

City Council Meeting

October 12, 2017



Greenville
NORTH CAROLINA

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Special Recognitions

Presentation of Cigna's 2017
Well-Being Award



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The Cigna Well-Being Award

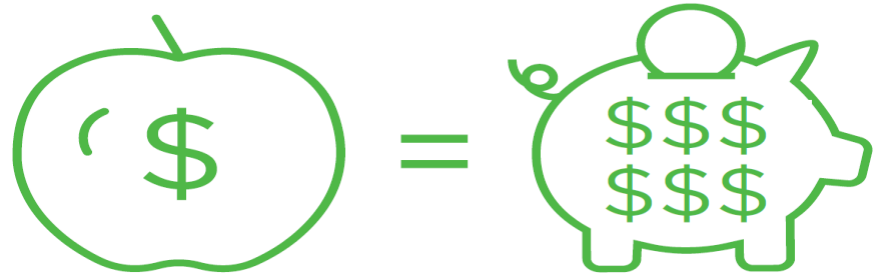
Recognizes employers who actively and positively impact the overall health and well-being of their employees



Evaluation of well-being program:

1. Overall infrastructure (management support, goals, program branding)
2. Workplace environment and policies
3. Program implementation
4. Data collection and incentives
5. Program participation and engagement

\$1 invested in wellness = \$6 in employer savings
(due to improved employee health and reduced medical claims*)



* Schaefer, Jennifer. "The Real ROI for Employee Wellness Programs." Society for Human Resource Management. Society for Human Resource Management, 24 Feb. 2015. Web. 12 Jan. 2016



The Cigna Well-Being Award

Working in different industries and locations, the award recipients are all dedicated to building a culture of health and wellness

Here's how:¹



100% have a wellness committee

100% have manager support and involvement



93% offer biometric screenings available on-site

100% have a health assessment



60% have a tobacco-free policy

100% share their wellness results with employees and dependents



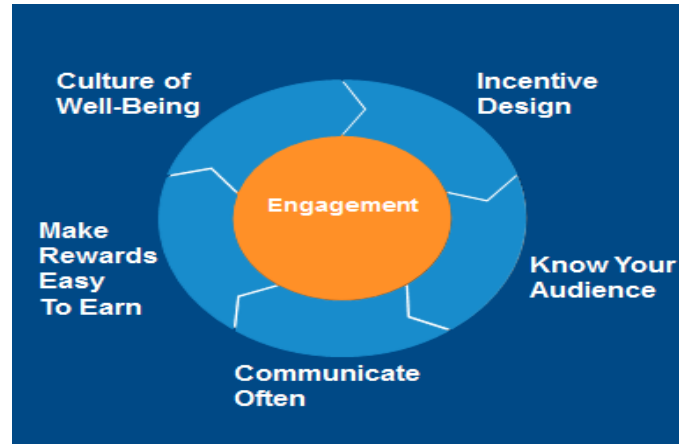
60% provide incentives for employees and spouses



1. Analysis of 2016 Well-Being Award applicants, December 2016.

Overall Recipient for the Carolina's The City of Greenville

- Strong commitment to building a culture of Well-Being
- Members from each department sits on wellness committee
- Strong leadership support and visibility



- Doubled incentives to motivate employees to make sustained lifestyle behavior changes this year
- Tailored and innovative programs for all employees
- Opened onsite clinic for accessible care

**WE WANT TO RECOGNIZE YOUR COMMITMENT TO
A CULTURE OF WELL-BEING**



Special Recognitions

Recognition of Officers in Honor of
Community Policing Week



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Special Recognitions

Greenville Police Officer
William Bailey



POLICE DEPARTMENT



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Special Recognitions

Greenville Police
Child Victim Advocate
D’Nise Williams-Braswell



POLICE DEPARTMENT



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Special Recognitions

Greenville Police Officer
Ron Wilder



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Special Recognitions

Greenville Police Officer
Brock Flannery



POLICE DEPARTMENT



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Special Recognitions

Greenville
Police
Deputy Chief
Ted Sauls



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Special Recognitions

Greenville
Police Officer
Richard
Williams



Special Recognitions

Greenville Police
Retired Captain
Cecil J. Hardy



Item 6

Authorization to apply for 2017
TIGER Grant: Multimodal
Transportation Network



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What is TIGER?

