

Milroy, Shannon

From: noreply@civicplus.com
Sent: Sunday, June 30, 2024 3:39 PM
To: ATax Communications
Subject: Online Form Submittal: Accommodations Tax Grant Application

WARNING!

This email originated from outside of the Town of Bluffton's email system. DO NOT click any links or open any attachments unless you recognize the sender and know the content is safe.

Accommodations Tax Grant Application

TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION

TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION

Accommodations Tax Grant Application Instructions	Accommodations Tax Grant Application Instructions
---	---

Accommodations Tax Grant Application Instructions	I have read and acknowledged the Town of Bluffton, SC Accommodations Tax Grant Application Instructions.
---	--

(Section Break)

Application Date	6/30/2024
------------------	-----------

Full Legal Organization Name	Boys and Girls Club of the Lowcountry
------------------------------	---------------------------------------

Project Name	Bike Bluffton
--------------	---------------

Total Project Costs	\$29,800
---------------------	----------

Total ATAX Funds Requested	\$23,500
----------------------------	----------

Percent of Total Budget	<i>Field not completed.</i>
-------------------------	-----------------------------

Address	100 H. E. McCracken Circle
---------	----------------------------

Street Address Line 2	<i>Field not completed.</i>
City	Bluffton
State	SC
Zip Code	29910
Applicant must be designated as a non-profit entity to receive ATAX funds. Please include a copy of your organization's non-profit status, such as your IRS Designation Letter.	IRS Determination Letter - 501 (c) (3).pdf
Please upload a copy of your current Town of Bluffton Business License, which is required of all applicants.	Boys Girls Club - 2024 licenseBluffton.pdf

TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION

Organization Primary Point of Contact	
First Name	Doug
Last Name	Pace
Title	Board President
Phone Number	(404)661-5225
E-mail Address	dougpace55@aol.com

(Section Break)

Organization Secondary Point of Contact	
First Name	<i>Field not completed.</i>
Last Name	<i>Field not completed.</i>
Title	<i>Field not completed.</i>
Phone Number	<i>Field not completed.</i>

E-mail Address *Field not completed.*

TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION

Project Description: "Bike Bluffton" is a fund-raising event being held by the Boys and Girls Club of Bluffton on Sunday, November 3rd. It is a cycling ride that allows participants to choose their distance and follow designated routes through Bluffton. Last year was our second event, bringing riders from as far as Chicago, IL, Livingston, TX, and Shelburne, ME as well as several local participants. "Bike Bluffton" is modeled after our sister Club on Hilton Head's event "Pedal Hilton Head." With its now 16-year history, Pedal draws in 700 riders from areas all around the Southeast.

This year, "Bike Bluffton" will again have a 2-mile family fun ride, along with a 10, a 30, and a 62-mile ride, all starting from the Boys and Girls Club of Bluffton location. New in 2024 we will be adding a 20 mile route which should attract additional riders. The various routes will incorporate Palmetto Bluff, Sun City and Hampton Lake and be assisted with guidance from the Bluffton Police Department. The Bluffton PD was a part of our event last year and offered suggestions for improvements and great enthusiasm for serving in the event this year.

In last year's event, we hosted 372 riders and a net fund-raising income for "Bike Bluffton" of \$77,850. Our goal in 2024 is to increase our rider count to 400 and a net fund-raise of \$90,000.

All advertising/marketing paid for with Town of Bluffton Accommodations Tax dollars must incorporate the branding shown here: **Town of Bluffton Brand Standards. The use of the Town's logo must meet the design standards outlined at the aforementioned link and be approved by the Town. Designs may be submitted electronically using this **link**. Please allow five (5) business days for approval.**

Impact on or Benefit to Tourism: Participants from our event in 2023 came from areas in the Atlanta, Greenville, Charleston markets as well as cities and towns throughout the southeast. These riders required accommodations for 1-2 nights to allow for the events early start time of 8 am. While here, attendees were able to enjoy the beauty of Bluffton and experience what we all know as the Heart of the Lowcountry. In 2024, we intend to expand our reach to pull in additional visitors and participants and bike clubs from at least 2 to 4 hours outside of our market, with a focus on a large cycling club in Atlanta, which may involve up to 100 riders in and of itself. The goal of Bike Bluffton is to see

between 40 and 50 percent of its riders from areas outside of the Lowcountry.

