



**WALTERBORO CITY COUNCIL
REGULAR MEETING
APRIL 7, 2026
CITY HALL
6:15 P.M.**

AGENDA

I. Call to Order:

1. Invocation – Rev. Bruce Barnett, St. Anthony’s Catholic Church.
2. Pledge of Allegiance – Libertas Academy students Amelia Love, Noah Jackson, William Brown, Yophi Panza Anthony Jerideau, Colby Shelly, Delyliah Pressley, Paisley Orsini, Skylar Tuten.

II. Public Input on Agenda Items:

III. Approval of Minutes:

1. Regular Meeting – March 3, 2026
2. Special Called Meeting – March 12, 2026

IV. Old Business:

V. New Business:

1. **Resolution # 2026-R-03**, A RESOLUTION TO DESIGNATE APRIL 2026 AS FAIR HOUSING MONTH AND APPROVAL OF ANNUAL NON-DISCRIMINATION POLICY (Resolution Attached).
2. **Resolution # 2026-R-04**, A RESOLUTION PLEDGING TO PRACTICE AND PROMOTE CIVILITY IN THE CITY OF WALTERBORO (Resolution Attached).
3. A PROCLAMATION TO DESIGNATE APRIL 2026 AS CHILD ABUSE PREVENTION MONTH IN THE CITY OF WALTERBORO (Proclamation Attached).
4. A PROCLAMATION TO DESIGNATE APRIL 2026 AS SEXUAL ASSAULT AWARENESS MONTH IN THE CITY OF WALTERBORO (Proclamation Attached).
5. Consideration of a request from the Colleton County Veterans Council for the Annual Memorial Day Ceremony on Monday, May 25, 2026, at 9:00 AM (Letter Attached).
6. Consideration of a request from David Smalls, South Carolina Artisans Center to close Lucas Street between East Washington and Hampton Street, from 9:00 AM - 2:00 PM on May 16, 2026, for a tractor parade (Letter Attached).

VI. Committee Reports:

1. City Improvement Committee, Chairman Ladson Fishburne.
2. Waltherboro - Colleton County Airport Commission, James Broderick.
3. Budget Committee, Chairperson Judy Bridge.
4. Keep Waltherboro Beautiful, Chairman Dana Cheney.
5. Main Street Steering Committee, Patricia Fleming.

VII. City Manager's Report:

1. Consideration of funding recommendations from the Accommodations Tax Advisory Committee (Memo Attached).
2. Consideration of Change Order #1 from Wildwood Contractors for Phase IIA of the Boardwalk Project to construct bridges 212 and 213 (Memo Attached).
3. Consideration of the purchase of a new dump truck for the Water Department (Memo Attached).
4. 2026 CDBG Prioritization (Memo Attached).
5. Introduction of new Finance Director, Emily Temple.

VIII. Executive Session:

1. Receipt of Legal Advice – Dealing with matters covered by attorney-client privilege, including potential or pending legal claims.
2. Personnel Matter – Public Safety Committee.
3. Contractual Matter – Wastewater Treatment Plant Expansion Project.

IX. Open Session:

1. Council May Take Action on Items Discussed in Executive Session.

X. Adjournment

Walterboro City Council

Regular Meeting

City Hall

March 3, 2026

Minutes

A Regular Meeting of Walterboro City Council was held at City Hall on Tuesday, March 3, 2026, at 6:15 P.M., with Mayor James Broderick presiding.

Present: Joined in the meeting were: Mayor James Broderick, Councilmembers: Jimmy Syfrett, Ladson Fishburne, Judy Bridge, Paul Siegel, Carl Brown and Spencer Witikin. City Manager Jeff Molinari, Assistant City Manager Ryan McLeod, City Clerk Adrienne Nettles, Main Street Manager/Tourism Director Patricia Fleming, Walterboro Police Officer Jacob O'Quinn, Pastor Eric Campbell, Work for Life Ministries, and Colleton County High School National Honor Society officers, Sarah Cobbs, and Jesse Bunton.

Call to order:

With the above-mentioned Councilmembers present Mayor Broderick called the meeting to order. Pastor Eric Campbell, Word for Life Ministries gave the invocation. Colleton County High School National Honor Society Officers – Sarah Cobbs and Jesse Bunton led the Pledge of Allegiance to our flag.

Public Input on Agenda Items:

There was no public input on agenda items.

Presentations:

1. CDBG Needs Assessment Hearing – Kimberly Varn, Lowcountry Council of Governments.

The CDBG Needs Assessment Hearing was presented by Kimberly Varn from the Lowcountry Council of Governments. Ms. Varn went through each section and gave a detailed explanation of each section. Mayor Broderick stated that Lowcountry Council of Governments has been very helpful to the city. We appreciate all your efforts.

2. 2026 Bi-Centennial Celebration – Patricia Fleiming, Main Street Manager/Tourism Director

Patricia stated, as you know, this year marks Walterboro's Bicentennial. Instead of hosting one event we will be having multiple events, and some will be integrated into existing events. The Bicentennial message will be visible through downtown banners, and through merchandise. We are looking forward to all the events that are planned.

Approval of Minutes:

Upon motion of Councilmember Brown, Seconded by Councilmember Syfrett, the following minutes were approved.

1. Regular Meeting – February 3, 2026.

Old Business:

There was no old business to conduct.

New Business:

1. **Resolution # 2026-R-01**, A RESOLUTION TO FORMALLY RECOGNIZE AND OFFER COMMENDATION TO GREG PRYOR FOR 8 YEARS OF DISTINGUISHED SERVICE ON CITY COUNCIL TO THE CITY OF WALTERBORO, SOUTH CAROLINA.

Motion: Councilmember Brown, Seconded by Councilmember Siegel

Discussion: None

Carried: All ayes

Committee Reports:

1. City Improvement Committee, Chairman Ladson Fishburne.

Ladson stated we currently have eight commercial cases open and six residential. Not much has changed since our last report. We did receive a CDBG grant in 2025. Thank you, Kimberly, for going over that this afternoon. We have also had a roll change in the program so this will give us an opportunity to improve things.

2. Walterboro – Colleton County Airport Commission, James Broderick.

James stated flight activity has increased which means more fuel sales. Construction site work is almost complete on the new fuel farm. The new tanks should be completed by this summer. The fuel farm will be a nice addition to the airport. The survey on runway 523 has been completed, and in April the rehabilitation will begin. The projected completed date is by the end of July. Runway 1735 will be used during this time for all air traffic. We have put temporary lights on that runway for the time being. The removal of a tree from runway 17 is also complete. We also had a great meeting with the FAA about upcoming projects.

3. Budget Committee, Chairperson Judy Bridge.

Judy stated the budget request has been turned into the City Manager by the department heads. The City Manager has been working with the Finance Director to put together a working budget. That includes expenditure and projected revenue. In March the City Manager will meet with department heads to review their individual budgets. As the budget chairman I was invited to sit in on those meetings. The City Manager and Finance Director will fine tune the expenditure and projected revenue and prepare the budgets first draft. We are running on schedule, and everyone is working hard.

4. Keep Walterboro Beautiful, Chairman Dana Cheney.

Dana had nothing new to report.

5. Main Street Steering Committee, Patricia Fleming.

Patricia has nothing new to report.

City Manager's Report:

1. 2026 City Council Strategic Planning Goals & Initiatives.

City Manager Jeff Molinari stated Mr. Mayor and members of Council you have in your agenda packet a memo from Rebeccas Vance who conducted our retreat in February. I am going to read through the goals and objectives City Council has identified for this coming year. If Council is good with everything, we ask that you formally adopt it.

Downtown Revitalization and Economic Development

1. Build upon the guidance from 2025 Strategic Plan from the SC Department of Commerce to advance improvements to the downtown of Walterboro

- a. Utilize South Carolina Department of Commerce funding to commission a Hotel Feasibility Study to assess market potential and support future investment decisions.
- b. Utilize SCDOC funding to install decorative string lighting throughout downtown to enhance aesthetics and walkability.
- c. Advance the Washington Street Plaza Project as a key public-space investment in the downtown core.
- d. Move forward with planned improvements to downtown alleyways to enhance connectivity, safety, and visual appeal.

Land Use, Infrastructure, and Growth Management

2. Develop strategies for the (re)development of Priority Investment Areas (PIAs) within the City and in adjacent areas that support long-term economic growth

- a. Review the Unified Development Ordinance (UDO) to identify potential amendments that promote high-quality infill development and consistent residential and commercial growth.
- b. Conduct studies to assess current and future water and wastewater infrastructure needs within identified Priority Investment Areas.

Recreation, Tourism, and Community Engagement

3. Promote recreation and tourism opportunities both within the city and in surrounding areas to strengthen the local economy and quality of life

- a. Collaborate with regional and community partners to develop a comprehensive marketing strategy highlighting recreation and tourism assets, including the South Carolina Artisans Center.

b. Improve the City's website to enhance transparency, expand communication with residents, and more effectively promote City initiatives and services.

c. Work with partners to explore the feasibility of establishing a trolley system to improve access for City residents to the Colleton County Recreation Center.

Intergovernmental Coordination

4. Align the City of Walterboro's Comprehensive Planning efforts with those currently underway by Colleton County to ensure coordinated growth and policy consistency.

a. Facilitate regular joint meetings between Walterboro City Council and Colleton County Council to strengthen collaboration and address shared priorities.

2. Board and Commission Reappointments.

City Manager Jeff Molinari stated Mr. Mayor and members of City Council, I am going to run through the reappointments for the Boards and Commissions.

Accommodations Tax Committee

Casey Shoupe (3-year term expiring January 1, 2029)

Historic Preservation Commission

Camilla Rosenberg (2-year term expiring January 1, 2028)

Jill Chadwick (2-year term expiring January 1, 2028)

Tree Protection Committee

Calvin Bailey (2-year term expiring January 1, 2028)

Mitzi Carter (2-year term expiring January 1, 2028)

Board of Zoning Appeals

Bud Linder (3-year term expiring January 1, 2029)

John Thomas (3-year term expiring January 1, 2029)

Municipal Election Commission

David Cobb (6-year term expiring January 1, 2032)

Mr. Molinari stated we ask for Council's favorable consideration of these reappointments.

Motion: Councilmember Siegel; Seconded by Councilmember Witkin

Discussion: None

Carried: All ayes

A motion was made to go into Executive Session by Councilmember Bridge, seconded by Councilmember Syfrett. Mayor Broderick explained that City Council would be going into Executive Session to discuss Contractual Matter – Boardwalk Replacement Project Phase 2,

Receipt of Legal Advice – Dealing with matters covered by attorney-client privilege, including potential or pending legal claims, and Personnel Matter – Finance Director search.

Executive Session:

1. Contractual Matter – Boardwalk Replacement Project Phase 2.
2. Receipt of Legal Advice – Dealing with matters covered by attorney-client privilege, including potential or pending legal claims.
3. Personnel Matter – Finance Director Search.

A motion to come out Executive Session was made by Councilmember Bridge, seconded by Councilmember Siegel, all in favor, motion carries.

Open Session:

There being no further business to consider, a motion to adjourn was made by Councilmember Brown, Seconded by Councilmember Fishburne, and passed unanimously. Mayor Broderick adjourned the meeting at 7:31 P.M. Notice of the meeting was distributed with the agenda packet, to all local media, posted on City Hall bulletin board and posted on the City's website at least twenty-four hours prior to meeting time.

Respectfully,

Adrienne Nettles
City Clerk

Walterboro City Council

City Hall

Special Called Meeting

March 12, 2026

Minutes

A Special Called Meeting of Walterboro City Council was held at City Hall on Thursday, March 12, 2026, at 5:00 P.M., with Mayor Broderick presiding. Councilmember Fishburne and Councilmember Siegel were not in attendance.

