

City Council Meeting

November 5, 2018



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Item 12c

Presentation by the Pitt-Greenville
Airport Authority



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Pitt-Greenville Airport

Annual Report to
the Greenville
City Council

November 5, 2018



- Economic impact
- Year in review
- Capital construction
- Airline status
- Challenges Ahead
- Request for assistance



Economic impact

- 70 based aircraft, value of \$40M
- 2018 economic impact study by NC State University
\$273M, with 400 direct jobs and 1200 indirect jobs, and taxes of \$9M

104,000 airline passengers.
Up 9.5% (CY 16 vs 17)

- Businesses with based aircraft include Grady-White Boats, Hyster-Yale NACCO, Four Sons, FAC, Greenville Toyota, Overton's



Aircraft Operations

- 48,000 operations per year (busier than New Bern, Jacksonville, or Fayetteville)
- Over the past few days, out of state arrivals from Annapolis, Pensacola, Manassas, Boston, Memphis, Williamsburg, Portland and Wilmington DE



Significant events last twelve months

- Rehabilitation of primary runway
\$10 M project
90% federal funds
3.77% state funds
6.23% local funds
- 22 days
- 80 people
- 60 pieces of equipment
- Stayed open except for 5 day closure for intersection work



Return of jet service



- Jet service returned in the spring
- Successful test of 5th daily departure over the summer
- Annual Enplanements up 9.5% from last year
- Upgrading from 50 seat planes to 70 or 90 seat aircraft this winter

PCC BLET training

- Partnership with PCC to provide facilities for PCC Basic Law Enforcement Training Program - Driver training program for initial and recurrent training
- Next class Nov. 12-15



Hurricane Florence support



Current Projects

RUNWAY 2/20 APPROACH
TREE REMOVAL ALMOST
FINISHED



RUNWAY 8 APPROACH
TREE REMOVAL LATE NOV



Future projects

REPLACE THE ARFF TRUCK
\$700K



NORTH CORPORATE TAXILANE
EXTENSION AND SITE PREP \$2M
(SPRING 2019)



Future projects

RECONSTRUCTION OF THE
45 YEAR OLD SECONDARY
RUNWAY \$6.5M (SUMMER 2020)



REHABILITATION OF THE
GENERAL AVIATION RAMP
\$3M (SUMMER 2019)



Challenges ahead

- Infrastructure repair
Pavement rehab
2 done, 4 to go
- Aircraft storage
Hangars 100% full,
waitlisted
- Operational deficit
Loss 8/10 years
(average \$128,000)
Diminishing reserves
(currently \$2.6M)



Building for the future

- Investing in infrastructure
- Reaching operational break-even
- Diversifying our revenue sources
- Development of the 90 acre Park



Assistance needed

- Help convince legislators to extend the current funding for the ten commercial service airports at least at the current level (\$75M) or preferably at the recommended level (\$125M)
- Funds from existing tax on **on-airport** rent car transactions

No harm to city or county tax revenues



Potential State funding

- PGV would get \$377K - \$1.7M annually for capital improvements, depending on funding level and distribution formula (\$75M or \$125M)
- @\$500K/yr, almost enough to cover 10% match on federal grants
- @\$1.7M/yr, enough for 10% match, plus non-eligible equipment and deferred maintenance needs



Questions?



Item 13

Award of banking services contract to First Bank



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Banking Services Selection Committee

- **Michael Cowin**, Assistant City Manager
- **Byron Hayes**, Financial Services Director
- **Denisha Harris**, Financial Services Manager
- **Jacob Joyner**, Financial Services Manager

Responding Firms

- **CresCom Bank**
- **Southern Bank**
- **First Bank**
- **First Citizens Bank**
- **Wells Fargo Bank**
 - ❖ **All Banks were given an interview**

Basis for Selection

➤ Customer Service	40 points
➤ Price	30 points
➤ Financial Stability	5 points
➤ References	5 points
➤ Technology	10 points
➤ Community Involvement	10 points

