City Council Workshop

June 11, 2018



Item 1

Discussion of Job Creation Grant Program





Job Creation Grant Program





What is the Job Creation Grant Program?

- One of the top 7 economic development initiatives for City Council in 2018.
- Presentations and feedback received from City Council at City Council Economic Development Committee (CCED) meetings and small group sessions.
- Encourages the creation, and/or expansion of full-time jobs within the City of Greenville.

 Provides funding based on the property tax generated by the investment and/or new full-time jobs created.





Job Creation Grant Program – How it Works

- <u>Eligibility</u>: Demonstrated competition from other Cities or States or is the incentive needed to make the project go forward.
- Claw-back Provision: If company does not adhere to the terms of the grant, the City has the right to suspend the grant or recover funds.
- Number of Grants: Companies are eligible for more than one grant as long as expansions meet the minimum criteria of the awarded grant. Only one grant will be paid at a time.

- Development Agreement and/or MOU:
 - ➤ Encouraged to hire residents of the Greenville N.C. M.S.A.
 - Encouraged to use local small, minority and women owned businesses.





Job Creation Grant Program – How it Works

- All business sectors are eligible except for retail and restaurants.
- <u>Eligible Geography</u> = Greenville City Limits and/or the Greenville Extraterritorial Jurisdiction (ETJ)
- <u>Wage Rate</u> = Companies wages must be consistent with wage rate for the Greenville N.C. M.S.A.

If Wage Rate is Less than M.S.A. Average =
 The City may consider the industry wage
 rate in making a determination regarding
 eligibility (Ex: Call Center).





Program Guidelines and Requirements

(Option 1) Full-time Job Creation Option:

- Includes a minimum of \$500,000 taxable investment at the investment site.
- Creating a minimum of <u>25 new full-time</u> <u>jobs</u> and has elevated funding levels through a 3-tier structure.
- This option applies to companies in the City of Greenville <u>City Limits</u> and the

(Option 2) Property Tax Investment & Full-time Job Creation Option:

- Includes a minimum of \$500,000 taxable investment at the investment site.
- Grant Range: <u>50-75%</u> of Property Tax
- Creating a minimum of <u>50 new full-time</u> jobs.
- This option applies to companies in the City of Greenville <u>City Limits only</u>.



Option 1: Full-time Job Creation

| Tier | Number of New Full-time Jobs | Amount Per Job | Maximum Annual Grant Installment | Maximum Number of Annual Grant Installments |
|-------|---------------------------------|-------------------|--|--|
| One | 25 - 74 | \$1,000 | \$100,000 | 2 |
| Two | 75 - 124 | \$1,000 | \$100,000 | 3 |
| Three | 125+ | \$1,000 | \$100,000 | 5 |

| | Project X | Project Y | Project Z |
|--|-----------|-----------|-----------|
| | Example 1 | Example 2 | Example 3 |
| Number of Full-Time Jobs Created | 65 | 100 | 300 |
| Minimum of \$500,000 Taxable Investment? | Yes | Yes | Yes |
| Base Amount Per Job | \$1,000 | \$1,000 | \$1,000 |
| Calculated Annual Grant Award | \$65,000 | \$100,000 | \$300,000 |
| Exceed Annual Maximum Amount? | No | No | Yes |
| Annual Grant Award | \$65,000 | \$100,000 | \$100,000 |
| Maximum Number of Annual Grant Awards | 2 | 3 | 5 |
| Maximum Grant Awards | \$130,000 | \$300,000 | \$500,000 |



Option 2: Property Tax Investment & Full-time Job Creation

* Full-time Job Creation: Minimum of 50

* Taxable Investment: Minimum of \$500,000

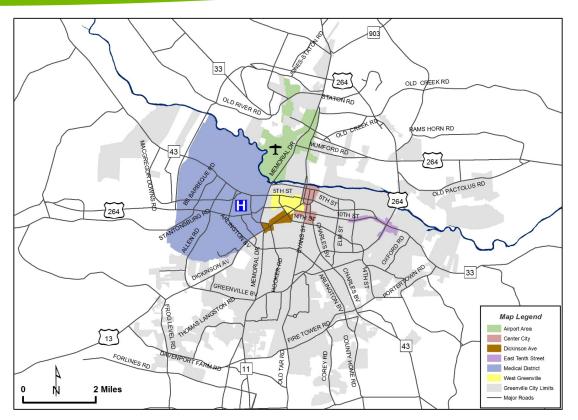
* Property Tax Range: 50 - 75%

* Maximum Annual Grant Amount: Up to \$150,000

* Number of Annual Installments Range: 3 - 7 Years

| | Project X | Project Y | Project Z |
|---------------------------------------|-------------|--------------|---------------|
| | Example 1 | Example 2 | Example 3 |
| Number of Full-Time Jobs Created | 65 | 100 | 300 |
| New Ad Valorem Tax Base Created | \$5,800,000 | \$80,000,000 | \$100,000,000 |
| Current Annual Property Tax Rate | 0.52 | 0.52 | 0.52 |
| New Ad Valrorem Tax Revenue Created | \$30,160 | \$416,000 | \$520,000 |
| % of New Ad Valorem Tax Revenue | 50.0% | 60.0% | 75.0% |
| Calculated Annual Grant Award | \$15,080 | \$249,600 | \$390,000 |
| Exceed Annual Maximum Amount? | No | Yes | Yes |
| Annual Grant Award | \$15,080 | \$125,000 | \$150,000 |
| Maximum Number of Annual Grant Awards | 4 | 5 | 5 |
| Maximum Grant Awards | \$60,320 | \$625,000 | \$750,000 |





