

TOWN COUNCIL
Regular Meeting
St. Charles Parish Hall
April 14, 2011

Immediately Following the Public Hearing

At 6:04 p.m. Mayor Dora Sullivan, having established a quorum, called to order the Regular Meeting of the Town Council. In addition to Mayor Sullivan, present were Vice Mayor Bannon, Councilmen Bennett, Evans and Veber and Councilwoman Natali. Councilman Sullivan was not in attendance. Also in attendance were Town Manager Heather Arcos, Consultant Bob Panek, Town Planner Tom Bonadeo, Mr. Michael Sterling of Vandeventer Black, LLP and Town Clerk Libby Hume. The majority of the Department Heads were also in attendance along with 21 members of the public.

Councilwoman Natali offered the invocation and led the Pledge of Allegiance.

PUBLIC COMMENTS:

Nicholas Braatz, 113 Peach Street:

Mr. Nicholas Braatz, President of the Cape Charles Volunteer Fire Department, addressed the Council regarding the financial status of the Cape Charles Volunteer Fire Department (CCVFD) and requested \$30K in assistance from the Town. Mr. Braatz requested a meeting with the CCVFD Board members and Town Council to further discuss the issues. Mayor Sullivan asked Mr. Braatz to contact the Town Clerk to schedule a work session. (Please see attached.)

Councilman Veber offered to help run an auction to raise money for the CCVFD. Mr. Braatz stated that two fundraisers were planned.

Carol Evans, 645 Tazewell Avenue:

Ms. Carol Evans addressed the Council representing the Eastern Shore of Virginia Tourism Commission (ESVTC) and the Northampton County Chamber of Commerce. Ms. Evans stated that a meeting had been scheduled for May 11th, beginning at 5PM at the former Eastville Inn location. Representatives from the Virginia Tourism Commission (VTC) were partnering with the ESVTC and would be in attendance at the meeting. The VTC would also have a Help Desk from 3PM – 5PM, the same day, to discuss various issues with individual business owners.

David Kabler, 10352 Church Neck Road, Machipongo:

Mr. David Kabler expressed his gratitude to the Council for their efforts regarding the Tall Ships. (Please see attached.)

Malcolm Hayward, 121 Strawberry Street:

Mr. Malcolm Hayward, President of the Cape Charles Business Association (CCBS), stated that the CCBA had sent a letter to Heather Arcos outlining the activities and projects completed in the past year and requesting \$3K to help with funding for the next fiscal year. Mr. Hayward added that new rack cards and brochures were getting finalized for printing and would be placed at the Eastern Shore Welcome Center. Mr. Hayward went on to state that currently, he felt that the Town and the businesses were fragmented and needed to work together in a better way. Mr. Hayward stated that he believe the Town should form an economic development committee with the CCBA as a part of that committee. The CCBA was a 501C3 organization and was the perfect group to work with an economic development committee to get things done. Mr. Hayward added that the CCBA did not endorse comments made by several business owners at the March Council meeting. Mr. Hayward stated that the CCBA was focused on business and he believed that the business owners should also be focused on business. January was a bad month for everyone and it was not the Town's responsibility to bring in business to the business owners. The Town should work with the

business owners to formulate an idea of the future of the Town. The CCBA believed that this was a tourism-focused objective and the association worked to extend the season with the Birding and Fall Festivals at the end of the season. The CCBA worked with the Town on the Blessing of the Fleet and were working with the Citizens of Central Park as well. Mr. Hayward added that Mr. David Kabler's work regarding the Tall Ships Initiative was fantastic and the Town needed to support this initiative which would bring thousands of people to the Town who would come back to visit in the future. Mr. Hayward reiterated that the Town should create an economic development committee to work with the business owners to formulate real plans that could come to fruition.

CONSENT AGENDA:

Motion made by Vice Mayor Bannon, seconded by Councilwoman Natali, to approve the agenda as presented. The motion was approved by unanimous consent.

The Town Council reviewed the minutes of the March 10, 2011 Public Hearing, the March 10, 2011 Regular Meeting, the March 22, 2011 Special Meeting, the March 22, 2011 Executive Session and the April 7, 2011 Work Session.

Motion made by Councilman Bennett, seconded by Councilman Veber, to approve the minutes for the March 10, 2011 Public Hearing, the March 10, 2011 Regular Meeting, the March 22, 2011 Special Meeting, the March 22, 2011 Executive Session and the April 7, 2011 Work Session as presented. The motion was approved by unanimous consent.

REPORT PRESENTATIONS:

A. Town Manager's Report:

Town Manager Heather Arcos reported the following: i) She attended the Public Hearing for Riverside Shore Memorial Hospital's Certificate of Public Need which was held earlier today at the Eastern Shore Community College. Over 200 individuals spoke and she read the resolution that was adopted by Council on March 22nd into record. The majority of comments were focused on the need for 24-hour emergency services in Northampton County; ii) She thanked Harbor Master Smitty Dize, the Harbor and Town Staff and the members of the Cape Charles Volunteer Fire Department for all their work on the Blessing of the Fleet. There was a great turnout even with the bad weather; iii) She has spoken with VDOT regarding the preliminary parking plan on South Peach Street, in front of the laundromat and fitness center; and iv) She pointed out Northampton County's Redistricting Map and noted that the County was holding four public information meetings regarding the redistricting proposal.

B. Treasurer's Report:

The Treasurer's report dated March 31, 2011 showed \$1,086,280 in the Bank of America checking account and \$1,944,432 in the Local Government Investment Pool ("LGIP") with a Total Cash on Hand of \$3,030,713. Treasurer Jo Anna Leatherwood informed Council that there was a sizeable bill to be paid for the Wastewater Treatment Plant construction but the reimbursement request would also be submitted. The business license taxes were coming in slower this year, but she would keep Council updated on the situation.

Councilman Bennett stated that the personal property tax collections seemed low and asked how it compared to previous years. Jo Anna Leatherwood responded that the collections were about the same this year and delinquent letters have been mailed and she had contacted DMV regarding their program to assist with collections.

Motion made by Councilman Evans, seconded by Councilman Bennett, to accept the Treasurer's Report as presented. The motion was approved by unanimous consent.

C. Recreation Report:

Community Events/Recreational Coordinator Jen Lewis reported the following: i) The Citizens for Central Park would be having their Pirates and Wenches Ball on May 14th. The Cape Charles Christian School was working with the Citizens for Central Park to hold a carnival for the youth during the day; ii) The Easter Bunny would be making an appearance at the Easter Egg Hunt

scheduled for 3PM on April 17th; and iii) The Birding Festival organizers continue to meet monthly and the rack cards for this year's event have come in. Jen Lewis distributed rack cards to the Council.

D. *Library Report:*

Librarian Ann Rutledge informed Council that she was excited about summer. The Library had a great team and wonderful activities had been planned. Ann Rutledge concluded by inviting everyone to visit the Library if they haven't been there lately.

E. *Harbor Report:*

Harbor Master Smitty Dize reported the following: i) All the visible areas of the new slips were done and the contractor was working on the electrical systems; ii) The work on the new water line had begun and the contractor should begin laying pipe tomorrow. There was approximately 1,500' of pipe to be installed and the work should take about two weeks; iii) There were a lot of boats in the Harbor; and iii) He and the Harbor staff have been very busy.

F. *Public Works / Public Utilities Report:*

Public Works / Public Utilities Director Dave Fauber reported the following: i) The Public Utilities Department would be performing a water flush on Tuesday, April 19th, and Wednesday, April 20th, in preparation for draining the water tank for painting. An advertisement had been placed in the Eastern Shore News and a notice had been placed on the Town's website. A notification would be sent to the *Cape Charles Happenings* as well; and ii) April 25th was the target date for draining the water tank. The painting process was expected to take approximately five weeks and users may experience water pressure fluctuations during this period. A Special Edition of the Gazette would be published and notices would be placed on the Town's website and sent to the *Cape Charles Happenings*. The Cape Charles Volunteer Fire Department would also be notified since they use the Town's water for their tanker truck.

G. *Code Enforcement:*

Code Enforcement Officer Jeb Brady stated that he had no additions to his written report.

H. *Planning Report:*

Town Planner Tom Bonadeo reported the following: i) He was working on the brochure detailing various tax incentives as requested by Council and had been working with the Virginia Economic Development Partnership to obtain information regarding recent legislative changes to tax credits; and ii) He informed Council that he would like to review the Conditional Use Permit (CUP) Application time cycle during discussion of Item 7B of this evening's agenda.

OLD BUSINESS:

A. *OpSail 2012 / Tall Ships Initiative:*

Heather Arcos stated that the issue of OpSail 2012 and the tall ships was discussed at last month's Council meeting and she had attended a meeting with County Administrator Katie Nunez, Donna Bozza, Director of the Eastern Shore of Virginia Tourism Commission and David Kabler to further discuss OpSail 2012 and the Tall Ships Economic Development Initiative. The Town was working with Northampton County and the Eastern Shore of Virginia Tourism Commission regarding financial support for this initiative. Heather Arcos stated that representatives needed to be designated to work with the OpSail organizers and suggested that Mr. David Kabler and she be the designees from the Town. The Northampton County Board of Supervisors also designated Mr. David Kabler and herself as their representatives on this project.

