

AGENDA

FINANCE COMMITTEE

12/06/18

A. Victor Rawl, Chairman
Henry E. Darby
Anna B. Johnson
Brantley Moody
Teddie Pryor
Joe Qualey
Herb Sass
Dickie Schweers
Elliott Summey

**AGENDA
FINANCE COMMITTEE
December 6, 2018
5:00 PM**

1. MINUTES
 - A) November 8, 2018 - Request to Approve

2. CONSENT AGENDA:
 - A) FY19 MacArthur Foundation Safety and Justice Grant (Sheriff) - Request to Accept
 - B) Natural Resources Conservation Service Emergency Repair Grant (PW) - Request to Approve
 - C) TST Rivers Avenue Dual Turn Lane Extension at Remount Road - Award of Contract

3. BOARDS AND COMMISSIONS
 - A) Business License User Fee Appeals Board - Appointment (1)
 - B) Greenbelt Advisory Board - Appointment (1)
 - C) St. Johns Fire District Commission/Kiawah Island Seat - Appointment (1)
 - D) Disabilities and Special Needs Board - Appointments (2)
 - E) Library Board of Trustees - Appointments (2)

4. NEW LOGGING AND RECORDING SYSTEM/CONSOLIDATED 9-1-1 CENTER - Award of Contract
Miller/Tolbert

5. SCORE LEASE – PUBLIC SERVICE BUILDING - Request to Approve
Miller/Przybylowski

6. 3600 RIVERS AVENUE - Request to Approve
Miller/Przybylowski

7. EXECUTIVE SESSION
 - A) Personnel Matters
 - B) Contractual Matters

1.

MINUTES

CHARLESTON COUNTY COUNCIL

MEMORANDUM

TO: Members of Finance Committee

FROM: Kristen Salisbury, Clerk of Council

DATE: December 3, 2018

SUBJECT: Finance Committee Minutes

At the Finance Committee meeting of December 6, 2018, the draft minutes of the November 27, 2018 Finance Committee meeting will be presented for approval.

2.

CONSENT

COMMITTEE AGENDA ITEM

TO: JENNIFER J. MILLER, COUNTY ADMINISTRATOR

THROUGH: CORINE ALTENHEIN, DEPUTY ADMINISTRATOR *2/5 for CA*

FROM: J. AL CANNON JR., ESQ. *Ja-J* DEPT. SHERIFF'S OFFICE

SUBJECT: FY2019 MACARTHUR FOUNDATION SAFETY & JUSTICE GRANT

REQUEST: APPROVE REQUEST TO ACCEPT AN ADDITIONAL AWARD

COMMITTEE OF COUNCIL: FINANCE DATE: DECEMBER 6, 2018

COORDINATION: This request has been coordinated with: (attach all recommendations/reviews)

	Signature of		Individual Contacted
	Yes	N/A	
Legal Department	<input type="checkbox"/>	<input type="checkbox"/>	_____
Procurement/Contracts	<input type="checkbox"/>	<input type="checkbox"/>	_____
Zoning Regulations / Comp. Plan Compliance	<input type="checkbox"/>	<input type="checkbox"/>	_____
Community Services	<input type="checkbox"/>	<input type="checkbox"/>	_____
Grants Auditor	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>Hail Marlow</i></u>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____

FUNDING: Was funding previously approved? yes no n/a

If yes, provide the following:	Org.	Object	Balance in Account	Amount needed for item
				\$0.00

NEED: Identify any critical time constraint.

BUDGET OFFICER SIGNATURE: *Rand Hill*

Fiscal impact: *No match required.*

ADMINISTRATOR'S SIGNATURE: *Jerry J Miller*

ORIGINATING OFFICE PLEASE NOTE:

DUE DATE TO ADMINISTRATOR'S OFFICE IS 5:00 P.M. ON TUESDAY OF THE WEEK PRECEDING THE COMMITTEE MEETING.

SITUATION

The John D. and Catherine T. MacArthur Foundation's Safety and Justice Challenge addresses the overuse of jails with regards to improving public safety, implementing cost-effectiveness measures in the criminal justice system, and promoting stronger, healthier communities. Since 2015, the foundation has supported the collaborative effort of the Charleston County Criminal Justice Coordinating Council (CJCC) with grants to the Charleston County Sheriff's Office as the administrative lead for the grant. Previous grants from the MacArthur Foundation funded 15FTEs. The current grant will fund 14 FTEs.

This request is to accept an additional award of \$2.467 million as approved by the Foundation to continue the efforts and fund 14 FTEs under the new grant funding.

ACTION REQUESTED OF COUNCIL

Approve Sheriff's recommendation.

SHERIFF'S RECOMMENDATION

- Allow the Sheriff's Office to accept an additional award of \$2.467 million as approved by the John D. and Catherine T. MacArthur Foundation.
- 14 FTEs will be funded by this grant. It is understood that at the conclusion of the grant period, the FTEs will be dissolved if no further grant funding is available.
- No match required.
- The grant period is October 1, 2018 through September 30, 2020.