Economic Development Investment (EDI) Zones:

- Established in 2013 as part of Capital Investment Grant.
- 6 EDI Zones provide more flexibility to fund including:
 - Catalytic mixed-use development
 - Project promotes City Council goals
 - Project has potential to transform district.
 - Project has potential to strengthen our community's status as a commercial hub.



Comments or Questions?

Item 2

Presentation of Fire/Rescue Standards of Coverage





Standards of Cover & Community Risk Assessment

Outline

- Accreditation overview
 - ► Center For Public Safety Excellence (CPSE)
 - ► Commission on Fire Accreditation (CFAI)
 - ► Standards Of Coverage (SOC)
 - ► Community Risk Reduction
- ▶ Who we serve (risk assessments)
- ► How we serve (service delivery)
- ▶ Performance benchmarks & baselines





Accreditation

A quality improvement model based on a risk analysis and self-assessment that promotes the establishment of community-adopted performance targets for fire and emergency service agencies.





- The International Association of Fire Chiefs (IAFC) and the International City/County Management Association (ICMA) combined efforts to develop a framework for continuous improvement of the fire and emergency service.
- ► This formation led to the creation of the Commission on Fire Accreditation International (CFAI)
- Their mission is to award accreditation to fire and emergency service agencies.



- CFAI developed The Center for Public Safety Excellence (CPSE)
- CPSE mission is to lead the fire and emergency service agencies towards excellence through a continuous quality improvement process of accreditation, credentialing, and education.

Accredited Agencies

- ► 247 Internationally Accredited Agencies
 - ▶ 21 in Departments in North Carolina
 - Community-focused
 - Data-driven
 - Outcome-focused
 - Strategic-minded
 - Well organized
 - Properly equipped
 - Adequately staffed
 - Professionally trained



Community Expectations

- ► Stakeholders Meeting, December 2016
 - ▶ Provide Effective Emergency Services in a Timely Manner
 - ► Provide Community Risk Reduction Services
 - ▶ Direct the Development of Employment Pool



Greenville Fire/Rescue

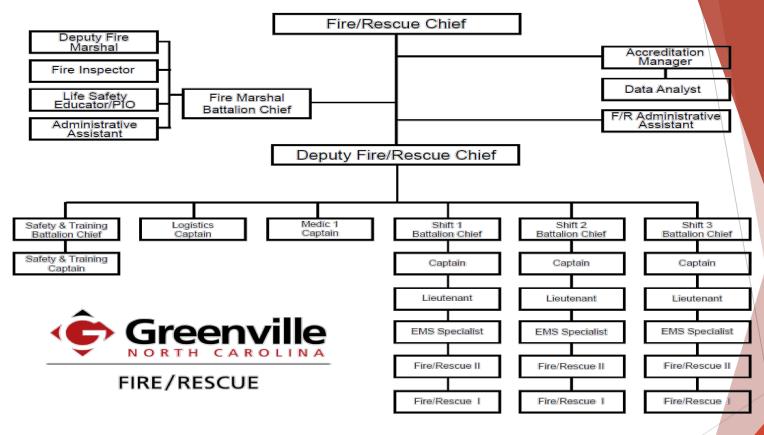
An all-hazards emergency services department that provides:

- ▶ Fire suppression
- ▶ Paramedic-level Emergency Medical Services Transport
- Technical rescue
- ► Hazardous materials mitigation
- ► Community Risk Reductions via:
 - ▶ Public education
 - ► Community outreach
 - ► Fire inspections
 - ▶ Fire investigation