A motion to go into Executive Session was made by Councilmember Syfrett, seconded by Councilmember Witkin. All in favor, motion carries. Mayor Broderick explained that City Council will be going into Executive Session to discuss Personnel Matter-Finance Director Search.

Executive Session:

1. Personnel Matter: Finance Director Search

A motion to come out of Executive Session was made by Councilmember Brown, seconded by Councilmember Syfrett, all in favor motion carries.

Open Session:

There being no further business to consider, a motion to adjourn was made by Councilmember Brown, Seconded by Councilmember Witkin, and passed unanimously. Mayor Broderick adjourned the meeting at 5:24 P.M. Notice of the meeting was distributed with the agenda packet, to all local media, posted on City Hall bulletin board and posted on the City's website at least twenty-four hours prior to meeting time.

Respectfully,

Adrienne Nettles
City Clerk

RESOLUTION NO. 2026-R-03

FAIR HOUSING RESOLUTION

WHEREAS, April 11, 2026, marks the 58th anniversary of the passage of the U.S. Fair Housing Law, Title VIII of the Civil Rights Act of 1968, as amended and the State of South Carolina enacted the South Carolina Fair Housing Law in 1989, that both support the policy of Fair Housing without regard to race, color, national origin, sex, familial status, and disability, and encourages fair housing opportunities for all citizens; and

WHEREAS, the City of Walterboro is committed to addressing discrimination in our community, to support programs that will educate the public about the right to equal housing opportunities, and to plan partnership efforts with other organizations to help assure every citizen of their right to fair housing; and

WHEREAS, the City of Walterboro rejects discrimination on the basis of race, religion, color, sex, national origin, disability and/or familial status in the sale, rental, or provision of other housing services; and

WHEREAS, the City of Walterboro desires that all its citizens be afforded the opportunity to attain decent, safe and sound living environment; and

WHEREAS, April is recognized nationally as Fair Housing Month.

NOW, THEREFORE BE IT RESOLVED, that the City Council of the City of Walterboro, South Carolina does hereby designate April 2026 as being Fair Housing Month and recognizes the policy supporting Fair Housing by encouraging all citizens to endorse Fair Housing opportunities for all not only during Fair Housing Month but throughout the year.

ADOPTED, this ____ day of April 2026 by Walterboro City Council.

James D. Broderick, Mayor

Attest:

Adrienne Nettles
Municipal Clerk

RESOLUTION # 2026-R-04

A RESOLUTION PLEDGING TO PRACTICE AND PROMOTE CIVILITY IN THE CITY OF WALTERBORO

WHEREAS, a recent national survey found that 93% of Americans believe that incivility is a problem, with 68% considering it a “major” problem and 74% believing that incivility is increasing in America; and

WHEREAS, the City Council of the City of Walterboro (the “Council”), the governing body of the City of Walterboro, South Carolina (the “Municipality”), recognizes that robust debate and the right to self-expression, as protected by the First Amendment to the United States Constitution, are fundamental rights and essential components of democratic self-governance; and

WHEREAS, the Council further recognizes that the public exchange of diverse ideas and viewpoints is necessary to the health of the community and the quality of governance in the Municipality; and

WHEREAS, the Members of Council, as elected representatives of the community and stewards of the public trust, recognize their special role in modeling open, free and vigorous debate while maintaining the highest standards of civility, honesty and mutual respect; and

WHEREAS, in order to publicly declare its commitment to civil discourse and to express its concern for the common good and well-being of all of its residents, the Council has determined to adopt this resolution,

NOW, THEREFORE, BE IT RESOLVED AS FOLLOWS:

The City of Walterboro pledges to practice and promote civility within the governing body.

The elected officials of the Council enact this civility pledge to build a stronger and more prosperous community by advocating for civil engagement, respecting others and their viewpoints, and finding solutions for the betterment of the City of Walterboro.

This pledge ensures all communication — both spoken and written — to be open, honest and transparent, as this is vital for cultivating trust and relationships.

This pledge ensures mutual respect to achieve municipal goals, recognizing that patience, tolerance and civility are imperative to success.

This pledge ensures opportunities for finding common ground and engaging in civil discussion to seek solutions while actively listening and thoughtfully participating.

ADOPTED IN REGULAR MEETING this 7th day of April, 2026.

Mayor James D. Broderick

Councilmember Paul Siegel

Councilmember Judy Bridge

Councilmember Carl Brown

Councilmember Ladson Fishburne

Councilmember Jimmy Syfrett

Councilmember Spencer Witkin

ATTEST:

Adrienne Nettles
City Clerk

CHILD ABUSE PREVENTION AND AWARENESS MONTH PROCLAMATION

WHEREAS, South Carolina’s future prosperity is dependent on nurturing the healthy development of the 1.1 million children currently residing in the diverse communities across our state; and

WHEREAS, all children deserve to have the safe, stable, nurturing homes and communities they need to foster their healthy growth and development; and

WHEREAS, in fiscal year 2025, there were 12,269 documented children with substantiated maltreatment in South Carolina; and

WHEREAS, in fiscal year 2025, Hopeful Horizons conducted 385 Forensic Interviews for cases of alleged child abuse and neglect while Child Abuse Prevention Association (CAPA), provided 13,133 days of care to 90 foster children; and

WHEREAS, child abuse is a public health issue with serious societal consequences, as data shows the link between the abuse and neglect of children and a wide range of costly medical, emotional, psychological and behavioral problems into adulthood; and

WHEREAS, preventing child abuse and neglect must be a priority that requires individuals, families, youth-serving organizations, faith-based groups, businesses, government agencies, and everyone that makes up our community to support the physical, emotional, and educational development of all children and their families; and

WHEREAS, effective child abuse prevention exists in communities that provide parents with the social support, knowledge of parenting and child development, and concrete resources they need to cope with the stress and nurture their children, help to ensure that all children can grow to their full potential; and

NOW, THEREFORE BE IT RESOLVED, the City of Walterboro, SC in conjunction with Hopeful Horizons, Child Abuse Prevention Association (CAPA), and support service programs around the state, designates the month of April as

CHILD ABUSE PREVENTION & AWARENESS MONTH

while urging all citizens to dedicate themselves to protect quality of life for every child.



JAMES BRODERICK, MAYOR

ATTEST:

ADRIENNE NETTLES, TOWN CLERK



Sexual Assault Awareness Month

PROCLAMATION

Whereas, Sexual Assault Awareness Month calls attention to the fact that sexual violence is a widespread problem that has health implications for every person in our community; and

Whereas, rape, sexual assault, and sexual harassment impacts our community as seen by statistics indicating that 1 in 5 women, and 1 in 10 children will experience sexual abuse in their lifetime; and

Whereas, Hopeful Horizons, our local children's advocacy, domestic violence, and rape crisis organization, served 1,367 primary victims in 2025;

Whereas, Hopeful Horizons urges every person to speak out against harmful attitudes and actions that lead to violence; and

Whereas, all people are encouraged to report all types of violence in the community to make it safer; and

Whereas, prevention of sexual violence is possible. Therefore, we must work together to increase awareness and involve all members of the community in these efforts; as well as help survivors connect with services.

NOW, THEREFORE, BE IT RESOLVED, that we advocate across the United States and the State of South Carolina to proclaim the month of April 2026 as Sexual Assault Awareness Month.

Dated this **7th** day of April 2026.

James D. Broderick, Mayor

Adrienne Nettles, City Clerk

Colleton County Veterans Council

P.O. BOX 256
WALTERBORO, SC 29488
TELEPHONE: (843) 893-6623

NATHANIEL KNOX
CHAIRMAN

BOB TIEGS
VICE CHAIRMAN

BOB TIEGS
TREASURER

SCOTT KARAL
CHAPLAIN

JANET D. SMITH
VA OFFICER



Date: March 20, 2026

Mr. Jeff Molinari, City Manager
P.O. Box 709
Walterboro, SC 29488

Dear Mr. Molinari:

The Colleton County Veterans Council has begun preparations for this year's Memorial Day Ceremony. The Ceremony is scheduled for Monday, May 25, 2026, 9:00 a.m. at the Downtown Plaza, Washington Street. Please see the attached flyer for additional information.

Below are the requests for the agenda in April. The Veterans Council requests the City's approval for the following items:

1. Display the US flags on Washington Street the month of May.
2. Reserve the Waterfall Plaza for setup and turn the water off from 12:00 pm - May 22nd to May 25th, 12:00 pm.
3. Close Washington Street on Monday, May 25th from 8:00 a.m. to 12:00 pm.

The Veterans Council appreciates your continued support. If you have any questions, please give me a call on my cell at (843) 893-6623.

Respectfully,

Nathaniel Knox, Chairman
Colleton County Veterans Council



LAND OF THE FREE
Because of the Brave
250 Years



1776 - 2026

Memorial Day Ceremony

MAY 25, 2026

9:00 AM

**Where: Waterfall Plaza
241 East Washington Street
Walterboro, South Carolina**

**Keynote Speaker:
Arthur Williams, President
Hiram E. Mann Chapter
Tuskegee Airmen Inc.**



In case of inclement weather, the ceremony will be moved to the Colleton Civic Center 494 Hampton Street, Walterboro, SC

Thank you for your support.

The Colleton County Veterans Council

Contact Information Nate Knox, Chairman (843) 893-6623

CITY OF WALTERBORO
PARADE/PROCESSION PERMIT REQUEST

(PLEASE PRINT INFORMATION REQUESTED)

Application Date: 3/16/2026

1. Person submitting application: David Smalls
Address: 318 Wichman Street, W'boro, SC 29488
Telephone: 843-549-0011

2. Name of Organization: South Carolina Artisans Center
Chairperson/President: David Smalls
Address: Same
Telephone: Same