COMMITTEE AGENDA ITEM

TO: JENNIFER J. MILLER, COUNTY ADMINISTRATOR

THROUGH: JIM ARMSTRONG, DEPUTY ADMINISTRATOR *JJA*

FROM: JAMES NEAL, DIRECTOR ~~DEPT.~~ PUBLIC WORKS

SUBJECT: NATURAL RESOURCES CONSERVATION SERVICE (NRCS) EMERGENCY REPAIR GRANT

REQUEST: REQUEST APPROVAL TO APPLY AND ACCEPT FUNDING IF RECEIVED

COMMITTEE OF COUNCIL: FINANCE **DATE:** DECEMBER 6, 2018

COORDINATION: This request has been coordinated with: (attach all recommendations/reviews)

	Signature of		Individual Contacted
	Yes	N/A	
Legal Department	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>John Gardner</i></u>
Procurement/Contracts	<input type="checkbox"/>	<input type="checkbox"/>	_____
Zoning Regulations / Comp. Plan Compliance	<input type="checkbox"/>	<input type="checkbox"/>	_____
Community Services	<input type="checkbox"/>	<input type="checkbox"/>	_____
Grants Auditor	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>Sail Marven</i></u>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____

FUNDING: Was funding previously approved? yes no n/a

If yes, provide the following:	Org.	Object	Balance in Account	Amount needed for item
				\$0.00

NEED: Identify any critical time constraint.

BUDGET OFFICER SIGNATURE: *Mark Hile*

Fiscal impact: The cost share amount is available in the Stormwater General Fund.

ADMINISTRATOR'S SIGNATURE: *[Signature]*

ORIGINATING OFFICE PLEASE NOTE:

DUE DATE TO ADMINISTRATOR'S OFFICE IS 5:00 P.M. ON TUESDAY OF THE WEEK PRECEDING THE COMMITTEE MEETING.

SITUATION

The Public Works Department requests approval to apply for and, if awarded, accept funding in the amount of \$123,000.00 from the National Resource Conservation Service for funding the National Resource Conservation Service (NRCS) Emergency Repair Grant – Hurricane Florence.

The purpose of this grant program is repair damages sustained in Charleston County as a result of Hurricane Florence and to mitigate the effects of future storms. This funding will allow the Public Works Department to protect lives and property from imminent hazards of flooding and consequential damage.

ACTION REQUESTED OF COUNCIL

Authorize the Public Works Department requests to apply for and if awarded, accept funding from the National Resource Conservation Service (NRCS) under the National Resource Conservation Service (NRCS) Emergency Repair Grant – Hurricane Florence.

DEPARTMENT HEAD RECOMMENDATION

- Authorize Public Works to apply for and if awarded, accept grant funding from the National Resource Conservation Service (NRCS) under the National Resource Conservation Service (NRCS) Emergency Repair Grant – Hurricane Florence in the amount of \$123,000. These funds will allow the Public Works Department to correct impairments resulting from Hurricane Florence and will mitigate effects to these same areas from future storms.
- There is a match requirement of \$46,180.40 that will come from the Public Works Department Stormwater Fund and General Fund.
- There are no additional FTEs associated with this request.
- There are no additional vehicles, computers, etc., (re-occurring costs) associated with this request.
- The application due date is December 5, 2018. A notice of award is expected to be made on or about January 25, 2019. The grant expenditure period is sixty (60) days from date of award and/or notice to proceed.

COMMITTEE AGENDA ITEM

TO: JENNIFER J. MILLER, COUNTY ADMINISTRATOR
 THROUGH: CORINE ALTENHEIN, DEPUTY ADMINISTRATOR *C.A. Altenhein*
 FROM: BARRETT J. TOLBERT DEPT. PROCUREMENT
 SUBJECT: TST RIVERS AVENUE DUAL TURN LANE EXTENSION AT REMOUNT ROAD
 REQUEST: AWARD OF CONTRACT
 COMMITTEE OF COUNCIL: FINANCE DATE: DEC. 6, 2018

COORDINATION: This request has been coordinated with: (attach all recommendations/reviews)

	Signature of		Individual Contacted
	Yes	N/A	
Legal Department	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>Johann Gardner</i></u>
Procurement/Contracts	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>[Signature]</i></u>
Zoning Regulations / Comp. Plan Compliance	<input type="checkbox"/>	<input type="checkbox"/>	<u>_____</u>
Community Services	<input type="checkbox"/>	<input type="checkbox"/>	<u>_____</u>
Grants Auditor	<input type="checkbox"/>	<input type="checkbox"/>	<u>_____</u>
Other: Transportation Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>Steve L. Thigp</i></u>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	<u>_____</u>

FUNDING: Was funding previously approved? yes no n/a

If yes, provide the following:	Org.	Object	Balance in Account	Amount needed for item
	TE0310006	64842	178,858	\$178,857.50

NEED: Identify any critical time constraint.

