

WATAUGA COUNTY ANNUAL RETREAT

FEBRUARY 24 & 25, 2012



BOARD OF COMMISSIONERS

NATHAN A. MILLER, CHAIRMAN

VINCE GABLE, VICE-CHAIRMAN

DAVID BLUST

JIM DEAL

TIM FUTRELLE



WATAUGA COUNTY

OFFICE OF THE
COUNTY MANAGER

Administration Building, Suite 205 – 814 West King Street – Boone, NC 28607 – (828) 265-8000
TDD 1-800-735-2962 – Voice 1-800-735-8262 – FAX (828) 264-3230

MEMORANDUM

TO: Board of County Commissioners

FROM: Deron Geouque
County Manager

SUBJECT: Annual Retreat

DATE: February 15, 2012

The North Carolina economy continues its sluggish recovery from the recession and is projected to have minimal growth in the coming year. It is estimated that it will take an additional four to five years for North Carolina to return to 2007 employment levels. The local economy, while not as affected as other areas of the state, is not immune from the economic down turn. Collection of property taxes continues to remain at or near historical levels while sales tax revenues are slightly above projections. The decline in the housing market continues to affect revenues for Planning and Inspections and Register of Deeds. Staff remains cautious with regards to sales tax revenue as the holiday season sales have not been reported and the impact of the warmer weather on the ski and tourism industry are not yet known.

The Board's Retreat on Friday and Saturday will provide a framework for the upcoming budget. Staff will disseminate information on various topics and issues that will assist the Board in determining budgetary levels for departments and outside agencies. The Board will hear requests from different groups and organizations during the Retreat. The Retreat enables the Board to receive a snapshot of County resources and current expenditures in order to prioritize needs in the upcoming budget.

As Budget Officer, I will prepare a balanced budget by direction of the Board and based on the most up-to-date information available at the time.

Upon completion of the Retreat, you may wish to schedule budget work sessions or request additional information or clarification. Staff stands ready to assist the Board in any manner possible. Should you require additional information please contact me.

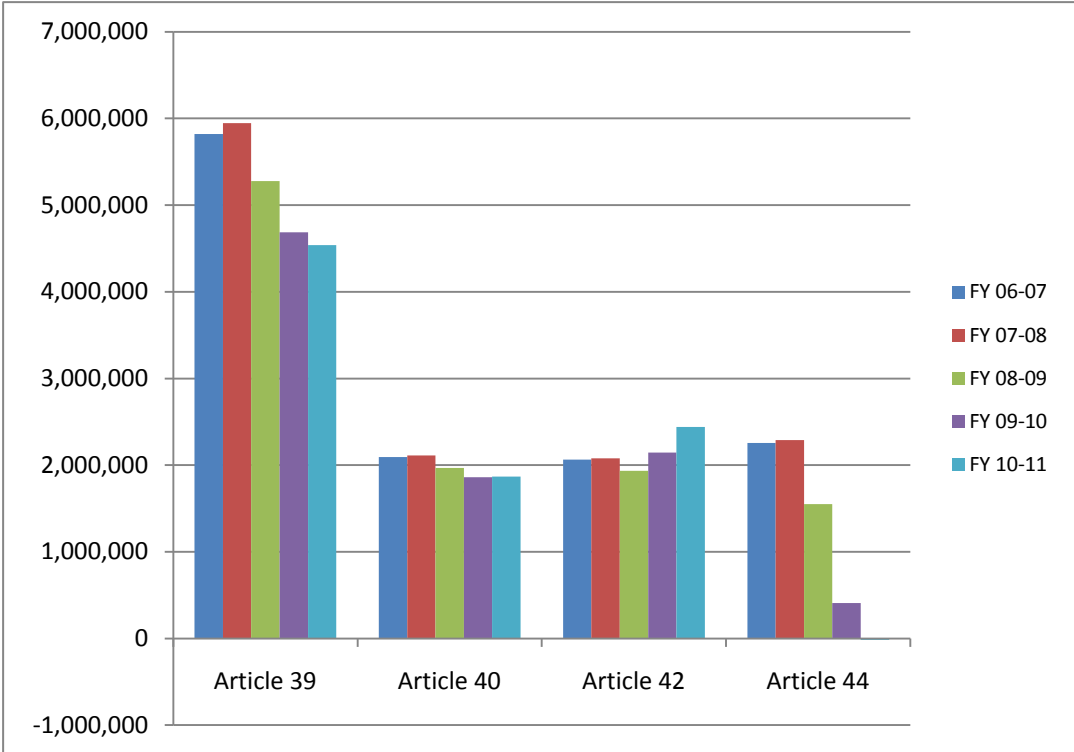
Thank you for your time and assistance.

TENTATIVE RETREAT AGENDA
WATAUGA COUNTY BOARD OF COMMISSIONERS
COMMISSIONERS' BOARD ROOM
WATAUGA COUNTY ADMINISTRATION BUILDING, BOONE, NC
FEBRUARY 24 & 25, 2012

TIME	TOPIC	PRESENTER	PAGE
FRIDAY, FEBRUARY 24, 2012			
12:00 PM	LUNCH & OPENING REMARKS	MR. DERON GEOUQUE	
12:30 PM	FY 2012 REVIEW AND DISCUSSION OF 2013 BUDGET	MS. MARGARET PIERCE	
	A. Revenues		1
	B. Expenditures		5
	C. Fund Balance		10
	D. Debt Service Report		11
	E. Budget Calendar		13
2:00 PM	BREAK		
2:15 PM	REVIEW OF CURRENT CAPITAL IMPROVEMENT PLAN (CIP)	MR. DERON GEOUQUE & MR. ROBERT MARSH	
	A. Current CIP Status Report		14
	B. Pool Status Report		16
	C. Future Projects for Consideration		19
	D. Aho Container Site		
	E. Daymark Lease		20
2:45 PM	TAX MATTERS	MR. KELVIN BYRD	
	A. Tax Reval Report		31
	B. Business and Personal Property Audits		32
3:00 PM	SCHOOL BOARD FUNDING ISSUES		
	A. Schools' Capital Improvement Plan		33
	B. FY 2013 Funding Needs		40
3:45 PM	EMS REPORT/DISCUSSION	MR. CRAIG SULLIVAN	42
4:15 PM	LANDFILL ENERGY PROJECTS DISCUSSION		
	A. Report on Recycling and Methane to Electricity Project	MS. LISA DOTY	
	B. Review of Solar Energy Project	MR. GED MOODY	91
5:30 PM	WRAP UP, GOALS & OBJECTIVES, BOARD DIRECTIVES		
6:00 PM	RECESS UNTIL SATURDAY, FEBRUARY 25, 2012 AT 9:00 AM		
SATURDAY, FEBRUARY 25, 2012			
9:00 AM	WATAUGA COMMUNITY HOUSING TRUST REPORT		106
9:05 AM	ECONOMIC DEVELOPMENT COMMISSION (EDC) REPORT/DISCUSSION	MR. KEITH HONEYCUTT & MR. JOE FURMAN	
9:30 AM	PLANNING AND INSPECTIONS MATTERS	MR. JOE FURMAN	
10:00 AM	TOURISM DEVELOPMENT AUTHORITY (TDA)	MR. MATT VINCENT, MR. WRIGHT TILLEY, & MR. ERIC WOOLRIDGE	107
10:45 AM	CONSOLIDATED DISPATCH	VICE-CHAIRMAN VINCE GABLE	127
11:30 AM	MISCELLANEOUS & COMMISSIONER MATTERS	MR. DERON GEOUQUE	
	A. A Policy to Provide Preference to Local Vendors in Purchasing of Equipment and Supplies.		
	B. State Issues		
	C. Commissioners Matters		
11:45 AM	WRAP UP, GOALS & OBJECTIVES, BOARD DIRECTIVES		
12:00 PM	ADJOURN		

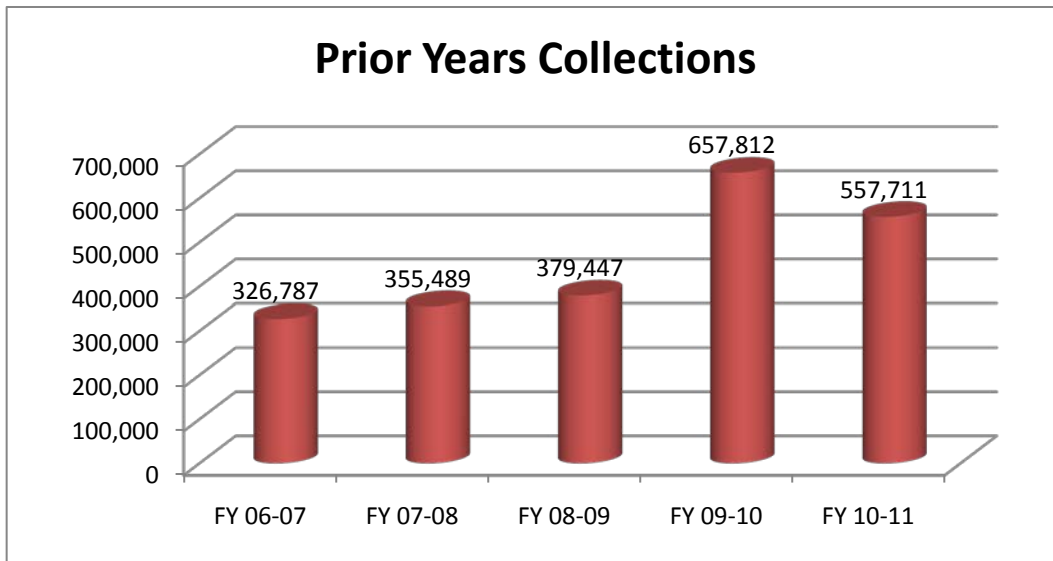
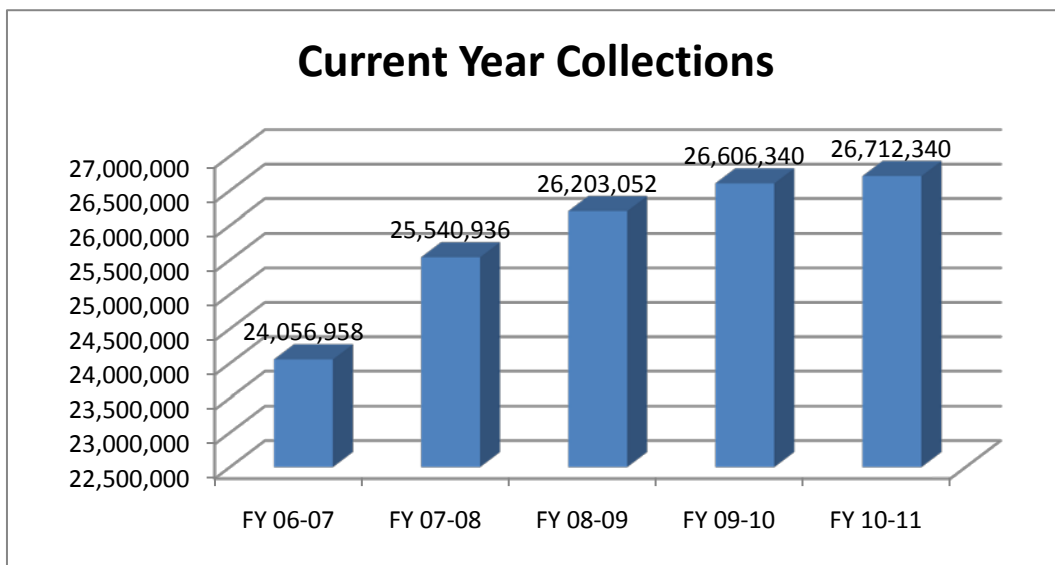
Sales Tax Revenue Summary

Description	FY 06-07	FY 07-08	FY 08-09	FY 09-10	FY 10-11
Article 39	5,819,398	5,945,905	5,275,379	4,684,774	4,536,663
Article 40	2,093,411	2,109,971	1,967,510	1,858,956	1,867,834
Article 42	2,064,317	2,079,702	1,934,607	2,144,574	2,439,125
Article 44	2,254,412	2,288,614	1,551,755	410,408	-15,669
Totals	12,231,538	12,424,192	10,729,250	9,098,712	8,827,953
Growth	7.98%	1.58%	-13.64%	-15.20%	-2.98%



County Property Tax Revenue Summary

	FY 06-07	FY 07-08	FY 08-09	FY 09-10	FY 10-11
Current Year Collections	24,056,958	25,540,936	26,203,052	26,606,340	26,712,340
Prior Years Collections	326,787	355,489	379,447	657,812	557,711
Totals	24,383,745	25,896,425	26,582,499	27,264,152	27,270,051



CRITICAL REVENUE SUMMARY REPORT*These numbers reflect 58% of Fiscal Year completed.*

	Actual Revenues			Budget	Actual at	Percent
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	1/31/2012	Collected
Planning and Inspections	227,359	182,648	189,241	180,000	85,096	47%
Register of Deeds	747,708	635,884	612,924	632,000	377,736	60%
Recreation						
Aquatics	66,933	65,253	71,023	62,000	36,739	59%
Programs and other revenue	231,835	213,423	214,386	219,000	89,274	41%
Project on Aging						
Block Grant	242,682	245,539	254,654	261,110	167,537	64%
Medicaid Reimbursements	188,167	137,070	101,831	110,000	49,693	45%
USDA	25,622	23,956	24,671	25,000	13,569	54%
In-home Services - DSS Contract	15,339	14,719	12,782	15,340	5,476	36%
Senior Center Grant	17,452	16,871	16,325	16,274	8,210	50%
Senior Health Information Program	4,200	2,732	4,471	8,803	8,803	100%
Donations	15,576	16,276	15,062	18,000	17,361	96%
Town of Boone Grant	3,911	1,857	-	-	-	
Totals:	1,786,784	1,556,227	1,517,370	1,547,527	859,494	56%

2011-12 Fiscal Year Summary

REVENUES			
Fund	Budgeted	Actual	% of budget
General	48,258,692	32,085,488	66.49%
Pub. Assist.	5,786,800	2,781,289	48.06%
Solidwaste	4,023,339	3,190,995	79.31%
TOTALS	58,068,831	38,057,772	65.54%

EXPENDITURES			
Fund	Budgeted	Actual	% of budget
General	48,258,692	26,409,037	54.72%
Pub. Assist.	5,786,800	3,221,463	55.67%
Solidwaste	4,023,339	2,068,459	51.41%
TOTALS	58,068,831	31,698,959	54.59%

2010-11 Fiscal Year Summary

REVENUES			
Fund	Budgeted	Actual	% of budget
General	43,100,833	31,592,112	73.30%
Pub. Assist.	5,544,857	2,631,432	47.46%
Solidwaste	4,166,933	3,578,109	85.87%
TOTALS	52,812,623	37,801,653	71.58%

EXPENDITURES			
Fund	Budgeted	Actual	% of budget
General	43,100,833	22,615,102	52.47%
Pub. Assist.	5,544,857	3,024,669	54.55%
Solidwaste	4,166,933	2,092,848	50.23%
TOTALS	52,812,623	27,732,619	52.51%

These numbers reflect 58% of both Fiscal Years completed.

Budget Drivers for FY 2011-12

Agency or Department	Budgeted Expenditures	Building Costs	Debt Service	Budgeted Revenues	County Funding	% of General Fund Budget
Watauga Co. Bd. Of Education						
Current Expense	11,839,645					
Capital Outlay Fund:						
Facility Maintenance	321,574					
Local Match-PSFF						
Debt Service			7,528,099			
Subtotal:	12,161,219		7,528,099		19,689,318	40.80%
Capital Projects Fund	4,139,370				4,139,370	8.58%
Department of Social Services	5,786,800	37,803	70,337	3,992,146	1,902,794	3.94%
Law Enforcement	5,618,125	160,499	415,683	153,322	6,347,629	13.15%
Recreation	926,408	343,662		281,000	989,070	2.05%
Maint. & Public Bldgs	983,735	538,007		105,000	1,416,742	2.94%
Project on Aging	1,261,308	18,901	35,169	476,386	838,992	1.74%
Ambulance & Rescue Squads	957,525	4,600			962,125	1.99%
Health Department	541,127	68,643			609,770	1.26%
Caldwell Comm. College	810,980				810,980	1.68%
Information Technology	802,663			115,100	687,563	1.42%
Library	495,000	48,943			543,943	1.13%
Non-Profits	215,200				215,200	0.45%
Fire Department Allocations	319,000				319,000	0.66%
Mental Health	221,194				221,194	0.46%
Appalcart	67,495	1,600			69,095	0.14%
Sanitation	3,852,924	40,395	130,020	4,023,339	0	0.00%

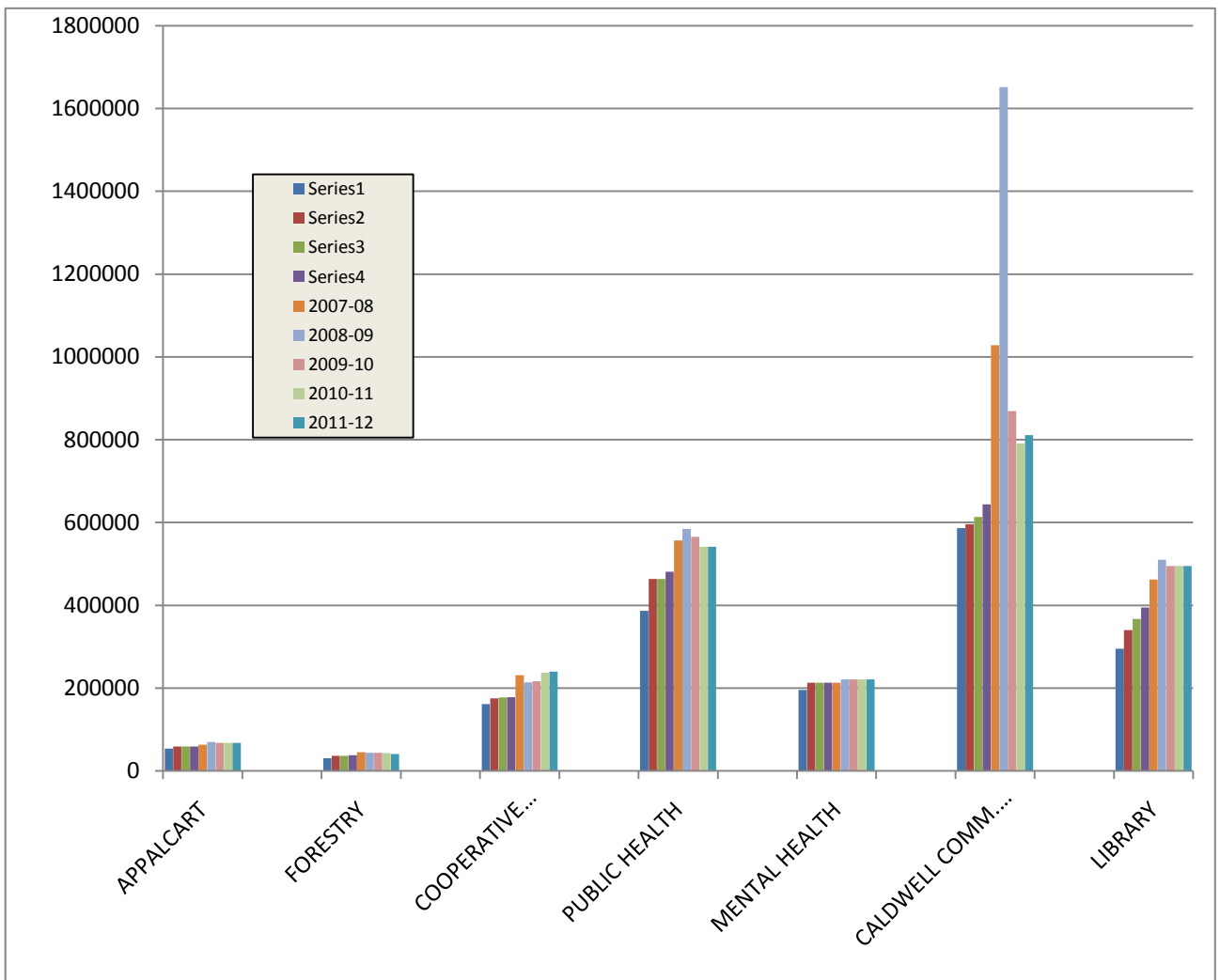
These numbers reflect 58% of Fiscal Year completed.

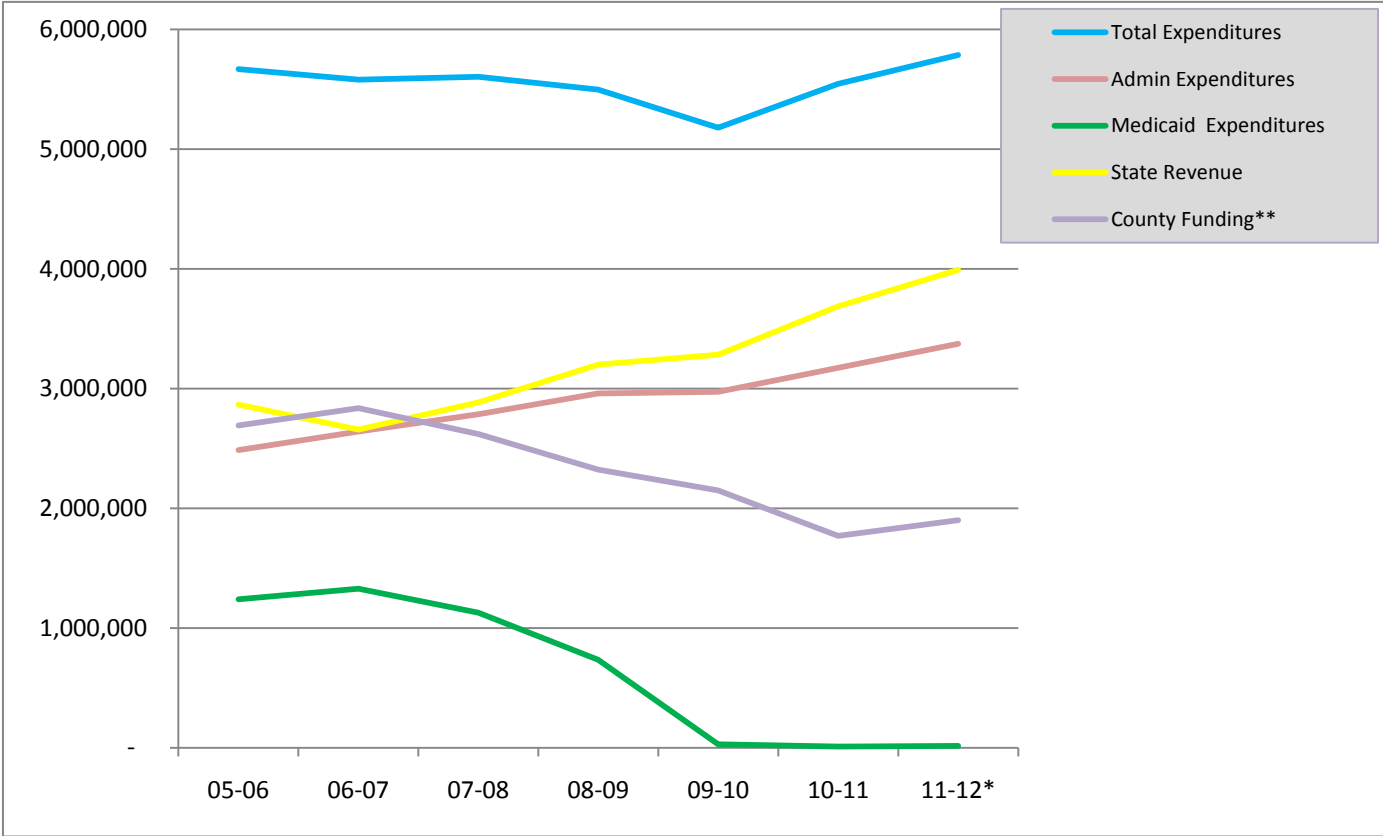
Description	Fiscal Year 2011-12			Fiscal Year 2010-11	
	FY 11-12 Budget	Expended Thru 01/12	% of Budget Expended	Expended Thru 01/11	% of Budget Expended
Governing Body	62,897	32,441	51.6%	33,720	52.9%
Administration	310,541	156,368	50.4%	236,570	57.5%
Finance	351,382	214,038	60.9%	206,037	59.8%
Tax	1,365,232	752,917	55.1%	706,626	43.8%
Tax Reval	144,460	23,096	16.0%	26,368	16.6%
Tag Office	156,058	85,954	55.1%	84,019	57.0%
Legal	45,000	32,594	72.4%	10,015	22.3%
Court Facilities	2,400	918	38.3%	108	7.2%
Elections	281,233	123,710	44.0%	207,600	62.3%
Register of Deeds	562,687	284,877	50.6%	255,938	51.0%
General Administration	2,042,683	1,403,568	68.7%	729,049	36.9%
Information Technology	802,663	442,167	55.1%	499,191	58.4%
Maintenance	983,735	531,439	54.0%	516,787	49.5%
Public Buildings	1,222,657	534,224	43.7%	863,446	48.9%
Sheriff	3,129,001	1,721,785	55.0%	1,654,224	53.1%
Communications	538,597	298,001	55.3%	291,306	57.5%
Domestic Violence Grant	13,827	13,855	100.2%	23,401	48.2%
Jail	1,936,700	1,140,649	58.9%	1,008,091	53.3%
Fire Marshall/Emerg. Management	685,849	403,250	58.8%	318,408	51.3%
Planning & Inspections	646,040	338,956	52.5%	318,154	56.7%
Animal Control	197,775	124,584	63.0%	74,314	50.2%
Soil Conservation	127,273	66,455	52.2%	72,678	51.2%
Project on Aging	1,261,308	657,007	52.1%	648,400	52.0%
Veteran's Service	112,798	64,308	57.0%	62,253	56.7%
Parks & Recreation	926,408	486,428	52.5%	491,907	52.2%
Dept. of Social Services	5,786,800	3,221,463	55.7%	3,024,669	54.5%
Solidwaste	4,023,339	2,068,459	51.4%	2,092,927	50.2%

Totals: 27,719,343 15,223,511 55%

14,456,205 51%

AGENCY	ACTUAL EXPENDITURES 2007-08	ACTUAL EXPENDITURES 2008-09	ACTUAL EXPENDITURES 2009-10	ACTUAL EXPENDITURES 2010-11	BUDGETED EXPENDITURES 2011-12
APPALCART	\$63,082	\$69,582	\$67,495	\$67,495	\$67,495
FORESTRY	\$45,232	\$43,843	\$43,933	\$42,942	\$40,480
COOPERATIVE EXTENSION	\$230,960	\$213,905	\$216,590	\$236,811	\$239,924
PUBLIC HEALTH	\$556,584	\$584,413	\$565,127	\$541,127	\$541,127
MENTAL HEALTH	\$212,687	\$221,194	\$221,194	\$221,194	\$221,194
CALDWELL COMM. COLLEGE	\$1,028,414	\$1,651,484	\$868,850	\$790,851	\$810,980
LIBRARY	\$462,200	\$510,310	\$495,000	\$495,000	\$495,000
TOTALS	\$2,599,159	\$3,294,731	\$2,478,189	\$2,395,420	\$2,416,200





Fiscal Year	Total Expenditures	Administrative Expenditures	Medicaid Expenditures	State Revenue	County Funding**	% of Change in Co. Funding
05-06	5,668,571	2,488,081	1,241,036	2,868,053	2,692,998	14.29%
06-07	5,580,484	2,641,049	1,330,533	2,657,831	2,836,854	5.34%
07-08	5,605,482	2,786,106	1,128,859	2,886,107	2,620,733	-7.62%
08-09	5,497,455	2,959,575	736,580	3,201,444	2,324,477	-11.30%
09-10	5,179,207	2,974,068	31,459	3,282,593	2,149,048	-7.55%
10-11	5,544,857	3,174,041	11,782	3,688,776	1,770,992	-17.59%
11-12*	5,786,800	3,374,344	17,000	3,992,146	1,902,794	7.44%

*Budget figures.