FIRE/RESCUE

Find yourself in good company®

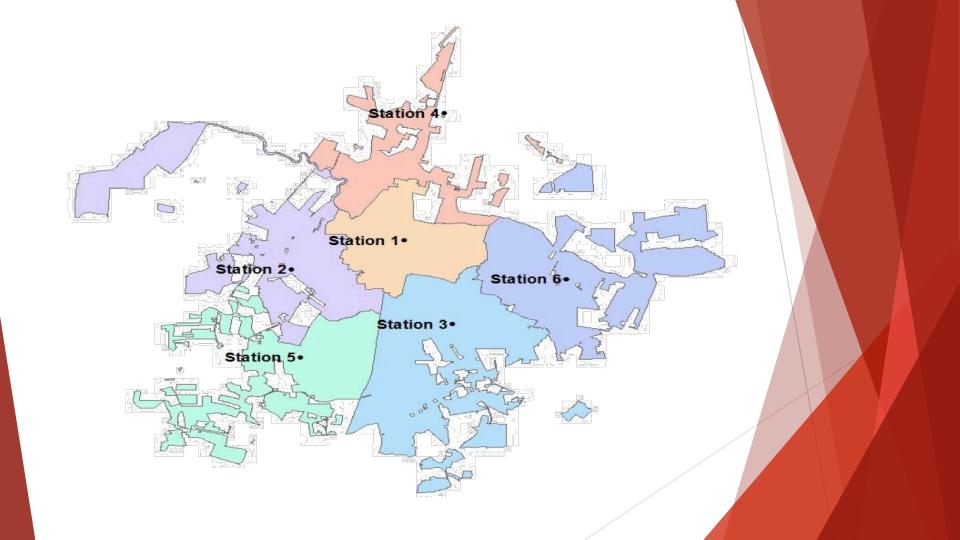


- ▶ 161 dedicated women and men
- Ready 24-hour a day
- ▶ 6 stations strategically positioned throughout the city

Greenville Fire/Rescue Stations, Equipment, & Personnel

- Six stations are staffed daily with a minimum of 40 personnel
 - ▶ 1 Battalion Chief (Shift Commander)
 - ▶ 1 Medic One (Paramedic Supervisor)
 - ▶ 5 Fire Engines
 - ▶ 7 Ambulances
 - ▶ 1 Pumper Ambulance
 - ▶ 2 Squad units (Paramedic QRV's)
- Resources cross-staffed as needed include boats & 1 brush truck
- ▶ Daily cross-staffed units are the Tower (100' platform) & medium-duty Rescue





Mission, Vision, & Values

MISSION STATEMENT

▶ At Greenville Fire/Rescue, we are a team of compassionate professionals committed to serving the diverse needs of our community through high quality and timely response to a full range of emergency services, outreach and prevention programs.

VISION STATEMENT

▶ Greenville Fire/Rescue will deliver quality, timely services in response to all hazards with a diverse and highly trained workforce; be proactive in meeting the needs of the community by identifying and implementing outreach programs and interventions; and work together to continuously improve our personnel and our performance.

VALUES:

Integrity
Compassion
Respect
Continuous Improvement

Standards of Cover (SOC)

- ► The adopted, "deployment analysis, comprised of written policies and procedures that determines the distribution, concentration and reliability of fixed and mobile response forces for fire, emergency medical services, hazardous materials and other forces of technical response."
- ► The purpose for completing such a document is to assist the agency in ensuring a safe and effective response force for fire suppression, emergency medical services, technical rescue and hazardous material emergencies

The SOC document is to provide a system which will assist the department with:

- ► Assessing community fire and non-fire risk
- ▶ Defining baseline and benchmark emergency response performance standards
- ▶ Validating current/plan future station locations
- ▶ Determining apparatus type and staffing levels
- Predictive tool to assist with determining workload and ideal unit utilization
- ► Measuring service delivery performances
- ► Supporting strategic planning and policy development

Community Risk Assessment

► Identify the fire and nonfire risk common and/or unique to our community



Determine Service Levels

► The level of service provided by the department is based on the ability to cope with the various types and sizes of emergencies that can be reasonably expected after having conducted a risk assessment.



Analysis of Current Response Capabilities

- **▶** Time
- ▶ Personnel Performance
- ► Equipment/Resources



Develop Standards

- ► Resource Allocations
- ► Deployment Models
- Maximize Response Effectiveness Throughout the Community



Classifying Risk by Service Type
Fire Suppression, EMS, Hazardous Materials, Technical Rescue

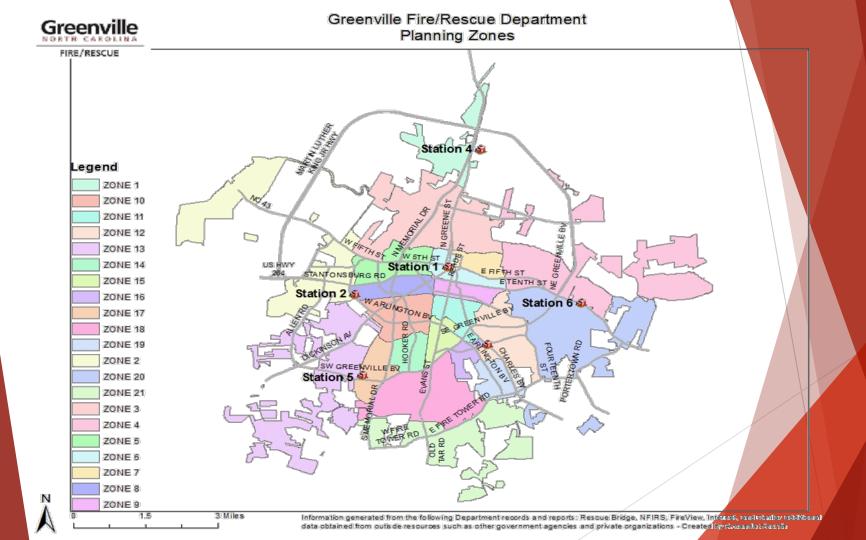


Risk Assessment Data

Data sources:

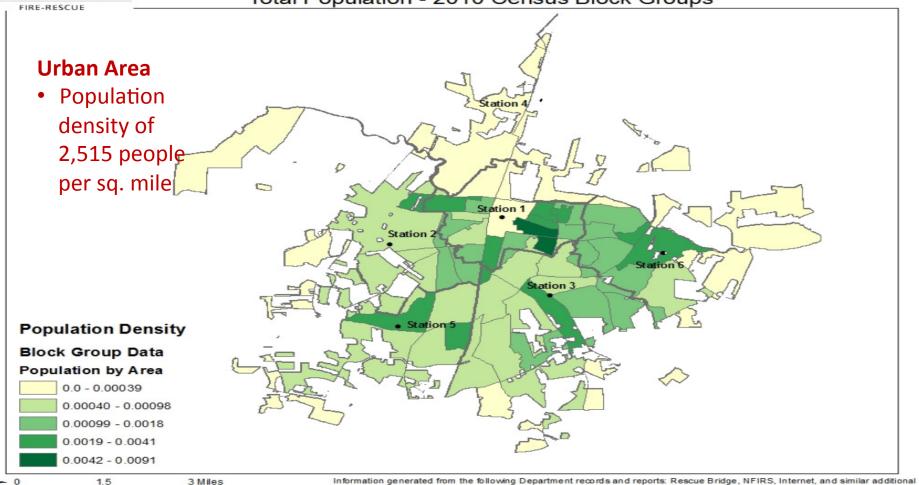
- ► Tax assessor records
- ► City GIS
- ► City Building Dept.
- ▶ Omega Fireview
- ► ImageTrend® RMS







Greenville Fire-Rescue Department Total Population - 2010 Census Block Groups



data obtained from outlisde resources such as other government agencies and private organizations - Created by Amanda Church

Risk Assessment of Structures

- ► Vision risk assessment tool to analyze hazards
- ► Calculates the Occupancy Vulnerability Assessment Profile (OVAP) score in an analysis of the risk present in a given occupancy.

| Risk Group | OVAP Score |
|-------------|-------------------|
| Low | < 15 |
| Moderate | 15 - 39 |
| Significant | 40 - 59 |
| Maximum | 60+ |

Structure risk assessment elements:

- Fire suppression system
- Structure size
- Structure height
- Incident history
- Community consequences
- Greenville Utilities Water Resources
- FEMA flood zone
- 3-year hurricane and flood damage
- Income level

Risk Assessment scores specific to each station area

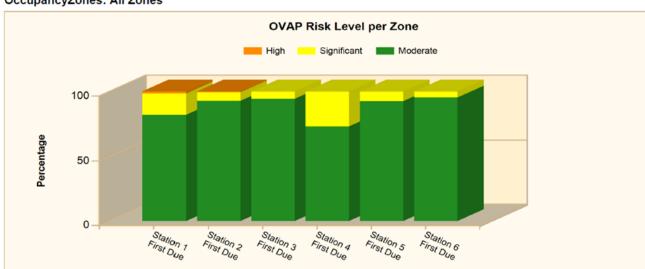
Greenville Fire And Rescue Department

Greenville, NC

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Hazard Statistics for Zone OccupancyZones: All Zones



Risk Assessment of Medical Emergencies

Emergency Medical Services (EMS) responses represent 83% of call volume (2014-2017).

| FY | 2014/2 | 2015 | 2015/2 | 2016 | 2016/ | 2017 |
|-------------------|--------|------|--------|------|--------|------|
| Total call volume | 16,623 | | 17,024 | | 18,088 | |
| EMS type | 13,917 | 84% | 14,065 | 83% | 15,001 | 83% |

GFR sustained an average of 38% ROSC rate over the last 3 years

| FY | patients in cardiac arrest | ROSC obtained | ROSC % |
|---------|----------------------------|---------------|--------|
| 2014-15 | 48 | 19 | 39% |
| 2015-16 | 62 | 25 | 40% |
| 2016-17 | 71 | 25 | 35% |

Return of Spontaneous Respirations (ROSC) data

Weather Disaster Potential

- ► Hurricanes
- **▶** Tornadoes
- Severe thunderstorms
- Severe winter storms
- ► Nor'easters

Weather Disaster Risk Index: Certain natural hazards are considered more of a threat than others within the City of Greenville. The combination between a hazards impact and its likelihood of occurrence determine Greenville's overall risk conclusion to natural disasters.