BUDGET OFFICER SIGNATURE: *Carol Hill*

Fiscal impact: Funds are available in the Transportation Sales Tax fund

ADMINISTRATOR'S SIGNATURE: *[Signature]*

ORIGINATING OFFICE PLEASE NOTE:

DUE DATE TO ADMINISTRATOR'S OFFICE IS 5:00 P.M. ON TUESDAY OF THE WEEK PRECEDING THE COMMITTEE MEETING.

SITUATION

The Charleston County Transportation Development Department’s Rivers Avenue Dual Turn Lane Extension at Remount Road project consist of the extension of the dual left turn lane on Rivers Avenue onto Remount Road. The work shall include, but is not limited to, asphalt milling and paving, drainage, traffic control, pavement markings, and erosion control. The project will be constructed utilizing the items listed on the bid form in the solicitation.

Bids were received in accordance with the terms and conditions of Invitation for Bid No. 5314-19C. The mandatory Small Business Enterprise (SBE) requirement for this solicitation is 12.2% and the Disadvantaged Business Enterprise (DBE) goal is 25%.

Bidder	Total Bid Price	SBE Percentage	DBE Percentage
Truluck Construction Inc. Charleston, South Carolina 29407 Principal: Charles E. Truluck, Jr.	\$178,857.50	12.20%	10.79%
Banks Construction Company North Charleston, South Carolina 29418 Principal: Jafar Moghadam	\$196,529.67	12.30%	9.17%
Lowcountry Sitework, LLC Charleston, South Carolina 29492 Principal: John Mazzarella	\$388,000.00	100%	0%

ACTION REQUESTED OF COUNCIL

Authorize award of contract.

DEPARTMENT HEAD RECOMMENDATION

- Authorize award of contract for the TST Rivers Avenue Dual Turn Lane Extension at Remount Road project to Truluck Construction Inc., the lowest responsive and responsible bidder, in the amount of \$178,857.50.
- Funds are available in the Transportation Sales Tax fund.

3.

**BOARDS AND
COMMISSIONS**

CHARLESTON COUNTY COUNCIL

MEMORANDUM

TO: Members of the Finance Committee

FROM: Kristen L. Salisbury, Clerk of Council

DATE: November 28, 2018

SUBJECT: Business License/User Fee Appeals Board - Appointment (1)

An announcement of one vacancy for the Business License/User Fee Appeals Board was previously made.

An application for appointment was received from Cynthia White.

The Business License/User Fee Appeals Board is a six-member board that is charged by County Council to receive testimony and make written determinations concerning appeals of citizens and the business community aggrieved by any action taken by the Business License/User Fee Department. Half of the members of this board must be either CPAs or attorneys and other applicants are encouraged to have a strong legal and/or financial background. Meetings are scheduled in the evenings, after normal working hours, on an as-needed basis. All determinations made by this Board are final unless the decision of the Board is appealed to Council within ten days after service of the Board's decision. Terms of the Business License/User Fee Appeals Board are for four years.

One vacancy, one application
Cynthia White

CHARLESTON COUNTY COUNCIL

MEMORANDUM

TO: Members of the Finance Committee

FROM: Kristen L. Salisbury, Clerk of Council

DATE: November 28, 2018

SUBJECT: Greenbelt Advisory Board – Sass - Appointment (1)

Councilmember Herb Sass is recommending the appointment of Charles Salmonsens to the Greenbelt Advisory Board following the resignation of Margaret Strickland. The term for this appointment will be co-terminus with Mr. Sass' term on County Council.

The Greenbelt Advisory Board makes recommendations to County Council on sales tax expenditures for greenbelt projects using public input. This Board will also provide input to the Park and Recreation Commission (PRC), the primary advisory body for greenbelts, on the expenditure of over \$221 million over 25 years.

The Greenbelt Advisory Board consists of 14 members selected by Charleston County Council and the elected Councils of each of the three major municipalities in Charleston County (Charleston, Mount Pleasant, and North Charleston).

One vacancy, one application
Charles Salmonsens

CHARLESTON COUNTY COUNCIL

MEMORANDUM

TO: Members of the Finance Committee
FROM: Kristen L. Salisbury, Clerk of Council
DATE: November 28, 2018
SUBJECT: St. John's Fire District Commission/Kiawah Island Seat - Appointment (1)

An announcement of vacancies for the Kiawah Island seat on the St. John's Fire District Commission was previously made.

An application for appointment was received from Robert Wright.

The St. John's Fire District Commission Board consists of nine members, appointed by the Governor upon recommendation by Charleston County Council, responsible for the oversight of all administrative and operational aspects of the St. John's Fire District special purpose district. The board has the authority to purchase, establish, enlarge, maintain, conduct, and operate the special purpose district as deemed necessary. The board meets to review operational, financial, and administrative activity reports.