**County Funding includes building and debt service costs.

Ten Year County Funding Summary for Watauga County Schools

Fiscal Year	02/03	03/04	04/05	05/06	06/07	07/08	08/09	09/10	10/11	11/12
Current Expenses										
Current Operating	7,468,309	7,892,000	8,486,600	9,075,796	9,740,344	10,572,168	11,150,085	11,065,679	10,984,774	11,839,645
Current Capital	819,588	819,588	619,588	819,588	745,215	832,360	650,404	326,909	407,814	321,574
Subtotal	8,287,897	8,711,588	9,106,188	9,895,384	10,485,559	11,404,528	11,800,489	11,392,588	11,392,588	12,161,219
Capital Expenses										
Property Tax Set Aside				2,522,858	2,522,858	2,744,700	2,744,700	2,744,700	2,885,739	2,972,470
Additional Projects					40,000	215,400	290,250	3,461,824	50,000	0
Debt Service Payments	2,089,240	1,654,800	1,054,900	1,803,089	2,150,401	2,282,937	6,673,028	6,514,178	6,370,571	7,528,099
Capital Projects Fund	250,000	182,000	550,000	170,000	250,000	250,000	250,000	0	0	0
Subtotal	2,339,240	1,836,800	1,604,900	1,973,089	2,440,401	2,748,337	7,213,278	9,976,002	6,420,571	7,528,099
Total Annual Funding	10,627,137	10,548,388	10,711,088	11,868,473	12,925,960	14,152,865	19,013,767	21,368,590	17,813,159	19,689,318

Average Annual Increase Overall for the past ten years = 11.07%
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Average Annual Increase in Current Expenses for the past ten years = 4.91%

Dollar increase for the past 10 years \$9,062,181

FUND BALANCE SUMMARY

	<i>New Reporting</i>	<i>Old Reporting</i>
Summary of GASB 54 Fund Balance Categories		
	<i>as of June 30, 2011 audited figures for General Fund only</i>	
Nonspendable -items such as inventories or property; not cash/liquid assets <i>Watauga general fund does not have nonspendable fund balance</i>	-	
Restricted -limitations on the funds imposed by banks, grants, laws, or other regulations or agencies outside the County	3,866,127	3,866,127
Grant funds received but not spent are categorized here.	73,065	73,065
Funds restricted by statute on how they can be spent are here such as 911 funds, Register of Deeds Automation and Enhancement funds, Federal equitable dollars for drug cases, and State substance abuse tax dollars.	213,525	213,525
The NC required calculation for stabilization by state statute is here as well. This applies only in NC and is to insure a government doesn't budget or spend the portion of fund balance due to receivables and payables at June 30.	3,579,537	3,579,537
Committed -limitations on the funds imposed by locally approved ordinances. Formal action by the Commissioners is required to use these funds.	-	
Funds placed in a capital project fund are here. This would include the WHS Capital Project, the Rocky Knob Project, and the Capital Projects Fund (formally known as the Capital Reserve Fund).	-	
Assigned -limitation result from an intended use established by the Commissioners or an official designated to make that determination	6,347,427	-
Normally this will only be fund balance appropriated in the next year's budget.	6,347,427	
Unassigned -any remaining funds; the funds available without restrictions on use.	11,880,356	18,227,783
Total Fund Balance:	22,093,910	22,093,910

Former Fund Balance Categories

Reserved-by statutes, outside agencies, or banks typically

Unreserved-all other amounts in Fund Balance, including funds set aside by the Commissioners
such as Capital Reserve Funds

Fiscal Year		1992 School Bond Debt DTC	New WHS \$45M BB&T	New WHS \$25M BB&T	QSCB SCHOOL BB&T	Jail/ Sheriff RBC	Tweetsie/ Land WACHOVIA	TOTAL GF Debt Service	Baler/Tran. Station DTC	Trash Truck BB&T	Total S/W Debt Service	Total Debt Service
		BONDS	3.67%	3.67%	0% EFF	3.24%	5.942%		BONDS	1.98%		
\$0.0341 property tax estimated for debt service on 2008 high school=\$2,972,470												
2012-13	Principal	\$1,163,339	\$2,250,000	\$1,470,588	\$129,028	\$333,333	\$260,000	\$5,606,288	\$51,661	\$68,589	\$120,250	
	Interest	\$136,708	\$1,321,200	\$863,529	\$0	\$71,550	\$90,764	\$2,483,751	\$5,992	\$1,020	\$7,012	
	Total	\$1,300,047	\$3,571,200	\$2,334,117	\$129,028	\$404,883	\$350,764	\$8,090,039	\$57,653	\$69,610	\$127,263	\$8,217,302
2013-14	Principal	\$1,149,415	\$2,250,000	\$1,470,588	\$129,028	\$333,333	\$260,000	\$5,592,364	\$50,585		\$50,585	
	Interest	\$88,998	\$1,238,625	\$809,559	\$0	\$60,750	\$75,315	\$2,273,247	\$3,797		\$3,797	
	Total	\$1,238,414	\$3,488,625	\$2,280,147	\$129,028	\$394,083	\$335,315	\$7,865,611	\$54,381		\$54,381	\$7,919,993
2014-15	Principal	\$1,116,254	\$2,250,000	\$1,470,588	\$129,028	\$333,333	\$260,000	\$5,559,203	\$38,746		\$38,746	
	Interest	\$41,478	\$1,156,050	\$755,588	\$0	\$49,950	\$59,866	\$2,062,932	\$1,647		\$1,647	
	Total	\$1,157,733	\$3,406,050	\$2,226,176	\$129,028	\$383,283	\$319,866	\$7,622,135	\$40,392		\$40,392	\$7,662,528
2015-16	Principal		\$2,250,000	\$1,470,588	\$129,028	\$333,333	\$260,000	\$4,442,949			\$0	
	Interest		\$1,073,475	\$701,618	\$0	\$39,150	\$44,416	\$1,858,659			\$0	
	Total		\$3,323,475	\$2,172,206	\$129,028	\$372,483	\$304,416	\$6,301,608			\$0	\$6,301,608
2016-17	Principal		\$2,250,000	\$1,470,588	\$129,028	\$333,333	\$260,000	\$4,442,949				
	Interest		\$990,900	\$647,647	\$0	\$28,350	\$28,967	\$1,695,864				
	Total		\$3,240,900	\$2,118,235	\$129,028	\$361,683	\$288,967	\$6,138,813				\$6,138,813
2017-18	Principal		\$2,250,000	\$1,470,588	\$129,028	\$333,333	\$260,000	\$4,442,949				
	Interest		\$908,325	\$593,676	\$0	\$17,550	\$13,518	\$1,533,070				
	Total		\$3,158,325	\$2,064,264	\$129,028	\$350,883	\$273,518	\$5,976,019				\$5,976,019
2018-19	Principal		\$2,250,000	\$1,470,588	\$129,028	\$333,333	\$65,000	\$4,247,949				
	Interest		\$825,750	\$539,706	\$0	\$6,750	\$966	\$1,373,171				
	Total		\$3,075,750	\$2,010,294	\$129,028	\$340,083	\$65,966	\$5,621,120				\$5,621,120
2019-20	Principal		\$2,250,000	\$1,470,588	\$129,022			\$3,849,610				
	Interest		\$743,175	\$485,735	\$0			\$1,228,910				
	Total		\$2,993,175	\$1,956,323	\$129,022			\$5,078,520				\$5,078,520
2020-21	Principal		\$2,250,000	\$1,470,588				\$3,720,588				
	Interest		\$660,600	\$431,765				\$1,092,365				
	Total		\$2,910,600	\$1,902,353				\$4,812,953				\$4,812,953

**FY 2012-13
BUDGET SCHEDULE**

January 2012

Capital Improvement Plan packets to department heads.

February 9, 2012

Capital Improvement Program requests returned to County Manager.



February 24 – 25, 2012

Board of Commissioners Retreat with staff. Meetings will be February 24 from 12 – 6 pm; February 25 from 9 am – 12 pm.

January 27 to March 26, 2012

Requests for funding sent to outside agencies. Returned to County Manager's office by March 26, 2012.

March 1, 2012

Department head staff meeting - budget information packets disbursed. Expenditure requests, capital sheets, and revenue projections should be emailed to Margaret Pierce by March 26, 2012.

April 2012

Staff review of expenditure requests and revenue estimates with departments and other agencies. Individual agency and department meetings held during April with budget staff.

May 1, 2012

Staff submits recommended budget to Board of Commissioners for review prior to work sessions.

May 3 and May 7, 2012

Budget work sessions for staff and Board of Commissioners. May 3 from 4 – 7 pm; May 7 from 4 – 10 pm.

May 15, 2012 tentatively

Public hearing on County Manager's proposed budget.

June 5, 2012 or June 19, 2012 tentatively

Budget adoption.

2/15/2012

CAPITAL RESERVE SUMMARY

Project Description	6/30/2011	2011/12	Transfer	Transfer	6/30/2012
	Balance	Budget	In	Out	Balance
Tax Office Orthos	25,417				25,417
Caldwell Comm. College					0
Courthouse Complex	81,618				81,618
East Annex Renovations	320,559				320,559
Watauga Co. Schools-Proj./Debt					0
Watauga Co. Schools-CIP	54,304	-54,304			0
Debt Service Plan	131	4,139,370			4,139,501
Recreation-Future Park Development	192,006				192,006
Recreation-Complex Pool Repair	377,700	-105,000			272,700
Community Recreation Facilities					0
Data Processing	543,063	-115,000			428,063
Emergency Communications	824,467				824,467
Industrial Park (EDC)	431,847				431,847
Future County Building(s)	413,395	7,831			421,226
Eastern Community Center	51,377				51,377
Animal Control	407,831	-407,831			0
Total Available	3,723,712	3,465,066	0	0	7,188,778

Watauga County
Capital Improvement Program
FY-2012

(Adopted)
6/7/2011

GENERAL FUND	Budget Year 2011-12	Planning Year 2012-2013	Planning Year 2013-2014	Planning Year 2014-2015	Planning Year 2015-2016	Planning Year 2016-2017	TOTAL
GENERAL GOVERNMENT							
Intranet/Computerization	\$0	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$500,000
Voting Machines	\$0	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$200,000
Debt Service Plan	\$4,139,370						\$4,139,370
PUBLIC BUILDINGS							
Asphalt Maintenance	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$400,000
Facilities Maintenance/Renovations	\$0	\$473,000	\$473,000	\$473,000	\$473,000	\$473,000	\$2,365,000
Future County Buildings	\$0	\$1,260,000	\$1,260,000	\$1,260,000	\$1,260,000	\$1,260,000	\$6,300,000
PUBLIC SAFETY							
Animal Control Building	\$0						\$0
LEC Future Expansion	\$0	\$142,600	\$142,600	\$142,600			\$427,800
Emergency Communications	\$0	\$300,000	\$300,000	\$300,000	\$300,000	\$300,000	\$1,500,000
EDUCATION							
CCC&TI Campus Expansion	\$0	\$750,000	\$750,000	\$750,000	\$750,000	\$750,000	\$3,750,000
WC Schools - Future Needs	\$0	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$2,500,000
ECONOMIC/PHYSICAL DEVELOPMENT							
Commerce Park	\$0						\$0
Water and Sewer	\$0						
Work Force Housing	\$0						\$0
CULTURAL & RECREATIONAL							
Community Facilities	\$0	\$500,000	\$500,000	\$500,000	\$500,000	\$500,000	\$2,500,000
Future Facilities/Park Development	\$0	\$2,500,000	\$2,500,000	\$2,500,000	\$2,500,000	\$2,460,000	\$12,460,000
Facility Renovations and Upgrades	\$0	\$708,463	\$813,463	\$146,312	\$106,312	\$106,312	\$1,880,862
TOTALS	\$4,139,370	\$7,354,063	\$7,459,063	\$6,791,912	\$6,609,312	\$6,569,312	\$38,923,032



WATAUGA COUNTY
MAINTENANCE DEPARTMENT
 969 West King St., Boone, NC 28607 - Phone (828) 264-1430
 Fax (828) 264-1473

TO: Deron Geouque, County Manager

FROM: Robert Marsh, Maintenance Director

SUBJECT: Aquatic Center Repairs

DATE: February 17, 2012

BACKGROUND:

Sutton-Kennerly & Associates, Inc. surveyed the 35-year old, 11,000 s.f. building and reported their findings to the County in a written report delivered to the Commissioners in 2011. A prioritized list of recommended repairs was developed by Sutton-Kennerly. Deficiencies that would negatively affect the building structure or conditions that posed immediate safety risks ranked highest on the list of needed repairs. The report describes four conditions that were recommended for immediate repair. Those deficiencies include:

1. Lack of adequate wind bracing in the building frame.
2. Deteriorated post base anchorage.
3. Poor lighting.
4. Restricted mechanical ventilation.

The Maintenance Department addressed items three and four in the spring of 2011. However, items one and two were deferred until Spring 2012 so that further testing and design could be done to identify the scope of the repair project.

In December 2011 Sutton-Kennerly finished their investigation into the post base anchorage and wind force resistance of the pool building. A Bid Advertisement was published in the Watauga Democrat and the Winston-Salem Journal in hopes of soliciting bidders for the repair project.

BID SUMMARY:

Name	Pool Closure	Admin. Contract	Total Contract Time Bid	Base Bid	Unit Price 1	Unit Price 2	Alternate 1
Boone Construction Co., Inc. Boone, NC	5 weeks	5 weeks	10 weeks	\$59,955.00	\$150.00	\$200.00	No change
Greene Construction, Inc. Boone, NC	42 days	49 days	91 days	\$71,760.00	\$136.00 each	\$169.00 each	\$3,000.00
Statesville Building & Roofing Renovation Statesville, NC	21 calendar days	39 calendar days	60 calendar days	\$99,915.00	\$34.00	\$175.00	\$10,000.00
Houck Contracting, LLC Hickory, NC	17 days	50 days	67 days	\$93,200.00	\$180.00	\$625.00	\$3,000.00
LaFaves Construction, Inc. Landis, NC	49 days	30 days	79 days	\$66,450.00	\$105.00	\$800.00	\$375.00
Dallas Lawrence Construction Boone, NC	21 days	30 days	51 days	\$52,843.22	\$49.88	\$676.85	\$280.33
Hickory Construction Co., Inc. Hickory, NC	30 days	45 days	75 days	\$91,200.00	\$125.00	\$1,000.00	\$4,000.00
MBI Builders, LLC North Wilkesboro, NC	33 days	42 days	75 days	\$50,300.00	\$55.00	\$280.00	\$400.00

*Bids are subject to acceptance for 30 days after bid opening. (Bids expire March 17th.)

STAFF RECOMMENDATION:

MBI, the low bidder, submitted a bid of \$50,300 with 33 days of pool closure time. Dallas Lawrence Construction, the second lowest bidder, submitted a base price of \$52,843 and 21 days of pool closure time. It is more likely that MBI will meet their 33 day schedule and therefore be eligible for the early completion bonus of \$2,100.

Staff recommends Dallas Lawrence Construction based on their competitive bid and their commitment to complete the project in 21 days. The Contract Documents allow time to be considered as part of the Bid Award. The Instructions to Bidders state in Section 10 Award of the Contract: (10.2) In evaluating bids the County will consider the qualifications of the Bidders, time required for the completion of the project, whether or not the bids comply with the prescribed requirements, and such alternatives, unit prices and other data, as may be requested in the bid form or prior to the Notice of Award.

BUDGET IMPACT:

The Budget for 2011-12 includes \$48,200 for this project. Funds for the balance can be located in the Maintenance and Repair budget line for the Aquatic Center. The tight project scheduling will require Change Orders to be approved and managed as quickly as possible. Therefore, staff

recommends that the County Manager be authorized to spend up to \$5,000 for unforeseen items outside the scope of the construction contract. The total request for funds to be used for this project includes the following two choices of contractors and the costs for other items associated with the project:

	Dallas Lawrence Construction	MBI Builders, LLC
Contract Bid Time	21 Days	33 Days
Base Contract Amount	\$52,843.22	\$50,300.00
Alternate 1	\$280.33	\$400.00
Early Completion	\$2,100.00	\$2,100.00
Miscellaneous	\$5,000.00	\$5,000.00
Construction Testing	\$2,500.00	\$2,500.00
Total Request	\$62,723.55	\$60,300.00

Watauga County

Capital Improvement Plan FY 2013

Project Title: New Commerce Park Requesting Department or Agency: Economic Development Commission

Fund: Economic/Physical Development

Project Description: Locate up to 100 acres, probably along US Highway 421 South corridor to Deep Gap, for purchase for use as a new Commerce Park. Begin development of park, including water, sewer, and fiber (for broadband). Water and sewer could either be on-site or by connection to Town of Boone infrastructure.

Project Justification: Watauga County is deficient in economic development without a planned and dedicated Commerce Park. It is impossible to compete for business with counties that possess such parks.

Manager's Priority Ranking: _____

Adjusted Ranking: _____

	Budget Year 2012-13	Planning Year 2013-14	Planning Year 2014-15	Planning Year 2015-16	Planning Year 2016-17	Planning Year 2017-18	Total
Project Cost Elements: (list expenditure categories)							
Purchase							\$4,000,000.00
Development							\$2,000,000.00
Totals:							
Revenue Sources: (list expenditure categories)							
General Fund							
Grants							
Totals:							
Annual Operating Budgetary Impact: (list expected annual operating costs and effects)							
Net Annual Operating Effect:							

This instrument drawn by: Eggers, Eggers, Eggers and Eggers, Attorneys at Law, Boone, N. C. 28607

STATE OF NORTH CAROLINA

LEASE AGREEMENT

COUNTY OF WATAUGA

THIS LEASE AGREEMENT, made and entered into this 31st day of October, 2011, by and between Watauga County, a body politic of the State of North Carolina, hereinafter referred to as Lessor; and Daymark Recovery Services, Inc., hereinafter referred to as Lessee;

W I T N E S S E T H :

1. PREMISES: That for and in consideration of the mutual covenants and agreements herein contained and subject to the terms and conditions hereinafter set forth, the Lessor does hereby demise and lease unto the Lessee and the Lessee does hereby lease from the Lessor the property known as Suite B located at 132 Poplar Grove Road Connector; Boone, NC 28607.

2. ACCEPTANCE OF PROPERTY: Neither the Lessor nor its agents have made any representations with respect to the building, the land upon which it is erected, or the leased property except as expressly set forth therein and no rights, easements, or licenses are acquired by the Lessee by implication or otherwise except as expressly set forth in the provisions of this Lease. The taking of possession of the leased property by the Lessee shall be conclusive evidence that the Lessee accepts the same "as is" with the exception of the provision for improvements as set

forth herein.

3. **TERM**: This lease shall be for a term of one year, commencing on November 1, 2011, and ending upon June 30, 2012. However, this lease shall automatically terminate in the event Daymark Recovery Services, Inc. is deemed to no longer be the authorized provider of mental health services pursuant to contractual arrangements with the Local Management Entity (LME) as defined by N.C. Gen. Stat. §122C et seq.

4. **RENT**: The Lessee shall pay to the Lessor, rent for the premises equal to \$5.00 per square foot (or \$68,875 per year), payable on or before the 1st day of each month, in monthly installments of \$5,739.58 per month. All such payments shall be made to Watauga County, c/o Margaret Pierce, Finance Director, 814 West King Street, Suite 216, Boone, North Carolina, 28607, or to such other person or at such other place as Lessor may designate in writing.

5. **LATE FEES**: In the event that rent is not paid by the 1st of the month when rent is due and owing, such rent payment shall be subject to a late fee in the amount of \$25.00. This late fee shall not affect the Lessors right to declare this contract breached in the event of failure to pay rent as provided within this document.

6. **INSURANCE**: The Lessee shall obtain a public liability insurance policy for the minimum coverage of \$500,000 bodily injury and property damage liability (combined single limit), \$500,000 each occurrence and \$500,000 aggregate. Lessor shall be named as an additional insured on

said policy and shall be furnished with a copy of same. Upon the Lessee's failure to obtain said public liability insurance policy, Lessor, may at its option, but is not required to do so, obtain such insurance and the costs thereof shall be paid as additional rent due and payable from Lessee on the next ensuing day that rent is due. Lessor shall not be liable to Lessee for any business interruption or any loss or damage to property or injury or death of persons occurring in or on the demised premises, or in any manner growing out of or connected with the Lessees' use and occupancy of the demised premises, or the condition thereof. This release shall also apply to the extent that such business interruption, loss or damage to property or injury to or death of persons is covered by insurance, regardless of whether such insurance is payable to or protects Lessor or Lessee, or both. Nothing herein shall be construed to impose any other or greater liability upon Lessor than what would have existed in the absence of this provision. Any insurance policies of the Lessee shall contain a clause to the effect that this release shall not affect the right of the insured to recover under such policies. The release in favor of the Lessor contained herein is in addition to and not in substitution for or in diminution of, the hold harmless and indemnification provisions of this Lease Agreement.

7. **REPAIRS:** Except as otherwise provided herein, the Lessee shall, at the Lessee's own expense, make all necessary repairs and replacements to the interior and exterior of the demised premises. All

repairs and replacements shall be in quality and class at least equal to the original work. Upon default of the Lessee in making such repairs or replacements, the Lessor, may, but shall not be required to, make such repairs or replacements for the Lessee's account and the expense thereof which shall constitute and be collectable as additional rent.

Lessor shall make, at Lessors' own cost and expense, any and all repairs necessary to the roof, main corridor of the building, and exterior walls of the building. Notwithstanding the foregoing, the Lessor shall not be responsible for nor be liable for any such repairs, which are necessitated by the negligent actions or negligent failures to act on the part of the Lessee or any of the Lessee's agents.

8. USE OF THE PROPERTY: The Lessee shall use the property only for purposes of providing mental health and recovery services as defined by N.C. Gen. Stat. §122C et seq.

9. IMPROVEMENTS OF THE PROPERTY: Any alterations or improvements may only be made by the Lessee with the written consent of the Lessor, which shall not be unreasonably withheld. Any alteration, addition or improvement made by Lessee, and any fixtures installed as a part thereof, shall at Lessor's option become the property of the Lessor, upon the expiration or other sooner termination of this lease; provided, however, that Lessor shall have the right to require the Lessee to remove such fixtures at the Lessee's cost upon such termination of this lease.

With the written consent of the Lessor which shall not be

unreasonably withheld, the Lessee shall have the right to construct, erect, place, paint, maintain and control of the demised premises, any sign or signs which may be necessary in the conduct of its business within the requirements of the Town of Boone Unified Development Ordinance, and it shall have the right to remove the sign or signs at the expiration or earlier termination of this lease, provided, that upon the removal of said sign or signs, the said building shall be put in the same condition it was in at the time of the placing or painting of said signs, as far as is reasonably possible.

10. UTILITIES: The Lessee shall pay for gas, electricity, lights, heat, power and ^{NAm} ~~telephone~~ or other communication service used and custodial services rendered or supplied upon or in connection with the demised premises based on the agreed upon schedule. Such amount is based upon the percentage of square footage of the overall building occupied by Daymark, which the parties agree constitutes 39% of the total building area under this agreement. The total annual amount based on Daymark's 39% is \$67,718 or \$5,643 per month. Such amount shall be paid to the county on a monthly basis at the same time and under the same conditions as payment of rent.

11. ASSIGNING AND SUBLETTING: The Lessee shall not assign this lease or sublet any part of the demised premises without the prior written consent of Lessor, which shall not be unreasonably withheld. Any transfer of the property interest owned by the Lessor shall be subject to this lease,

and shall not affect the validity or enforceability of this lease by either the Lessor or the Lessee.

12. SURRENDER OF THE DEMISED PREMISES: At the expiration of the lease term, the Lessee shall surrender the demised premises in as good a condition as they were in at the beginning of the term, reasonable wear and tear and damages by the elements excepted.

13. DAMAGE OR DESTRUCTION BY FIRE: In the event that the demised premises shall be damaged or destroyed by fire, the elements or other casualty, during the continuance of this lease, to such extent that same cannot be restored to as good a condition as same were in prior to such damage within sixty (60) days thereafter, either the Lessor or Lessee shall have the right to cancel or terminate this lease with the rents to be adjusted as of the date of the damage or destruction. Lessee shall be responsible for all of its personal property on or about the demised premises and shall keep the same adequately insured against loss by fire or the elements.

14. CONDEMNATION: If the whole of the demised premises shall be condemned and taken by any governmental authority or other entity having a power of eminent domain, then this lease shall immediately terminate, and the Lessee shall have no interest in any damages and/or monies paid by virtue of such condemnation.

In the event of a partial appropriation or condemnation of the demised premises that does not materially affect the Lessee's use thereof,

the Lessee shall continue in possession of the unappropriated part of the demised premises under the terms and conditions hereof, except that in such case if the Lessee actually loses the use of part of the demised premises, the Lessee shall be entitled to an equitable reduction in rent payable hereunder. In the event such partial appropriation or condemnation materially affects the Lessee's use of the demised premises, the Lessee may, at its option, terminate this lease and Lessor shall refund the Lessee any unearned rental existing at the time of said termination. However, the Lessee shall have no interest in any damages and/or monies paid by virtue of such condemnation.

Notwithstanding the foregoing, Lessee shall be entitled to a separate award made to Lessee for loss of business, moving expense or the taking of Lessee's fixtures or equipment, if a separate award for such items is made.

15. **INDEMNITY:** Except where caused by the intentional act of the Lessor, or its agents, employees, licensees or assigns, the Lessee shall indemnify and save Lessor harmless from and against any and all claims, actions, damages, liability and expense in connection with loss of life, personal injury and/or damage to property arising from or out of any occurrence in, upon or at the demised premises or any part thereof, or occasioned wholly or in part by any act or omission of the Lessee, its agents, employees or invitees. In case the Lessor (the Indemnified party) shall, without fault on its part, be made a party to any litigation

instituted against the Lessee (the indemnifying party), then the indemnifying party shall protect and hold the indemnified party harmless and shall pay all costs, expenses and reasonable attorneys' fees that may be incurred or paid by the indemnified party in such litigation. In addition, Lessee shall pay all costs, expenses and reasonable attorneys' fees that may be incurred or paid by Lessor in enforcing the covenants and agreements of the Lessee contained in this lease.

16. DAMAGES: If the demised premises shall be deserted or vacated, or if proceedings are commenced against the Lessee in any court under a bankruptcy act or for the appointment of a trustee or receiver of the Lessees' property either before or after the commencement of the lease term, or if there shall be a default in the payment or rent or any part thereof for more than five (5) days after written notice that rent is past due by Lessor to Lessee, or if there shall be a default in the performance of any other covenant, agreement, condition, rule or regulation herein contained, or hereafter established on the part of the Lessee for more than twenty (20) days after written notice of such default by Lessor, this lease (if Lessor so elects) shall thereupon become null and void, and the Lessor shall have the right to re-enter or repossess the demised premises, either by force, summary proceedings, surrender or otherwise and dispossess and remove therefrom the Lessee, or other occupants thereof, and their effects, without being liable to any prosecution thereof. In such case, Lessor may, at its option, relet the demised premises or any part

thereof, as the agent of the Lessee, and the Lessee shall pay Lessor the difference between the rent hereby reserved and agreed to be paid by the Lessor for the portion of the term remaining at the time of re-entry or repossession and the amount, if any, received or to be received under such reletting for such portion of the term.

17. **QUIET ENJOYMENT:** Lessor covenants that if and so long as Lessee pays the basic rent and performs all of the terms, covenants and conditions of this lease on Lessee's part to be performed, Lessee shall peaceably and quietly have, hold and enjoy the demised premises for the term of this lease, but always subject to the provisions of the lease.

18. **NOTICE:** All notices, consents, requests, instructions or other communications provided for herein, shall be deemed validly given, made and served if in writing and either delivered personally or sent by certified or registered mail, postage prepaid and, pending the designation of another address, addressed as follows:

IF TO LESSEE: Daymark Recovery Services, Inc.
Attn: Jerry Smith
2129 Statesville Blvd.
Salisbury, NC 27147

IF TO LESSOR: Watauga County
c/o Deron Geouque, Watauga County Manager
814 West King Street, Suite 205
Boone, NC 28607

Any such notices, consents, requests, instructions or other communications sent by certified or registered mail shall for the purposes of this lease be considered received two (2) days after it is deposited in


the United States Mail, postage prepaid.

19. MISCELLANEOUS: All rights and liabilities herein given to or imposed upon either of the parties hereto, shall extend to the principals, assigns and, administrators of such parties. Unless the context expressly or impliedly requires or indicates a contrary meaning whenever used in this lease, a noun or pronoun in any gender shall include the remaining genders, the singular shall include the plural and the plural shall include the singular. The laws of the State of North Carolina shall control this lease. This agreement comprises the entire understanding of the parties and may only be modified in writing, properly executed by the parties.


IN WITNESS WHEREOF, the said Lessor and Lessee have caused this instrument to be duly executed and sealed, the day and year first above written.

LESSOR:

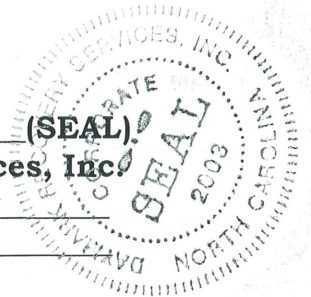
LESSEE:



(SEAL)
Nathan A. Miller, Chairman
Watauga County Board
of Commissioners

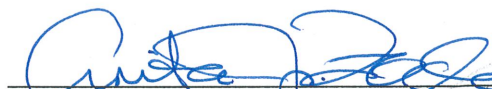


(SEAL)
Daymark Recovery Services, Inc.
By: Billy R. West, Jr.
Title: Director

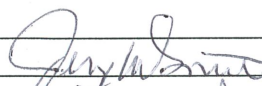


Attest:

Attest:

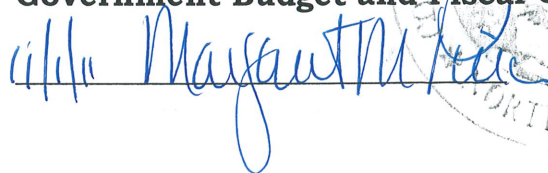


Anita Fogle, Clerk to the Board

By: 

Title: James D. Reed

This instrument has been pre-audited in the manner required by the Local Government Budget and Fiscal Control Act.



MARGARET M. REED

Margaret Pierce
Watauga County Finance Director



WATAUGA COUNTY TAX ADMINISTRATION

*Courthouse, Suite 21 – 842 West King Street – Boone, NC 28607 – (828) 265-8036
FAX (828) 265-8140*

MEMORANDUM

TO: Deron T. Geouque
 FROM: Kelvin R. Byrd *KRB*
 SUBJECT: 2014 Revaluation Process/Schedule
 DATE: 02/20/12

The last tax revaluation was effective for January 1, 2006. The next revaluation date is scheduled to be effective January 1, 2014.

The 2014 Revaluation process planning calendar will divide the process into three phases: Data Collection, Review and Appeals. The three phases will involve 26 different planning calendar tasks. The Data Collection process for commercial properties began in July 2008 and was completed in early 2009. This involved a site visit to improved properties to measure and check current building data. The revaluation process and consulting contract with RSM Appraisal Service was put on hold and will resume starting in May. The value review process for commercial properties is scheduled to begin in July 2013. The residential review process of each property is scheduled to begin in February 2013 and is scheduled to be completed in November 2013.

The estimated number of parcels for January 1, 2014 is 48,500. This equates to approx. 3,000 commercial/exempt and 45,500 residential properties. Value notices for the 2014 revaluation are scheduled to be mailed around February 15, 2014 with an effective date of January 1, 2014. The appeal phase of the project begins immediately after valuation notices are mailed.

The Schedule of Values are to be adopted by the Board of Commissioners in June 2013. The schedules encompass a comprehensive cost/sales study of the local real estate market. These schedules provide the main source of guidance in the mass appraisal process.

The 2012 sales ratio study conducted by Department of Revenue ad valorem tax division will show the county sales ratio study to be approx. 102%. The study measures the percentage of 2011 sales prices to the current tax valuation as of January 1, 2012. The tax valuation for January 1, 2014 would be set at current market values which will reflect sales prices during the year of 2013.

Please let me know if you need additional information and I will be available to answer any questions you may have about the revaluation project.



WATAUGA COUNTY TAX ADMINISTRATION

*Courthouse, Suite 21 – 842 West King Street – Boone, NC 28607 – (828) 265-8036
FAX (828) 265-8140*

MEMORANDUM

TO: Deron T. Geouque
FROM: Kelvin R. Byrd *KRB*
SUBJECT: Business Personal/Occupancy Tax
DATE: 02/20/12

Business Personal Property accounts for approx. \$200 million of value on the tax books. The last audit of the top 300 accounts was last completed in the 2004-2005 tax year. A service contract in 2001 was signed with Turner Business Appraisers to do the prior audits. I would like to discuss with the Board the need to audit and discover a set number of properties again. I have been in contact with the 4 audit firms that currently have contracts in NC for Business Audits. Each of these have expressed interest in doing reviews and discovery audits in Watauga County. The amounts for consideration have been between 25%-30% after discovery and collection. I would like to include the ability to add occupancy tax as part of a possible service contract. A contract with one of these firms would be desirable because of the specialization needed to complete the reviews. I am asking for direction at the board retreat before proceeding. Please let me know if you have further questions or need additional information.

WATAUGA
COUNTY SCHOOLS
CAPITAL
IMPROVEMENT
PLAN (2012-2022)

WATAUGA COUNTY SCHOOLS LONG RANGE FACILITY PLAN 2012 – 2022

The information contained in this booklet outlines the long range plan for the Watauga County School System's facilities capital improvement requirements for the period of 2012 to 2022. The cost estimates were determined by using North Carolina Department of Instruction facilities cost data, actual local estimates, or other generally accepted facilities cost metrics. The cost estimates contained in this booklet are for long range budget planning and do not reflect any yearly increases due to cost increases in labor or materials. The Watauga County School System consists of eight elementary school campuses, one high school campus, a central administrative office, a maintenance department and a transportation department. The system has over 900,000 square feet of building space and approximately 260 acres of land.