Banking RFP Scoring Summary

Category	Weight	First Bank	Wells Fargo	Crescom Bank	Southern Bank	First Citizens Bank
Customer Service	40	40	40	35	35	35
Pricing	30	30	25	25	28	20
Financial Stability	5	5	5	5	5	5
References	5	5	5	5	5	5
Technology	10	10	10	6	8	8
Community Involvement	10	7	7	2	5	4
Total	100	97	92	78	86	77

Finalist Comparison

Customer Service

First Bank	Wells Fargo
Dedicated business support team	Dedicated governmental banking line of business
Points of contact in Greenville	Points of contact are not located in Greenville, but always available
1 Branch in Greenville for deposits	3 branches in Greenville for deposit

Pricing

First Bank	Wells Fargo
Service Cost - \$5,951.11	Service Cost - \$5,860.66
Earning Credit Rate - 1.75%	Earning Credit Rate - 0.9%
Interest Rate on Balances - 1.90%	Interest Rate on Balances - 0.0%

Financial Stability

First Bank	Wells Fargo
<p>Rated 5 stars by Bauer Financial</p> <p>2 mergers in the past year, but stated there was nothing planned in the immediate future</p>	<p>One of the largest banking institutions in the Country</p> <p>Consistently high debt ratings</p>

References

First Bank	Wells Fargo
<p>City of Salisbury: population 35,000, \$45,000,000 budget</p> <p>Moore County: 88,000 population, \$92 million budget</p>	<p>City of Greensboro and City of Charlotte: 350,000 population and 850,000 population, both considerably larger budgets than Greenville</p> <p>Pitt County: Current banking partner with Wells Fargo</p>

Technology

First Bank	Wells Fargo
Has the ability to meet the needs of the City	Has the ability to meet the needs of the City
Did not have a procurement card program (We would use the State Contract for procurement cards)	Current banking partner, no issues with service or availability

Community Involvement

First Bank	Wells Fargo
<p>Works with Local non-profits and low income housing initiatives</p> <p>Does not have any specific programs geared toward MWBE</p>	<p>Large corporate sponsor of many City events (Freeboot Friday)</p> <p>Works with and supports many local non-profits</p>

Overall Banking

First Bank	Wells Fargo
<p>Offers an attractive package to offset banking fees and earn interest, which would generate roughly \$100,000 per year in revenue for the City (Total amount of the banking fees would be offset)</p> <p>Concerns over only one branch in town</p> <p>Community Bank that is considerably smaller than Wells Fargo</p>	<p>Less attractive earning credit rate than First Bank</p> <p>Expect the service to Cost roughly \$50,000 per year</p> <p>City is comfortable Wells Fargo could meet our needs, as they are well-established working with large government clients, including Greenville</p>

First Bank Financial Estimate

	Previous Agreement	Recommended Agreement
Total Fees	\$5,860	\$5,950
ECR / Interest Rate	.9% / 0%	1.75% / 2.05%
Fees After ECR Offset	\$2,100	\$0
Monthly Interest Earned	\$0	\$8,500
Total Monthly Cost	\$2,100 expense	\$8,500 revenue

❖ **Recommended agreement would generate an estimated \$130,000 net savings for the City of Greenville**

Recommendation

- Recommendation for City Council to select First Bank to provide banking services for the City of Greenville and move forward with contract negotiations

Questions

Item 14

Discussion of Crosswalk and
Pedestrian Safety



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Overview

Safety Initiatives, City Wide

- Increasing visibility of pedestrians
- Reducing accidents
- Targeting traffic calming



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High-Visibility Crosswalks – many types



