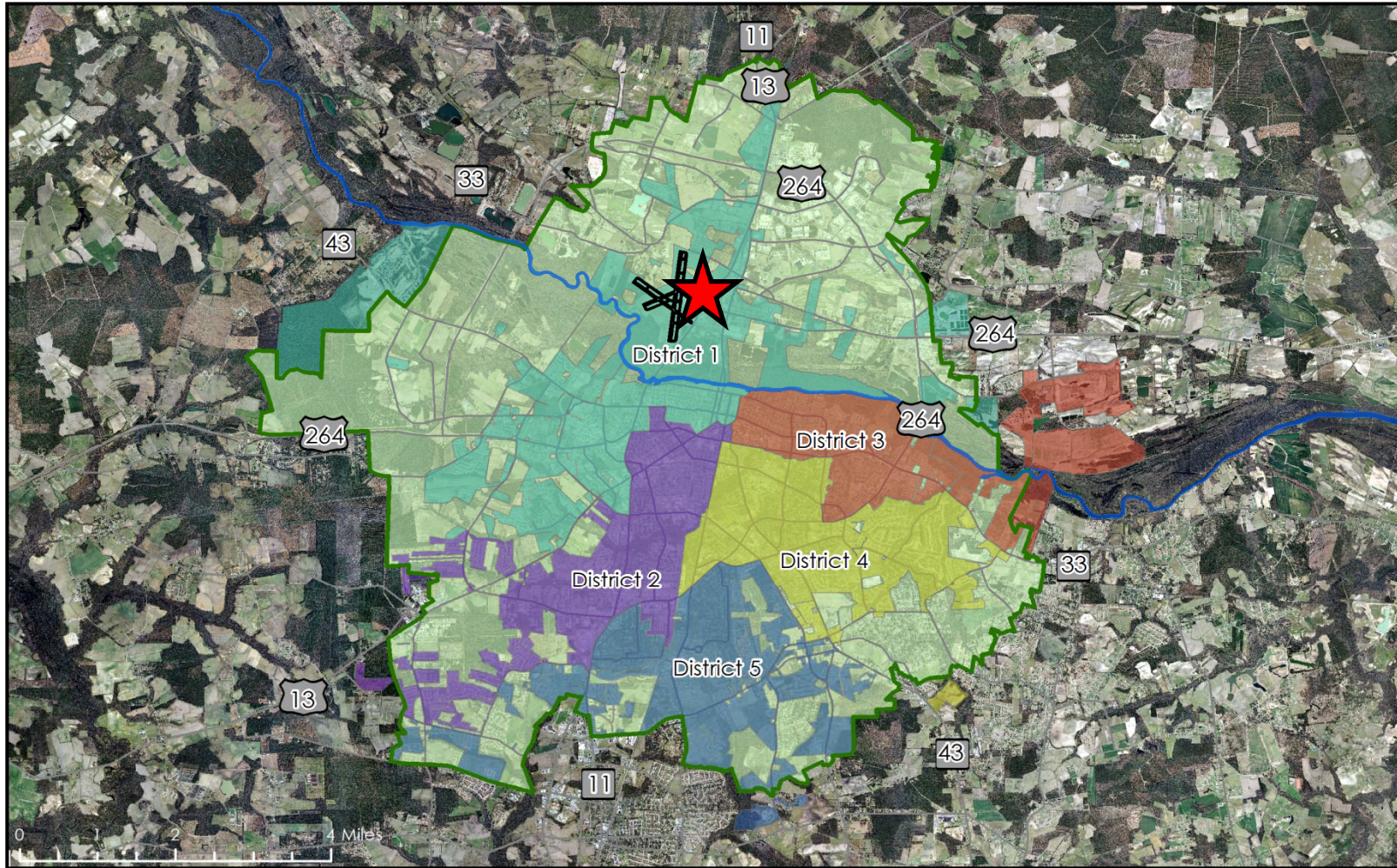


5.12.16

City Council Meeting

Item 2:

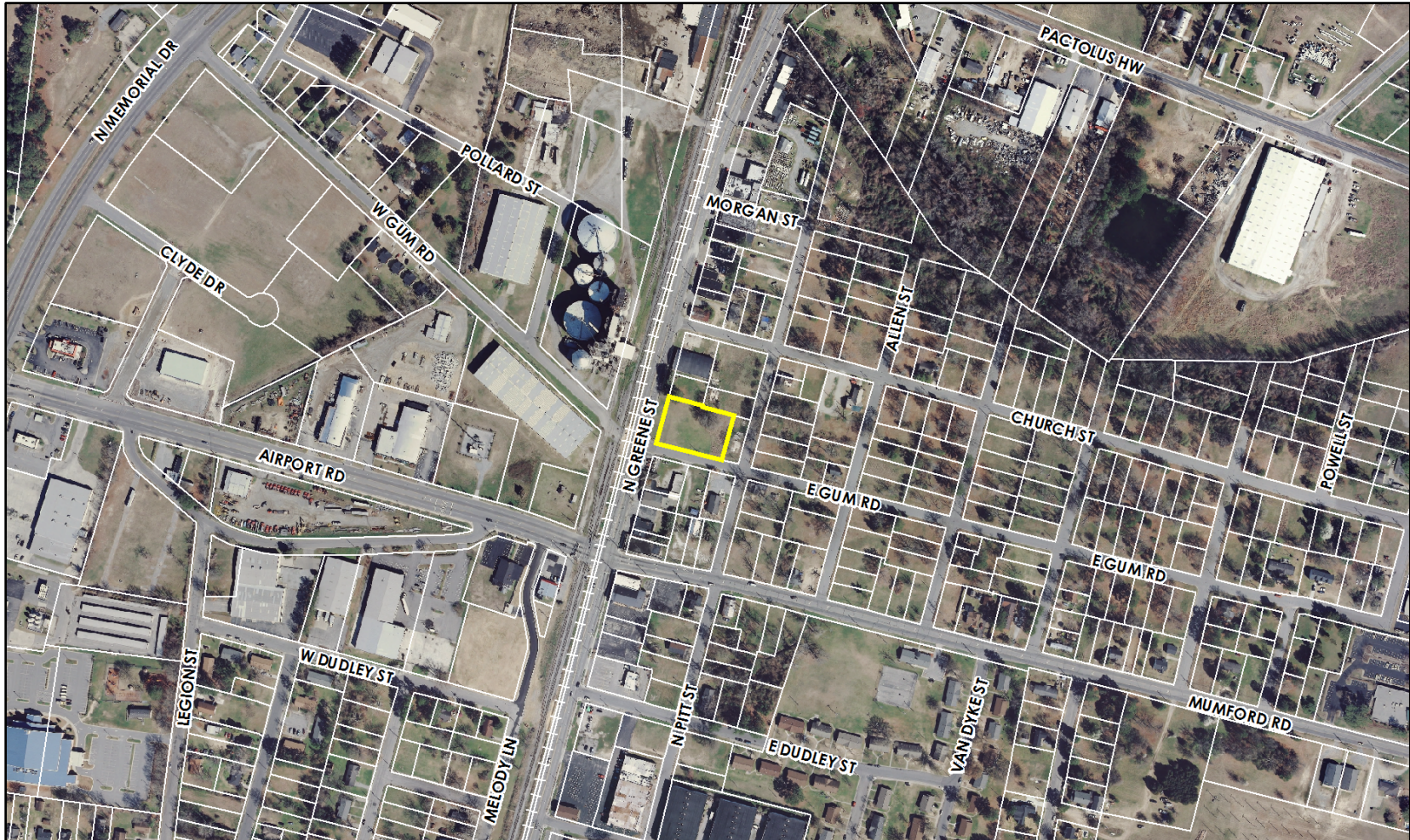
Ordinance requested by Ruben Glenn Wiley to rezone 0.716 acres located at the northeast corner of the intersection of North Greene Street and East Gum Road from CDF (Downtown Commercial Fringe) to CH (Heavy Commercial)



Map Legend

- | | | |
|---|--|--|
|  Greenville's ETJ |  District 1 |  District 4 |
|  Pitt-Greenville Airport (PGV) |  District 2 |  District 5 |
|  Tar River |  District 3 | |

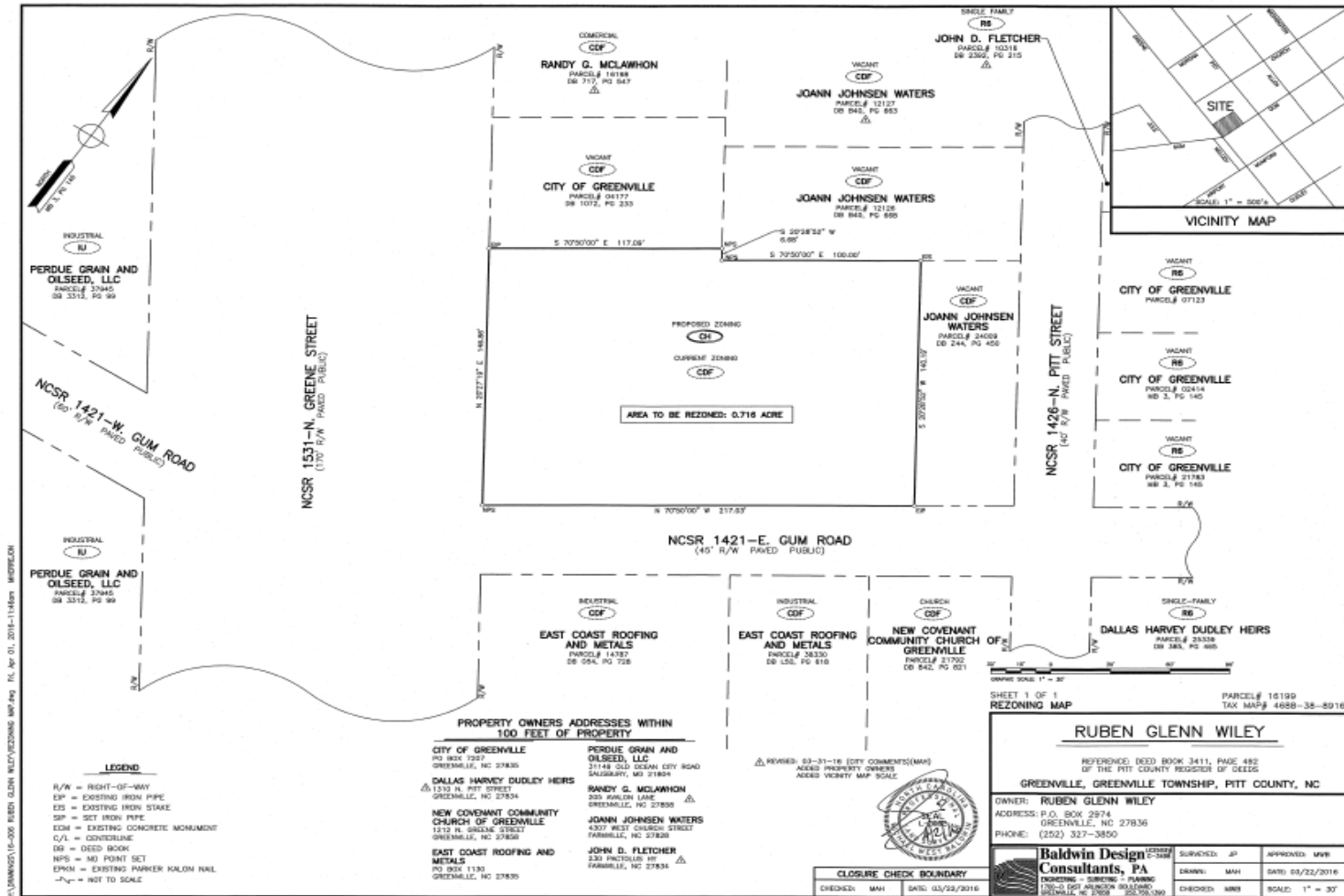
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Map Legend

-  Land Parcels
-  Rezoning Site

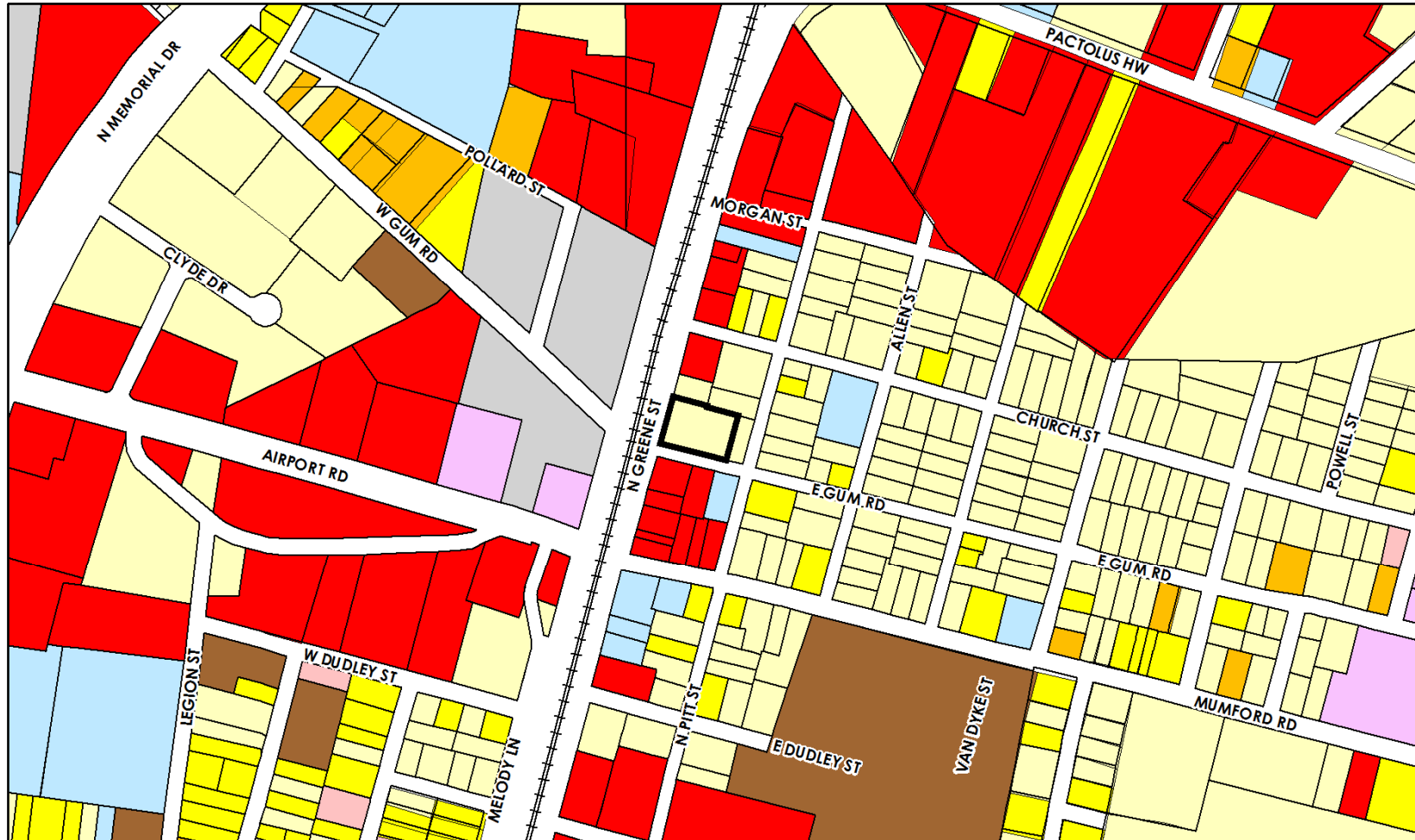
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North Greene Street



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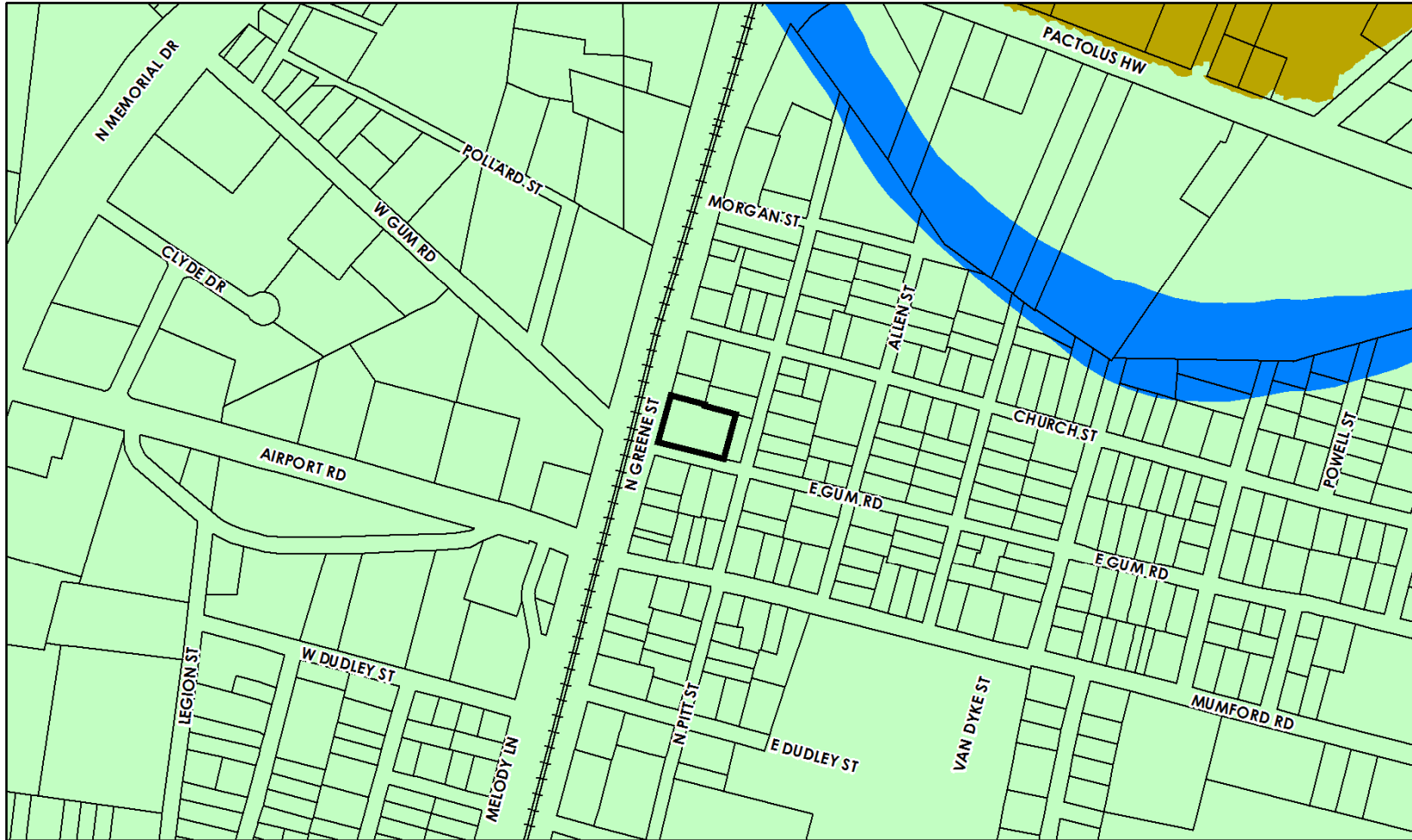