**WATAUGA COUNTY SCHOOLS
LONG RANGE FACILITY PLAN
2012 – 2022**

<u>FISCAL YEAR</u>	<u>PROJECT</u>	<u>PROJECTED CONSTRUCTION COST</u>
2012/2013	Cove Creek	
	• Metal Roof	880,000.00
	Hardin Park	
	• Replace Flat Roof (Center Building)	85,000.00
2012/2013	Parkway	
	• Flat Roof (Middle School Wing)	52,000.00
2012/2013	Valle Crucis	
	• Renovate and dry in the basement	35,000.00
TOTAL 2012/2013		1,052,000.00
2013/2014	Green Valley School	
	• Upgrade electrical service	60,300.00
	Mabel School	
	• Upgrade electrical service	45,200.00
	• Install new above ground fuel tank	67,000.00
	Bethel School	
	• Upgrade electrical service & lighting	59,850.00
	Blowing Rock School	
	• Upgrade electrical service	75,400.00
	Hardin Park School	
	• Replace of air handler units (main bldg.)	298,500.00
	• Upgrade electrical service & lighting	342,000.00
	• Replace boiler in center	33,500.00

<u>FISCAL</u> <u>YEAR</u>	<u>PROJECT</u>	<u>PROJECTED</u> <u>CONSTRUCTION COST</u>
2013/2014	Valle Crucis School	
	● Upgrade electrical service	60,300.00
	<input type="checkbox"/> Parkway School	
	● Upgrade electrical service	75,300.00
TOTAL 2013/2014		1,117,350.00
2014/2015	Cove Creek School	
	● Resurface bus parking area	63,000.00
	● Upgrade electrical service	60,300.00
	Hardin Park School	
	☼ Install air conditioning throughout campus	1,593,750.00
TOTAL 2014/2015		1,717,050.00
2015/2016	Bethel School	
	● Replace rotted floor timbers in area with crawl space & remodel 2 classrooms in basement of rock bldg.	303,400.00
	Blowing Rock School	
	● Resurface front parking area	60,000.00
	● Renovate science lab	45,600.00
	● Renovate bathrooms on 3/5 hallway	57,000.00
	Maintenance Building	
	● Resurface parking lot	70,000.00
	Transportation	
	● Resurface parking lot	70,000.00
	Central Office	
	● Increase parking area	95,000.00
	Parkway School	
● Replace single ply roofing (flat roof)	580,000.00	
Parkway School		
☼ Install air conditioning throughout campus	1,093,750.00	
TOTAL 2015/2016		2,374,750.00

<u>FISCAL YEAR</u>	<u>PROJECT</u>	<u>PROJECTED CONSTRUCTION COST</u>
2016/2017		
	Valle Crucis	
	● Replace single ply roofing (flat roof)	202,500.00
	Green Valley School	
	☼ Install air conditioning throughout campus	813,750.00
	Valle Crucis School	
	☼ Install air conditioning throughout campus	808,000.00
TOTAL 2016/2017		1,824,250.00
2017/2018		
	Central Office	
	● Upgrade electrical service	4,200.00
	Mabel School	
	● Resurface parking lot	74,100.00
	Blowing Rock School	
	☼ Install air conditioning throughout campus	881,000.00
	Cove Creek School	
	☼ Install air conditioning throughout campus	798,750.00
TOTAL FOR 2017/2018		1,758,550.00
2018/2019		
	Central Office	
	● Additional office space	325,000.00
	Bethel School	
	☼ Install air conditioning throughout campus	600,000.00
	Mabel School	
	☼ Install air conditioning throughout campus	596,250.00
	Central Office	
	☼ Replace heating and cooling system	65,000.00
TOTAL FOR 2018/2019		1,586,250.00

<u>FISCAL</u> <u>YEAR</u>	<u>PROJECT</u>	<u>PROJECTED</u> <u>CONSTRUCTION COST</u>		
2019/2020	Valle Crucis School			
	● Furnishings for 4 classroom bldg	108,400.00		
	● Construct a new 4 classroom bldg.	1,132,500.00		
	● Demolish 4 classroom bldg. that floods	57,600.00		
TOTAL FOR 2019/2020		1,298,500.00	□	
2020/2021	Bethel School			
	● Install new roof (shingles and single ply flat roof)	205,200.00		
	● Waste water treatment plant	285,000.00		
	Central Office			
	● Install new single ply roof	94,400.00		
	● Resurface parking lot & drive	85,400.00		
	Maintenance			
	● Install new single ply roof	112,600.00		
	TOTAL FOR 2020/2021		782,600.00	
	2021/2022	Bethel School		
● Replace entrance doors		30,000.00		
● Card reader lock for front entrance doors		6,840.00		
● Resurface parking lot		102,600.00		
● Install boiler in main building		51,300.00		
Blowing Rock School				
● Replace entrance doors		30,000.00		
● Card reader lock for front entrance doors		6,840.00		
Cove Creek School				
● Replace entrance doors		30,000.00		
● Card reader lock for front entrance doors		6,840.00		
Green Valley School				
● Replace entrance doors		30,000.00		
● Card reader lock for front entrance doors		6,840.00		
● Resurface bus parking lot		102,600.00		
Hardin Park School				
● Replace entrance doors		45,200.00		
● Card reader lock for front entrance doors		6,840.00		
● Resurface parking lots front & rear		256,500.00		

<u>FISCAL</u> <u>YEAR</u>	<u>PROJECT</u>	<u>PROJECTED</u> <u>CONSTRUCTION COST</u>
2021/2022	Mabel School	
	● Replace entrance doors	30,000.00
	● Card reader lock for front entrance doors	6,840.00
	● Replace both boilers	102,600.00
	Parkway School	
	● Replace entrance doors	30,000.00
	● Card reader lock for front entrance doors	6,840.00
	Valle Crucis School	
	● Replace entrance doors	30,000.00
	● Card reader lock for front entrance doors	6,840.00
TOTAL FOR 2021/2022		925,520.00
2022/2023	Blowing Rock School	
	● Replace small boiler	33,500.00
	Cove Creek School	
	● Replace both boilers	102,600.00
	● Replace waste water treatment plant	305,000.00
	Mabel School	
	● Replace waste water treatment plant	305,000.00
TOTAL FOR 2022/2023		746,100.00
CAPITAL IMPROVEMENT 2011/2020		15,182,420.00

Revised: 1 February 2012



Watauga County Board of Education

OFFICE OF THE SUPERINTENDENT
MARGARET E. GRAGG EDUCATION CENTER
P.O. BOX 1790 BOONE N.C. 28607

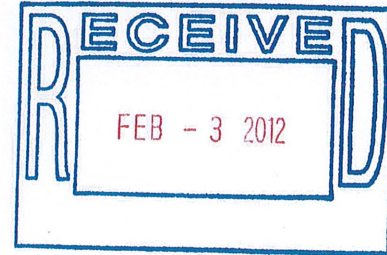
TEL: (828) 264-7190
FAX: (828) 264-7196

February 3, 2012

To: Watauga County Commissioners
Mr. Deron Geouque, County Manager

From: Watauga County Board of Education
Dr. Dick Jones, Superintendent
Mrs. Ly Marze, Finance Officer

Re: Preliminary Budget Estimations for FY 2012-13



The Watauga County School system acknowledges and appreciates the efforts of the Watauga County Commissioners to provide resources that enable schools to meet most basic needs in a time of economic distress at federal, state, and local levels. While we have not completed our budget development process at this time and uncertainties continue with state funding, we believe this proposal will provide for present level of service to our students.

Current Expense

For fiscal year 2012-13, we ask to maintain the same level of current expense funding provided for as in 2011-12 in the amount of \$11,839,645. Maintaining this amount, along with some minor funds available from other local resources, we will meet the following upcoming needs without requesting additional funding from the County:

1. Establish an ROTC program at Watauga High School; funding is needed to begin a long anticipated cooperation with the US Army ROTC Cadet Command
2. Hire an additional heating/ventilation/air conditioning technician; much needed to focus attention on balancing the complex HVAC system at Watauga High School
3. Continuation of a part-time internal auditor to assist in the finance department
4. Continuation of a part-time Hispanic Community Liaison to assist with social services, school issues, and translations for our expanding Hispanic population, especially at Hardin Park School where Hispanic students now account for nearly 20% of the total enrollment
5. Increase the local supplement for all eligible employees; supplements have been held flat for the past four years

Capital Outlay

Watauga County Schools has a long range capital needs list that is extensive. However, there are specifically four projects that have now reached critical-need status. Those projects and approximate costs are as follows:

1. Cove Creek School roof: Installation of metal roof -- \$880,000
2. Hardin Park School roof: Renovation of center building flat roof -- \$85,000
3. Parkway School roof: Renovation of middle school wing flat roof -- \$52,000
4. Valle Crucis School basement: Renovation of basement infrastructure -- \$35,000

The total estimate for these four projects is \$1,052,000. The school system proposes to cover these critical needs by exhausting all state funds as follows:

1. Lottery funds -- \$670,000
2. State ADM funds -- \$285,000 (requires a 3:1 local match)

In order to complete these projects utilizing all available state resources, we must ask the County to fund the local match requirement and to set aside approximately \$100,000 for this purpose. While this will address the high priority needs for our facilities, we must also realize that our schools need funds for regular capital outlay budgets to purchase needed furniture and equipment. We would estimate \$400,000 would be the amount needed for normal capital needs across the district for 2012-13.

Summary

Watauga County Schools is estimating the following funding needs from the Watauga County Commissioners for 2012-13:

Current Expense	\$11,839,645 (holding flat at 2011-12 funding level)
Capital Outlay	400,000 (on par with previous years' funding levels)
<u>Capital Outlay - local match</u>	<u>100,000 (needed to fully utilize available state funding)</u>
Total projected needs	\$12,339,645

Thank you for your consideration and continued support in our ongoing mission of providing quality education to all students of Watauga County Schools.



WATAUGA COUNTY

OFFICE OF THE
COUNTY MANAGER

Administration Building, Suite 205 – 814 West King Street – Boone, NC 28607 – (828) 265-8000
TDD 1-800-735-2962 – Voice 1-800-735-8262 – FAX (828) 264-3230

Year 2011 Compliance Report

Watauga County Ambulance Franchise Ordinance

The County Manager bases this report on the compliance visit on December 29, 2011. All equipment, records, and reports observed were in very good condition and appeared to comply with both the Watauga County Ambulance Franchise Ordinance as well as the Ambulance Franchise Agreement between Watauga Medics, Inc. and Watauga County. Following is a representative but not all-inclusive review of compliance issues.

Contract Items

6 & 7 – Personnel, vehicles, supplies and equipment appeared to be maintained as specified in the Contract. A current roster of 37 employees will be included in the Watauga Medics, Inc. annual report. Certificates for all current vehicles have been renewed by the State. Currently 8 vehicles (3 of which are 4x4's) are in service.

8, 9 & 10 – First base (located at 921 West King Street, Boone, NC) is provided by Watauga County and a new second base has been established at 133 Longview Road, Boone, NC replacing the 231 Deerfield Road, Boone, NC location leased from Mr. Tim Wilson. Considerable capital has been expended in the establishment of the new base with additional capital outlays to follow for future upgrades to communication equipment.

11, 12 & 13 – Items are to be included with the Watauga Medics, Inc. annual report. Five 12 lead Zoll EKG defibrillators are in service.

14 – Radios exceed requirements of Contract standards.

15 – All full-time employees are issued radios, with pagers issued to part-time employees.

16 – Response times will be included in the Watauga Medics, Inc. annual report.

17 – Dr. Tara Connelly serves as the medical director.

18, 19 & 20 – All mutual aid agreements and a reserve program appear to be in place. Resources are available to the Watauga County Emergency Management Office during emergencies or state-declared disasters.

21 – The first responder training records were observed and Owner states that the supplies are being restocked per request with no complaints or problems regarding communications with the first responder group. All Watauga Medics, Inc. sponsored training is open to all first responders. Also, first responder representatives meet quarterly with Watauga Medics. BLS training for first responders is offered monthly. Watauga Medics continues to be a licensed teaching institute by NCOEMS and a copy of the certificate will be submitted with the annual report.

22 – Base rates are as specified in the Contract as approved by the Watauga County Board of Commissioners and are effective as of January 1, 2010.

23 – The Franchisee billing policy was examined. Payment arrangements are available for those who need it.

24 – All records required by Section 12 of the Ordinance are included with the quarterly reports. Record totals will be included with the annual report as submitted by the Franchisee. Mr. Sullivan was also reminded of the requirement to submit an audit to the Board of Commissioners prior to March 31, 2012, and a budget by May 15, 2012.

25 – The billing policies will be included with the Franchisee's annual report.

26 – Training records for all employees appeared to be in very good condition.

30 & 31 – The computed rate increase as specified in the contract effective January 1, 2012 is 4.82%. (Please see attached computation work sheet.)

32 & 33 – County will receive a copy of additional insured when new policy is issued January 1, 2012. Insurance remains current and in place. Watauga County is listed as an "additional insured" on existing policies.

The County Manager's compliance report in addition to the Watauga Medics, Inc. fiscal year 2011 report with the requested inclusions indicates that Watauga Medics, Inc. appears to be in compliance with both the Ordinance and the Contract.

Respectfully Submitted,



Deron Geouque
County Manager

Per the contract, the annual increase is based on:

- A. 60 percent of the adjustment shall reflect the annual increase or decrease of the Consumer Price Index (CPI), South Urban Size D, as published by the US Department of Labor, Bureau of Labor Statistics.
- B. 20 percent of the adjustment shall reflect the annual increase or decrease of the CPI, Medical Care Services, as published by the US Department of Labor, Bureau of Labor Statistics.
- C. 20 percent of the adjustment shall reflect the annual increase or decrease of the CPI, Transportation, as published by the US Department of Labor, Bureau of Labor Statistics.

$$A. .60 \times 4.2 = 2.52$$

$$B. .20 \times 3.5 = 0.70$$

$$C. .20 \times 8.0 = \underline{1.60}$$

$$4.82 \%$$

The increase of 4.82% is effective January 1, 2012.



LENDER

High Country Bank
A Division of Yadkin Valley Bank and Trust Co.
2111 Blowing Rock Rd.
Boone, NC 28607

APPLICANT

Watauga Medics, Inc.
133 Longview Drive
Boone, NC 28607

STANDBY IRREVOCABLE LETTER OF CREDIT

ISSUANCE DATE: January 31, 2012
EXPIRY DATE: January 30, 2013
CURRENCY AMOUNT: \$390,000.00

TO: Watauga County
814 West King Street
Boone, NC 28607

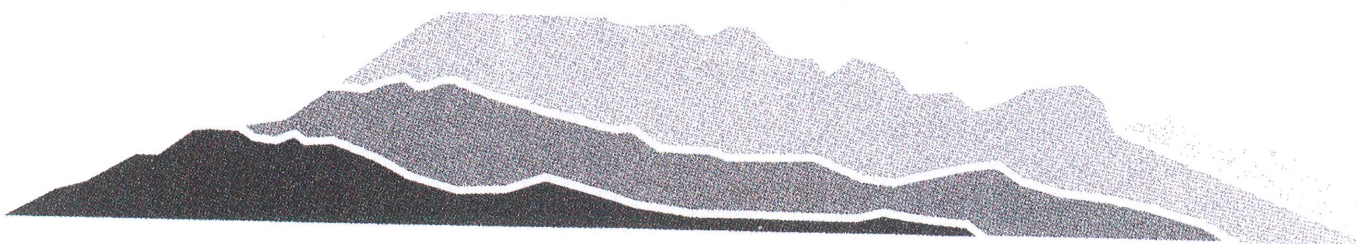


Dear Sirs:

We hereby establish in your favor our Irrevocable Letter of Credit Number SL 76457 for the account of Watauga Medics, Inc. in the aggregate amount of Three Hundred Ninety Thousand and 00/100 U.S. Dollars (\$390,000.00). This credit is valid until January 30, 2013, provided, however, that this credit will be automatically extended without amendment from year to year from such date, unless thirty (30) days prior to any annual expiration date, we elect not to renew this letter of credit. We will notify you in writing of such election. Such notice will be deemed to have been given when received by you. Upon receipt of such notice, you may draw hereunder without invoices, by means of clear sight draft drawn on us presented on or before the applicable expiration date. This letter of credit may then be exercised even though the account of Watauga Medics, Inc. identified above is not then due.

This Letter of Credit is to assure that the account for Watauga Medics, Inc. is paid as agreed. Funds under this credit are available to you against presentation of your draft(s) at sight on us, accompanied by our written statement, purportedly signed by an authorized representative of Watauga County stating that:

"The applicant has defaulted in its obligations to Watauga County as specified by the Ambulance Franchise Agreement dated January 1, 2010."



The amount of the accompanying sight draft may represent a portion or all of, but may not exceed, the unpaid amount of the above-described obligations as are in default as of the date of the written statement, and may represent no prior drawing under this Letter of Credit related to such amounts, and the amount of the accompanying sight draft may not exceed the amount of this Letter of Credit. Partial drawings are permitted.

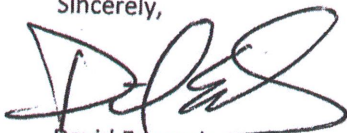
Drafts presented under this Letter of Credit must bear the phrase "Drawn under High Country Bank Irrevocable Letter of Credit Number SL76457 issued January 31, 2012."

This Letter of Credit sets forth in full the terms of our undertaking and such undertaking shall not in any way be modified, amended or amplified by reference to any document, instrument or agreement referred to herein or in which this Letter of Credit is referred to or to which this Letter of Credit relates, and any such reference shall not be deemed to incorporate herein by reference any document, instrument or agreement.

Except as otherwise expressly stated above, this Letter of Credit is subject to the Uniform Customs and Practice for Documentary Credits (1994 revision) international Chamber of Commerce Publication No. 500.

We agree with you that draft(s) drawn under and in compliance with the terms of this Letter of Credit will be duly honored upon presentation at the address shown on the letterhead on or before January 30, 2013, at which time this Letter of Credit expires, however, this credit may be automatically extended without amendment from year to year.

Sincerely,

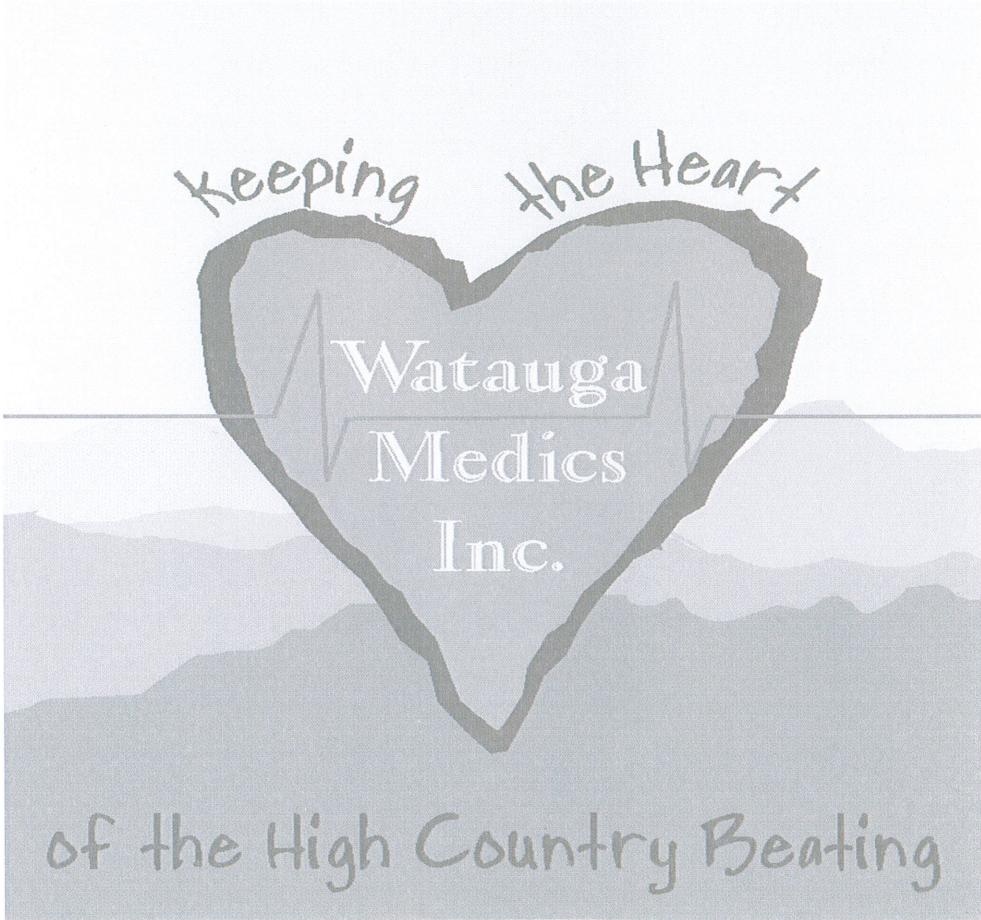


David Edwards
Senior Vice President

Watauga Medics Inc.



2011 Yearly Report



Watauga Medics Inc.

921 W. King St. Boone NC 28607 PH: 828 264 9486 Fax: 828 264 9482 Email: medics@boone.net

Date: January 5, 2012

To: Watauga County Board of Commissioners

RE: 2011 Report from Watauga Medics

It is my pleasure to submit our 2011 annual report. All the required documents specified in the Franchise agreement and the Ordinance are included in this report. I have tried to organize this report in such a way that is practical and easily understood. In the event any further information is needed please feel free to contact me at any time.

Watauga Medics Inc.

921 W. King St. Boone NC 28607 Ph: 828 264 9486 Fax: 828 264 9482 email: medics@boone.net

Year 2011 at a Glance

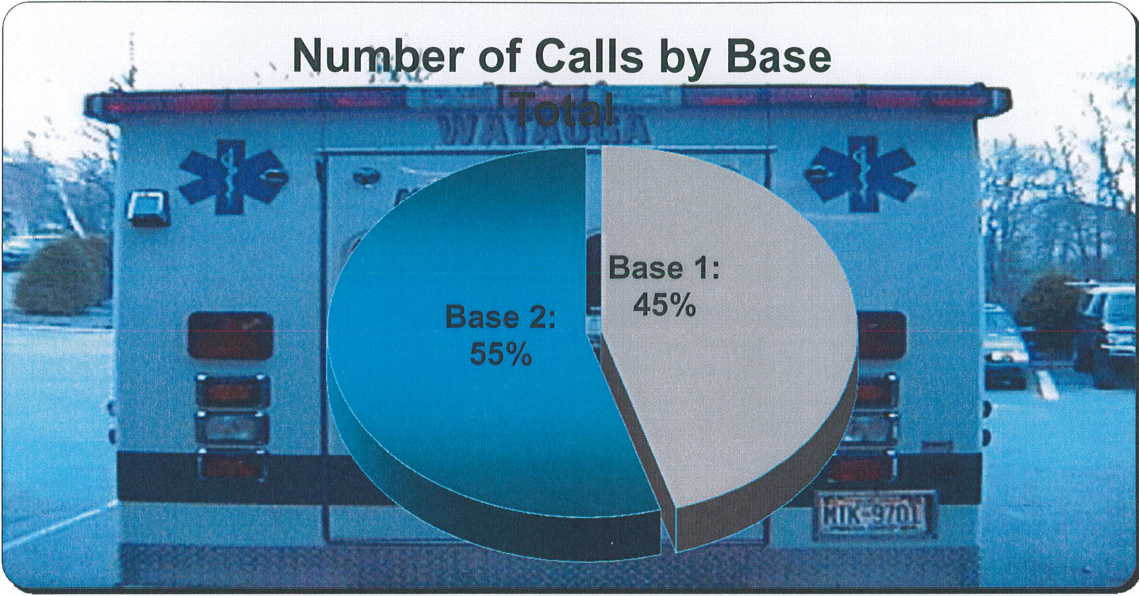
Total Number of Calls:	4,783
Number of No Transports:	938
Total Patients Transported:	3,845
Yearly Average Response Time:	9:14
Total Out of County Transports:	552
Total Out Of County Emergency Tranports:	257
Total Number of Emergency Calls:	2,074
Total Number of Patients Transported Emergency:	823
Total Number of Calls in Boone Fire District:	3,061
Total Calls other than Boone:	1,722
Busiest Fire District other than Boone:	Blowing Rock
Average Number of Calls per Day:	13.10
Most calls during one day:	26
Fewest calls in one day:	1
Increase/ Decrease in Calls from 2010:	310
Yearly average percent increase in calls over last 20 years:	4.58%
Percentage increase in call volume from 2010:	6.480%
Percentage of Calls that resulted in No Transports (NTP's):	19%
Total Number of DOA's for Year:	39
Total Number of Patients flown from the scene:	26

Watauga Medics Inc. Year 2011 Annual Report

For Year ending 2011

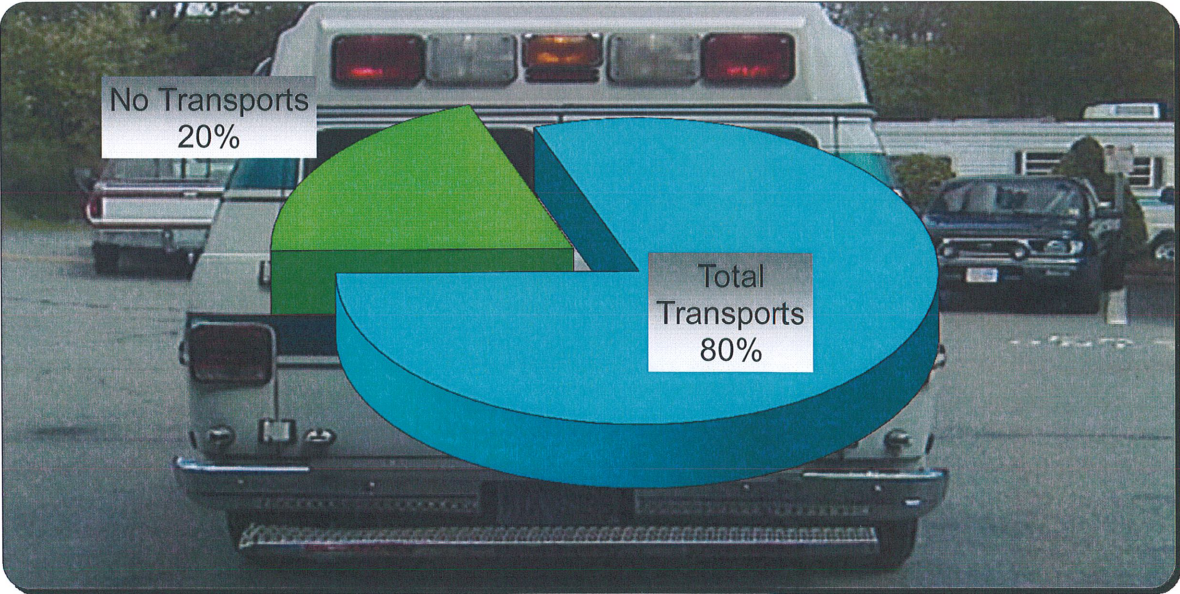
Calls for each Base

Base 1:	2,170
Base 2:	2,613
<hr/>	
Total Number of Calls	4,783



No Transports compared to Total Calls

Total Transports	3,845
No Transports	938
<hr/>	
Total Calls	4,783

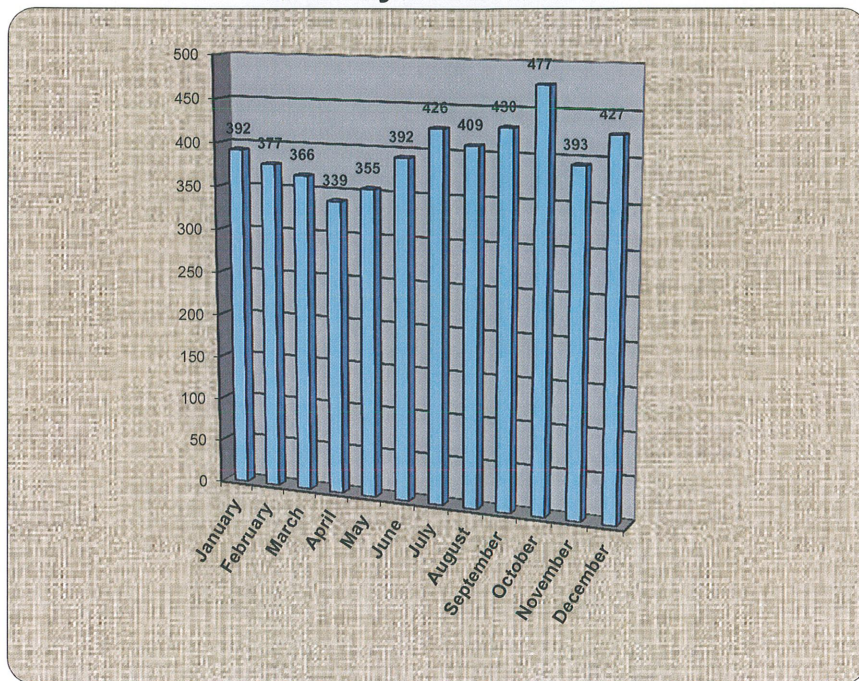


Watauga Medics Inc. Year 2011 Annual Report For Year ending 2011

Calls by the Month

<u>Month</u>	<u>Calls</u>
January	392
February	377
March	366
April	339
May	355
June	392
July	426
August	409
September	430
October	477
November	393
December	427

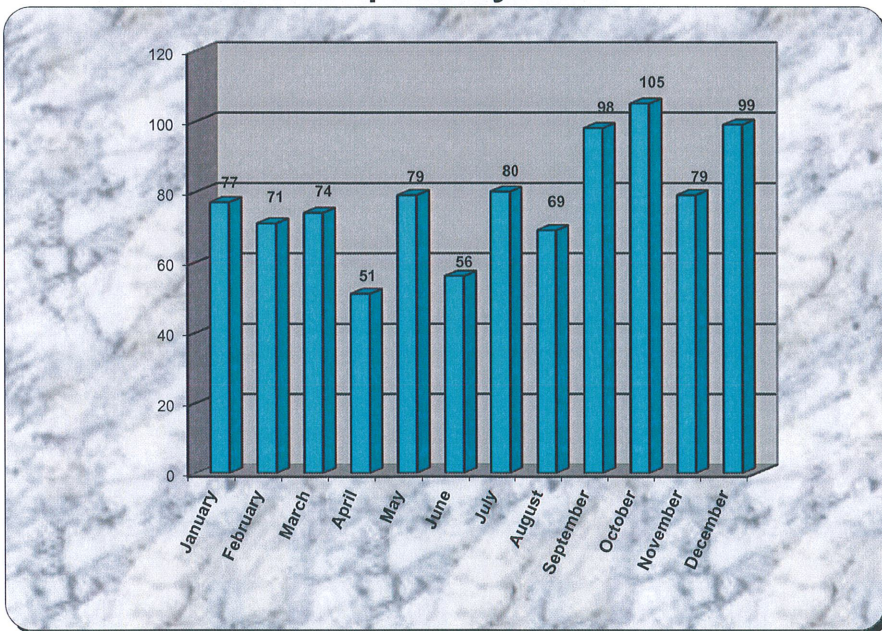
Total Calls 4,783



No-Transports by Month

<u>Month</u>	<u>NTP's</u>
January	77
February	71
March	74
April	51
May	79
June	56
July	80
August	69
September	98
October	105
November	79
December	99