Mayor Sullivan moved for adoption of Ordinance #20110414 To Endorse and Support Operation Sail 2012 and a Tall Ships Economic Development Initiative for the Eastern Shore of Virginia. Ordinance #20110414 was adopted by unanimous vote. Roll call vote: Bannon, yes; Bennett, yes; Evans, yes; Natali, yes; Veber, yes.

B. *South Port Lease Amendments:*

Bob Panek informed Council that the Town had negotiated amendments to the two leases of five parcels of Town property to South Port to refine the permitted uses, insurance requirements, assignment provisions and exclusion of areas required for public utilities. The length of the leases would not change. The current leases contain acquisition rights for Parcels 83A3-19 and 83A3-20 and South Port requested acquisition rights be added for Parcels 83A3-12 and 83A3-17 to enhance their ability to develop the planned yacht center. The proposed amendments included the acquisition rights for these two additional parcels. These lease amendments were associated with settling the law suit brought by South Port and a settlement agreement had also been negotiated. A resolution needed to be adopted to approve the settlement agreement between the Town and South Port Investors, LLC. A public hearing pertaining to acquisition rights was held earlier this evening, pursuant to Section 15.2-1800 of the Code of Virginia, and no comments were heard. Section 15.2-2100 of the Code of Virginia required an ordinance be adopted prior to disposal of real property and a purchase option or acquisition rights must be treated in the same manner.

Motion made by Vice Mayor Bannon, seconded by Councilman Bennett, to adopt the Resolution authorizing the Mayor and the Town Manager, either of whom may act, to sign the Settlement Agreement and Release of Claims between the Town of Cape Charles and South Port Investors, LLC, and waive reading of the Resolution. The Settlement Agreement would resolve issues that arose between the Town and South Port Investors, LLC regarding existing leases between the Town and South Port. The Settlement Agreement provided for amendment of the existing leases, subject to public hearing and passage of an ordinance for the option to purchase portions of the leased property, and also provided for dismissal of the Complaint filed in the Northampton County Circuit Court by South Port with prejudice. The motion was unanimously approved. Roll call vote: Bannon, yes; Bennett, yes; Evans, yes; Natali, yes; Veber, yes.

Motion made by Vice Mayor Bannon, seconded by Councilman Bennett, to adopt the Ordinance authorizing the Mayor and the Town Manager, either of whom may act, to sign the First Amendment to Lease in connection with Tax Parcel 83A3-12, along with the Fourth Amendment to Lease in connection with Tax Parcels 83A3-14, 83A3-17, 83A3-19 and 83A3-20 and waive reading of the Ordinance. These two lease amendments relate to the leases referenced in connection with the previous Resolution authorizing the execution of a Settlement Agreement between the Town and South Port Investors, LLC. As a condition to the Settlement Agreement, the Town had agreed to amend the two leases currently in place with South Port Investors, LLC. The lease amendments were being adopted by Ordinance because each amendment granted purchase options to South Port Investors, LLC. As a reminder to fellow members of the Town Council, Virginia law required that this Ordinance be passed by an affirmative vote of three-fourths of Council since it involved the sale of Town property. The motion was unanimously approved. Roll call vote: Bannon, yes; Bennett, yes; Evans, yes; Natali, yes; Veber, yes.

At this point, Mayor Sullivan asked Vice Mayor Bannon to officiate the meeting so she could step out to execute the lease amendments and Settlement Agreement as discussed.

C. *Town Code Modifications – Golf Cart Ordinance:*

Tom Bonadeo informed Council that staff reviewed and updated the Golf Cart Ordinance making the ordinance more citizen-friendly and easier to enforce with the ultimate objective to make the use of golf carts in Cape Charles safer for everyone. A public hearing needed to be scheduled to allow the public to express their concerns prior to adoption of the ordinance. Tom Bonadeo reviewed the proposed changes to Sections 42-31 and 42-49 through 42-56 concluding by stating that the intent was to streamline the process and make it easier to bring people into compliance and that staff suggested inspections be done in-house at no cost since golf cart owners would purchase a Town decal.

Councilwoman Natali suggested an additional change to Section 42-31.i.-Transfer or Reissuance of Decal requiring proof of insurance from the new owner.

Councilwoman Natali stated that there was a business in Town that performed golf cart inspections and she was opposed to the police officers or other Town staff performing the inspections. There was much debate regarding this issue.

There was also much discussion regarding the requirement of safety lap belts. Councilman Bennett stated that he heard it was safer for a rider not to be wearing a seat belt because if the cart were to roll over, the rider would be trapped. Tom Bonadeo agreed. Vice Mayor Bannon expressed his concern regarding children riding in the back seat of the golf cart without a seat belt and possibly falling off since the seats faced the back of the cart. Councilman Veber suggested requiring seat belts in the rear facing seat only.

Councilman Evans suggested that this issue be tabled to allow staff to continue their work on this ordinance.

At this point, Heather Arcos asked for a short recess to allow the Town Clerk to certify the Resolution and Ordinance regarding the South Port Investors, LLC lease amendments and Settlement Agreement.

Mayor Sullivan stated that Ms. Donna Bozza, Director of the Eastern Shore of Virginia Tourism Commission had previously requested an opportunity to address the Council but had arrived late for the public comment period and asked Council if they would permit Ms. Bozza a few minutes to speak before moving forward with New Business. Council agreed.

Donna Bozza, Director of the Eastern Shore of Virginia Tourism Commission:

Ms. Donna Bozza informed the Council that approximately 123K visitors came through the Welcome Center in 2010 and distributed copies of the new Travel Guide which was available at the Welcome Center and the new Seagull Pier at the Chesapeake Bay Bridge Tunnel. The new ESVTC website had launched (www.esvatourism.org) which would function as a virtual welcome center. The ESVTC was bringing in a freelancer, with stories published in the *NY Daily News*, for a story on the Eastern Shore and Cape Charles. Articles were also scheduled for the *Washingtonian* - Best Beaches Issue and *Coastal Living*. Ms. Bozza went on to state that the ESVTC was a revenue generator. Support the ESVTC and you support everyone. Ms. Bozza stated that the Town donated \$5K last year to support the ESVTC and hoped that the Town would be able to continue their support with \$5K this year. Ms. Bozza announced that the Town had been awarded funding through the Northampton County Tourism Infrastructure Grant for the construction of a golf cart path along a portion of Route 642 connecting Bay Creek to the Historic District. This path would be beneficial to both the residents and visitors.

Councilwoman Natali asked how many other towns on the Eastern Shore provided funding to support the ESVTC. Ms. Bozza stated that at this time, in addition to Cape Charles, only Onancock provided funding assistance through their transient occupancy tax. The ESVTC was working with Chincoteague trying to get a portion of their transient occupancy tax, but at this time, all monies from the tax went to Accomack County. The ESVTC was also trying to work with Exmore. Wachapreague provided assistance several years ago, but not recently.

Ms. Bozza went on to inform Council that the VTC was their biggest partner and that Cape Charles and the whole Eastern Shore should be proud of the attention from Governor McDonnell. The Eastern Shore was one of four localities with a Tourism Specialist. Three others were appointed by a previous Governor. Governor McDonnell only appointed one Tourism Specialist and that was for the Eastern Shore. Ms. Lynne Lochen had over 30 years of experience in Virginia tourism and was a previous Director of Tourism for the City of Portsmouth.

Ms. Lynne Lochen stated that the Eastern Shore was important and had the potential to be a great revenue generator and she was here to help and support the ESVTC to raise money and plan programs and events. Last year, tourism generated over \$17B for the State of Virginia and the Eastern Shore needed to maximize what we had to offer. Ms. Lochen thanked the Council for their generous support of the ESVTC and added that she was looking forward to working with the Town.

Councilman Veber thanked Ms. Lochen and added that he wanted to thank Ms. Carol Evans who had spent numerous years working on tourism with virtually no recognition.

NEW BUSINESS:

A. *Correction to Planning Commission Payment Procedure:*

Tom Bonadeo stated that the Planning Commission was comprised of seven (7) members and met monthly on the first Tuesdays of each month. On February 10, 1976, the Town Council approved the payment of \$25 per month to the Commissioners for attendance at the meeting(s). Failure to attend the meeting(s) would result in non-payment to the member. At some point, the procedure was changed and Commissioners were paid \$25 per month regardless of attendance but no documentation had been located regarding approval of this change. Tom Bonadeo went on to state that the Commissioners work hard for the Town but felt that they should be held accountable to attend the monthly meetings. Staff requested clarification regarding the payment procedure for the Planning Commissioners in attendance.

There was much discussion regarding this process. Some Council members felt that a Commissioner should not be penalized for missing a meeting due to illness or other extenuating circumstances. Others felt that if Commissioners missed meetings regularly, they should not be paid since it affected the productivity of the Planning Commission. Councilman Veber stated that he felt the Commissioners needed to be respected and paid \$25 per month regardless of their attendance at the meetings. Councilman Evans suggested that the Chairperson of the Planning Commission address the attendance issue with the individual(s) and that language be added to the By-Laws stating that if a Commissioner missed a certain number of meetings, they would be replaced.