“Tourist” means a person who does not reside within the corporate limits of the Town or within a Town zip code that takes a trip into the corporate limits of the Town for any purpose, except daily commuting to and from work.

“Travel” and **“Tourism”** mean the action and activities of people taking trips outside their home communities for any purpose, except daily commuting to and from work.

(Section Break)

Project/Event Start & End Date:	11/3/2024 - 11/4/2024
Multi-Year Project/Event?	No
Permits Required, if any:	Special Event Registration Town of Bluffton
Additional Comments:	<p>The Boys and Girls Club of Bluffton serves children in our community ages 6 through 18. We have total current a membership of 250 and offer programs in literacy, math, mentoring, sports, arts, and ESOL, just to name a few. We offer a robust summer program that is currently in full swing. The vast majority of our annual budget is raised through fund-raising and donations and, with the assistance of ATAX, we believe Bike Bluffton has the potential to meet and possibly exceed</p> <p>it's growth goals by effectively using marketing dollars to attract significant participation from outside of our market.</p>

TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION

FINANCIAL INFORMATION

Project/Event Line Item Budget	Bike Bluffton ATAX Budget Submission.xlsx
Most Recent Fiscal Year Balance Sheet and Profit and Loss Accounting Statement	Bluffton Statement of Support, Revenue, ExpensesSept2023.pdf
Financial Guarantee	Bike Bluffton Minutes.docx

Applicant must provide a copy of official minutes wherein the sponsoring organization approves the project and commits the organization to financial responsibility for carrying it out to the stage of completion.

(Section Break)

Please list all contributions made to the project/event by the sponsoring organization. This shall include both monetary and in-kind goods and/or services, as applicable.

Contribution	N/A
--------------	-----

Amount/Value	N/A
--------------	-----

Contribution	N/A
--------------	-----

Amount/Value	N/A
--------------	-----

(Section Break)

Have you requested, received or been awarded funding from other sources or organizations (including additional ATAX funds from other local entities) for this project/event?	No
--	----

If yes, please list all sources and amounts:

TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION

PRIOR RECIPIENT'S REPORT

If your organization has received ATAX funding from the Town of Bluffton in previous years, you must complete the below information. Only the information for the most recent round of funding is required.

If you have not received ATAX funding from the Town of Bluffton, please answer "No" and skip this section, and sign and submit your application.

Has your organization previously received ATAX funds from the Town of Bluffton?	Yes
Project/Event Name	Bike Bluffton
Year	2023
Amount Awarded	21,650
Was project completed?	Yes
How were the funds used?	ATAX funds were used to cover the expenses of utilizing a marketing professional to advertise via social media, print media, email pushes, solicitations to surrounding markets and cycling clubs.
What impact did this project/event have on the community or benefit tourism? Describe how the tourism data was measured.	Bike Bluffton is not just a community wide event for Bluffton, but also a destination cycling event for tourists. Participants of Bike Bluffton in 2023 came from all over the Southeast, Midwest and even Texas. We partnered with two hotels, The Comfort Suites and The Holiday Inn Express to provide room blocks for out-of-town guests. We plan on adding a third for 2024. Of the 2023 riders, over 70% of the riders were from zip codes other than 29909 and 29910. We market to cycling Clubs in Atlanta, Greenville, Charlotte, Charlottesville, Asheville, and more! Our website, www.bikebluffton.org clearly markets traveling to Bluffton and describes the beauty and reasons to come to Bluffton, South Carolina. https://www.bikebluffton.org/travel-to-bluffton-sc .
(Section Break)	
Please provide the project/event budgets for the previous two (2) years.	Bike Bluffton ATAX Budget Submission 1.xlsx
Additional Comments	<i>Field not completed.</i>

TOWN OF BLUFFTON ACCOMMODATIONS TAX GRANT APPLICATION

All applicants will be required to come before the Accommodations Tax Advisory Committee (ATAC) and answer any and all questions when scheduled to do so.

Any organization awarded funds for advertising/marketing must incorporate the Bluffton Heart of the Lowcountry brand logo in all promotional materials and advertising.

The South Carolina Freedom of Information Act (FOIA) defines a “public body” as any organization or corporation supported in whole or in part by public funds or expending public funds. If awarded, your organization’s acceptance of public funds from the Town of Bluffton may cause your organization to come within the meaning of “public body” as defined by the Freedom of Information Act. S.C. Code Ann. §30-4-10, et seq. (Supp. 2002). Accordingly, this is to advise that by accepting public funds, your organization may be subject to the South Carolina Freedom of Information Act.