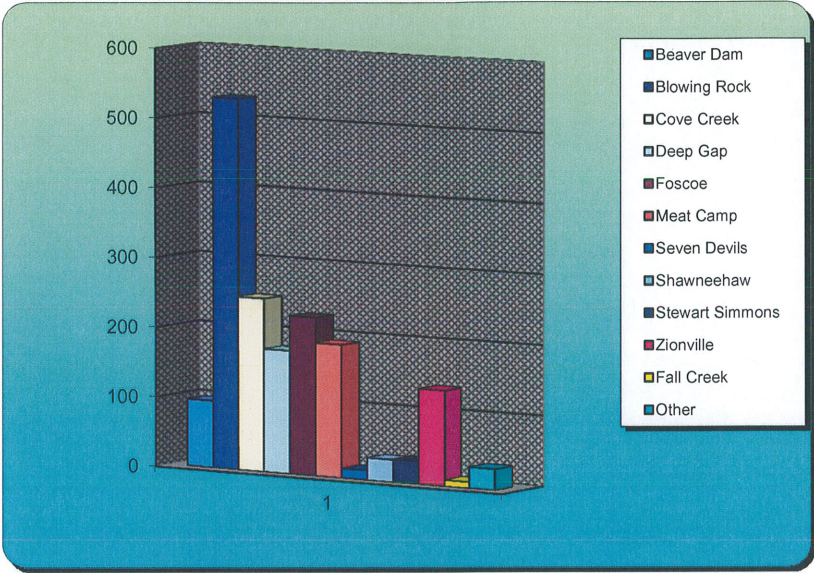
Total 938



Watauga Medics Inc. Year 2011 Annual Report

For Year Ending 2011

<u>Calls by Fire District</u>	<u>Number</u>
Beaver Dam	96
Blowing Rock	531
Cove Creek	248
Deep Gap	176
Foscoe	226
Meat Camp	190
Seven Devils	14
Shawneehaw	32
Stewart Simmons	33
Zionville	136
Fall Creek	9
Other	30

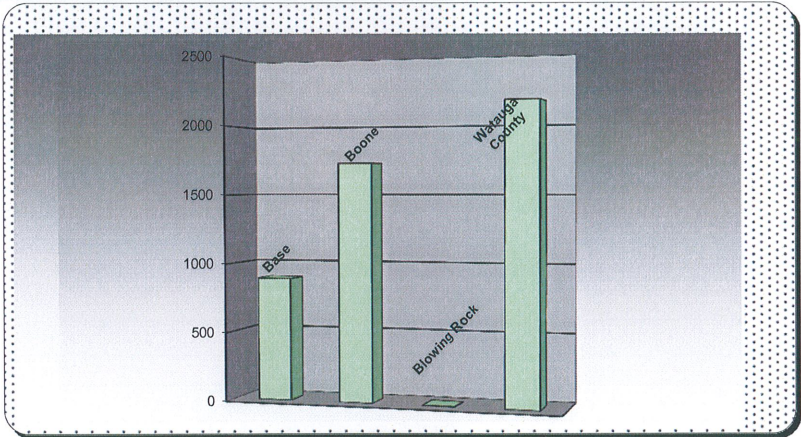


Calls by Fire District Other Than Boone: 1,721

Total Calls in Boone 3,061

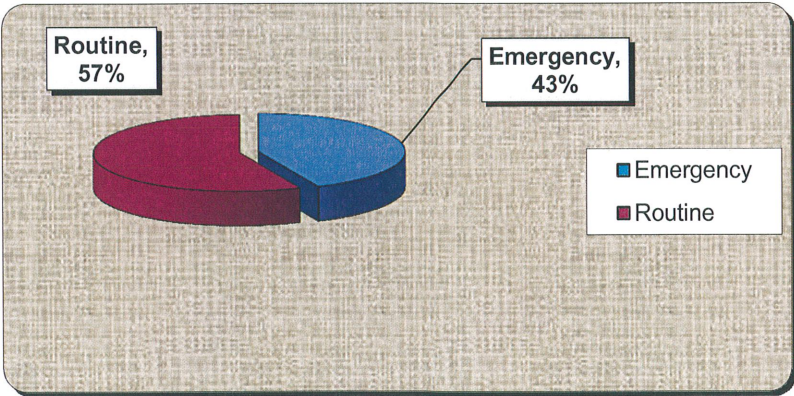
Calls dispatched by agency:

<u>Agency</u>	<u>Number</u>
Base	889
Boone	1,727
Blowing Rock	2
Watauga County	2,165
Total Number	4,783



Calls by type of response used:

<u>Type of Response</u>	<u>Number</u>
Emergency	2,074
Routine	2,709
Total	4,783

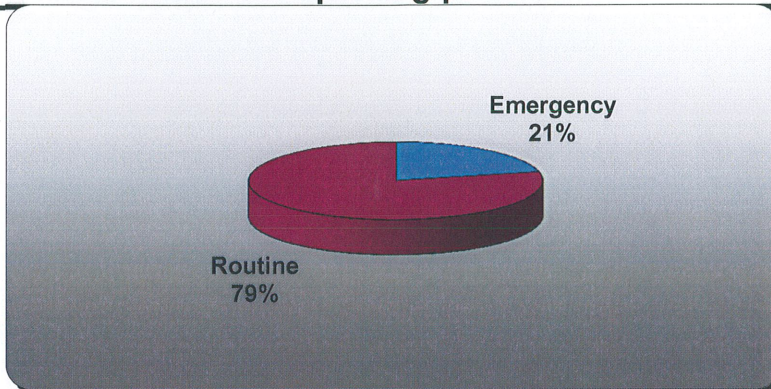


Watauga Medics Inc. Year 2011 Annual Report

For Year Ending 2011

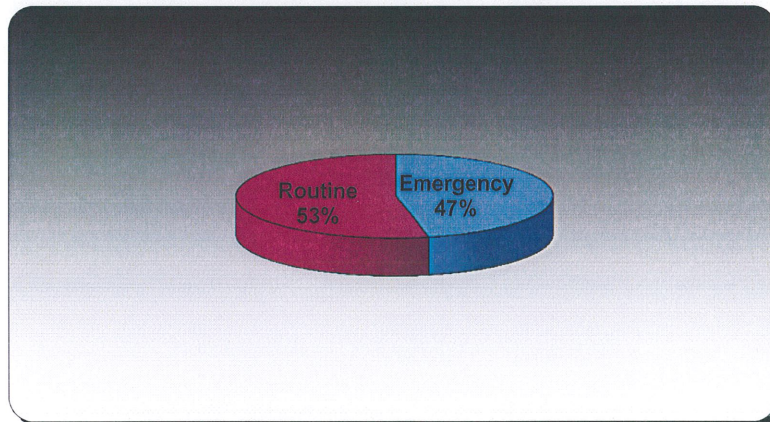
Type of response used while transporting patients

<u>Transport Type</u>	<u>Number</u>
Emergency	823
Routine	3,022
Total Transports	3,845



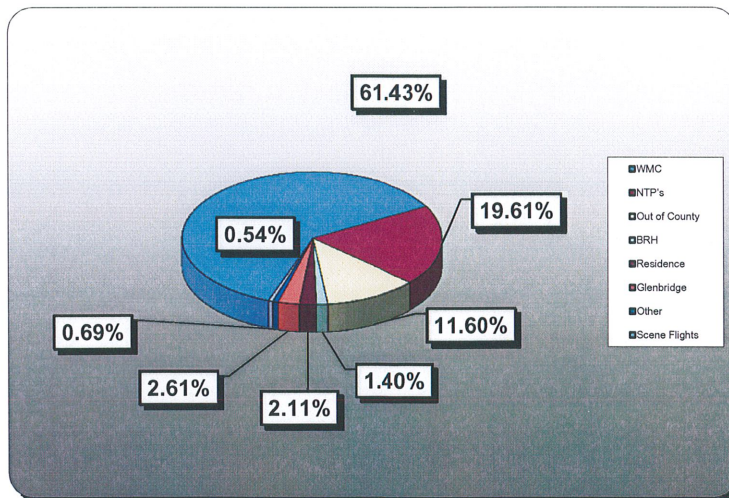
Type of Traffic for Out-Of-County Trips

<u>Traffic</u>	<u>Number</u>
Emergency	257
Routine	295
Total Out of County	552



Destination of Calls

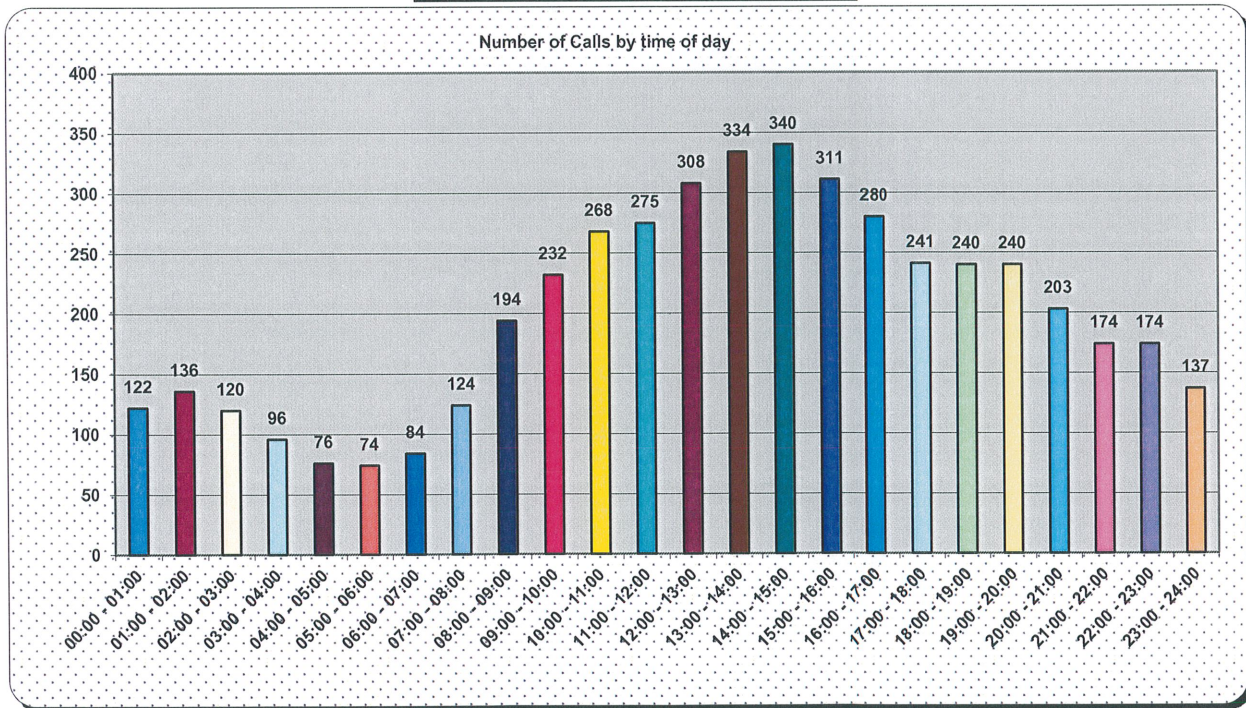
<u>Destination</u>	<u>Number</u>
WMC	2,938
NTP's	938
Out of County	555
BRH	67
Residence	101
Glenbridge	125
Other	33
Scene Flights	26
Total	4,783



* BRH: Blowing Rock Hospital
 * WMC: Watauga Medical Center
 * NTP: No Transports

Watauga Medics Inc. Year 2011 Annual Report

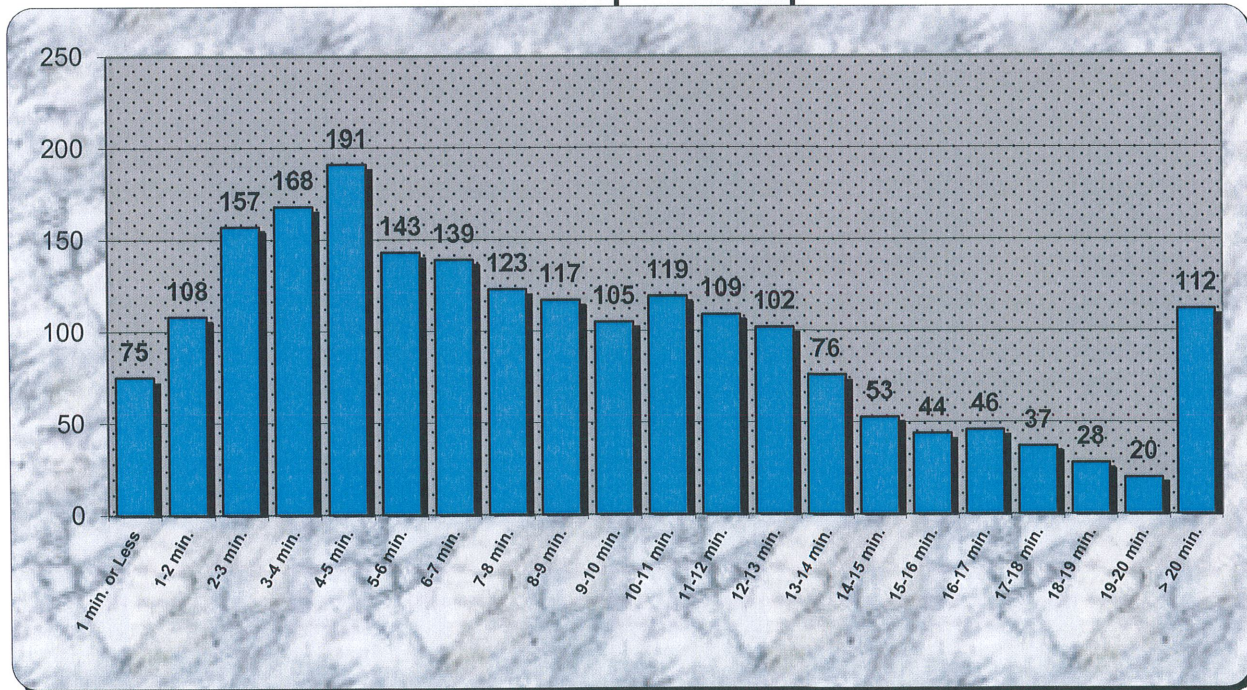
<u>Time of Day</u>	<u>Number of Calls</u>
00:00 - 01:00	122
01:00 - 02:00	136
02:00 - 03:00	120
03:00 - 04:00	96
04:00 - 05:00	76
05:00 - 06:00	74
06:00 - 07:00	84
07:00 - 08:00	124
08:00 - 09:00	194
09:00 - 10:00	232
10:00 - 11:00	268
11:00 - 12:00	275
12:00 - 13:00	308
13:00 - 14:00	334
14:00 - 15:00	340
15:00 - 16:00	311
16:00 - 17:00	280
17:00 - 18:00	241
18:00 - 19:00	240
19:00 - 20:00	240
20:00 - 21:00	203
21:00 - 22:00	174
22:00 - 23:00	174
23:00 - 24:00	137



Watauga Medics Inc. Year 2011 Annual Report

Response Times For Year Ending 2011

Response Times	Number
1 min. or Less	75
1-2 min.	108
2-3 min.	157
3-4 min.	168
4-5 min.	191
5-6 min.	143
6-7 min.	139
7-8 min.	123
8-9 min.	117
9-10 min.	105
10-11 min.	119
11-12 min.	109
12-13 min.	102
13-14 min.	76
14-15 min.	53
15-16 min.	44
16-17 min.	46
17-18 min.	37
18-19 min.	28
19-20 min.	20
> 20 min.	112
Total Emergency Responses	2,072
Yearly Average Response Time:	0:09:14



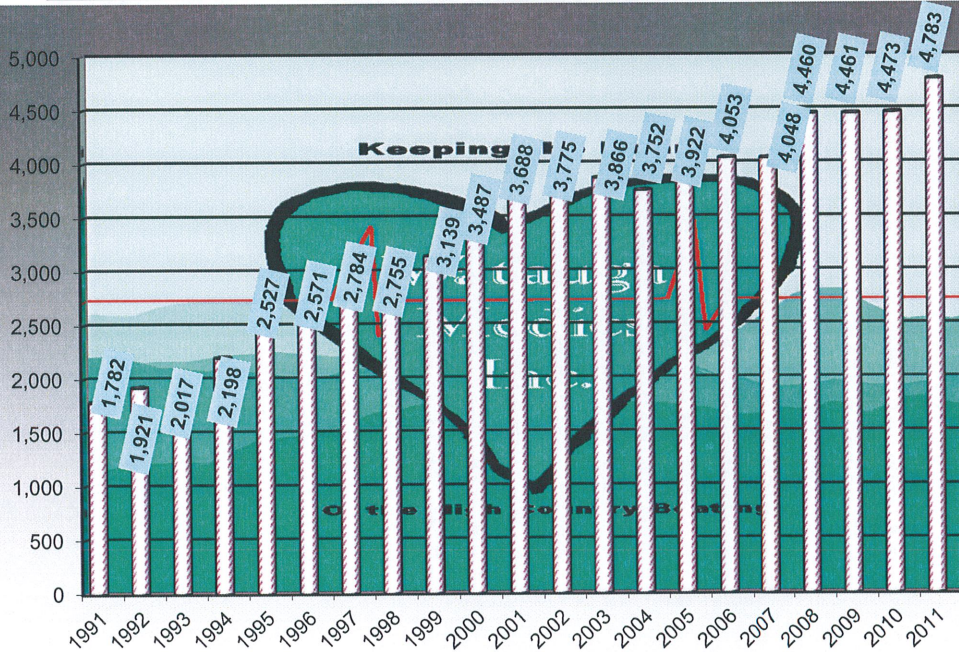
Watauga Medics Inc. Year 2011 Annual Report

Total Number of Calls by Year

Year	Total Calls
1990	1,760
1991	1,782
1992	1,921
1993	2,017
1994	2,198
1995	2,527
1996	2,571
1997	2,784
1998	2,755
1999	3,139
2000	3,487
2001	3,688
2002	3,775
2003	3,866
2004	3,752
2005	3,922
2006	4,053
2007	4,048
2008	4,460
2009	4,461
2010	4,473
2011	4,783

Number Increase/Decrease

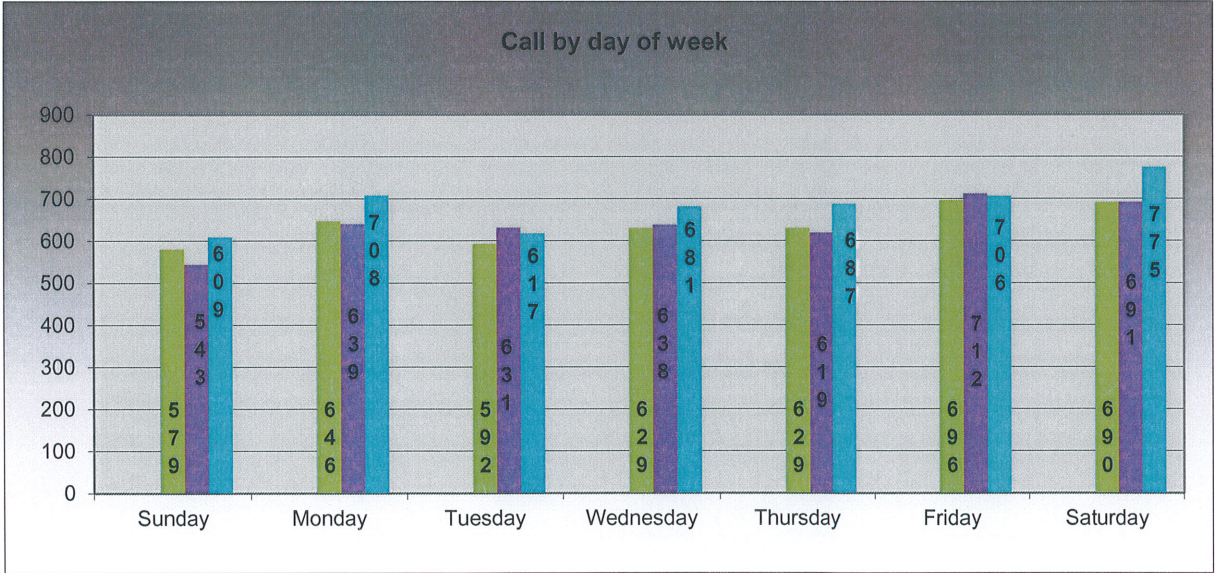
Year	Change
1990	?
1991	22 <u>1.23%</u>
1992	139 <u>7.24%</u>
1993	96 <u>4.76%</u>
1994	181 <u>8.23%</u>
1995	329 <u>13.02%</u>
1996	44 <u>1.71%</u>
1997	213 <u>7.65%</u>
1998	-29 <u>-1.05%</u>
1999	384 <u>12.23%</u>
2000	348 <u>9.98%</u>
2001	201 <u>5.45%</u>
2002	87 <u>2.30%</u>
2003	91 <u>2.35%</u>
2004	-114 <u>-3.04%</u>
2005	170 <u>4.33%</u>
2006	131 <u>3.23%</u>
2007	-5 <u>-0.12%</u>
2008	412 <u>9.24%</u>
2009	1 <u>0.02%</u>
2010	12 <u>0.27%</u>
2011	310 <u>6.48%</u>



2011

	2009	2010	2011
Sunday	579	543	609
Monday	646	639	708
Tuesday	592	631	617
Wednesday	629	638	681
Thursday	629	619	687
Friday	696	712	706
7 Saturday	690	691	775
	4,461	4,473	4,783

Total Calls by Day of The Week



Watauga Medics Inc.

921 W. King St. Boone NC 28607 Ph: (828) 264-9486 Fax: (828) 264-9482

January 12, 2012

RE: Billing Policy

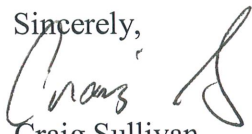
Watauga Medics Inc. bills all claims for patients that are Medicare recipients. After Medicare has processed a claim, we receive a *Medicare Remittance Notice* stating how the claim was processed. If Medicare denies the claim and states that the Patient is responsible for the charges, we then bill the Patient. If the Patient has private insurance, we file a claim to their insurance company after Medicare pays.

If a patient is a Medicare and Medicaid recipient, Medicare is filed first. Medicaid pays after Medicare pays.

For all other Patients, we bill the patient the appropriate charges, in accordance with our contract, along with an insurance information sheet. If a completed insurance information sheet is returned, we submit the claim to the insurance company. If partial payment is received from an insurance company, the patient is responsible for the remainder. If the insurance company denies the claim, the Patient is responsible for the entire bill. Our billing cycle is setup on a 120-day schedule. If we receive no response after 120 days (four statements) the account is sent to a collection agency. If at any time during the 120-day billing cycle, the patient contacts our office and offers to make payments, we will hold the account as long as payments are made regularly. No interest charge is added to any patient account.

We are a participating provider with blue cross/blue shield which speeds up their payment procedures and protects the patient from expensive insurance denials.

Sincerely,



Craig Sullivan
Director

Watauga Medics Inc.

921 W. King St. Boone NC 28607 Ph: 828 264 9486

Date: 1/1/2012

Training Numbers for 2011

Watauga Medics Inc. continues to maintain a licensed training institute to fulfill the training needs of a number of agencies in this County and throughout our region.

- 123 classes conducted during year
- 1245 hours of classes attended by our staff

Multiple ACLS, PALS, CPR, ITLS classes held at our base throughout the year.

Watauga Medics Inc. offers an evening class held at Base 1 the second Wednesday of each month. To ensure everyone's needs are met we also offer a daily training session at base 1 Monday through Friday.

General topics discussed: Obstetrics, neonatology, pediatrics, geriatrics, anatomy, mental health, stroke, cardiology, bariatric patients, hemodynamics, pharmacology, orthopedics, and trauma.

Equipment Reviewed: New IV pumps, King Airway, new stretchers, stairchairs, all medicines that we carry, splinting, all pediatric equipment, CPAP, capnography, new software, induced hypothermia equipment and procedure.

Miscellaneous: Driver training, professionalism, scene assessment documentation, scenario practice with ALS mannequin, protocols, wellness of the paramedic, flight criteria, body mechanics and lifting.

Multi-week, in depth trainings during 2011 particularly focused on pediatrics, cardiology and professionalism.

New AHA guidelines in CPR, ACLS and PALS were reviewed and practiced with all employees.

All ALS skills were reviewed and subsequently tested system-wide in the spring during two mandatory skills testing days.

Trained on and implemented induced hypothermia procedure and protocol.

Our employees participated in training off the mountain as well, several of whom attended state conferences, learning about new and upcoming trends in patient care. Two of our medics successfully completed the nationally recognized critical care paramedic course.

Complaint Summary

2011 Year

The number of letters and/or phone calls we receive in 1 month telling us what a great job we do will far outnumber the total complaints we have gotten since we began operating 12 years ago!

During this year we only registered 1 complaint which was detailed in the third quarterly report. The individual complaining felt that one of my Paramedics was rude and was treating them for intoxication when they only had "2 beers". After speaking with the individual on the phone I explained that I would speak with my crews and get their side and would call them back with my findings. After speaking with the staff involved they denied any rude or inappropriate behavior whatsoever. When I tried to contact the person making the complaint I was unable to get them to return my phone calls.

Path: [My Profile](#) > [View Agency](#)

Agency: **Watauga Medics Inc.**

Location Information

Name: **Watauga Medics Inc.**
 Physical Address: **921 West King Street
 Boone,
 NC 28607**
 County: **Watauga**
 Mailing Address: **921 West King St
 Boone,
 NC 28607**
 County: **Watauga**

General Information

Website: www.wataugamedics.com
 Phone Number: **828-264-9486**
 Fax Number: **828-264-9482**
 Emergency Number:
 Status: **Open**

Services

Service Level: **EMT-Paramedic**
 Primary Service: **911 Response (Scene) with Transport Capability**
 Other Services:

Agency Properties

Agency Number: **0951125**
 Associated System: **Watauga**
 FCC Call Sign: **WPGB941**
 FCC Call Sign Expiration Date: **12/09/2011**

Organization

Type: **Private, Non-Hospital**
 Status: **Non-Volunteer**

Configuration

EMD Vendor:
 Billing Status: **Yes**

Protocols
Procedures
Medications

Agency License

Number	Issue Date	Exp. Date	Status
1554	11/30/1999	11/30/2015	Active

Vehicles

8 items found, displaying all items. 1

VIN	Model Year	Unit Name	Permit	Expiration	Permit Type	Level	Status	
1GBJK34285E142350	2005	MEDIC1	NC 01817	12/31/2013	Permanent	EMT-P	In Service	View Change Status
1FDSS34P660A92045	2006	MEDIC6	NC 01832	12/31/2013	Permanent	EMT-P	In Service	View Change Status
1GB6K0B67AF112513	2011	Medic 7	NC 01833	12/31/2013	Permanent	EMT-P	In Service	View Change Status
1GDJ631647125232	2008	medic 5	NC-01856	12/31/2013	Permanent	EMT-P	In Service	View Change Status
1GBKG316691159867	2009	Medic 3	NC 01834	12/31/2013	Permanent	EMT-P	In Service	View Change Status
1FDSS34PX6HB14248	2006	MEDIC8	NC 01818	12/31/2013	Permanent	EMT-P	In Service	View Change Status
1GB662B6XA1119242	2010	Medic 2	NC-01857	12/31/2013	Permanent	EMT-P	In Service	View Change Status
1FDSS34P15HA76682	2005	MEDIC4	NC-01858	12/31/2013	Permanent	EMT-P	In Service	View Change Status

Export options: [CSV](#) | [Excel](#) | [XML](#)

[SHOW ALL](#) [ADD](#)

Contacts

2 items found, displaying all items. 1

Name	Tech Id	Job Title	Certifications	
David W Paine	00026	EMS Technician, Training Officer	EMT-Paramedic	View Delete
Craig J Sullivan	W0011	Agency Primary Contact, EMS Technician	EMT-Paramedic	View Delete

Export options: [CSV](#) | [Excel](#) | [XML](#)

 **ROSTER**  **ADD**


Stations

2 items found, displaying all items. 1

Name	Location	Phone	
Base 2	133 Longvue Dr Boone	828-264-9486	View
Base 1	921 West King Street Boone	828-264-9486	View

Export options: [CSV](#) | [Excel](#) | [XML](#)

 **ADD**

 **DATA SUBMISSION**  **EDIT**

©2001-2012 EMS Performance Improvement Center. All rights reserved.