One vacancy, one application
Robert Wright

CHARLESTON COUNTY COUNCIL

MEMORANDUM

TO: Members of the Finance Committee

FROM: Kristen L. Salisbury, Clerk of Council

DATE: November 28, 2018

SUBJECT: Disabilities and Special Needs Board - Appointments (2)

An announcement of vacancies for the Disabilities and Special Needs Board was previously made.

An application for reappointment was received from Alex Jackson. Applications for appointment were received from James Bryant Armstrong and Lisa Sessoms.

Members of the Disabilities and Special Needs Board are appointed by the Governor for four-year terms. County Council recommends to the Governor persons to be appointed. The mission of the Board is to assist people with disabilities in meeting their needs, pursuing their dreams, and achieving their possibilities; and to minimize the occurrence and reduce severity of disabilities through prevention. The Board meets on the fourth Thursday of each month at 5:30 pm.

Two vacancies, three applications
Alex Jackson
James Bryant Armstrong
Lisa Sessoms

CHARLESTON COUNTY COUNCIL

MEMORANDUM

TO: Members of the Finance Committee

FROM: Kristen L. Salisbury, Clerk of Council

DATE: November 28, 2018

SUBJECT: Library Board of Trustees - Appointments (2)

An announcement of vacancies for the Library Board of Trustees was previously made.

Applications for appointment were received from Carolyn Blue, Robert Byko, Tracy Gilliard, and Judith Smith. Both of the current board members are ineligible for reappointment as they have served two terms on the board.

The Library Board of Trustees is an 11-member board that is charged by State Statute to control and manage the County Public Library System. Members are appointed by County Council for terms of four years. Members shall be appointed from all geographical areas of the County. Library Board meetings are held on the fourth Tuesday of each month at 5:15 pm.

Two vacancies, four applications

Carolyn Blue
Robert Byko
Tracy Gilliard
Judith Smith

4.

**CONSOLIDATED
9-1-1 CENTER**

COMMITTEE AGENDA ITEM

TO: JENNIFER J. MILLER, COUNTY ADMINISTRATOR

THROUGH: CORINE ALTENHEIN, DEPUTY ADMINISTRATOR *2/9 for CA*

FROM: BARRETT J. TOLBERT *BSJ* DEPT. PROCUREMENT

SUBJECT: NEW LOGGING AND RECORDING SYSTEM FOR THE CONSOLIDATED 9-1-1 CENTER

REQUEST: AWARD OF CONTRACT

COMMITTEE OF COUNCIL: FINANCE **DATE:** December 6, 2018

COORDINATION: This request has been coordinated with: (attach all recommendations/reviews)

	Signature of		Individual Contacted
	Yes	N/A	
Legal Department	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>Jha Gardner</i></u>
Procurement/Contracts	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>Barrett J. Tolbert</i></u>
Zoning Regulations / Comp. Plan Compliance	<input type="checkbox"/>	<input type="checkbox"/>	_____
Community Services	<input type="checkbox"/>	<input type="checkbox"/>	_____
Grants Auditor	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other: Consolidated 9-1-1 Center	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>James E. Salaf</i></u>
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____

FUNDING: Was funding previously approved? yes no n/a

If yes, provide the following:	Org.	Object	Balance in Account	Amount needed for item
	5D3502301	78911	\$0.00	\$0.00
	5B2007001	78911		

NEED: Identify any critical time constraint.

BUDGET OFFICER SIGNATURE: *Mark Hile*

Fiscal impact: Funding is available in the Consolidated Dispatch E911 Enterprise Funds.

ADMINISTRATOR'S SIGNATURE: *Jennifer J. Miller*

ORIGINATING OFFICE PLEASE NOTE:

DUE DATE TO ADMINISTRATOR'S OFFICE IS 5:00 P.M. ON TUESDAY OF THE WEEK PRECEDING THE COMMITTEE MEETING.

SITUATION

Proposals were received for a vendor to provide and install a new logging and recording system for the Consolidated 9-1-1 Center in accordance with the terms and conditions of RFP No 5250-18L. The existing recording system has reached five years of operation and has been designated as too small and outdated to continue with the current progression for Next Generation 9-1-1 (NG9-1-1). The purchase of the new system will also include training employees, maintenance and support.

The following vendors submitted proposals.

Equature
Southfield, MI
Principal: Gloria Kaminiski, Administrator

Eventide, Inc.
Little Ferry, NJ
Principal: Gordon F. Moore

NICE Systems, Inc.
Hoboken, NJ
Principal: Eric R. Daenecke, Regional Account Executive

Stonehenge Properties, Ltd. dba Revcord
Houston, TX
Principal: Charles Schwarz, President

A committee reviewed the proposals submitted by the above vendors. The capabilities and qualifications of each vendor were evaluated along with the cost. Based on the review of the proposals, the committee determined the proposal submitted by Eventide, Inc. to be the most advantageous to the County.

ACTION REQUESTED OF COUNCIL

Authorize award of contract.