The City of Greenville's Hazard Mitigation Plan categorizes Hazard Impacts as follows:

| Hazard | Magnitude | Magnitude Likelihood of Occurrence | | Risk Conclusion |
|---------------|-------------------|------------------------------------|----------|-----------------|
| Eleading | 10-49 year event | Likely | Limited | Himb Diale |
| Flooding | 50-100 year event | Possible | Critical | High Risk |
| | Tropical Storm | Likely | Limited | |
| Hurricanes | Category 1 | Likely | Limited | High Risk |
| | Category 2 | Possible | Critical | |
| Tornadoes | F0 (Gale) | Likely | Minor | Moderate Risk |
| Torriadoes | F1 (Moderate) | Likely | Limited | moderate Kisk |
| Thunderstorms | Severe | Highly Likely | Minor | Moderate Risk |
| Nor' easters | Categories 1&2 | Likely | Limited | Moderate Risk |
| Winter Storms | Severe | Possible | Limited | Low Risk |
| Wildfires | Category 1 | Unlikely | Limited | Low Risk |
| Wildlifes | Category 2 | Unlikely | Minor | Low Risk |
| Earthquakes | Moderate | Unlikely | Minor | Very Low Risk |

National Benchmarks

Benchmarks based on NFPA 1710, Standard for the Organization and Deployment of Fire Suppression Operations, Emergency Medical Operations, and Special Operations to the Public by Career Fire Departments

| Response Time Element | Benchmark Time |
|---|--------------------------------|
| Alarm processing for all fires and EMS | 1:04 or less, 90% of the time |
| Alarm processing hazmat and tech rescue | 1:30 or less, 90% of the time |
| Turnout for all fires, hazmat and tech rescue | 1:20 or less, 90% of the time |
| Turnout for EMS | 1:00 or less, 90% of the time |
| Travel for 1 ^s unit | 4:00 or less, 90% of the time |
| Travel for ERF moderate risk | 8:00 or less, 90% of the time |
| Travel for ERF high risk | 10:00 or less, 90% of the time |

Baseline Response Time

| Moderate Fire Suppression 90th Percentile Times: First Arriving Unit | | | | | |
|--|-------------------------------|------------------------|-------------|--|--|
| | 2014 - 2015 | 2015 - 2016 | 2016 - 2017 | | |
| Moderate Risk | n = 32 | n = 15 | n = 23 | | |
| Alarm Handling | 0:01:08 | 0:01:19 | 0:05:47 | | |
| Turnout | 0:02:43 | 0:01:48 | 0:03:15 | | |
| Travel 1st Unit | 0:05:04 | 0:06:39 | 0:04:40 | | |
| Total Response 1st Unit | 0:07:00 | 0:07:50 | 0:07:32 | | |
| Moderate | Fire Suppression Effe | ctive Response Force | | | |
| | 2014 - 2015 | 2015 - 2016 | 2016 - 2017 | | |
| Moderate Risk | n = 32 | n = 15 | n = 23 | | |
| Travel ERF | 0:14:40 | 0:09:30 | 0:35:18 | | |
| Total Response ERF | 0:16:55 | 0:18:34 | 0:38:01 | | |
| Moderate E/ | NS 90th Percentile Tir | mes: First Arriving Un | it | | |
| | 2014 - 2015 | 2015 - 2016 | 2016 - 2017 | | |
| Moderate Risk | n = 32 | n = 66 | n = 48 | | |
| Alarm Handling | 0:03:25 | 0:02:18 | 0:03:41 | | |
| Turnout | 0:01:30 | 0:02:02 | 0:03:00 | | |
| Travel 1st Unit | 0:04:49 | 0:05:03 | 0:05:24 | | |
| Total Response 1st Unit | 0:05:43 | 0:07:10 | 0:06:46 | | |
| Moderate Risk EMS Effective Response Force | | | | | |
| | 2014 - 2015 | 2015 - 2016 | 2016 - 2017 | | |
| Moderate Risk | n =15 | n = 66 | n = 48 | | |
| Travel ERF | 0:09:31 | 0:11:42 | 0:11:25 | | |
| Total Response ERF | 0:20:50 | 0:25:47 | 0:17:27 | | |

Levels of Service: Fire Suppression

- North Carolina Class 3 Department
- ▶ 3 person minimum staffing on fire units

Moderate Fire Risk

- ► Arrival of 1st unit in 09:26
- Arrival of the effective response force of 20 firefighters in 13:53.