3. Parade Chairman: Tau Billinger
Address: 318 Wichman Street, W'boro, SC 29488
Telephone: 843-549-0011

4. Date/Time of Parade: May 16, 2026 @ 11:30 AM

5. Parade Route requested (Attach Sketch) Attached

6. Number of Vehicles/Floats: Tractors 25 (Estimate) Number of Animals: 0

7. Portion (width) of street parade will occupy: 1 lane

8. Additional Information (Upon Request): _____

[Signature]
Signature/Parade Chairman

[Signature]
Signature/Organization Chairperson

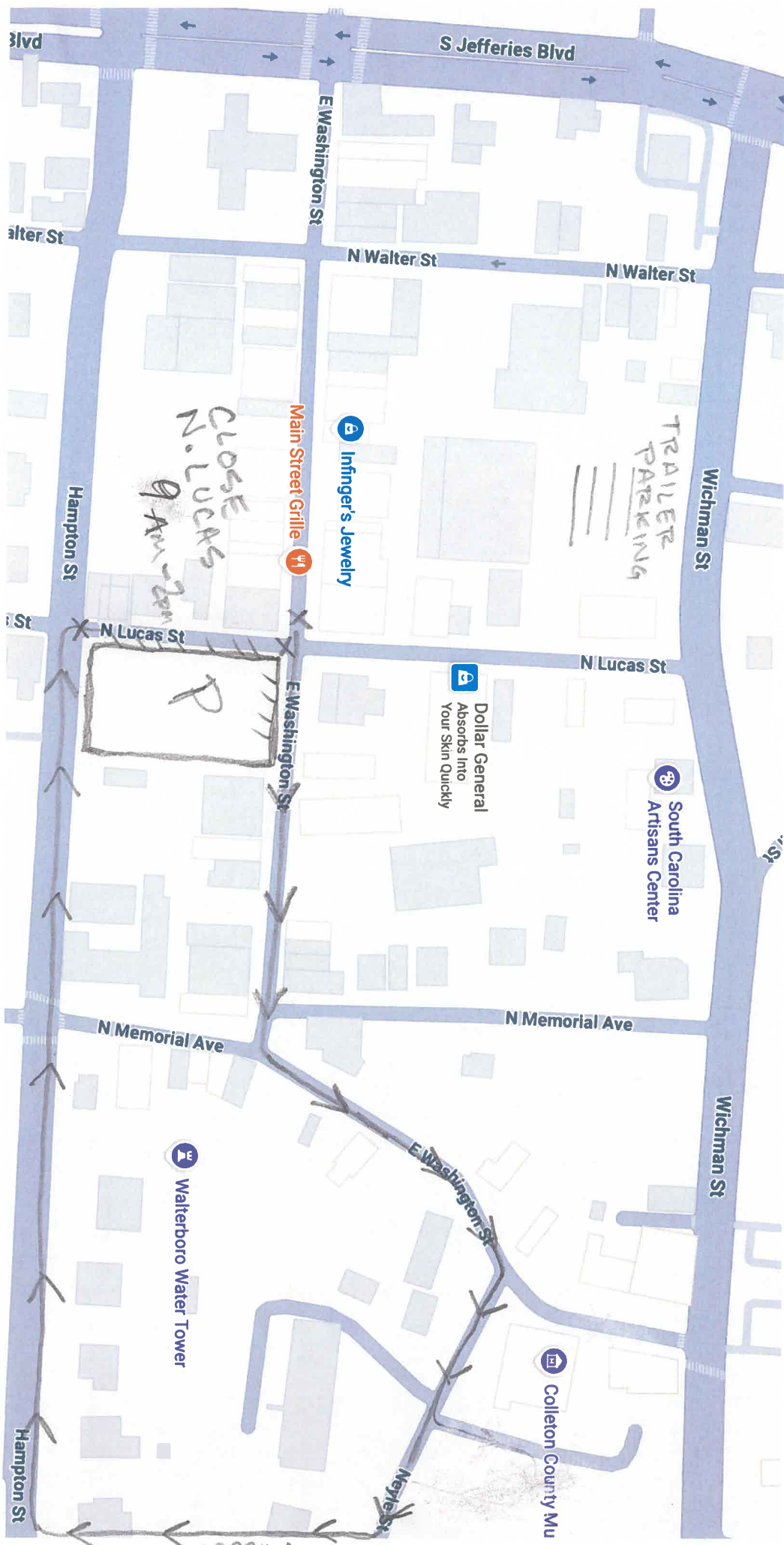
____ Approval _____ Disapproval

Police Chief

City Manager

NOTE: >>> Call Police Chief (782-1032) to confirm Parade/Procession Route three days prior to parade.

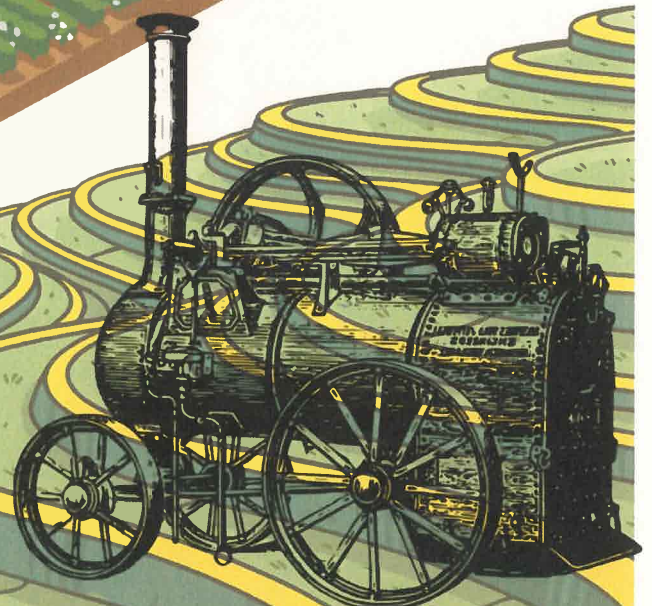
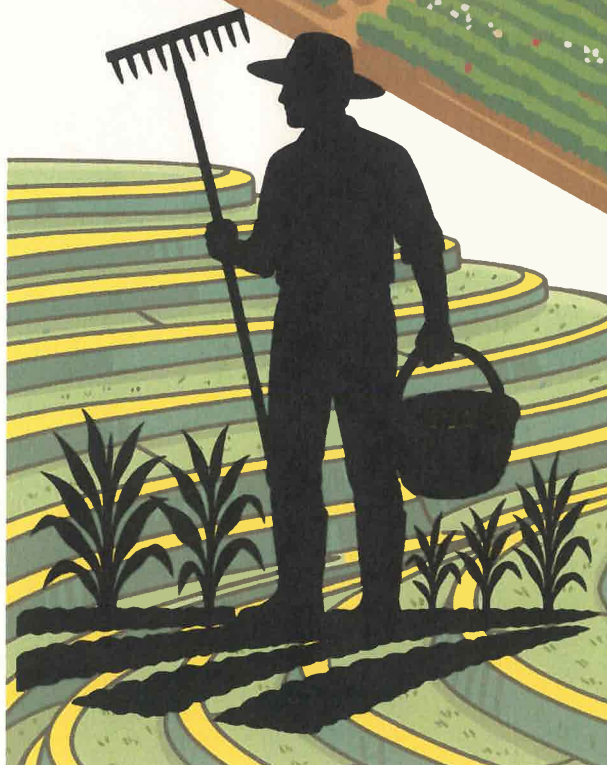
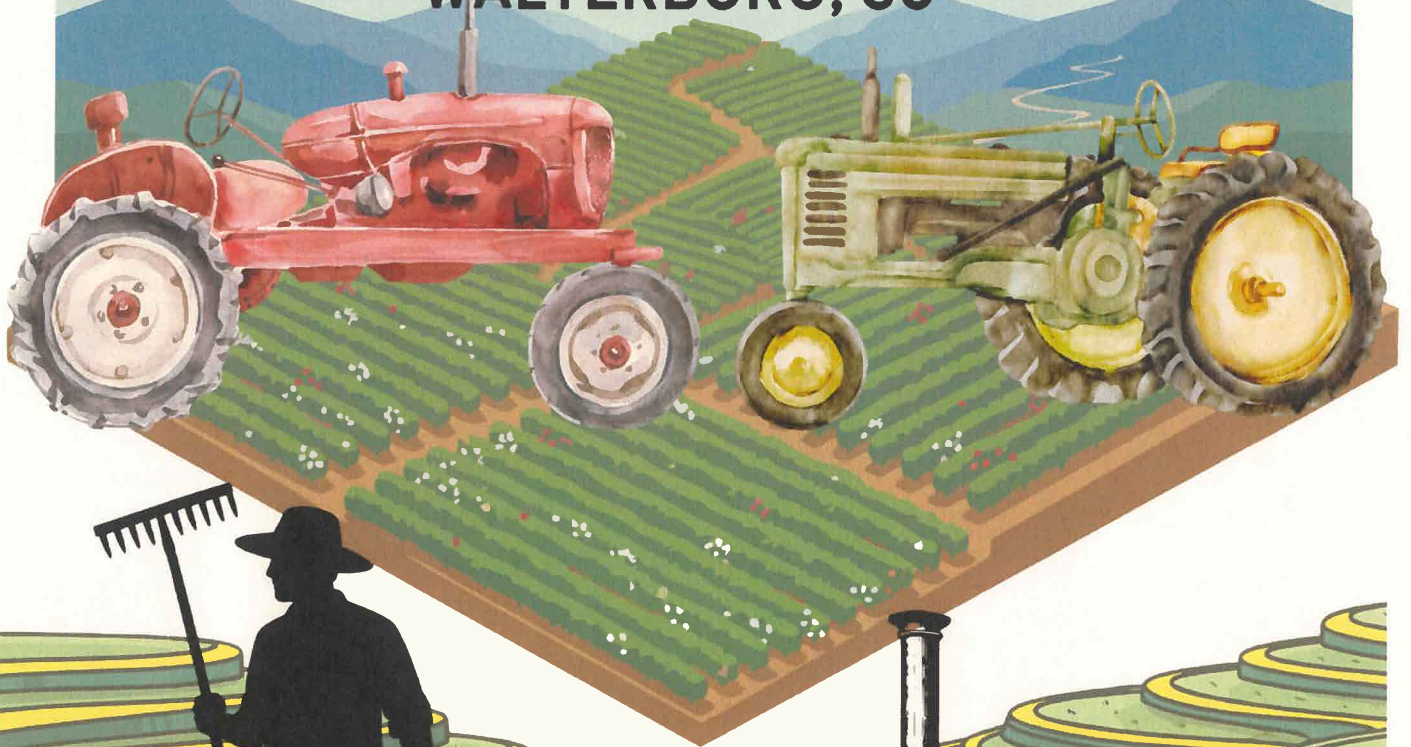
11:30 PARADE





TRACTOR PARADE & SHOW MAY 16TH

11:30 AM
E. WASHINGTON ST.
WALTERSBORO, SC



Adrienne Nettles

From: David M Smalls <david@scartisanscenter.com>
Sent: Monday, March 16, 2026 12:05 PM
To: Adrienne Nettles
Subject: South Carolina Artisans Center - road closure

CAUTION: This email originated from outside of the organization! Do not click links, open attachments or reply, unless you recognize the sender's email address and know the content is safe!

Adrienne,

We will be hosting the 2026 Ag + Art Tour- Colleton on Saturday, May 16th from 9:00 am - 4:00 pm. We will bring back this year the Tractor parade which will start at 11:30 am. We would like to request that the road be closed on Lucas Street between East Washington and Hampton Streets from 9:00 am - 2:00 pm. During this time period the tractors will be able to be line up and then be available for public viewing after the parade.

If you have any questions, please do not hesitate to contact me.

Yours truly,

David M. Smalls
Executive Director
South Carolina Artisans Center
318 Wichman Street
Walterboro, SC 29488
843.549.0011 (w)
843.908.3363 (m)





Accommodations Tax Advisory Committee

To: Walterboro City Council
CC: Jeffrey P. Molinari, City Manager
From: Accommodations Tax Advisory Committee
Date: March 19, 2026
Re: Approvals at the March 17, 2026, meeting

The regularly scheduled meeting for February 17, 2026, was rescheduled and held on March 17, 2026. The Accommodations Tax Advisory Committee approved the following requests:

<u>Requests for 65% Tourism Fund</u>	<u>Requested</u>	<u>Approved</u>
SC Artisans Center – Ag + Art Tour	\$5,000.00	\$5,000.00
SC Artisans Center – Explore SC Art	\$11,500.00	\$11,500.00
Lowcountry & Resort Islands – Adv. & Promotion	\$20,500.00	\$20,500.00

Should these requests be approved as submitted, the projected remaining balance for the 2025 – 2026 fund will be approximately \$95,834. The remaining funds will be reviewed and considered at the next scheduled meeting in June 2026. The Accommodations Tax Advisory Committee respectfully requests City Council’s approval of these funding recommendations.



South Carolina Artisans Center
The Official Folk Art and Craft Center of South Carolina
Tax ID # 57-0983458
February 2, 2026



I. BASIC INFORMATION

- A. Project Name:** 2026 AG + ART Tour
- B. Requested Amount:** \$5,000.00
(Each county participation cost plus additional marketing items)
- C. Total Project Cost:** \$60,000.00
(Total cost for 20 participating counties)
- D. Applicant Information:**
1. South Carolina Artisans Center #57-0983458
 2. David Smalls, Executive Director
 3. 318 Wichman Street
Walterboro, SC 29488
 4. 843-549-0011, no Fax
info@scartisanscenter.com

II. Narrative:

The South Carolina Ag + Art Tour is a free, self-guided tour of farms and markets featuring local artisans at every stop! During the tour visitors will have the opportunity to see first-hand where their food comes from, watch artists in action and purchase their artwork, enjoy the melodies of local musicians, and learn more about rural life. The tour is the largest free farm and art tour in the nation with over 125,000 visitors participating since 2012. The 2026 Ag + Art Tour will have 20 counties participating this year.

Colleton County will be part of this Tour in 2026; this will be our sixth year participating in this multi-county event.