- U.S. DOT Discretionary Grant Program
- Selection criteria
 - health, environment, safety and distribution
- Highly competitive
- \$500 million available-2017



Context

- 2015 & 2016- Greenville applied for TIGER
 - Not funded
- Greenville's 2017 application requests \$8.2 million from TIGER without new local funding

New Administration

- 2017 TIGER
 - Smaller awards
 - Innovative projects that improve safety of America's passengers and goods
- Safe and efficient transportation
- 2017 Deadline: October 16

Greenville's TIGER Application

- Improve pedestrian and transit connections to GTAC
 - Connects West Greenville residents to GTAC
 - Safety
 - Complete streets
 - Pedestrian access

Greenville's 2017 TIGER Application

Local = \$5.65 M
TIGER = \$8.2 M
Total = \$13.85 M

Project Features:

W. Fifth
Dickinson
Reade Circle
Albemarle
Atlantic
Pitt St
Clark St.
5th to Bonners Lane
Pedestrian access

Medical Employment Center

Uptown
Employment
Center

University
Employment
Center

Dickinson Arts &
Innovation
District

GTAC

E 10th St

1st St

Memorial Dr

5th St

Dickinson Ave

Evans St

Charles Blvd

- 1
- 2
- 3

Major Highways

W. 5th Street Gateway

Nathaniel Village "goat path"

Dickinson Ave streetscape improvements (concept sketch)



Potential streetscape design with brick crosswalks and sidewalk trim

Dickinson Ave roadway improvements (NC DOT)

W. 5th St. Streetscape Phase II

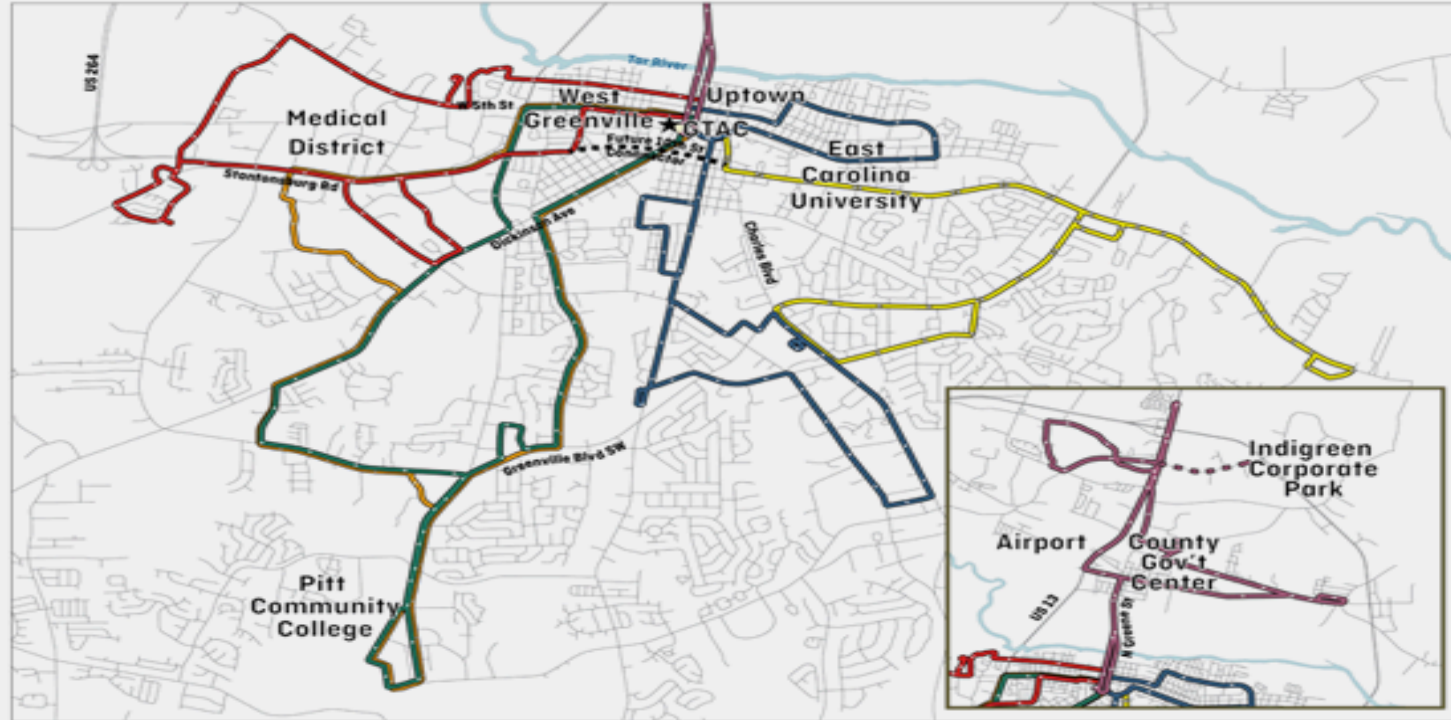


- 1
- 2
- 3

Strian
ts.

scape

2018 GREAT Routes with GTAC as the Hub



Fiscal Requirements

- Does not require any new funds
- Existing match includes:
 - Highway Trust Fund- \$2.2M
 - 2015 Transportation Bond- \$1.95M
 - CIP- \$1.5M
 - Total- \$5.65M

- Must complete projects by 9/30/25

Summary

- Requesting permission to apply for \$8.2 million in federal funding from TIGER
- Does not require new additional funding
- Impacts staff' s workload/capacity