Path: [My Profile](#)**User Profile: P007724**

Primary Information		Phone Numbers	
Title:		Work Phone:	828-264-9486
Name:	Craig J Sullivan	Home Phone:	828-297-7185
Nickname:		Mobile Phone:	828-964-1706
SSN:	###-##-8775	Emergency Phone:	
Birthdate:	12/09/1971	Fax:	
Email Address:	medics@boone.net	Demographics	
Address:	921 W King St Boone, NC 28607	Gender:	Male
County:	Watauga	Race:	White
		Ethnicity:	Not Hispanic or Latino

State Profiles

One item found. 1

State User Id	State
P007724	North Carolina

Current Jobs

4 items found, displaying all items. 1

Employer	Type	Jobs	Start Date
Watauga Medics Inc.	Agency	Agency Primary Contact, EMS Technician	11/06/2006
Helton Ambulance Service	Agency	EMS Technician	04/05/2007
Watauga	System	System Administrator, System Contact	09/04/2007
Watauga Medics Inc.	Institution	President, Primary Contact	01/12/2009

Certifications

One item found. 1

Level	Type	Initial Date	Expiration Date	Status	
EMT-Paramedic	CE Local	03/30/2005	03/31/2013	Active	View

Courses

2 items found, displaying all items. 1

Number	Course	Start Date	End Date	Level	Result	
100702	CE Local Paramedic	12/27/2007	07/31/2012	EMT-Paramedic	Passed	View
06937	CE Local Paramedic	12/07/1999	12/03/2003	EMT-Paramedic	Passed	View

Exams

Nothing found to display

Distribution List Subscriptions

Path: [My Profile](#) > [View Agency](#) > [View Institution](#)**Institution: Watauga Medics Inc.****Location Information**

Name: **Watauga Medics Inc.**
 Physical Address: **921 West King Street**
Boone,
NC 28607
 County: **Watauga**

General Information

Website:
 Phone Number: **null**
 Fax Number:
 Status: **Open**

Demographics

Institution Number: **95164**
 Contract Number:
 Institution Category: **EMS Provider Program**
 Institution Type: **Advanced**

I R CE

EMT-Basic
 EMT-Intermediate
 EMT-Paramedic
 Medical Responder
 Emergency Medical Dispatch

Institution Credentials

Issue Date	Exp. Date	Status
07/01/2008	07/31/2012	Active

Personnel

2 items found, displaying all items. 1

Name	Job Title(s)	Phone Number	
David W Paine	Primary Contact, Program Director	828-264-9500	View Delete
Craig J Sullivan	President, Primary Contact	828-264-9486	View Delete

Export options: [CSV](#) | [Excel](#) | [XML](#) [SHOW ALL](#)  [ADD](#)**Offered Courses**

4 items found, displaying all items. 1

Course Number	Course Name	Course Dates	Instructor	
100703	CE Local EMT-Basic	12/27/2007 - 07/31/2012	David W Paine	View
100705	CE Local EMT-Intermediate	12/27/2007 - 07/31/2012	David W Paine	View
100702	CE Local Paramedic	12/27/2007 - 07/31/2012	David W Paine	View
100704	CE Local Medical Responder	12/27/2007 - 07/31/2012	David W Paine	View

Export options: [CSV](#) | [Excel](#) | [XML](#) [SHOW ALL](#)

ACORD™ INSURANCE BINDER

DATE
12/31/2011

THIS BINDER IS A TEMPORARY INSURANCE CONTRACT, SUBJECT TO THE CONDITIONS SHOWN ON THE REVERSE SIDE OF THIS FORM.

PRODUCER Cindy Elbert Insurance Services Inc 15182 North 75th Ave, Ste 100 Peoria, AZ 85381 PHONE (A/C, No, Ext): 602-942-3900	COMPANY Zurich American Ins. Co. BINDER # _____ <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <th colspan="2">EFFECTIVE</th> <th colspan="2">EXPIRATION</th> </tr> <tr> <th>DATE</th> <th>TIME</th> <th>DATE</th> <th>TIME</th> </tr> <tr> <td>12/31/2011</td> <td>12:01</td> <td>3/31/2012</td> <td>12:01 AM</td> </tr> <tr> <td></td> <td></td> <td></td> <td>NOON</td> </tr> </table>	EFFECTIVE		EXPIRATION		DATE	TIME	DATE	TIME	12/31/2011	12:01	3/31/2012	12:01 AM				NOON
EFFECTIVE		EXPIRATION															
DATE	TIME	DATE	TIME														
12/31/2011	12:01	3/31/2012	12:01 AM														
			NOON														
CODE: _____ SUB CODE: _____ AGENCY CUSTOMER ID: WATAUGA PK INSURED Watauga Medics, Inc. 921 W. King Street Boone, NC 28607	THIS BINDER IS ISSUED TO EXTEND COVERAGE IN THE ABOVE NAMED COMPANY PER EXPIRING POLICY #: DESCRIPTION OF OPERATIONS/VEHICLES/PROPERTY (Including Location) Package Policy #:CPO9590296-01; Prof Liab Policy #:PL9590665-01 8-Units Loc#1: 921 W. King St. Loc#2: 133 Longview Dr.																

COVERAGES **LIMITS**

TYPE OF INSURANCE	COVERAGE/FORMS	DEDUCTIBLE	COINS %	AMOUNT
PROPERTY CAUSES OF LOSS <input type="checkbox"/> BASIC <input type="checkbox"/> BROAD <input checked="" type="checkbox"/> SPEC	Loc#1 Contents Loc#2 Contents	1,000 1000	100 100	100,000 20,000
GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Prof Liability	RETRO DATE FOR CLAIMS MADE: _____	EACH OCCURRENCE FIRE DAMAGE (Any one fire) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	\$ 5,000,000 \$ 100,000 \$ 5,000 \$ 5,000,000 \$ 5,000,000 \$ 5,000,000	\$ 5,000,000 \$ \$ \$ \$ \$ \$ \$
AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS		COMBINED SINGLE LIMIT BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE MEDICAL PAYMENTS PERSONAL INJURY PROT UNINSURED MOTORIST	\$ 5,000,000 \$ \$ \$ \$ \$ \$	
AUTO PHYSICAL DAMAGE <input checked="" type="checkbox"/> COLLISION: DEDUCTIBLE 1 000 <input checked="" type="checkbox"/> OTHER THAN COL: 1 000	<input type="checkbox"/> ALL VEHICLES <input checked="" type="checkbox"/> SCHEDULED VEHICLES	<input checked="" type="checkbox"/> ACTUAL CASH VALUE <input type="checkbox"/> STATED AMOUNT <input type="checkbox"/> OTHER		\$ \$ \$
GARAGE LIABILITY <input type="checkbox"/> ANY AUTO		AUTO ONLY - EA ACCIDENT OTHER THAN AUTO ONLY: EACH ACCIDENT AGGREGATE	\$ \$ \$ \$	
EXCESS LIABILITY <input type="checkbox"/> UMBRELLA FORM <input type="checkbox"/> OTHER THAN UMBRELLA FORM	RETRO DATE FOR CLAIMS MADE: _____	EACH OCCURRENCE AGGREGATE SELF-INSURED RETENTION WC STATUTORY LIMITS E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	\$ \$ \$ \$ \$ \$	
WORKER'S COMPENSATION AND EMPLOYER'S LIABILITY		FEES TAXES ESTIMATED TOTAL PREMIUM	\$ \$ \$	
SPECIAL CONDITIONS/ OTHER COVERAGES Inland Marine \$40,000 - \$1,000 Ded; EDP \$20,000 limit - \$1,000 Ded. Abusive Acts Coverage; Employee Benefits Liab				

NAME & ADDRESS

Insured Insured's Copy	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:50%;">MORTGAGEE</td> <td style="width:50%;">ADDITIONAL INSURED</td> </tr> <tr> <td>LOSS PAYEE</td> <td></td> </tr> <tr> <td colspan="2">LOAN #</td> </tr> <tr> <td colspan="2" style="text-align: center;"> AUTHORIZED REPRESENTATIVE </td> </tr> </table>	MORTGAGEE	ADDITIONAL INSURED	LOSS PAYEE		LOAN #		AUTHORIZED REPRESENTATIVE 	
MORTGAGEE	ADDITIONAL INSURED								
LOSS PAYEE									
LOAN #									
AUTHORIZED REPRESENTATIVE 									



CERTIFICATE OF LIABILITY INSURANCE

022412 BCC Annual Renewal
DATE (MM/DD/YYYY) 12/31/2011

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Cindy Elbert Insurance Services Inc 15182 North 75th Ave, Ste 100 Peoria, AZ 85381	CONTACT NAME: PHONE (A/C, No, Ext): 602-942-3900 E-MAIL ADDRESS:	FAX (A/C, No): 602-942-4300
	INSURER(S) AFFORDING COVERAGE	
INSURED Watauga Medics, Inc. 921 W. King Street Boone, NC 28607	INSURER A : Zurich American Ins. Co. NAIC # 16535	
	INSURER B :	
	INSURER C :	
	INSURER D :	
	INSURER E :	
	INSURER F :	


COVERAGES CERTIFICATE NUMBER: 2,852 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC			CPO9590296-01	12/31/2011	12/31/2012	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 5,000,000 PRODUCTS - COMP/OP AGG \$ 5,000,000
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						
	UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						<input type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/> N/A WC STATUTORY LIMITS OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Professional Liability			PL9590665-01	12/31/2011	12/31/2012	\$5,000,000 Occ \$5,000,000 Agg

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Medical Director is covered for administrative duties only

CERTIFICATE HOLDER Dr. Tara Conley C/O Watauga Medics, Inc. 921 W. King St. Boone, NC 28607	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 



CERTIFICATE OF LIABILITY INSURANCE

022412 BCC Annual Renewal
DATE (MM/DD/YYYY)
12/31/2011

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Cindy Elbert Insurance Services Inc 15182 North 75th Ave, Ste 100 Peoria, AZ 85381	CONTACT NAME: PHONE (A/C, No, Ext): 602-942-3900 FAX (A/C, No): 602-942-4300 E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE INSURER A : Zurich American Ins. Co. NAIC # 16535	
INSURED Watauga Medics, Inc. 921 W. King Street Boone, NC 28607	INSURER B :	
	INSURER C :	
	INSURER D :	
	INSURER E :	
	INSURER F :	


COVERAGES **CERTIFICATE NUMBER:** 2,043 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC			CPO9590296-01	12/31/2011	12/31/2012	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5000 PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 5,000,000 PRODUCTS - COMP/OP AGG \$ 5,000,000
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			CPO9590296-01	12/31/2011	12/31/2012	COMBINED SINGLE LIMIT (Ea accident) \$ 5,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						WC STATUTORY LIMITS <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Professional Liability			PL9590665-01	12/31/2011	12/31/2012	\$5,000,000 Occ \$5,000,000 Agg

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

Watauga County is named as Additional Insured

CERTIFICATE HOLDER Watauga County Managers Office 814 W. King St. Suite #205 Boone, NC 28607	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

Watauga Medics Inc.

4th Quarter Report for Year 2011

October, November and December 2011**Total Number of calls, No transports, And Type of Traffic
Used During Response.**

Month	Total Number of Calls	Not Transported	Number Disp. Emergency	Number Disp. Routine or Other
October	477	105	201	276
November	393	79	166	227
December	427	99	186	241
Total	1,297	283	553	744

**DOAs, patients transported emergency,
and the number of patients transported routine.**

Month	Patients Transported	Transported Emergency	Transported Routine	DOAs
October	372	80	292	4
November	398	58	340	4
December	328	73	255	5
Total	1,098	211	887	13

**Total Number of Out-of-County Transports
by Emergency and Routine.**

Month	Total Out-of-County Transports	Out-of-County Emergency Transports	Out-of-County Routine Transports	Number of Scene Flights
October	58	32	26	2
November	45	15	30	4
December	52	23	29	1
Total	155	70	85	7

2011

October, November and December

Pg. 2

Dispatching Agency

Month	Base	Blowing Rock	Boone	Watauga County	Total
October	96	0	198	183	477
November	73	2	161	157	393
December	83	0	146	198	427
Total	252	2	505	538	1,297

Number of Calls Dispatched by Time of Day.

Time of Day	October	November	December	Total
00:00 – 01:00	15	8	13	36
01:00 – 02:00	17	10	13	40
02:00 – 03:00	20	9	13	42
03:00 – 04:00	7	8	12	27
04:00 – 05:00	8	3	9	20
05:00 – 06:00	6	2	5	13
06:00 – 07:00	14	4	9	27
07:00 – 08:00	11	10	15	36
08:00 – 09:00	21	17	18	56
09:00 – 10:00	21	17	15	53
10:00 – 11:00	19	23	28	70
11:00 – 12:00	24	19	31	74
12:00 – 13:00	27	32	18	77
13:00 – 14:00	29	35	29	93
14:00 – 15:00	40	22	36	98
15:00 – 16:00	39	30	25	94
16:00 – 17:00	31	22	23	76
17:00 – 18:00	31	12	27	70
18:00 – 19:00	17	22	22	61
19:00 – 20:00	24	29	16	69
20:00 – 21:00	12	14	7	33
21:00 – 22:00	12	15	16	43
22:00 – 23:00	21	17	18	56
23:00 – 24:00	11	13	9	33
Totals	477	393	427	1,297

2011

October, November and December**Location of all Emergency Calls Originating More than
Five Miles from the Base.**

Month	Calls	BDFD	BFD	BRFD	CCFD	DGFD	MCFD	FFD	SDFD	SFD	SSFD	ZFD	Fall Creek	Other
October	477	7	353	31	27	6	13	21	4		5	7	0	3
November	393	4	276	30	25	7	16	10	2	4	3	10	1	5
December	427	9	266	39	22	28	19	24	1	1	6	10	0	2
Total	1,297	20	895	100	74	41	48	55	7	5	14	27	1	10

- BDFD- Beaver Dam Fire District
- BRFD- Blowing Rock Fire District
- CCFD- Cove Creek Fire District
- DGFD- Deep Gap Fire District
- FFD- Foscoe Fire District
- MCFD- Meat Camp Fire District
- SDFD- Seven Devils Fire District
- SFD- Shawneehaw Fire District
- SSFD- Stewart Simmons Fire District
- ZFD- Zionville Fire District

Response Times

Response Time	October	November	December	Total
1 minute or less	16	8	3	27
1 – 2 minutes	11	8	13	32
2 – 3 minutes	15	15	7	37
3 – 4 minutes	14	30	10	54
4 – 5 minutes	15	11	17	43
5 – 6 minutes	25	11	13	49
6 – 7 minutes	12	11	18	41
7 – 8 minutes	16	10	12	38
8 – 9 minutes	13	4	12	29
9 – 10 minutes	9	7	10	26
10 – 11 minutes	7	5	13	25
11 – 12 minutes	8	8	12	28
12 – 13 minutes	9	2	6	17
13 – 14 minutes	3	2	10	15
14 – 15 minutes	7	7	4	18
15 – 16 minutes	3	3	7	13
16 – 17 minutes	4	2	4	10
17 – 18 minutes	4	3	1	8
18 – 19 minutes	0	4	5	9
19 – 20 minutes	0	4	0	4
20 - 21 minutes	0	1	0	1
21 - 22 minutes	3	0	2	5
22 - 23 minutes	0	0	0	0
23 - 24 minutes	2	0	0	2
> 25 minutes	5	7	7	19
Total Responses	201	163	186	550
Average Response	0:08:12	0:08:47	0:09:44	8:54

2011 October, November and December

Ambulances

Unit #	Type	Year model	VIN
Medic 1	Chevy ton 4x4 type I Horton Box	2005	1GBJK34285E142350
Medic 2	Chevy Type III	2010	1GB6G2B6XA1119242
Medic 3	Chevy Type III G4500	2009	1GBKG316691159867
Medic 4	Ford Van Type II AEV (4x4)	2005	1FDSS34P15HA76682
Medic 5	Chevy Type III	2007	1GDJG316471252032
Medic 6	Ford Van Type II AEV	2006	1FDSS34P66DA92045
Medic 7	Chevy 3500 Type 1 4x4	2010	1GB6K0B67AF112531
Medic 8	Ford Van Type II AEV	2006	1FDSS34PX6HB14248

Cardiac Monitors

2	Zoll M series 12 lead EKG/Bi-phasic Defibrillator	1	Zoll AED
4	Zoll E series 12 lead EKG cardiac monitors		

Communications

4	Motorola 99 channel radios	7	HT1000 Motorola portable 2-way radios
6	99 channel Kenwood 100 watt mobile radio	5	16 Channel Portables (HT750)
2	Base stations	7	TK 290 Kenwood Portables
1	Repeater system for WMI channel	10	Motorola MT1500 Portables

October, November and December

Training Equipment

1	Laredal IV Torso	1	Vascular system chart
1	Skillmeter Resusci-annie	1	Respiratory system chart
2	Resusci-Junior	1	Overhead 3M projector
3	Intubation Manikins	1	Pressure IV bag
4	Junior intubation manikin	1	Armstrong patient simulator
5	Regular Resusci-annies	1	Sony Video camera
1	IV arm start kit	1	OB/GYN pregnancy simulator
1	ALS resusci-baby	3	Portable suction units
9	Regular resusci-babies	1	Video adapter
1	OB Manikin	1	Airway management kit
1	Chest decompression manikin	3	Resuscitator kits
1	Crich manikin	1	Projection Screen
2	ALS rhythm generator	1	National Registry software for EMT-P
2	JVC VCR's		
1	19in. color TV		
2	Airway manikins		
1	Complete model of the heart		
1	Complete skeleton		
1	Torso model	·	Multiple training videos.
1	Laerdal head suction model	·	Multiple books and manuals for training.
		·	Misc. disposable supplies used for training.

October, November and December

Name, Position, and Level of certification

Pg. 6

	Name	Position	Level of Certification
1	Craig Sullivan	Director	EMT-Paramedic
2	Jack Reedy	Shift Supervisor	EMT-Paramedic
3	Kevin Norris	Shift Supervisor	EMT-Paramedic
4	David Paine	Shift Supervisor/training officer	EMT-Paramedic
5	Jerry Reedy	Full-time	EMT-Paramedic
6	Taylor Marsh	Full-time	EMT-Paramedic
7	Jason Setzer	Full-time	EMT-Paramedic
8	Alan Bradford	Full-time	EMT-Paramedic
9	Curt Litton	Full-time	EMT-Paramedic
10	Brian Sutherland	Full-time	EMT-Paramedic
11	Mark Cook	Full-time	EMT-Paramedic
12	Karen Holt	Full-time	EMT-Paramedic
13	Mike Edmisten	Full-time	EMT-Paramedic
14	Gary Harmon	Full-time	EMT-Paramedic
15	John Whitner	Full-time	EMT-Paramedic
16	Pam Palmer	Full-time	Clerical/Office
17	Chasity Proffitt	Full-time	Clerical/Office
18	Jay Williamson	Full-time	EMT-Paramedic
19	Tarren Berry	Part-time	EMT-Paramedic
20	Matt Walker	Part-time	EMT-Paramedic
21	Celia Robinson	Part-time	EMT-Paramedic
22	Kent Graham	Part-time	EMT-Paramedic
23	George Durfor	Part-time	EMT-Paramedic
24	Denver Caudill	Part-time	EMT-Intermediate
25	Angie Norris	Part-time	EMT-Basic
26	Sam Paige	Part-time	EMT-Basic
27	Heath Kershaw	Part-time	EMT-Paramedic
28	Jared Cline	Part-time	EMT-Paramedic
29	Mike Sutton	Part-time	EMT-Basic
30	Eddie Greene	Part-time	EMT-Basic
31	Ellen Reedy	Part-time	EMT-Paramedic
32	Jay Kerley	Part-time	EMT-Basic
33	Justin Studt	Part-time	EMT-Paramedic
34	Don Miller	Part-time	EMT-Basic
35	Poppy Wilson	Part-time	EMT-Basic
36	Floyd Hicks	Part-time	EMT-Basic
37	Randy Collins	Part-time	EMT-Intermediate

Response times by District:

Oct. -2011		
District	Number of Emergency Calls	Avg. Response Time:
BDFD	4	0:16:30
BFD	134	0:05:29
BRFD	18	0:12:53
CCFD	15	0:11:44
DGFD	2	0:15:30
FFD	8	0:11:15
MCFD	9	0:10:06
SSFD	5	0:22:12
SHFD	3	0:15:00
ZFD	2	0:17:30

Nov. - 2011		
District	Emergency Calls	Time:
BDFD	3	0:22:30
BFD	100	0:05:31
BRFD	13	0:10:32
CCFD	16	0:11:45
DGFD	5	0:14:12
FFD	4	0:10:15
MCFD	10	0:10:00
SSFD	2	0:23:30
SHFD	0	00:00
ZFD	6	0:16:20

Dec. -2011		
District	Number of Emergency Calls	Avg. Response Time:
BDFD	3	0:19:45
BFD	89	0:05:55
BRFD	13	0:09:37
CCFD	15	0:10:40
DGFD	20	0:13:33
FFD	15	0:10:44
MCFD	15	0:19:00
SSFD	6	0:28:40
SHFD	1	0:14:00
ZFD	7	0:12:43

Totals for 4th. Quarter

District	Number of Emergency Calls	Avg. Response Time:
BDFD	10	0:19:35
BFD	323	0:05:38
BRFD	44	0:11:01
CCFD	46	0:11:23
DGFD	27	0:14:25
FFD	27	0:10:45
MCFD	34	0:13:02
SSFD	13	0:22:00
SHFD	4	0:27:00
ZFD	15	0:15:31

October, November and December

How does this quarter compare the same quarter in 2006, 2007, 2008, 2009 & 2010

Total Number of Calls For Quarter	Quarter and Year	Number of Calls for Quarter	Change	% change
	4th. Quarter 2006	1,020		
4th. Quarter 2007	996	-24	-2.4%	
4th. Quarter 2008	1,130	134	11.9%	
4th. Quarter 2009	1,168	38	3.3%	
4th. Quarter 2010	1,261	93	7.4%	
4th. Quarter 2011	1,297	36	2.8%	

Total Number of Transports for Quarter	Quarter and Year	Number for Quarter	Change	% change
	4th. Quarter 2006	736		
4th. Quarter 2007	759	23	3.0%	
4th. Quarter 2008	845	86	10.2%	
4th. Quarter 2009	888	43	4.8%	
4th. Quarter 2010	1,105	217	19.6%	
4th. Quarter 2011	1,098	-7	-0.6%	

Out of County Transports for Quarter	Quarter and Year	Number for Quarter	Change	% change
	4th. Quarter 2006	105		
4th. Quarter 2007	115	10	8.7%	
4th. Quarter 2008	105	-10	-9.5%	
4th. Quarter 2009	123	18	14.6%	
4th. Quarter 2010	140	17	12.1%	
4th. Quarter 2011	155	15	9.7%	

How does this year compare to years 2005, 2006, 2007, 2008, & 2009?

Total Number of Calls Year to Date:	Year to date	Number of Calls Year to date	Change	% change
	2006	4,053		
2007	4,048	-5	-0.12%	
2008	4,460	412	9.24%	
2009	4,461	1	0.02%	
2010	4,473	12	0.27%	
2011	4,783	310	6.48%	

Total Number of Transports for Year to date:	Year to date	Number Year to date	Change	% change
	2006	3,003		
2007	3,016	13	0.4%	
2008	3,421	405	11.8%	
2009	3,468	47	1.4%	
2010	3,535	67	1.9%	
2011	3,845	310	8.1%	

Total Number of Out of County Transports Year to Date:	Year to date	Number Year to date	Change	% change
	2006	418		
2007	436	18	4.13%	
2008	474	38	8.02%	
2009	495	21	4.24%	
2010	533	38	7.13%	
2011	552	19	3.44%	



LENDER

High Country Bank
A Division of Yadkin Valley Bank and Trust Co.
2111 Blowing Rock Rd.
Boone, NC 28607

APPLICANT

Watauga Medics, Inc.
133 Longview Drive
Boone, NC 28607

STANDBY IRREVOCABLE LETTER OF CREDIT

ISSUANCE DATE: January 31, 2012
EXPIRY DATE: January 30, 2013
CURRENCY AMOUNT: \$390,000.00

TO: Watauga County
814 West King Street
Boone, NC 28607

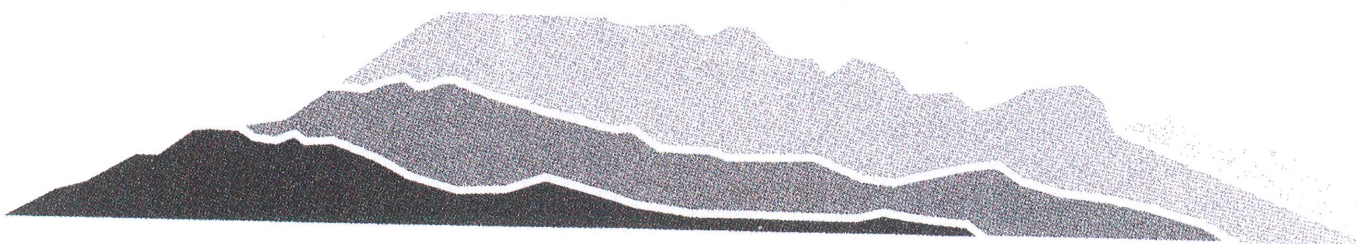


Dear Sirs:

We hereby establish in your favor our Irrevocable Letter of Credit Number SL 76457 for the account of Watauga Medics, Inc. in the aggregate amount of Three Hundred Ninety Thousand and 00/100 U.S. Dollars (\$390,000.00). This credit is valid until January 30, 2013, provided, however, that this credit will be automatically extended without amendment from year to year from such date, unless thirty (30) days prior to any annual expiration date, we elect not to renew this letter of credit. We will notify you in writing of such election. Such notice will be deemed to have been given when received by you. Upon receipt of such notice, you may draw hereunder without invoices, by means of clear sight draft drawn on us presented on or before the applicable expiration date. This letter of credit may then be exercised even though the account of Watauga Medics, Inc. identified above is not then due.

This Letter of Credit is to assure that the account for Watauga Medics, Inc. is paid as agreed. Funds under this credit are available to you against presentation of your draft(s) at sight on us, accompanied by our written statement, purportedly signed by an authorized representative of Watauga County stating that:

"The applicant has defaulted in its obligations to Watauga County as specified by the Ambulance Franchise Agreement dated January 1, 2010."



The amount of the accompanying sight draft may represent a portion or all of, but may not exceed, the unpaid amount of the above-described obligations as are in default as of the date of the written statement, and may represent no prior drawing under this Letter of Credit related to such amounts, and the amount of the accompanying sight draft may not exceed the amount of this Letter of Credit. Partial drawings are permitted.

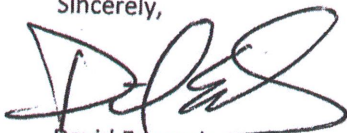
Drafts presented under this Letter of Credit must bear the phrase "Drawn under High Country Bank Irrevocable Letter of Credit Number SL76457 issued January 31, 2012."

This Letter of Credit sets forth in full the terms of our undertaking and such undertaking shall not in any way be modified, amended or amplified by reference to any document, instrument or agreement referred to herein or in which this Letter of Credit is referred to or to which this Letter of Credit relates, and any such reference shall not be deemed to incorporate herein by reference any document, instrument or agreement.

Except as otherwise expressly stated above, this Letter of Credit is subject to the Uniform Customs and Practice for Documentary Credits (1994 revision) international Chamber of Commerce Publication No. 500.

We agree with you that draft(s) drawn under and in compliance with the terms of this Letter of Credit will be duly honored upon presentation at the address shown on the letterhead on or before January 30, 2013, at which time this Letter of Credit expires, however, this credit may be automatically extended without amendment from year to year.

Sincerely,



David Edwards
Senior Vice President

Watauga Medics Inc.

921 W. King St. Boone NC 28607 Ph: 828 264 9486 Fax: 828 264 9482 email: medics@boone.net

Date: February, 2012

To: Watauga County Board of Commissioners

From: Watauga Medics Inc.

RE: Request funding for additional crews

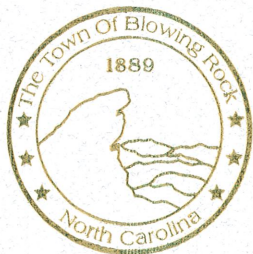
At the EMS advisory board meeting in February of 2008 the board voted unanimously to request additional staffing to meet the increased demand on our emergency medical services and to take some of the burden off of the volunteer rescue squads. For the years ending 2009 and 2010 we experienced only minor increases in the number of calls, but this past year we had a significant increase of 310 calls, which brought our total to 4,783 calls last year.

Currently, our contract requires a total of 2-24 hour crews, a 12 hour crew and a one 9 hour crew 5 days a week. Our most vulnerable time is during the night when we only have 2 ambulances on duty to cover the entire county from 8pm till 8am. We also have a Saturday 12 hour crew which is only on duty till 8pm. Having looked at many different options I feel the most sensible and economical way to obtain the additional coverage would be to convert the 9 hour crew to a 24 hours which will provide coverage for our most vulnerable time, during the night, when our staffing is at the lowest levels. Also the additional Saturday 12 hour crew could be eliminated. This would bring our staffing levels up to 3-24 hour paramedic crews along with a 12 hour crew 7 days a week. This change would require an additional 11,592 hours per year in staffing. My recommendation would be to implement this crew no later than January 1, 2013. Unfortunately, the only source for funding this crew is a subsidy increase due to our rates being near the maximum allowable levels set by Medicare. Below are some options and the prices associated with them.

- Price to make the 9 hour crew a 24 hour crew and eliminate the Sat. 12 hour truck or 11,592 more hours per year: \$225,206.00*
- Price to add an additional 24 hour crew and keep the 9 hour truck \$334,500.00*.

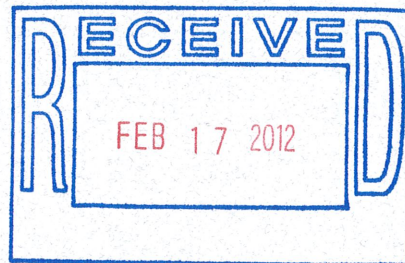
I realize this request comes at a time when the budgets are tight, but the demand on the system will continue to increase which ultimately will affect our response times for the county. I will do everything possible to cover all the calls in a timely manner but ultimately we can only stretch ourselves so far. Thank you in advance for your consideration on this.

* All of the above prices would be adjusted by the CPI indicator at the end of the year.



Town of Blowing Rock

1036 Main Street ★ Post Office Box 47 ★ Blowing Rock, NC 28605



February 15, 2012

Deron Geouque, County Manager
County of Watauga
814 West King Street
Suite 205
Boone, NC 28607

Re: County Ambulance Base Locations

Dear Deron:

The Blowing Rock Town Council unanimously approved a Resolution (#2012-05) to Support Improvements to the Distribution of Ambulance Base Locations in Watauga County at their meeting last evening. I have enclosed an original copy of the resolution for your information.

If you have questions or need additional information, please let me know.

Scott E. Hildebran
Town Manager

Enclosure

cc: Blowing Rock Mayor and Town Council
Kent Graham, Director of Emergency Services

RESOLUTION #2012-05

**A RESOLUTION SUPPORTING IMPROVEMENTS TO THE DISTRIBUTION OF
AMBULANCE BASE LOCATIONS IN WATAUGA COUNTY**

WHEREAS, the Blowing Rock Town Council recognizes the need for additional EMS crews in Watauga County and positioning ambulance bases to better serve all of Watauga County; and

WHEREAS, western Watauga County and the Blowing Rock district have been identified as potential areas for ambulance base locations; and

WHEREAS, approximately 50% of emergency medical calls in Watauga County are located outside of the Boone Fire district and all ambulances in Watauga County are based in the Town of Boone; and

WHEREAS, all fire districts in Watauga County, with the exception of Boone, receive ambulance response times greater than the 10-minute average contractual maximum; and

WHEREAS, the Blowing Rock Fire District generates approximately 15% of the emergency medical calls in Watauga County, second only to the Boone district call volume; and

WHEREAS, the Blowing Rock Fire District provides approximately 22.1% of the tax revenue applicable to the supplement provided to Watauga Medics, Inc. by Watauga County; and

WHEREAS, the Town of Blowing Rock and Blowing Rock Fire & Rescue are willing to provide a facility to house an ambulance and crew at nominal cost to Watauga Medics, Inc. or Watauga County; and

WHEREAS, the Town of Blowing Rock and Blowing Rock Fire & Rescue have consistently provided and will continue to provide a back-up ambulance and crew to the system and the entire County.

