion.

Mayor Belt agreed with Chairman Farrell that he also could find no basis by which this application fits within the statutory criteria; therefore, it is not a statutorily permitted expenditure.

Following further discussion, the motion was unanimously approved.

ESPM Vacation Rentals

ESPM requested \$35,000 for vacation rentals marketing, primarily using the Google search engine to target vacationers to Kiawah Island and QC Exclusives magazine for print and digital advertising. The SATAX committee voted 5-1 in favor, recommending \$21,833.

Chairman Farrell stated this was a for-profit entity with activities directly supporting tourism on Kiawah, and the funds requested are for general use, not a specific event. He also noted that the request was from a returning applicant and was consistent with current policies, the historical approach, and met the statutory requirements, and recommended approval at \$22,000.

Mayor Belt made a motion to recommend to the Town Council the approval of the Chairman's recommendation to fund a \$22,000 allocation to ESPM. Council Member Spencer seconded the motion.

Mayor Belt stated he would support the recommendation, noting the same reservation and qualification he expressed previously concerning both the Akers Ellis and Andell Inn requests.

Following the discussion, the motion was unanimously approved.

Freshfields Village - Eden's (Three Applications)

Freshfields Village - Eden's submitted three separate applications totaling over \$300,000.

Application 1 - Events Promotion (\$35,000): This request was for events and promotion to provide complimentary events on the Village Green for the benefit of tourists and visitors scheduled during peak seasons and holidays, such as the art walk, sip and shop, movie night on the Green, Farmer's Market, Santa, and holiday events. The SATAX Committee voted 6-0 for full funding at \$35,000.

Chairman Farrell stated that this was a for-profit entity, but its activities are directly in the Town of Kiawah and clearly support tourism. Its use is for a specific event. He also noted that the request was from a returning applicant and was consistent with current policies and statutory requirements, and recommended approval of the SATAX Committee allocation of \$35,000.

Mayor Belt made a motion to recommend to the Town Council the approval of the SATAX Committee and the Chairman's recommendation to fund a \$35,000 allocation to Freshfields Village/Edens Events Promotion. Council Member Spencer seconded the motion.

Committee Member Spencer commented that he felt it would serve the community well for Edens to put in another affordable dining option. Filling the vacant space where King Street was would also help promote tourism.

Mayor Belt stated that the request fits squarely within the statutory criteria and is supportive of the Chairman's and SATAX Committee's recommendation.

Following the discussion, the motion was unanimously approved.

Application 2 - Garden and Gun Events (\$211,289): This request covered two Garden and Gun events, one in the fall and one in the spring, both during shoulder seasons. The events are free to the public, with funds used to cover setup and take-down, digital and print advertising in Gun and Garden Magazine, and entertainment costs. For these two events, the applicant requested a little over \$211,000, with the SATAX Committee recommending \$208,465.

Chairman Farrell commented that this is a for-profit entity, but it provides activity directly in the Town of Kiawah and clearly supports tourism. These are very popular events, and the funds are used for clear, specific purposes. This is a returning applicant, and this request is consistent with current policies and statutory requirements. All six members of the SATAX Committee were supportive, and the Chairman's recommendation was to approve funding of \$211,000.

Mayor Belt made a motion to recommend to the Town Council the approval of the Chairman's recommendation to fund a \$211,000 allocation to the two Freshfields Village/Edens Gun and Garden events. Council Member Spencer seconded the motion.

Mayor Pro Tem Berner asked if this type of for-profit event would be funded in the future. The discussion revealed that while the entity is for-profit, the events themselves don't generate profit but do attract tourists and generate revenue for local businesses.

Following the discussion, the motion was unanimously approved.

Application 3 - Tourist Marketing (\$65,000): This request was for general destination marketing for Freshfields Village using digital and print media. The SATAX Committee voted 6-0, recommending \$62,000.

Chairman Farrell noted that this is a for-profit entity providing activities directly in the Town of Kiawah, which support tourism. However, the request is for general advertising rather than specific events. This is a returning applicant, and the request is consistent with current policies, historical approach, and meets statutory requirements. The Chairman's recommendation is to approve \$62,000.