Staff Recommends Approval

Item 7

Update on Bradford Creek Public
Golf Course – Potential
Management or Marketing Contract



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BRADFORD CREEK GOLF COURSE
OPERATING UPDATE

BRADFORD CREEK GOLF COURSE

**Billy Casper
Contract
Management**



**Potential
Marketing
Activities**



BRADFORD CREEK GOLF COURSE

**Billy Casper
Contract
Management**



BILLY CASPER CONTRACT MANAGEMENT

CONTRACT PROPOSAL

1. Term of Contract:

- 5-Year Initial Contract

2. Early Termination of Contract Without Cause:

- Either Party May Terminate the Contract After End of 2nd Year
- One Year Notice of Termination Required
- No Penalty for Early Termination After End of 2nd Year

BILLY CASPER CONTRACT MANAGEMENT CONTRACT PROPOSAL

3. Base Management Fee:

- Annual Fee Paid to Billy Casper to Manage Course
- Included in Total Operating Expense of the Course
- \$84,000 per Year for Each Year of the Contract

4. Incentive Management Fee:

- 15% of Net Operating Income Not to Exceed \$25,000 per Year

Note: Net Operating Income (Loss) = Total Operating Revenue Less Total Operating Expense

BILLY CASPER CONTRACT MANAGEMENT CONTRACT PROPOSAL

5. Not-to-Exceed Limit on Net Operating Loss:

- Cap on Annual Operating Loss for the City

Contract Year	Income (Loss) Projected in RFP	Not-to-Exceed Clause Included in Contract
One	\$ (44,859)	\$ (100,000)
Two	\$ (11,144)	\$ (75,000)
Three	\$ 23,614	\$ (50,000)
Four	\$ 38,481	\$ (25,000)
Five	\$ 46,886	\$ (25,000)

BILLY CASPER CONTRACT MANAGEMENT

CONTRACT PROPOSAL

6. Youth Golf Programs:

- Section 12 of Contract:

BCGM will develop and market age and skill appropriate junior golf programs from March through November targeting junior golfers 4 to 18 years of age. Such programs should include but not be limited to:

- PGA Junior League Golf (Ages 8-13+)
- Starting New at Golf (SNAG) Program (Ages 4-10)
- Bradford Creek Junior Golf Association Membership Program (Ages 4-18)

BILLY CASPER CONTRACT MANAGEMENT

CONTRACT PROPOSAL

Youth Golf Program Examples:

- PGA Junior League: Spring Kickoff & Fall Finale
- Junior Golf Association Summer Programs:
 - 10 Practices
 - Clinics on Wednesdays
 - Discounted Private Lessons
- Practice With the Pros (Wednesday Nights)
- SNAG Golf Clinic
- Summer Junior Golf Camp (2 Sessions)
- Coastal Plains Junior Amateur Tournament (110 Youth Average)

BRADFORD CREEK GOLF COURSE

Potential Marketing Activities



POTENTIAL MARKETING ACTIVITES

MARKETING GOALS

- Increase Rounds Played at Bradford Creek
- Increase Overall Awareness by BC's Target Markets
- Develop a Golf Marketing Plan for Bradford Creek
- Implement Golf Marketing Plan
- Design, Develop, and Host Website

POTENTIAL MARKETING ACTIVITIES

ANNUAL FINANCIAL ESTIMATE

Expense

- One–Time Start Up Expense (Year One Only) \$10,000
 - Marketing Analysis & Action Plan
 - Website Design

- Annual Reoccurring Costs \$20,000
 - Managing Marketing Program:
 - Website Hosting & Management
 - E-mail Marketing Campaign

Revenue

- \$3 - \$5 for Every Dollar Spent in Marketing \$77,000

POTENTIAL MARKETING ACTIVITIES

ANNUAL FINANCIAL ESTIMATE

Projected FY2017-18 Financial Operations:

	Without Marketing Contract	With Marketing Contract
Revenue	\$ 637,169	\$ 714,169
Expenses	(790,774)	(816,774)
Net	<u>\$ (153,605)</u>	<u>\$ (102,605)</u>

BRADFORD CREEK GOLF COURSE

Summary



BRADFORD CREEK GOLF COURSE SUMMARY

Summary of Projected FY2017-18 Financial Operations:

City Operated: No Marketing Contract:	\$	(153,605)
City Operated: Marketing Contract:	\$	(102,605)
Billy Casper Contract Management**:	\$	(44,859)

**Note: The Proposed Billy Casper Contract Includes a Not to Exceed Clause that Caps the City's Financial Loss for Each Year of the Contract. Per the Contract, the Net Operating Loss for the City is Capped at \$100,000 in Year One.