Motion made by Councilman Veber, seconded by Councilman Bennett, to pay \$25 per month to the Planning Commissioners without any restrictions. The motion was approved by unanimous consent.

B. *Schedule Public Hearing for Conditional Use Permit for 548 Madison Avenue:*

Tom Bonadeo informed Council that the Planning Commission had received and reviewed an application for a Conditional Use Permit (CUP) to operate a home business at 548 Madison Avenue. Notification was sent to adjoining property owners and the Planning Commission held a public hearing. No objections were received and one email was received in support of the home business. The Planning Commission recommended approval of the CUP. Council also needed to set a public hearing before a CUP could be approved.

Tom Bonadeo went on to describe the time cycle and process for opening a home-based business which could take five or six months to complete and suggested streamlining the CUP process if the applicant met all criteria for a home business as outlined in Article 4 of the Cape Charles Zoning Ordinance. Councilman Bennett encouraged the Planning Commission to review the current CUP procedures for home businesses in an effort to streamline the process. Councilmen Veber and Evans agreed.

Motion made by Councilwoman Natali, seconded by Councilman Bennett, to schedule a Public Hearing on May 12, 2011 prior to the regular meeting to hear comments regarding the Conditional Use Permit Application to operate a home business at 548 Madison Avenue. The motion was approved by unanimous consent.

C. *Wind Turbine Update:*

Tom Bonadeo informed Council that the Gamesa / Northrup Grumman partnership had submitted a Joint Permit Application (JPA) to the Virginia Marine Resources Commission (VMRC) to explore the bottom of the Chesapeake Bay off the coast of Cape Charles. This exploration was required to find out if the area was capable of supporting a 5MW turbine. If the bottom was found suitable, an application would be filed to erect the turbine. Tom Bonadeo continued to explain that the turbine planned for the Chesapeake Bay was a research and development project since no turbines of this type currently exist. There was no plan to create a wind farm in this area of the Bay since the wind was not of sufficient quality to make it economically feasible. The partnership had indicated that it was also interested in placing a turbine on land in the Cape Charles area, possibly on the Bayshore Concrete property, to develop and certify a product through the industry certifying bodies. Two turbines in the same vicinity with convenient access would be the prototypes for offshore turbines to be placed 15 to 20 miles off the Atlantic Coast from New Jersey to South Carolina and Virginia would be the center of the supply chain business for the offshore wind energy production with the electricity coming ashore in Virginia Beach. The partnership would be scheduling a series of public information meetings. The permitting process for the turbines in the Bay would be done by the Department of Environmental Quality and the VMRC. The VMRC unanimously approved JPA #11-0220. The permitting process of a turbine on land within the Town limits would be done by CUP process by the Planning Commission and Town Council.

Councilman Bennett asked about the timeframe for the project. Tom Bonadeo responded that there were other applications that needed to be applied for and numerous studies were needed and that placement of the wind turbines would probably not be completed until late summer 2012.

D. *Support of Business:*

Mayor Sullivan stated that several business owners had addressed the Council at their March 10, 2011 meeting regarding the difficult economic conditions and asked Council to consider ways to support existing businesses. While there were several business incentives that exist at the state level, there were limited opportunities for local governments to provide support to existing businesses without shifting the financial burden to the residential sector to pay for public services. Mayor Sullivan stated that Heather Arcos compiled a list of items accomplished by the Town regarding promotion of business: i) The Comprehensive Plan and Zoning Ordinance encouraged appropriate development; ii) The Town Harbor Redevelopment regarding the breakwaters, improvements to the docks and fueling system and the new floating docks; iii) Improvements to the water and wastewater systems to ensure a reliable supply of potable water, better treatment of wastewater and prevention of sewer overflows; iv) The fishing pier, beach breakwaters and beach sand replenishment; v) The handicap ramp and dune crossovers at the beach in partnership with the Eastern Shore of Virginia Tourism Commission; vi) The first phase of the Community Trail including redevelopment of Central Park; vii) a fiber optic broadband loop around the Town in partnership with the Eastern Shore of Virginia Broadband Authority; viii) Lease of waterfront property to South Port Investors to facilitate development of a yacht center; ix) Beautification of public spaces by planting trees and shrubs donated by Bobtown Nursery; x) a Town entrance sign at the intersection of US 13 and SR 184 in partnership with the Accomack-Northampton Planning District Commission; xi) Institution of commercial water and wastewater rates; and xii) The Town was continuing its efforts to expand the number and quality of public events. The Cape Charles Business Association had invited the Town Council and all businesses in Town to meet at 5:00 PM at the St. Charles Parish Hall to discuss possible events / activities to promote the Town's businesses. Ms. Lynne Lochen and Ms. Meghan Neville from the Virginia Farm Bureau have also been invited to attend to discuss tourism and affordable health insurance, respectively.

Mayor Sullivan asked the Council their opinions regarding the creation of an economic development committee per Mr. Malcolm Hayward's comments earlier this evening. Councilman Veber responded that Council had discussed this issue in a previous meeting and

had agreed that Council would meet with the Town's business owners to discuss their issues and to work together in the same direction and to understand each other's priorities, concerns, etc.

ANNOUNCEMENTS:

- April 17, 2011 – Easter Egg Hunt, 3PM at Central Park
- April 20, 2011 – Town Council Budget Work Session, 6PM at the Town Hall
- April 22, 2011 – Stations of the Cross, 3PM at Central Park
- April 28, 2011 – Town Council Budget Work Session, 6PM at the Town Hall
- April 30, 2011 – Friends of the Library Book Sale
- April 30, 2011 – Cape Charles Historical Society Low County Shrimp Boil
- May 2, 2011 – Senator Ralph Northam & Delegate Lynwood Lewis, 5:30 PM at St. Charles Parish Hall
- May 5, 2011 – Town Council Budget Work Session, 6PM at the Town Hall
- May 11, 2011 – Friends of the Library Bus Trip to Harrington Casino
- May 12, 2011 – Town Council Regular Meeting, 6PM at the St. Charles Parish Hall
- May 14, 2011 – Citizens for Central Park Pirates & Wenches Ball, 7PM at the Fire Hall

Motion made by Vice Mayor Bannon, seconded by Councilwoman Natali, to adjourn the Town Council Regular Meeting. The motion was approved by unanimous consent.

Mayor Sullivan

Town Clerk

MUNICIPAL CORPORATION OF CAPE CHARLES
CASH POSITION
MARCH 31, 2011

Cash on Hand	2/28/2011	3/31/2011
Bank of America Checking	135,508	1,086,280
Local Government Investment & Restricted Funds	<u>3,043,620</u>	<u>1,944,432</u>
Total Cash On Hand	<u><u>3,179,128</u></u>	<u><u>3,030,713</u></u>

TREASURER'S REPORT													
MARCH 31, 2011													
MONTHLY REPORT													
FUND	MONTHLY PRORATED ADOPTED BUDGET *	CURRENT MONTH REVENUES/ EXPENDITURES	% REALIZED/ EXPENDED	ANNUAL ADOPTED BUDGET	YEAR TO DATE	% REALIZED/ EXPENDED							
GENERAL													
REVENUES (Note 1)	242,232	296,551	122.42%	2,906,787	2,329,471	80.14%							
EXPENDED	242,232	123,556	51.01%	2,906,787	1,647,740	56.69%							
PUBLIC UTILITIES													
REVENUES (Note 2)	1,320,257	1,383,577	104.80%	15,843,085	6,340,909	40.02%							
EXPENDED	1,320,257	1,196,073	90.59%	15,843,085	6,860,003	43.30%							
HARBOR													
REVENUES	182,265	26,981	14.80%	2,187,185	524,648	23.99%							
EXPENDED	182,265	643,620	353.12%	2,187,185	1,476,638	67.51%							
SANITATION													
REVENUES (Note 2)	15,725	14,732	93.68%	188,702	139,449	73.90%							
EXPENDED	15,725	12,904	82.06%	188,702	116,760	61.88%							
Points of Information													
1. General Fund 2010 tax are coming in ahead of last year.													
The comparison amounts can be seen in the notes to these financial reports.													
2. Utility revenues are recorded as collected. Therefore March utility charges													
of \$85,906 and sanitation charges of \$15,552 are not included above.													
* Monthly budget amounts equal annual budget divided by 12.													

MUNICIPAL CORPORATION OF CAPE CHARLES
 NOTES TO FINANCIAL REPORT
 MARCH, 2011

1. The expenditures for March include the following invoices that were paid in April:

Bagwell Oil	29,862
Bank of America Business Card	1,523
Branscome Eastern Shore	5,022
Davis Disposal	12,341
Dell	1,343
Elliott Automotive	799
Eastern Shore Library	1,131
G & K Services	524
Benny Hall	855
J R Reid & Associates	954
Kramer Tire	412
Leatherbury Equipment	829
Onancock Building Supply	715
Stearns & Wheeler	6,700
VRS Retirement & Life	10,521
Watson's Hardware	461
Various Small Invoices	4,652
	<u>78,644</u>

2. Real estate and personal property tax collections are under way. Below you will see the comparison of collections as a percentage of this budget year for collections from July 1, 2010, through March 31, 2011.