Mayor Belt made a motion to recommend to the Town Council the approval of the SATAX Committee and the Chairman's recommendation to fund a \$62,000 allocation to Freshfields Village/Edens tourist marketing. Council Member Spencer seconded the motion.

Committee Member Spencer reiterated his desire to see these funds help promote filling the vacant restaurant space. Mayor Belt responded that Eden's officials had been in active discussions to fill the vacant restaurant space, but recruiting restaurateurs and staffing challenges were the primary obstacles.

Mayor Belt expressed the same reservations about general marketing to for-profit entities as with previous similar requests.

Following the discussion, the motion was unanimously approved.

Heal with Hearts

The organization requested \$8,000 for the Low Country Festivus Arts and Cultural Series, a workshop on Kiawah to educate participants about Gullah and Geechee history and related arts and culture. The SATAX Committee voted 3-3, recommending \$833.

Chairman Farrell noted that this nonprofit entity holds significant cultural significance, but its program clarity and output are weak. Moreover, with only one of the two events planned for Kiawah, the impact on tourism and fund utilization remains unclear. It received only three out of six votes, which is not a majority. This is a new applicant, and their application is marginally consistent with current and future policies. The chairman's recommendation was to give them \$500 based on the content and their nonprofit status.

Mayor Belt made a motion to recommend to the Town Council the approval of the SATAX Committee recommendation to fund \$833 allocation to Heal with Hearts. Council Member Spencer seconded the motion.

Initially, Chairman Farrell expressed uncertainty about whether this met statutory requirements. However, Mayor Belt argued that he thinks this clearly meets the statutory criteria for promoting arts and cultural events. It doesn't have to, again, be tied explicitly to whether it attracts tourists or not, because that's not the requirement under the statute. He favored providing visitors with opportunities to participate in these kinds of programs to learn more about Lowcountry culture and history, and was supportive of a larger funding amount.

After this clarification, Chairman Farrell changed his position to approval, acknowledging it clearly met the statutory requirements for arts and cultural events.

Committee Member Spencer expressed concern about underfunding, as he would be reluctant to underfund and then have them unable to afford the Kiawah event because we did not support their full funding request.

Mayor Belt made a motion to amend his motion to approve the original application request of up to \$8,000 on a reimbursement basis to cover the cost of the program on Kiawah Island. Committee Member Spencer seconded the motion, and it was unanimously approved.

The underlying motion, as amended, was unanimously approved.

Keepers of Wildlife Rescue Sanctuary

The organization from Walterboro requested \$5,264 for incubators, animal coops, wood for cages, and animal transport carriers. The SATAX Committee voted 5-1, recommending an amount of approximately \$4,000.

Chairman Farrell stated this was a very worthy cause with a commendable mission, but the support of tourism and other criteria to qualify for SATAX funds appears to be very tangential. He noted that while there may be rescues on Kiawah, the rescue's associated funds are predominantly for use in Walterboro, and that the organization was too far outside the geographic area for consideration. He suggested it as a candidate for Kiawah charitable contributions. The Chairman's recommendation was to decline funding.

Mayor Belt made a motion to recommend that the Town Council approve the Chairman's recommendation to decline funding for the Keepers of Wildlife Rescue Sanctuary. Committee Member Spencer seconded the motion.

Mayor Belt said he doesn't see how this fits within the statutory, however otherwise worthy it might be, how it fits within the statutory criteria. He also noted that it would not fall under the current criteria for the Town's charitable program unless those are reevaluated.

Following the discussion, the motion was unanimously approved.

Kiawah Conservancy - Application 1

The Conservancy requested \$10,000 for "Beneath the Oaks with Rebecca McMackin," a one-day environmental and cultural symposium on how to build resilient landscapes in coastal communities. Topics will include living shorelines, native landscaping, Gullah and Geechee cultural landscape knowledge, and best practices for marsh and pond buffering. The SATAX Committee voted 4-2, recommending \$5,000.

Chairman Farrell initially expressed skepticism, reading the description and noting that, except for one phrase about indigenous and Gullah Geechee landscape knowledge, the content seemed entirely environmental rather than cultural.