BRADFORD CREEK GOLF COURSE

Recommendation:

Move Forward with Contract with Billy Casper Golf for Management of Bradford Creek Golf Course



Item 8:

Contract award for the Town Creek
Culvert Drainage Improvement Project



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Uptown Development

\$600M Investment Underway/Completed in the Uptown District

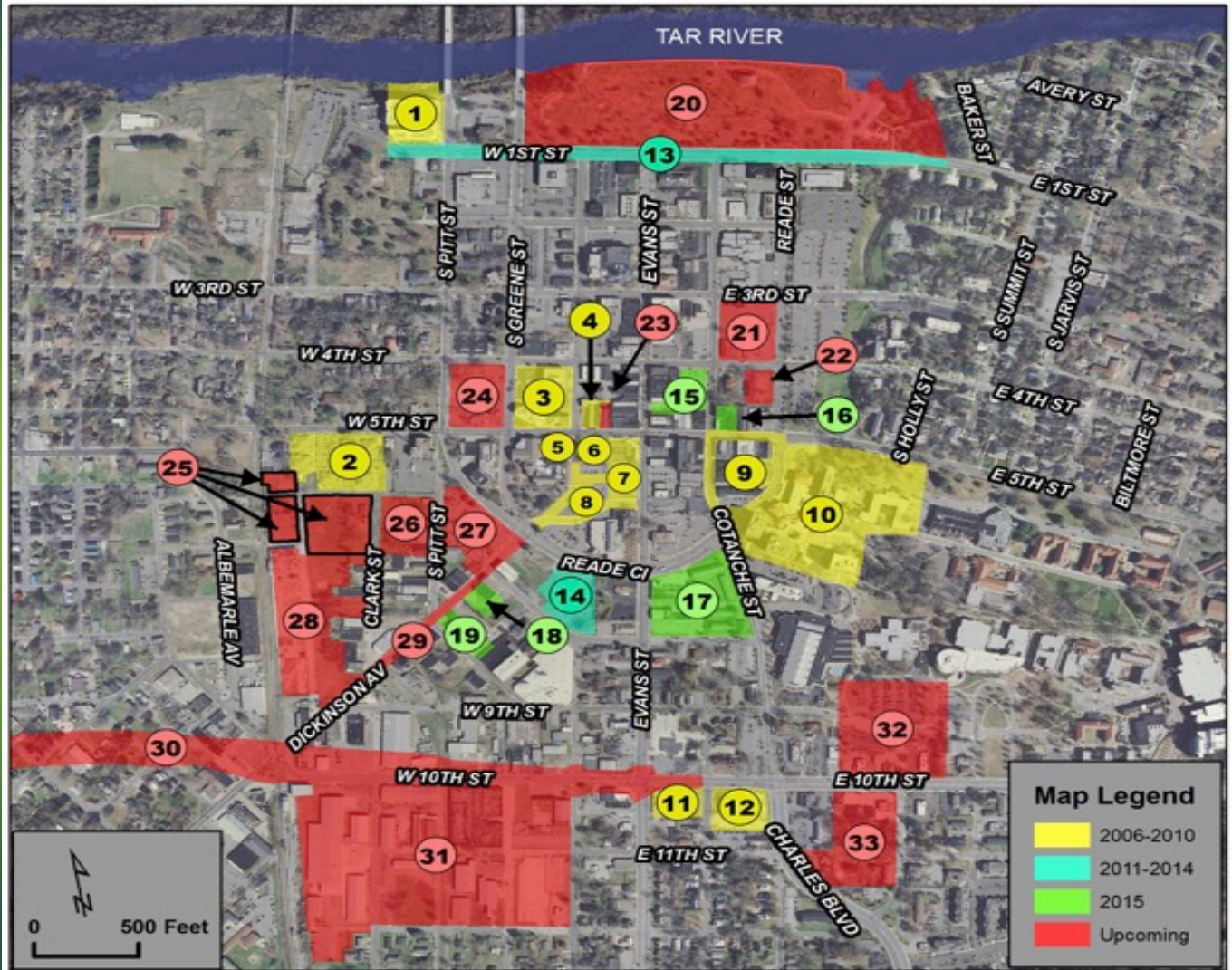
Town Creek Culvert Runs Through the Heart of Uptown

Town Creek Culvert is a Vital Component of this Investment!



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Town Creek Culvert Storm Drain Improvements Project Location Map