	Fiscal Year 2011 Budget Amount	Through March, 2011 Collections	% of Budget Collected
Real Estate Tax Collections			
2010 Tax Collected	1,019,603	1,072,360	105.17%
2009 Collections	9,000	34,800	386.66%
2008 Collections	4,000	8,461	211.51%
2007 Collections	2,000	1,074	53.69%
2005 & 2006 Collections	0	1,427	0.00%
	<u>1,034,603</u>	<u>1,118,121</u>	108.07%
Personal Property Tax Collections			
License Tax	140,000	96,492	68.92%
Machinery & Tools	18,000	18,387	102.15%
	<u>20,000</u>	<u>17,090</u>	85.45%
	<u>178,000</u>	<u>131,969</u>	74.14%

MUNICIPAL CORPORATION OF CAPE CHARLES
 CAPITAL PROJECTS UPDATE
 THROUGH MONTH END MARCH 31, 2011

PROJECT	BUDGET AMOUNT	SPENT YEAR TO DATE	BALANCE TO SPEND
GENERAL FUND			
Broadband Project	512,300	157,109	355,191
Public Works Yard Building	30,000	0	30,000
Public Works Pickup	20,000	20,437	(437)
Cape Charles Multi-Use Trail Orig Grant/Supplement	598,026	306,910	291,116
PUBLIC UTILITIES			
2 Wells including Pumps/Hookups	280,000	97,620	182,380
Water Production Expansion	20,000	0	20,000
Project Consultant/Management	4,613	3,060	1,553
Machinery/Equip - Replacement Generator	45,000	0	45,000
Inflow & Infiltration Project	1,200,000	140,973	1,059,027
New Wastewater Plant Construction	13,041,519	5,931,729	7,109,790
HARBOR			
Offshore Breakwater	0	123,673	(123,673)
Marina Inshore Breakwater, Slips/Bulkhead	1,643,977	950,220	693,757
Surveillance Cameras	5,000	0	5,000

CAPE CHARLES VOLUNTEER FIRE DEPARTMENT

2011/2012 Funding Request

Nicholas Braatz, President CCVFD

4/14/2011

*Cape Charles Vol. Fire Department
P.O. Box 427
Cape Charles, Va. 23310*

On behalf of the Cape Charles Volunteer Fire department I am submitting a request for \$30,000 to assist with this year's funding. Over the past several years the community and government have seen trying times. We are experiencing these times in the fire department as well. Our funding in 2010 was down across the board, with the highest being our donations which was down 48% compared to 2009. This devastating hit to our finances and an unexpected high dollar repair to one of our tankers have devastated our finances. We attempted to respond to the decrease in funding by reducing our expenses which were decreased in 2010 by 28% to \$99,195 compared to 2009. Even with this attempt to meet our earnings numbers, we fell short by \$8,705. Our total earnings for 2010 are \$90,489. To begin 2011 we accessed our savings and requested an advance on our fire programs funding of \$19,000. This advance in funding and other funding sources was essential in paying all bills between January and April 2011. We have exhausted these funds and lost \$12.47 on our Blessing of the Fleet Fund Raiser. The future of this department is in jeopardy.

If you look at the attached financial figures and charts you will see a 15% decrease in earning between 2005 and 2010. The noticeable decrease is in subsidies which fell 46%. This calculates to an approximate \$27,000 decrease in funding. Included in the decrease in subsidies are the funds received from the town in the form of a percent of building permit fees. The building permit fees funding dropped 92% since 2004. In 2004 we received \$25,823 in building permit fees compared to \$2,077 in 2009. This totals to a \$23,746 loss in funding since 2004. In the years after 2005 there were increases in several key expenses. The first major increase is diesel fuel costs. The cost of diesel fuel has increased 152% since 2005. The oil and gas costs have increased 85% since 2005. Our insurance costs have also increased by 86% which brings our yearly insurance cost to \$18,850 in 2010 from \$10,118 in 2005. In a volatile funding environment that has seen consistent decrease in funding it seems that security must be found in creating a consistent funds foundation that will enable this company to survive the upcoming years.

A Volunteer Fire Department requires a high degree of funding, man power, and great support from the community to function. The largest savings that a Volunteer Department provides is the burden of salaries for paid staff. If the town or the community were to operate a paid department the salaries for the chief and assistant chief would be approximately \$100,000. This does not include the fees for equipping these firefighters which can range in the tens of thousands. It was determined that \$130,000 operating budget is adequate to operate a Volunteer Fire Department with our current needs and services. This would allow us to place funds in capital investment, supply firefighters with gear, and properly repair our equipment. This is a fraction of the millions it would cost to operate a paid fire department that offered the same services.

If the Cape Charles Volunteer Fire Department must reduce it's financing further from last years standing it brings into question the survivability of the department. In order to cut costs further, we would be forced to take vehicles out of service. This would

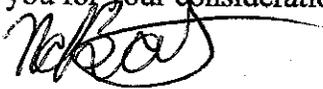
*Phone: (757)331-2826
Fax: (757)331-3829*

*Cape Charles Vol. Fire Department
P.O. Box 427
Cape Charles, Va. 23310*

remove the most costly equipment from service and other equipment that failed would sit until funding could be provided to repair the equipment. This would reduce the town ISO rating and increase fire insurance and would decrease our versatility and ability to properly respond to fire calls. This could start a snow ball effect that could ultimately end in the departments collapse.

The \$30,000 amount requested would be used for a variety of issues to include our loan and insurance payments. Our largest loan payment is our equipment loan which is approximately \$14,000 a year and our insurance premiums which total approximately \$18,500 a year. These expenses total \$32,500. If we are unable to pay our equipment loan this will bring the future of the building into jeopardy and if we can not pay our insurance premiums then we can not run calls. It is very important that we are able to pay our insurance and equipment payment. The payment of these bills is of dire importance for the Fire Company, and with the town's help of \$30,000 this will bring us close to ensuring that the department remains a figure of service and dedication in the town.