By submitting this application, the organization certifies that it has read and understands the paragraphs above. The organization additionally certifies that it does not discriminate in any manner on the basis of race, color, national origin, age, sex, disability, religion, or language and that all funds that may be received by the applicant organization from the Town of Bluffton, South Carolina will be solely used for the purposes set forth in this application and will comply with all laws and statutes, including the South Carolina Code of Laws regarding Allocations of Accommodations Tax Revenues.

By typing your name below, you are signing this application electronically. You agree that your electronic signature is the legal equivalent of your manual signature on this application.

Signature	Gerald D Pace
Signatory's Title or Position	Board President

Email not displaying correctly? [View it in your browser.](#)



CINCINNATI OH 45999-0038

In reply refer to: 0248222395
Dec. 03, 2013 LTR 4168C 0
57-0811876 000000 00
00024095
BODC: TE

BOYS AND GIRLS CLUBS OF LOWCOUNTRY
INC
PO BOX 21909
HILTON HEAD SC 29925



069019

Employer Identification Number: 57-0811876
Person to Contact: MISS CONVERSE
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Nov. 21, 2013, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(03) of the Internal Revenue Code in a determination letter issued in July 1986.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website www.irs.gov/eo for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

0248222395
Dec. 03, 2013 LTR 4168C 0
57-0811876 000000 00
00024096

BOYS AND GIRLS CLUBS OF LOWCOUNTRY
INC
PO BOX 21909
HILTON HEAD SC 29925

If you have any questions, please call us at the telephone number
shown in the heading of this letter.

Sincerely yours,



Richard McKee, Department Manager
Accounts Management Operations

TOWN OF BLUFFTON

TOWN OF BLUFFTON -

Expires:04/30/2025

License No. 24-06-3808

Business Name: Boys & Girls Club of Bluffton

Date Issued: 06/13/2024

NAICS Title: Child and Youth Services

Business DBA Name: Boys & Girls Club of Bluffton

Business Type:

NON PROFIT - Afterschool and Summer Youth Programs

Physical Address:

100 HE MCCRACKEN CIR
BLUFFTON SC
29910

NON-TRANSFERABLE | TO BE PLACED IN A CONSPICUOUS PLACE

Section 6-21 Purpose and Duration of Business License

ALL BUSINESSES LOCATED IN THE TOWN OF BLUFFTON MUST POST THE BUSINESS LICENSE IN A VISIBLE LOCATION WITHIN THE BUSINESS LOCATION AS REFERENCED ABOVE AND IS VALID FOR THIS LOCATION ONLY. ALL BUSINESSES LOCATED OUTSIDE THE TOWN OF BLUFFTON MUST KEEP A CURRENT COPY WHILE CONDUCTING BUSINESS INSIDE THE TOWN OF BLUFFTON. CHANGE IN LOCATION OR OWNERSHIP REQUIRES A NEW LICENSE. IF THE BUSINESS IS CLOSED, CONTACT OUR OFFICE AT 843-706-4501 TO UPDATE ACCOUNT.

DeLauren Brown
Boys & Girls Club
10 Pinckney Colony Rd Ste# 103
Bluffton, SC 29909

**2023 Income**

Participation			
Early Registration: \$75/pp	185 @ \$75		\$13,875
RegularRegistration:\$85/pp	90 @ \$85		\$7,650
LateRegistration:\$95/pp (Starts October 16)	90 @ \$95		\$8,550
Ride 4 A Kid: \$300/pp	20 @ \$300		\$6,000
Club Riders(Donations)		40	\$400
Total			\$36,475
Accommodations Tax (ATAx) Grant from Town of Bluffton			\$23,500
Sponsorships			\$35,000
Donations			\$25,000
Total Revenue			\$119,975