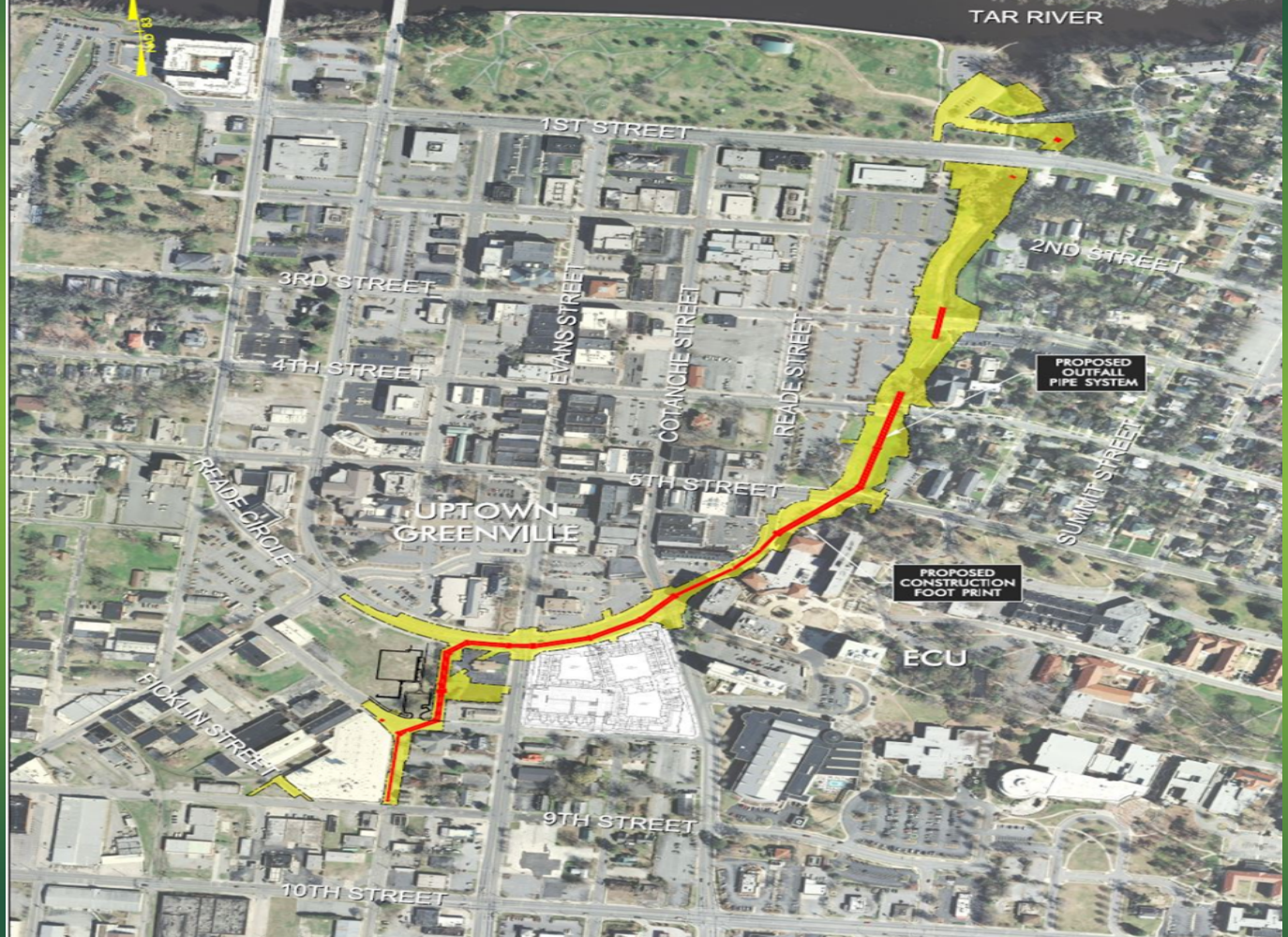
Aging Infrastructure (1930s) – Road Failures