Chairman Farrell noted that this is a well-respected nonprofit organization with a solid environmental program and is well known on Kiawah. However, it remains unclear whether this meets the statutory requirements for funding based on content objectives. It is an event that will be held locally on the island and is expected to attract around 100 tourists and 50 locals. The Chairman's recommendation was to decline due to a lack of clarity regarding the meeting and the questionable statutory requirement.

Mayor Belt made a motion to recommend to the Town Council the approval of the SATAX Committee recommendation to fund a \$5,000 allocation to the Kiawah Conservancy's Beneath the Oaks with Rebecca McMackin event. Council Member Spencer seconded the motion.

Mayor Belt stated that, similar to the Lowcountry Festivus, the Gullah history program, the Conservancy's event fits within the criteria for promoting arts and cultural events.

Committee Member Spencer questioned whether \$5,000 would help or if they had reached a point where they couldn't have the event due to not receiving the full funding request. Ms. Wyndham confirmed that the funding is needed to put on the program.

During the considerable deliberation about whether the environmental focus constituted cultural programming, Council Member Spencer suggested that the environment is part of our cultural pillars, and it's innate to the culture of Kiawah, and promoted it in various ways.

Committee Member Spencer made a motion to amend the motion to approve the original application request for \$10,000. Mayor Belt seconded the motion, and it was approved by a 2 to 1 vote with Chairman Farrell opposed.

The underlying motion, as amended, was unanimously approved.

Kiawah Conservancy - Application 2

The Conservancy's second request was for \$340,000 to control and repair riverfront erosion along 370 feet of tidal marsh perpendicular to the Kiawah River Bridge using nature-based solutions, including manufactured wire reefs and marsh grass plantings. The two-year project consisted of three phases, and the SATAX Committee voted 5-1, recommending an allocation of \$118,000.

Chairman Farrell stated that the SATAX Committee shared his concern about the two-year funding request and questioned whether river marsh erosion fit within the statutory definition, which he interpreted as land edge erosion. Part of the project can reasonably be included as bridge protection or land edge erosion. However, part of the project appears to fall outside the statutory definition for SATAX funds use. The Chairman's recommendation is to approve the phases adjacent to the bridge as recommended by the SATAX Committee at \$118,000.

Mayor Belt made a motion to recommend to the Town Council the approval of the SATAX Committee recommendation to fund a \$180,000 allocation to the Conservancy's marsh restoration project. Council Member Spencer seconded the motion.

Ms. Windham, along with Mr. Cannon, clarified that phase one alone would cost \$162,000, and they could not complete even the first phase with the recommended \$118,000. Mr. Cannon explained that significant upfront costs were required to purchase the necessary tools and set up the facilities to build the manufactured wire reefs.

After extensive discussion about project phasing and costs, Mayor Belt noted that phase three (the furthest from the bridge) was more challenging to fit within statutory criteria; therefore, the committee agreed to focus on phase one, which most directly protects the bridge infrastructure. Mr. Cannon indicated that the direct cost to complete the first two phases was estimated at \$274,000, which included a contingency for additional labor if necessary.

Mayor Belt stated that, based on the budget narrative, he would recommend approval of \$160,000 for the costs associated with phase one.

Mayor Belt made a motion to recommend to the Town Council the approval to fund a \$160,000 allocation to the Conservancy's marsh restoration project. Council Member Spencer seconded the motion.

Chairman Farrell also noted that the project's contingency, approximately 23-24%, was unusually high from an engineering perspective, suggesting that typical contingencies should be 5-10%.

Following the discussion, the motion was unanimously approved.

Kiawah Island Golf Resort

The Resort requested \$475,000 for marketing Kiawah Island events and holiday programming, including four major attractions throughout the year: holiday activities, summer programming, environmental outreach, and sporting events like marathons and swimming competitions. The SATAX Committee voted 6-0 for full funding.

Chairman Farrell noted that this was a for-profit entity but had a robust marketing program with specific events that had clear, positive, and measurable impacts on tourism across multiple activity

types, providing enticements from the events, activities, and lodging for both short-term and long-term visitors. The Chairman's recommendation is to approve full funding.