DEPARTMENT HEAD RECOMMENDATION

- Authorize award of contract to provide and install a new Recording and Logging System for the Consolidated 9-1-1 Center to Eventide, Inc., and allow staff to finalize negotiations and enter into a contract.
- Price proposals will be discussed in executive session, if desired.
- Funding is available in the Consolidated Dispatch E911 Enterprise Funds.

5.

SCORE LEASE

COMMITTEE AGENDA ITEM

TO: JENNIFER J. MILLER, COUNTY ADMINISTRATOR

THROUGH: WALT SMALLS, CHIEF DEPUTY ADMINISTRATOR *W.V.S. 11/13*

FROM: TIMOTHY PRZYBYLOWSKI *TP 10/25* DEPT. FACILITIES

SUBJECT: SCORE LEASE - PUBLIC SERVICE BUILDING

REQUEST: AMEND LEASE TO EXTEND TERM FOR A FIVE (5) YEAR PERIOD

COMMITTEE OF COUNCIL: FINANCE DATE: DECEMBER 6, 2018

COORDINATION: This request has been coordinated with: (attach all recommendations/reviews)

	Signature of		Individual Contacted
	Yes	N/A	
Legal Department	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>Johanne Gardner</i></u>
Procurement/Contracts	<input type="checkbox"/>	<input type="checkbox"/>	_____
Zoning Regulations / Comp. Plan Compliance	<input type="checkbox"/>	<input type="checkbox"/>	_____
Community Services	<input type="checkbox"/>	<input type="checkbox"/>	_____
Grants Auditor	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____

FUNDING: Was funding previously approved? yes no n/a

If yes, provide the following:	Org.	Object	Balance in Account	Amount needed for item
			\$0.00	0

NEED: Identify any critical time constraint.

BUDGET OFFICER SIGNATURE: *Paul Hill*

Fiscal impact: *County will continue to incur facility operating costs on behalf of Score.*

ADMINISTRATOR'S SIGNATURE: *Jennifer J. Miller*

ORIGINATING OFFICE PLEASE NOTE:

DUE DATE TO ADMINISTRATOR'S OFFICE IS 5:00 P.M. ON TUESDAY OF THE WEEK PRECEDING THE COMMITTEE MEETING.

SITUATION

The County has leased an office in the Public Service Center (4045 Bridge View Drive, North Charleston) to the Services Corps for Retired Executives (SCORE) since December 2013 for its operations and related services. SCORE has requested a five (5) year lease term, beginning December 15, 2018 and expiring on December 14, 2023. Currently SCORE jointly occupies approximately 254 square feet with our telecommunications staff and does not pay rent or operational expenses. Per Section 22 of the lease, either party may terminate the lease with sixty (60) days written notice.

SCORE is a non-profit organization that provides free and confidential mentoring to entrepreneurs who want to start their own business or need help growing their business in the community. See enclosed brochure and profile describing SCORE's mission and activities.

ACTION REQUESTED OF COUNCIL

Approve Department Head recommendation to execute Lease Amendment.

DEPARTMENT HEAD RECOMMENDATION

- Authorize Chairman of Council to execute a Lease Amendment to extend the SCORE lease for five years from December 15, 2018 through December 14, 2023 to and add one five-year option from December 15, 2023 to December 14, 2028. Also, add a provision that allows the County to relocate SCORE from the PSB to another County facility if needed.
- Authorize the County administrator to approve the exercise of the future option.
- Legal Department has reviewed documents.



Charleston SC

November 6, 2018

Mission: SCORE grows successful small businesses across America, one business at a time.

Current Monthly Main Office Traffic in B151

- New Clients: 5-10 people meeting in B164
- Follow-Up Clients: 5 people meeting in B164
- Chapter Members: 3rd Thursday in B225 – 30 SCORE Volunteers
- Workshops: 20 people, 3 times per month in B339

Office Profile/Equipment:

- Hours: 9am – 4pm, Monday thru Thursday
- Personnel: Chapter Administrator
- 2 computers with Internet connection through the CHASCO_PUB Wi-Fi
- 2 telephone lines: 843-727-4778, paid by SBA
- 1 printer/copier
- 1 lateral files (4 draw)
- 2 bookcases (68" x 30")
- 1 bookcase (45" x 30")



SCORE 

FOR THE LIFE OF YOUR BUSINESS

**MENTORING
CHARLESTON'S
SMALL
BUSINESSES**



SCORE, a resource partner of the SBA and founded in 1964, is a national, volunteer, nonprofit organization of more than 11,000 business professionals across the U.S. who provide free and confidential mentoring and counseling to aspiring and established entrepreneurs.

SCORE is a uniquely American organization that synthesizes two historic national ideals:

ENTREPRENEURIAL SPIRIT & VOLUNTEERISM



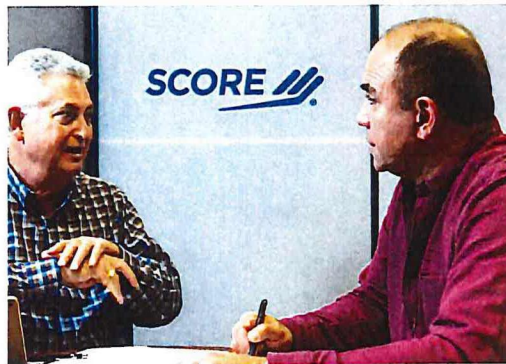
WE SERVE **TRI-COUNTY** CLIENTS

County Populations: Berkeley: 209,331 | Charleston: 398,567 | Dorchester: 155,683

The Charleston SC Chapter, started in 1972 has been helping local area businesses for over 45 years.