Critical Task Analysis

| | | Moderate Risk Fire Type | |
|--------------------------------|-----|---|-----|
| Unit | ERF | Task | СТА |
| | | Initial Command, size up, initial IAP, initial Safety Officer | 1 |
| First Due Engine | 3 | Water supply, pump operator | 1 |
| | | Initial fire attack or rescue line | 1 |
| Second Due Engine | 3 | Water supply, pump operator | 1 |
| Second Due Engine |) | Establish 2 Out crew | 2 |
| Third Due Engine | 3 | Establish Ventilation Group | 3 |
| Fourth Due Engine | 3 | RIT | 3 |
| Tower 1 | 1 | Ventilation Group | 1 |
| First Due EMS Unit | 2 | Rehabilitation | 2 |
| Second Due EMS Unit | 2 | Fire Attack Group | 2 |
| First Due Squad Unit | 2 | Fire Attack Group | 2 |
| Medic 1 | 1 | Safety Officer | 1 |
| Battalion 1 | 1 | Incident Command | 1 |
| Total Effective Response Force | 21 | Critical Task Analysis Staffing | 21 |
| | | Moderate Risk EMS Type | |
| Unit | ERF | Task | CTA |
| First Due EMS Unit | 2 | First on scene sets initial Incident Command, establishes a safe work zone and initiates patient care | 2 |
| First Due Squad Unit | 2 | Patient care | 2 |
| First Due Engine | 3 | Patient care | 3 |
| Second Due EMS Unit | 2 | Patient care and transport | 2 |
| Medic 1 | 1 | Safety Officer | 1 |
| Battalion 1 | 1 | Incident Command | 1 |
| Total Effective Response Force | 11 | Critical Task Analysis Staffing | 11 |

Levels of Service: EMS

Paramedic Level Service

- ▶ 8 Ambulances
- ▶ 1 Combination Fire Truck/ Ambulance
- ▶ 2 Paramedic Quick Response Units
- ▶ 1 Paramedic Supervisor
- ▶ 7 Advance Life Support Fire Trucks

Moderate EMS Risk

- ▶ 1st arriving unit in 9:53
- Arrival of the effective response force of 11 personnel in 12:10



- ► 1st arriving unit in 9:53
 - ► Arrival of the

ive esno se

Levels of Service: Technical Rescue

Technical rescue covers a wide range of different types of incidents that include:

- Vehicle extrication
- Confined space rescue
- Trench collapse
- Swift water rescue
- Building collapse



Moderate TR Risk

- ➤ 1st unit with 3 personnel in 9:26
- ► Arrival of the effective response force of 14 personnel in 11:50

Levels of Service: Hazardous Materials

- ► North Carolina Hazardous Materials Operations level
- ► Large Scale Incidents
 - ▶ NC Hazardous Regional Response Team



Moderate Haz Mat Risk

- ▶ 1st unit with 3 personnel in 9:26
- ► Arrival of the effective response force of 17 personnel in 14:46

Greenville Fire/Rescue Call Data

| Run and Call Comparison - Calendar Year | | | | |
|---|--------|--------|-------|--|
| | 2016 | 2017 | % CHG | |
| Runs | 38,586 | 39,019 | 1.1% | |
| Calls | 17,632 | 17,694 | 0.4% | |

| Run and Call Comparison - January 1st through May 31st | | | | | |
|--|--------|--------|--------|------------|--|
| | 2016 | 2017 | 2018 | 3 YR % CHG | |
| Runs | 15,366 | 19,038 | 21,388 | 39% | |
| Calls | 6,898 | 7,006 | 7,207 | 4% | |

| Call Comparison by District - Calendar Year | | | | |
|---|-------|-------|-------|--|
| | 2016 | 2017 | % CHG | |
| District 1 | 3,673 | 3,473 | -5% | |
| District 2 | 5,526 | 5,496 | -1% | |
| District 3 | 2,705 | 2,757 | 2% | |
| District 4 | 504 | 414 | -18% | |
| District 5 | 2,390 | 2,329 | -3% | |
| District 6 | 1,646 | 1,590 | -3% | |
| Proposed District 7 | 835 | 841 | 1% | |

| Call Comparison by District - January 1st through May 31st | | | | | |
|--|-------|-------|-------|------------|--|
| | 2016 | 2017 | 2018 | 3 YR % CHG | |
| District 1 | 1,491 | 1,405 | 1,555 | 4% | |
| District 2 | 2,157 | 2,381 | 2,382 | 10% | |
| District 3 | 1,084 | 1,124 | 1,113 | 3% | |
| District 4 | 206 | 187 | 178 | -14% | |
| District 5 | 995 | 1,000 | 1,010 | 2% | |
| District 6 | 649 | 637 | 677 | 4% | |
| Proposed District 7 | 339 | 309 | 357 | 5% | |

| Call Comparison by Type - Calendar Year | | | | |
|---|--------|--------|------------|--|
| | 2016 | 2017 | % CHG | |
| Fire | 267 | 311 | 16% | |
| Overpressure Rupture, Explosion, Overheat | 21 | 22 | 5% | |
| Rescue and Emergency Medical Services | 14,792 | 14,796 | 0% | |
| Hazardous Condition | 177 | 119 | -33% | |
| Service Call | 477 | 610 | 28% | |
| Good Intent Call | 737 | 601 | -18% | |
| False Alarm and False Call | 1,148 | 1,229 | 7 % | |
| Severe Weather and Natural Disaster | 10 | 2 | -80% | |
| Special Incident Type | 3 | 4 | 33% | |