2023 Expenses

Marketing		
T-Shirts (CAAM Events)		\$4,190
Cycling Jerseys (MuMu)		\$780
Professional Marketing Fees (Libby O Marketing)		\$9,000
Social Media (Facebook)		\$1,195
Social Media (Instagram)		\$1,630
Direct Advertising Costs		\$2,658
Event Website		\$300
Text Messaging to Participants		\$240
Print Advertising (CH2/CB2)		\$2,340
Yard Signs - Alpha Graphics		\$998
Route Signs		\$806
Wrist Bands (Riders)		\$129
Signage - Step & Repeat Banner		\$375
Decor & Entertainment		
Balloon Arch		\$438
Table Linens		\$417
D.J. / Entertainment		\$300
Food & Beverage		\$4,000
Total Expenses		\$29,797

Net Income	\$90,178
------------	----------

Boys & Girls Clubs of the Lowcountry, Inc.
Bluffton - Statement of Support, Revenue & Expenses

Modified Cash Basis

	Sep 23	Budget	\$ Over Budget	Oct '22 - Sep 23	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4000 · Raised Revenues from Donations							
4001 · Donations							
4005 · Donations - General	5,250.00	15,500.00	-10,250.00	324,766.88	180,000.00	144,766.88	180,000.00
4010 · Donations - Civic Clubs	0.00	0.00	0.00	80.00	49,600.00	-49,520.00	49,600.00
4015 · Donations - Church Groups	500.00	500.00	0.00	9,909.68	10,000.00	-90.32	10,000.00
4063 · Planned Giving	0.00	0.00	0.00	0.00	29,000.00	-29,000.00	29,000.00
4065 · Memorials & Bequests	100.00	20,000.00	-19,900.00	10,675.00	113,300.00	-102,625.00	113,300.00
Total 4001 · Donations	5,850.00	36,000.00	-30,150.00	345,431.56	381,900.00	-36,468.44	381,900.00
Total 4000 · Raised Revenues from Donations	5,850.00	36,000.00	-30,150.00	345,431.56	381,900.00	-36,468.44	381,900.00
4030 · Special Events Revenue							
4030.1 · Special Event Revenue - Golf							
4032 · Special Event Income - Golf	29,857.44	35,000.00	-5,142.56	57,231.68	65,000.00	-7,768.32	65,000.00
4032.1 · Special Event Raffle - Golf	0.00	10,000.00	-10,000.00	0.00	10,000.00	-10,000.00	10,000.00
Total 4030.1 · Special Event Revenue - Golf	29,857.44	45,000.00	-15,142.56	57,231.68	75,000.00	-17,768.32	75,000.00
4034 · Special Events - Sporting	0.00			67,312.26			
4035 · Special Events - Unrestricted	0.00	0.00	0.00	9,412.45	25,000.00	-15,587.55	25,000.00
4036.1 · Special Event Revenue - Spring							
4036 · Special Events-Spring Fundraise	0.00			33,182.44	0.00	33,182.44	0.00
4036.2 · Special Event -Gala Fund a Need	0.00			1,000.00			
4036.1 · Special Event Revenue - Spring - Other	0.00	0.00	0.00	0.00	160,000.00	-160,000.00	160,000.00
Total 4036.1 · Special Event Revenue - Spring	0.00	0.00	0.00	34,182.44	160,000.00	-125,817.56	160,000.00
Total 4030 · Special Events Revenue	29,857.44	45,000.00	-15,142.56	168,138.83	260,000.00	-91,861.17	260,000.00
4045 · General Appeals	0.00	15,000.00	-15,000.00	87,419.69	149,000.00	-61,580.31	149,000.00
4050 · Trusts, Foundations & Government	10,000.00	3,000.00	7,000.00	56,192.54	104,500.00	-48,307.46	104,500.00
4099 · Program & Membership Revenue							
4100 · Membership Dues & Fees							
4110 · Membership Dues	235.00	0.00	235.00	2,030.00	1,375.00	655.00	1,375.00
4100 · Membership Dues & Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 4100 · Membership Dues & Fees	235.00	0.00	235.00	2,030.00	1,375.00	655.00	1,375.00
4120 · Program Fees	28,289.00	22,833.37	5,455.63	372,794.84	274,000.00	98,794.84	274,000.00
4130 · Activity Fees Collected	0.00	0.00	0.00	14,426.50	10,000.00	4,426.50	10,000.00
Total 4099 · Program & Membership Revenue	28,524.00	22,833.37	5,690.63	389,251.34	285,375.00	103,876.34	285,375.00
4500 · Miscellaneous Income							