In support of business, SCORE Mentors are there for the life of the business cycle by providing

- Startup Strategies
- Business Growth
- Buying Strategies
- Selling A Business
- Financial Insights
- Human Resources
- Marketing Social Media
- Management In Business Product
- Service Review
- Vendor Management



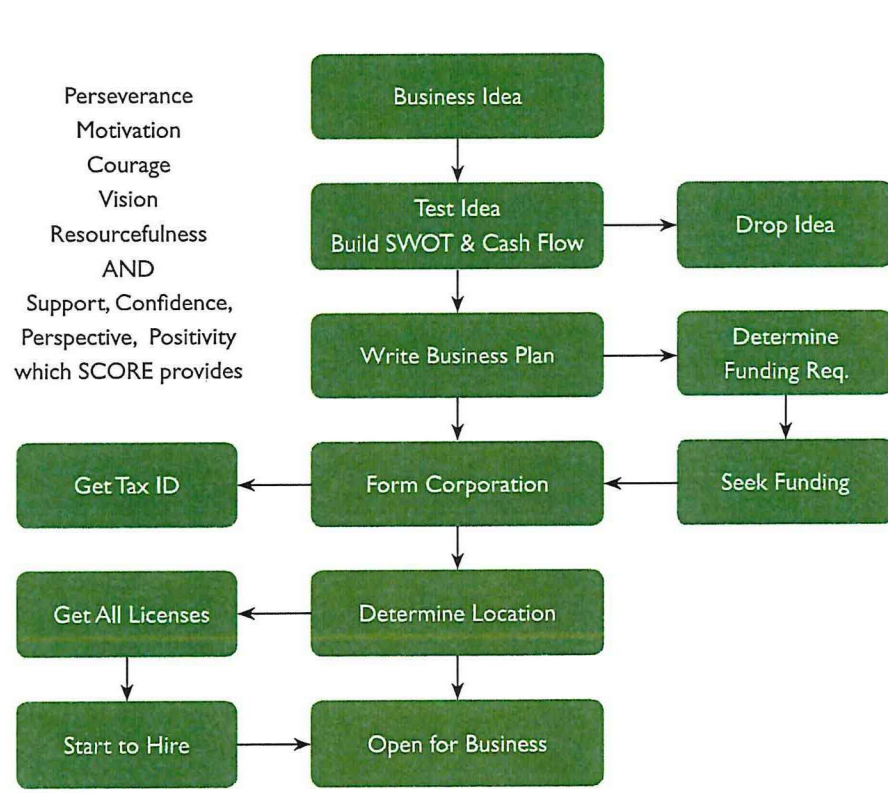
What it takes to start a business



Research and surveys prove that having a mentor is important to success. In a 2013 executive coaching survey, 80 percent of CEOs said they received some form of mentorship. In another research by Sage, 93 percent of startups admit that mentorship is instrumental to success.



(www.entrepreneur.com/article/280134)



SCORE Clients

50% **62%**

Percentage of SCORE Clients in Business

Percentage of SCORE Clients that Grew Their Business

SCORE helps a diverse range of American Small Businesses and Entrepreneurs

60%

were women

39%

were minorities

11%

were veterans

Of SCORE's 2017 client base

37%

Charleston

6%

West Ashley, James Island, John Island

15%

Mount Pleasant

11%

North Charleston

31%

Summerville, Goose Creek, Moncks Corner

SCORE clients come from all over the Tri-County area

SCORE Volunteer

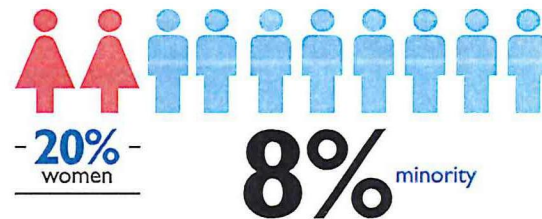
Our members are volunteers with business knowledge, expertise and a strong desire to see each client succeed. We know starting or growing a business is a daunting task and that a “community” of support is needed. And we know that when we support small business, they in turn support our communities.

100% I would recommend SCORE to friends and family as a great place to volunteer.

98% I am proud to be associated with SCORE.