A. General Project Description:

The Colleton County Ag + Art Tour will be held May 16th. Colleton will be the only county hosting the tour in the Lowcountry during that weekend. We hope to have 8 Ag sites that will participate.

The Colleton Museum/Farmers' Market, and the South Carolina Artisans Center will be stops in addition to the 8 Ag sites. We are planning to have our Artist Handmade Series on Saturday, May 16th from 10:00 am - 2:00 pm, a possible night time event on Saturday evening to encourage visitors to stay the night in Walterboro. We are also planning on bringing back the tractor parade and to expand it this year.

There are no attendance fees, but you can buy produce, value added products, food, beverages, and a fee for some activities.

Each farm will have artisans at their farm and the South Carolina Artisans Center will provide on-site artisans. The artisans will conduct demonstrations and sell their artwork.

B. & C. Benefit to Tourism and/or Community:

AGRICULTURE AND ART: TOGETHER

The South Carolina Ag + Art Tour is a free, self-guided tour of farms and farmers markets featuring local artisans at every stop. We currently have 10 stops including the Colleton Museum/Farmers Market, and the South Carolina Artisans Center and 8 Ag sites.

There is no admission fee to take the tour; however, there will likely be a charge to purchase food, beverages and farmer's and artisan's products. Some activities may also have a cost.

The tour is free and self-guided. Visitors start anywhere and begin their weekend(s) of farm and art fun! Visitors sign in at their first stop each weekend, and they will be tracked and counted as they move from farm to farm.

The tour takes place rain or shine! Sites may close if there is a threat of severe weather as the safety of our visitors, farmers, and artisans is our #1 priority.

The South Carolina Ag + Art Tour is a grassroots driven program that is coordinated by volunteers across a diverse spectrum of organizations.

D. Tracking:

We will be tracking each visitor to each of the sites during the tour by utilizing sign-in sheets and tally counters to assist in this tracking process. The tour is the largest free farm and art tour in the nation with over 125,000 visitors participating since 2012.

We anticipate overnight stays due to event(s) happening on Saturday evening. Colleton will be the first tour county in the Lowcountry.

E. The duration of this project:

Saturday, May 16, 2026

III. BUDGET:

County Participation Cost Breakdown:

(Part of overall marketing and advertising paid to Clemson University, coordinator of tour.)

Social Media, Digital Marketing & Graphic Design \$2,500

Sub Total: **\$2,500**

Additional Marketing & Advertising:

(Promotion of Colleton County Ag + Art Tour)

Social Media & Digital Marketing \$2,500

Sub Total: **\$2,500**

Total: **\$5,000**

IV. Attached

V. N/A

VI. Attached

The State of South Carolina



Office of Secretary of State Mark Hammond

Certificate of Existence, Non-Profit Corporation

I, Mark Hammond, Secretary of State of South Carolina Hereby certify that:

SOUTH CAROLINA ARTISANS CENTER, THE, a Non-Profit Corporation duly organized under the laws of the State of South Carolina on May 16th, 1991, has as of the date hereof filed as a non-profit corporation for religious, educational, social, fraternal, charitable, or other eleemosynary purpose, and has paid all fees, taxes and penalties owed to the Secretary of State, that the Secretary of State has not mailed notice to the company that it is subject to being dissolved by administrative action pursuant to section 33-31-1404 of the South Carolina code and that the non-profit corporation has not filed articles of dissolution as of the date hereof.

Given under my Hand and the Great
Seal of the State of South Carolina this
8th day of January, 2007.

Mark Hammond

Mark Hammond, Secretary of State

Statement of Financial Position

As of November 30, 2025

	Total
ASSETS	
Current Assets	
Bank Accounts	
EDWARD JONES - 891912	3,608.98
EDWARD JONES - 892019	0.24
PETTY CASH	71.14
SSB - GENERAL ACCT	37,846.34
SSB-PAYROLL ACCT 0020	78.39
Total Bank Accounts	41,605.09
Total Current Assets	41,605.09
Fixed Assets	
ACCUMULATED DEPRECIATION	-586,778.38
BUILDING	102,295.24
MACH. & EQUIP.- KITCHEN IN PROG	14,724.47
PROPERTY AND EQUIPMENT	
BLDG-NEW ADDITION	477,188.19
BUILDING	100,841.58
BUILDING - DETRIVILLE	95,220.22
FURNITURE AND EQUIPMENT	14,303.34
IMPROVEMENTS/RENOVATIONS	108,437.92
MACHINERY & EQUIPMENT	23,043.19
OFFICE EQUIPMENT	27,750.98
Total PROPERTY AND EQUIPMENT	846,785.42
Total Fixed Assets	377,026.75
TOTAL ASSETS	\$418,631.84
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
GIFT CARDS PAYABLE	25.00
SOUTH STATE BANK - LOC	7,519.02
Total Other Current Liabilities	7,544.02
Total Current Liabilities	7,544.02
Total Liabilities	7,544.02
Equity	
FUND BALANCE	385,816.35
RETAINED EARNINGS	0.00
Net Revenue	25,271.47
Total Equity	411,087.82

Statement of Activity

November 2025

	Total
REVENUE	
ARTISTS MEMBERSHIPS	250.00
COMMUNITY GARDEN	11,000.00
GRANTS	
GRANTS - CITY OF WALTERBORO	32,000.00
Total GRANTS	32,000.00
SALES	17,198.55
SALES TAX	-905.07
Total Revenue	59,543.48
COST OF GOODS SOLD	
COMMISSIONS - SALES TO ARTISTS	6,905.75
PURCHASES-CONCESSIONS/STORE	213.04
Total Cost of Goods Sold	7,118.79
GROSS PROFIT	52,424.69
EXPENDITURES	
ACCOUNTING & LEGAL EXPENSE	412.00
ADVERTISING	
ADVERTISING - BILLBOARDS	450.00
Total ADVERTISING	450.00
COMMUNITY GARDEN EXP	340.00
COMPUTER SERVICES	186.72
DEPRECIATION EXPENSE	1,749.00
DUES AND SUBSCRIPTIONS	262.50
INSURANCE	
INSURANCE - PROPERTY	1,147.01
INSURANCE - STAFF DENTAL BENEFITS	52.96
INSURANCE - STAFF HEALTH BENEFITS	506.14
Total INSURANCE	1,706.11
INTEREST EXPENSE	67.95
MERCHANT CHARGES	427.18
PAYROLL TAXES	
PAYROLL TAXES - FEDERAL	647.24
PAYROLL TAXES - STATE	38.42
Total PAYROLL TAXES	685.66
RENT	
EQUIPMENT-XEROX	195.10
Total RENT	195.10
REPAIRS & MAINTENANCE	
REPAIRS & MTCE - BUILDING	175.00
Total REPAIRS & MAINTENANCE	175.00

	Total
SALARIES	
SALARIES - EXECU DIRECTOR	4,230.76
SALARIES - STAFF	4,230.00
Total SALARIES	8,460.76
SPECIAL EVENTS EXPENSE	550.00
SUPPLIES	
SUPPLIES - OFFICE	577.46
SUPPLIES - RETAIL	257.00
Total SUPPLIES	834.46
UTILITIES	
UTILITIES - ELECTRIC & GAS	717.32
UTILITIES - TELEPHONE	439.57
UTILITIES - WATER	91.36
Total UTILITIES	1,248.25
Total Expenditures	17,750.69
NET OPERATING REVENUE	34,674.00
OTHER REVENUE	
OTHER INCOME	
OTHER INCOME - INTEREST INCOME	13.35
Total OTHER INCOME	13.35
Total Other Revenue	13.35
NET OTHER REVENUE	13.35
NET REVENUE	\$34,687.35

2025-2026 SC Artisans Center Board of Directors

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803.737.0627 (w)
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Superintendent
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jfwilliams@colleton.k12.sc.us

Executive Director
David M. Smalls
318 Wichman Street
Walterboro, SC 29488
843.549.0011 (w)
david@scaartisanscenter.com

City of Walterboro Accommodations Tax Funding
Final Report – Year funds received: 2024
 Please provide the following information directly on this form

I. PROJECT INFO:

Organization Name: South Carolina Artisans Center
 Project Name: 2026 Ag + Art Tour
 Contact Name: Daniel Smalls Phone: 843-549-0011

II. PROJECT COMPLETION:

Were you able to complete the project as stated in your original application? Yes
 If no, state any problems you encountered. _____

III. PROJECT SUCCESS:

Please share any additional comments regarding the project (e.g., lessons learned, successes, problems encountered, etc.) _____

IV. PROJECT SUMMARY DATA:

Record numbers in table below to reflect funds received and attendance for up to two years.

	FY 2023	FY 2024
Total budget of event/project		
Amount funded by City of Walterboro A-tax	\$3,075.00	\$3,000.00
Amount funded by A-tax from all sources		
Total attendance	252	218
Total tourists*	228	185
Total verified hotel nights		

* Tourists are generally defined as those who travel at least 50 miles to attend; however, the Committee considers every project/event on a case by cases basis.

V. METHODS:

Please describe the methods used to capture the attendance data listed above (license plates, surveys, etc.) Sign-in sheets and tally counters at each site.

VI. PROJECT EXPENSES: Attach report with final project expenses paid for by City of Walterboro A-tax funding

VII. ORGANIZATION SIGNATURE:

Provide signature of official within organization, verifying accuracy of above statements

Daniel Smalls
 Name

Executive Director
 Title

[Signature]
 Signature

2/2/2026
 Date



South Carolina Artisans Center
The Official Folk Art and Craft Center of South Carolina
February 2, 2026

I. Basic Information

A. Project Name: Explore SC Art

B. Requested Amount: \$11,500

C. Total Project Cost: \$11,500

D. Applicant Information:

1. EIN# 57-0983458
2. David Smalls, Executive Director
3. 318 Wichman Street
Walterboro, SC 29488
4. 843-549-0011
info@scartisanscenter.com

II. Narrative

The South Carolina Artisans Center is the largest single tourist attraction located in Walterboro. It was officially designated the "Official Folk Art and Craft Center of South Carolina" by the governor in 2000. The Center was originally conceived as a rural economic tourism development project. It was determined early in the planning stages that this Center should have an economic impact upon the entire state and the project's planners proceeded to make that happen. The Center now showcases the work of over 200 artists from 41 out of the 46 counties across the state.

A. General Project Description:

We are continuing our efforts in diversifying our marketing and advertising outreach in a comprehensive manner. The Post and Courier will be launching in April 2026, **South Carolina Travel** which will be an annual publication showcasing the state's premier destinations, hidden gems and thriving communities. Additionally, the Post and Courier annually publishes a Spring and Fall edition of the **101 Things to Do in South Carolina**. We are requesting \$11,500 to advertise in all three of these publications. The advertising package would include print, video and digital content.

Target audiences will be first-time, previous/recurring, and potential/new movers to South Carolina. The South Carolina Travel magazine will be distributed throughout the state's visitor

centers, direct-mailed to households interested in relocating to the state, and available for purchase online. The 101 Things to Do in South Carolina publications will be inserted into 15 newspapers distributed throughout the state - more than 85,000 copies statewide. It will also be featured online on a custom 101 Things website under the postandcourier.com, reaching thousands of online readers.

B. & C. Benefit to Tourism and/or Community:

We have become a major **Tourist Destination** off I-95. Approximately 450,000 people have visited the Center over the past thirty one (31) years. Over 95% of the Center's customers have traveled from **outside of Colleton County** and over 85% are **visitors from another state**. The majority of our customers have taken time from their traveling to stop in Walterboro, shop at the Center and enjoy our exhibits. They are also looking for other places in Walterboro to shop and dine. The City of Walterboro has made downtown a wonderful place to send our visitors.

The South Carolina Artisans Center has consistently pursued all avenues of advertising and marketing including *Facebook and Instagram* pages and on our website www.southcarolinaartisanscenter.com .