Added Flow From NCDOT 10th Street Connector

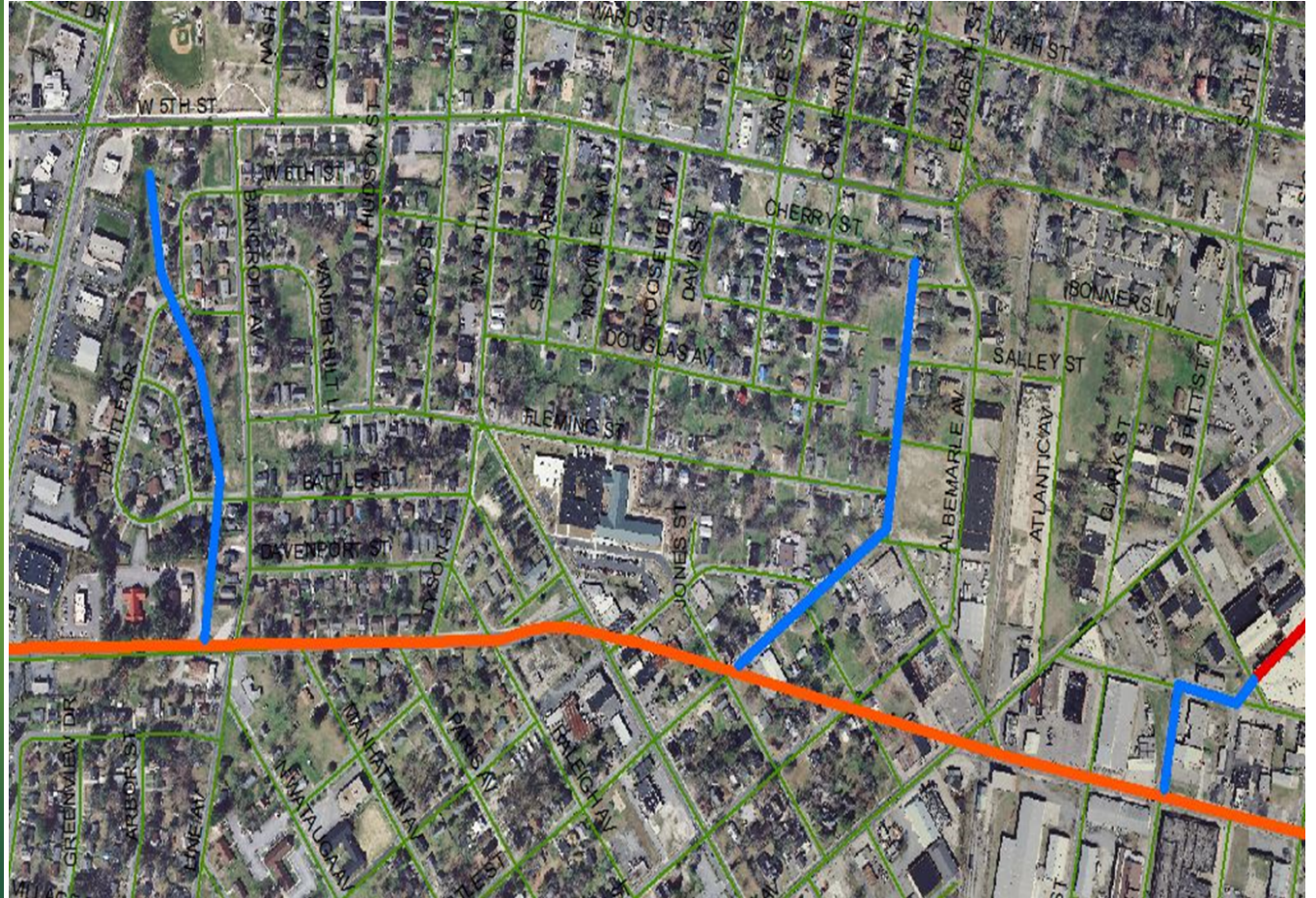
Existing Capacity - System Undersized



Kimley-Horn
Greenville
TOWN CREEK CULVERT STORM DRAIN IMPROVEMENTS PROJECT LOCATION MAP
GREENVILLE, NORTH CAROLINA



10th Street Connector



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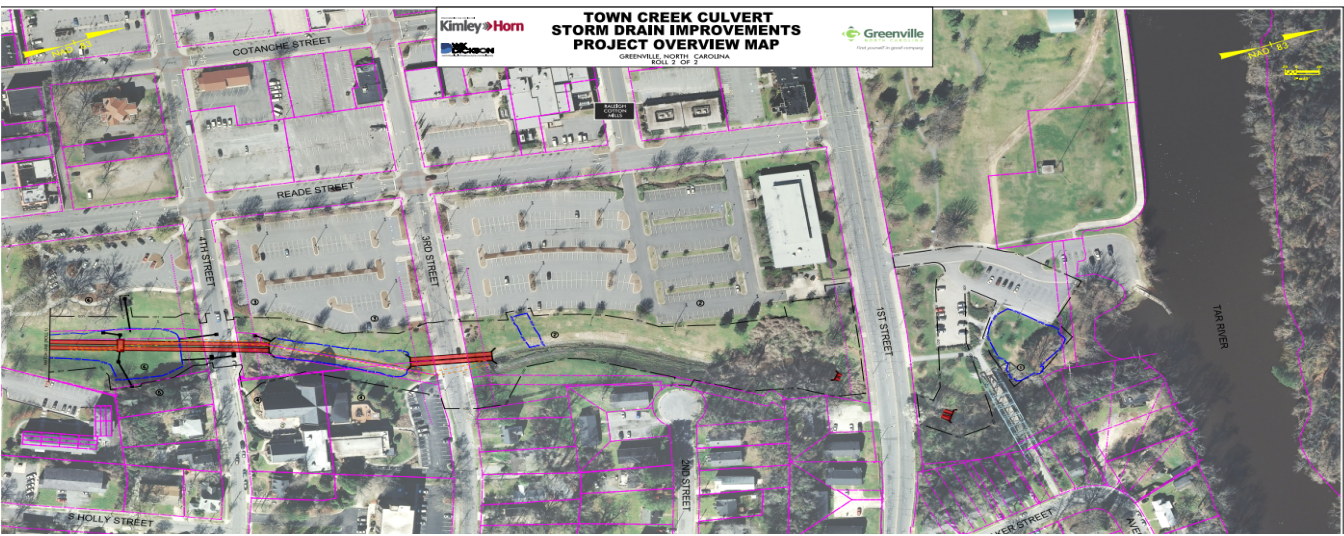
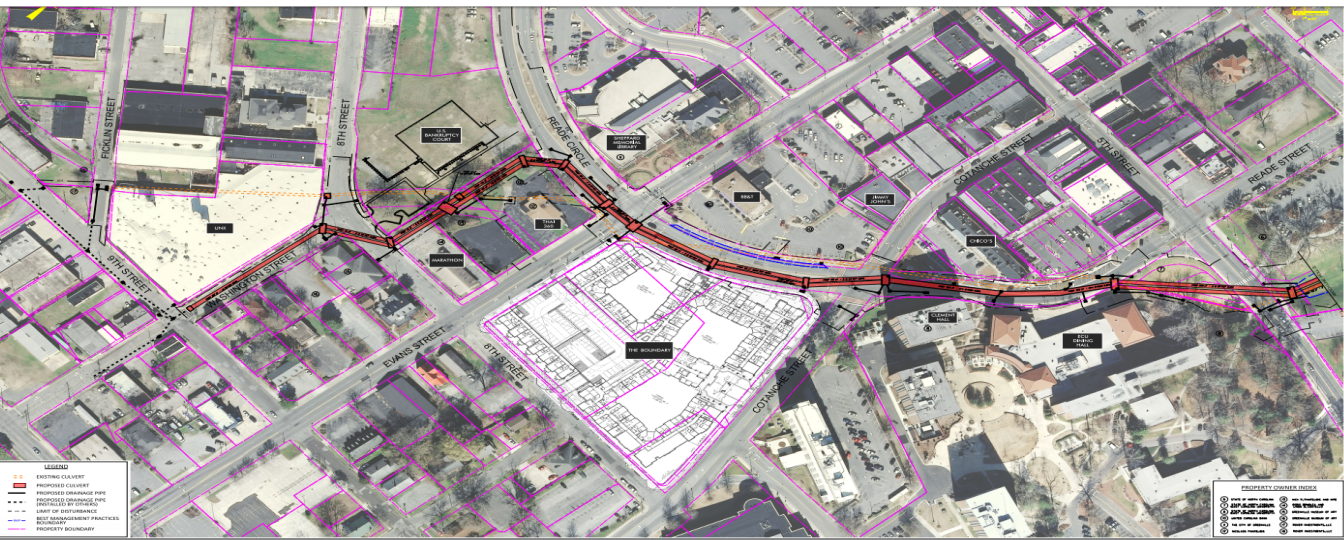
August 2017 Storm



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Town Creek Culvert Routing - 9th & Washington to Tar River



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Green Infrastructure

- Project has many Green Infrastructure components
- Recipient of a Green Infrastructure Award
- Green Infrastructure – Less costly to build and is reason for zero interest loan (largest in state history)