Mayor Belt made a motion to recommend to the Town Council the approval of the SATAX Committee and the Chairman's recommendation to fund a \$475,000 allocation to the Kiawah Island Golf Resort. Council Member Spencer seconded the motion.

Mayor Pro Tem Berner asked how this squared with future plans regarding for-profit entities. Mayor Belt distinguished this application from others because it was tied to specific events rather than general marketing, though he acknowledged the for-profit issue remained.

Chairman Farrell added that the Resort clearly attracts tourists, works to improve its amenities, and reinvests in its business. However, as a for-profit, any action we take that increases their revenue or reduces their costs improves their profitability. He noted the Town's current beach renourishment project that would benefit the Resort's driving range, noting the multiple ways the Resort might benefit from public funds.

Following the discussion, the motion was unanimously approved.

Low Country Land Trust

The Land Trust requested \$1,000,000 for the Angel Oak Preserve project, a 44-acre passive preserve that will expand the existing Angel Oak Park with a welcome center, restrooms, outdoor classrooms, boardwalks, and over two miles of trails. The total project cost was \$12.5 million, with \$5.2 million already raised. The committee voted 3-3, recommending \$43,000.

Chairman Farrell stated that this project will be an upgrade and enhancement to Angel Oak Park and the surrounding area of Johns Island. However, this does not seem to fit the statutory requirements for funding. The project will not enhance the tourist experience until it is complete. Additionally, it's not contiguous or located near Kiawah, and it involves development and construction financing. This seems better suited to secure funds from the Conservancy, the Town's charitable contributions, or other entities. The Chairman's recommendation is to decline. No funding based on a lack of statutory fit, a lack of tourist impact in the near term, and a lack of relative proximity.

Mayor Belt made a motion to recommend to the Town Council the approval to fund a \$50,000 allocation to the Low Country Land Trust. Council Member Spencer seconded the motion.

Mayor Belt disclosed that he had encouraged the Low Country Land Trust to apply for SATAX funding and disagreed with Chairman Farrell's view. Mayor Belt disagreed that this doesn't meet the statutory criteria. In fact, he thinks this is as square as any project could meet the statutory criteria. Mayor Belt noted that it attracts 400,000 visitors annually and meets the criteria for the construction, maintenance, and operation of facilities for civic and cultural activities.

The ensuing discussion centered on geographic proximity. Mayor Belt argued it was only 7-8 miles away and the first kind of major attraction you see on the way to Kiawah. Chairman Farrell maintained it was too far, comparing it to their earlier agreement that Walterboro was too distant.

Committee Member Spencer sided with Mayor Belt; he doesn't think it's that far away from my perspective. We often go to Maybank for dinner. I do think that it's a draw.

Mayor Belt expressed frustration with the Land Trust's large request and suggested they should also pursue funding from Charleston County and the City. Despite reservations about the amount and distance, he supported providing some funding.

Following the discussion, the motion was approved by a 2 to 1 vote, with Chairman Farrell opposed.

Low Country Marine Mammal Network

The organization requested \$25,852 for Enhancing the Dolphin Experience on Kiawah Island, a year-long initiative focused on tourism, including youth education programs, guided dolphin walks, and

marketing campaigns. The funds will be used for marketing, signage, program materials and supplies, some travel, and training. The SATAX Committee voted 5-1, recommending \$16,944.

Chairman Farrell noted that this was a unique and growing ecotourist activity unique to Kiawah, which should continue to provide a diverse activity appealing to a different type of tourist and broaden family activities. The Chairman's recommendation is to approve \$17,000, slightly above the SATAX allocation.

Mayor Belt made a motion to recommend to the Town Council the approval of the Chairman's recommendation to fund a \$17,000 allocation to the Low Country Marine Mammal Network. Council Member Spencer seconded the motion.

Committee Member Spencer argued for full funding because he doesn't know why we would shortchange this one, because we've used this as an example in some of the other discussions of a draw and attraction for Kiawah.

Chairman Farrell disclosed that he had solicited their application a long time ago and recently appeared in a video about strand feeding. I think it's an incredible experience that is unique to Kiawah. Although it may not be a major attraction, it's something we should manage more effectively for other reasons.