Map Legend







 Land Parcels	 Cemetery	 Industrial	 Mobile Home	 Office	 Single Family
 Rezoning Site	 Commercial	 Institutional	 Mobile Home Park	 Public Parking	 Utility
	 Duplex	 Landfill	 Multi-Family	 Recreation	 Vacant

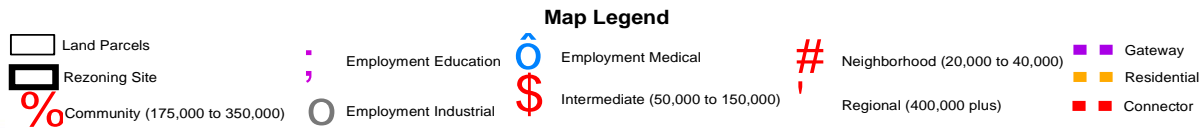
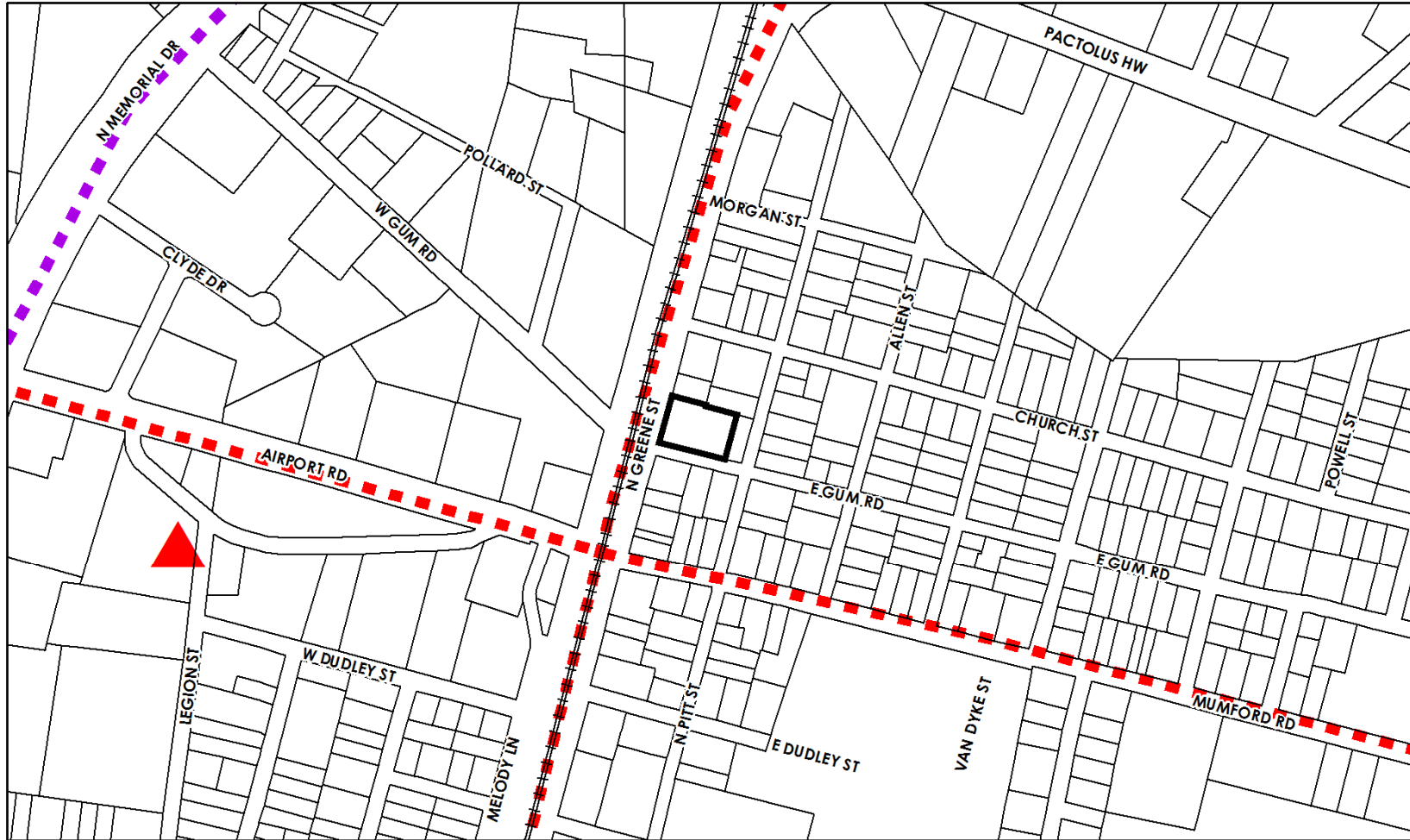


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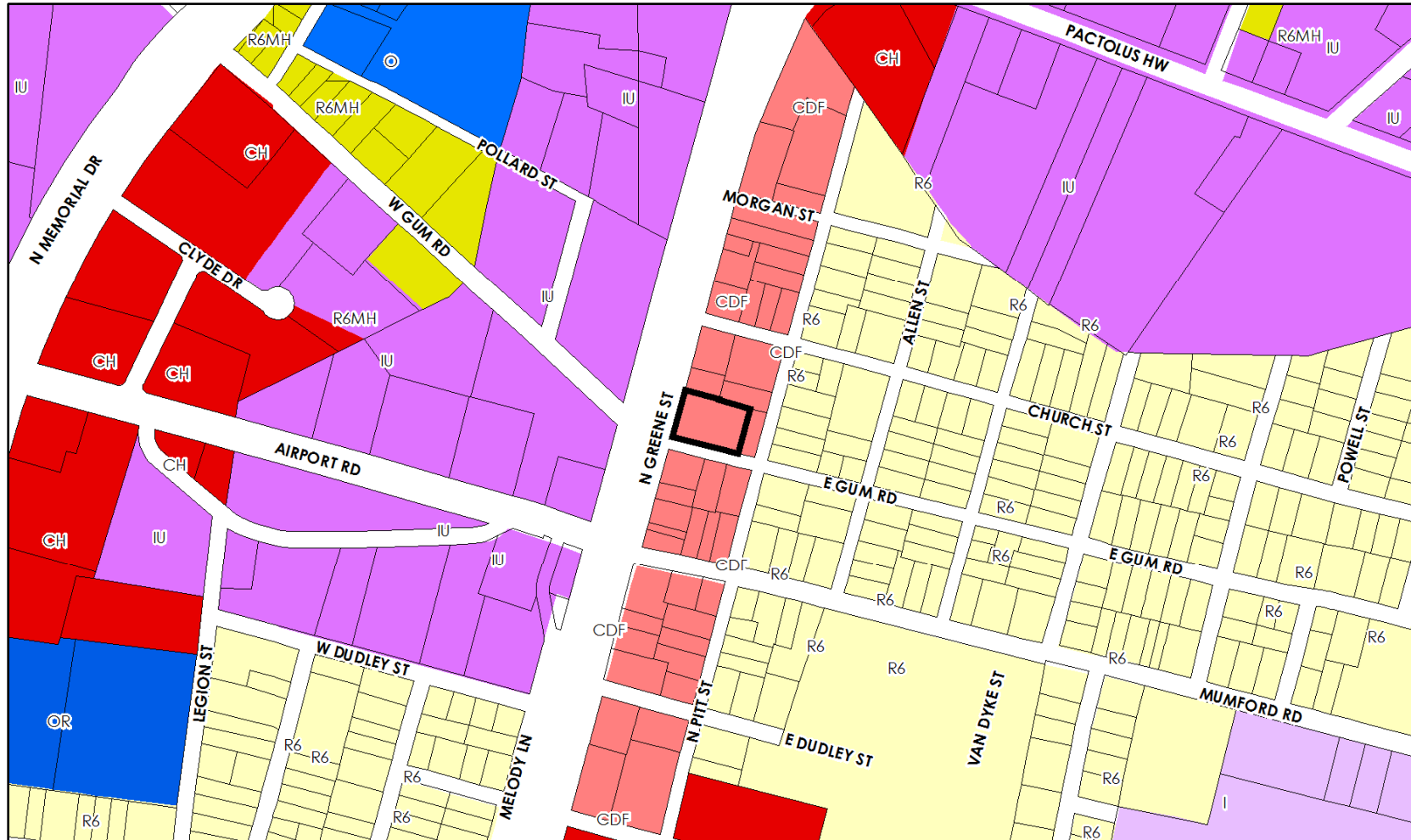


Legend

-  Preliminary Plat Boundary
-  A = 100 yr
-  AEFW = Floodway
-  Land Parcels
-  AE = 100 yr
-  SHADED X = 500 yr

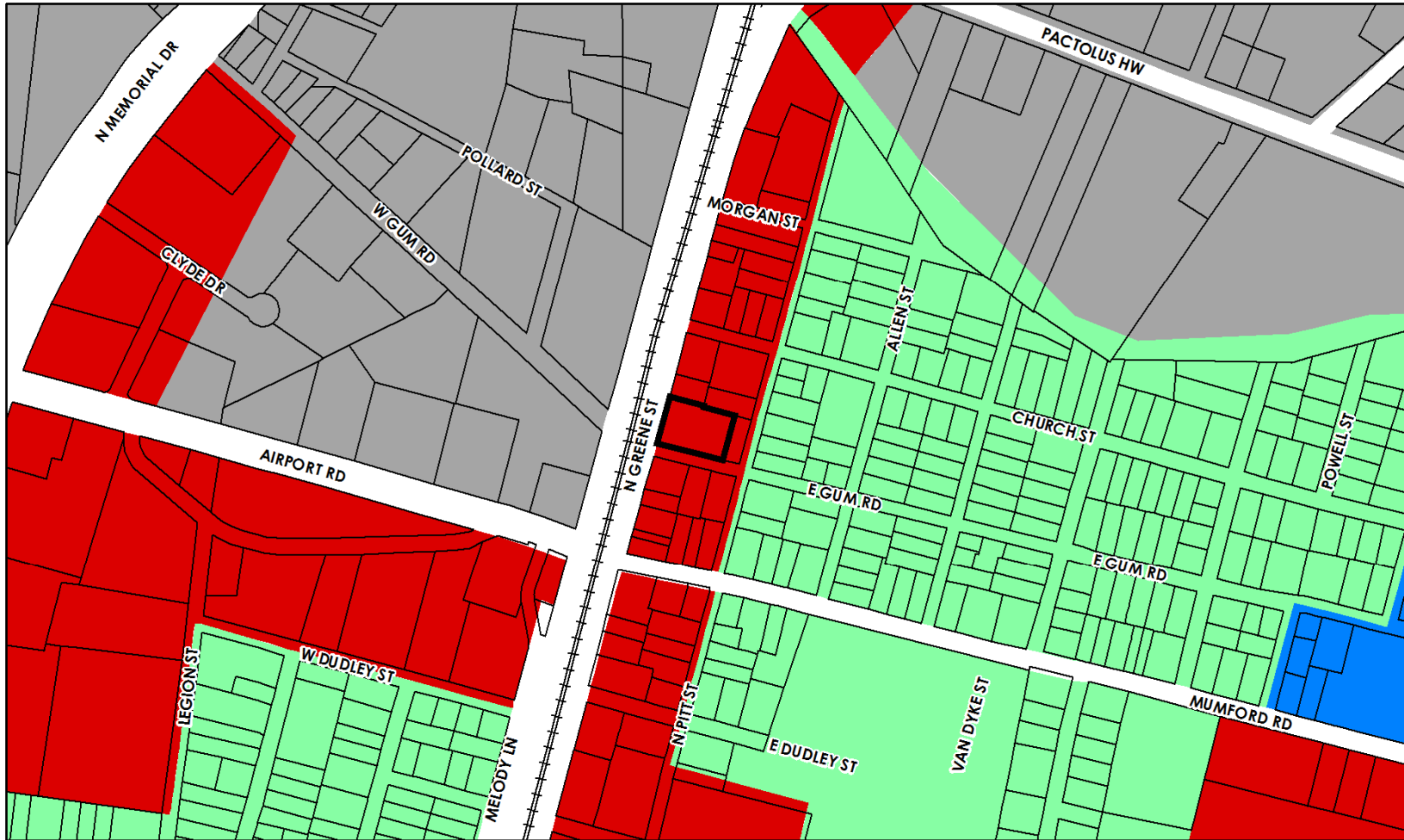


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






Legend

	Land Parcels		CDF		CN		I		MI		O		R6		R6A-RU		R6S		R9S-CA		MR
	Rezoning		CG		MCH		IU		MO		OR		R6A		R6MH		R9		R15S		MRS
	CD		CH		MCG		PIU		MS		OR-UC		R6A-CA		R6N		R9S		PUD		RA20

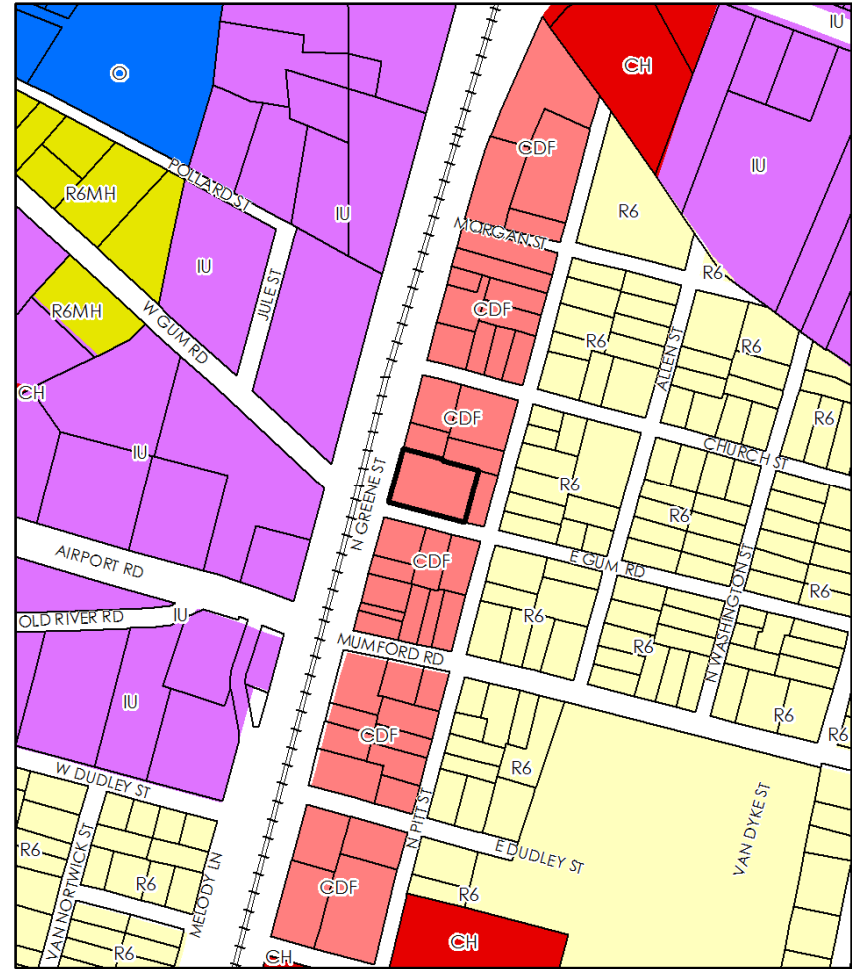
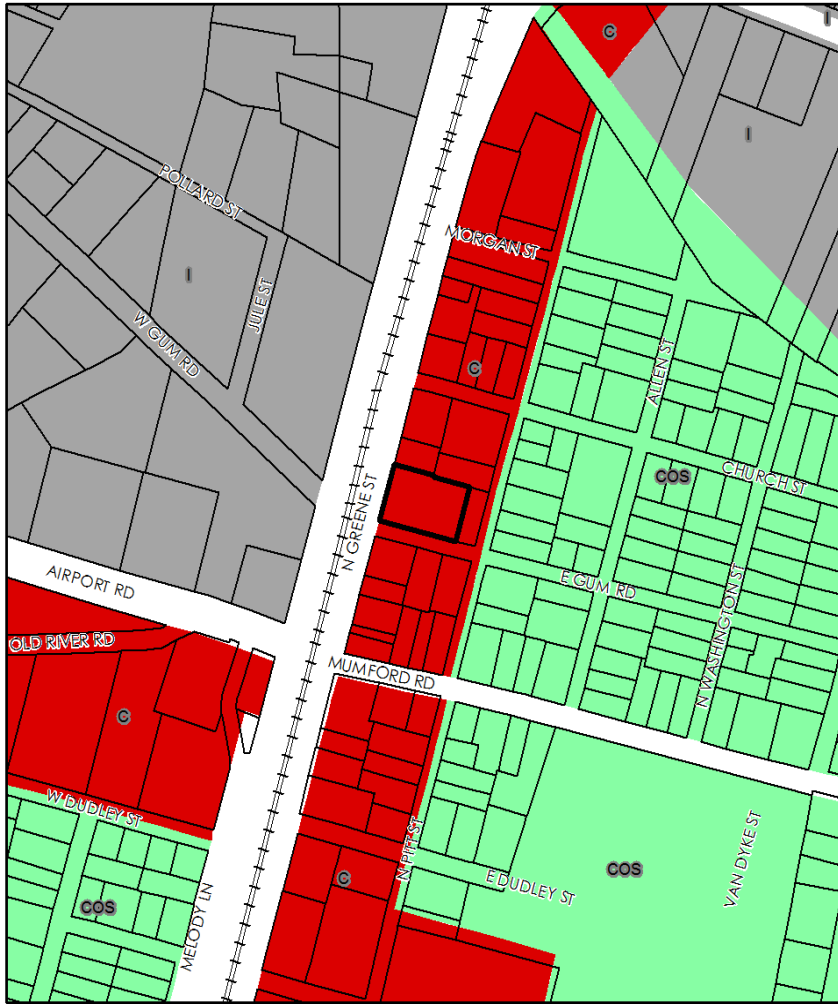


Map Legend

 Land Parcels	 Commercial	 Medical Transition	 High Density Residential	 Very Low Density Residential
 Rezoning Site	 Mixed Use / Office / Institutional	 Office / Institutional / Medical	 Medium Density Residential	 Conservation / Open Space
 Industrial	 Medical Core	 Office / Institutional / Multi-Family	 Low Density Residential	

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Future Land Use Plan/Zoning Maps



Map Legend

Land Parcels	Commercial	Medical Transition	High Density Residential	Very Low Density Residential
Rezoning Site	Mixed Use / Office / Institutional	Office / Institutional / Medical	Medium Density Residential	Conservation / Open Space
Industrial	Medical Core	Office / Institutional / Multi-Family	Low Density Residential	

Legend

Land Parcels	CDF	CN	I	MI	O	R6	R6A-RU	R6S	R9S-CA	MR
Rezoning Site	CG	MCH	IU	MO	OR	R6A	R6MH	R9	R15S	MRS
	CD	CH	PIU	MS	OR-UC	R6A-CA	R6N	R9S	PUD	RA20

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Item 5:

Second public hearing for the 2016-17 Annual Action Plan for the CDBG and HOME Investment Partnership Funds

Annual Formula Grant Resources

CDBG	\$796,296
HOME	\$327,047
Total	\$1,123,343

D. CDBG/HOME Funding Chart

Activity	HOME	CDBG
Housing Rehabilitation	121,000	486,000
Acquisition	0	30,000
New Construction/Multi-Family	65,000	0
Administration	32,000	151,000
Clearance/Demolition	0	29,296
Down Payment Assistance	60,000	0
CHDO /Projects	49,047	0
Public Facility	0	100,000
Total	\$327,047	\$796,296

Recommended Non-Profit Funding

Activity	Amount
Lucille Gorham Center	\$ 12,000
Boys and Girls Club	\$ 20,000
Literacy Volunteers	\$ 12,000
Center for Family Violence	\$ 20,000
Pitt County Council on Aging	\$ 8,000
Community Crossroads Center	\$8,000
L.I.F.E of NC, Inc.	\$20,000
Total	\$100,000

Recommended Action

Hold the Public Hearing and Approve the 2016-17 Annual Action Plan for the CDBG and HOME Programs and authorize the Plan's submission to HUD

Item 6:

Presentation of the proposed Fiscal Year 2016-17 operating budget and Fiscal Year 2017-18 financial plan:

- a. Pitt-Greenville Convention & Visitors Authority**
- b. Sheppard Memorial Library**
- c. Greenville Utilities Commission**

Convention & Visitors Authority

2016-2018 Fiscal Year Budgets

CVA Mission

To foster an environment of superior travel and tourism experiences.