| Call Comparison by Type - January 1st through May 31st | | | | |
|--|-------|-------|-------|------------|
| | 2016 | 2017 | 2018 | 3 YR % CHG |
| Fire | 134 | 147 | 142 | 6% |
| Overpressure Rupture, Explosion, Overheat | 8 | 11 | 3 | -63% |
| Rescue and Emergency Medical Services | 5,944 | 6,153 | 6,122 | 3% |
| Hazardous Condition | 68 | 40 | 59 | -13% |
| Service Call | 155 | 191 | 260 | 68% |
| Good Intent Call | 154 | 89 | 78 | -49% |
| False Alarm and False Call | 435 | 375 | 542 | 25% |
| Severe Weather and Natural Disaster | 0 | 0 | 0 | No Change |
| Special Incident Type | 0 | 0 | 1 | Up 1 |

Critical Issues & Service Gaps

- ► Focused Approach to Reduce Turnout Times
 - Progressively work towards meeting national benchmarks for all response times and professional standards
- ► Effectively plan for future growth of the City
 - ► Station Location Analysis

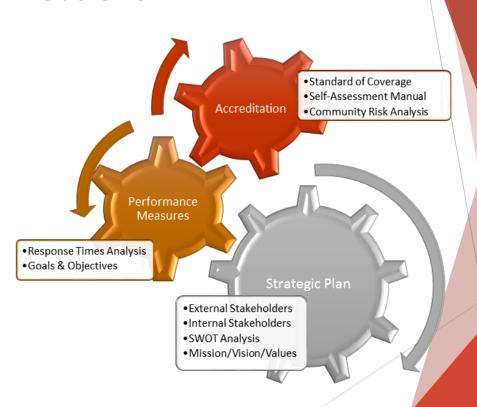


Critical Issues & Service Gaps

- ► The department will be reevaluating the Critical Task Analysis (CTA)
- ► Computer aided Dispatching system that answers the communication needs of the organization.
- ▶ Dispatching technology mobile data computer or terminals (MDT) and automatic vehicle location (AVL).

Conclusion

Continuous Improvement





Questions?



FIRE/RESCUE

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Item 3

Presentation on South Tar River Greenway Phase 3 Project





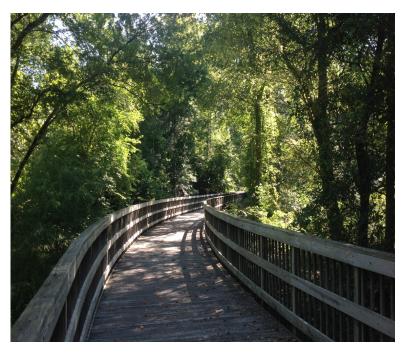
2004 – Greenway Plan

Recreation Goals and Objectives

- Provide linkages between neighborhoods, parks, schools, & ECU
- Provide Outdoor opportunities for personal fitness & exercise
- Provide for access to nature and educational opportunities
- Provide special opportunities for the physically disadvantaged



South Tar River Greenway



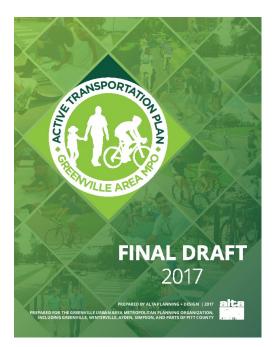






Recently completed — 2011

Active Transportation Plan





Greens Mill Run Greenway















Greens Mill Run Greenway









Greens Mill Run Greenway







South Tar River Greenway Ph 3





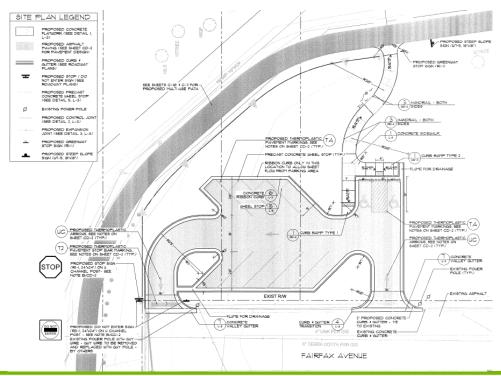
South Tar River Greenway Ph. 3A

Base Bid and Alternates:

- Base Bid Main Trail: 4,200 LF -10' wide paved asphalt greenway path.
- Alternate #1 –Replace drainage structure on Colonial Avenue.
- Alternate #2 Fairfax Ave. Trailhead: Paved trailhead parking area for 11 vehicles.
- Alternate #3 White Street Trail Connection, conc. steps from greenway to neighborhood.
- Alternate #4 Concrete boardwalk with metal rails in-lieu-of pressure-treated boardwalk.