D. Tracking:

The Explore SC Art campaign will be provided with reports from the Post and Courier on the effectiveness of the campaign.

E. Duration of this project

The advertising campaign will be conducted from **March - October 2026**.

III. Budget

Revenue:
 ATAX **\$11,500**

Expenses:

South Carolina Travel and 101 Things to Do in SC:
 (3 publications to include print, video and digital marketing)

\$11,500

Total: \$11,500

IV. Required Attachments
(Attached)

V. Billboard Information

VI. Prior Recipients Only
(Attached)

The State of South Carolina



Office of Secretary of State Mark Hammond

Certificate of Existence, Non-Profit Corporation

I, Mark Hammond, Secretary of State of South Carolina Hereby certify that:

SOUTH CAROLINA ARTISANS CENTER, THE, a Non-Profit Corporation duly organized under the laws of the State of South Carolina on May 16th, 1991, has as of the date hereof filed as a non-profit corporation for religious, educational, social, fraternal, charitable, or other eleemosynary purpose, and has paid all fees, taxes and penalties owed to the Secretary of State, that the Secretary of State has not mailed notice to the company that it is subject to being dissolved by administrative action pursuant to section 33-31-1404 of the South Carolina code and that the non-profit corporation has not filed articles of dissolution as of the date hereof.

Given under my Hand and the Great
Seal of the State of South Carolina this
8th day of January, 2007.

Mark Hammond

Mark Hammond, Secretary of State

Statement of Financial Position

As of November 30, 2025

	Total
ASSETS	
Current Assets	
Bank Accounts	
EDWARD JONES - 891912	3,608.98
EDWARD JONES - 892019	0.24
PETTY CASH	71.14
SSB - GENERAL ACCT	37,846.34
SSB-PAYROLL ACCT 0020	78.39
Total Bank Accounts	41,605.09
Total Current Assets	41,605.09
Fixed Assets	
ACCUMULATED DEPRECIATION	-586,778.38
BUILDING	102,295.24
MACH. & EQUIP.- KITCHEN IN PROG	14,724.47
PROPERTY AND EQUIPMENT	
BLDG-NEW ADDITION	477,188.19
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FUND BALANCE	385,816.35
RETAINED EARNINGS	0.00
Net Revenue	25,271.47
Total Equity	411,087.82

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November 2025

	Total
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ARTISTS MEMBERSHIPS	250.00
COMMUNITY GARDEN	11,000.00
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GRANTS - CITY OF WALTERBORO	32,000.00
Total GRANTS	32,000.00
SALES	17,198.55
SALES TAX	-905.07
Total Revenue	59,543.48
COST OF GOODS SOLD	
COMMISSIONS - SALES TO ARTISTS	6,905.75
PURCHASES-CONCESSIONS/STORE	213.04
Total Cost of Goods Sold	7,118.79
GROSS PROFIT	52,424.69
EXPENDITURES	
ACCOUNTING & LEGAL EXPENSE	412.00
ADVERTISING	
ADVERTISING - BILLBOARDS	450.00
Total ADVERTISING	450.00
COMMUNITY GARDEN EXP	340.00
COMPUTER SERVICES	186.72
DEPRECIATION EXPENSE	1,749.00
DUES AND SUBSCRIPTIONS	262.50
INSURANCE	
INSURANCE - PROPERTY	1,147.01
INSURANCE - STAFF DENTAL BENEFITS	52.96
INSURANCE - STAFF HEALTH BENEFITS	506.14
Total INSURANCE	1,706.11
INTEREST EXPENSE	67.95
MERCHANT CHARGES	427.18
PAYROLL TAXES	
PAYROLL TAXES - FEDERAL	647.24
PAYROLL TAXES - STATE	38.42
Total PAYROLL TAXES	685.66
RENT	
EQUIPMENT-XEROX	195.10
Total RENT	195.10
REPAIRS & MAINTENANCE	
REPAIRS & MTCE - BUILDING	175.00
Total REPAIRS & MAINTENANCE	175.00

	Total
SALARIES	
SALARIES - EXECU DIRECTOR	4,230.76
SALARIES - STAFF	4,230.00
Total SALARIES	8,460.76
SPECIAL EVENTS EXPENSE	550.00
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SUPPLIES - OFFICE	577.46
SUPPLIES - RETAIL	257.00
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UTILITIES	
UTILITIES - ELECTRIC & GAS	717.32
UTILITIES - TELEPHONE	439.57
UTILITIES - WATER	91.36
Total UTILITIES	1,248.25
Total Expenditures	17,750.69
<hr/> NET OPERATING REVENUE	<hr/> 34,674.00
OTHER REVENUE	
OTHER INCOME	
OTHER INCOME - INTEREST INCOME	13.35
Total OTHER INCOME	13.35
Total Other Revenue	13.35
<hr/> NET OTHER REVENUE	<hr/> 13.35
NET REVENUE	\$34,687.35

2025-2026 SC Artisans Center Board of Directors

Jesse Smith
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Enterprise Bank of SC
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843.893.6216 (m)
gene@ebsc.bank

Jessica F. Williams
Superintendent
Colleton County School District
500 Forest Circle
Walterboro, SC 29488
843.782.4510 (w)
jfwilliams@colleton.k12.sc.us

Executive Director
David M. Smalls
318 Wichman Street
Walterboro, SC 29488
843.549.0011 (w)
david@scaartisanscenter.com



South Carolina
LOWCOUNTRY
AND RESORT ISLANDS

TOURISM COMMISSION

City of Walterboro Accommodations Tax Funds
Application for FY 2025-2026

PROMOTION OF WALTERBORO AND THE LOWCOUNTRY

Amount requested from City of Walterboro ATAX funds: \$20,500

Total cost of project: \$901,500

LOWCOUNTRY
& Resort Islands
TOURISM COMMISSION

Federal ID# 57-0941807

Contact:
Peach Morrison,
Executive Director

Post Office Box 615
Yemassee, SC 29945

(843) 717-3090
Fax 717-2888

Email: peach@southcarolinalowcountry.com

February 2, 2026

ACCOMMODATION TAX FUNDS REQUEST APPLICATION

DATE: 2/02/2026

I BASIC INFORMATION:

A. Project Name: Promotion of the City of Walterboro and the Lowcountry

B. Total Amount Requested: \$20,500

C. Total Cost of Project: \$901,500

D. Applicant Information

Organization: Lowcountry & Resort Islands Tourism Commission

Federal ID #: 57-0941807

Contact Name: Peach Morrison Title: Executive Director

Address: Post Office Box 615 Yemassee, South Carolina 29945

Contact Phone: (843) 717-3090 Fax: (843) 717-2888

Email: peach@southcarolinalowcountry.com

II PROJECT NARRATIVE:

A. General Description:

The Lowcountry Tourism Commission is one of eleven similar programs across the State designated by SC-PRT and created by the General Assembly. The Commission's primary mission is the stimulation of economic growth and the development of the area's tourism industry through regional tourism promotional activities. We have implemented an award-winning, professional tourism promotion program for Walterboro and the surrounding area for over 34 years. We support the City of Walterboro and its community by working cooperatively with the Tourism Director who serves on our Board of Commissioners. Past projects include the Fireball Rally, Familiarization Tours with the SC PRT Welcome Center Managers, Familiarization Tours with our Congressional Legislative Delegation, Travel Writers Familiarization Tours and hotel rooms for the Wounded Warrior Hunts. We also provided the city with photography and video footage at no cost to your tourism program.

B. Benefit to Tourism:

The Commission benefits tourism in Walterboro and the surrounding region through an integrated marketing campaign which includes our website, social media outlets, national &

regional advertising, personal contact and international distribution of promotional literature which lists Walterboro hotels, restaurants, attractions, historic sites, etc. The Commission also serves as a local fulfillment agency - responding to requests generated by advertising placed by the Commission for travel & tourism information. The Lowcountry Visitors Center in the historic Frampton Plantation House is located just off on I-95 at Exit 33 (Point South). SC Department of Transportation reports that 11,600 vehicles per day travel Highway 17 North past our driveway. Seven days a week, we provide in person guidance and information to travelers and vacationers and encourage tourists to visit Walterboro and its attractions. Our website and social media outlets freely promote tourism businesses in the City twenty-four hours a day.

C. Benefit to Community:

Tourism continues to grow in the City of Walterboro. According to research by Future Partners, more tourists continue to seek out for the “undiscovered” travel destinations, particularly with Generation Z travelers. Small cities, large open spaces and opportunities for outdoor recreation are increasingly important factors in determining potential vacation destinations. The City of Walterboro and the Lowcountry are very well positioned to appeal to these visitors. Our work has helped to bring this Community wider exposure and the attraction of more visitors needing accommodation and services - thereby creating more jobs, increased sales and revenues. SC PRT reports that tourism supports one out of every ten jobs and relieves each resident an average of \$548 in state and local taxes each year.

D. Tracking:

We study all available metrics through monthly and some weekly reports when evaluating the effectiveness of our advertising campaigns. We track where our leads come from geographically, by source and by when we receive them.

Our top print performer for lead generation to date in FY 2024/2025, is through Co-op placements in major magazines through Compass Media. The Local Palate and Living in South Carolina Magazine have also produced guidebook leads. We use our reports to determine ROI helping us make decisions on how and where we should spend our advertising dollars.

We do monitor Google Analytics 4 and that is an important part of how we measure our effectiveness, however, with all the changes that AI has brought about, that is more difficult to quantify than it used to be. The zero click model that Google now uses has created a decrease in organic traffic for us. Our reporting done by Compass Media on SEO has shown that AI is using our content and regarding us as subject matter experts but if the consumer is getting the answer to the question they have from Google, it is likely that they are not going into our website. That is frustrating but it is the case right now.

As we monitor Google Analytics 4 weekly to track traffic acquisition through session and source to the website. In FY 2024/2025, our top paid performers continue to be our Google Ad Word Campaign, the PPC Campaign with Compass Media, Facebook (predominantly through our campaign with Compass Media), SC PRT Co-ops, YouTube and Our State. There are several unpaid performers such as Southern Living Magazine, Travel and Leisure, SCATR and partner chambers and local attractions.

To measure the effectiveness of our billboard campaign, we will continue to ask our visitors who comment in our guest book to tell us if they saw our billboards and if the billboards enticed them to stop at the center.

We will also study analytics provided by Facebook, Instagram, Pinterest and YouTube. We check the analytics offered through Constant Contact for open rates, the number of new subscribers to our Events newsletter and we vet those subscribers monthly.

From our most recent Visitor Profile Study by Gray Research, our average engaged visitor spend from our study was \$1,931.00 (a bit higher than the PRT reported average spend of \$1,113). Interestingly, the visitor that had engaged with us spent \$100.00 more than a visitor who had not used our resources and they stay 0.7 days longer in our region.

We began using the Tourism Economics "Symphony" dashboard in our research in May of 2024. While I still have questions about exactly how much of the data is being captured, I believe this dashboard is the best one out there. In the website attribution section, Symphony is reporting that in the reportable 12-month period (December 2024 through December 2025), there were 32,533 visits from 401,756 measurable impressions (an 8.10% visit rate). While the geodata cannot tell us how many people were in the traveling party or how long they stayed, I am conservatively concluding that we had a direct expenditure during that period of \$62,821,223. (\$1,931 average spend X 32,533 Observed Visits). During that period, 18.7% of those visitors were detected in the City of Walterboro.

By using the same methodology that I have used in the past, our visitor direct expenditure for the entire year last year would be \$39,399,931. I had used our last overall conversion rate of 55% multiplied by the number of collaterals distributed multiplied by the average spend:

37,098 Collateral Pieces X 55% visits to the SC Lowcountry = 20,404
20,404 visits X \$1,931 average spend during vacation = \$39,399,931

We also attend webinars, conferences, and monitor industry websites and white papers from Destination Analysts, USTA, TTRA, STS, Gray Research, JB Media etc. to try to stay abreast of what the industry standards are and how best to exceed them. We will continue our contract with Tourism Economics for at least one more year to learn what we can from their geolocation and attribution data.