CVA Strategic Goals

Goal 1: Increase convention sales/citywide conferences and events

Goal 2: Grow the number of sports tournaments per year and encourage economic development of sporting facilities

Goal 3: Become a more recognizable entity while increasing the recognition of the value of the economic impact of tourism

Goal 4: Work with our community partners to increase the amount of leisure infrastructure resulting in more visitations to our area and options for convention attendees

Goal 5: Develop tourism ambassadors for our community

CVA Board Members

- Four hotel owner/operators
- Two hospitality-related positions
- Four citizens interested in the hospitality industry
- Chamber appointee
- City and County liaison
- City Finance Officer

CVA Budget Approval Process

- CVA Executive Committee
- CVA Full Board
- Greenville City Council
- Pitt County Board of Commissioners

The CVA does not receive any revenues from the general fund

- All revenues received are from the hotel/motel occupancy tax
- No city or county supplement
- No membership revenue
- Occupancy tax revenues are increasing
- OTC's and Airbnb's are contributing

Revenues

- Current occupancy tax revenues are up 4.5% over last year's collections
- 2016-2018 fiscal year budgets are calculated with an estimated 4.0% increase in occupancy tax collections each year
- New hotel projects
- Airbnb listings continue to rise

FY 2016-2017 Budget

**Fiscal year budget for
2016-2017 is set at:** \$1,215,823.89

Occupancy Tax Collections: \$947,100.00
(at 4% projected increase)

Miscellaneous Revenue: \$27,560.17

Fund Balance: \$241,163.72

FY 2017-2018 Budget

**Fiscal year budget for
2017-2018 is set at:** \$1,198,861.72

Occupancy Tax Collections: \$985,060.17
(at 4% projected increase)

Fund Balance: \$213,801.55

Future FY Budget Highlights

- Increase in marketing
- Increase in advertising
- Video projects
- Signage projects
- Sports facility consultant fees
- Tourism projects
- Staff education

FY 2016-2018 Budget Highlights

Convention Center Marketing

- Budget includes receipts from one cent of the occupancy tax collections

2016-2017 Projection: \$322,100.00

2017-2018 Projection: \$334,900.00

- Marketing funds allocated to the GCC management on a monthly basis

**Sheppard Memorial Library
Library Board Approved 2016-2017 Budget
And 2017-2018 Financial Plan**



**Sheppard Memorial Library
2016 – 2017 Library Board Approved Budget
City of Greenville Revenue Request**

\$1,197,058

This revenue target provided by the city will cover a 3% market/merit adjustment, a 7% increase in health insurance costs, and a 4% increase in dental insurance costs.

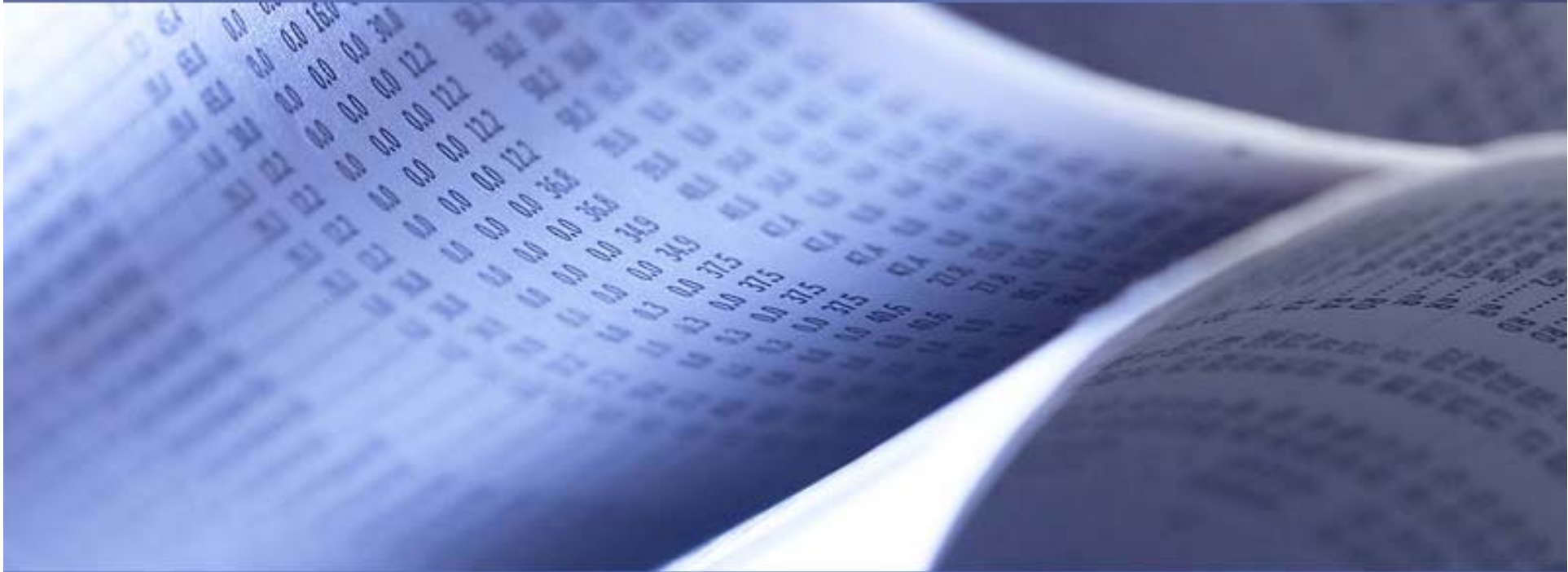
REVENUES	2016-2017 Budget	2017-2018 Financial Plan
City of Greenville	\$1,197,058	\$1,232,969
County of Pitt	\$581,096	\$598,529
County: Bethel/W'ville	\$12,000	\$12,000
Town of Bethel	\$30,315	\$30,315
Town of Winterville	\$165,300	\$167,780
State Aid	\$191,774	\$191,774
Greenville Housing Authority	\$10,692	\$10,692
Interest Income	\$1,000	\$1,000
Library Generated	\$160,275	\$160,275
Capital Income	\$151,000	\$0
Fund Balance	\$28,432	\$26,964
TOTAL	\$2,528,942	\$2,432,280

EXPENDITURES	2016-2017 SML Budget	2017-2018 SML Financial Plan
Personnel	\$1,546,288	\$1,610,626
Operations	\$820,962	\$810,692
Housing Authority	\$10,692	\$10,692
Capital Expense	\$151,000	\$0
Grant Project	\$0	\$0
TOTAL	\$2,528,942	\$2,432,280

Thank you very much for your ongoing support of the library, early literacy, computer literacy, and lifelong learning!



Greenville Utilities Proposed FY 2016-17 Budget



**City Council Meeting
May 12, 2016**

Overview

- FY 2015-16 Budget Status
- Proposed FY 2016-17 Budget
- Long-term Financial Forecast



Budget Drivers

- Infrastructure Repair and Replacement
- Purchased Commodities
- Debt Service
- Regulatory Compliance
- Chemicals and Fuel
- Utility Costs for Plant Operations

Budget Goals

- Meet customer needs
- Provide reliable utility services, at the lowest reasonable cost
- Position GUC to achieve greater efficiencies
- Continue to meet regulatory requirements
- Minimize rate increases
- Avoid future rate shock

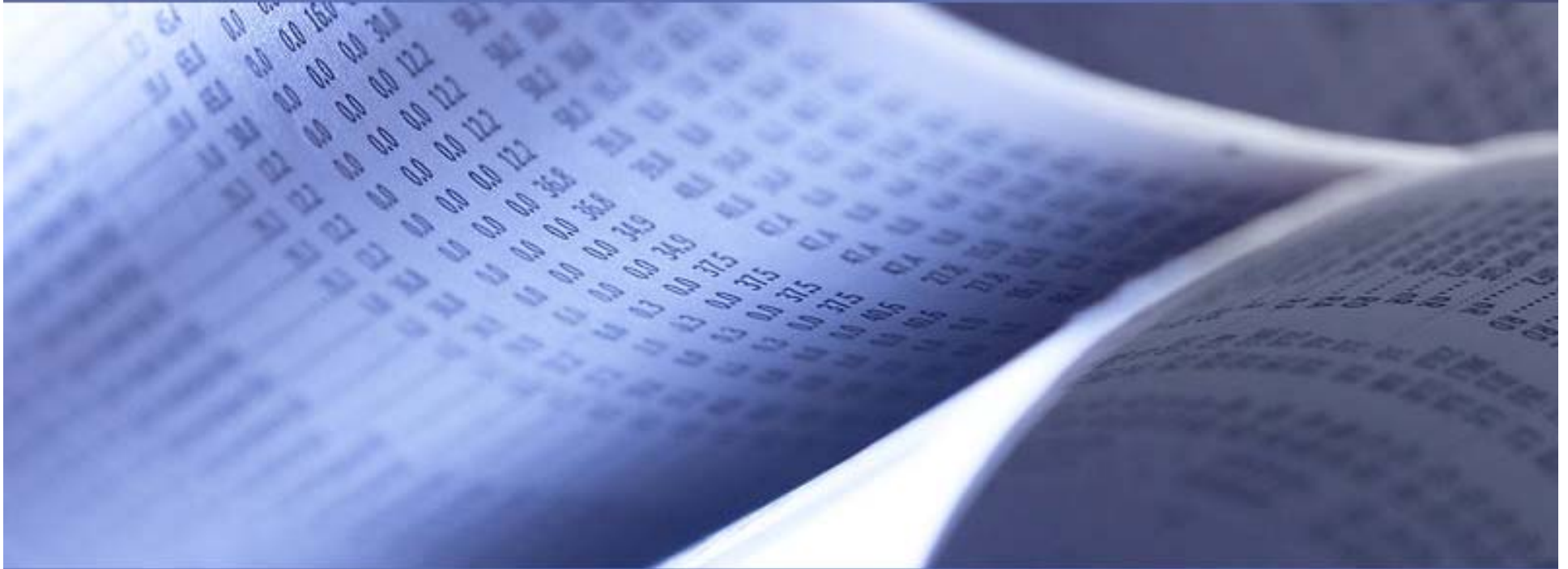
Budget Goals (cont'd)

- Ensure financial viability of each fund
- Be operationally and financially prepared for emergency situations
- Be prepared for growth and expansion opportunities
- Preserve bond ratings

Focus

- Balanced fund budgets
- Achieve and maintain key metrics
 - Reliability
 - Safety
 - Value
 - Financial

Current Year Fund Budget Status



July 1, 2015 – June 30, 2016

Current Year Projection

<i>Fund</i>		
Electric	\$744,004	Balanced
Water	\$58,839	Balanced
Sewer	\$22,345	Balanced
Gas	\$64,608	Balanced
Total	\$889,796	

Current Year Projection

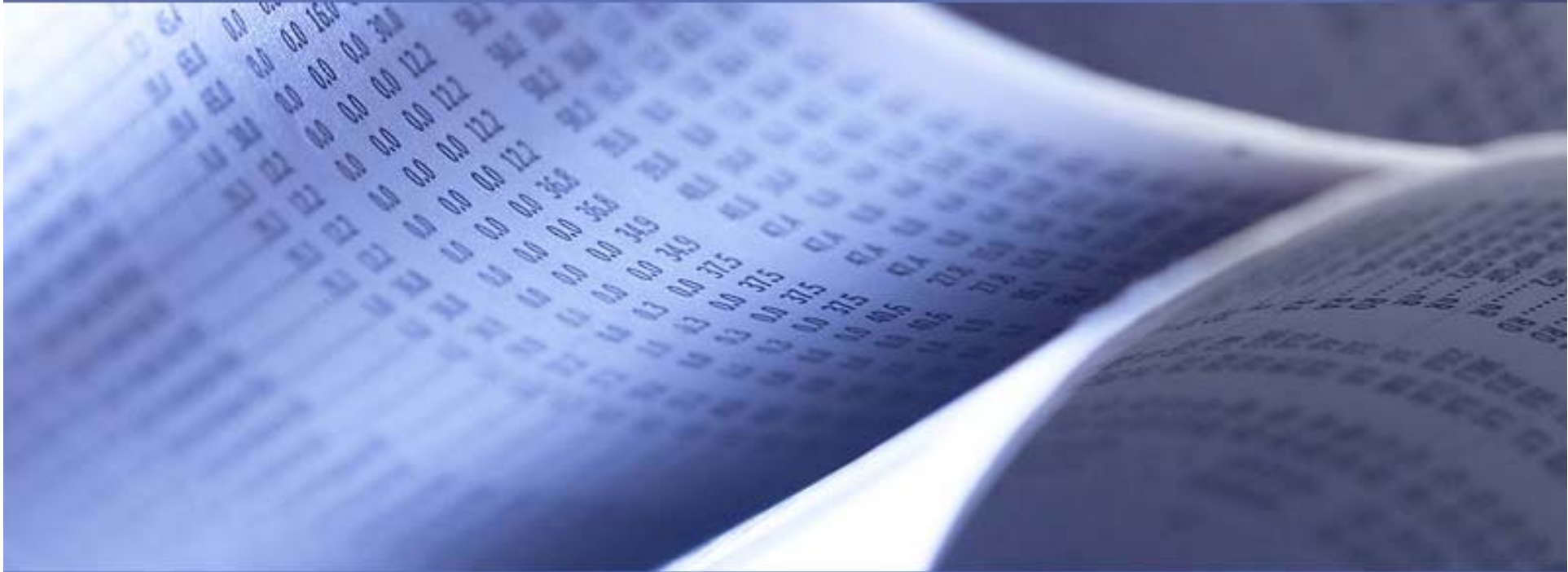
<i>Fund</i>	<i>Revenues</i>	<i>Expenditures</i>	<i>Surplus/ Deficit</i>
Electric	\$184,681,219	\$183,937,215	\$744,004
Water	\$18,445,523	\$18,386,684	\$58,839
Sewer	\$24,030,038	\$24,007,693	\$22,345
Gas	\$38,623,591	\$38,558,983	\$64,608
Total	\$265,780,371	\$264,890,575	\$889,796

Combined Funds

Key Performance Indicators

	12-13 Actual	13-14 Actual	14-15 Actual	15-16 Budget	15-16 Projected
Debt Service Coverage <i>(1x coverage required)</i>	2.63x	2.23x	2.60x	2.98x	3.51x
LGC Fund Balance <i>8% minimum recommendation</i>	19.7%	20.2%	16.5%	16.3%	18.9%
Days Cash on Hand	121	119	125	118	128

FY 2016-17 Proposed Balanced Budget



July 1, 2016 – June 30, 2017

Mission Statement

Greenville Utilities is dedicated to enhancing the quality of life for those we serve by providing safe, reliable utility services at the lowest reasonable cost, with exceptional customer service.



NC DEQ Recognizes GUC for Exceeding Water Standards

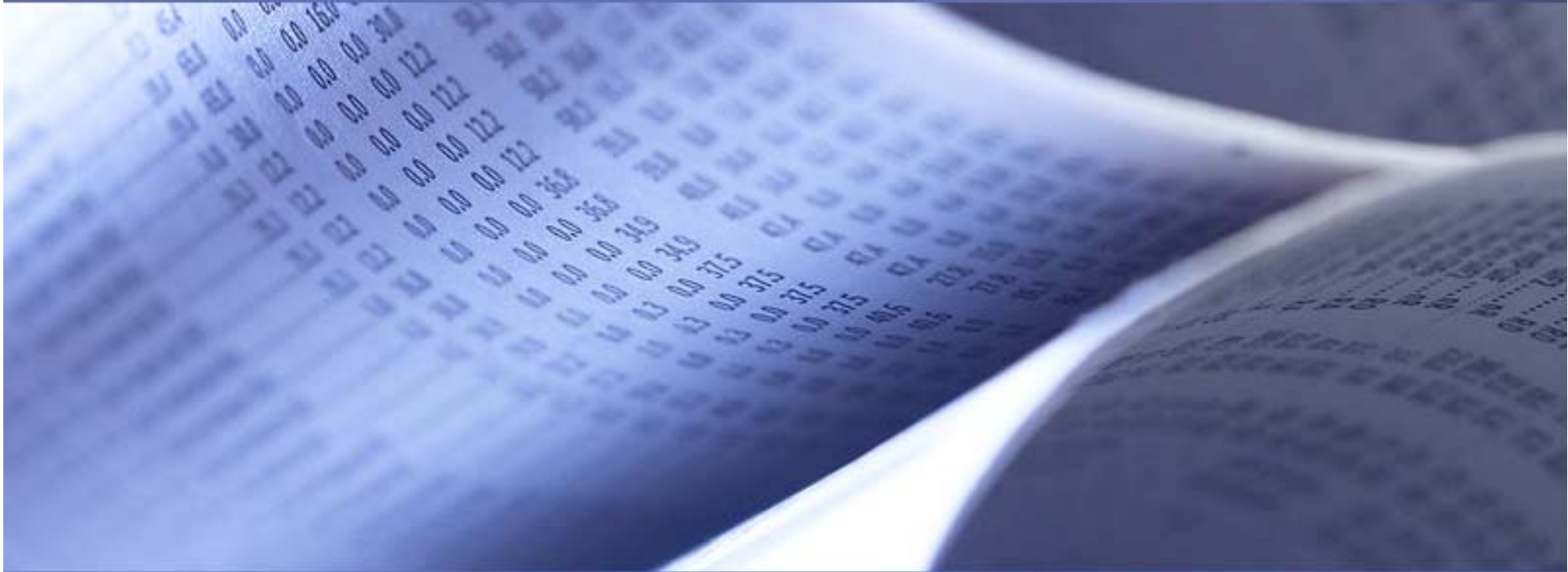
- The Water Resources Department of GUC received the N.C. Area Wide Optimization Award from the State Department of Environmental Quality.
- This award is part of an initiative to enhance the performance of existing surface water treatment facilities.
- While all drinking water systems have to meet strict state and federal drinking water standards, GUC's water treatment facility attained performance goals that are significantly more stringent.