Mayor Belt made a motion to revise his motion to approve the applicant's requested amount of \$25,852. Committee Member Spencer seconded the motion, and it was unanimously approved.

St. Johns Fire District

The St. Johns Fire District (STJFD) requested \$110,060 for advanced medical support, covering 50% of the cost of paramedic specialists and additional continuing education. The SATAX Committee voted 6-0, recommending \$81,717.

Chairman Farrell noted that this nonprofit organization was meeting the needs of the growing island and supporting tourism with greater coverage, more experienced personnel, and improved response times. The Chairman's recommendation is for full funding of \$220,000.

Mayor Belt questions whether this would fall under the statutory provision, which indicates that it would require the cost to be based on an estimated percentage directly attributable to tourists, which the Town has set at 70%. Chairman Farrell stated that it was his understanding that the STJFD was only requesting 50% coverage, below the 70% threshold typically applied to municipal services.

Mayor Belt made a motion to recommend to the Town Council the approval of the Chairman's recommendation to fund a \$110,000 allocation to the St. Johns Fire District. Council Member Spencer seconded the motion.

Chairman Farrell confirmed that the request covered 50% of the base salaries for three people, totaling \$106,000, plus \$4,000 for training.

Following the discussion, the motion was unanimously approved.

Ms. Tillerson calculated that the total allocations approved were approximately \$1.4 million for outside organizations, leaving \$118,984 unallocated from the available funds.

Town Projects

Ms. Tillerson reported that the Town's four SATAX applications totaled \$1,348,779 for CCSO (Charleston County Sheriff's Office) Deputy coverage, Beach Patrol contract, Trident beach trash pickup contract, and Arts and Cultural Events programs.

Mayor Belt made a motion to recommend to the Town Council the approval of the allocations to the Town's municipal projects as set forth by the Town Administrator in the amount of \$1,348,779. Council Member Spencer seconded the motion, and it was unanimously approved.

VI. New Business:

No new business was presented.

VII. Chairman's Report:

Chairman Farrell thanked the committee for their diligence and for postponing the previous month's meeting to allow him time to provide more information about the applications. He expressed satisfaction with the breadth and the depth of applicants for these monies.

The Chairman committed to making progress before year-end on improving the approach and philosophy the SATAX committee uses. He noted the committee's desire for a pre-approval process where staff and the chairman would pre-screen applications before they reach the committee. He promised to bring forward a request to improve the SATAX committee charter.

VIII. Treasurer's Report:

A. Monthly Budget Report

Ms. Tillerson provided a brief budget update, noting the report covered 11 months as June had not yet been closed. Revenues were over budget by 9% (approximately \$1.4 million). Expenditure was slightly over budget, primarily due to higher AV costs and Charleston County deputy coverage being \$21,000 over budget, and may be slightly higher when the month of June is closed out.

Chairman Farrell questioned the negative \$463,000 shown for net change in fund balance, suggesting it might be a nomenclature issue related to transfers between funds.

IX. Citizens' Comments:

No citizens' comments were offered.

X. Committee Member's Comments:

Mayor Belt suggested that for the Town Council meeting, they should take the committee's recommendations in aggregate rather than voting on each item individually. He proposed approving the total allocations for Town projects, outside organizations, and CVB, with breakdowns available but not requiring individual votes. This approach received consensus support.

XI. Adjournment:

Chairman Farrell adjourned the meeting at 12:13 pm.

Submitted by,

Petra S. Reynolds, Town Clerk

Date



Tab | 2

WAYS AND MEANS

Agenda Item



Request for Ways and Means Committee Action

TO: Ways and Means Committee Members

FROM: Jim Jordan

SUBJECT: Request to Recommend Purchase of a Boat for Town Staff

DATE: 9 September 2025

BACKGROUND:

Town staff have recognized the need for a boat as a resource to support various duties and responsibilities across different departments. In the past, staff have had to coordinate with other entities that have access to boats to be able to perform duties in the waterways around Kiawah Island. Having a Town boat will allow staff to easily access the waterways and fulfill duties in a more detailed and timely manner.