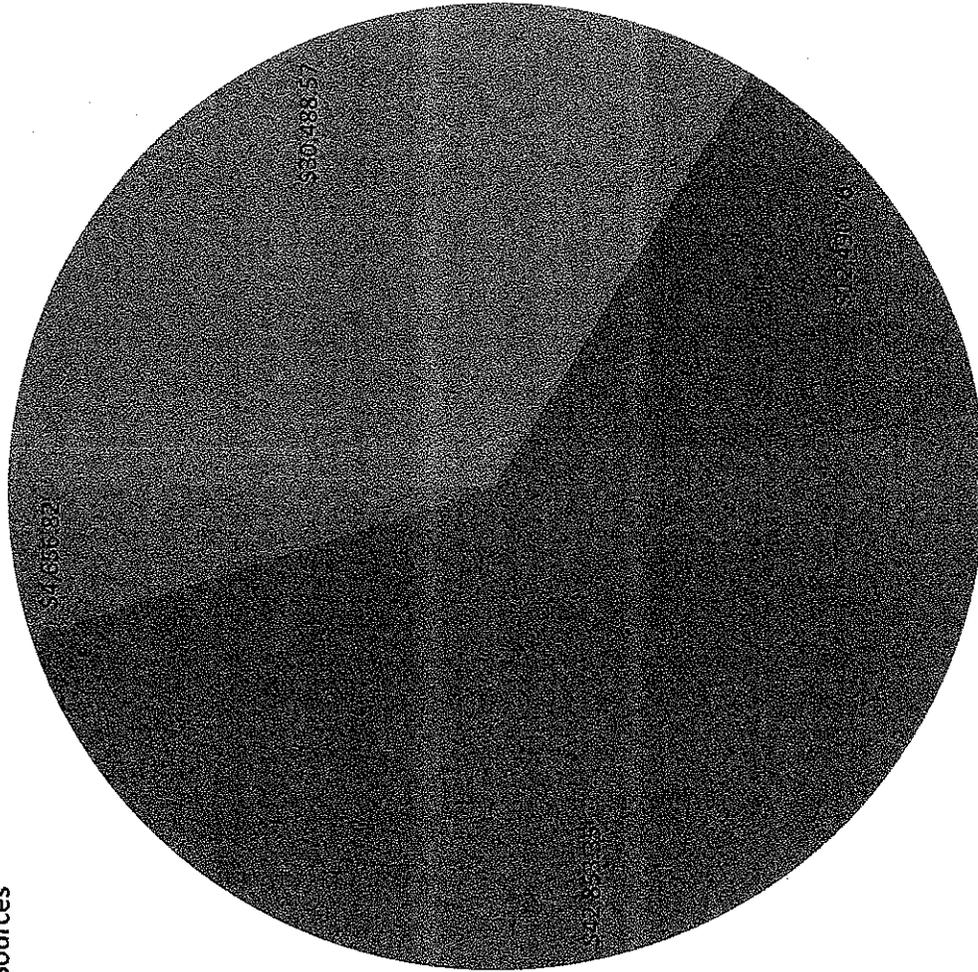
Thank you for your consideration,



Nicholas R. Braatz, *President CCVFD*

*Phone: (757)331-2826
Fax: (757)331-3829*

2010 Funding Sources



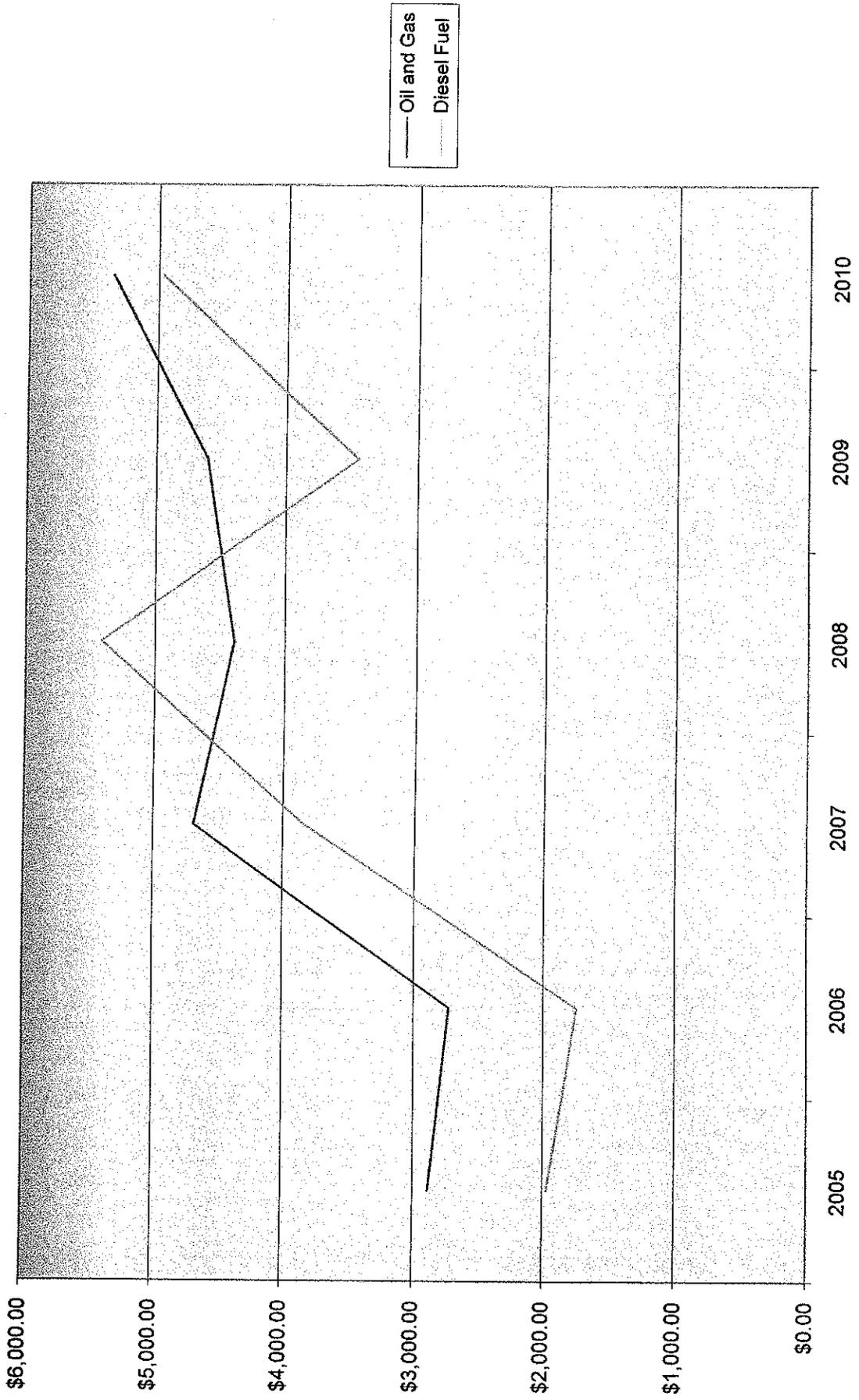
■ Subsidies

■ Donations:

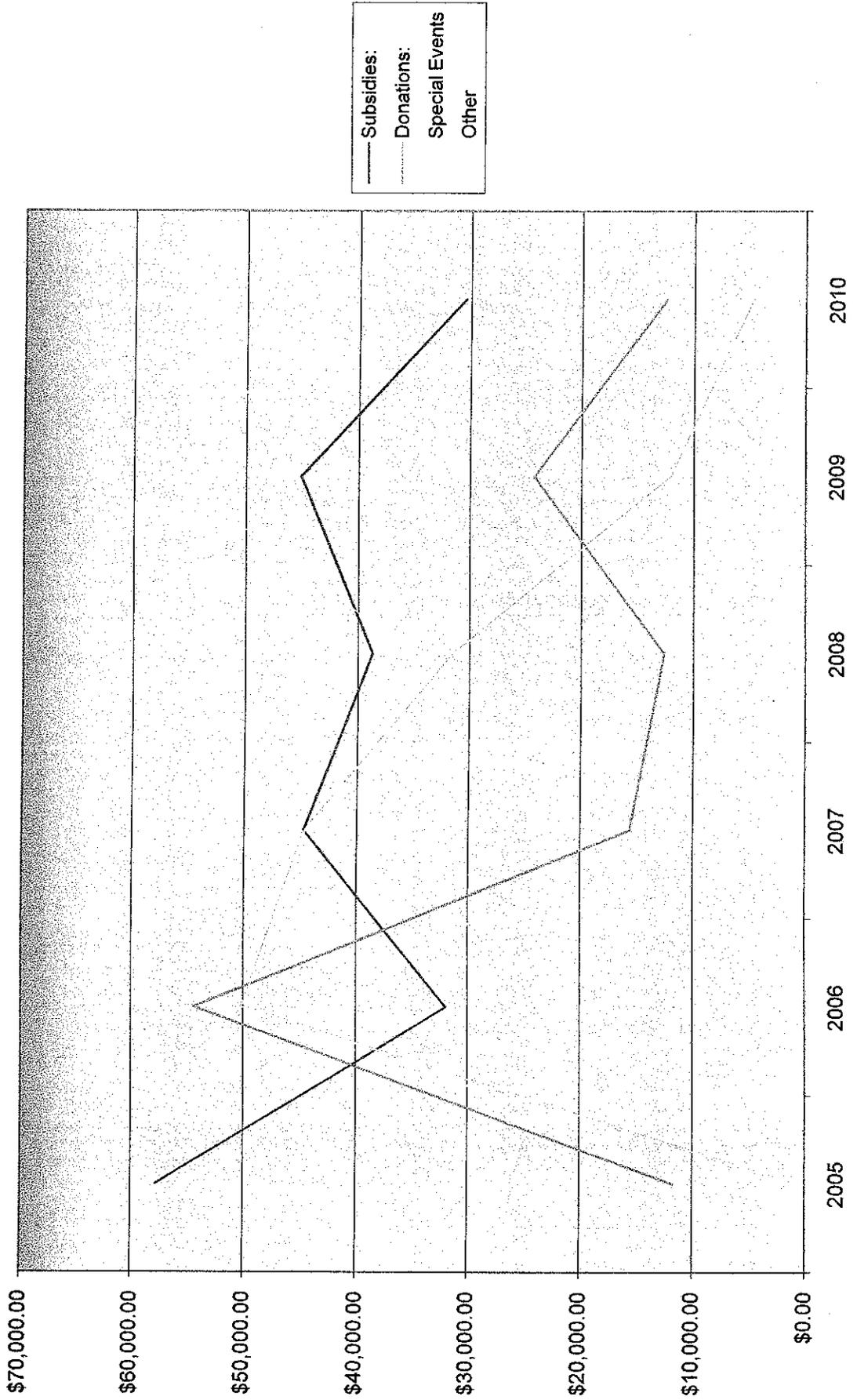
■ Special Events

■ Other

Fuel Costs

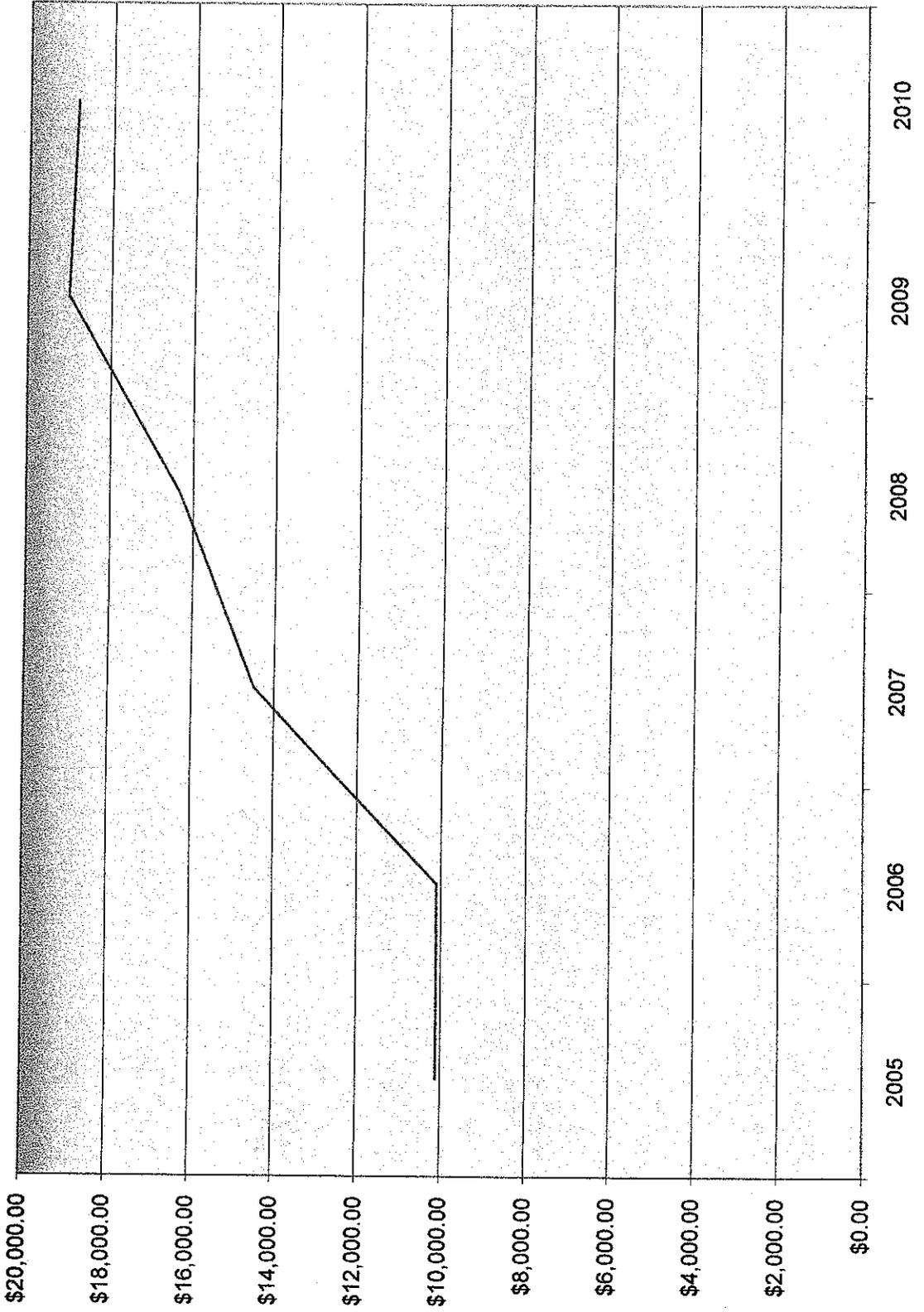


Funding



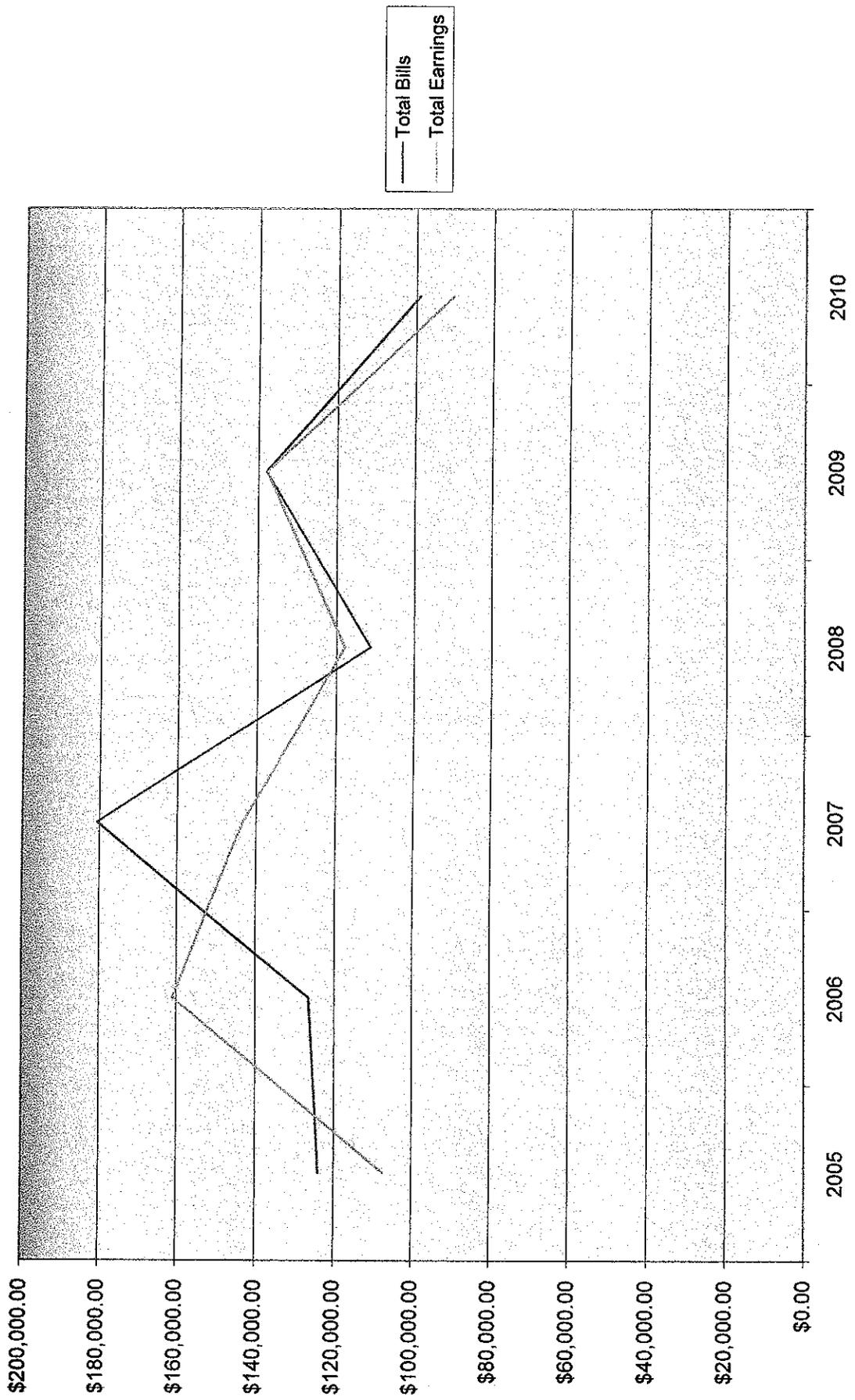
— Subsidies:
..... Donations:
- - - - - Special Events
- · - · - Other

Insurance

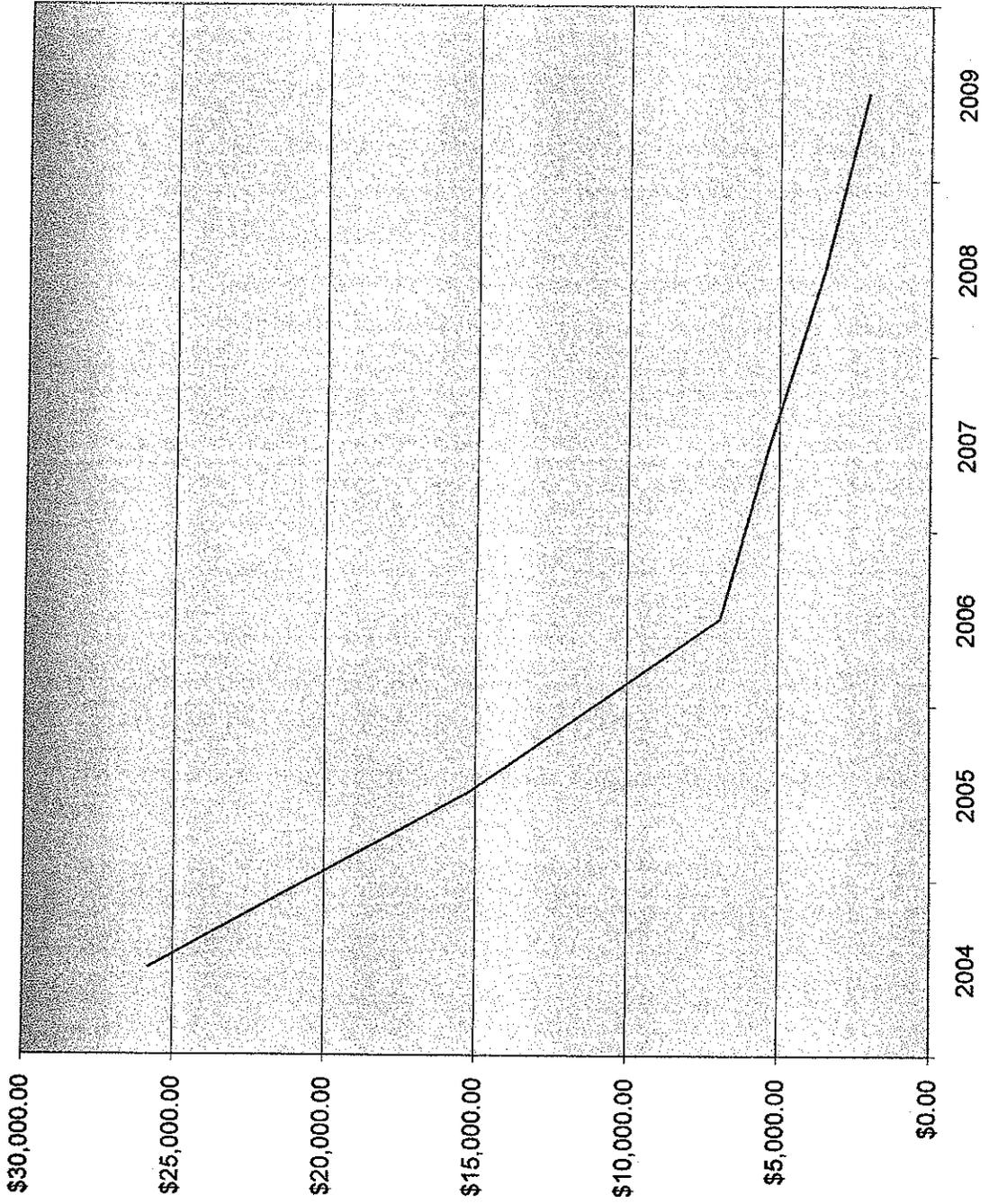


— Insurance

Bills to Earnings



Total Raised from Permit Fees



— Total Raised from Permit Fees:

CALENDAR YEAR 2010 (Form 990) FINANCIAL DATAA. BEGINNING BANK BALANCES: (1/1/10)

Operations Account:	\$ 9,468.37
Special Account:	1,315.22
Shore Bank Account:	<u>745.86</u>

TOTAL: \$ 11,529.45 (Line

(A) \$11,529.45 (Line 22)

B. REVENUE:

Subsidies:	\$ 30,488.57 (Line 1e) Part VIII
Donations:	<u>12,490.76 (Line 1a)</u>
	\$ 42,979.33 (Line h)

Special Events: \$ 42,853.35 (Line 8a)

Insurance Claim: \$ 1,550.00 (Line 11c)

Earmarked Reserve: \$ 3,106.82

TOTAL:

(B) \$ 90,489.50 (Line G)

TOTAL CASH AVAILABLE:

(A) + (B) \$ 102,018.95

C. EXPENSES:

Special Events Expense: \$ 28,959.29 (Line 8b)

Professional Fundraising Fees: \$ 2,898.35 (Line 11e) Part IX

Insurance: \$ 18,850.00 (Line 23)

Dues and Training Fees: \$ 1,520.40 (Line 14)

Miscellaneous (Other) \$ 3,791.57 (Line 11g)

Equipment Loan Interest: \$ 5,828.17

Protective Gear Loan Interest: 428.96

\$ 6,257.13 (Line 20)

Utilities: \$ 1,541.10

Building Maintenance: \$ 956.31

Oil and Gas: \$ 5,352.87

\$ 7,850.28 (Line 16)

Office Equipment and Supplies: \$ 637.76 (Line 13)

Fire Equipment and protective gear: \$ 6,532.01 (Line 24a)

Diesel Fuel: \$ 4,967.64 (Line 24c)

Truck Repairs, tools and parts: \$ 2,600.58 (Line 24d)

Equipment Loan Principal: \$ 8,739.39

Protective Gear Loan Principal: 2,484.21

\$ 11,223.60 (Line 24b)

Earmarked Reserve: \$ 3,106.82 (Line 24e)

TOTAL:

(C) \$ 99,195.43

D. ENDING BANK BALANCES: (12/31/10)

Operations Account:	\$ 999.73
Special Account:	1,077.93
Shore Bank Account:	<u>745.86</u>

\$ 2,823.52

TOTAL:

(D) \$ 2,823.52 (Line 22)

TOTAL CASH ACCOUNTED FOR:

(C) + (D) \$ 102,018.95

CALENDAR YEAR 2009 (Form 990) FINANCIAL DATA**A. BEGINNING BANK BALANCES: (1/1/09)**

Operations Account:	\$ 3,601.62
Special Account:	8,084.06
Shore Bank Account:	<u>45.86</u>

TOTAL: \$ 11,731.54 (Line 16) Part X A

(A) \$11,731.54 (Line 22)

B. REVENUE:

Donations:	\$ 24,270.09 (Line 1a) Part VIII
Subsidies:	45,184.76 (Line 1e)
Grant:	<u>12,000.00 (Line 1e)</u>
	\$ 81,454.85 (Line h)

Special Events: \$ 56,446.68 (Line 8a)

TOTAL:

(B) \$ 137,901.53 (Line G)

TOTAL CASH AVAILABLE:

(A) + (B) \$ 149,633.07

C. EXPENSES:

Special Events Expense: \$ 35,886.31 (Line 8b) Part VIII

Professional Fundraising Fees: \$ 3,049.93 (Line 11e) Part IX

Insurance: \$ 19,022.00 (Line 23)

Dues and Training Fees: \$ 1,441.43 (Line 14)

Miscellaneous (Other) \$ 3,461.85 (Line 11g)

Equipment Loan Interest: \$ 7,108.44

Protective Gear Loan Interest: 619.13

\$ 7,727.57 (Line 20)

Utilities: \$ 2,030.09

Building Maintenance: \$ 2,061.47

Oil and Gas : \$ 4,609.56

\$ 8,701.12 (Line 16)

Office Equipment and Supplies: \$ 912.91 (Line 13)

Fire Equipment and protective gear: \$ 29,156.95 (Line 24a)

Diesel Fuel: \$ 3,453.94 (Line 24c)

Truck Repairs, tools and parts: \$ 7,808.08 (Line 24d)

Equipment Loan Principal: \$ 8,187.49

Protective Gear Loan Principal: 2,294.04

\$ 10,481.53 (Line 24b)

Earmarked Reserve: \$ 7,000.00 (Line 24e)

TOTAL:

(C) \$ 138,103.62

D. ENDING BANK BALANCES: (12/31/09)

Operations Account: \$ 9,468.37

Special Account: 1,315.22

Shore Bank Account: 745.86

\$ 11,529.45 (Line 16) Part X B

TOTAL:

(D) \$ 11,529.45 (Line 22)

TOTAL CASH ACCOUNTED FOR:

(C) + (D) \$ 149,633.07

CALENDAR YEAR 2008

(Form 990) FINANCIAL DATA

A. BEGINNING BANK BALANCES: (1/1/08)

Operations Account:	\$ 2,080.48
Special Account:	286.62
Shore Bank Account:	<u>2,798.15</u>
TOTAL:	\$ 5,165.25 (Line

(A) \$ 5,165.25 (Line 22)**B. REVENUE:**

Subsidies:	\$ 38,746.60 (Line 1e) Part VIII
Donations:	<u>12,654.38 (Line 1a)</u>
	\$ 51,400.98 (Line h)

Used Equipment Sale:	\$ 2,500.00 (Line 11c)
Insurance Claim:	<u>4,792.36 (Line 11b)</u>
	\$ 7,292.36

Special Events:	\$ 35,169.21 (Line 8a)
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Equipment Loan:	\$ <u>24,121.51 (Line 11a)</u>
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TOTAL: (B) \$ 117,984.06 (Line G)**TOTAL CASH AVAILABLE: (A)+(B) \$ 123,149.31****C. EXPENSES:**

Special Events Expense:	\$ 11,508.84 (Line 8b)
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Professional Fundraising Fees:	\$ 1,438.56 (Line 11e) Part IX
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Insurance:	\$ 16,338.00 (Line 23)
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Dues and Training Fees:	\$ 1,017.00 (Line 14)
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Miscellaneous (Other)	\$ 1,700.69 (Line 11g)
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- Equipment Loan Interest:	\$ 6,123.54
Protective Gear Loan Interest:	<u>794.75</u>
	\$ 6,918.29 (Line 20)

Utilities:	\$ 2,050.82
Building Maintenance:	\$ 3,462.95
Oil and Gas :	<u>\$ 4,389.95</u>
	\$ 9,903.72 (Line 16)

Office Equipment and Supplies:	\$ 1,183.83 (Line 13)
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Fire Equipment and protective gear:	\$ 34,660.11 (Line 24a)
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Diesel Fuel:	\$ 5,416.48 (Line 24c)
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Truck Repairs, tools and parts:	\$ 5,246.81 (Line 24d)
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Equipment Loan Principal:	\$ 8,444.02
Protective Gear Loan Principal:	<u>2,118.42</u>
	\$ 10,562.44 (Line 24b)

Earmarked Reserve:	\$ 5,523.00 (Line 24e)
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TOTAL: (C) \$ 111,417.77**D. ENDING BANK BALANCES: (12/31/08)**

Operations Account:	\$ 3,601.62
Special Account:	8,084.06
Shore Bank Account:	<u>45.86</u>
TOTAL:	\$ 11,731.54

(D) \$ 11,731.54 (Line 22)**TOTAL CASH ACCOUNTED FOR: (C)+(D) \$ 123,149.31**

*Equip
and Payment
14,567.56*

*Protective gear
loan payment:
2,913.17*

CALENDAR YEAR 2007

(Form 990) FINANCIAL DATA

A. BEGINNING BANK BALANCES: (1/1/07)

Operations Account:	\$ 35,066.79
Special Account:	286.62
Shore Bank Account:	3,028.57
Reserve:	<u>4,050.00</u>
TOTAL:	\$ 42,431.98 (Line #45)

(A) \$ 42,431.98 (Line #59A)