Budget Status FY 2016-17

<i>Fund</i>	<i>Current Status: 5/12/2015</i>	
Electric	\$874,920	Balanced
Water	\$177,652	Balanced
Sewer	\$105,160	Balanced
Gas	\$34,701	Balanced
Total	\$1,192,433	

Key Provisions



Preliminary FY 2016-17 Budget

Growth in Number of Connections

+0.75%



Electric



Gas

+0.50%



Water



Sewer

Customer Rates

- Electric – adjustment reduced from last year's forecast of 0% to 4.0% decrease, \$4.72 decrease in typical residential bill
- Water – adjustment reduced from last year's forecast of 7.4% to 5.5%, \$1.66 per month increase in typical residential bill
- Sewer – adjustment reduced from last year's forecast of 8.4% to 6.5%, \$2.64 per month increase in typical residential bill
- Gas – adjustment of 1.9% forecasted last year has been deferred

Electric Fees

- Third year of phased-in adjustments
 - Implementation of phased-in adjustments of electric fees related to outdoor lighting installation, temporary services, and installation of permanent underground services will continue as planned.

Change in Typical Bill Based on Proposed Rate Adjustments

Utility	Consumption	Proposed Rate Adjustment	New Bill Based on Proposed Rate Adj.	Current Bill	Difference Between New Bill & Current Bill
Electric	1000 kWh with LM Credits	-4.00%	\$113.31	\$118.03	-\$4.72
Water	6,000 gallons water	5.50%	\$31.80	\$30.14	\$1.66
Sewer	6,000 gallons water	6.50%	\$43.45	\$40.81	\$2.64
Gas	50 ccf	0%	\$59.32	\$59.32	\$0.00
Total			\$247.88	\$248.30	-\$0.42

Key Provisions (cont.)

- Annual turnover or transfer of \$6,498,420 to the City of Greenville
- Transfer of \$4.5M to electric rate stabilization fund
- Infrastructure maintenance and expansion
 - \$9.69M investment in annual capital outlay
 - Transfer of \$4.85M to capital projects fund
 - Debt service to support investment

Personnel

- Funding for market adjustment at 1.5%, \$354K
- Funding for merit program at 1.5%, \$381K
- Continuation of health and dental plans
- \$500K transfer to OPEB Trust
- Funding to bring replacements on board prior to the retirement of key personnel
 - Facilitate succession planning
 - Leverage knowledge and experience of long-term employees for training on critical issues
 - Ensure smooth transitions

Personnel (cont.)

- Addition of 8 permanent positions
 - ❖ Administration – 1 position
 - Key Account Manager
 - ❖ Finance Administration – 1 position
 - Accountant
 - ❖ Risk Management – 1 position, replaces current part-time position
 - Staff Support Specialist I
 - ❖ Training – 1 position, replaces current part-time position
 - Trainer

Personnel (cont.)

- Addition of 8 permanent positions (cont.)
 - ❖ Water Resources – 3 positions
 - Construction Inspector I
 - WWTP Parts Manager
 - WWTP Maintenance Electrician
 - ❖ Utility Locating Services – 1 position, reduces overtime and replaces current contract services
 - Utility Locator I

FY 2016-17

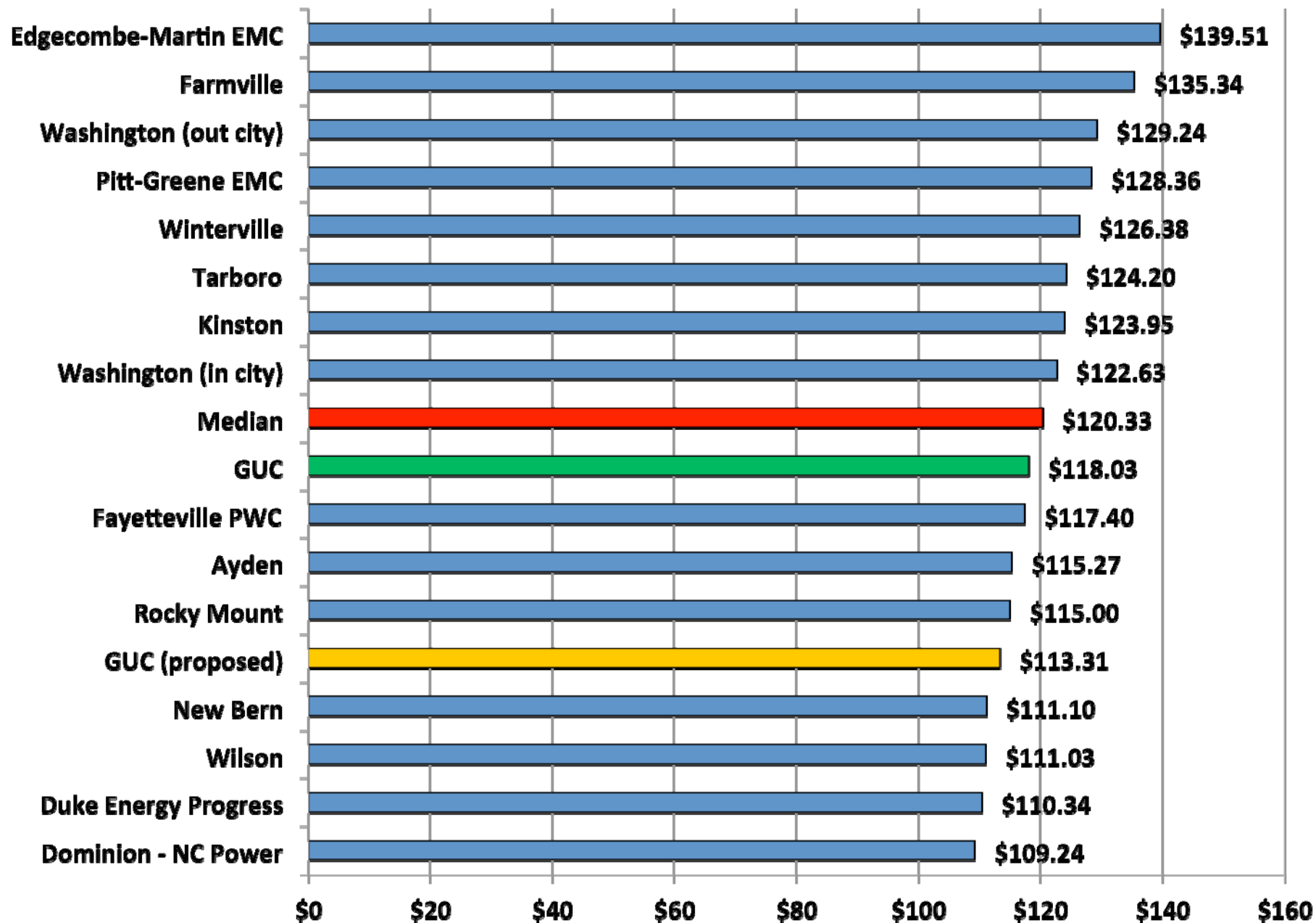
Budget Draft Revenues & Expenditures

Combined Funds	2016-17
Charges for Service	\$252,332,772
Miscellaneous Revenue & Interest Earnings	2,948,130
Bond Proceeds	1,418,727
Transfer from Capital Projects	800,000
Total Revenues	\$257,499,629
Operations	\$64,389,120
Purchased Power/Gas	150,148,871
Capital Outlay	9,686,918
Debt Service	14,683,867
City Turnover	6,498,420
Transfer to OPEB Trust	500,000
Transfer to Rate Stabilization	4,500,000
Transfer to Capital Projects	4,850,000
Transfer to Designated Reserve	1,050,000
Total Expenditures	\$256,307,196
Fund Equity/(Deficit)	\$1,192,433

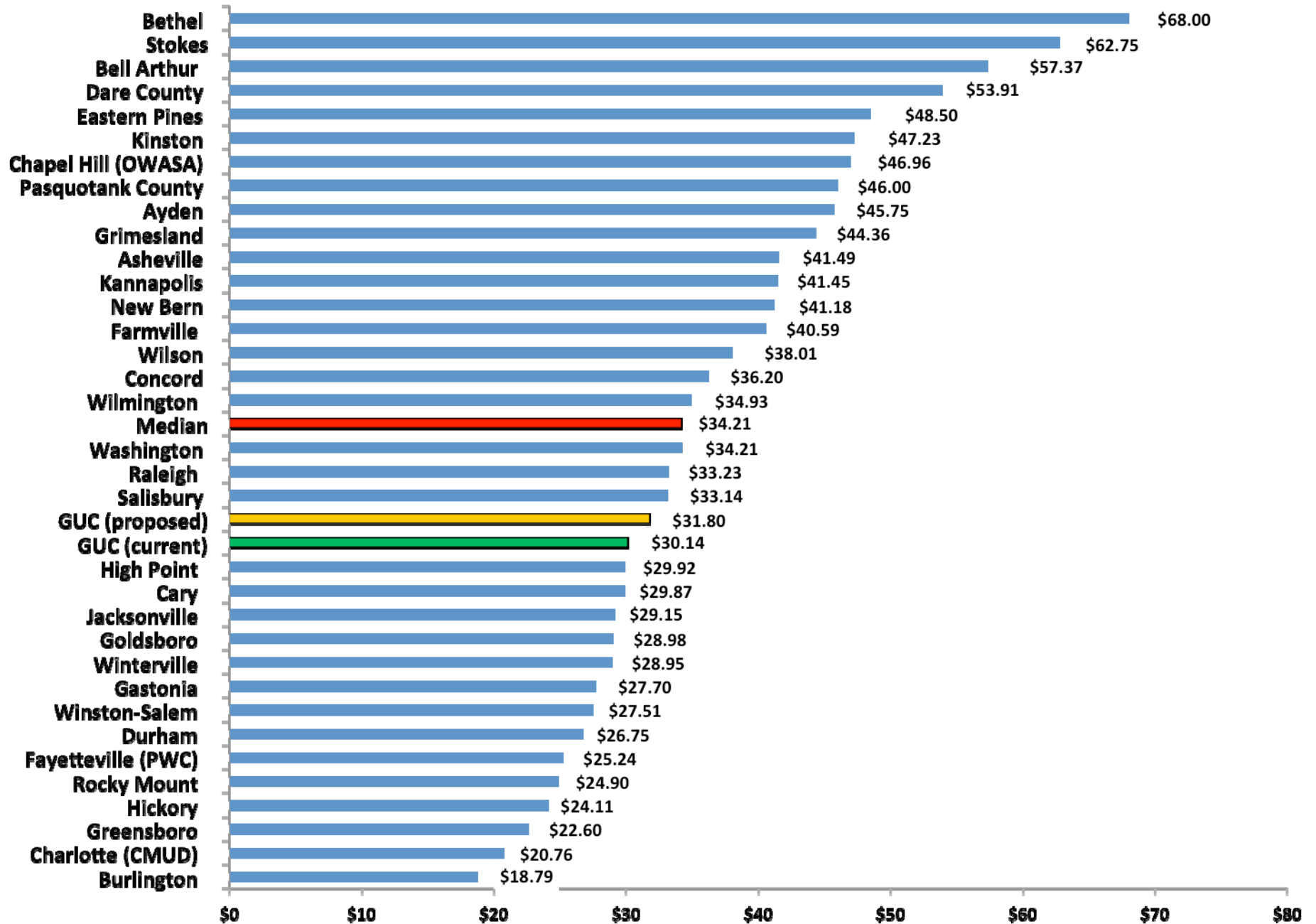
Combined Funds Key Performance Indicators

	2016-17 Budget
Debt Service Coverage <i>(1x coverage required)</i>	3.03x
LGC Fund Balance	20.6%
Days Cash on Hand	127

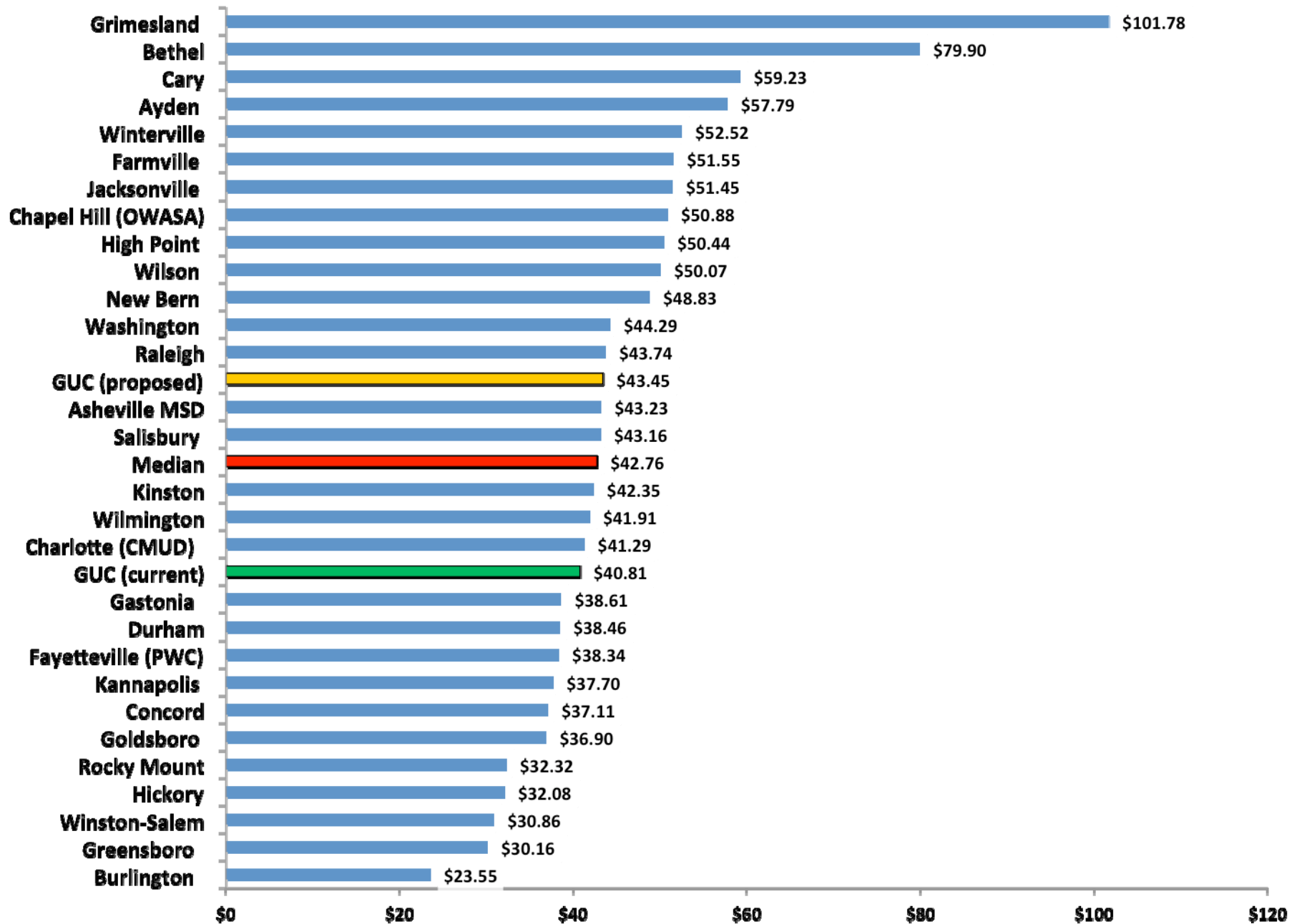
Electric: *Typical Residential Customer using 1,000 kWh with LM Credits*



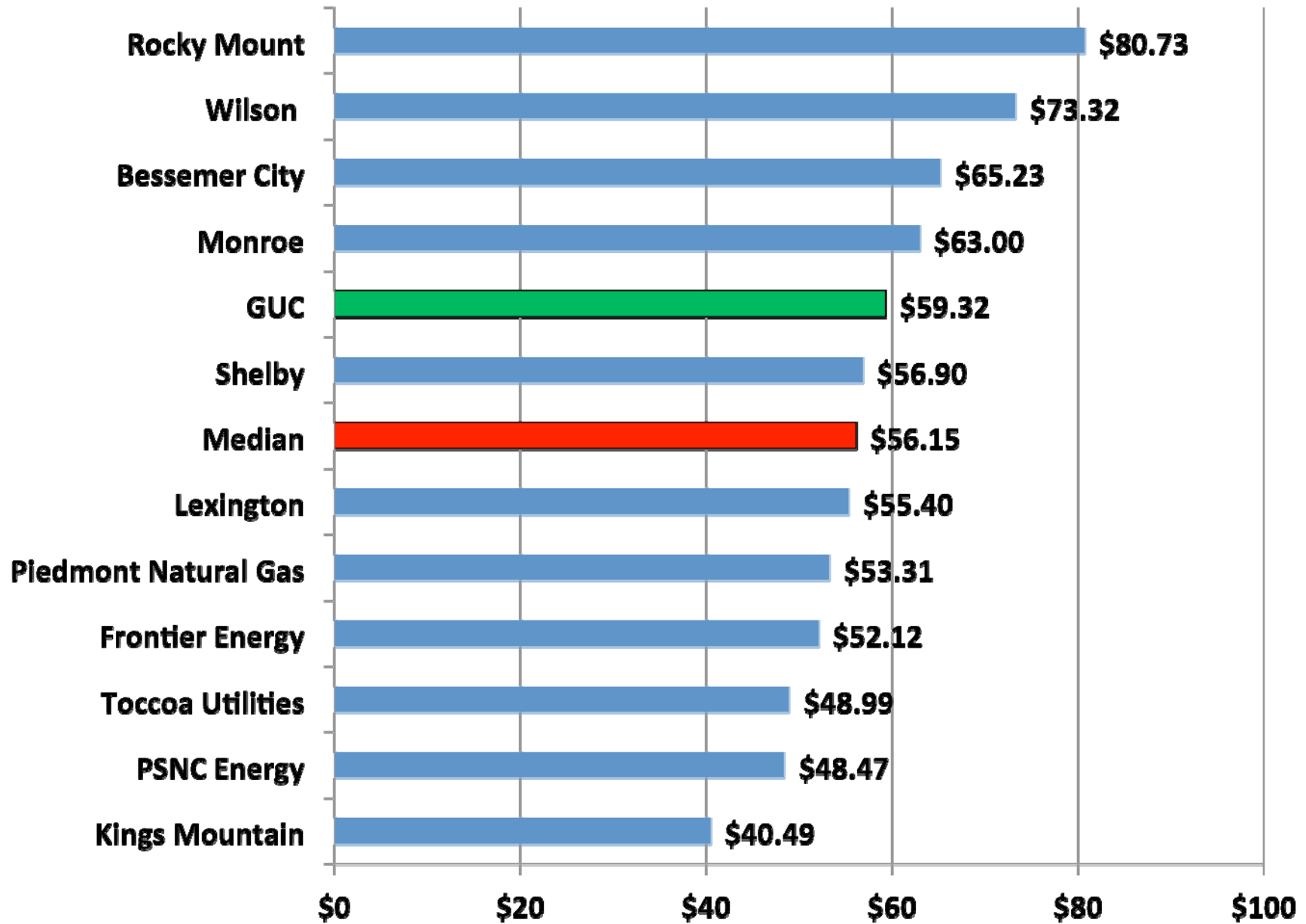
Water: *Typical Residential Customer using 6,000 gallons*