4150 · Club Merchandising Income	0.00	0.00	0.00	5,116.00	2,890.00	2,226.00	2,890.00
4500 · Miscellaneous Income - Other	4,611.14	0.00	4,611.14	14,884.16	3,200.00	11,684.16	3,200.00
Total 4500 · Miscellaneous Income	4,611.14	0.00	4,611.14	20,000.16	6,090.00	13,910.16	6,090.00
4995 · Income from United Way	0.00			3,917.22	0.00	3,917.22	0.00
Total Income	78,842.58	121,833.37	-42,990.79	1,070,351.34	1,186,865.00	-116,513.66	1,186,865.00
Cost of Goods Sold							
5182 · Activity Fees Paid Out	3,738.21	0.00	3,738.21	9,045.53	10,000.00	-954.47	10,000.00
5359 · Expenses - Special Events							
5460 · Event Expense - Golf	3,657.61	15,000.00	-11,342.39	6,576.61	15,600.00	-9,023.39	15,600.00
5461 · Event Expense - Spring Event	0.00			500.00	0.00	500.00	0.00
5465 · Event Expense - Sporting Events	0.00			17,221.15			
5665 · Event Expense-Misc Unrestricted	0.00	0.00	0.00	0.00	25,000.00	-25,000.00	25,000.00
Total 5359 · Expenses - Special Events	3,657.61	15,000.00	-11,342.39	24,297.76	40,600.00	-16,302.24	40,600.00
5470 · SAC Direct Expenses	0.00	0.00	0.00	350.29	1,700.00	-1,349.71	1,700.00
5475 · Donor Relations & Stewardship	0.00	1,000.00	-1,000.00	3,294.65	10,000.00	-6,705.35	10,000.00
5480 · Club Merchandising Expense	0.00	0.00	0.00	2,652.00	2,500.00	152.00	2,500.00
Total COGS	7,395.82	16,000.00	-8,604.18	39,640.23	64,800.00	-25,159.77	64,800.00
Gross Profit	71,446.76	105,833.37	-34,386.61	1,030,711.11	1,122,065.00	-91,353.89	1,122,065.00
Expense							
5000 · Payroll Expenses							
5060 · Pension Plan Expense	0.00			2,638.23			
5005 · Compensation - Full Time	29,664.70	28,754.44	910.26	386,136.83	433,099.63	-46,962.80	433,099.63
5010 · Compensation - Part Time	4,809.79	9,965.68	-5,155.89	154,602.03	144,764.80	9,837.23	144,764.80
5019 · Employee Costs							
5020 · Health Benefits	2,091.26	4,025.33	-1,934.07	44,134.46	48,303.96	-4,169.50	48,303.96
5025 · Workers Comp Exp	-3,266.61	630.47	-3,897.08	1,477.31	7,565.64	-6,088.33	7,565.64
5030 · Retirement/Pension	-1,021.06	0.00	-1,021.06	6,259.35	26,285.96	-20,026.61	26,285.96
5050 · Payroll Taxes	3,143.55	2,962.09	181.46	41,822.92	44,206.65	-2,383.73	44,206.65
5055 · SUTA Taxes	34.70	69.38	-34.68	1,177.11	2,546.16	-1,369.05	2,546.16
5019 · Employee Costs - Other	2,091.43			10,079.34			
Total 5019 · Employee Costs	3,073.27	7,687.27	-4,614.00	104,950.49	128,908.37	-23,957.88	128,908.37
5000 · Payroll Expenses - Other	0.00			-290.00			
Total 5000 · Payroll Expenses	37,547.76	46,407.39	-8,859.63	648,037.58	706,772.80	-58,735.22	706,772.80
5113 · Advertising, Marketing & Promo	70.09	0.00	70.09	2,231.90	5,600.00	-3,368.10	5,600.00
5115 · Operating Supplies							
5120 · Office supplies	296.70	200.00	96.70	1,134.26	2,300.00	-1,165.74	2,300.00
5130 · Housekeeping Supplies	309.88	300.00	9.88	3,283.78	5,900.00	-2,616.22	5,900.00
5140 · Medical Supplies	37.30	0.00	37.30	1,280.01	1,200.00	80.01	1,200.00
5150 · Program Supplies	226.83	200.00	26.83	4,080.86	3,000.00	1,080.86	3,000.00
5160 · Food Supplies	0.00	0.00	0.00	163.36	1,100.00	-936.64	1,100.00
5170 · Meeting Refreshments	50.00	150.00	-100.00	1,285.20	1,550.00	-264.80	1,550.00
5175 · Snack Expense	197.93	25.00	172.93	1,493.61	300.00	1,193.61	300.00
5180 · Printing	294.95	250.00	44.95	6,576.65	5,500.00	1,076.65	5,500.00
5184 · Awards	0.00	100.00	-100.00	25.00	1,200.00	-1,175.00	1,200.00
5185 · Postage	0.00	100.00	-100.00	1,080.49	1,350.00	-269.51	1,350.00
Total 5115 · Operating Supplies	1,413.59	1,325.00	88.59	20,403.22	23,400.00	-2,996.78	23,400.00