70

volunteers with over **2000** years of business expertise helping more than **1000** clients and giving more than **4000** hours of services



Impact to Tri-County

\$192.64 SCORE's cost to help create one business

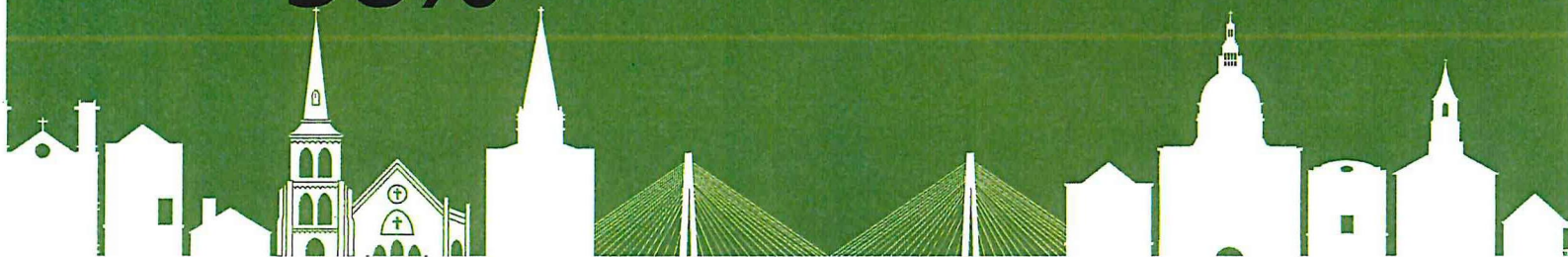
\$170.64 SCORE's cost to help create one job

\$47.32 Amount SCORE clients return to the Federal Treasury for every federal dollar appropriated to SCORE

58% Percentage of in-business clients that increased revenue in 2017

SCORE is a unique federal initiative that actually makes money for taxpayers.

We have proven that SCORE is effective and efficient: in 2017 alone, our clients returned more than **\$47** in new tax revenue at the federal level for every dollar appropriated to SCORE.



Strengthening America's Economy:

SCORE earns the federal government money as a direct and effective catalyst for business and job creation.

Small businesses need money and mentoring to be successful. No organization is more effective at mentoring than SCORE.

327

New Businesses
Started

417

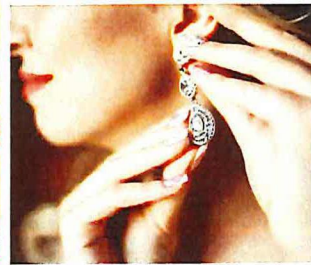
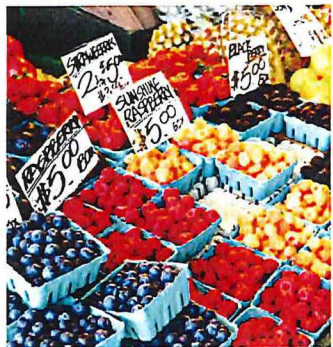
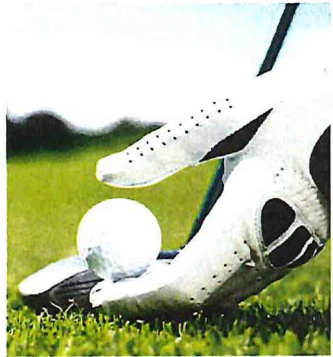
Non-Owner
Jobs Created

4,008

Total Chapter
Services

1,100

Entrepreneurs SCORE
helped throughout the
Charleston tri-county area



A Sampling of Businesses Mentored by SCORE

- Appalachian Springs Water
- Darkness to Light
- East Cooper Community Outreach (ECCO)
- Floyd Fence Company
- Habitat for Humanity Restore
- Juju's Gourmet Grocery
- Kim's Fine Jewelry
- OK Golf
- Red Orchids Restaurant
- Striped Pig Distillery
- Wonder Works
- Yeast-Everything Homebrew

When you imagine the number of businesses that fail, you'd wish a lot of business owners had mentors. According to SBA, 30 percent of new businesses may not survive past the first 24 months, and 50 percent of those may not make it past five years. However, 70 percent of mentored businesses survive longer than 5 years.

SCORE Charleston's Initiatives to Support our Vision



Raise awareness of SCORE to new and existing businesses through community outreach.



Collaborate with community organizations to create momentum for small business growth.



Increase the number of mentors and deliver mentoring to more people more effectively.



Create and deliver impactful services throughout the tri-county area.

EMPOWERING SMALL BUSINESS SUCCESS



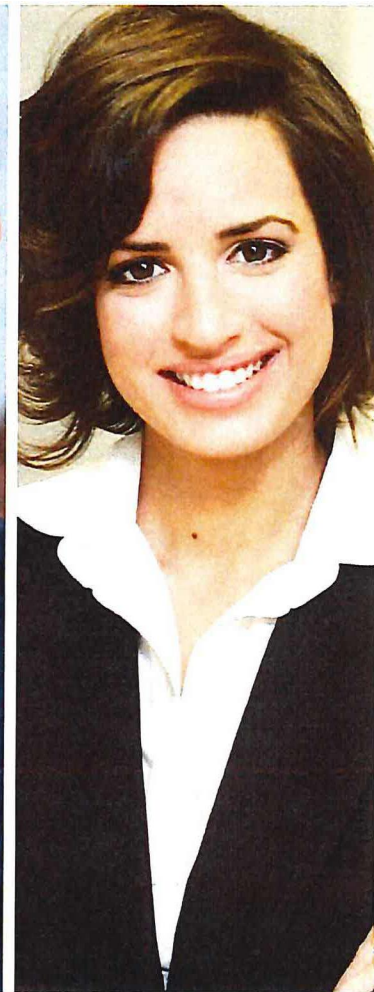
Vision for SCORE 2025

SCORE 

FOR THE LIFE OF YOUR BUSINESS

WWW.CHARLESTONSC.SCORE.ORG

Designed by: Hyle Creative



6.