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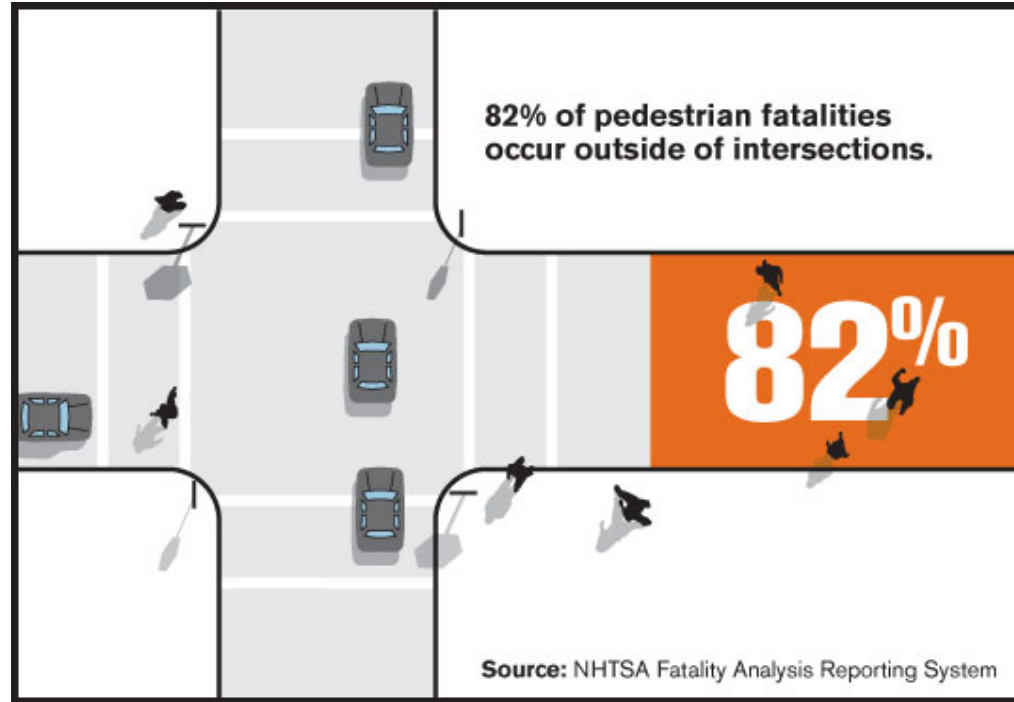
High Visibility Pedestrian Crosswalks

- 5th and east of Reade, Jarvis, Biltmore, Rotary, Founders, Meade, Hickory others were updated with the recent road resurfacing project this summer
- 5th at Bancroft, Memorial
- Elm between 10th and 14th
- Greenville Blvd – at Elm
- Many more...



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Pedestrian Use of Crosswalks



Crosswalk Education!

LOOKING TO CROSS?



MAKE EYE CONTACT WITH THE DRIVER

WATCH FOR ME - NC GREENVILLE

Pedestrian safety is a two-way street. When crossing the street, make sure that the drivers around you have seen you and know you intend on crossing.

A message from **Greenville NORTH CAROLINA**
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WATCH FOR ME - NC GREENVILLE

PEDESTRIAN SAFETY IS A TWO-WAY STREET



Be mindful of your surroundings when driving, riding bikes, and crossing the road.

A message from **Greenville NORTH CAROLINA**
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LET PEDESTRIANS CROSS, THEN TAKE YOUR TURN



WATCH FOR ME - NC GREENVILLE

Pedestrian safety is a two-way street. When turning right, always look for and yield to pedestrians in the crosswalk.

A message from **Greenville NORTH CAROLINA**
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Rectangular Rapid Flashing Beacons (RRFB's)

Currently installed at:

- Cotanche at The Boundary (7th Street)
- Cotanche / 9th Street
- Pitt St. Connector at PD / University Edge

Planned installations:

- Charles at Ficklen (December)
- Moye Blvd. at Brody School of Medicine



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Flashing Beacon Locations



The Boundary



PD/University Edge



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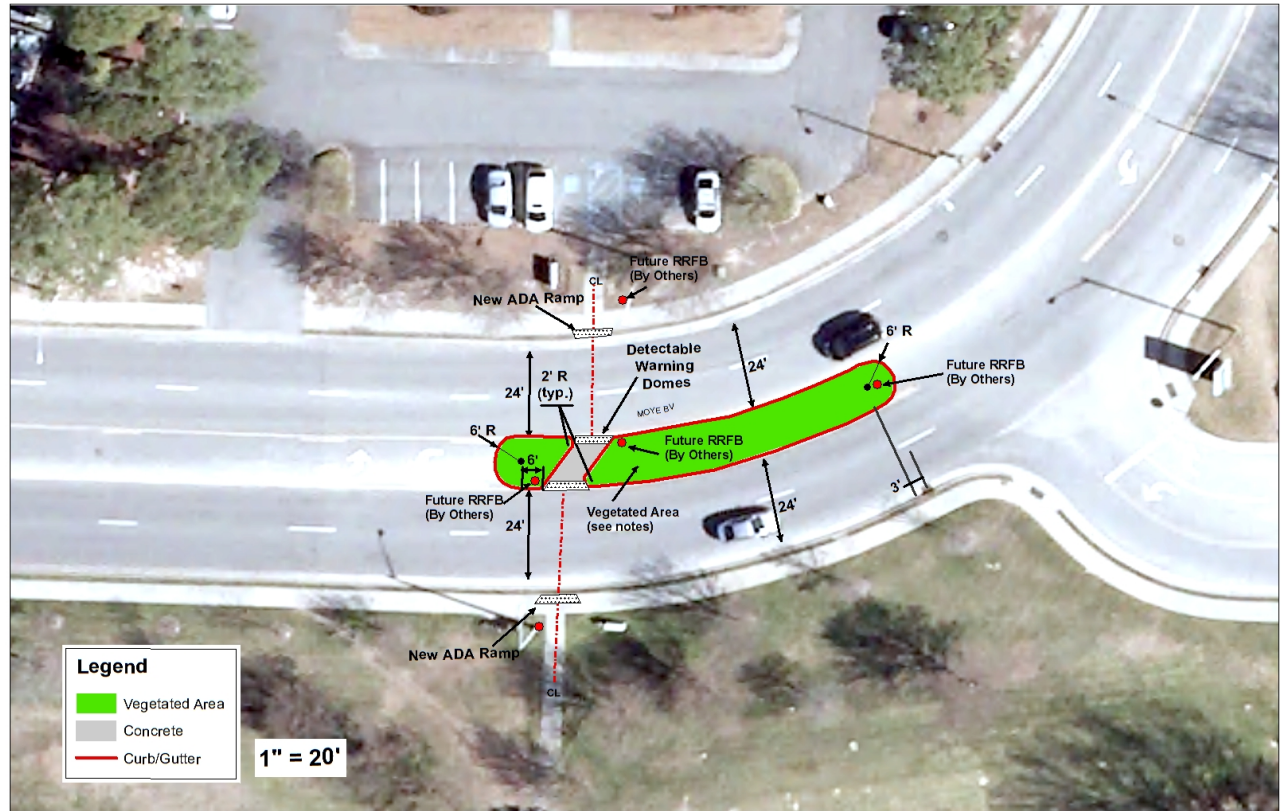


Charles at Ficklen



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Moyer at Brody School of Medicine



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Delineator Deployment Initiative

Installation of curbing / delineator system at select locations:

- Arlington Blvd. / Wimbledon Drive
- Charles Blvd. / Oakmont Drive
- Charles Blvd. / Elm Street
- Charles Blvd. / Smythewyck Drive
- Charles Blvd. / Turnbury Drive
- Greenville Blvd. / Belvedere Drive

Installations to commence the week of November 12th

Schedule for implementation : Eight to ten weeks



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Arlington @ Walmart/Smythewyck

Traffic Calming

Speed cushions - Planned locations along 5th Street:

- In advance of ped x-ing at Jarvis (EB and WB)
- In advance of ped x-ing at Meade (EB and WB)



Traffic Calming (cont'd)

- There are approximately 30 ongoing traffic calming studies in neighborhoods throughout the City.
- Concerned about speeding in your neighborhood? Call 329-4522 to request a study.
-



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Traffic Calming (cont'd)

- Coordinating with NCDOT on speed reduction along Charles, between Greenville Blvd. and 14th Street – from 45 mph to 35 mph
- Will support this posted reduction with a permanent radar sign



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Questions?