Boys & Girls Clubs of the Lowcountry, Inc.
Bluffton - Statement of Support, Revenue & Expenses

Modified Cash Basis

	Sep 23	Budget	\$ Over Budget	Oct '22 - Sep 23	YTD Budget	\$ Over Budget	Annual Budget
5200 · Utilities							
5210 · Telephone	1,528.56	1,000.00	528.56	18,581.20	15,950.00	2,631.20	15,950.00
5230 · Electric & Gas	4,514.16	2,000.00	2,514.16	35,431.05	22,900.00	12,531.05	22,900.00
5232 · Security	196.16	115.00	81.16	4,836.52	7,700.00	-2,863.48	7,700.00
5235 · Water & Sewer	922.93	350.00	572.93	8,596.84	5,550.00	3,046.84	5,550.00
Total 5200 · Utilities	7,161.81	3,465.00	3,696.81	67,445.61	52,100.00	15,345.61	52,100.00
5239 · Building & Ground Maintenance							
5240 · Grounds Maintenance	0.00	800.00	-800.00	1,050.00	9,600.00	-8,550.00	9,600.00
5241 · Outside Cleaning & Other Services	0.00	0.00	0.00	1,128.96	0.00	1,128.96	0.00
5250 · Equipment Repairs	0.00	0.00	0.00	0.00	1,125.00	-1,125.00	1,125.00
5260 · Building Repairs	0.00	0.00	0.00	11,143.34	0.00	11,143.34	0.00
5239 · Building & Ground Maintenance - Other	492.58			835.99			
Total 5239 · Building & Ground Maintenance	492.58	800.00	-307.42	14,158.29	10,725.00	3,433.29	10,725.00
5300 · Insurance							
5309 · Insurance - Commercial Property	844.45	795.00	49.45	8,364.50	7,950.00	414.50	7,950.00
5310 · Insurance - General & Liability	0.00	0.00	0.00	2,929.88	3,047.00	-117.12	3,047.00
5311 · Insurance - Auto	717.34	895.00	-177.66	7,856.70	8,947.00	-1,090.30	8,947.00
5314 · Insurance - Umbrella	503.63	479.00	24.63	4,993.53	4,791.00	202.53	4,791.00
Total 5300 · Insurance	2,065.42	2,169.00	-103.58	24,144.61	24,735.00	-590.39	24,735.00
5420 · Travel Expense							
5048 · Conferences & Training	0.00	0.00	0.00	7,318.27	5,200.00	2,118.27	5,200.00
5421 · Mileage	182.34	75.00	107.34	812.45	1,075.00	-262.55	1,075.00
5430 · Gas & Oil - Vehicles	137.79	100.00	37.79	1,156.05	1,925.00	-768.95	1,925.00
Total 5420 · Travel Expense	320.13	175.00	145.13	9,286.77	8,200.00	1,086.77	8,200.00
5600 · Other Operating Expenses							
5049 · Staff Apparel	0.00	0.00	0.00	666.00	1,150.00	-484.00	1,150.00
5110 · Professional Fees	3,981.85	1,500.00	2,481.85	24,151.10	20,650.00	3,501.10	20,650.00
5340 · Property Tax	0.00	300.00	-300.00	242.14	300.00	-57.86	300.00
5425 · Recruiting Expenses	0.00	0.00	0.00	930.47	500.00	430.47	500.00
5440 · Licenses	0.00	0.00	0.00	75.85	1,350.00	-1,274.15	1,350.00
5450 · Vehicle Repairs	0.00	0.00	0.00	654.17	800.00	-145.83	800.00
5500 · Dues & Licenses							
5510 · National Dues - Programs	0.00	0.00	0.00	3,534.62	3,900.00	-365.38	3,900.00
5520 · Civic Club Dues	0.00	65.00	-65.00	0.00	731.00	-731.00	731.00
5531 · Membership & Subscription Fees	0.00	0.00	0.00	2,546.00	300.00	2,246.00	300.00
Total 5500 · Dues & Licenses	0.00	65.00	-65.00	6,080.62	4,931.00	1,149.62	4,931.00
5625 · Bank Service Charges	0.00			83.40	0.00	83.40	0.00
5627 · Credit Card Fees	84.38	0.00	84.38	4,705.69	4,740.00	-34.31	4,740.00
5628 · Late Fees	0.00			0.00			
5629 · Finance Charges	0.00			5.99			
5640 · Club Merchandising Expense	0.00			506.25			
5660 · Miscellaneous Expense	0.00			3,736.55			