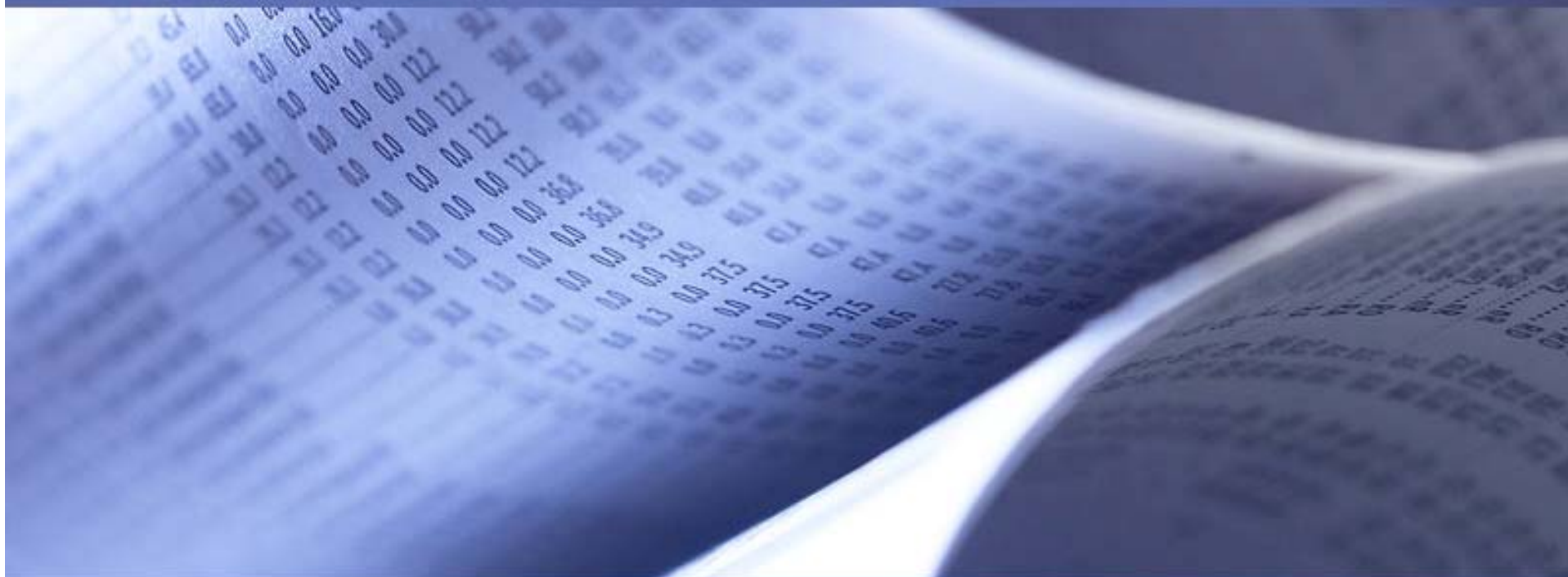
Sewer: *Typical Residential Customer using 6,000 gallons of water*



Natural Gas: *Typical Residential Customer using 50 ccf*



Capital Planning



Electric Fund

CAPITAL PROJECTS		2017	2018	2019	2020	2021	5-Year Spending
1	115kV Southwest Bypass Transmission Loop Circuit					\$100,000	\$100,000
2	ECP133 : Sugg Parkway Transmission Line		\$1,275,000	\$425,000			\$1,700,000
3	ECP134 : Sugg Parkway Substation		\$2,233,950	\$1,156,000			\$3,389,950
4	ECP138 : Greenville 230 kV South POD	\$3,200,000	\$1,240,188				\$4,440,188
5	ECP142 : Bells Fork to Hollywood Substation Upgrade Project	\$5,026,320					\$5,026,320
6	ECP144 : 10th Street Connector Project	\$279,491					\$279,491
7	Hudson's Xrds					\$325,000	\$325,000
8	Mt Pleasant to Wellcome 115 kV Transmission			\$200,000	\$2,870,000		\$3,070,000
9	POD #3 to Simpson Substation 115 kV Transmission Loop			\$150,000	\$150,000	\$2,180,000	\$2,480,000
10	UG Cable Replacement		\$710,000	\$710,000	\$710,000	\$710,000	\$2,840,000
TOTAL CAPITAL PROJECTS		\$8,505,811	\$5,459,138	\$2,641,000	\$3,730,000	\$3,315,000	\$23,650,949
CAPITAL OUTLAY		\$4,468,248	\$4,164,248	\$4,350,247	\$4,544,886	\$4,748,565	\$22,276,194
TOTAL CAPITAL		\$12,974,059	\$9,623,386	\$6,991,247	\$8,274,886	\$8,063,565	\$45,927,143

Water Fund

CAPITAL PROJECTS		2017	2018	2019	2020	2021	5-Year Spending
1	Elevated Tanks Inlet-Outlet Improvements				\$300,000		\$300,000
2	Memorial Drive 24 inch Transmission Main					\$233,000	\$233,000
3	Northside Tank Overcoat				\$438,000		\$438,000
4	Pre-Settling Impoundment Improvements			\$350,000	\$300,000		\$650,000
5	Water Main Rehabilitation Program Phase 2		\$1,000,000				\$1,000,000
6	Water Main Rehabilitation Program Phase 3				\$1,000,000		\$1,000,000
7	WCP117 : Water Treatment Plant Upgrade Phase 1	\$1,000,000	\$5,000,000	\$7,000,000	\$14,000,000	\$7,000,000	\$34,000,000
8	WCP121 : 10th Street Connector Project		\$1,890,800				\$1,890,800
9	WCP123 : City of Greenville Town Creek Culvert Improvement Project	\$1,100,000					\$1,100,000
10	WCP124 : Residual Lagoon Improvements	\$150,000	\$438,000	\$250,000	\$262,000		\$1,100,000
11	Westside Elevated Tank and Main			\$500,000	\$1,500,000	\$4,900,000	\$6,900,000
12	WCP122 : Water Main Rehabilitation Program	\$750,000	\$342,744				\$1,092,744

Sewer Fund

CAPITAL PROJECTS		2017	2018	2019	2020	2021	5-Year Spending
1	10th Street Connector Project		\$306,000				\$306,000
2	Forlines PS Expansion			\$180,000			\$180,000
3	Green Mill PS Expansion		\$800,000				\$800,000
4	Green Mill Run Tributary - 12 inch section	\$200,000					\$200,000
5	Green Mill Run Tributary - 18-21 inch section				\$1,100,000		\$1,100,000
6	Green Street PS and FM			\$120,000	\$980,000		\$1,100,000
7	SCP118 : Wastewater Southside Pumping Station Upgrade Project	\$4,500,000	\$950,000				\$5,450,000
8	SCP120 : Sewer Biosolids Processing Upgrades	\$3,100,000	\$3,616,400				\$6,716,400
9	SCP121 : Sewer Harris Mill Interceptor	\$542,011					\$542,011
10	SCP122 : Wastewater Treatment Plant Air Distribution System	\$1,385,851					\$1,385,851
11	Creek Culvert Improvements Project	\$1,500,000	\$320,000				\$1,820,000
12	Sewer Outfall Rehabilitation Phase 3		\$2,480,000				\$2,480,000

Sewer Fund

CAPITAL PROJECTS		2017	2018	2019	2020	2021	5-Year Spending
13	Tar River Outfall MH upgrades	\$100,000					\$100,000
14	WWTP Critical Component Upgrade			\$750,000	\$4,500,000	\$6,000,000	\$11,250,000
15	WWTP Expansion to 22.5 MGD				\$1,500,000	\$5,000,000	\$6,500,000
TOTAL CAPITAL PROJECTS		\$11,327,862	\$8,472,400	\$1,050,000	\$8,080,000	\$11,000,000	\$39,930,262
CAPITAL OUTLAY		\$1,759,950	\$529,660	\$553,880	\$579,244	\$605,806	\$4,028,540
TOTAL CAPITAL		\$13,087,812	\$9,002,060	\$1,603,880	\$8,659,244	\$11,605,806	\$43,958,802
FUNDING SOURCE		2017	2018	2019	2020	2021	5-Year Spending
	<i>Pay Go</i>	\$1,759,950	\$529,660	\$553,880	\$579,244	\$605,806	\$4,028,540
	<i>Transfers</i>		\$2,800,000	\$750,000	\$4,500,000	\$6,000,000	\$14,050,000
	<i>Fund Balance</i>						
	<i>Revenue Bonds</i>	\$5,682,011	\$4,722,400	\$300,000	\$3,580,000	\$5,000,000	\$19,284,411
	<i>SRF/Installment Loans</i>	\$5,645,851	\$950,000				\$6,595,851
	<i>Grants</i>						
TOTAL		\$13,087,812	\$9,002,060	\$1,603,880	\$8,659,244	\$11,605,806	\$43,958,802

Gas Fund

CAPITAL PROJECTS		2017	2018	2019	2020	2021	5-Year Spending
1	CNG Expansion Project		\$1,200,000				\$1,200,000
2	GCP92 : LNG Liquefaction Additions	\$1,000,000					\$1,000,000
3	GCP93 : Southwestern Loop Phase I		\$1,500,000				\$1,500,000
4	Southwestern Loop High-Pressure Gas Main Extension	\$500,000	\$300,000	\$4,350,000	\$4,350,000		\$9,500,000
5	Thomas Langston Road Enhancement Project	\$1,000,000					\$1,000,000
6	VOA Road Loop					\$1,200,000	\$1,200,000
TOTAL CAPITAL PROJECTS		\$2,500,000	\$3,000,000	\$4,350,000	\$4,350,000	\$1,200,000	\$15,400,000
CAPITAL OUTLAY		\$1,575,520	\$1,538,520	\$1,602,916	\$1,670,157	\$1,740,374	\$8,127,487
TOTAL CAPITAL		\$4,075,520	\$4,538,520	\$5,952,916	\$6,020,157	\$2,940,374	\$23,527,487

Facilities and Other

CAPITAL PROJECTS		2017	2018	2019	2020	2021	5-Year Spending
1	FCP100 : Downtown Office Efficiency and Enhancement	\$750,000	\$1,000,000				\$1,750,000
2	FCP10062 : New Operations Center Phase 1	\$1,000,000					\$1,000,000
3	New Operations Center Phase 2	\$2,000,000	\$2,000,000				\$4,000,000
4	WCP120 : Water/Sewer Meter ERT/Low Lead Compliance Changeout	\$342,000	\$342,000	\$342,000	\$342,000	\$342,000	\$1,710,000
TOTAL CAPITAL PROJECTS		\$4,092,000	\$3,342,000	\$342,000	\$342,000	\$342,000	\$8,460,000
CAPITAL OUTLAY		\$840,000	\$742,000	\$779,107	\$818,065	\$858,973	\$4,038,145
TOTAL CAPITAL		\$4,932,000	\$4,084,000	\$1,121,107	\$1,160,065	\$1,200,973	\$12,498,145

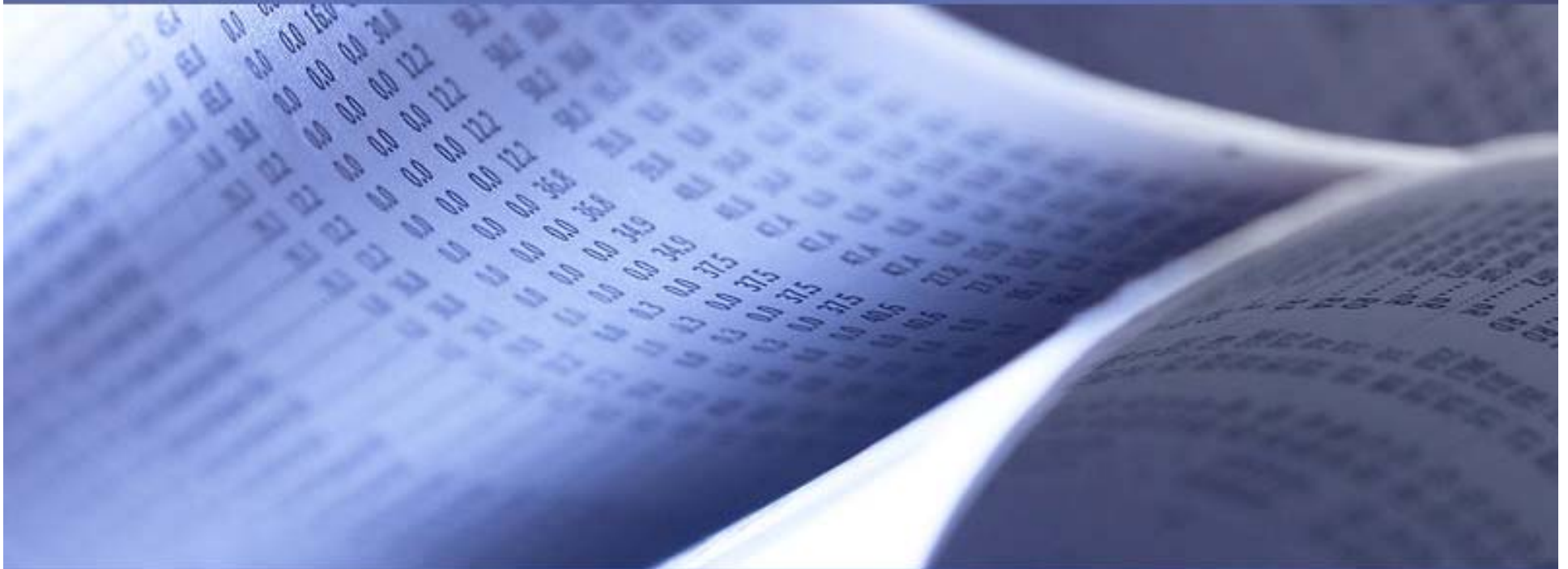
Capital Improvements Funding Plan

GUC TOTAL	2017 Forecast	2018 Forecast	2019 Forecast	2020 Forecast	2021 Forecast	5-Year Total
Capital Outlays	\$9,686,918	\$7,798,738	\$8,149,206	\$8,516,017	\$8,899,946	\$43,050,825
Capital Projects	30,271,416	28,945,082	16,483,000	34,302,000	27,990,000	137,991,498
Total Capital	\$39,958,334	\$36,743,820	\$24,632,206	\$42,818,017	\$36,889,946	\$181,042,323
<u>Funding - Debt Financing</u>						
Revenue Bonds	\$19,400,331	\$17,352,338	\$13,233,000	\$28,802,000	\$20,557,000	\$99,344,669
SRF Loans	6,395,851	1,292,744	-	-	-	7,688,595
	\$25,796,182	\$18,645,082	\$13,233,000	\$28,802,000	\$20,557,000	\$107,033,264
% to Total Capital	64.6%	50.7%	53.7%	67.3%	55.7%	59.1%
<u>Funding - Cash</u>						
Fund Balance	\$2,195,743	\$6,500,000	\$2,500,000	-	-	\$11,195,743
Capital Project Transfer	2,000,000	3,800,000	750,000	5,500,000	7,433,000	19,483,000
Grants and Contributions	279,491	-	-	-	-	279,491
Pay Go	9,686,918	7,798,738	8,149,206	8,516,017	8,899,946	43,050,825
	\$14,162,152	\$18,098,738	\$11,399,206	\$14,016,017	\$16,332,946	\$74,009,059
% to Total Capital	35.4%	49.3%	46.3%	32.7%	44.3%	40.9%
Total Funding	\$39,958,334	\$36,743,820	\$24,632,206	\$42,818,017	\$36,889,946	\$181,042,323

Capital Project Budgets Scheduled to be Adopted with FY 2016-17 Annual Budget

Project	Budget
Electric - POD #3 to Simpson Substation 115 kV Transmission Loop	\$300,000
Sewer – 10 th Street Connector Project	306,000
Gas – Thomas Langston Road Enhancements	1,000,000
Facilities – New Operations Center Phase 2	4,000,000
Total Capital Projects Budget	\$5,606,000

Long-term Financial Forecast



Combined Funds Long-term Financial Forecast

	<u>FY 2016-17</u>	<u>FY 2017-18</u>	<u>FY 2018-19</u>	<u>FY 2019-20</u>	<u>FY 2020-21</u>
Budgeted Revenue	\$ 256,699,629	\$ 260,564,610	\$ 263,918,923	\$ 270,475,615	\$ 275,469,225
Transfer from Capital Projects	800,000	-	-	-	-
Transfer from Rate Stabilization	-	-	-	-	2,800,000
Budgeted Expenditures	(224,724,909)	(224,063,868)	(225,618,751)	(229,579,427)	(236,672,131)
Debt Service	(14,683,867)	(15,829,985)	(16,474,730)	(15,850,536)	(17,531,965)
City Turnover	(6,498,420)	(7,355,683)	(7,634,643)	(8,024,322)	(7,192,742)
Rate Stabilization	(4,500,000)	(1,200,000)	(200,000)	-	-
Transfer to Capital Projects	(4,850,000)	(8,700,000)	(10,100,000)	(13,050,000)	(12,650,000)
Transfer to Designated Reserve	(1,050,000)	(1,750,000)	(2,200,000)	(2,300,000)	(2,750,000)
Projected Surplus (Deficit)	\$ 1,192,433	\$ 1,665,074	\$ 1,690,799	\$ 1,671,330	\$ 1,472,387
Proposed Debt Issuance	\$ -	\$ 31,052,507	\$ -	\$ 49,555,680	\$ -
Projected Debt Coverage Ratio	3.03x	2.88x	2.82x	3.26x	2.72x
Projected Fund Balance	20.6%	21.6%	22.6%	23.4%	24.1%
Projected Days Cash on Hand	127	132	138	142	145
Projected Equity/Capitalization	74%	71%	74%	69%	71%
Projected Typical Residential Bill ⁽¹⁾	\$247.88	\$254.79	\$262.77	\$271.38	\$280.63

⁽¹⁾ With electric, water, sewer and gas service; includes rate adjustments but does not include purchased gas adjustments