A Town boat would be utilized by the Wildlife and Natural Resource Department to observe and monitor conditions in the river and creeks, as well as track changing conditions of the marshes. In addition, the boat would be used by the Public Works, Zoning, and Public Safety Departments, for duties including bridge and bulkhead monitoring and accessing Sandy Point for periodic patrol.

ANALYSIS:

Town staff spent considerable time researching different boats that balanced the needs of all Town departments and settled on 2 options as detailed below.

1. Xpress XR21B – Aluminum center console with bimini top. Cost would be \$62,405 and would take 4-6 weeks. We could pick the color.
2. Cayman – Fiberglass center console with hard top. Longshore Marine has a 2024 model in stock in Seafoam Green. Cost would be \$70,000. <https://longshoreboats.com/product/2024-robalo-206-cayman-124j/>

Both boats are bay-style boats with shallow drafts and have comfortable seating for 5-6 people. They are both fitted with trolling motors and a depthfinder/GPS. The Robalo is 21'6" and the Xpress is 21'2". Beams are both 8 feet. Both boats have shallow drafts and 25" gunnels. The Robalo has a nicer hard top vs the bimini top on the Xpress. The Xpress is 700 pounds lighter than the Robalo and constructed out of aluminum. Aluminum is lighter and more durable than fiberglass.

ACTION REQUESTED:

Town staff is requesting that the Ways and Means Committee recommend to Town Council the purchase of the Robalo Cayman 206 as described in the attached quote for the price of \$70,000.

BUDGET & FINANCIAL DATA:

If approved, this funding will come from the budgeted \$80,000 allocated in the General Fund of the FY 25-26 budget that was approved by the Town Council.

Longshore Boats
 2650 Clements Ferry Road
 Charleston SC 29492
 (843)216-4700

Town Of Kiawah Island Mayor

Buyer's Order

Order No. _____
 Salesman **TYLER HANNA**

843-670-1533

jjordan@kiawahisland.gov

I hereby agree to purchase the following unit(s) from you under the terms and conditions specified. Delivery is to be made as soon as possible. It is agreed, however, that neither you nor the manufacturer will be liable for failure to make delivery.

Unit Information

New/U	Year	Make	Model	Serial No.	Stock No.	MSRP
New	2024	ROBALO	206 CAYMAN	ROBF0124J324	124J	\$72,865.00
New	2023	YAMAHA	F150XC	6MA- 1002790	2790	\$0.00
New	2024	COYOTE	CMC-206S-ALU	5001B2111RN394899	4899	\$1,700.00

Options:

Wide Band Sea Foam Green Hull	\$1,020.00 M
Cockpit Interior - Harbor Gray	\$0.00 M
T-Top White Powder Coated Aluminum with 4 Rod Holders	\$5,500.00 M
Dual Battery System	\$365.00 M
Simrad NSS7 EVO3 Chartplotter/Multifunction	\$1,910.00 M
Trolling Motor with Dual Bank Charger - Minn Kota Riptide 24V 70lb Thrus	\$2,910.00 M
Seadek Helm Mat	\$155.00 M
Stainless Steel Drink./Rod Holders (2)	\$320.00 M
Leaning Post - White Powdercoated	\$1,280.00 M
Removable Bow Seating Backrest	\$1,255.00 M
Starboard Dive Swim Platform with Boarding Ladder	\$720.00 M
Custom Anchor	\$130.00 M
5 Year Premier Level Limited Component Warranty	\$0.00 M
Standard Trailer	\$0.00 M
Water Ready	\$1,495.00 D

Manufacturer Base Price	\$54,595.00
Manufacturer Options (M)	\$15,565.00
Freight	\$2,995.00
Dealer Prep / Rigging Fee	\$1,410.00
Manufacturer Sugg Ret Price	\$74,565.00
Dealer Discount	\$4,807.00
Customer Sale Price	\$69,758.00
Dealer Added Options (D)	\$0.00
Customer Added Options	\$2,194.00