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Item 15

Discussion of Uptown Safety



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Immediate Actions



- **Increased Police Presence**
- **Portable Lighting**
- **Allied Agencies**

Immediate Actions Cont.

- **Downtown Safety Task Force**
(comprised of key city staff meet weekly)

Fire Marshall

Public Works

Code Enforcement

Zoning / Inspections



Short-Term Initiatives

- **Private Security**
- **Parking**
- **Comprehensive Review of City Ordinances**
- **Uptown Greenville Partnership**



Short-Term Initiatives Cont.



- **Meeting with Bar & Nightclub Business Owners**
- **Community Partners**
- **Police Consultant on Downtown Safety**
- **Additional Lighting**



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Long-Term Suggestions



- **Police Sub-Station**
- **Additional Staffing**
- **Parking**
- **Additional Lighting**



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Item 16

Discussion of Dumpster Placement/
Facades



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History – Truck conversion in early 2000' s (side to front loader)

Why?

- Larger residential dumpsters can be used
- More dependable collection trucks
- Larger hauling capacity to Transfer Station

Result:

- Dumpster configuration change

Conversion Challenges

- Previous side loader dumpster pads were often constructed at curbside or near the street right-of-way
- Front load dumpsters do not always fit in existing side loader pads and enclosures
- Existing side loader dumpster pads are not always accessible
- Truck approach angles are different

Dumpster Placement

Sidewalk in truck service area



Dumpsters Placement

Unsightly and using side loader pad



Next to the curb



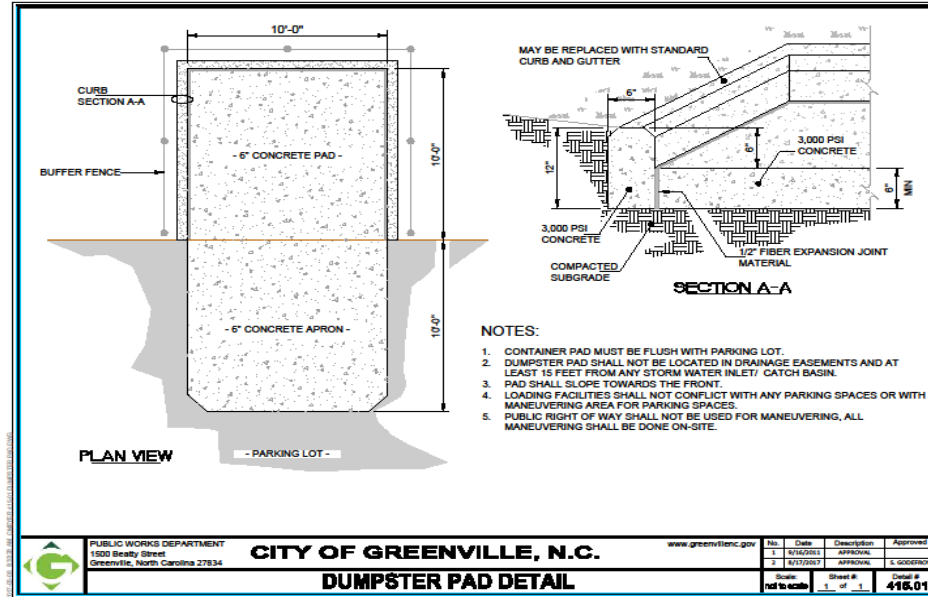
Code 9-4-149 (c) - Dumpster Pad
Screening for Multi-Family – screen
around three sides; fence, wall or
vegetated

Commercial properties have same
requirement.