Electric Fund

Long-term Financial Forecast

	<u>FY 2016-17</u>	<u>FY 2017-18</u>	<u>FY 2018-19</u>	<u>FY 2019-20</u>	<u>FY 2020-21</u>
Budgeted Revenues	\$ 178,484,083	\$ 178,576,597	\$ 177,959,434	\$ 178,847,579	\$ 179,313,610
Transfer from Rate Stabilization	-	-	-	-	2,800,000
Budgeted Expenditures	(162,494,515)	(163,195,447)	(163,388,041)	(165,949,492)	(171,600,381)
Debt Service	(3,276,228)	(3,577,039)	(3,647,356)	(3,366,455)	(3,971,997)
City Turnover	(4,638,420)	(5,244,683)	(5,424,643)	(5,519,322)	(4,932,742)
Transfer to Rate Stabilization	(4,500,000)	(1,200,000)	(200,000)	-	-
Transfer to Capital Projects	(2,400,000)	(3,300,000)	(3,200,000)	(2,300,000)	-
Transfer to Designated Reserve	(300,000)	(600,000)	(700,000)	(300,000)	(400,000)
Projected Surplus (Deficit)	\$ 874,920	\$ 1,459,428	\$ 1,399,394	\$ 1,412,310	\$ 1,208,490
Proposed Debt Issuance	\$ -	\$ 2,690,250	\$ -	\$ 11,950,320	\$ -
Projected Debt Coverage Ratio	8.18x	5.69x	5.35x	5.69x	3.30x
Projected Fund Balance	16.5%	17.7%	18.9%	19.7%	20.2%
Projected Days Cash on Hand	109	113	117	120	119
Projected Equity/Capitalization	79%	79%	80%	77%	77%
Rate Adjustments					
Current Forecast	-4.0%	0.0%	0.0%	0.0%	0.0%
Projected Typical Residential Bill ⁽¹⁾	\$113.31	\$113.31	\$113.31	\$113.31	\$113.31
Last Year's Forecast	0.0%	0.0%	0.0%	0.0%	n/a

⁽¹⁾ Annualized bill based on usage of 1,000 kWh per month

Water Fund

Long-term Financial Forecast

	<u>FY 2016-17</u>	<u>FY 2017-18</u>	<u>FY 2018-19</u>	<u>FY 2019-20</u>	<u>FY 2020-21</u>
Budgeted Revenues	\$ 19,431,931	\$ 21,049,705	\$ 22,520,524	\$ 24,834,051	\$ 26,454,238
Budgeted Expenditures	(14,259,062)	(14,138,210)	(14,572,040)	(15,019,438)	(15,480,913)
Debt Service	(3,595,217)	(3,777,344)	(4,339,201)	(4,413,580)	(5,466,650)
Transfer to Capital Projects	(1,100,000)	(2,600,000)	(3,000,000)	(4,650,000)	(4,600,000)
Transfer to Designated Reserve	(300,000)	(450,000)	(450,000)	(600,000)	(750,000)
Projected Surplus (Deficit)	\$ 177,652	\$ 84,151	\$ 159,283	\$ 151,033	\$ 156,675
Proposed Debt Issuance	\$ -	\$ 14,194,727	\$ -	\$ 20,795,760	\$ -
Projected Debt Coverage Ratio	1.73x	2.12x	2.01x	2.54x	2.16x
Projected Fund Balance	18.7%	19.1%	19.9%	20.3%	21.8%
Projected Days Cash on Hand	148	160	172	186	203
Projected Equity/Capitalization	74%	66%	69%	60%	63%
Rate Adjustments					
Current Forecast	5.5%	7.4%	8.6%	8.6%	8.6%
Projected Typical Residential Bill ⁽¹⁾	\$31.80	\$34.14	\$37.08	\$40.27	\$43.72
Last Year's Forecast	7.4%	7.4%	7.4%	7.4%	n/a

⁽¹⁾ Based on usage of 6,000 gallons per month

Sewer Fund

Long-term Financial Forecast

	<u>FY 2016-17</u>	<u>FY 2017-18</u>	<u>FY 2018-19</u>	<u>FY 2019-20</u>	<u>FY 2020-21</u>
Budgeted Revenues	\$ 22,398,517	\$ 24,339,102	\$ 26,157,028	\$ 28,567,777	\$ 30,846,286
Transfer from Capital Projects	800,000	-	-	-	-
Budgeted Expenditures	(15,160,033)	(14,086,272)	(14,517,799)	(14,962,790)	(15,421,739)
Debt Service	(6,233,324)	(6,855,204)	(6,950,848)	(6,523,206)	(6,097,456)
Transfer to Capital Projects	(1,250,000)	(2,600,000)	(3,550,000)	(5,600,000)	(7,650,000)
Transfer to Designated Reserve	(450,000)	(700,000)	(1,050,000)	(1,400,000)	(1,600,000)
Projected Surplus (Deficit)	\$ 105,160	\$ 97,626	\$ 88,381	\$ 81,781	\$ 77,091
Proposed Debt Issuance	\$ -	\$ 11,579,280	\$ -	\$ 7,935,600	\$ -
Projected Debt Coverage Ratio	1.49x	1.61x	1.78x	2.23x	2.66x
Projected Fund Balance	18.9%	20.9%	23.4%	26.3%	29.4%
Projected Days Cash on Hand	150	169	194	226	261
Projected Equity/Capitalization	66%	64%	67%	67%	70%
Rate Adjustments					
Current Forecast	6.5%	8.4%	8.5%	8.5%	8.4%
Projected Typical Residential Bill ⁽¹⁾	\$43.45	\$47.09	\$51.07	\$55.39	\$60.05
Last Year's Forecast	8.4%	8.4%	8.4%	8.4%	n/a

⁽¹⁾ Based on usage of 6,000 gallons of water per month

Gas Fund

Long-term Financial Forecast

	<u>FY 2016-17</u>	<u>FY 2017-18</u>	<u>FY 2018-19</u>	<u>FY 2019-20</u>	<u>FY 2020-21</u>
Budgeted Revenues	\$ 36,385,098	\$ 36,599,206	\$ 37,281,937	\$ 38,226,208	\$ 38,855,091
Budgeted Expenditures	(32,811,299)	(32,643,939)	(33,140,871)	(33,647,707)	(34,169,098)
Debt Service	(1,579,098)	(1,620,398)	(1,537,325)	(1,547,295)	(1,995,862)
City Turnover	(1,860,000)	(2,111,000)	(2,210,000)	(2,505,000)	(2,260,000)
Transfer to Capital Projects	(100,000)	(200,000)	(350,000)	(500,000)	(400,000)
Projected Surplus (Deficit)	\$ 34,701	\$ 23,869	\$ 43,741	\$ 26,206	\$ 30,131
Proposed Debt Issuance	\$ -	\$ 2,588,250	\$ -	\$ 8,874,000	\$ -
Projected Debt Coverage Ratio	4.08x	3.56x	3.84x	4.54x	3.30x
Projected Fund Balance	42.6%	42.4%	41.6%	40.5%	39.8%
Projected Days Cash on Hand	205	206	203	201	198
Projected Equity/Capitalization	78%	76%	77%	70%	71%
Rate Adjustments					
Current Forecast	0.0%	1.6%	1.8%	1.8%	1.8%
Projected Typical Residential Bill	\$59.32	\$60.25	\$61.31	\$62.41	\$63.55
Last Year's Forecast ⁽²⁾	1.9%	1.9%	2.0%	2.0%	n/a

⁽¹⁾ Based on usage of 50 ccf per month; does not include purchased gas adjustments

Item 7:
**Presentation on the status of East
10th Street traffic safety
improvements**

Feedback from Public Workshops

- Provide safe pedestrian crossings
- Lower speed limits
- Remove the two-way left-turn lane or add a median
- Provide bike lanes/paths
- Provide continuous sidewalks
- Need for a traffic signal at Silver Maple Lane
- Red light running at Oxford Road

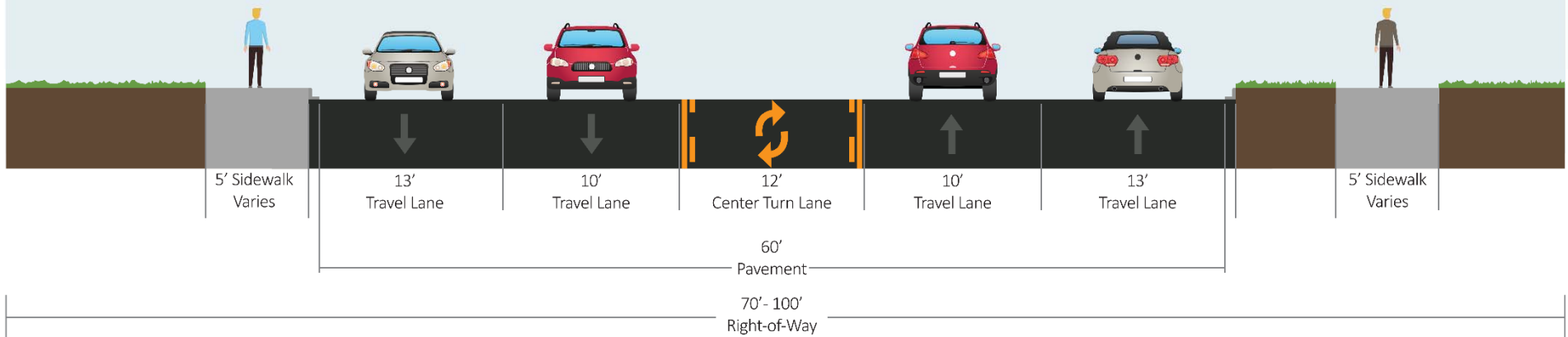
Corridor Wide Recommendations

- Continuous sidewalks
- ADA compliant ramps
- Crosswalks and pedestrian signal heads at all signals
- Upgrade existing signals to flashing yellow arrows for PM+PT lefts
- Bicycle friendly sewer grates
- Continuous LED street lighting
- Resurfacing
- 14' -16' planted median with fence with 10' multi-use path on one side

Existing Typical Section

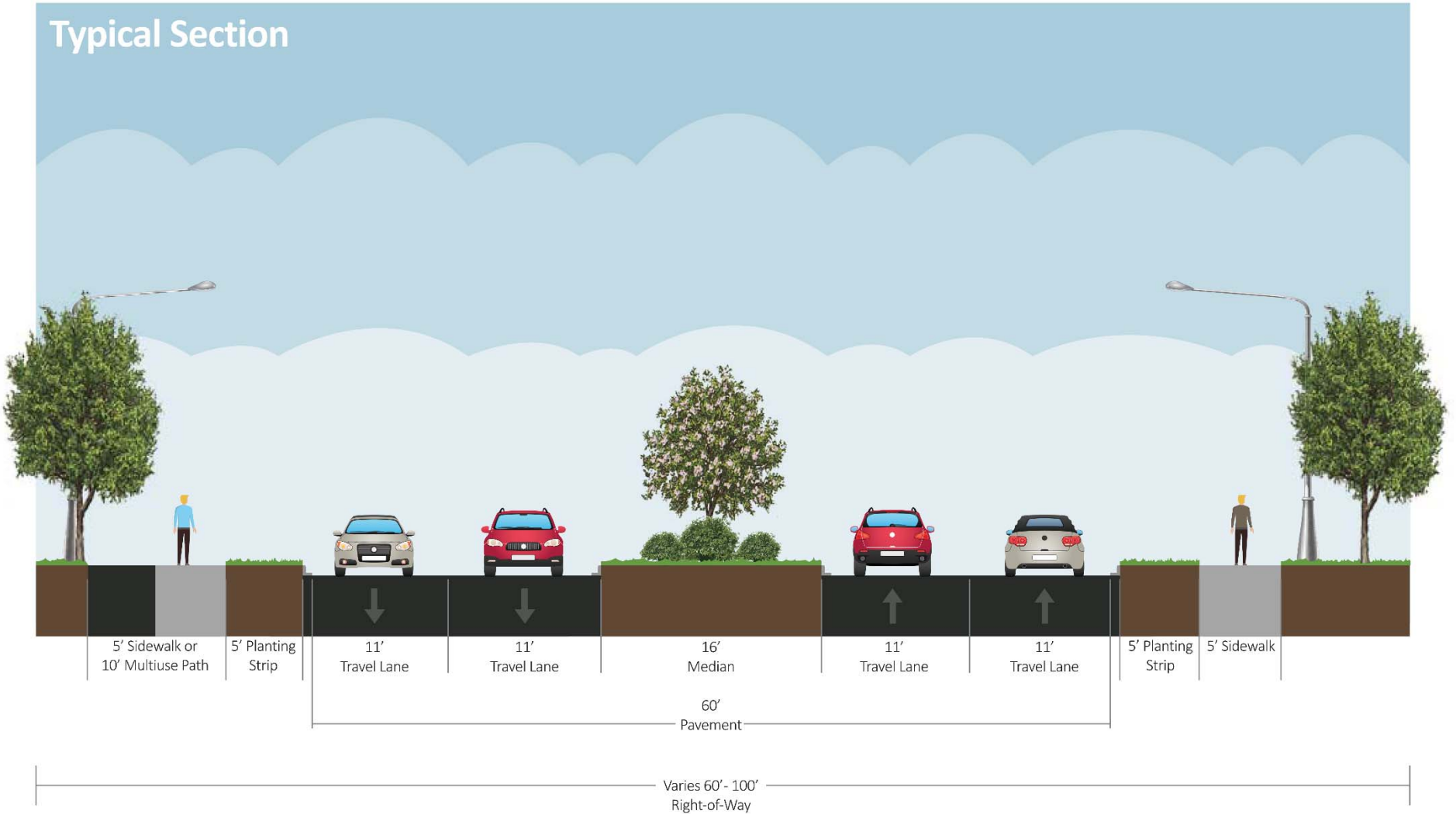


At intersection approaches



Find yourself in good company

Typical Section



Find yourself in good company



Conceptual 16' Median Treatment

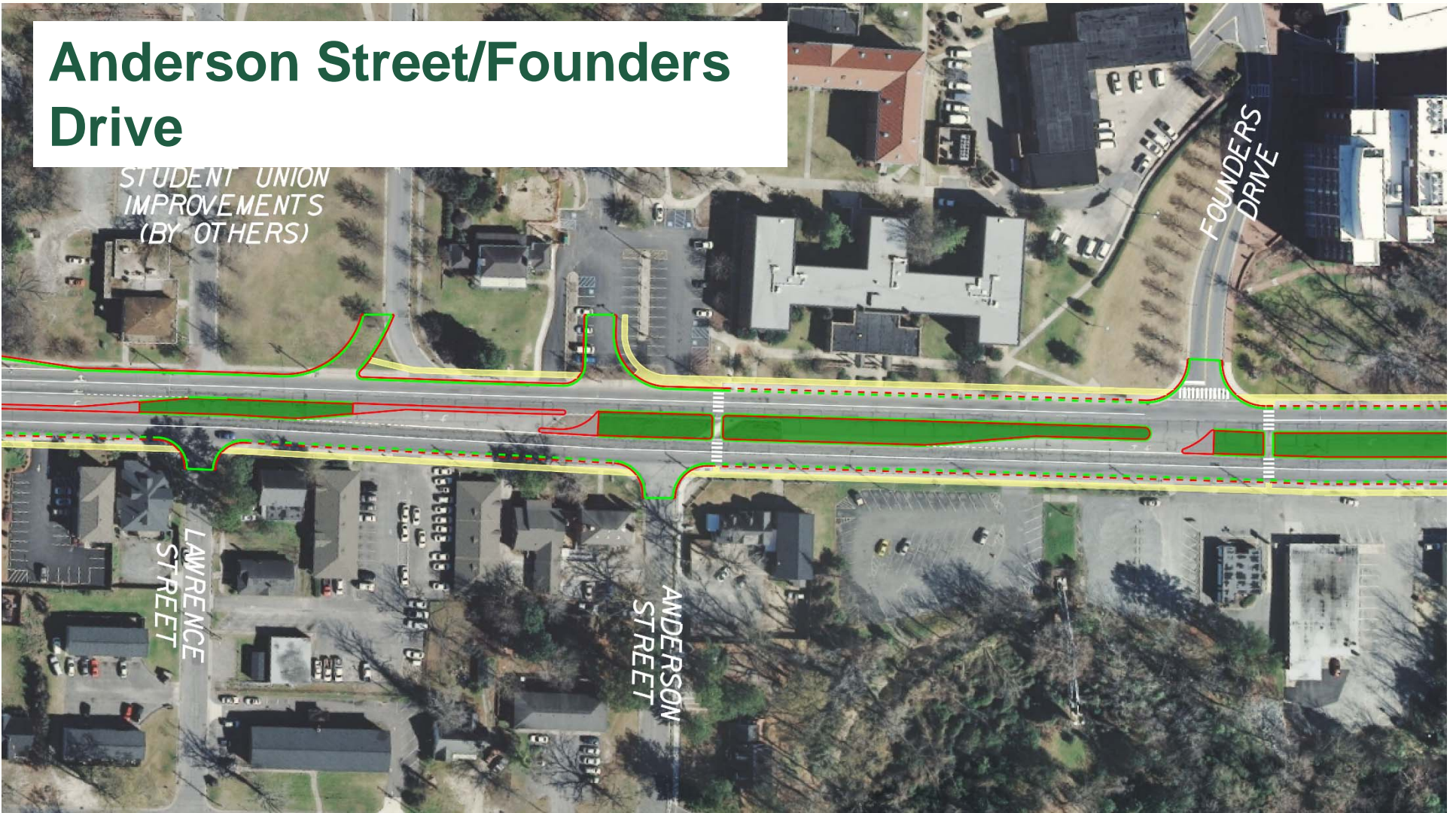


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Conceptual Design – Forest Hill Cir. to Greenville Blvd.