NOW, THEREFORE, BE IT RESOLVED that based on this information and at the urging of our citizens and visitors, the Blowing Rock Town Council hereby requests the Watauga County Board of Commissioners to take steps to improve response times of emergency medical transport in the Blowing Rock area.

Adopted this the 14th day of February, 2012.

By: 
J.B. Lawrence, Mayor

ATTEST:


Sharon H. Greene, Town Clerk



STATE OF NORTH CAROLINA

COUNTY OF WATAUGA

AMBULANCE FRANCHISE AGREEMENT

THIS AMBULANCE FRANCHISE AGREEMENT (hereinafter "Agreement") is made and entered onto this the 1st day of January 2010, by and between WATAUGA COUNTY, a body politic, organized and existing under and by virtue of the laws of the State of North Carolina (hereinafter "County"), and WATAUGA MEDICS, INC., a North Carolina corporation, (hereinafter "Franchisee").

WHEREAS, effective October 4, 1999, the Watauga County Board of Commissioners, by authority contained in N.C.G.S. 153A-250, adopted Ordinance Number XXX, titled Watauga County Ambulance Franchise Ordinance' (hereinafter "the Ordinance")' and

WHEREAS, County and Franchisee executed an Ambulance Franchise Agreement dated November 16, 2004, pursuant to the Watauga County Ambulance Franchise Ordinance, Ordinance Number XXX, pursuant to the authority granted to the County by N.C.G.S. 153-250, and;

WHEREAS, pursuant to said Ordinance, the County issued a Request For Proposal (hereinafter "RFP") soliciting bids and specifying certain minimum conditions of any franchise to be issued pursuant thereto, and;

WHEREAS, Craig J. Sullivan on behalf of Watauga Medics, Inc. submitted a written bid entitled 'Bid Proposal for Watauga County Ambulance Service' (hereinafter "Bid") pursuant to said RFP, and;

WHEREAS, the County, at its November 1, 2004, meeting resolved to accept the Bid Option 3-1 contained in said bid, to wit: that the bidder will provide service (as further specified below) with the County to provide an annual subsidy of as set forth below in monthly installment, and;

WHEREAS, an issue has arisen between County and Franchisee as to the interpretation of the subsidy payments to be paid by the County to Franchisee as provided in section 30 of the Agreement, and;

WHEREAS, at the February 20, 2007, meeting of the Watauga County Board of County Commissioners, the County agreed to amend the agreement to clarify and restated the subsidy payment that were paid or are to be paid pursuant to the Agreement.

NOW, THEREFORE, in consideration of the premises and the mutual benefits and obligations set forth below, the County and the Franchisee agree as follows:

1. The County does hereby grant unto Franchisee a non-exclusive franchise for the operation of an ambulance service for the provision of emergency and non-emergency medical transport services, in accordance with the Ordinance, the RFP, the bid and this Agreement for a period of five years.
2. This franchise may not be sold, assigned or transferred nor may it in any way vest in any person, firm, or corporation other than the Franchisee and any such sale, transfer, or assignment shall cause this franchise to terminate immediately, at the opinion of Watauga County.
3. Any change in legal or equitable ownership of Franchisee, its corporate shares, or any of its equipment shall immediately terminate the Franchise, at the option of Watauga County.
4. The initial term of the Franchise shall be from 12:00 A.M. on January 1, 2010, and through and including the 31st day of December, 2014. Either party, for any reason, may with or without cause terminate this agreement and the Franchise upon one hundred eighty (180) calendar days written notice to the other party, unless sooner terminated for reasons set forth in the Ordinance or by agreement of the parties hereto.
5. At the end of the aforesaid term, unless the parties agree otherwise in writing or either party has given notice of termination as aforesaid, the Franchise and all of the terms of this Agreement (subject to any amendments as may be entered into) shall be automatically renewed for continuing one year terms.
6. The Franchise shall provide all personnel, vehicles, supplies and equipment to provide all emergency and non-emergency ambulance service necessary in all parts of Watauga County on a 24 hour per day, 7 day per week basis, at not less than an EMT-Paramedic level of service (except so long as an agreement for such acceptable to the County is in place, the Franchise may provide ambulance service to the Flat Springs area of Avery County in exchange for Avery County's providing pursuant to agreement with Franchise ambulance service to the Town of Beech Mountain in Watauga County). Each ambulance of the Franchisee shall be available to render assistance to all portions of Watauga County.
7. Franchisee shall keep two (2) two-wheel drive ambulances and two (2) four-wheel drive ambulances fully equipped, licensed and available for emergency and non-emergency service at all times, subject to routine maintenance down time. Franchisee shall keep two of the ambulances manned and available on a 24 hour per day, 7 day per week basis and a third ambulance manned and available nine hours per day, Monday through Saturday, six (6) days per week. Not less than two (2) ambulances will be kept within the County at all times for services pursuant to this Agreement, one of which will be manned and the other of which will be manned or will have personnel on call for immediate service. Each ambulance necessary to meet the foregoing requirements shall have less than 50,000 miles on it at the time initially put in service by Franchisee. The Franchisee will immediately notify the county in writing of any additions or deletions to

its inventory of operational ambulances. Franchise shall employ a fourth ambulance and crew to work seven days per week, twelve hours per day. In addition new service for Watauga County, and the Franchisee shall strive not to place or dispatch said fourth crew for service outside the territorial jurisdiction of Watauga County except for emergency transports, when any of Franchisee's other crew is away on a routine transport. As of July 1, 2005, Franchisee will provide an additional on call crew to respond to out of county emergency transports between the hours of 8:00 P.M. and 8:00 A.M. seven (7) days per week.

8. The Franchisee shall maintain not less than two (2) bases, the first of which will be provided by the County as set forth below. The Franchisee must bear all responsibility for finding other station(s) and the costs associated with acquiring, equipping, and maintaining such.
9. Franchisee's first base of operations will be located at the facilities owned by the County at 921 West King Street, Boone, North Carolina 28607, or such other location as may be provided by the County. The County will make available, at no charge to Franchisee, said the facilities currently located at 921 West King Street, Boone, North Carolina 28607, specifically consisting of 5,263 square feet, including a garage, offices, sleeping area and a training room. The County shall provide property and casualty hazard insurance for the structure at said location. The Franchisee must bear all utilities, maintenance, medical supplies, equipment, and other necessary expenses associated with said facilities provided by the County. Franchisee's obligation to provide maintenance to the structure shall be limited to repairs of ordinary wear and tear to the reasonable satisfaction of the County. Franchisee's two propane heaters and the lift located in the bay area of the building shall remain the property of Franchisee, so long as Franchisee repairs any damage to the building caused by their removal.
10. The Franchisee shall maintain a second base to be initially located at 231 Deerfield Road, Boone, North Carolina and the Franchisee shall be solely responsible for providing all things necessary for operation of the service at the second base, including but not limited to the building, utilities, maintenance, medical supplies, equipment, and necessary operational expenses associated with the facilities.
11. Each ambulance used by Franchisee must be in compliance with all applicable Federal, State, and local laws relating to personnel, health, safety, equipment, vehicle design, and sanitation. Franchisee shall keep the County provided with a copy of the current State certification for each ambulance owned or operated by Franchisee.
12. The Franchisee shall be responsible for all future capital purchase and all operational, including (but not limited to) salaries, employee benefits and expenses, insurance, mobile operational costs, and all other fees, expenses, and charges necessary to remain in compliance with the County's ordinance and the franchise granted to the Franchisee.
13. The Franchisee shall provide the county with a list of all of its equipment which is in service, on not less than an annual basis, and the Franchisee shall assure that all of its

equipment in use will be removed from service once it becomes obsolete or needs to be replaced due to normal wear and tear.

14. Each ambulance of Franchisee shall be equipped with an eight (8) channel VHF radio. Frequencies shall be assigned by the Communications Center designated by the County. Franchisee shall relay all ambulance movements to the Communications Center designated by the County, via two-way radio.
15. The Franchisee shall assure that its EMS personnel have access to operational Franchisee-issued pagers, and that adequate numbers of said personnel remain available to respond when the regular squads of the Franchisee are unable to handle the volume of calls that may come in from time from time.
16. The Franchisee shall at all times meet the following performance standards:
 - a. The average response time for an ambulance, calculated on a Monthly basis, shall not exceed ten minutes.
 - b. The Franchisee shall place no required ambulance in service for initial operation that has more than 50,000 miles.
17. The Franchisee shall not allow any paramedic to practice in Watauga County until he or she has passed an oral examination given by a panel of the Medical Director and unless he or she holds current certifications in advanced training courses specified by the Medical Director. It will be the responsibility of the Franchisee to coordinate with the Watauga Medical Center and Watauga County to ensure a qualified Medical Director remains active in the system.
18. The Franchisee shall enter into and assure the existence of mutual aid agreements with ambulance services in counties adjoining Watauga County to provide assistance in the event of disaster or other special need, said agreements to be at the sole expense of the Franchisee. Additionally, the Franchisee shall implement and keep in place a Reserve Program, creating a county-wide manpower bank to be available in the event of a disaster or other special need Said Reserve Program shall be open to all individuals with NC Basic EMT Certification, or higher, who also meet Franchisees other reasonably developed standards. The Franchisee shall provide training and make all reasonable efforts to provide ‘ride time’ to said reserves, to keep their skills current.
19. Franchisee shall enter into mutual aid agreements to have and make available assistance of and to all volunteer rescue squads in the County when requested by the County, the Franchisee or the volunteer rescue squads.
20. The Franchisee shall make its resources available to Watauga County Emergency Management Office during its emergency activities, and during any declared State of Emergency shall work in conjunction with the Emergency Operations Center.

21. The Franchisee shall oversee a First Responder program, which the Franchisee shall assure is kept in place. The Franchisee shall develop and implement operating guidelines for the program, and shall restock the supplies (not to include capital equipment or any drugs such as epi pens) used in the services of the First Responder. Further, the Franchisee shall coordinate continuing education requests and other training for all First Responders, as appropriate, but not to necessarily include the education or training necessary for certification or recertification. All of the foregoing shall be provided to the program and First Responders at no cost to the First Responders or their sponsoring agency or agencies, all with no additional cost to the County.
22. The Franchisee shall operate on a fee for services basis, and shall only issue the following charges (when incurred) at the following rates, which are hereby approved by the County:
- | | |
|---|----------|
| a. Rates for BLS calls: | \$300.00 |
| b. Rates for ALS calls: (non-emergency) | \$350.00 |
| (Emergency) | \$385.00 |
| ALS II: | \$550.00 |
| c. Charge per mile: | \$8.25 |
| d. Waiting time per hour (after first hour) | \$25.00 |
| e. No transport calls: | |

A charge of \$50.00 is authorized for no transport calls when Franchisee responds to assist patients who just need assistance or patients who have initiated a 911 call and have changed their mind once Franchisee arrived. No charge under this subsection may be assessed when a 911 call is made by a bystander without the request of the injured party.

No other fees, expenses, or charges may be made without prior Resolution of the County's Board of Commissioners approving such.

23. The Franchisee shall be responsible for billing and collection of its fees, charges and expenses. The Franchisee must submit for payment from, third party payers and accept assignment of Medicare and Medicaid Franchisee shall maintain accurate records of its charges and reimbursements from Medicare and other sources of all charges pursuant to the foregoing authorized increases, and shall compile and maintain such information in a form useful to the County, which information shall be shared from time to time with the County, as the County may desire.
24. Franchisee shall maintain all records required by Sect XII of the Ordinance and shall submit to the County by the 15th of the month following each quarter a data sheet containing all of the information specified in subsection f of said Section of the Ordinance. The Franchisee shall submit an annual report containing all of the

information required by said Section and further specified by subsection g of said Section by the 15th day of the month following the last quarter of each year. The Franchisee shall maintain the aforesaid records in an organized fashion, and allow the county full access to said information as the County deems appropriate. By the 15th of May of each year, the Franchisee shall submit to the County Manager a budget of how it intends to spend the County's funds in the upcoming fiscal year, and within ninety (90) days of the end of the Franchisee's fiscal year, the Franchisee shall furnish the County a full and complete certified audit of Franchisee's operations conducting by a CPA in accordance with generally accepted auditing standards of Franchise's operations, which shall include a fully audited financial statement of the Franchisee. The Franchisees fiscal year shall be from January 1st to December 31st of each year.

25. Each year, Franchisee shall provide the County a detailed explanation of its billing policies, sufficient to allow County to fully understand the billing methods and practices of the Franchisee.
26. Franchisee shall fully allow the County to inspect all records, premises and equipment of the Franchisee at any time in order to confirm and insure compliance with the ordinance and the franchise granted herein.
27. In providing ambulance service as described herein the Franchisee shall comply with all laws of the United States, the State of North Carolina and the County of Watauga, including rules and regulations promulgated by the Medical Care Commission and the NC Medical Board, and resolutions and ordinances of the Watauga County Board of Commissioners. Further, the Franchisee shall abide by all applicable US and North Carolina Labor laws, including, but not limited to, Occupational Safety and Health regulations, Fair Labor Standards Act and the Americans with Disabilities Act and regulations pursuant thereto. The County shall have the right to inspect all records pertaining to these labor laws and ensure compliance by the Franchisee. The Franchisee shall maintain records on all employee training conducted pursuant to Occupational Safety and Health regulations and shall make these available to the County upon request.
28. Franchisee shall maintain in place an escrow account, a surety bond, an irrevocable letter of credit, or other guarantee or undertaking satisfactory to the County attorney, in an amount equal to the amount of the contract subsidy applicable to any one hundred eighty (180) day period following the date such obligation may arise to assure payment to the County for any liability of the Franchisee to the County arising out of this Agreement, of the Ordinance, or of Franchisee's operation, and to pay for any substitute performance the County may cause to be provided upon Franchisees default in performance hereunder or under the Ordinance.
29. The Franchisee agrees and acknowledges that the above-referenced facilities of the County located at 921 West King Street, Boone, North Carolina are fully adequate facilities for the housing of their base operation at said location.

30. For the period of this agreement, the County shall prepay to Franchisee an annual subsidy in monthly installments as follows:

January 1, 2010 - December 31, 2010 \$708,942.88 (this amount to be adjusted by the CPI as explained below. Each year there after the previous years amount will be adjusted as explained below.

On each January 1, commencing on January 1, 2010 the agreed-upon county subsidy shall be adjusted and revised as follows:

- a. Sixty (60) percent of the adjustment shall reflect the annual increase or decrease of the Consumer Price Index (CPI), South Urban Size D, as published by the US Department of Labor, Bureau of Labor Statistics.
- b. Twenty (20) percent of the adjustment shall reflect the annual increase or decrease of the CPI, Medical Care Services, as published by the US Department of Labor, Bureau of Labor Statistics.
- c. Twenty (20) percent of the adjustment shall reflect the annual increase or decrease of the CPI, Transportation, as published by the US Department of Labor, Bureau of Labor Statistics.

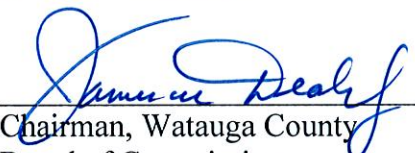
In the event the CPI components produce a negative adjustment once totaled the subsidy amount will not be adjusted. In the event the CPI components produce a percentage greater than 6%, the annual increase will be 6% plus one-half (50%) of the amount over 6%, up to 10%. (For example, if the CPI escalator is computed at 7.4%, the annual increase would be 6.7%, or $6\% + .50 \times 1.4 = 6.7$). Any amount over 10% will not be considered for adjustment, i.e. the maximum adjustment will be 8%. (For example, if the CPI escalator is computed at 11%, the annual increase would be 8% or $6\% + .50 \times 4\% = 8\%$).

31. The County will calculate the adjustment based upon the most recent November annual report of Franchisee as compared to the report of the previous November. (For example, the January 1, 2010, adjustment will reflect the CPI changes between November 2008 and November 2009.)
32. Franchisee shall at all times during the existence of the Franchise, keep in full force and effect the insurance coverage as required by Section X of the Ordinance entitled "Insurance" and all insurance required by law, including liability insurance on its vehicles and workers' compensation coverage for its personnel. Franchisee shall provide proof of coverage to the county and to assure that each insurance policy contains provisions that assure that the County receives at least ninety (90) days prior notice from each carrier of any lapses, cancellations, denials, changes or limitations in coverage. The County shall be shown as an additional insured on all of Franchisee's liability insurance.

- 33. The Franchisee shall indemnify and hold harmless the County and its officers and employees from and against all suits, actions, liability, claims, demands, judgments, recoveries or expenses, including court costs and attorney's fees, against or incurred by the County on account of or in any way connected with or arising from any claim of injury, loss or damage which arises out of or is in any manner connected with Franchisee's operations; including, but not limited to any claim or injury, loss or damage, suit, action, liability, claim, demand, judgment, recovery, or expense caused or alleged to be caused in whole or in part by any negligent act, omission, error, professional error, mistake, accident or other fault of the Franchisee, any subcontractor of the Franchisee, or an officer, employee or agent of the Franchisee.
- 34. Franchisee is to provide ambulance service as an independent contractor and neither Franchisee nor any of its personnel shall be an employee, agent or representative of the County in any way.
- 35. The Franchisee and its agents, contractors and subcontractors shall not discriminate on the basis of race, color, creed, national origin, ancestry, age, sex, religion, or disability in any policy or practice and Franchisee shall assure that any agreements or practices it enters into or engages in expressly provide for such nondiscrimination.
- 36. This Agreement is entered into pursuant to the RFP which Franchisee acknowledges; to the Ordinance and all amendments as may be made thereto, which Franchisee is and will remain familiar with and agrees to fully abide by; to the bid by Watauga Medics, Inc., and to the County's resolutions of November 1, 2004, accepting said bid. Except to the extent this Agreement imposes standards above the minimum standards specified in the Ordinance, in the event of any inconsistency among or between the foregoing, the Ordinance shall control and as between this Agreement and the RFP, the Bid, and the Resolution, this Agreement shall control, but all of the terms of the aforesaid documents not inconsistent with the other documents shall remain in and have full force and effect.
- 37. Should any portion of this Agreement be ruled or determined invalid, such invalidity shall not effect the enforceability of the remaining portions hereof. This Agreement shall not be amended or modified except in writing, signed by all parties hereto, with the County's consent to such modification to be only by prior resolution of its Board of Commissioners.

IN TESTIMONY WHEREOF, the said parties hereto have hereunto caused this instrument to be signed in their names by their duly authorized officers.

WATAUGA COUNTY

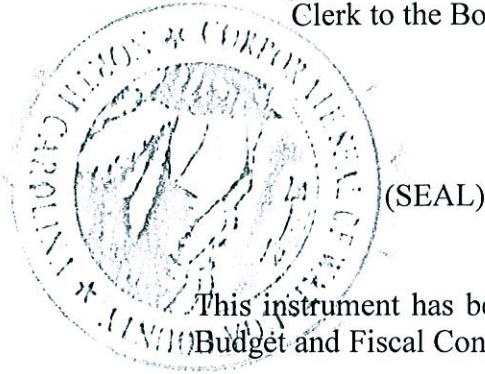
by: 
Chairman, Watauga County
Board of Commissioners

WATAUGA MEDICS, INC.

by: 
President

Attest: Anita J. Zofe
Clerk to the Board

Attest: Pamela S. Parker
Corporate Secretary



This instrument has been pre-audited in the manner required by the Local Government Budget and Fiscal Control Act.

Doris Isaacs
Doris Isaacs
Watauga County Finance Officer

LEASE

This Ground Lease (the "Lease"), dated as of the 1st day of September, 2010, by and between Watauga County, North Carolina, a corporation politic, with its principal place of business at 814 West King Street, Boone, NC 28607 ("Landlord"), and Watauga Solar, LLC, a North Carolina limited liability company, with its principal place of business at 443 Ward Greene Road, Vilas, NC 26893 ("Tenant").

All exhibits hereto are incorporated herein by this reference.

WITNESSETH

In consideration of Ten Dollars (\$10.00), other good and valuable consideration, and the mutual covenants contained herein, and intending to be legally bound hereby, Landlord and Tenant hereby agree with each other as follows:

Section 1. Premises.

Landlord hereby leases and lets to Tenant, and Tenant hereby takes and hires from Landlord, upon and subject to the terms, conditions, covenants and provisions hereof, all that certain parcel of land, which is an approximately twenty(20) acre, capped landfill site located on Landfill Road, County of Watauga, State of North Carolina, and more particularly described in the legal description set forth in Exhibit A hereto, as limited herein below due to the prohibition against penetrating the surface, together with any and all appurtenances, rights, privileges and easements benefiting, belonging or pertaining thereto and existing improvements, but specifically excluding any underground substance, matter, or area which is sealed off by the landfill cap, which matter became a part of, or was located upon the Premises prior to the Commencement Date (as hereinafter defined) (all the foregoing hereinafter referred to as the "Premises").

Section 2. Term, Renewal, and Early Termination.

(a) The initial term of this Lease shall commence on the 1st day of September, 2010 (the "Commencement Date") and shall expire on August 31st, 2011 (the "Initial Term"), unless Tenant elects to extend the Term as set forth below.

(b) The parties may elect to extend the term of this Lease ("Renewal Option") any time prior to the expiration of the Initial Term for up to Nine (9) more years ("Renewal Period"), upon terms agreeable to both Parties so long as Tenant's Default shall not exist under this Lease at the time of any such election.

(c) The purpose of the Initial Term is to allow Tenant the opportunity to perform environmental, technical and financial feasibility studies related to the Premises. Therefore, Tenant may choose to terminate this Lease in writing to Landlord anytime within the Initial Term without penalty. Upon execution of this Lease, Landlord agrees to provide Tenant with copies of all agreements and documentation of anything affecting title to the Premises that is not already of public record; and Tenant's rights herein are subject to the rights of others on record. During the Renewal Period, Tenant may terminate this Lease at the end of any calendar year

during the Renewal Period, but must give Landlord sixty (60) days advance written notice thereof.

Section 3. Rent

(a) On the Commencement Date of the Initial Term and on the first day of each month thereafter during the Initial Term, Tenant, shall pay to Landlord, at the business address of Landlord specified on Page 1 hereof, or at such other address as Landlord shall have designated, from time to time, by notice to Tenant, Monthly Rent in the amount of \$100.00 for September 1, 2010 through August 31, 2011 without demand or set-off, except as otherwise expressly provided in this Lease. Rent for the Renewal Period described above shall increase and shall be determined and agreed to by the Parties when they exercises the Renewal Option during the Initial Term.

Section 4. Use of Premises.

The Premises may be used by Tenant for the construction and operation of a solar photovoltaic facility. During the Initial Term, Tenant shall perform environmental, technical and financial feasibility studies. Nothing contained in this Lease shall be deemed to impose upon Tenant an obligation to construct improvements upon the Premises, or to operate any type of facility for any period.

Section 5. Taxes and Utility Expenses.

All real property taxes, if any, shall be the responsibility of the Landlord. All personal property taxes incurred as a result of the solar photovoltaic system, if any, shall be the responsibility of Tenant. All utilities used by Tenant to operate the solar photovoltaic system shall be the responsibility of Tenant.

Section 6. Improvements, Alterations, Surrender, Compliance with Laws

(a) (i) Tenant shall have the right, at its own cost and expense, to construct on any part or all of the Premises, at any time and from time to time, a solar photovoltaic facility provided, however, that no improvements constructed or placed on the Premises shall permeate or penetrate the protective membrane under the surface dirt and shall not otherwise go below the surface to a depth more than one and a half (1 ½) feet.

(ii) All of Tenant's improvements on the Premises must be consistent with any applicable requirements of local, state and federal governmental authorities having jurisdiction, including without limitation North Carolina Department of Environment and Natural Resources ("NCDENR"), and shall obtain any necessary permits for such purposes. Landlord makes no representations regarding the suitability of the Premises for Tenant's purposes.

(iii) At Tenant's sole cost, Landlord agrees to cooperate with Tenant (including, without limitation, by signing applications) in obtaining any necessary Permits for any work which Tenant is permitted to perform pursuant to this Lease.

(b) Tenant shall, at all times during the Term of this Lease, and at its own cost and expense, use all reasonable precaution to prevent waste, damage or injury to the Premises or improvements erected thereon.

(c) On the last day or sooner termination of the Term of this Lease or any Renewal Term, Tenant shall quit and surrender the Premises, and shall remove all improvements so long as the Premises are restored to their condition upon the Commencement Date, ordinary wear and tear excepted.

(d) Tenant hereby agrees to be fully liable for the payment of, and to cause to be paid, the entire cost of all improvements constructed on the Premises.

Section 7. Requirements of Public Authority.

(a) During the Term of this Lease, Tenant shall, at its own cost and expense, promptly observe and comply with all laws, ordinances, requirements, orders, directives, rules and regulations of the Federal, State, County and Municipal Governments and of all other governmental authorities affecting the Premises or the appurtenances thereto or any part thereof, whether the same are in force at the commencement of the Term of this Lease or may in the future be passed, enacted or directed, including but not limited to NCDENR and laws and regulations governing and limiting the permeation of the capped landfill; and Tenant shall pay all costs, expenses, liabilities, losses, damages, fines, penalties, claims and demands, including reasonable counsel fees, that may in any manner arise out of or be imposed because of the failure of Tenant to comply with the covenants of this Section; provided, however, that nothing in this Section shall impose any liability on Tenant in connection with any costs, expenses, liabilities, losses, damages, fines, penalties, claims and demands, including reasonable counsel fees, that may in any manner arise out of or be imposed because of any failure by Landlord to comply with its obligations under this Lease or because of any conditions in existence prior to the Commencement Date.

Section 8. Covenant Against Liens.

If, because of any act or omission of Tenant, any mechanic's lien or other lien, charge or order for the payment of money shall be filed against Landlord or any portion of the Premises, Tenant shall, at its own cost and expense, cause the same to be discharged of record or bonded within thirty (30) days after notice from Landlord to Tenant of the filing thereof; and Tenant shall indemnify and save harmless Landlord against and from all costs, liabilities, suits, penalties, claims and demands, including reasonable counsel fees, resulting therefrom. Tenant or its designees shall have the right to contest any such liens by legal proceedings, or in such other manner as it may deem suitable (which, if instituted, Tenant or its designees shall conduct promptly at its own cost and expense, and free of any expense to Landlord). Notwithstanding the foregoing, Tenant shall promptly pay and remove all such liens if, at any time, the Premises or any part thereof shall then be subject to immediate forfeiture as a result of the nonpayment thereof.

Section 9. Access to Premises; Easement

Landlord or Landlord's agents and designees shall have the right to enter upon the Premises at all reasonable times upon reasonable notice to examine same; and provided that no such entry shall unreasonably interfere with the conduct of Tenant's business on the Premises.

Tenant and its invitees shall have access to the Premises and Landlord hereby grants Tenant an easement for ingress, egress and regress to, through and across the existing road, entrance and parking area of the Landlord's neighboring property in order to reach the Premises. Landlord and Tenant agree to execute and record in the real estate records a Memorandum of Lease and Easement to establish such easement.

Section 10. Mortgaging of Leasehold Estate.

(a) Tenant shall be allowed to mortgage or otherwise encumber Tenant's leasehold estate (which mortgage or other encumbrance is hereinafter referred to as the "Leasehold Mortgage") in favor of a third party lender in connection with the financing of the solar photovoltaic system to be constructed by Tenant. Landlord agrees to execute a recognition, attornment and assent to leasehold mortgage or other reasonable documentation requested by such lender to reflect the status of this Lease and other matters related thereto.

Section 11. Landlord's Warranties and Representations.

Landlord represents and warrants to Tenant as follows:

(a) Tenant shall, upon paying the rent reserved hereunder and observing and performing all of the terms, covenants and conditions on Tenant's part to be observed and performed, peaceably and quietly have and hold, the Premises, without hindrance or molestation by any person or persons, subject, however, to the terms of this Lease;

(b) Landlord has full right and authority to enter into this Lease and perform Landlord's obligations under this Lease, and has title to the Premises in fee simple subject to encumbrances of record;

(c) Landlord has received no notice and is not otherwise aware that either the Premises or its proposed use is, or will be, in violation of any local governmental rule, ordinance, regulation or building code, nor has Landlord received notice of any pending or threatened investigation regarding a possible violation of any of the foregoing;

(d) Environmental Laws. There is no, nor, to the best of Landlord's knowledge, has there ever been any investigation, administrative proceeding, litigation, regulatory hearing or other action proposed, threatened or pending, relating to the Premises and/or alleging non-compliance with or the violation of any Environmental Law (defined below). For purposes of this Lease:

The term "Environmental Law" shall mean any federal, state, county, municipal, local or other statute, ordinance, rule, regulation, permit, judgment, order, writ, decree, award or injunction which relates to or deals with the protection of the environment or wildlife and/or human health and safety, including all regulations promulgated by a regulatory body pursuant to any such statute, ordinance, or regulation, including, the Comprehensive Environmental Response and Liability Act of 1980 ("CERCLA"), as amended, 42 U.S.C. §9601 et. seq., the Resource Conservation and Recovery Act ("RCRA"), as amended, 42 U.S.C. §6901, et. seq., the Federal Water Pollution Control Act, as amended, 33 U.S.C. §1251 et. seq., and the Clean Air Act, as amended, 42 U.S.C. §7401 et. seq.

The term "Hazardous Substance" shall mean and refer to asbestos, urea formaldehyde, lead, lead paint, polychlorinated biphenyls, nuclear fuel or materials, radioactive materials, explosives, known carcinogens, petroleum products and by-products (including crude oil or any fraction thereof), and any pollutant, contaminant, chemical, material, substance or waste, defined as hazardous, toxic or dangerous or as a pollutant or a contaminant in, or the use, manufacture, generation, storage, treatment, transportation, release or disposal of which is regulated by, any Environmental Law.

The term "Release" shall mean and refer to any spilling, leaking, pumping, pouring, emptying, discharging, injecting, escaping, leaching, dumping or disposing into the environment, including the abandonment or discarding of barrels, drums, containers, tanks, or other receptacles containing or previously containing any Hazardous Substance.

The term "Landlord's Affiliates" shall mean and refer to (i) any corporation in which Landlord is or was an officer, director, or shareholder; (ii) any partnership in which Landlord is or was a partner; and (iii) if Landlord is a corporation, any officer, director or controlling shareholder of Landlord..

The foregoing representations and warranties set forth in this Section are express representations and warranties which Tenant shall be entitled to rely on unless Tenant shall have any knowledge to the contrary. Landlord shall indemnify, protect, defend and hold Tenant forever harmless from and against any and all claims, actions, judgments, liabilities, liens, damages, penalties, fines, costs and expenses, including but not limited to attorneys' fees, costs of defense and expert/consultant fees, and increased costs of construction, asserted against, imposed on, or suffered or incurred by Tenant (or the Premises) directly or indirectly arising out of or in connection with (i) any Hazardous Substances that have been introduced to the Premises at any time prior to the Commencement Date, and (ii) any breach of the foregoing representations and warranties.