Dumpster placement per current City Code for New Construction



Dumpster Pad Specifications



Solid Waste Dumpster Plans, Site Review

- Residence - dumpsters no closer than 20 feet and no further than 200 feet from a dumpster
- Capacity- minimum capacity requirement is .25 cubic yards per residence

Dumpsters

- Dumpsters are privately owned
- Owner may purchase or rent dumpster from private businesses
- City is not responsible for garbage left on the ground or dumpster pad by residents
- City services multi-family primarily 6 and 8 cubic yard dumpsters
- City sells and delivers 6 and 8 cubic yard dumpsters

Questions?

Item 17

Budget ordinance amendment #4 to the 2018-2019 City of Greenville budget (Ordinance #18-038), the Capital Projects Funds (Ordinance #17-024), and an ordinance establishing the Red Light Camera Program Fund



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CITY OF GREENVILLE
BUDGET ORDINANCE AMENDMENT #4

CITY OF GREENVILLE
BUDGET ORDINANCE AMENDMENT #4

Budget Ordinance Amendment #4 Includes Adjustments to the Following Funds:

- **General Fund**
 - **Police Capital Project Fund**
 - **Facility Improvement Fund**
 - **Stormwater Utility Fund**
 - **Enterprise Capital Projects Fund**
- ❖ **Establishes the Red Light Camera Fund**

CITY OF GREENVILLE

BUDGET ORDINANCE AMENDMENT #4

Description	Funds Impacted	Amount
- To move funds from the PD operating budget to the Police Capital Projects Fund to cover the costs associated with any final support needs for the Superior CAD & RMS Platform	General Fund Police Capital Project Fund	\$ 184,676
- To carry forward facilities improvement projects that were not completed in FY 2017-18	Facility Improvement Fund	\$ 1,960,765
- To appropriate fund balance within the Stormwater Utility Fund to move to the Enterprise Capital Projects Fund for Clean Water State Revolving Loan closing fees	Stormwater Utility Fund Enterprise Capital Project Fund	\$ 385,592
- To establish the Red Light Camera Fund	Red Light Camera Fund	\$ 1,300,000

CITY OF GREENVILLE
BUDGET ORDINANCE AMENDMENT #4 SUMMARY

City of Greenville Operating Fund Budget per Amendment #4:

Fund	Budget	%
General	\$ 85,112,729	62.5%
Debt Service	5,463,492	4.0%
Public Transportation (Transit)	3,249,922	2.4%
Fleet Maintenance	4,431,156	3.3%
Sanitation	7,843,096	5.8%
Stormwater	6,267,592	4.6%
Housing	1,597,179	1.2%
Health Insurance	13,562,600	10.0%
Vehicle Replacement	4,332,161	3.2%
Facilities Improvement	3,620,765	2.7%
Capital Reserve	740,000	0.5%
Total	\$ 136,220,692	100%

CITY OF GREENVILLE
BUDGET ORDINANCE AMENDMENT #4 SUMMARY

City of Greenville Capital Project Fund Budget per Amendment #4:

Fund	Budget	%
Enterprise Capital Project Fund	\$ 41,542,980	27.8%
Rec & Parks Capital Project Fund	9,315,712	6.2%
Public Works Capital Project Fund	52,077,944	34.8%
Greenways Capital Project Fund	2,983,857	2.0%
Street Bond Capital Project Fund	15,850,000	10.6%
Community Dev Capital Project Fund	18,591,285	12.4%
IT Capital Project Fund	2,500,000	1.7%
Police Capital Project Fund	6,776,490	4.5%
Total	\$ 149,638,268	100%

CITY OF GREENVILLE
BUDGET ORDINANCE AMENDMENT #4
SUMMARY

RECOMMENDATION

Approve Budget Ordinance Amendment #4 to the 2018-19 City of Greenville budget (Ordinance #18-038), Capital Project Fund (Ordinance #17-024), and establish the Red Light Camera Fund.

City Council Meeting

November 5, 2018



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