Anderson Street/Founders Drive

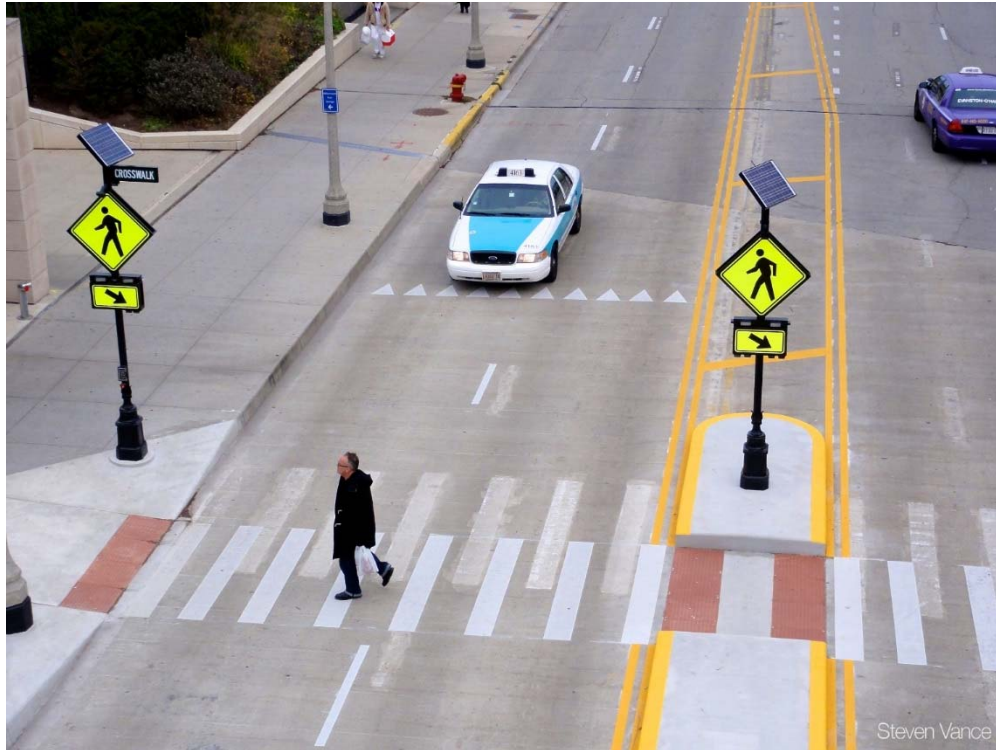


Pedestrian Hybrid Beacon (a.k.a. PHB, formerly HAWK)

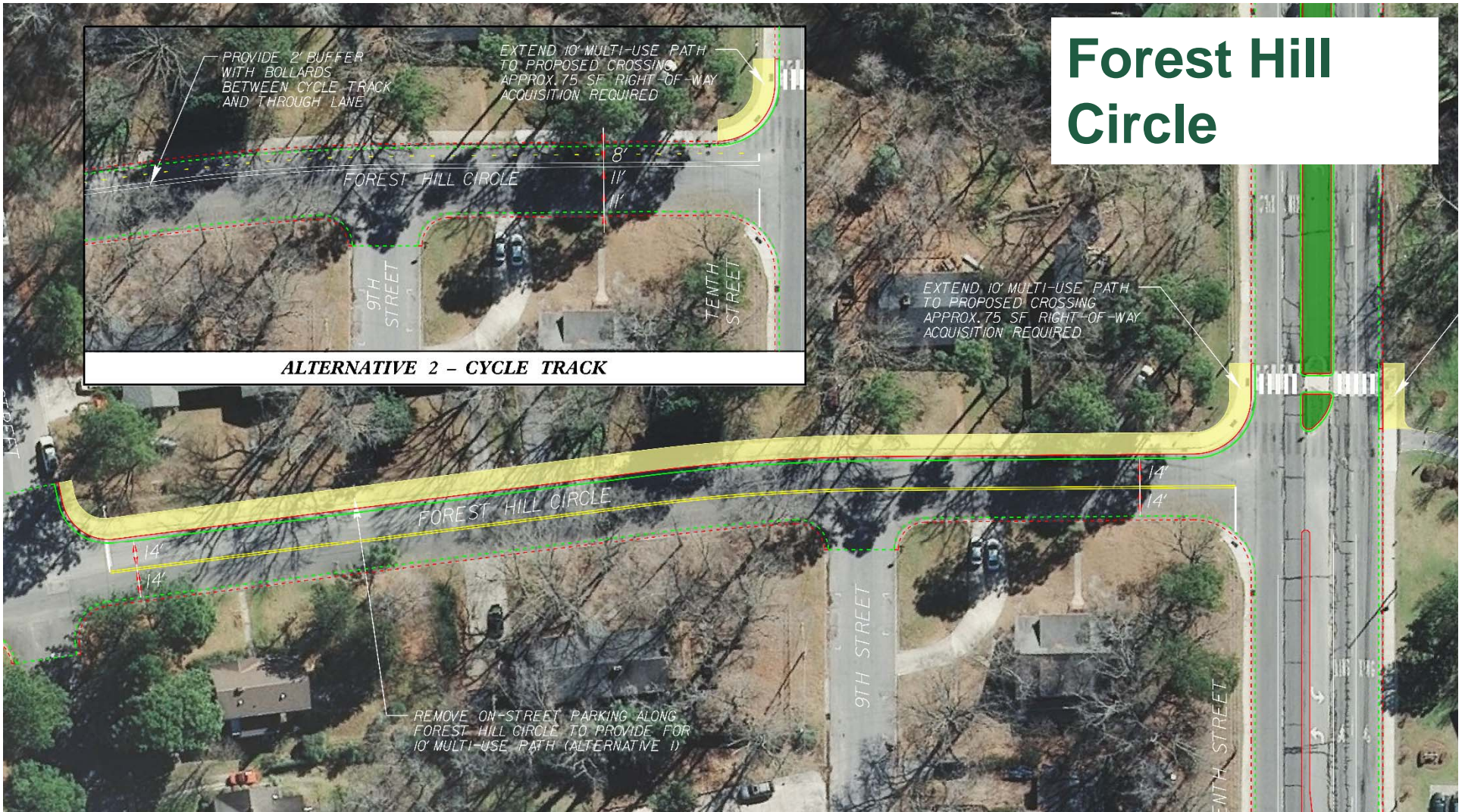


	What Drivers See	What Pedestrians See
1.	 DARK	 Push the button.
2.	 FLASHING	
3.	 STEADY	
4.	 STEADY	 Start crossing.
5.	 ALTERNATING (like RXR) Stop. Then go if clear.	 FLASHING Continue crossing.
6.	 DARK	

Rectangular Rapid Flashing Beacon (RRFB)



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DRAFT

Intersection of 5th and 10th Streets

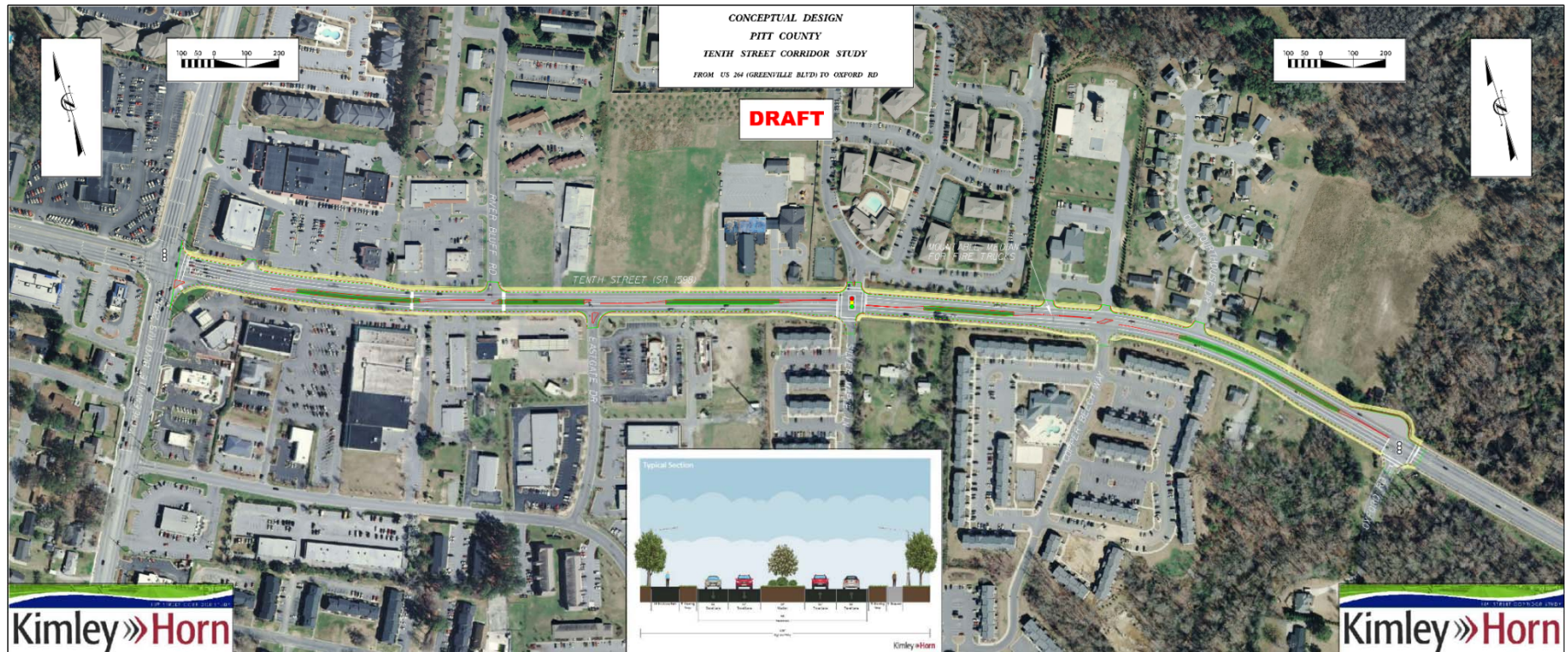
WIDEN TO PROVIDE
ADDITIONAL SOUTHBOUND
LEFT-TURN LANE

TENTH STREET

CLOSE DRIVEWAY
TO EAST GATE
SHOPPING CENTER

ALTERNATIVE 2 - RETAIN EAST GATE DRIVEWAY

Conceptual Design – Greenville Blvd. to Oxford Rd.





**River Bluff
Road/
Eastgate Drive**

TENTH STREET (SR 1598)

EASTGATE DR



Find yourself in good company

Corridor Wide Recommendations

- Continuous sidewalks
 - ADA compliant ramps



Corridor Wide Recommendations

- Bicycle friendly sewer grates



Item 8:

Arm access to Fourth Street Parking Garage

Discussion on 4th St Parking Garage Access Control

Parking Garage: - Completed in March 2015
Capacity 240 spaces

Leased = 129 spaces

Public = 111 spaces

Existing Operations:



Existing Operations

No gated or metered entry with security arm and ticket dispenser

Vehicle enters parking garage, parks and then pays for parking as they leave garage.

Existing Operations – Hectronics Citea pay by plate machine



Existing Operations – Hectronics Citea
contract awarded April 6, 2015

Lease: Annualized Lease cost of \$21k and
back office cost of \$27.5k for 12 stations
and 8 handhelds (Set up cost of \$8k)

Terms = 5 year lease

Types of Pay Meters



Types of Pay Meters



Parking Deck Entrance/Exit

- Options – Concrete Island, automated ticket and entry gate
- Installation Cost = \$25k- \$30k per location
- 2 locations = \$50-\$60k total for islands, loops (4), bollards, gates, pay station.
- Typical Software costs = \$30k installation cost
- \$5K annual software



Parking Deck Entrance/Exit

Advantages

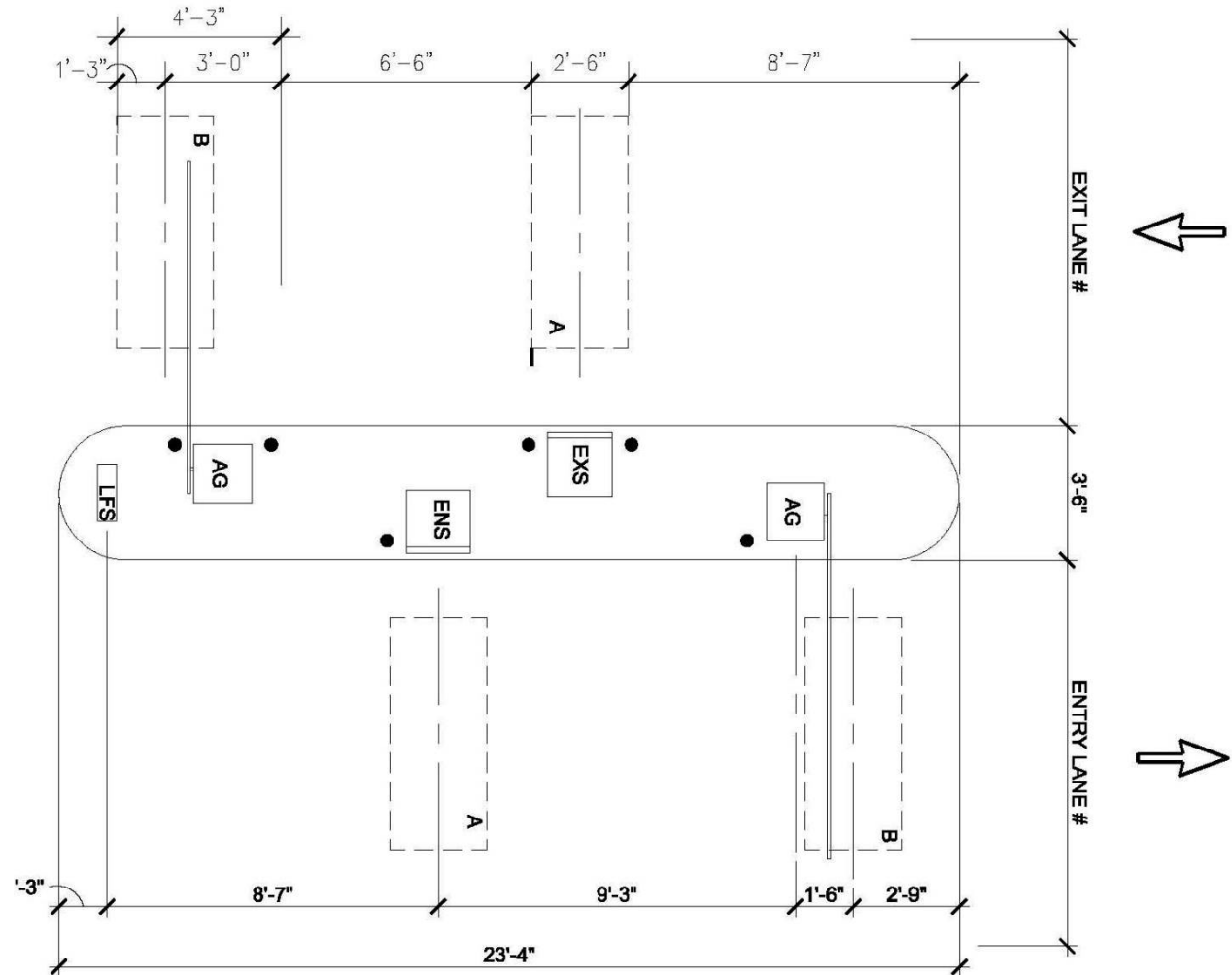
- Pay at Entry/Exit
- Security
- Control entry and exit

Disadvantages

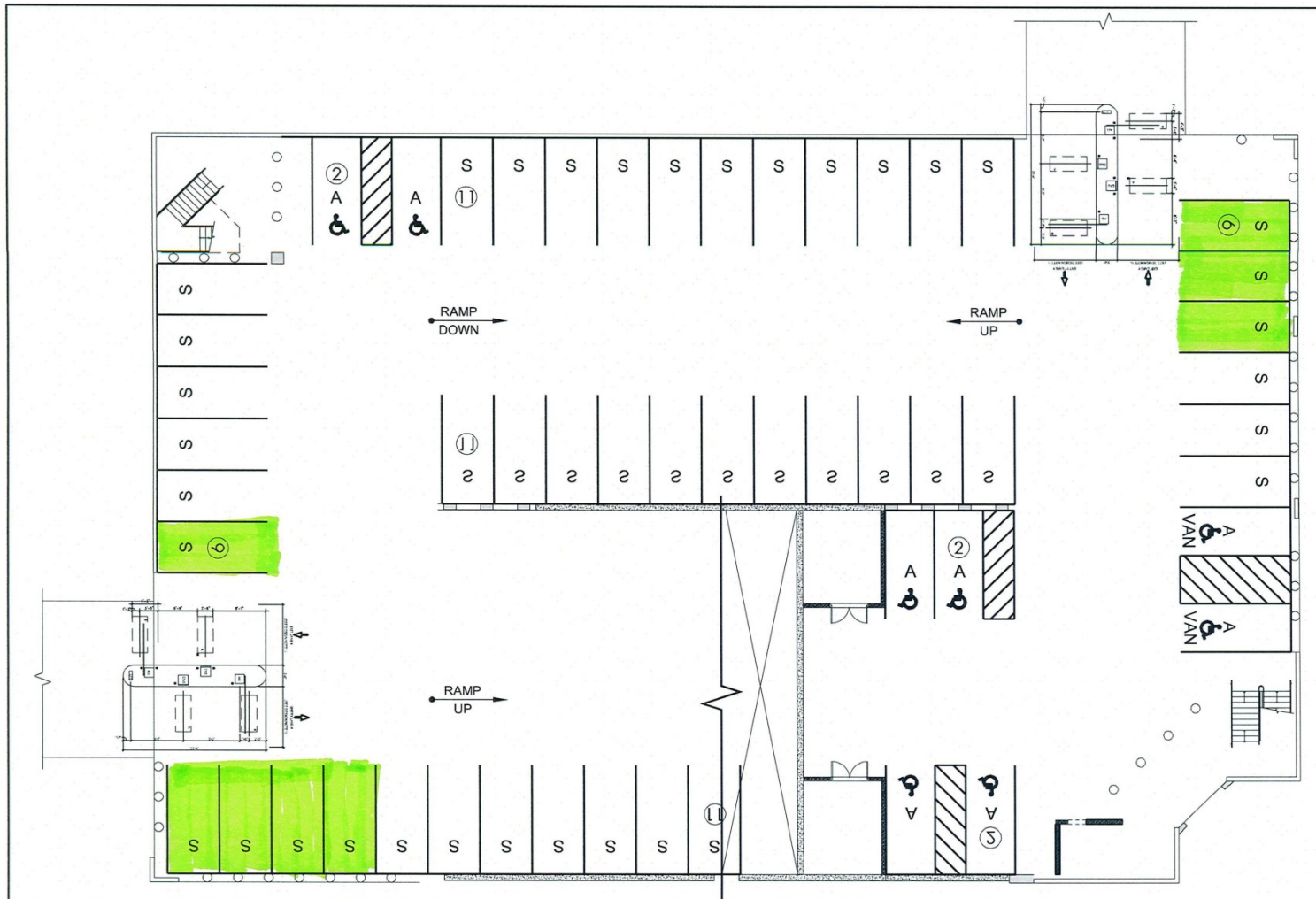
- Possible Wait time for entry/exit
- Retrofit - Eliminate 4 - 8 parking spots
- Cost



TYPICAL GATE LAYOUT



ENTRANCE PLAN



Find yourself in good company

Staff Direction Required:

Evaluate Implementation of Entry gates and pay stations further?

Item 9:

Discussion of policy for electric car stations in the Fourth Street Parking Garage

Discussion on Electric Charging Stations in 4th St Parking Garage:

Two Electric Charging Stations donated by Nissan and installed April 2015

AeroEnvironment Model EVSE-RS Chargers

Level 2 Type Charger



Electric Charging Stations:

Level 1 Charging – Household type installation
About 20+ hours for a full charge (5 miles per charged hour)

DC FAST Charging - 40 miles/10 min. Cost \$100k+ to install. Get a full charge during lunch.

Level 2 Charging – 25 miles per hour of charge.