In FY 2024/2025, we were in direct contact with 57,966 guests and visitors who requested our printed materials: 35,640 Guidebooks distributed + 13,050 Attractions Brochures distributed + 9,276 Guests at the Visitors Center. This is a 16% increase in this number set from last year. The increase was primarily seen in the distribution of our Guidebook particularly from a Woobox campaign we did through Facebook. Foot traffic was down significantly (27.8%).

Our online presence touched 545,388 digital viewers (at least once): 412,502 Web sessions down 19.6% from the previous year) + 72,334 vetted and active Constant Contact

email recipients (up 6.6% from the previous year) + 53,836 Facebook likes (up 17.5% from the previous year) + 1,615 Twitter followers (flat compared to the previous year) + 5,101 Instagram followers (up 26.2% from the previous year). This is 14.1% down from last year with growth in our social outlets but a significant decrease in web sessions. This is primarily due to the disruption in the Google Analytics zero click model. This has been a challenge for the tourism industry as well as for several other industries. The artificial intelligence being used by Google will serve up the answer to queries by scraping data from websites and giving the user answers without sending them to the website that has the answers, thus creating a “Zero Click” experience for the user.

Our online presence numbers do not include our followers on Pinterest or YouTube to keep the comparison in numbers true to the past formula. However, our Pinterest campaign reported 4,820 clicks to our website and 167 saves and our 3 YouTube Campaigns (Action, Targeting and Retargeting) received 275,415 Video views. The top 6 metro areas were seen in Florida, New York, South Carolina, Georgia, Ohio and Pennsylvania. The remarketing audience is 54% male and skews younger than our social channels. 63% of our Pinterest followers are female and interestingly, almost half of our audience is in the age group is 25-44 (43.2%). We conducted a Pinterest campaign this year through Compass Media which yielded great results. We continue to promote our YouTube channel and have 462 subscribers, which is a 34% increase from last year. Our YouTube Action, Targeting and Retargeting campaigns have produced double digit increase in clicks, views and engagement.

$57,966 + 545,388 = 603,354$. This is 11.9% lower than the total “attendance” from last year, measured the exact same way as always. We did not achieve our goal of increasing these numbers this year but our gains in attendance in the last five years have averaged an increase of 29% and we knew that would be extremely hard to maintain. We continue to invest \$50,000 in marketing dollars in research to better market our region for the future. Our goal for this year will be to increase attendance by using the Symphony dashboard and our Visitor Profile Study to optimize each of campaigns and platforms in the marketing mix to increase visitation, particularly through our website SEO and digital marketing during FY 2025/2026.

While some of our social media followers are in the four-county region, the vast majority of dollars spent in our marketing efforts are in placements far beyond the 50-mile radius. Therefore, we consider all these potential guests as “tourists”.

We further promote our regional image through coordinated in-state programs, partnering with PRT, DNR and our sister SCATR organizations in other regions. Additionally, we strive to dovetail our marketing plan with both PRT and our local visitors’ bureaus and chamber partners. A synergistic flow is created when we work together to garner increased media editorial in targeted market cities where we also advertise and frequently mail our visitors guidebooks to fulfill inquiries.

We understand who our visitors are, where they come from, how they get here, when they visit, what they are interested in seeing and doing, and the type of information they expect to receive to plan their vacation or business travel. Over the past 29 years, we have

refined what we do, how we reach our target audience and the services we provide to our guests.

E. Duration of Project: Starting Date July 1, 2023\5 Completion June 30, 2026

F. Permits Required: (if any) **Does not apply. The Commission is the only statutorily established regional tourism entity serving Beaufort, Colleton, Hampton and Jasper counties.**

G. Additional Comments:

A portion of ATAX funds will be used to match 50/50 with Tourism Advertising Grant Funds (TAG) grants from PRT, thereby doubling the effectiveness of local accommodations tax funds used for advertising and promotion.

III. BUDGET

Approved by Commission Board of Directors, June 18, 2025

FY 2025/2026 BUDGET

Income			
Gift Shop			
Retail Sales	50,000.00		
Total Gift Shop Income	50,000.00	50,000.00	
Tourism Commission			
Bank Interest	10,000.00		
Local ATAX	179,000.00		
Local HTAX	15,000.00		
State Appropriation	400,000.00		
State ATAX	200,000.00		
TAG 25-26	45,000.00		
Total Tourism Comm	849,000.00	849,000.00	
Visitors Center & Museum			
Donations	2,500.00		
Total VC & M	2,500.00	2,500.00	
TOTAL INCOME		901,500.00	**See Note Below

Expense

Gift Shop

Consignments	2,000.00	
Credit Card Charges	1,600.00	
Misc	1,500.00	
Retail Merchandise	24,000.00	
Total Gift Shop	29,100.00	29,100.00

Tourism Commission**Direct Marketing**

Billboards	43,000.00
Conversion Study	2,500.00
Creative/Content Generation	10,000.00
Digital Advertising	276,000.00
E_Newsletters	13,500.00
FAM Trips	12,000.00
Inquiry Postage	20,000.00
Print Advertising	50,000.00
Printed Materials	25,000.00
SCATR RevWar Mkt Project	5,000.00
Travel Shows	5,000.00
Website Maintenance	9,000.00

Indirect Marketing

Computer Software	1,200.00
National Tourism Week	500.00
SCATR Co-op	9,000.00
Telephone	6,000.00
Travel/Registration/PerDiem	12,000.00

Alarm System	300.00
Annual Audit	15,000.00
Auto Insurance	1,200.00
Contingency	1,000.00
December Annual Meeting	500.00
Dues & Subscriptions	1,500.00
Electricity	4,500.00
Employee Appreciation	1,500.00
Equipment & Maintenance Contracts	2,700.00
Exterminating	250.00
Misc	1,000.00
Office Postage	500.00
Office Supplies	2,500.00
Office & Building Ins	15,000.00
Payroll Taxes & Expenses	

	FT Med Benefits	21,000.00	
	FT Pensions	9,500.00	
	Taxes (SUTA, MCARE & SS)	15,000.00	
Salary & Wages			
	Dir Admin/Online Content	49,500.00	
	Contract Accountant	25,000.00	
	Executive Director	88,000.00	
Sponsorships		5,000.00	
Trash Removal		900.00	
Water Bill		400.00	
		<hr/>	
		761,450.00	761,450.00

Total Tourism Commission

Visitors Center			
	Alarm System	300.00	
	Building Insurance	2,500.00	
	Building, Fencing, Upkeep	7,000.00	
	Cleaning Supplies	550.00	
	Contingency	1,000.00	
	Contract Grounds Maintenance	4,500.00	
	Contract Labor	450.00	
	Electricity	4,000.00	
	Exterminating	900.00	
	Frampton Events	2,000.00	
	Groundskeeping Supplies	500.00	
	Landscaping	650.00	
	Misc.	1,000.00	
	Museum Exhibits	100.00	
Salary & Wages			
	Part Time Weekend Staff	30,000.00	
	Visitors Center Manager	44,000.00	
Signage		10,000.00	
Trash Removal		900.00	
Water Bill		600.00	
		<hr/>	
		110,950.00	110,950.00

TOTAL EXPENSES

901,500.00 | **See Note Below

** - We could get additional funding in non-recurring from the Legislature

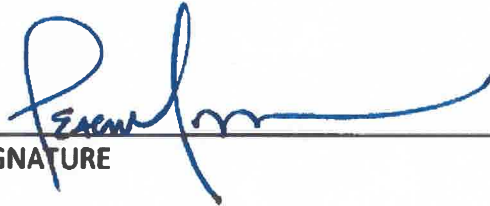
Funds granted by the City of Walterboro will be spent as follows:

National Magazine Advertising (6%)	\$ 3,000
Digital Marketing & SEO (6%)	\$ 16,000
Content Generation for Advertising (5%)	\$ 500
<u>Inquiry Postage (5%)</u>	<u>\$ 1,000</u>
	TL \$ 20,500

Please note: If our request is fully funded, for every \$1 Walterboro provides to this Project Budget, we match it with \$43.98 from other sources.

This funding allows the Commission to initiate and support tourism promotions for Walterboro and the Lowcountry and results in thousands of new inquiries, new and repeat visitors, bus tour groups, international visitors, tourism jobs, income and tax revenues for the area.

On behalf of the Commission, we greatly appreciate Walterboro's past support and hope that you will fund this request for Fiscal Year 2025/2026.



SIGNATURE

25-26
City of Walterboro
ATAX Funding Request

ATTACHMENTS

A. Letter from Secretary of State Confirming Non-Profit Status

State of South Carolina




**OFFICE OF THE
SECRETARY OF STATE
CERTIFICATE OF INCORPORATION
NONPROFIT CORPORATION**

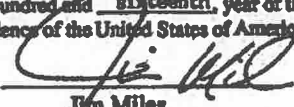
***I, JIM MILES, SECRETARY OF STATE OF THE STATE OF
SOUTH CAROLINA HEREBY CERTIFY:***

That "LOWCOUNTRY & RESORT ISLANDS TOURISM COMMISSION", a nonprofit corporation duly organized under the laws of the State of South Carolina on NOVEMBER 13, 1991, and having a perpetual duration unless otherwise indicated below, has as of the date hereof filed a Declaration and Petition for Incorporation of a nonprofit corporation for Religious, Educational, Social, Fraternal, Charitable or other eleemosynary purpose.

Now, therefore, I Jim Miles, Secretary of State, by virtue of the authority in me vested, by Chapter 31, Title 33, Code of 1976 and Acts amendatory thereto, do hereby declare the organization to be a body politic and corporate, with all the rights, powers, privileges and immunities, and subject to all the limitations and liabilities, conferred by Chapter 31, Title 33, Code of 1976 and Acts amendatory thereto.



Given under my Hand and the Great Seal of the State at Columbia this 13th day of November, A.D. 19 91, and in the two hundred and sixteenth year of the Independence of the United States of America.


Jim Miles
Secretary of State

B. Organization's Latest Financial Statement: P&L and Balance Sheet for 2024/2025 included in folder. These do not include depreciation but will be audited and adjusted very soon.