B. REVENUE:

Subsidies:	\$ 44,817.79 (Line #1d)
Donations:	<u>15,649.38 (Line #1b)</u>
	\$ 60,467.17 (Line # 1e)
Insurance Claim:	\$ <u>2,036.45 (Line #11)</u>
Special Events:	\$ 36,263.43 (Line # 9a)
Equipment Loan::	<u>\$ 44,700.00 (Line # 103a)</u>
TOTAL:	\$ 143,467.05 (Line L)

(B) \$ 143,467.05 (Line L)

TOTAL CASH AVAILABLE:

(A) + (B) \$ 185,899.03

EXPENSES:

Special Events Expense:	\$ 23,987.80 (Line # 9b)
Professional Fundraising Fees:	\$ 615.13 (Line # 30)
Postage:	\$ 507.10 (Line # 35)
Insurance:	\$ 14,497.00 (Line # 43 a)
Dues and Training Fees:	\$ 1,187.19 (Line # 43 b)
Miscellaneous	\$ 2,417.54 (Line 43d)
Truck payment Interest:	\$ 1,178.35
Equipment Loan Interest:	<u>3,591.00</u>
	\$ 4,769.35 (Line # 41)
Building Maintenance:	\$ 12,587.68
Utilities:	<u>1,900.00</u>
	\$ 14,487.68 (Line # 36)
Office Equipment and Supplies:	\$ 1,208.40 (Line # 33)
Oil and Gas :	\$ 4,693.11 (Line # 43f)
Fire Equipment :	\$ 55,941.57
Diesel Fuel:	\$ 3,840.86
Truck Repairs:	<u>\$ 16,994.61</u>
	76,777.04 (Line #37)
Truck payment Principal:	\$ 17,785.78
Equipment Loan Principal:	<u>7,360.62</u>
	\$ 25,146.40 (Line # 43 e)
Tools and parts:	\$ 4,105.04
Protective Gear:	<u>\$ 6,335.00</u>
	\$ 10,440.04 (Line 43c)

TOTAL:

(C) \$ 180,733.78

ENDING BANK BALANCES: (12/31/07)

Operations Account:	\$ 2,080.48
Special Account:	286.62
Shore Bank Account:	<u>2,798.15</u>
TOTAL:	\$ 5,165.25

TOTAL:

(D) \$ 5,165.25 (Line #45 B)

TOTAL CASH ACCOUNTED FOR:

(C) + (D) \$ 185,899.03

CALENDAR YEAR 2006

(Form 990) FINANCIAL DATA

A. BEGINNING BANK BALANCES: (1/1/06)

Operations Account:	\$ 621.28	
Special Account:	3,350.74	
Shore Bank Account:	247.94	
Bingo Bank:	<u>800.00</u>	\$ 5,019.96 (Line #45)
CD (Shore Savings Bank)	3,000.00	\$ 3,000.00 (Line #46)

TOTAL:

(A) \$ 8,019.96 (Line #59A)

B. REVENUE:

Subsidies:	\$ 31,981.42
Donations:	<u>54,433.56</u>
	\$ 86,414.98 (Line # 1c)
Interest:	\$ <u>154.80 (Line # 4)</u>
Insurance Claim:	\$ <u>50,000.00 (Line #11)</u>
Bingo:	\$ <u>24,476.00 (Line # 9a)</u>

TOTAL:

(B) \$ 161,045.78

TOTAL CASH AVAILABLE:

(A) + (B) \$ 169,065.74

C. EXPENSES:

Bingo Prize Pay-Out:	\$ 21,749.00
Bingo Supplies:	531.00
Janitorial:	<u>60.00</u>
	\$ <u>22,340.00 (Line # 9b)</u>
Accounting Fees:	\$ 245.00 (Line # 31)
Fundraising Fees:	\$ 2,140.17 (Line # 30)
Special Expense:	\$ 13,066.05 (Line #43 d)
Postage:	\$ 785.18 (Line # 35)
Insurance:	\$ 10,122.00 (Line # 43 a)
Dues and Training Fees:	<u>\$ 516.02 (Line # 43 b)</u>
	\$ 26,874.42
Truck payment Interest:	\$ 2,278.23
Equipment Loan Interest:	<u>2,070.58</u>
	\$ 4,348.81 (Line # 41)
Building Maintenance:	\$ 23,170.59
Utilities:	<u>1,969.23</u>
	\$ 25,139.82 (Line # 36)
Office Equipment and Supplies:	\$ 1,225.10 (Line # 33)
Oil and Gas :	\$ 2,731.18 (Line # 43f)
Fire Equipment :	\$ 6,188.82
Diesel Fuel:	\$ 1,750.45
Truck Repairs:	<u>\$ 2,829.36</u>
	\$ 10,768.63 (Line #37)
Truck payment Principal:	16,737.63
Equipment Loan Principal:	<u>7,171.43</u>
	\$ 23,909.06 (Line # 43 e)
Tools and parts:	\$ 913.74
Protective Gear:	<u>\$ 8,383.00</u>
	\$ 9,296.74 (Line 43c)

TOTAL:

(C) \$ 126,633.76

ENDING BANK BALANCES: (12/31/06)

Operations Account:	\$ 35,066.79
Special Account:	286.62
Shore Bank Account:	3,028.57
Reserve	<u>\$ 4,050.00</u>

TOTAL:

(D) \$ 42,431.98 (Line #45 B)

TOTAL CASH ACCOUNTED FOR:

(C) + (D) \$ 169,065.74

Cape Charles Fire Company #1, Inc.

PO Box 427

Cape Charles, Virginia 23310

FEIN #54-1678839

CALENDAR YEAR 2005

(Form 990) FINANCIAL DATA

A. BEGINNING BANK BALANCES: (1/1/05)

Operations Account:	\$	3,313.34	
Special Account:		4,889.34	
Shore Bank Account:		1,556.08	
Bingo Bank:		800.00	\$10,558.76 (Line #45)
CD (Shore Savings Bank)		3,000.00	
CD (Shore Savings Bank)		4,000.00	
CD (Shore Savings Bank)		7,000.00	\$14,000.00 (Line #46)

TOTAL:

(A) \$ 24,558.76 (Line #59A)

B. REVENUE:

Subsidies:	\$	57,812.43
Donations:		11,757.99
	\$	69,570.42 (Line # 1d)
Interest:	\$	171.36 (Line # 4)
Insurance Claim:	\$	796.00
	\$	796.00 (Line # 11)

Bingo:

\$ 36,963.00

TOTAL:

\$ 36,963.00 (Line # 9a)

(B)

\$ 107,500.78

C. EXPENSES:

Bingo Prize Pay-Out:	\$	31,715.00
Bingo Supplies:		376.60
Janitorial:		330.00
	\$	32,421.60 (Line # 9b)
Accounting Fees:	\$	235.00 (Line # 31)
Fundraising Fees:	\$	1,439.10 (Line # 30)
Special Expense:	\$	8,014.59 (Line #43 d)
Postage:	\$	768.51 (Line # 35)
Insurance:	\$	10,118.00 (Line # 43 a)
Dues and Training Fees:	\$	1,432.49 (Line # 43 b)
	\$	22,007.69

Truck payment Interest:	\$	3,297.92
Equipment Loan Interest:		2,367.51
	\$	5,665.43 (Line # 41)

Building Maintenance:	\$	10,516.02
Utilities:		1,446.98
	\$	11,963.00 (Line # 36)
Office Equipment and Supplies:	\$	167.11
	\$	167.11 (Line # 33)

Oil and Gas :	\$	2,886.61 (Line # 43f)
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Fire Equipment :	\$	5,818.90
Diesel Fuel:	\$	1,972.67
Truck Repairs:	\$	13,566.02
	\$	21,357.59 (Line #37)

Truck payment Principal:	15,717.94
Equipment Loan Principal:	6,874.50
	\$ 22,592.44 (Line # 43 e)

Tools and parts:	\$	741.78
Protective Gear:	\$	4,236.33
	\$	4,978.11 (Line 43c)

TOTAL:

(C)

\$ 124,039.58

ENDING BANK BALANCES: (12/31/05)

Operations Account:	\$	621.28
Special Account:		3,350.74
Shore Bank Account:		247.94
Bingo Bank:		800.00
CD (Shore Savings Bank)		3,000.00
	\$3,000.00	\$3,000.00 (Line # 46)

TOTAL:

(D)

\$ 8,019.96 (Line #59 B)

TOTAL CASH ACCOUNTED FOR:

(C) + (D)

\$ 132,059.54

David Kabler

Please accept my gratitude for your efforts towards bringing to life a dream I have held close to my heart for many years - that is to see the masts of the tall sailing ships in the Cape Charles harbor. I have no doubt that the regional and municipal partnerships encouraged by the OpSail 2012 and Tall Ships Resolution will bear much fruit. Being less than 1/1000th of our annual gross budget, the plan's expenditures to attract the tall ships to our harbor will be a wise use of public funds that will pay dividends many times over. First, in the support of business and job growth in the County. Second, in increased tax revenue. Third, in attracting a new industry to our County. Fourth, in leveraging the assets already in place in our community. Fifth, in broader educational opportunities for all our citizens. And in other ways that we have yet to learn.

I look forward to the successful adoption of this Resolution and the Tall Ships Economic Development Initiative. If you so desire, I will gladly accept the appointment with Heather Arcos as OpSail 2012 community spokesperson for Northampton County and Cape Charles.