Unit Subtotal	\$71,952.00
Registration	\$395.00
Special Credits	\$0.00
Customer Rebates	\$0.00
Extended Warranty	\$0.00
UCC	\$0.00
Loan Processing	\$0.00
Service Contract	\$0.00
Property / Liability	\$0.00
Title/License/Registration Fees	\$0.00
Loan Processing	\$0.00
UCC Filing Fees	\$0.00
Document or Administration Fees	\$0.00
Sales Tax	\$653.00

Cash Price	\$73,000.00
Trade Allowance	\$0.00
Payoff	\$0.00

Net Trade	\$0.00
Net Sale (Cash Price - Net Trade)	\$73,000.00
Credit Life Insurance	\$0.00
Accident & Disability	\$0.00

Sub Total (Net Sale + Other Charges)	\$73,000.00
Cash Down Payment	\$0.00
Manufacturer Rebate	\$3,000.00
Amount to Pay/Finance	\$70,000.00

COAST GUARD KIT R206 \$699.00

D

Notes:

Trade Information

Monthly Payment of \$0.00 For 0 Months at 0.00% Interest

NOTICE TO BUYER: (1) Do not sign this agreement before you read it or if it contains any blank spaces to be filled in. (2) You are entitled to a completely filled in copy of this agreement. (3) If you default in the performance of your obligations under this agreement, the vehicle may be repossessed and you may be subject to suit and liability for the unpaid indebtedness evidenced by this agreement.

TRADE-IN NOTICE: Customer represents that all trade in units described above are free of all liens and encumbrances except as noted.

*With Approved Credit. Interest rates and monthly payment are approximate and may vary from those determined by the lender.

Buyer Signature _____ Date _____ Dealer Signature _____ Date _____

Co-Buyer Signature _____ Date _____ Thank You for You Business!



WAYS AND MEANS

Agenda Item



Memorandum

TO: Chair and Members of Ways and Means Committee

FROM: Dorota Szubert, Finance Director

SUBJECT: Budget Report for July 2025

DATE: September 9, 2025

Overview:

As of the end of July 2025, the Town's consolidated revenues totaled \$1.5 million, reflecting an increase of \$562K, or 57% compared to the year-to-date (YTD) totals for the previous fiscal year, FY2025. This amount represents 9% of the total budgeted revenues for the current fiscal year.

All revenues are tracking as expected at this early stage in the fiscal year. Since this report is prepared on a cash basis, a significant portion of tourism-generated revenue will not be received until the following month.

Primary contributions to the positive revenue variance include:

- **Building Permits:** Revenues increased by \$223K, or 226%, despite issuing fewer permits, 133 permits this year compared to 212 through July 31, 2024. The increase is attributed to significantly higher construction costs, which have led to increased permit fees.
- **Business Licenses:** Revenues rose by \$175K, or 169%, driven by the issuance of approximately 140 additional business licenses. This growth is a result of the Finance department's increased efforts to improve licensing compliance.
- **Environmental Services:** Revenues increased by \$220K, or 40% over the same period last year.

On the expenditure side, as of July 31, 2025, total expenditures amounted to \$1.1M, an increase of \$63K, or 6% compared to FY2025. This represents 7% of the current year's budget. Overall, expenditures remain consistent with the budget and are comparable to last year's spending.

Town of Kiawah Island
 Budget to Actuals
 For the First Month Ended 7/31/25
 Modified Cash Basis /Unaudited