The foregoing representations, warranties and indemnity of Landlord contained in this Section shall survive the expiration or sooner termination of this Lease.

Section 12. Indemnity.

(a) Tenant shall indemnify and save harmless Landlord from and against any and all liability, damage, penalties or judgments, any and all actions, suits, proceedings, claims, demands, assessments, costs and expenses, including, without limitation, legal fees and

expenses, incurred in enforcing this indemnity, arising from injury to person or property sustained by anyone in and about the Premises resulting from any act or acts or omission or omissions of Tenant, or Tenant's officers, agents, servants, employees, contractors, or sublessees. Tenant shall, at its own cost and expense, defend any and all suits or actions, just or unjust, which may be brought against Landlord or in which Landlord may be impleaded with others upon any such above-mentioned matter, claim or claims, except as may result from the acts set forth in paragraph (b) of this Section.

(b) Except for its affirmative acts or negligence or the affirmative acts or negligence of its officers, agents, servants, employees or contractors, Landlord shall not be responsible or liable for any damage or injury to any property, fixtures, buildings or other improvements, or to any person or persons, at any time on the Premises, including any damage or injury to Tenant or to any of Tenant's officers, agents, servants, employees, contractors, customers or sublessees.

Section 13. Insurance.

(a) Tenant shall provide, at its expense, and keep in force during the Term of this Lease, general liability insurance in a good and solvent insurance company or companies licensed to do business in the State in which the Premises is located, selected by Tenant, in the amount of at least two million dollars (\$2,000,000) per occurrence for bodily injury and for property damage with respect to the Premises. Such policy or policies shall include Landlord as an additional insured. Any insurance required to be provided by Tenant pursuant to this Lease may be provided by blanket insurance covering the Premises and other locations of Tenant and affiliates of Tenant, provided such blanket insurance complies with all of the other requirements of this Lease with respect to the insurance involved.

(b) During the Term of this Lease, Tenant shall keep all improvements erected or caused to be erected, at any time, by Tenant on the Premises insured for the benefit of Landlord and Tenant against loss or damage covered by a standard all risk insurance policy, in a minimum amount necessary to avoid the effect of co-insurance provisions of the applicable policies.

Section 14. Defaults

(a) Defaults of Tenant.

(i) Tenant shall be in "Default" if (i) Tenant shall not have paid Rent or any other amount payable by Tenant pursuant to this Lease within thirty (30) days following Tenant's receipt of written notice from Landlord stating that such payment was not made prior to its due date (a "Monetary Default"); or (ii) Tenant shall not have performed any of the other covenants, terms, conditions or provisions of this Lease within sixty (60) days after Tenant's receipt of written notice specifying such failure.(a "Non-Monetary Default.)

(ii) If Landlord shall claim that Tenant is in Default, Landlord shall have all rights available to it to institute an action to recover damages, for injunctive and/or other equitable relief, or to recover possession of the Premises and terminate this Lease. Notwithstanding anything herein to the contrary, if there is a Monetary Default which arises out of a dispute as to an amount owed or the amount of an offset, this Lease shall not terminate if

Tenant pays to Landlord the amount the court determines to be owed within the period of time permitted by law, or ten (10) days after such determination if no such grace period is permitted.

(b) Defaults of Landlord.

(i) If Landlord shall fail to observe or perform any provision hereof and such failure shall continue for thirty (30) days after notice to Landlord of such failure, then a Default of Landlord shall exist under this Lease.

(ii) If a Default of Landlord shall have occurred and be continuing, Tenant may (i) terminate this Lease by giving Landlord notice of Tenant's intention to do so and (ii) seek remedies available at law and in equity, including without limitation monetary damages to compensate Tenant for the loss of revenue, tax consequences of termination and damages incurred as a result of Landlord's default, the parties hereto acknowledging that Tenant is incurring a substantial financial obligation based on the existence of this Lease and the inability of Tenant to operate its solar photovoltaic system on the Premises will directly result in such monetary damages to Tenant. If Tenant elects to terminate this Lease upon Landlord's default, then upon the fifteenth (15th) day next succeeding the giving of such notice, this Lease and the estate hereby granted shall terminate, and all rights of Landlord and obligations of Tenant hereunder shall terminate, and Rent shall be apportioned as of such date and Landlord shall promptly refund to Tenant any Rent theretofore paid which is allocable to the period subsequent to such date.

Section 15. Waivers.

Failure of Landlord or Tenant to complain of any act or omission on the part of the other party, no matter how long the same may continue, shall not be deemed to be a waiver by said party of any of its rights hereunder. No acceptance by Landlord of any partial payment shall constitute an accord or satisfaction but such payment shall only be deemed a partial payment on account.

Section 16. Force Majeure.

In the event that Landlord or Tenant shall be delayed, hindered in or prevented from the performance of any act required hereunder by reason of strikes, lock-outs, labor troubles, inability to procure materials, failure of power, restrictive governmental laws or regulations, riots, insurrection, the act, failure to act or default of the other party, war or other reason beyond their control, then performance of such act shall be excused for the period of the delay and the period for the performance of any such act shall be extended for a period equivalent to the period of such delay.

Section 17. Notices.

Whenever, pursuant to this Lease, notice or demand shall or may be given to either of the parties or their assignees by the other, each such notice or demand shall be in writing. The date of receipt of the notice or demand shall be deemed the date of the service thereof (unless the notice or demand is not received or accepted in the ordinary course of business, in which case the

date of mailing shall be deemed the date of service thereof). Notices shall be sent to the respective parties address stated on the first page hereof.

Section 18. Governing Law.

This Lease and the performance thereof shall be governed, interpreted, construed and regulated by the laws of the State in which the Premises are located and all disputes arising hereunder shall be resolved in Watauga County, North Carolina.

Section 19. Holdover.

If Tenant shall hold the Premises after the expiration of the Term hereof, such holding over shall, in the absence of written agreement on the subject, be deemed to have created a tenancy from month to month terminable on thirty (30) days notice by either party to the other, at a monthly rental equal to the monthly rental payable during the last year of said Term.

Section 20. Severability.

If any term, covenant, condition or provision of this Lease or the application thereof to any person or circumstance shall, at any time or to any extent, be invalid or unenforceable, the remaining terms, covenants, conditions and provisions shall not be affected thereby, and each term, covenant, condition and provision of this Lease shall be valid and be enforced to the fullest extent permitted by law.

Section 21. Memorandum of Lease and Easement.

Each party shall at any time, at the request of the other party, promptly execute and deliver duplicate originals of an instrument, in recordable form, which will constitute a Memorandum of Lease and Easement, setting forth a description of the Premises and easement area, the Term of this Lease and any other portions thereof, excepting the rental provisions, as such other party may request.

Section 22. Assignment.

This Lease may not be assigned by Tenant without approval of Landlord, which shall not be unreasonably withheld, conditioned or delayed; provided, however, Tenant may assign this lease without Landlord's approval to Tenant's financial partner, SolTherm Energy, LLC and entities or funds established by SolTherm Energy, LLC for the purpose of facilitating the financing of the solar photovoltaic system to be constructed by Tenant through the use of various tax credits, grants and other similar programs. Any assignment, encumbrance or pledge by Landlord of this Lease or its rights in and to the Premises shall be subject to the terms and conditions of this Lease.

Section 23. Successors.

This Lease shall extend to and bind the successors and assigns of Landlord and Tenant.

Section 24. Entire Agreement.

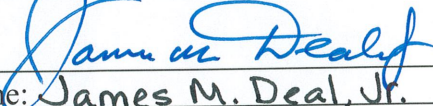
No oral statement or prior written matter shall have any force or effect. Tenant agrees that it is not relying on any representations or agreements other than those contained in this Lease. This Lease shall not be modified or canceled except by writing subscribed by all parties.

[Signatures Begin on the Following Page]

IN WITNESS WHEREOF, the parties hereto have hereunto set their hands and seals the day and year first above written.

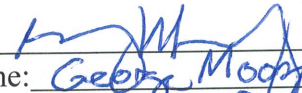
LANDLORD

WATAUGA COUNTY

By: 
Name: James M. Deal, Jr.
Title: Chairman, Watauga County Board of Commissioners

TENANT

WATAUGA SOLAR, LLC

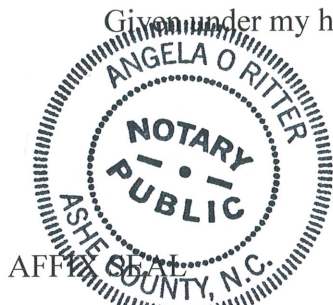
By: 
Name: George Moody
Title: Managing Director

STATE OF NORTH CAROLINA)

COUNTY OF ~~WATAUGA~~ Ashe)

I, the undersigned authority, a Notary Public in and for said county in said state, hereby certify that James m. Deal Jr, in his capacity as Chairman of Watauga County BCC whose name is signed to the foregoing instrument, and who is known to me, acknowledged before me on this day that, being informed of the contents of said instrument, he/she executed the same as his/her free act and deed and as the free act and deed of said limited liability company, on the day the same bears date.

Given under my hand and official seal this the 3RD day of September, 2010.



Angela O Ritter Angela O. Ritter
Notary Public

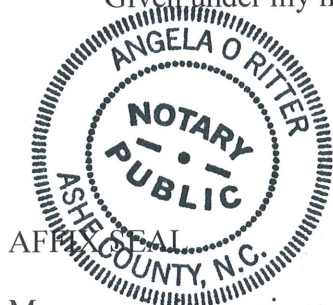
My commission expires: Nov. 26, 2011

STATE OF North Carolina)

COUNTY OF Ashe)

I, the undersigned authority, a Notary Public in and for said county in said state, hereby certify that George moody, in his capacity as Managing Director of Watauga Solar LLC, whose name is signed to the foregoing instrument, and who is known to me, acknowledged before me on this day that, being informed of the contents of said instrument, he/she executed the same as his/her free act and deed and as the free act and deed of said corporation, on the day the same bears date.

Given under my hand and official seal this the 3RD day of September, 2010.



Angela O Ritter Angela O. Ritter
Notary Public

My commission expires: Nov. 26, 2011

EXHIBIT A
REAL ESTATE DESCRIPTION



CERTIFICATE OF LIABILITY INSURANCE

002412 BCC Annual

DATE (MM/DD/YYYY)
8/30/2010

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

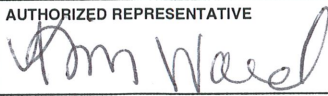
PRODUCER (828)264-3991 Ext. Denton Insurance Agency House Account PO Box 1489 Boone, NC 28607	CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL ADDRESS: PRODUCER CUSTOMER ID #:	FAX (A/C, No):
	INSURER(S) AFFORDING COVERAGE INSURER A: Builders Mutual Insurance CO INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:	
INSURED Watauga Solar LLC 443 Ward Greene Rd Vilas, NC 28692		

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WYD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	GENERAL LIABILITY			CPP 004299700	09/01/10	09/01/11	EACH OCCURRENCE	\$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY	X					DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						MED EXP (Any one person)	\$ 5,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
				\$				
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	\$
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person)	\$
	<input type="checkbox"/> ALL OWNED AUTOS						BODILY INJURY (Per accident)	\$
	<input type="checkbox"/> SCHEDULED AUTOS						PROPERTY DAMAGE (Per accident)	\$
	<input type="checkbox"/> HIRED AUTOS							\$
	<input type="checkbox"/> NON-OWNED AUTOS							\$
				\$				
	UMBRELLA LIAB						EACH OCCURRENCE	\$
	<input type="checkbox"/> OCCUR						AGGREGATE	\$
	EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE							\$
	DEDUCTIBLE							\$
RETENTION \$				\$				
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			WCP 1005335	09/01/10	09/01/11	<input checked="" type="checkbox"/> WC STATUTORY LIMITS	<input type="checkbox"/> OTHER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y/N	N/A				E.L. EACH ACCIDENT	\$ 100,000
	If yes, describe under DESCRIPTION OF OPERATIONS below	<input checked="" type="checkbox"/> Y					E.L. DISEASE - EA EMPLOYEE	\$ 100,000
							E.L. DISEASE - POLICY LIMIT	\$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 Ray Sinclair and Ged Moody are excluded on the workers comp policy. PLEASE SEE ATTACHED BCG 13 FORM

CERTIFICATE HOLDER Watauga County NC A Corp Politic 814 West King Street Boone NC 28607	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
---	--

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

BUILDERS MUTUAL INSURANCE COMPANY
ADDITIONAL INSURED ENDORSEMENT

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

Except as otherwise stated in this endorsement, the terms and conditions of the policy apply to the insurance stated below.

A. The following is added to the Commercial General Liability Coverage Form, Section II – WHO IS AN INSURED:

- 5.** The person(s) or organization(s) from whom equipment has been leased, but only with respect to their liability arising out of the maintenance, operation or use by you of equipment leased to you by such person(s) or organization(s), subject to the following additional exclusions:

This insurance does not apply:

- a.** To any "occurrence" which takes place after the equipment lease expires;
- b.** To "bodily injury" or "property damage" arising out of the sole negligence of the person or organization from whom equipment has been leased.

- 6.** The person(s) or organization(s) shown in the Declarations as mortgagee, assignee, or receiver, but only with respect to their liability as mortgagee, assignee, or receiver and arising out of the ownership, maintenance, or use of the premises by you.

This insurance does not apply to structural alterations, new construction and demolition performed by or for that person or organization.

- 7.** The person(s) or organization(s) from whom you lease property but only with

respect to liability arising out of the ownership, maintenance or use of that part of the premises leased to you and subject to the following additional exclusions:

This insurance does not apply to:

- a.** Any "occurrence" which takes place after you cease to be a tenant in that premises.
- b.** Structural alterations, new construction or demolition operations performed by or on behalf of the person or organization from whom you lease property.

- 8.** The person(s) or organization(s) from whom land is leased but only with respect to liability arising out of the ownership, maintenance or use of that part of land leased to you. The following additional exclusions apply:

This insurance does not apply to:

- a.** Any "occurrence" which takes place after you cease to lease that land;
- b.** Structural alterations, new construction or demolition operations performed by or on behalf of the person or organization from whom land has been leased.

- 9.** Any state or political subdivision subject to the following additional provisions:

This insurance applies only with respect to the following hazards for which the state or political subdivision has issued a permit in connection with premises you own, rent,

BCG 0013 02 05 (1st revision)

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or control and to which this insurance applies:

- a. The existence, maintenance, repair, construction, erection, or removal of advertising signs, awnings, canopies, cellar entrances, coal holes, driveways, manholes, marquees, hoistaway openings, sidewalk vaults, street banners, or decorations and similar exposures; or
 - b. The construction, erection, or removal of elevators; or
 - c. The ownership, maintenance, or use of any elevators covered by this insurance.
10. Any architect, engineer or surveyor engaged by you but only with respect to liability arising out of your premises or "your work".

This insurance, with respect to such architects, engineers, or surveyors, does not apply to "bodily injury", "property damage", "personal injury" or "advertising injury" arising out of the rendering or failure to render any professional services by or for you including:

- a. The preparing, approving, or failing to prepare or approve, maps, shop drawings, opinions, reports, surveys, field order; change orders, or drawings and specifications; and
 - b. Supervisory, inspection, architectural or engineering activities.
11. Any person or organization other than an architect, engineer or surveyor, which requires in a "work contract" that such person or organization be made an insured under this policy. However, such person or organization shall be an insured only with respect to covered "bodily injury", "property damage", "personal injury" and "advertising injury" caused, in whole or in part, by:
- a. Your acts or omissions; or
 - b. The acts or omissions of those acting on your behalf;

In the performance of your ongoing operations for the additional insured(s) only at the location designated by the "work contract"

The coverage afforded to such person or organization does not apply to "bodily injury", "property damage", "personal injury" and "advertising injury" occurring after the earliest of the following times:

- a. When "your work" under the "work contract" (other than service, maintenance or repairs) has been completed.
 - b. When that portion of "your work" under the "work contract" out of which any injury or damage arises has been put to its intended use by any person or organization other than another contractor or subcontractor engaged in performing operations for a principal as a part of the same project.
 - c. When our coverage for you under this policy or a renewal of this policy terminates and is not continued by other insurance provided by us.
"Work contract" means a written agreement into which you enter for work performed by you or on your behalf.
12. Any person or organization to whom you are obligated by virtue of a written "insured contract" to provide insurance such as is afforded by this policy, but only with respect to liability arising out of the ownership, maintenance, or use of that part of any premises or land leased to you.

This does not apply to:

- a. Any "occurrence" that takes place after you cease to be a tenant on those premises, or cease to lease the land; or
- b. Structural alterations, new construction or demolition operations performed by or on behalf of such insured.

February 14, 2012

Watauga Community Housing Trust, Incorporated

Watauga County Commissioners
814 West King Street
Suite 205
Boone, NC 28607

Dear Commissioners:

On behalf of the Watauga Community Housing Trust I would like to thank you for the kind invitation to attend and present our budget requests at the annual pre-budget retreat on Saturday, February 25, 2012. Our Board respectfully requests to defer our coming before the Board of Commissioners until a later date when additional support documentation and planning tools would be more appropriately used to discuss work force housing needs. We are not seeking any monetary funding from the County for the next fiscal year and therefore feel that your time is better spent with organizations and departments that have specific funding requests during your meetings.

As stated, our Board will schedule with notice a time on a future agenda to fully engage in discussions concerning the Brookshire Road property and present a plan and proposal for you to consider. Our goal is to tangibly address the housing gap that exists in the housing market for the benefit of the entire community and several stakeholders on whom our economy depends.

Thank you for the support you have given the task force and now the Trust over the past ten years. We look forward to a continued strong and vibrant commitment as we work towards serving this population group.

Sincerely,



Scott Eggers, President
Watauga Community Housing Trust, Incorporated



Memorandum

TO: Deron Geouque, Watauga County Manager
Watauga County Board of Commissioners

FROM: Wright Tilley, Executive Director

RE: TDA Update

DATE: 2/25/12

The Watauga County Tourism Development Authority (TDA) is pleased to make a report at the 2012 Watauga County Commissioner's Retreat.

Attached to this memo is a copy of the 2011 calendar year-end occupancy tax collection chart, and an updated copy of our marketing spreadsheet that outlines our current marketing and advertising plans through the end of this fiscal year. Below are some bulleted highlights from FY 2011/2012 so far.

FY 2011/12 Highlights:

- **Closed the 2011 Calendar year with an increase in occupancy tax revenue of 5.8%, which amounts to a \$46,693.75 increase in funds.**
- **Current FY 11/12 Fiscal Year occupancy tax collections are up 4.2% over last year for July through December.**
- **Westglow Spa named the #2 Destination Spa in the World by the readers of Travel & Leisure Magazine (Sept. 2011 Issue).**
- **Boone area named by U.S. News and World Report as one of the Best Places to Retire in 2012. Additionally, Boone was just listed as #4 on Forbes list of America's Fastest Growing Small Towns.**
- **Watauga County continue to be ranked 19th out of North Carolina's 100 counties in terms of travel impact. (NC Commerce)**
- **Domestic tourism in Watauga County generated an economic impact of 189.77 million in 2010, a 5.86% increase from 2009. (From NC Commerce Dept.)**



- State and local tax revenues from travel to Watauga County amounted to \$18.26 million. This represents a \$355.77 tax savings to each county resident. (NC Commerce)
- We increased our winter marketing and advertising campaigns this year and expanded our winter radio campaigns into the Greenville/Spartanburg and Columbia, SC markets.
- We have increased website traffic to ExploreBooneArea.com by 74% over last year from July 1 through Jan 31.
- The TDA continued to support the Watauga County Choose & Cut program with a \$11,700 marketing grant to the Watauga County Christmas Tree Association.
- The Watauga County TDA continued it's participation in the High Country Marketing Co-op with other area TDAs and private businesses to market the NC High Country as a regional destination.

Eric will brief you all in more detail about our infrastructure projects:

- The TDA was awarded a \$75,000 Recreation Trails Program Grant for improvements to the Boone Fork Trail / Mountain to Sea Trail and to build a parking area at Hollow Mountain.
- Continued development of Rocky Knob Park with contracts finalized or pending for a picnic pavillion and entrance gateway and a bike skills area.
- Continued development of Watauga Gorge Park & Paddle Access – grant funded

Blowing Rock													
Boone													
Watauga County													
year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
1999	16,833.52	13,851.00	14,120.00	9,719.00	13,660.00	25,029.00	33,426.07	53,605.11	49,082.37	34,262.59	47,629.65	20,691.79	\$ 331,910.10
	25,283.27	22,141.95	17,159.49	22,274.72	26,718.00	34,062.70	56,207.70	42,718.16	33,367.50	50,420.80	24,342.79	25,549.88	\$ 380,246.96
2000	19,879.66	14,260.17	12,858.68	11,307.16	15,887.21	24,136.17	36,717.82	60,697.01	45,197.20	33,930.90	45,226.40	19,325.92	\$ 339,424.30
	26,297.10	27,365.42	19,631.48	22,950.89	30,083.06	37,876.76	55,152.34	46,307.14	38,345.44	51,364.62	23,782.07	30,410.79	\$ 409,567.11
2001	22,217.35	13,934.44	13,717.15	10,805.99	12,868.52	21,118.15	33,693.61	53,726.50	47,149.39	30,661.53	46,518.39	20,296.40	\$ 326,707.42
	31,186.49	30,289.82	20,397.70	21,395.11	28,273.36	39,828.82	55,934.46	46,873.44	34,901.83	55,741.35	26,572.28	26,425.93	\$ 417,820.59
2002	18,134.27	11,476.27	12,671.66	11,222.12	12,715.96	21,681.40	35,529.42	54,188.40	49,599.72	26,773.78	43,128.09	20,787.78	\$ 317,908.87
	31,433.38	32,696.79	24,781.74	25,419.92	31,850.05	40,566.55	60,911.52	52,777.19	35,532.56	54,712.92	29,634.38	30,279.25	\$ 450,596.25
2003	16,820.72	16,420.77	10,812.84	10,653.40	20,654.56	28,706.66	56,446.26	46,218.95	25,445.33	45,549.60	20,948.42	20,044.46	\$ 318,721.97
	37,404.64	30,629.28	27,312.67	22,467.30	30,773.49	36,589.54	60,298.00	50,962.98	34,236.30	58,150.01	30,153.56	33,720.32	\$ 452,698.09
2004	25,817.35	20,161.20	23,399.54	39,361.92	39,411.92	69,197.57	108,049.44	78,433.56	51,393.64	92,739.07	39,699.55	45,350.35	\$ 633,015.11
	35,706.85	36,448.84	25,319.75	25,682.67	32,799.45	45,893.70	64,541.86	47,448.51	34,077.41	59,846.80	27,648.77	33,811.39	\$ 469,226.00
2005	24,270.10	28,516.15	21,160.12	26,433.79	42,345.87	69,270.16	113,063.44	91,263.12	63,029.55	101,704.60	48,236.72	52,011.03	\$ 681,304.65
	28,580.79	37,287.74	26,663.99	34,154.83	31,030.00	49,656.42	58,697.84	54,414.19	38,202.89	55,382.18	32,601.32	36,404.12	\$ 483,076.31
2006	31,285.00	36,908.06	29,911.54	35,645.29	51,122.12	82,149.17	120,889.02	99,291.93	79,181.30	107,943.97	50,879.85	55,420.32	\$ 780,627.57
	33,683.49	40,307.89	30,291.46	27,984.62	33,121.99	54,588.31	61,771.86	55,782.28	47,694.90	60,693.75	34,397.34	38,915.72	\$ 519,233.61
							98,722.04	75,180.98	58,824.05	92,706.53	52,673.99	80,063.48	\$ 458,171.07
2007	31,335.11	37,531.32	29,435.55	37,166.79	56,637.83	90,201.81	114,224.85	110,457.88	80,870.39	109,896.31	59,030.00	48,586.27	\$ 805,374.11
	32,370.51	39,309.54	32,360.25	31,836.21	40,015.44	58,186.19	60,648.36	64,133.62	48,287.67	65,322.55	40,487.67	38,718.11	\$ 551,676.12
	49,632.33	48,692.79	24,933.99	31,383.76	43,056.80	72,422.32	110,838.40	99,859.19	59,507.63	97,802.70	69,670.45	83,090.14	\$ 790,890.50
2008	38,506.48	36,295.22	29,336.94	31,027.15	52,229.41	70,080.86	111,461.45	104,287.66	56,990.66	102,356.95	47,704.66	40,350.89	\$ 720,628.33
	39,281.79	43,701.25	31,274.93	30,639.22	38,566.26	53,110.74	61,317.05	63,953.04	41,615.00	68,196.86	34,510.11	36,713.60	\$ 542,879.85
	55,520.98	59,116.81	32,934.23	27,323.63	50,465.39	70,074.86	121,620.82	103,051.49	52,092.94	98,971.94	68,375.52	81,345.85	\$ 820,894.46
2009	37,999.48	27,945.33	17,050.58	27,595.26	42,923.70	63,017.66	99,353.76	78,133.43	52,907.25	92,038.43	41,149.73	44,052.46	\$ 624,167.07
	39,892.00	37,147.00	26,212.62	29,896.70	35,085.79	51,316.00	59,722.46	54,259.28	42,339.19	132,508.11	66,927.72	83,276.00	\$ 658,582.87
	54,845.36	49,735.68	16,665.87	26,951.94	41,815.06	62,837.02	108,977.15	84,495.10	51,097.22	92,273.50	58,827.09	73,783.88	\$ 722,304.87
2010	31,229.92	24,841.76	16,719.75	30,389.13	40,948.56	74,004.48	115,976.02	90,968.67	62,746.64	110,462.60	46,066.08	48,646.35	\$ 692,999.96
	73,736.54	73,015.95	64,623.26	63,695.25	76,073.53	105,259.98	125,492.50	105,980.34	81,385.95	140,980.21	59,358.13	79,508.35	\$1,049,109.99
	60,170.04	46,869.99	27,193.49	30,013.12	38,878.69	56,144.88	133,639.59	93,076.01	53,858.36	110,589.58	59,540.12	87,183.21	\$ 797,157.08
2011	32,574.26	27,536.06	21,737.93	30,279.41	45,012.96	68,215.21	119,173.62	89,917.11	64,282.77	106,088.66	42,786.19	45,029.46	\$ 692,633.64
	66,435.77	62,098.35	57,960.12	57,524.10	66,449.14	95,652.67	121,679.31	101,762.92	88,035.92	129,486.64	59,602.02	62,599.78	\$969,289.74
	61,415.73	48,165.16	26,222.43	29,038.46	41,072.86	77,273.12	133,131.75	92,358.95	64,704.08	113,541.81	64,974.05	91,952.43	\$ 843,850.83

Blowing Rock

Boone

Watauga County

*Jan 2004 went to 6%

**October 2009 went to 6%

***First collections in July 2006

year	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Totals
1999	33,426.07 56,207.70	53,605.11 42,718.16	49,082.37 33,367.50	34,262.59 50,420.80	47,629.65 24,342.79	20,691.79 25,549.88	19,879.66 26,297.10	14,260.17 27,365.42	12,858.68 19,631.48	11,307.16 22,950.89	15,887.21 30,083.06	24,136.17 37,876.76	\$ 337,026.63 \$ 396,811.54
2000	36,717.82 55,152.34	60,697.01 46,307.14	45,197.20 38,345.44	33,930.90 51,364.62	45,226.40 23,782.07	19,325.92 30,410.79	22,217.35 31,186.49	13,934.44 30,289.82	13,717.15 20,397.70	10,805.99 21,395.11	12,868.52 28,273.36	21,118.15 39,828.82	\$ 335,756.85 \$ 416,733.70
2001	33,693.61 55,934.46	53,726.50 46,873.44	47,149.39 34,901.83	30,661.53 55,741.35	46,518.39 26,572.28	20,296.40 26,425.93	18,134.27 31,433.38	11,476.27 32,696.79	12,671.66 24,781.74	11,222.12 25,419.92	12,715.96 31,850.05	21,681.40 40,566.55	\$ 319,947.50 \$ 433,197.72
2002	35,529.42 60,911.52	54,188.40 52,777.19	49,599.72 35,532.56	26,773.78 54,712.92	43,128.09 29,634.38	20,787.78 30,279.25	16,820.72 37,404.64	16,420.77 30,629.28	10,812.84 27,312.67	10,653.40 22,467.30	20,654.56 30,773.49	28,706.66 36,589.54	\$ 334,076.14 \$ 449,024.74
2003	56,446.26 60,298.00	46,218.95 50,962.98	25,445.33 34,236.30	45,549.60 58,150.01	20,948.42 30,153.56	20,044.46 33,720.32	25,817.35 35,706.85	20,161.20 36,448.84	23,399.54 25,319.75	39,361.92 25,682.67	39,411.92 32,799.45	69,197.57 45,893.70	\$ 432,002.52 \$ 469,372.43
2004	108,049.44 64,541.86	78,433.56 47,448.51	51,393.64 34,077.41	92,739.07 59,846.80	39,699.55 27,648.77	45,350.35 33,811.39	24,270.10 28,580.79	28,516.15 37,287.74	21,160.12 26,663.99	26,433.79 34,154.83	42,345.87 31,030.00	69,270.16 49,656.42	\$ 627,661.80 \$ 474,748.51
2005	113,063.44 58,697.84	91,263.12 54,414.19	63,029.55 38,202.89	101,704.60 55,382.18	48,236.72 32,601.32	52,011.03 36,404.12	31,285.00 33,683.49	36,908.06 40,307.89	29,911.54 30,291.46	35,645.29 27,984.62	51,122.12 33,121.99	82,149.17 54,588.31	\$ 736,329.64 \$ 495,680.30
2006	120,889.02 61,771.86 98,722.04	99,291.93 55,782.28 75,180.98	79,181.30 47,694.90 58,824.05	107,943.97 60,693.75 92,706.53	50,879.85 34,397.34 52,673.99	55,420.32 38,915.72 80,063.48	31,335.11 32,370.51 49,632.33	37,531.32 39,309.54 48,692.79	29,435.55 32,360.25 24,933.99	37,166.79 31,836.21 31,383.76	56,637.83 40,015.44 43,056.80	90,201.81 58,186.19 72,422.32	\$ 795,914.80 \$ 533,333.99 \$ 728,293.06
2007	114,224.85 60,648.36 110,838.40	110,457.88 64,133.62 99,859.19	80,870.39 48,287.67 59,507.63	109,896.31 65,322.55 97,802.70	59,030.00 40,487.67 69,670.45	48,586.27 38,718.11 83,090.14	38,506.48 39,281.79 55,520.98	36,295.22 43,701.25 59,116.81	29,336.94 31,274.93 32,934.23	31,027.15 30,639.22 27,323.63	52,229.41 38,566.26 50,465.39	70,080.86 53,110.74 70,074.86	\$ 780,541.76 \$ 554,172.17 \$ 816,204.41
2008	111,461.45 61,317.05 121,620.82	104,287.66 63,953.04 103,051.49	56,990.66 41,615.00 52,092.94	102,356.95 68,196.86 98,971.94	47,704.66 34,510.11 68,375.52	40,350.89 36,713.60 81,345.85	37,999.48 39,892.00 54,845.36	27,945.33 37,147.00 49,735.68	17,050.58 26,212.62 16,665.87	27,595.26 29,896.70 26,951.94	42,923.70 35,085.79 41,815.06	63,017.66 51,316.00 62,837.02	\$ 679,684.28 \$ 525,855.77 \$ 778,309.49
2009	99,353.76 59,722.46 108,977.15	78,133.43 54,259.28 84,495.10	52,907.25 42,339.19 51,097.22	92,038.43 132,508.11 92,273.50	41,149.73 66,927.72 58,827.09	44,052.46 83,276.00 73,783.88	31,229.92 73,736.54 60,170.04	24,841.76 73,015.95 46,869.99	16,719.75 64,623.26 27,193.49	30,389.13 63,695.25 30,013.12	40,948.56 76,073.53 38,878.69	74,004.48 105,259.98 56,144.88	\$ 625,768.66 \$ 895,437.27 \$ 728,724.15
2010	115,976.02 125,492.50 133,639.59	90,968.67 105,980.34 93,076.01	62,746.64 81,385.95 53,858.36	110,462.60 140,980.21 110,589.58	46,076.08 59,358.13 59,540.12	48,646.35 79,508.35 87,183.21	32,574.26 66,435.77 61,415.73	27,536.06 62,098.35 48,165.16	21,737.93 57,960.12 26,222.43	30,279.41 57,524.10 29,038.46	45,012.96 66,449.14 41,072.86	68,215.21 95,652.67 77,273.12	\$ 700,232.19 \$ 998,825.63 \$ 821,074.63
2011	119,173.62 121,679.31 133,131.75	89,917.11 101,762.92 92,358.95	64,282.77 88,035.92 64,704.08	106,088.66 129,486.64 113,541.81	42,786.19 59,602.02 64,974.05	45,029.46 62,599.78 91,952.43							\$ 467,277.81 \$ 563,166.59 \$ 560,663.07