- Green Infrastructure - Removes nutrients before they are discharged to the Tar River



Green Infrastructure

Constructed Wetland



Bio-retention Cell



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Green Infrastructure

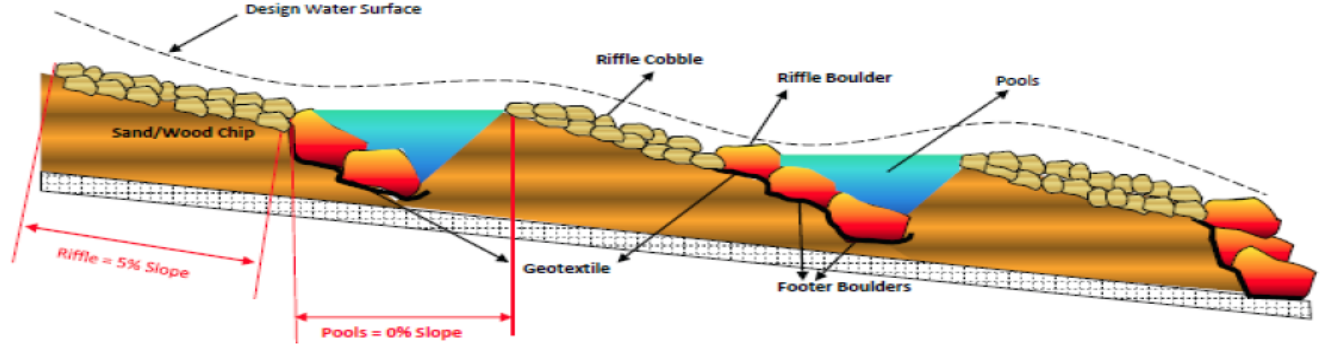
Inlet Capture
Device



Permeable Pavers

Green Infrastructure

Regenerative Stormwater Conveyance



Construction Bid Process

Sept 2016: - Single Bid Received: \$31M+
- Projected Bid was \$16M-\$20M

Dec 2016: - City met with DWI to Discuss Bid
- City Rejected Bid

Jan–May 2017: - Design Modified
- Re-bid Construction

June 2017: - Bid Received: \$22.3M (Trader Const)



Town Creek Culvert Construction

Large Reinforced Concrete (RCP) pipes will replace existing culvert.