C. List of Applicant's Board Members, with full names and addresses:

**Lowcountry & Resort Islands Tourism Commission
Commissioners & Staff (rev. 01/26)**

Beaufort County

Robb Wells (C) Chair
(Greater Beaufort/PR CVB) 8.28.12
P O Box 501
Beaufort, SC 29901
Office: 843.525.8531
Cell: 843.812.5023
E-Mail: robb@beaufortsc.org

Ariana Pernice (C)
(HHL/Bluffton Chamber) 6.17.20
P. O. Box 5647
Hilton Head Island, SC 29938
Office:
Cell: 843-338-2776
E-Mail:
apernice@hiltonheadisland.org

Kirby Brady (H)
(Hunting Island SP) 7.1.25
2555 Sea Island Parkway
St Helena, SC 29920
Office: 843.601.8760
Cell: 843.601.8760
E-Mail: kbrady@scprt.com

Colleton County

Chelsea W. Harrison (C) Vice Chair
(Edisto Chamber) 6.17.20
P.O. Box 206
Edisto Island, SC 29438
Office: 843-869-3867
Cell: 704-560-0996
E-Mail: chelsea@edistochamber.com

Patricia U. Fleming (H)
(Walterboro Tourism) 10.16.24
100 South Jeffries Blvd
Walterboro, SC 29488
Office:843-898-0840
Cell: 843-599-8437
E-Mail: putsey@walterborosc.org

Josh Westbury (C)
(Walterboro Chamber) 10.25.22
579 Coolers Dairy Rd
Walterboro, SC 29488
Office:843-538-2020
Cell: 843-909-0335
E-Mail: westbury80@gmail.com

Hampton County

Bradley Robinson (C) At Large
(Lake Warren State Park) 06.20.18
1079 Warren Road
Hampton, SC 29924
Office: 803-943-5051
Cell: 843-621-0954
E-Mail: dbrobinson@scprt.com

Heather Bruemmer (C)
(Hampton Chamber) 02.23.22
109 Lee Avenue
Hampton, SC 29924
Office: 803-842-9842
Cell: 803-842-9842
Email:HamptonCountyArts@gmail.com

Vacancy (H)

Office:
Cell:
E-Mail:

Jasper County

Kendall Malphrus (C) Treasurer
(Jasper County Chamber.) 7.01.14
P.O. Box 1267
Ridgeland, SC 29936
Office: 843-726-8126
Cell: 843-301-1195
E-mail: jasperchamber@jaspersc.org

Jennifer Combs (C)
(City of Hardeeville PRT) 4.15.20
Hardeeville PRT/attn Jennifer
Combs
205 Main Street
Hardeeville, SC 29927
Office: 843-227-4089
Cell: 843-247-0282
E-Mail: jcombs@hardeevillesc.gov

Vacancy (H)

Office:
Cell:
E-Mail:

Lowcountry Tourism Commission
Profit & Loss Budget Performance
July 2024 through June 2025

	<u>Jul '24 - Jun 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense			
Income			
Gift Shop			
Retail Sales	41,708.90	55,000.00	55,000.00
Total Gift Shop	<u>41,708.90</u>	<u>55,000.00</u>	<u>55,000.00</u>
Tourism Commission			
Bank Interest/Savings	9,872.85	10,000.00	10,000.00
Local ATAX	184,344.75	150,000.00	150,000.00
Local H Tax	15,000.00	15,000.00	15,000.00
State Appropriation	397,727.27	420,000.00	420,000.00
State ATAX	215,848.81	200,000.00	200,000.00
TAG 18/19	43,951.59	45,000.00	45,000.00
Total Tourism Commission	<u>866,745.27</u>	<u>840,000.00</u>	<u>840,000.00</u>
Visitors Center			
Donations	2,712.00	3,000.00	3,000.00
Total Visitors Center	<u>2,712.00</u>	<u>3,000.00</u>	<u>3,000.00</u>
4999 - Uncategorized Income	<u>-35.53</u>		
Total Income	<u>911,130.64</u>	<u>898,000.00</u>	<u>898,000.00</u>
Cost of Goods Sold			
5000 - Cost of Goods Sold	<u>20,081.57</u>		
Total COGS	<u>20,081.57</u>		
Gross Profit	<u>891,049.07</u>	<u>898,000.00</u>	<u>898,000.00</u>
Expense			
Gift Shop Expense			
Consignments	1,272.69	2,500.00	2,500.00
Credit Card Charges	1,357.22	1,800.00	1,800.00
Misc.	766.77	1,500.00	1,500.00
Retail Merchandise	21,757.70	27,000.00	27,000.00
Total Gift Shop Expense	<u>25,154.38</u>	<u>32,800.00</u>	<u>32,800.00</u>
Tourism Commission Expense			
1 Direct Marketing			
Billboards	35,796.20	43,000.00	43,000.00
Conversion Study	51,750.00	5,000.00	5,000.00
Creative/Content Generation	10,717.81	10,000.00	10,000.00
Digital Advertising	230,613.12	260,000.00	260,000.00
E Newsletters	12,794.73	13,000.00	13,000.00
FAM Trips	1,556.41	12,000.00	12,000.00
Inquiry Postage	27,385.24	19,500.00	19,500.00
Print Advertising	66,220.50	46,000.00	46,000.00
Printed Materials	47,408.00	50,000.00	50,000.00
SCATR Direct Adv	3,215.09	5,000.00	5,000.00
Travel Shows	3,464.04	5,000.00	5,000.00

Lowcountry Tourism Commission
Profit & Loss Budget Performance
July 2024 through June 2025

	<u>Jul '24 - Jun 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Website Maintenance	7,976.16	9,000.00	9,000.00
Total 1 Direct Marketing	498,897.30	477,500.00	477,500.00
2 Indirect Marketing			
Computer Software	1,209.61	1,200.00	1,200.00
National Tourism Week	0.00	500.00	500.00
SCATR Co-op	8,740.30	7,000.00	7,000.00
Telephone	5,193.70	5,800.00	5,800.00
Travel/Reg/PerDiem	9,191.61	12,000.00	12,000.00
Total 2 Indirect Marketing	24,335.22	26,500.00	26,500.00
Alarm System	279.75	300.00	300.00
Annual Audit & Payroll Service	2,678.18	15,000.00	15,000.00
Auto Insurance	587.37	1,200.00	1,200.00
Contingency	0.00	1,000.00	1,000.00
December Annual Meeting	143.29	1,000.00	1,000.00
Dues & Subscriptions	350.23	2,000.00	2,000.00
Electricity	3,576.83	4,500.00	4,500.00
Employee Appreciation	789.42	1,000.00	1,000.00
Equipment/ Maintenance Contract	876.71	1,500.00	1,500.00
Exterminating	250.00	250.00	250.00
Misc.	458.29	1,000.00	1,000.00
Office Postage	340.45	500.00	500.00
Office Supplies	1,287.64	2,500.00	2,500.00
Office/Building Insurance	14,251.92	15,000.00	15,000.00
Payroll Taxes & Expenses			
FT Med. Benefits	18,341.12	20,000.00	20,000.00
FT Pension	9,269.40	11,000.00	11,000.00
Taxes - SUTA	49.64		
Taxes MCARE & SS (Co)	14,840.21	15,000.00	15,000.00
Payroll Taxes & Expenses - Other	30.29		
Total Payroll Taxes & Expenses	42,530.66	46,000.00	46,000.00
Salary & Wages (Gross)			
Dir Admin/Online Content	47,798.20	47,840.00	47,840.00
Executive Director Salary	85,283.65	85,410.00	85,410.00
Office Assistant (Salaried)	218.75	25,000.00	25,000.00
Part-Time Weekend Staff	26,384.40	0.00	0.00
Visitors Center Mgr.	40,581.20	0.00	0.00
Total Salary & Wages (Gross)	200,266.20	158,250.00	158,250.00
Sponsorships	3,908.59	5,000.00	5,000.00
Trash Removal	789.72	900.00	900.00
Water Bill	242.45	300.00	300.00
Total Tourism Commission Expense	796,840.22	761,200.00	761,200.00
Visitors Center Expense			

Lowcountry Tourism Commission
Profit & Loss Budget Performance
 July 2024 through June 2025

	<u>Jul '24 - Jun 25</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Alarm System	279.62	300.00	300.00
Building Insurance	0.00	2,500.00	2,500.00
Building, Fencing, Upkeep	7,315.00	2,000.00	2,000.00
Cleaning Supplies	333.10	550.00	550.00
Contingency	0.00	1,000.00	1,000.00
Contract Grounds Maintenance	3,862.32	4,500.00	4,500.00
Contract Labor	400.00	450.00	450.00
Electricity	3,576.92	4,000.00	4,000.00
Exterminating	720.00	600.00	600.00
Frampton Events	0.00	2,000.00	2,000.00
Groundskeeping Supplies	38.12	500.00	500.00
Landscaping	183.12	650.00	650.00
Misc.	508.19	1,000.00	1,000.00
Museum Exhibits	0.00	100.00	100.00
Salaries & Wages (Gross)			
Part-Time Weekend Staff	0.00	27,500.00	27,500.00
Visitors Center Mgr.	0.00	45,000.00	45,000.00
Total Salaries & Wages (Gross)	<u>0.00</u>	<u>72,500.00</u>	<u>72,500.00</u>
Signage	0.00	10,000.00	10,000.00
Trash Removal	789.72	900.00	900.00
Water Bill	485.02	450.00	450.00
Total Visitors Center Expense	<u>18,491.13</u>	<u>104,000.00</u>	<u>104,000.00</u>
Total Expense	<u>840,485.73</u>	<u>898,000.00</u>	<u>898,000.00</u>
Net Ordinary Income	<u>50,563.34</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>50,563.34</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>

Lowcountry Tourism Commission**Balance Sheet**

As of June 30, 2025

	<u>Jun 30, 25</u>
ASSETS	
Current Assets	
Checking/Savings	
4999 » Uncategorized Income	7.53
5000 » Cost of Goods Sold	-24.45
BB&T (New Building Fund)	32,994.14
BB&T Business (Funds BalanceCD)	235,268.89
BB&T Business Elite (Checking)	-65,900.85
BB&T Business IDA (Savings)	41,271.31
BB&T Money Market (Retiree Med)	24,081.24
Total Checking/Savings	<u>267,697.81</u>
Other Current Assets	
1120 · Inventory Asset	-24,904.81
Total Other Current Assets	<u>-24,904.81</u>
Total Current Assets	<u>242,793.00</u>
Fixed Assets	
Accumulated Depreciation	-475,068.57
Automotive Equipment	63,370.32
Building	377,583.00
Furniture & Fixtures	72,512.40
Improvements	60,572.98
Land	262,600.00
New Building In Process	20,380.00
Total Fixed Assets	<u>381,960.13</u>
TOTAL ASSETS	<u><u>624,753.13</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Compensated Absences	24,333.14
Local Tax Collected	-206.69
State Tax Collected	974.48
2100 · Payroll Liabilities	
Benefits Optional Life pretax	-226.27
Dental Insurance EMP	2.06
Dental Plus Insurance EMP	26.03
Medical Insurance EMP	188.62
Tobacco Use	-123.16
Vision Care	87.19
2100 · Payroll Liabilities - Other	90.38
Total 2100 · Payroll Liabilities	<u>24.85</u>
Total Other Current Liabilities	<u>25,125.78</u>
Total Current Liabilities	<u>25,125.78</u>
Total Liabilities	25,125.78
Equity	
Net Assets - Restricted	286,647.00
Net Assets - Unrestricted	390,460.20
3900 · Retained Earnings	262,169.83
Net Income	-339,649.68
Total Equity	<u>599,627.35</u>
TOTAL LIABILITIES & EQUITY	<u><u>624,753.13</u></u>



MEMORANDUM

TO: Mayor and City Council
FROM: City Manager
DATE: April 1, 2026
SUBJECT: Boardwalk Reconstruction Project – Phase 2A Bridges 212 and 213

On November 11, 2025, City Council awarded a contract to Wildwood Contractors, Inc. in the amount of \$1,896,900.00 for the reconstruction of Sections 201-205 of the city's boardwalk system in the Walterboro Wildlife Sanctuary. The city has available funding to fund the reconstruction of two (2) additional bridges (212 and 213) through the following sources:

- American Rescue Plan Act (ARPA) - \$106,768
- 2026 General Obligation Bond - \$405,582

Wildwood Contractors, Inc. (Walterboro, SC) has submitted Change Order #1 in the amount of \$512,350.00. City staff recommends approval of the change order to construct Sections 212 and 213. City staff asks for Council's favorable consideration of this request. If you have any questions, comments, suggestions or concerns, please do not hesitate to come by City Hall or call me anytime.

Sincerely,

Jeffrey P. Molinari
City Manager

Attachment



WILDWOOD CONTRACTORS, INC.
 1706 HAMPTON STREET, WALTERBORO SC 29488
 Tel: 843-549-2575 Fax: 843-549-2329

Change Order

Attention: Ryan McLeod
 Company: City of Walterboro
 Address: 300 Hampton Street
 Walterboro, SC 29488

Change Order #:
 Date: March 16, 2026
 Issued By: Cole Crosby

Job: Wildlife Sanctuary Boardwalk - Phase IIA
 Address: Walterboro, SC

Job #:

This change order is for adding 2 additional Contech pedestrian bridges to the Walterboro Wildlife Sanctuary Boardwalk Phase IIA project. See scope of work below:

- Mobilization
- Bond
- Surveying for pile locations
- Erosion control
- Demo and disposal of existing wooden bridges
- (1) 31' Contech Pedestrian Bridge #212
- (1) 85' Contech Pedestrian Bridge #213
- Install (28) Fuller Piles for abutments
- Install (4) reinforced concrete bridge abutments
- Install (2) bridges with reinforced concrete decking

Total \$512,350.00

Note:

This change order will require a contract time extension. Timeframe can be provided after bridge submittals are approved and scheduled for production.