5720 · New Equipment	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 5600 · Other Operating Expenses	4,066.23	1,865.00	2,201.23	41,838.23	34,421.00	7,417.23	34,421.00
5900 · Allocation to Executive Office	21,342.60	21,342.60	0.00	256,111.20	256,111.20	0.00	256,111.20
Total Expense	74,480.21	77,548.99	-3,068.78	1,083,657.41	1,122,065.00	-38,407.59	1,122,065.00
Net Ordinary Income	-3,033.45	28,284.38	-31,317.83	-52,946.30	0.00	-52,946.30	0.00
Other Income/Expense							
Other Income							
4300 · Investment Income							
4996 · Interest Income	0.00			94.65			
Total 4300 · Investment Income	0.00			94.65			
4990 · Income Released From Restricted							
4991 · Restricted Income							
4132 · Explorer - Restricted	0.00			0.00			
4200 · Restricted Event Income	900.00			900.00			
4510 · Other Income - Restricted	0.00			1,184.00			
4809 · Scholarship - Restricted	0.00			0.00			
4818 · Keystone Club	0.00			109.00			
4819 · Torch Club	0.00			0.00			
4822 · Staff Conference	-47.58			-47.58			
4901 · Reading Program - Restricted	0.00			0.00			
4991 · Restricted Income - Other	0.00			0.00			
Total 4991 · Restricted Income	852.42			2,145.42			
4990 · Income Released From Restricted - Other	41,910.68	2,420.00	39,490.68	227,405.65	26,613.00	200,792.65	26,613.00
Total 4990 · Income Released From Restricted	42,763.10	2,420.00	40,343.10	229,551.07	26,613.00	202,938.07	26,613.00
Total Other Income	42,763.10	2,420.00	40,343.10	229,645.72	26,613.00	203,032.72	26,613.00
Other Expense							
5700 · Depreciation Expense	8,110.03			97,320.36			
5800 · Restricted Fund Expenses							
5011 · Payroll Wages - Restricted	877.50	2,226.00	-1,348.50	26,054.25	24,486.00	1,568.25	24,486.00
5051 · Payroll Taxes - Restricted	76.06	194.00	-117.94	1,683.63	2,127.00	-443.37	2,127.00
5801 · Direct Costs - Restricted							
5809 · Scholarship - Restricted	0.00			22,320.00			
5818 · Keystone Club Expenses	261.58			2,714.86			
5819 · Torch Club Expenses	0.00			134.41			
5873 · Restricted for Summer	0.00			19.34			
5877 · Explorer Program	1,540.00			3,588.98			
5880 · Reading Program - Restricted	239.66			239.66			
Total 5801 · Direct Costs - Restricted	2,041.24			29,017.25			
5800 · Restricted Fund Expenses - Other	38,915.88			170,650.52			
Total 5800 · Restricted Fund Expenses	41,910.68	2,420.00	39,490.68	227,405.65	26,613.00	200,792.65	26,613.00

Boys & Girls Clubs of the Lowcountry, Inc.

Bluffton - Statement of Support, Revenue & Expenses

Modified Cash Basis

	Sep 23	Budget	\$ Over Budget	Oct '22 - Sep 23	YTD Budget	\$ Over Budget	Annual Budget
9900 - Suspense	0.00			119.99			
Total Other Expense	50,020.71	2,420.00	47,600.71	324,846.00	26,613.00	298,233.00	26,613.00
Net Other Income	-7,257.61	0.00	-7,257.61	-95,200.28	0.00	-95,200.28	0.00
Net Income	-10,291.06	28,284.38	-38,575.44	-148,146.58	0.00	-148,146.58	0.00



Minutes Board of Directors Meeting June 18, 2024

Motion to Approve Fund Raising Event – “Bike Bluffton”

“The Board of Directors of the Bluffton Boys and Girls Club approves the fundraising event Bike Bluffton to be held November 3, 2024.”