Electric Charging Stations:

Level 2 Charging Station – installed in 4th St Parking Garage



Electric Charging:

Most charging stations are free – 65% are free – Why?

Most charging occurs at home where a plug is convenient

Payment system would require communciations and software exceeding the cost of chargers and power recovery fee

Electric Charging:

Costs: Cost for electricity is \$0.11/kWhr

Max electrical cost at charging station would be \$965/yr (24-hr day charge for 365 days/yr)

Cost to park in this location would be \$1,560 based on hours and days for paid parking.

Net = \$600 revenue.

Electric Charging:

Additional Considerations:

City currently has 1 electric vehicle . Code enforcement vehicle is currently charged in the Police/Fire Parking Lot.

In September 2016 the charging for this vehicle will be relocated to 4th St Parking Garage due to development project.

Having a charging station will incentivize patrons to come downtown. Lunch or dinner while charging vehicle.

Promotes Emission free driving. Code Enforcement vehicle will produce 3 tons less carbon dioxide annually.

Electric Usage at Parking Deck

Monthly Bills for 2016 - Charger installed April 7, 2016

– January	\$1,134.48
– February	\$1,259.96
– March	\$1,206.02
– April	\$1,164.54

Electric Charging Policy

Spaces are not currently limited to electric powered vehicles – may change in September 2016

Electric Charging is free of additional charge (in addition to paying for parking)

Policy will be re-evaluated after one year

Item 10:

Presentation and plan on naming rights, advertising and marketing

Fundraising Opportunities-Initial Report

A naming rights, sponsorships and
advertising overview

Naming Rights

Financial transaction whereby a corporation or other entity purchases the right to name a facility or event for a defined period of time. For properties like a multi-purpose arena, performing arts venue or an athletic field, the terms range from 3-20 years. Longer terms are more common for higher profile venues such as a professional sports facility

Why Cities Consider Naming Rights?

- Funding
 - Additional revenue stream for local government
- Charity
 - Advertise for public cause
- Commerce
 - Promotes local company or branding

Benchmarking

North Carolina Cities

Asheville

- Prior to having the written policy, Asheville sold the naming right of the civic center to US Cellular.
- After the civic center contract, there was a public outcry which prompted a written policy.
- Now, Asheville has a written policy whereby any requests for naming rights are submitted to City Council. After review, there is a 30 day waiting period where another company could submit a higher “bid”.
- Bus advertisement with a fee schedule.

Durham

- Does not have a written policy.
- Durham Library Foundation offers naming rights to select rooms in regional library.
- DPAC-has naming rights, but no major sponsor. Sponsorships for ticket booths, closets, etc.
- Bus advertisement with a fee schedule.

Greensboro

- Does not have a written policy.
- Naming rights on a case by case basis, primarily in recognition of a large contribution or public service of an individual.
- PPP for the performing arts center that resulted in naming the center. The public contribution is \$40M, the private capital totaled \$38M; of that \$38M, the owner of Tanger Outlet donated \$8M. GBO officials elected to name the center the Tanger Performing Arts Center.
- Bus advertising with a fee schedule.

Raleigh

- Does not have a readily available written policy.
- Naming rights on a case by case basis.
- Red Hat Inc. has naming rights on the downtown, open-air Raleigh Amphitheater, \$1.175 million deal. Original Bud Light deal was blocked.
- Coastal Credit Union Concert Series at Walnut Creek.
- Kid's Museum naming rights Wachovia IMAX.
- Bus advertising with a fee schedule.

Wilmington

- Does not have a written policy
- Facilities are named in honor of individuals
- Intends to sell naming rights for a 6.6 acre river front park

Other examples

- Sun Prairie, Wis., names school (Hallman Lindsay Paints)
- Philadelphia named subway stop (AT&T)
- Brooklyn, N.Y. subway stop (Barclays)
- Chicago pedestrian bridge (BP)
- California's Cuyamaca Rancho State Park (Coca-Cola)
- Brooklyn, N.Y., East River State Park (Nestle Juicy Juice)
- Virginia and Maryland park trail markers (North Face)
- Chicago names bus stops and train stations
- Louisiana wraps motorist assistance cars (State Farm)
- Cary, NC sold naming rights of soccer field (Wake Med)

Benchmark Findings

Municipalities

- Many government agencies seek corporate branding/sponsorships as an alternate revenue stream
- Generally offer naming rights on high profile facilities/events
- Consistently use bus advertisement as an additional source of revenue
- Have inconsistent policies and practices for naming rights/advertising
- Have exclusions that apply (alcohol, tobacco, politics, etc)

Benchmark (continued)

Municipalities

- Naming rights: facilities, events, trails, bus shelters, parks, playgrounds, bricks, benches, bridges
- Advertising: buses, brochures, events, bus shelters, golf courses, athletic fields, restrooms

Current Greenville Naming

Andrew Best Freedom Park	Eppes Recreation Center	Robert Cherry Fishing Pier (Town Common; when complete)
Barnes-Ebron-Taft Building (Greenfield Terrace Park)	*Greenville Toyota Amphitheater	Sarah Vaughn Field of Dreams (Elm Street Park)
Beatrice Maye Garden Park	Guy Smith Park and Stadium	Stallings Stadium at Elm Street Park
Boyd Lee Park and Center	Jaycee Park	Stasavich Science & Nature Center, River Park North
Drew Steele Center	Marvin's Mini-Mart (Elm Street Park, after Marvin Jarman)	Thomas Foreman Park

Additional Greenville Parks

Bradford Creek Soccer Complex	South Greenville Park	*Dream Park	River Park North
Hillsdale Park	Kristen Drive Playground	Peppermint Park	Woodlawn Park
West Haven Park	Sports Connection	Greensprings Park	South Greenville Rec Center
Elm Street Park	River Birch Tennis Center	Greenville Aquatics and Fitness Center	Off Leash Dog Park
South Tar Greenway	Greenfield Terrace Park	Bradford Creek Golf Course	Splashpoint Sprayground

For Revenue Considerations

Naming Rights	Advertisement
GTAC	Golf Course*
Greenville Toyota Amphitheater	Brochures
Convention Center	Athletic fields*
4 th Street Parking Deck	Buses
Old Green Street Bridge	Bus shelters
Town Common	Trails
Five Points	Events*
Various Events	
*Greenville does some advertising	

Next Steps

Naming Rights

- a. Create a policy for naming rights;
 - a. Establish an initial funding level, on-going annual funding and minimum number of contract years
- b. Run a naming rights test pilot for a facility;
 - a. Bring back to Council a contract for approval

Advertisement

- a. Create a policy for advertisement
- b. Create bid documents for soliciting a 3rd party firm to manage an advertising program
 - a. Payment based on a percentage of newly generated funds
- c. Staff create a bus advertising program and fee schedule

Item 11: Local Preference Update

Local Preference Policy Update

Background: Current Local Preference Policy

- An aggressive program that exercises a preference for local vendors as allowed by NC competitive bid statute.
- The policy covers: purchases and construction under \$30,000; specific professional services costing less than \$50,000; and contracts for services other than those listed above.

Background: Current Local Preference Policy Allows

- Businesses located inside the City limits or the City's ETJ to be certified as "Eligible Local Bidders" (ELB's)
- ELB's to exercise a *price-matching* preference when they are within 5% of the non-local low bidder when bid is based on price
- ELB's to receive a 5% points preference when bid is based on qualifications

Background: Current MWBE Policy

It is the policy of the City of Greenville to provide minorities and women equal opportunity for participating in all aspects of the City's contracting and procurement programs.

The City of Greenville Minority and Women Business Enterprise Program (MWBE) is a voluntary goals program based on "good-faith efforts". The goals of the City for utilization of minority and women business enterprises are:

MBE participation in construction services	10%
WBE participation in construction services...	6%
MBE participation in supplies and materials purchases.	2%
WBE participation in supplies and materials purchases	2%
MBE participation in professional and personal services.	4%
WBE participation in professional and personal services.	4%

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Strategies Currently Using

1. Price –Matching Preference

- Affords lowest local bidder whose bid is within 5% of an overall lowest bid of a non-local bidder the opportunity to match the lowest bidder's bid and win award

2. Points/Evaluation Preference

- Adds a percentage or number of points to the evaluation of local bidders and those who subcontract with local bidders

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Strategies – Most Popular in NC

1. Restricted Bidding/Sheltered Markets

- Bids/RFP' s where only certified local vendors are solicited to bid.
- Typically requires a minimum # of certified bidders to enact process (set-aside).

How It Works

The City has established restricted bidding for all construction contracts less than \$500K. Department A is soliciting for a roofing project estimated to be \$250K. There are three (3) certified local vendors in the database that perform roofing services. Only these certified firms are eligible to bid on this contract.

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Strategies – Most Popular in NC

2.Goal Setting

- Similar to MWBE, subcontracting goals for certified local vendors may be set on projects with opportunities for local participation.
- Based on database of certified vendors.

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Other Strategies – Outside of NC

3. Bid Discounts

- Specific percentage price decrease to bids from certified local bidders.
- Typically invokes a cap on the amount paid in excess of the low, non-discounted bidder.

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Other Strategies – Outside of NC

3. Bid Discounts – How it Works

Bidders	5% Local	Bid Amt	Adjusted Amt
Bidder A	Yes	\$22,179	\$21,070.05
Bidder B	Yes	\$21,983	\$20,883.85
Bidder C	No	\$21,400	\$21,400
Bidder D	No	\$22,000	\$22,000

Amount Paid, \$583 more than original low

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Other Strategies – Outside of NC

4. Price Preference (Non-Matching)

- Specific percentage increase in price from the lowest bidder allowed to grant award.
- May be applied to non-certified local bidders if subcontracting a certain percentage with certified local bidders.
- Typically invokes a cap on the amount paid in excess of the low, non-local bidder.

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Other Strategies – Outside of NC

Amount Paid, \$9,000 more than original low

4. Price Preference (Non-Matching) – How It Works

Bidder	Local Vendor (5%)	Base Bid	Local Adj	Adjusted Bid Price
Bidder A	No	\$251,000	\$12,550	\$263,550
Bidder B	Yes	\$260,000	0	\$260,000
Bidder C	Yes	\$262,000	0	\$262,000
Bidder D	No	\$265,000	\$13,250	\$278,250

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Model Programs – North Carolina

Charlotte Business INClusion – City of Charlotte

The Charlotte Business Inclusion (“CBI”) Program seeks to develop and grow small businesses in the Charlotte area, and to remediate the effects of discrimination against minority and women-owned firms that has adversely affected their ability to participate in City contracts.

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Model Programs – North Carolina

Charlotte Business INClusion – City of Charlotte

- Utilizes restricted bidding/sheltered markets approach and goal setting.
- Applicable to informal construction and apparatus, supplies, materials, and equipment contracts and services designated by administrator.
- Restricted to the Charlotte Combined Statistical Area (13 counties in NC and SC)
- Also includes standard to ensure *small* business
- Eight-person staff

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Model Programs – North Carolina

Small Local Business Enterprise – City of Durham

The Durham Small Local Business Enterprise Program is a race-gender neutral program for the purpose of supporting local small businesses and enhancing the tax base and employment opportunities.

Increasing Effectiveness

Effectiveness can be defined as providing the maximum economic impact to the local economy while ensuring the responsible management of tax payer dollars.

Model Programs – North Carolina

Small Local Business Enterprise – City of Durham

- Utilizes restricted bidding/sheltered markets approach and goal setting.
- Applicable to informal construction (up to \$500,000) and architectural, engineering, and surveying services up to \$100,000.
- Restricted to the Durham Metropolitan Statistical Area (Durham, Orange, Person, and Chatham Counties).
- Also includes standard to ensure small business
- Six-person staff

Implications of Creating a Program Like Charlotte or Durham

1. Special Legislation

- Involvement of local legislative delegation required to receive authority to create new program.
- Long legislative session begins in January of 2017.

2. Disparity Study

- Provide data on the availability of firms in the Greenville area to meet procurement need. (Currently only 53 approved ELB vendors)
- Legal opinion required for what can be upheld in court.

3. Additional staffing resources

- Both Charlotte and Durham programs have staff of 6-8 individuals to carry out programs to include outreach, certification, goal setting. Greenville may require additional resources to support and to develop emerging, small, local businesses.

**Implementation of a similar program could take up to three years to implement*

Considerations

1. Fairness and Value

- Local preference policies require an evaluation of the loss of competition and potential cost versus the economic impact.
- Though the City does not pay more for purchases when local preference is exercised, there is the additional cost of staff time. Both buying departments and Purchasing are required to dedicate man hours to the outreach, certification, and solicitation of local firms whether the purchase concludes with a local vendor or not. Additional time decreases efficiency in procurement.

2. Legal Challenges

- Local preference policies are subject to litigation based on constitutionality.

Conclusions

- Implementing a more robust local preference policy will take time, planning, and increased resources.
- Based on Charlotte and Durham, unlikely the City will be able to sustain its procurement on the local (city limits and ETJ) Greenville market only.

Item 12: Health Clinic Report



GREENVILLE CITY COUNCIL

EMPLOYEE HEALTH CLINIC CONCEPT

CITY OF GREENVILLE

EMPLOYEE HEALTH CLINIC

- Health Plan Review Scheduled for Fall 2016:
 - Changes to Plan(s) Structure
 - Changes to Employee / Employer Contributions
- Employee Health Clinic Concept was Presented at the April 18th Budget Workshop
- Summary of Financial Impact of Health Clinic

EMPLOYEE HEALTH CLINIC

EMPLOYEE SERVICES PROVIDED

- Treat Primary and Urgent Care Needs
- Pre-Employment Physicals and Drug/Alcohol Testing
- Occupational Health Services (Work-Site Injuries, Illnesses, and Exposures)
- Health Promotion and Wellness
- Referrals to Physicians and Specialists When Necessary

EMPLOYEE HEALTH CLINIC

BENEFITS OF ON-SITE HEALTH CLINIC

- Lower or Waived Co-Pays for Employees
- Reduced Work Lost Time and Absenteeism
- Lower Workers' Compensation Costs
- Care Redirected From Expensive and Time Consuming Settings (e.g., ER)
- Enhanced Employee Convenience
- Improved Employee Morale, and Productivity
- Opportunity to Promote Employee Wellness

EMPLOYEE HEALTH CLINIC

OUTSOURCED MODEL

- Contracted Medical Services From a Third-Party Vendor (i.e., Vidant Health)
- Third-Party Vendor Will Employ All Clinical Personnel
- City Will Determine
 1. Staffing Model
 2. Hours of Operation
 3. Services Provided

EMPLOYEE HEALTH CLINIC

CURRENT VIDANT ON-SITE CLINIC CONTRACTS (IN PITT COUNTY)

- GUC
- DSM-Dyneema
- Patheon
- ASMO
- Grady-White
Boats
- Mayne Pharma

EMPLOYEE HEALTH CLINIC
ON-SITE CLINIC STAFFING MODEL

Potential City of Greenville Model:

Occupational Health Nurse: 40 Hrs / Week

Nurse Practitioner: 8 Hr / Week

Contract Staffing Fee: \$ 160,160

EMPLOYEE HEALTH CLINIC
POTENTIAL ON-SITE CLINIC STAFFING MODEL

- Occupational Health Nurse: 40 Hours per Week
- Nurse Practitioner: 8 Hours per Week

Annual Contract Fee	\$ (160,160)
Supply Cost	(2,500)
Less Current Medical Services Budget	69,545
Additional Amount Needed to Fund Clinic	<u><u>\$ (93,115)</u></u>

Note: Does Not Include Estimated One Time Expense to Start-Up Clinic

EMPLOYEE HEALTH CLINIC

PROJECTED CITY OF GREENVILLE HEALTH CARE SAVINGS

PROJECTED EMPLOYEE ONLY VISITS MOVED TO CLINIC

	<u>Scenario 1</u>	<u>Scenario 2</u>
<u>% of Annual Visits Moved to Clinic</u>		
Primary Care Physician Visits	30.0%	40.0%
Steerable Emergency Room Visits	10.0%	10.0%
<u>Projected # of Visits Moved to Clinic</u>		
Primary Care Physician Visits	180.3	240.4
Steerable Emergency Room Visits	14.1	14.1
Total Projected Visits	<u>194.4</u>	<u>254.5</u>

EMPLOYEE HEALTH CLINIC

PROJECTED CITY OF GREENVILLE HEALTH CARE SAVINGS

	Scenario 1	Scenario 2
Primary Care Savings	\$ 60,220	\$ 80,400
Emergency Room Savings	28,228	28,228
Workers Compensation Savings	8,600	8,600
Total Projected Savings	\$ 97,048	\$ 117,228

Note: Both Scenarios Assume Waiving of Employee Co-Pay Which is a Direct Savings To Employees!!

EMPLOYEE HEALTH CLINIC
PROJECTED RESULTS OF OPERATIONS

	Scenario 1	Scenario 2
Additional Amount Needed to Fund Clinic	\$ (93,115)	\$ (93,115)
Projected Employer Health Savings	97,048	117,228
Projected Balance	\$ 3,933	\$ 24,113

EMPLOYEE HEALTH CLINIC

SUMMARY

- Discussions Concerning Plan Changes and Employer / Employee Contributions is Planned for Fall of 2016
- Employee Health Clinic Would be Opportunity to Provide Employees More Convenient Health Care Services at NO COST (i.e. No Co-Pays)
- To Cover the Full Cost of the Clinic, Approximately 30% of Employee Only Primary Care Visits & 10% of Emergency Room Visits Would Need to be Seen Through the Clinic (Approximately 194 Visits Annually)
- Staff Believes that the 30% Minimum Utilization is a Conservative Estimate
- Annual Visits Above the 194 Mark (i.e. 30%) Would Potentially Reduce the City's Net Health Care Expense

EMPLOYEE HEALTH CLINIC
WHERE WE GO FROM HERE

- Further Guidance From Council as to Continue Exploration of a Clinic
- Evaluate Options for the Potential Location of the Clinic
- Determine the One Time Expense Needed to Start Up the Clinic Based on Proposed Location
- Bring Back to Council in the Fall for Potential Approval With a Projected Start Date of January 2017

Item 13: Update on Trillium Project

Trillium Playground Project Update





Master Plan Illustration

Currently included Elements



Rhapsody Musical Elements



OMNI SPINNER

Find yourself in good company



OODLE SWING

Find yourself in good company



COZY DOME

Find yourself in good company



LIBERTY SWING & FENCING



Artificial Turf on Hillside



Saddle Spinner



Chitter Chatter



POURED-IN-PLACE SURFACING



5-12 Large Play Structure



2-5 “Smart” Play Structure



Hillside Slide and Climber

Elements Not Currently included



Zipkrooz & Surfacing - \$32,000



SWAY FUN - \$16,000



Healthbeat Exercise Area - \$23,000



Curved Benches Around Playground (\$36,000)



Natural Play Area - \$19,000

Mister & Bonded Rubber Trail (\$45,000)





**Picnic Tables -
\$9,000**



Tar River Sensory Wall Example (Custom Work - \$67,000)