Please let us know if you have any questions or need additional information.

Thank you,
 Cole Crosby

Most Recent Contract Total:	\$1,920,000.00
Amount This Change Order:	\$512,350.00
Revised Contract Total:	\$2,432,350.00

Client
 Signature: _____

Date: _____

Contractor
 Signature:  _____

Date: 3/16/2026



MEMORANDUM

TO: Mayor and City Council
FROM: City Manager
DATE: April 1, 2026
SUBJECT: Request to Purchase Dump Truck

The FY 2025-2026 Water Department budget included the lease/purchase of a backhoe and dump truck. The Water Department solicited bids for the purchase of a dump truck and received three (3) bids:

<u>Dealer</u>	<u>Bid</u>
Walterboro Ford (Walterboro, SC)	\$82,750.00
Ford of Spartanburg (State Contract)	\$83,068.00
Cooper Chevrolet (Walterboro, SC)	Incomplete

Staff recommends purchasing the backhoe loader from Walterboro Ford (Walterboro, SC) in the amount of **\$82,750.00**. The FY 2025-2026 Water Department budget estimated the cost of the dump truck at \$85,000.00. City staff asks for Council's favorable consideration of this request. If you have any questions, comments or concerns, please do not hesitate to contact me or come by City Hall at your convenience.

Sincerely,

Jeffrey P. Molinari
City Manager

Attachments

MEMORANDUM

To: Jeff Molinari
From: Wayne Crosby, Utilities Director
Re: Dump Truck Purchase
Date: March 31, 2026

The City of Walterboro's Utilities Department solicited bids for the purchase of a Dump Truck to be used in the water department. This is an approved purchase in the current year's budget (2025-2026). Three dealerships were solicited.

The City received bids from two (2) dealerships including Walterboro Ford and Ford of Spartanburg (State Contract). A low bid of **\$82,750.00** was received from Walterboro Ford. The bids were as follows:

<u>Contractor</u>	<u>Base Bid</u>
Walterboro Ford	\$82,750.00
Ford of Spartanburg (STATE CONTRACT)	\$83,068.00
Cooper Chevrolet	incomplete

It is therefore staff's recommendation to award this bid purchase to Walterboro Ford in the amount of \$82,750.00.

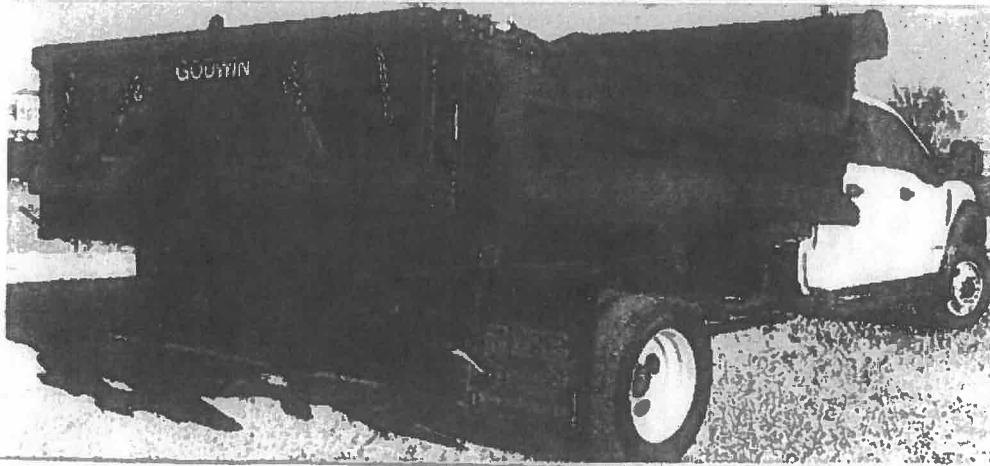
REFERENCE SC STATE CONTRACT # 4400035733

CHASSIS CAB WITH 84" CA - DUAL REAR WHEELS

FURNISH AND INSTALL 11' GODWIN MODEL 150U CONTRACTOR'S STYLE DUMP BODY
13" HIGH SIDES WITH 6" BOARD TABS AND 6" PINE BOARDS "CRUSH BOARDS" ADDED
ELECTRIC/HYDRAULIC HOIST SYSTEM (DOES NOT REQUIRE A PTO)
24" CAB SHIELD, 2 WAY TAILGATE...DROPS DOWN OR DUMP THRU
FINISHED IN GLOSS BLACK POWDER COAT OVER A ZINC POWDER COAT PRIMER

OPTIONS:

36" X 18" X 18" BLACK STEEL UNDERBODY TOOLBOX MOUNTED ON CURBSIDE
ELECTRIC TARP SYSTEM WITH SIDE ARMS
15T PINTLE HITCH WITH CHAIN EYES, 7 WAY PLUG, AND BACK UP ALARM



Please accept our Bid for the following

2026 F450 CHASSIS CAB TRW
6.7 Powerstroke Diesel
4.10 Limited Slip Axle
Running Boards
SPARE TIRE + wheel
EXTERIOR BACK UP ALARM
Vinyl Seats
White Exterior
Automatic Transmission
84" CA
STATE Contract # 4400035733 Body
w/ toolbox underbody
Elec Tarp
Pintle Hitch

WALTERBORO FORD
Qua Bells Hwy/
Walterboro, SC 29488
843 549-5581
Vince FARGNOLI

* 82,750⁰⁰
INCLUDES SALES TAX

FORD OF SPARTANBURG

3/24/2026

David Vetter 864.585.3600

2026 F350, F450 AND F550 DUAL REAR WHEEL CHASSIS MODELS

Contract #: 4400035159

Standard Equipment Included:

Heavy Duty Vinyl Floor	Power Steering
Automatic Transmission	Power Brakes
A/C	Cruise Control
AM/ FM Radio	Vinyl 40/20/40 Front Bench Seat
Spare Tire and Wheel and Tire Jack Not Included	Power Windows and Door Locks

ADDITIONAL INCLUDED FACTORY OPTIONS:

F4G - 169	F450 Regular Cab 4x2 Dual Rear Wheel Chassis w/ 169" Wheelbase and 84" Cab-to-Axle
99T	6.7L Diesel Engine
872	Rear View Camera Prep Kit for Chassis Models - Included w/ 66D Pickup Box Delete
18B	Factory Installed Cab Steps

SC STATE CONTRACT PRICE:

\$64,283.00

IMF-Sales Tax	\$500.00
Body Installed per Lee Transport Quote# BC32326A	\$17,485.00
Vendor Coordination Fee - When Body Installation on Purchase Order	\$800.00

Delivery If Requested - Additional Cost

TOTAL SC STATE CONTRACT PRICE:

\$83,068.00

AVAILABLE FACTORY INSTALLED OPTIONS - SELECT NEEDED OPTIONS:

Engines and Rear Axle Options:

XXX Limited Slip Rear Axle 3.73, 4.10, 4.30 or 4.88

Tires and Wheels

512 Spare Tire and Wheel
 TBM LT245/75R17 All Terrain Tires - F350 Models Only

61J Tire Jack

Groups and Packages

96V XL Chrome Package
 68L 16,000lb GVWR - F450 Only
 86S Low Deflection Package - F450 and F550 Only
 41H Engine Block Heater

Electrical - Battery and Alternator Options:

86M Dual Batteries - 6.2L and 7.3L Gas Engines
 67B 397 Amp Alternator (7.3L Gas Engine Requires 86M Dual Batteries)

Exterior Options

59H Center High-Mounted Stop Lamp
 43C 110V/400W Outlet
 61L Wheel Well - Front Only

Trailer Options:

52B Trailer Brake Controller
 535 High Capacity Trailer Tow Package - Available on F450 and F550 Models Only w/ 6.7L Diesel Engine

Functional Options:

66S Upfitter Switches
 76C Exterior Back Up Alarm/Chime

Seating Options - XL Package - Regular Cab Models:

L Vinyl 40/Mini-Console/ 40 Seats
 4 Cloth 40/Mini-Console/ 40 Seats
 1 Cloth 40/20/40 Bench Seat

Available After Market Installed Options:

Warn Zeon 12,000lb Winch & Black Grill Guard w/ Steel Cable	\$2,795.00
Warn M12 12,000lb Winch & Black Grill Guard	Call for Availability and Quote
Brush Guard for Warn Winch	\$425.00
2" Ball, Receiver Tube and Pin for Frame Mounted Hitch	\$45.00

SINCE 1938

 WALTERBORO, SC

COOPER CHEVROLET GMC
 351 N JEFFERIES BLVD
 WALTERBORO SC 29488
 (843) 549 - 6363

CONTRACT TO PURCHASE		
Stock No.		
Salesperson		Snyder
Date		3-26-26
Del Date		
Invoice #		

Customer	City of Walterboro		E-Mail				
Street		City	Walterboro	State	SC	Zip	
Contact	Wayne Crosby	Phone		Cell		Fax	

PO #	Year/Make	COLOR	Model/description	New/Used	Mileage
	2026 Chevrolet	White	Chevy Silverado 3500 CC		11
GVW Rating	Cyl	Engine	VIN		
Make/model	Color	Year	Eng		
VIN	Mileage	Notes			

TRANSACTION	
Items Added	Factory Invoice Cost With Freight \$60,239.95
Insurance co	Delivery/Transport \$175.00
Policy #	
effective	
address	
phone	
Contact	
	1. Total Price \$60,414.95
	2. Trade-In Allowance
	3. Net Trade Difference \$60,414.95
	4. Other-DOC fee
	5. Taxable sub-total \$60,414.95
	6. Sales tax IMF \$500.00
	7. Invoicing and Services
	8. Registration and Title Fees TEMPORARY LIC.
	9. Sub-Total \$60,914.95
	10. Amount Owed On Trade
	11. Less FCA Incentives / Rebates -\$2,600.00
	12. Less Deposit / Down Payment
	13. Final Amount Due / Financed \$58,314.95

USED VEHICLE DISCLAIMER: AS IS

Cooper Motor Company hereby expressly disclaims all warranties, either express or implied, including any implied warranties of merchantability or fitness for a particular purpose, and neither assumes nor authorizes any other person to assume for it any liability in connection with the sale of this vehicle. Buyer shall not be entitled to recover from selling dealer any consequential damages, damages to property, damages for loss of use, damages for loss of time, loss of profits, or income, or any other incidental damages.

The information on the window form (Buyer's Guide) for this vehicle is part of this contract. Information on the window form overrides any contrary provisions in contract sale.

Customer Signature	
Date	
Buyer	
Accepted By	Date

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COOPER CHEVROLET GMC
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MEMORANDUM

TO: Mayor and City Council
FROM: City Manager
DATE: March 31, 2026
RE: CDBG Prioritization

Pursuant to the goals and objectives outlined by City Council for 2026, I recommend the following CDBG priority needs for the next funding cycle.

1. Public Infrastructure and Facilities
 - Upgrades of water and sewer lines as needed.
 - Other projects as identified.
2. Community Enrichment
 - Demolition of properties that are attractive nuisances.
 - Adaptive reuse of existing structures.
 - Others as identified.
3. Special Projects as identified
 - Trail connector for Wildlife Center and Wildlife Sanctuary.
 - Other projects as identified.
4. Economic Development projects as identified.

If you have any questions, comments, or suggestions, please do not hesitate to call me, or come by City Hall at your convenience.

Sincerely,

Jeffrey P. Molinari
City Manager