Fairfax Avenue Trailhead/Parking





Greenway Concrete Boardwalks







CSX/Greenway Encroachment







Funding

| SOUTH TAR RIVER GREENWAY PHASE 3A | | | | | |
|-----------------------------------|-----------------|--|--|--|--|
| | REVENUE SUMMARY | | | | |
| ITEM | AMOUNT | DESCRIPTION | | | |
| CPPW GRANT | \$50,000 | Pitt County Health Department Planning Grant - (100%) | | | |
| GRANT REVENUE #1 | \$907,609 | Original Agreement, Federal portion (80%) | | | |
| NON-GRANT REVENUE | \$226,902 | City 20% match to original grant | | | |
| GRANT REVENUE #2 | \$903,000 | Supplemental Municipal Agreement #1, 80% Fed/20% State/0% City | | | |
| GRANT REVENUE #3 | \$1,440,000 | Supplemental Municipal Agreement #3, Federal portion (80%) | | | |
| NON-GRANT REVENUE | \$360,000 | City 20% match for Supplemental Agreement #3 | | | |
| TOTAL REVENUES | \$3,887,511 | | | | |
| NET COST TO CITY | \$586,902 | \$15% of Total Funding | | | |



PROJECT COSTS

| EXPENDITURES - CURRENT AND ANTICIPATED | | | | | |
|--|-------------|---|--|--|--|
| ITEM | AMOUNT | DESCRIPTION | | | |
| DESIGN/CEI | \$683,394 | Kimley Horne, CSX & SEPI | | | |
| ACQUISITION | \$81,427 | Parcel acquisitions and attorney fees | | | |
| SUBTOTAL | \$764,821 | | | | |
| | | | | | |
| CON | TRACTOR | - SMITH-ROWE, LLC - BID SUMMARY | | | |
| ITEM | AMOUNT | DESCRIPTION | | | |
| BASE BID | \$2,214,629 | Base Bid for greenway from 1st Place Apartments to Nash | | | |
| ALTERNATE 1 | \$9,000 | Replace drainage structure | | | |
| ALTERNATE 2 | \$152,484 | Fairfax Avenue Trailhead | | | |
| ALTERNATE 3 | \$126,815 | White Street Trailhead Connection | | | |
| ALTERNATE 4 | \$325,000 | Precast Concrete Boardwalks with Metal Railing | | | |
| | \$2,827,928 | | | | |
| 10% CONTINGENCY | \$282,793 | | | | |
| SUBTOTAL | \$3,110,721 | | | | |
| | | | | | |
| TOTAL COST | \$3,875,542 | | | | |



Questions?

Item 4

Presentation on Proposed Agreement with Street Level Media, LLC for Bus Advertising Services



Transit Advertising Services







City Advertising – History/Policy

In May, 2016, Mayor Thomas requested an item be placed on the City Council agenda for a presentation and plan on naming rights, advertising and marketing; utilization of space to drive new streams of revenue.

Council directed staff to pursue a Transit Advertising Program and establish an advertising policy



Advertising Policy – Goals and Objectives

Provide clear guidelines as to the types of advertisements that will allow the City to generate and enhance transit operations.

Policy Highlights: Prohibits campaign speech, advertising of tobacco, alcohol, gambling, human reproduction or sexuality, predatory lending, profanity or violent images, flashing lights, etc..



Policy approved by Council in October, 2016.

RFP for Advertising Services

The City received and reviewed a single response to the request for proposal for Advertising and Sponsorship Services:

Streetlevel Media was the sole submission.



About Streetlevel Media, LLC

Street-level Media is a North Carolina-based media company that concentrates on large-format mobile and transit advertising.





Value of Transit Advertising Services

A sustainable revenue source.

Contractor will:

- Administer the advertising programs.
- Locate advertisers and executes sales agreements.
- Create, install and maintain advertisements.
- Administer marketing and advertising opportunities



Streetlevel Media – Clients

- Cape Fear Public Transit
- Fayetteville Area Transit
- Greensboro Transit
- High Point Transit
- Winston-Salem Transit
- City of Greensboro
- City of High Point
- ESPN Radio
- Farm Bureau
- FAST Med Urgent Care
- Fayetteville State University
- Geico
- Jersey Mike's

- Kangaroo Express
- Mid-Carolina Council of Governments
- Nationwide
- North Carolina A&T University
- NC Aquarium
- NCDOT
- Pfeiffer University
- Piedmont Triad International Airport
- UNC Greensboro
- UNC Wilmington Athletics



Bus Advertisements





Half Wrap





Greenville
NORTH CAROLINA

Find yourself in good company*

King Kong

Bus Advertisements



Tail Wrap







Full Wrap/Full Kong

Bus Advertisements





Contract Term – Two years with the ability to extend for two additional years.

Minimum Guarantee to City:

| Year 1 | \$12,525 |
|--------|----------|
| Year 2 | \$16,500 |
| Year 3 | \$18,600 |
| Year 4 | \$19,800 |
| | |
| Total | \$67,425 |



City Council Workshop

June 11, 2018