Approved unanimously.

Doug Pace

Doug Pace

Board President



11/15/2022

BIKE BLUFFTON ACTUAL VERSES BUDGET - FINAL RESULTS

REVENUE:	BUDGET	ACTUAL	VARIANCE	COMMENTS
SPONSORSHIPS	10,000	31,050	21,050	
ATAX GRANT	10,000	10,000	0	5,000 rec'd
PARTICIPATION	17,500	20,343	2,843	includes 17 B4K riders
BIKE 4 A KID	6,000		-6,000	
DONATIONS	3,000	19,966	16,966	8106 online, 11860 rec'd in LC office
OTHER	0	1,275	1,275	Jersey sales
TOTAL REVENUE	46,500	82,634	36,134	
EXPENSES:				
BB TEE SHIRTS	3,000	2,848	-152	300 TEES
BIKE 4 A KID JERSEYS	900	1,640	740	5 samples, 17 B4K, 19 purchased
LIBBY O MARKETING	12,300	12,300	0	Agreement
ADVERTISING	4,000	2,098	-1,902	Details provided
SPONSORS FLAGS	0	2,600	2,600	
FOOD & BEVERAGE	1,000	2565	1,565	Food trucks, SAB provided rest stops food
OTHER	0	1482	1,482	AA 454, Route signs 1028
TOTAL EXPENSES	\$21,200	\$25,533	4,333	
NET INCOME	\$25,300	\$57,101	31,801	
PERFORMANCE BONUS FOR LIBBY		2,350		
DJ TIP		50		
NET RESULTS		54,701		



2023 Income

Participation		
Early Registration: \$65/pp	164 @ \$65	\$10,660
Regular Registration: \$70/pp	73 @ \$70	\$5,110
Late Registration: \$85/pp (Starts October 16)	70 @ \$80	\$6,320
Ride 4 A Kid: \$300/pp	14 @ \$300	\$4,200
Adjusted Race Roster # per Anne		\$25,707
Sponsorships		\$30,250
Accommodations Tax (ATAX) Grant from Town of Bluffton		\$21,650
Silent Online Auction		
10-15 auction items		\$4,040
Donations		
Online (AFTER fees)		\$5,740
Checks Mailed		\$14,950
Day of donations at cash register/ credit card machine		\$1,090
		\$103,427 Total Income

2023 Expenses

Printed		
T-Shirts (CAAM Events)	\$4,190	2 Invoices - \$1990 for first, \$2,200 for second
Cycling Jerseys (MuMu)	\$780	
Professional Marketing Fees (Libby O Marketing)	\$9,000	5 Payments of \$1800 each
Direct Advertising Costs	\$2,658	Facebook ads, Mail Chimp, Slick Text, Website, Google Domains, Instagram Ads,
Yard Signs - Alpha Graphics	\$998	Alpha Graphics new banners and new sponsorship signs
Signage - Andrea	\$806	The Island Printer for 10-mile signage
Wrist Bands (Andrea)	\$129	Andrea to be reimbursed
Signage - Step & Repeat Banner	\$375	Stickers & Banners (Libby Paid)
Decor & Entertainment		
Balloon Arch	\$438	
Table Linens	\$417	Party Table Linens/Spencer Special Events
D.J. / Entertainment	\$300	
Food & Beverage		
Rest-stop snacks	\$0	Donated
Drinks in coolers at event	\$0	Donated
Hot Dogs / Chips at Pre-Party Event	\$0	Donated
Food Truck: Chef B's Eats	\$1,026	Based on Last Year, Estimate
Food Truck: Pizza Co.	\$1,500	150 pizzas at \$10 each
Palmetto Kettle Corn as fundraiser	\$250	They gave out 150 bags of popcorn and then made a \$250 donation
Auction Item Expenses		
Trip to Canary Islands	\$1,707	Winning bid was \$2,875.00
	\$24,575	Total Expenses

\$78,853 NET INCOME FOR BOYS & GIRLS CLUB OF BLUFFTON