Fiscal 2026

FY2026 VS FY2025

	Y-T-D ACTUALS	TOTAL BUDGET	VARIANCE	% OF BUDGET	FY2024 Y-T-D	\$ VARIANCE	% VARIANCE
Revenue:							
Building Permits	\$ 322,488	\$ 1,577,131	\$ (1,254,643)	20%	\$ 98,996	\$ 223,492	226%
Business Licenses	278,880	3,800,000	(3,521,120)	7%	103,482	175,398	169%
STR Application Fees	750	400,000	(399,250)	0%	650	100	15%
Franchise Fees	-	1,037,300	(1,037,300)	0%	50,000	(50,000)	-100%
Local Option Tax	-	1,000,500	(1,000,500)	0%	-	-	-
State ATAX	-	3,189,161	(3,189,161)	0%	-	-	-
Local ATAX	-	1,681,025	(1,681,025)	0%	-	-	-
County ATAX	-	700,000	(700,000)	0%	-	-	-
Hospitality Tax	-	991,303	(991,303)	0%	-	-	-
Waste Management	766,729	1,246,500	(479,771)	62%	545,975	220,754	40%
Interest	171,070	1,700,000	(1,528,930)	10%	165,466	5,604	3%
Other	3,826	240,567	(236,741)	2%	16,696	(12,870)	-77%
Total Revenue	1,543,743	17,563,487	(16,019,744)	9%	981,265	562,478	57%
Expenses:							
Salaries & Benefits:							
Salaries/Regular Employees	195,279	2,706,554	2,511,275	7%	171,795	(23,484)	-14%
Overtime	188	12,000	11,812	2%	270	82	30%
Benefits	79,228	890,239	811,011	9%	64,867	(14,361)	-22%
Payroll Tax	16,645	227,279	210,634	7%	14,040	(2,605)	-19%
	291,340	3,836,072	3,544,732	8%	250,972	(40,368)	-16%
Administration/Operations:							
Administration	15,317	117,520	102,203	13%	28,354	13,037	46%
Events	8,300	55,000	46,700	15%	-	(8,300)	-
Insurance	217,366	269,876	52,510	81%	222,951	5,585	3%
Maintenance	116,159	799,000	682,841	15%	99,319	(16,840)	-17%
Minor Assets & Supplies	13,632	143,400	129,768	10%	1,216	(12,416)	-1021%
Miscellaneous	-	27,000	27,000	0%	4,203	4,203	100%
Office Equipment	7,095	50,000	42,905	14%	8,950	1,855	21%
Professional Services	33,114	580,000	546,886	6%	38,061	4,947	13%
Travel & Training	2,458	83,300	80,842	3%	44,122	41,664	94%
Utilities	7,369	125,000	117,631	6%	14,102	6,733	48%
	420,810	2,323,080	1,902,270	18%	461,278	40,468	9%
Consultants	4,132	556,000	551,868	1%	5,614	1,482	26%
Waste Management	175,941	2,100,000	1,924,059	8%	153,813	(22,128)	-14%
Funded from SATAX *	(6,376)	(78,400)	(72,024)	8%	-	6,376	-
Contracted Public Safety Resources:							
Charleston County Deputies	16,568	767,970	751,402	2%	46,394	29,826	64%
Evening Code Enforcement	32,448	389,376	356,928	8%	32,448	-	0%
Beach Patrol	48,667	584,000	535,333	8%	48,667	-	0%
	97,683	1,741,346	1,643,663	6%	127,509	29,826	23%
Funded from SATAX *	(36,500)	(946,379)	(909,879)	4%	(71,296)	(34,796)	49%
Charitable:							
MUSC Pledge	-	200,000	200,000	0%	-	-	-
Contributions	-	220,000	220,000	0%	-	-	-
	-	420,000	420,000	0%	-	-	-
Contingency	-	100,000	100,000	0%	-	-	-
ATAX & HTAX:							
Promotional Fund-CVB	-	902,870	902,870	0%	-	-	-
SATAX Town Allocations*	100,298	1,348,779	1,248,481	7%	71,296	(29,002)	-41%
SATAX Other Recipients	46,124	1,558,834	1,512,710	3%	7,248	(38,876)	-536%
Other Uses	39,241	512,000	472,759	8%	63,158	23,917	38%
	185,663	4,322,483	4,136,820	4%	141,702	(43,961)	-31%
Capital Outlay:							
Building	-	300,000	300,000	0%	-	-	-
Infrastructure & Landscape	-	350,000	350,000	0%	-	-	-
Vehicles	-	80,000	80,000	0%	-	-	-
Other Capital Expenditures	-	10,000	10,000	0%	-	-	-
	-	740,000	740,000	0%	-	-	-
Total Expenses	1,132,693	15,114,202	13,981,509	7%	1,069,592	(63,101)	-6%
Net Changes in Fund Balance	\$ 411,050	\$ 2,449,285	\$ (2,038,235)		\$ (88,327)	\$ (499,378)	565%