Twin 84-inch RCP at a depth of 25-ft below street level. Urban setting = sheeting (vertical sides)



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Town Creek Culvert

Large Reinforced Concrete (RCP) pipes will replace existing culvert.

84-inch RCP weighs 2,500 lbs. per foot

Contract Duration = 30 Months from Notice to Proceed



Total Project Cost

Construction: Re-bid June 2017 \$22.3 M
(~\$9 M lower)

Additional Construction Allocations: \$8.6M

Materials Testing

Environmental (water/soil)

Construction Administration

Contingency

Planning/Design/Prop Acq. \$2.4 M

Total Project Cost \$33.3M



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Committed Funding

The Following Funds have
Been Committed to the City
through the CWSRF:

- \$16.3M Zero Interest Loan
- Green Infrastructure Project =
\$7.8M Interest Savings to City!



Additional Funding Needs

Total Project Cost \$ 33.3 M

Less CWSRF Zero % Loan
\$(16.3) M

Less GUC Funding \$ (3.0) M

Less Already Expended \$
(1.0) M



Additional Funding Needs

September 2017

- State & City Officials Met to Discuss Need for Additional Funding at the Standard SRF Rate (1/2 the market rate)
- City is Awaiting Additional Feedback on Potential for Additional CWSRF Funding – State informed City that an additional \$3M would be provided via a zero interest loan (\$16.3M)



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Additional Funding Needs

Principal and Interest over 20 Years

Scenario A: Best Case / Least Likely

- \$16.3M Interest Free Revolving Fund Loan Over 20 Years
 - \$13.0M Revolving Fund Loan Over 20 Years at 1.84%
(1/2 the Market Rate)
- ➔ \$ 31,619,125

Scenario B: Worse Case / Most Likely

- \$16.3M Interest Free Revolving Fund Loan Over 20 Years
 - \$13.0M Revenue Bond Over 20 Years at 3.68%
- ➔ \$ 34,728,250

Difference in Financing Cost Over 20 Years \$ (3,109,125)



Financial Projections

Parameters

1. No Increase In Stormwater Utility Fee
2. Town Creek Culvert Projected Financed with:
 - \$16.3 Million Interest Free Loan Over 20 Years
 - \$13.0 Million Revenue Bond Over 20 Years at 3.68%

	FY2017-18	FY2018-19	FY2019-20	FY2020-21	FY2021-22	FY2022-23	FY2023-24
Stormwater Fee	5.35	5.35	5.35	5.35	5.35	5.35	5.35
Revenue							
Stormwater Utility Fee	\$ 5,928,998	\$ 5,988,288	\$ 6,048,171	\$ 6,108,653	\$ 6,169,739	\$ 6,231,436	\$ 6,293,751
Expense							
Personnel	\$ 1,239,810	\$ 1,277,004	\$ 1,315,314	\$ 1,354,773	\$ 1,395,417	\$ 1,437,279	\$ 1,480,398
Operating Expense **	984,468	780,135	803,539	827,645	852,475	878,049	904,390
Indirect Cost	406,056	406,056	406,056	406,056	406,056	406,056	406,056
Capital Expense	1,564,027	1,790,706	1,786,587	1,783,815	1,780,267	1,773,378	1,768,282
Town Creek Culvert Debt	1,734,638	1,734,388	1,736,675	1,736,363	1,735,525	1,736,675	1,734,625
Total Expense	5,928,998	5,988,288	6,048,171	6,108,653	6,169,739	6,231,436	6,293,751
Revenue Less Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

** Operating Expense Includes Existing Debt



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Next Steps...

October 2017:

- Accept Construction Bids from Trader Construction for \$22.3M
- Accept \$16.3M in Interest Free Funding from CWSRF
- Await Response from DWI on Additional Funding (if any) Above \$16.3M

November 2017 – January 2018:

- Move Forward With Revenue Bond Financing for an Amount Not to Exceed \$13M (i.e. Additional Funding Needed)



Questions?



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State Agency Partners

NCDEQ - N.C. Dept of Environmental Quality

- Mission to Protect N.C. Environmental and Natural Resources

DWI - Division of Water Infrastructure

- A Division of NCDEQ
- Manages the CWSRF

CWSRF - Clean Water State Revolving Fund

- Provides Low Interest Loans to Local Govs
- Loans Fund Wastewater Collection, Treatment Facilities, Green Projects



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Additional Funding Needs

Dec 2016 & May 2017

DWI Indicated the Additional Funding Need Would be Provided at the Standard SRF Rate (i.e. 1/2 the market rate)

June & July 2017

DWI Informed City of Two Options:

1. Accept \$13.3M Interest Free Loan. Remainder of funding would be provided by the City.
2. Do Not Accept \$13.3M and Re-apply for Full Funding (Not An Option)



City Council Meeting

October 12, 2017



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