**3600 RIVERS
AVENUE**

COMMITTEE AGENDA ITEM

TO: JENNIFER J. MILLER, COUNTY ADMINISTRATOR

THROUGH: WALT SMALLS, CHIEF DEPUTY ADMINISTRATOR *WLS 11/29*

FROM: TIMOTHY PRZYBYLOWSKI *TP 11/29* DEPT. FACILITIES

SUBJECT: 3600 RIVERS AVENUE

REQUEST: CONTINUE SITE MASTER PLANNING AND BUILDING CONCEPT DESIGN

COMMITTEE OF COUNCIL: FINANCE DATE: 12/6/2018

COORDINATION: This request has been coordinated with: (attach all recommendations/reviews)

	Signature of		Individual Contacted
	Yes	N/A	
Legal Department	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>John Gardner</i></u>
Procurement/Contracts	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<u><i>David</i></u>
Zoning Regulations / Comp. Plan Compliance	<input type="checkbox"/>	<input type="checkbox"/>	_____
Community Services	<input type="checkbox"/>	<input type="checkbox"/>	_____
Grants Auditor	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other:	<input type="checkbox"/>	<input type="checkbox"/>	_____

FUNDING: Was funding previously approved? yes no n/a

If yes, provide the following:	Org.	Object	Balance in Account	Amount needed for item
				\$0.00

NEED: Identify any critical time constraint.

BUDGET OFFICER SIGNATURE: *Mark Hile*

Fiscal impact: *No additional costs.*

ADMINISTRATOR'S SIGNATURE: *J J Miller*

ORIGINATING OFFICE PLEASE NOTE:

DUE DATE TO ADMINISTRATOR'S OFFICE IS 5:00 P.M. ON TUESDAY OF THE WEEK PRECEDING THE COMMITTEE MEETING.

SITUATION

During the Finance Committee Meeting on September 25, 2018, Council reaffirmed its focus on the demolition and new construction options for 3600 Rivers Avenue. To ensure the project scope accurately and adequately reflects Council's intent, Staff commissioned McMillan Pazdan Smith (MPS) to develop a Site Master Plan and Conceptual Building plans for the 23 acre parcel. Specific programming elements will include:

- A New Construction Building Program that represents the County's Current Need, defined as 87,000 SF for DAODAS, DHEC and Vital Records.
- If additional needs of DAODAS or other county tenant consolidation opportunities can be accommodated in the "right" size building determined above, they will be investigated.
- The site plan will examine options where the new construction on site should occur to create a Community Hub for Social Services.
- Once the "Prime" area of the site is selected and developed to meet the New Construction Building Program, any remaining land will be categorized as "Surplus to the Current Needs."
- Options for the acreage deemed "Surplus" shall be available for:
 - Sale – a public offering of excess land for a fair market value.
 - Donation – land transfer to a qualified organization committed to serving a public need such as affordable housing.
 - Retention – for Charleston County's future use to serve our own unknown or unmet needs.
 - Transit – Bus Rapid Transit Oriented Development

Staff has conducted charrettes with MPS to help complete this first design phase. Upon completion, Council will be updated before moving further forward.

As we proceed with the above, Staff requests direction on any unsolicited inquiries/proposals for the 3600 Rivers Avenue property since the completion of all previous Procurement activities.

ACTION REQUESTED OF COUNCIL

Consider providing direction to Staff on how to address unsolicited inquiries/proposals for 3600 Rivers Avenue.

DEPARTMENT HEAD RECOMMENDATION

As Staff continues the Design and Master Planning of the 3600 Rivers Avenue site, including the abatement and demolition of the current hospital structure and the design of new construction for the County's "Current Needs" defined as DAODAS, DHEC, and Vital Records, Staff continues to receive unsolicited inquiries for the 3600 Rivers Avenue site.

Staff asks Council to consider providing direction on how to address these offers.

7.

**EXECUTIVE
SESSION**

CHARLESTON COUNTY COUNCIL

MEMORANDUM

TO: Members of Finance Committee

FROM: Kristen Salisbury, Clerk of Council

DATE: December 5, 2018

SUBJECT: Executive Session

At the Finance Committee meeting of December 6, 2018, there is a need for an Executive Session to discuss personnel matters and contractual matters.