FY 2011 / 2012 Advertising Plan**Radio**

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Raleigh												
WDCG - G 105	x	x					x	x				x
TTN - Triangle Traffic Network	x	x					x	x				x
WRAL 101.5 - Winter Ski Ads							x	x				
Charlotte												
WNKS 95.1		x					x	x				x
WKKT 96.9 - Tweetsie Railroad Tags	x			x								x
WLNK 107.9 - Tweetsie Railroad Tags	x			x								x
Greensboro / High Point / Winston												
WKZL 107.5		x					x	x				
WKZL 107.5 Tweetsie Railroad Tags	x			x								x
WPAW 93.1 Tweetsie Tags	x			x								x
Other Markets												
WFBC - Greenville / Spartanburg							x	x				
WNOK - Columbia, SC							x	x				
WZLA - FM Abbeville, SC	x	x	x									.15 sec weather sponsorship - 3/hr 6am-6pm
WLBD - AM Laurens, SC	x	x										
ISP - Appalachian Football Broadcasts				x	x	x	x					ASU football broadcasts - 16 stations
ISP - Appalachian Baseball Broadcasts										x	x	

Television

Visitor's Channel - Boone (free)												
Time Warner Cable - Choose & Cut (Raleigh / Charlotte /Greensboro)					x	x						
Time Warner Cable - Winter Ski (Raleigh / Charlotte /Greensboro)						x	x	x				

Print

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Our State	x	x	x		x		x	x		x	x	x
AAA -GO Magazine	x	x	x	x	x	x	x	x			x	x
Carolina Parent	x					x	x	x			x	x
Charlotte Parent	x					x	x	x			x	x
Piedmont Parent	x										x	x
Blue Ridge Country	x	x	x	x	x	x	x	x	x	x	x	x
Atlanta Magazine	x					x	x	x			x	
Southern Living	x					x						x
Lake Norman Currents	x	x					x	x				
Little Ones Magazine		x			x		x	x			x	
Florida Motorcoach Magazine	Fall & winter								Spring			
The Griffon - Military Magazine			x			x						x
WNC Magazine	x											x
S.E. Group Tour Magazine	x	x				x	x	x				
Charleston Magazine			x	x			x	x				
Blue Ridge Outdoors							x					
Outside Magazine										x		
NC State Travel Guide	Annual - 1/2 page co-op with High Country Host											
Watauga Choose & Cut Guide	seasonal - summer / winter / spring											
High Country Press Visitor's Guide	seasonal - summer / winter / spring											
High Country Host Visitor's Guide	seasonal - summer / winter / spring											
Boone Area Visitors Guide	seasonal - summer / winter / spring											
NC Spring/Summer Travel Guide	seasonal - summer / winter / spring											
French-Swiss Ski Group Guide	Back Cover - full page											
The Adventure Collective	seasonal - summer / winter / spring											
Trip Info Resource Guide	seasonal - summer / winter / spring											
Blue Ridge Parkway Guide & Blue Ridge Digest	seasonal - summer / winter / spring											
Charlotte Observer -Road Trips Travel Guide										x		
Charlotte Observer - Themed Travel Sections										x		
Raleigh News & Observer - Themed Travel Sections										x		

On-Line

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Ray's Weather	x	x	x	x	x	x	x	x	x	x	x	x
TripInfo.com	x	x	x	x	x	x	x	x	x	x	x	x
Go ASU.com			x	x	x	x			x	x	x	x
VisitNC.com	x	x	x	x	x	x	x	x	x	x	x	x
CarolinaLiving.com			x	x	x	x	x	x	x	x	x	x
Blue Ridge Parkway.org	x	x	x	x	x	x	x	x	x	x	x	x
FamilyTravelFiles.com	x	x	x	x	x	x	x	x	x	x	x	x
Our State	x	x	x	x	x	x	x	x	x	x	x	x
WNKS - Charlotte		x										x
WDCG - Raleigh	x	x					x	x				x
WFBC - Greenville/Spartanburg							x	x				
WNOK - Columbia, SC							x	x				
WKZL - Greensboro							x	x				
Google Adwords - ExploreBooneArea.com	x	x	x	x	x	x	x	x	x	x	x	x
Facebook - ExploreBooneArea												
ASU Info.com 2011-2012	x	x	x	x	x	x	x	x	x	x	x	x
Group Tour Media.com	x	x				x	x	x				
Charlotte Parent online											x	x

High Country Marketing Co-Op**Print**

US Airways Inflight Magazine		x										
Good Housekeeping			x			x						
Southern Living											x	
Better Homes & Gardens											x	
Budget Travel			x									
Charlotte Living			x	x	x	x	x	x				

Radio & Television

WBTV - Charlotte			x	x	x	x	x					
Charter Cable - Knoxville, TN												
Charter Cable - Greenville/Spartanburg												

Internet - VisitNC.com

Internet - VisitNC.com	x	x	x	x	x	x	x	x	x	x	x	x
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Billboards

Billboards	x	x	x	x	x	x	x	x	x	x	x	x
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Consumer Shows

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
AARP - via BRPA				X								
Blue Ridge Digest Promotions												
Upstate Women's Show - Greenville, SC		X										
Southern Womens Show - Charlotte			X									
Orlando Home Show - Orlando				X								
Southern Womens Show - Jax				X								
Florida RV Supershow - Tampa						X						
Women's Show - Columbia SC							X					
Charlotte Spring Show							X					
Atlanta Home & Garden Show								X				
Southern Ideal Home Show - Raleigh									X			
Southern Womens Show - Raleigh									X			
Adventure & Faith Travel Expo - Atlanta, GA				X								
SouthEast Travel Show - Greenville, SC								X				
Tourism Day - Raleigh										X		

Fulfillment

- State Welcome Centers
- HC Host
- Visitors Centers - NC Cities
- Phone/Internet Inquiries
- Blue Ridge Parkway Association
- Reader Response Cards from publication leads

Media Missions / Fam Tours

- Fall travel Writers Fam
- Spring/Summer Travel Writers FAM
- Ski Writers Fam
- AAA Travel Counselors FAM
- UK Travel Writer - October 2011
- French Journalists - October 2011

MEMO

To: Watauga County Board of Commissioners

From: Eric Woolridge, Tourism Planner

Date: February 14, 2012

RE: Capital Projects for Discussion at Board Retreat

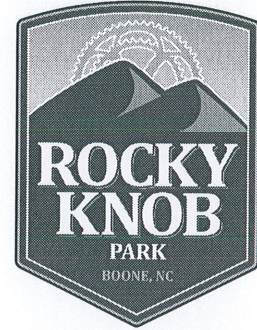
As the Tourism Planner for both the Watauga County and Town of Boone Tourism Development Authorities, I currently have eleven (11) open projects.

The attached information provides an overview of each project, which I will further explain at the upcoming Board Retreat.

I look forward to discussing these matters with the Board of Commissioners at the Retreat.

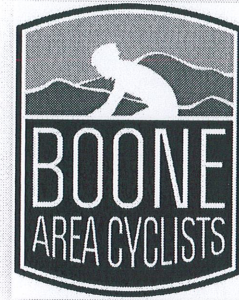
1. Rocky Knob Park

- Projects under contract:
 - Phase II Trail Construction
 - Bike Skills Area
 - Adventure Playground
 - Picnic Pavilion, Gateway Entrance, Trail Entrance
- Elements to complete this spring/summer
 - ADA access to shelter
 - Stairway to shelter and playground
 - Landscaping
- Currently finalizing final landscape master plan
- Possible FY 2012-13 Projects:
 - Additional landscaping
 - Paving
 - Restroom Facility
- Will fulfill PARTF grant obligations 1 year early



2. Watauga River Paddle Trail: Watauga Gorge Park

- Under contract:
 - Canoe Launch
 - Shelter, entry signage, kiosk
- Paving and landscaping need to be finalized
- Watauga River Partners, Inc.
 - Implementing a rain garden using a \$5K grant



3. South Fork New River Planning Grant

- Under contract to finalize by March 15th
- Engineering plans for Pine Run paddle access included
- Will submit final paper work/ invoices to Clean Water Management by end of March

4. Holloway Mountain/ Mountains-to-Sea Trail Project

- TDA just received \$75,000 grant from Recreation Trail Program (\$18,750 match from TDA)
- Improve 2 miles of Boone Fork Trail and build parking area on Holloway Mtn. Road
- Currently establishing MOU with National Park Service

5. New River Paddle Trail: Pine Run & Green Valley Park Accesses

- Submitted \$75,000 grant to improve these access areas
- Will receive notification in late spring/ early summer

6. Valle Crucis Trail (attachment)

- Working along side Watauga County Pathways and Valle Crucis Community Council to develop trail from Mast Store Annex to old Mast Store
- Currently working to receive letters of intent from landowners, including Watauga County Schools/ Valle Crucis Elementary

7. Brook Hollow Rd. Greenway Connector (attachment)

- Purpose: Connect Boone Greenway to Brook Hollow Road neighborhoods, Hunger Coalition, and Hospitality House.

8. Phase I Northern Peaks Trail (attachment)

- Partnering with Watauga County Pathways, Boone United Methodist, and Blue Ridge Conservancy
- Watauga County Pathways has submitted a \$5,000 grant to state to construct kiosk/trail head facility

**9. Daniel Boone Park (Boone TDA) (attachment)**

- Leading efforts to develop Daniel Boone Park (Horn in the West facility) Master Plan
- Long-range plan to redevelop outdoor theater and enhance town property
- Will lead capital campaign efforts
- Public meeting: March 19th @ 5pm at Library
- www.DanielBoonePark.com

**10. Event: Earth, Water, Fire (attachment)**

- Event to raise awareness and funds for Watauga County Pathways
- Serving as event director
- Run from Todd to Green Valley Park (earth), paddle from park back to Todd (water), and enjoy BBQ, bluegrass music, and a big fire (fire)
- May 19th

**11. Event: Cyclovia (Boone TDA)**

- Serving as project director
- Lead organization is Boone Area Cyclists
- Close downtown streets
- Encourage community events, bikes, strollers, and families to enjoy streets without cars
- Will have BMX trick show on Rivers Street
- Event day: Sunday June 23rd

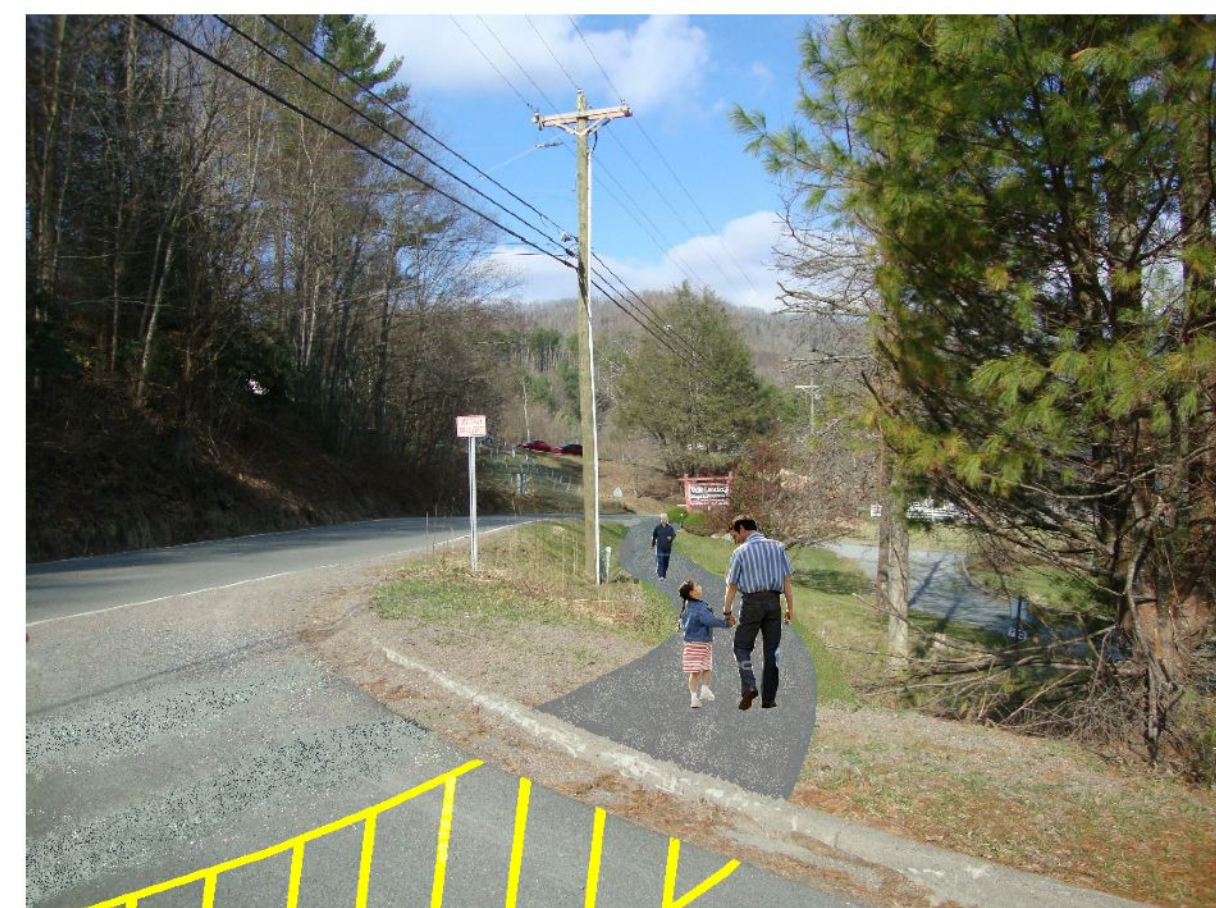




P-1



P-2



P-3



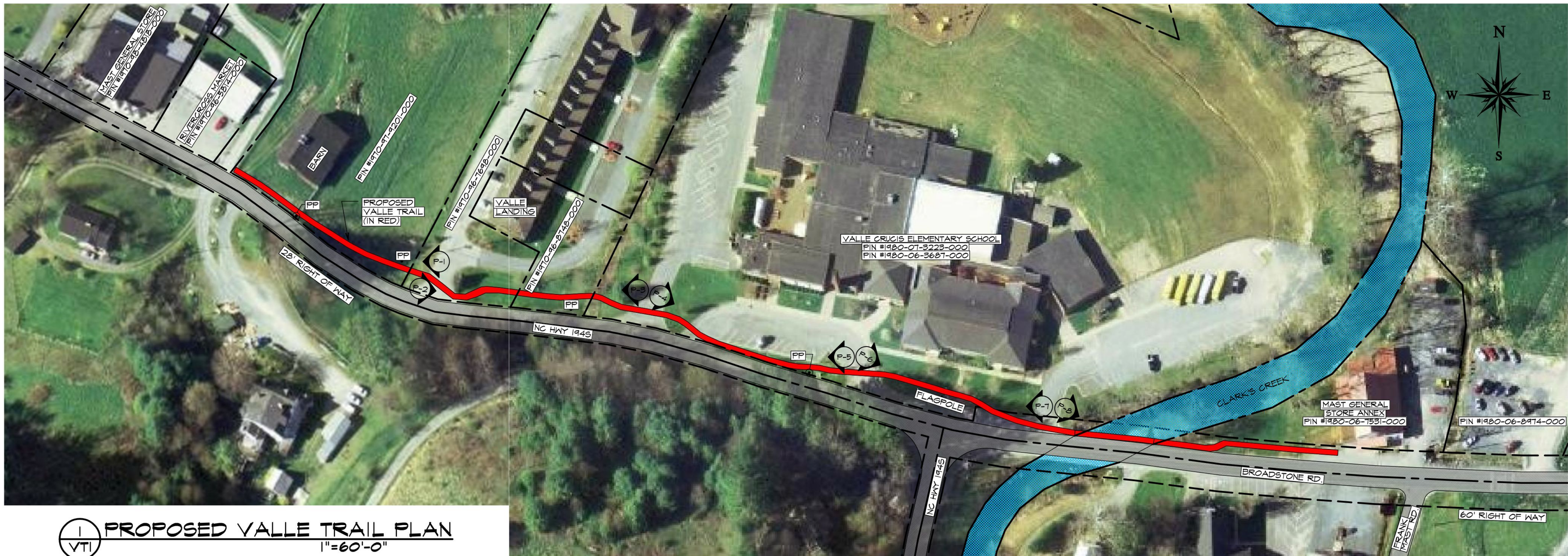
P-4



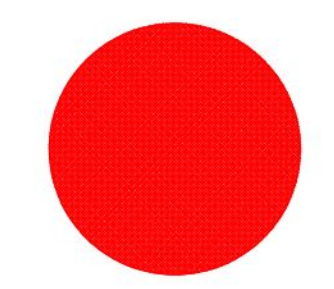
APPALACHIAN ARCHITECTURE, PA
BILL DIXON, NCARB
703 W. KING ST.
SUITE 201
BOONE, NC 28607
828 265 2405
FAX: 828 265 2406
WEBSITE: WWW.APPALARCH.COM

DATE: 5/25/11

REVISIONS:	
DATE:	
REV:	
BY:	



PROPOSED VALLE TRAIL PLAN
1"=60'-0"



CONCEPTUAL PLAN
VALLE TRAIL
PEDESTRIAN WALKWAY
VALLE CRUCIS, N.C.



P-5



P-6



P-7

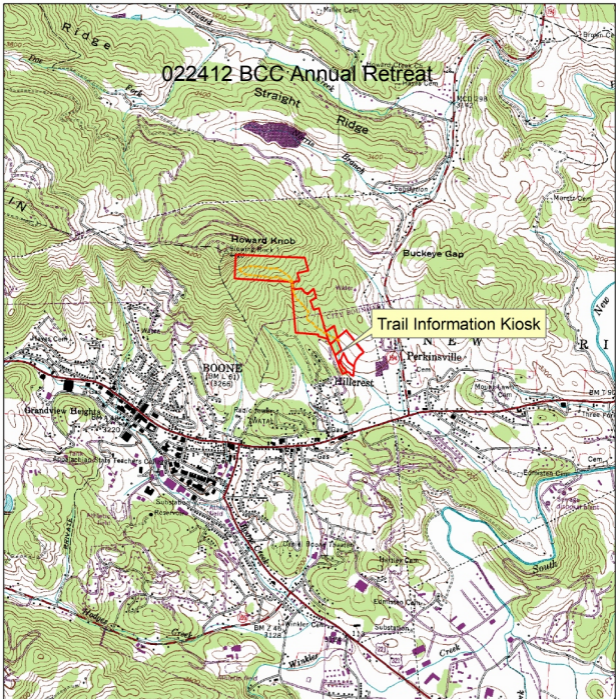


P-8

DRAWN BY: LB
CHECKED BY: BD



SHEET TITLE
VALLE TRAIL
OF

022412 BCC Annual Retreat



1:24,000 USGS Topographic Map

BUMC Trail Map

-  Trail
-  BUMC Parcels



0 1,500 3,000 Feet





To plan, develop, and ensure the stewardship of trails, greenways, and blueways throughout Watauga County, NC.

www.WataugaCountyPathways.org

February 7, 2012

Mr. Howell Cook
Chairman, Valle Crucis Community Council

Dear Mr. Howell Cook,

Watauga County Pathways is pleased to assist Valle Crucis Community Council efforts to realize a walking trail adjacent to Broadstone Road connecting the Mast General Store Annex and the Original Mast General Store.

The purpose of this letter is to confirm our commitment to this project and to outline four steps and the estimated costs necessary for completing this project:

I. Secure a *Letter of Intent* from property owners

Brenda Benning has been assisting with obtaining letters from landowners stating their willingness to provide a legal public trail easement. I recently met with NCDOT onsite and they have expressed a verbal endorsement for the project. I will request a written endorsement from NCDOT after all other letters are secured. I presented in fall 2011 to the Watauga County Board of Education concerning the need for an easement at Valle Crucis Elementary School, but I've yet to hear back from them. I will follow-up on this.

II. Survey and record trail easements from landowners

Watauga County Pathways will facilitate the legal recording of the trail easements. Ideally, Watauga County will hold the easement, thus insuring the trail without any expense to Pathways. However, if the Watauga County Board of Commissioners is not favorable, the Pathways board has agreed to hold the easement. This request to the Watauga County Board of Commissioners should not be made until all letters of intent are secured. I estimate that survey and legal expenses will cost approximately \$8-\$10K (this includes some pre-design work to ensure that the trail is appropriately placed).

III. Engineering, design, and permitting

A full set of construction drawings will need to be developed. In addition, an erosion control permit will need to be secured from Watauga County or the state environmental office (if Watauga County holds the easement, then a permit will need to be secured from the state; if

Pathways holds the easement, then the permit will need to be secured from Watauga County). These plans will be used to formally bid the construction work. I estimate the cost for this phase, including the pedestrian bridge design, to be approximately \$35,000.

IV. Construction

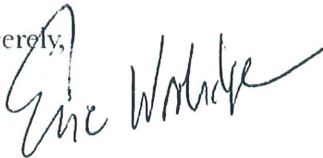
To construct the approximately 1,400' long, 10' wide paved walking and biking trail, I estimate construction, not including the bridge, to be approximately \$90,000. However, Watauga County forces might be able to assist with a portion of this work, thereby significantly reducing costs. After the Letters of Intent are secured, and when I ask the Watauga County Board of Commissioners if they are willing to hold the easements, I will also request that they dedicate county labor and equipment toward the project. I estimate the bridge construction costs at approximately \$125,000.

Total Estimated Costs:

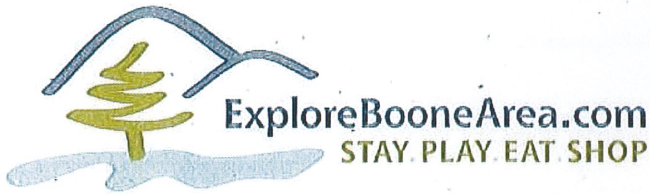
Phase I:	-0-
Phase II:	\$10,000
Phase III:	\$35,000
Phase IV:	<u>\$215,000</u>
Total:	\$260,000

Again, Watauga County Pathways is looking forward to assisting the Valle Crucis Community Council in the planning and development of this important project.

Please call should you have any questions.

Sincerely,


Eric Woolridge
Board Member, Watauga County Pathways, Inc.
Tourism Planner, Watauga County Tourism Development Authority
o: 828.266.1345
c: 828.719.1109



February 6, 2012

Captain Kelly Redmon
Watauga County Sheriff's Office
184 Hodges Gap Road
Boone, NC 28607

Dear Captain Kelly Redmon,

I enjoyed our phone conversation last Thursday concerning the need to develop a formal trail connector linking the Boone Greenway at Casey Lane, and Brook Hollow Road.

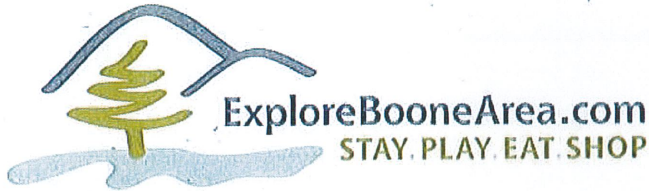
For the last several years this project has been a priority for the Watauga County Tourism Development Authority, Watauga County Pathways, and the Boone Greenway Committee. While our primary goal for establishing this connector has been to *increase greenway accessibility* to the Hospitality House, Hunger Coalition, and various Brook Hollow Road neighborhoods, it is now apparent that *public safety* is now a foremost concern for creating this linkage. I was surprised to hear from you the apparent degree of vagrancy that has developed within this area.

As multi-use greenway trail research indicates, these trails become "self policing" due to the consistency of public traffic. Also, as you mentioned, this effort seems ideal for implementing a "weed and seed" policing tactic by which we can change behavior through implementing positive environmental change.

As I expressed in our phone conversation, the primary obstacle we have experienced in developing this trail connector, and the first required step, has been obtaining a trail easement from the landowner, Southern Agriculture.

Watauga County Tourism Development Authority

815 West King Street • Boone, North Carolina • 28607 • p: 828.266.1345 • tda@ExploreBooneArea.com



Captain Redmon, we welcome your assistance in negotiating with the Southern Agriculture the provision of a 20' wide and approximately 350' long trail easement for the purpose of installing a 10' wide multi-purpose public greenway trail. With your help, we hope to both improve greenway accessibility to the Brook Hollow Road community as well as increase public safety within this vulnerable area of our community.

I've attached a general map of the area. Please call should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'Eric Woolridge', with a long horizontal line extending to the right.

Eric Woolridge, AICP

Tourism Planner

Watauga County and Boone Tourism Development Authorities

Office: 828.266.1345

Cell: 828.719.1109

Cc:

Deron Geouge, Watauga County Manager

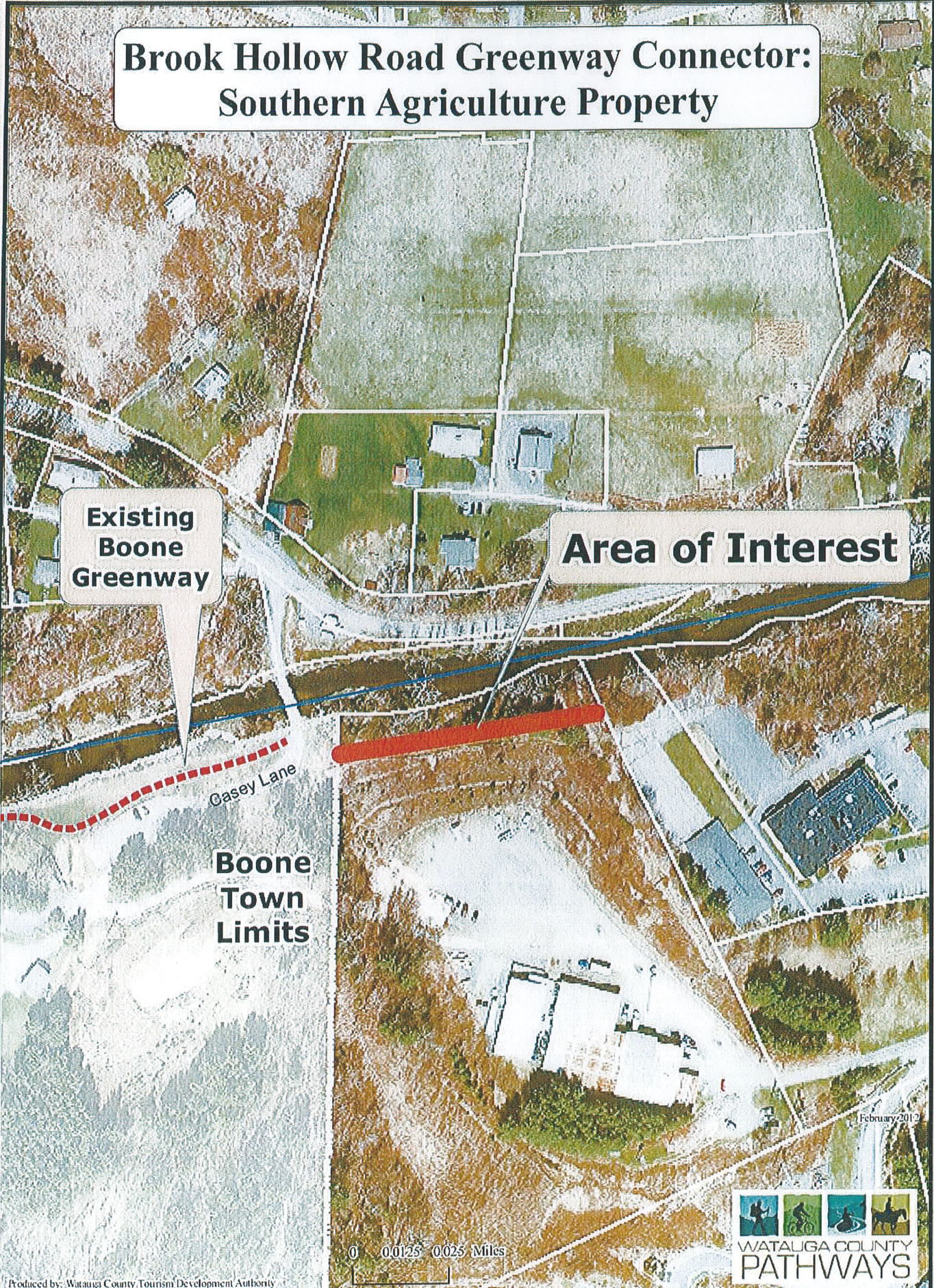
Joe Furman, Watauga County Planning Director

Stephen Poulos, Watauga County Recreation Director

Blake Brown, Town of Boone Public Works Director

Jane Shook, Town of Boone Planner

Brook Hollow Road Greenway Connector: Southern Agriculture Property



**Existing
Boone
Greenway**

Area of Interest

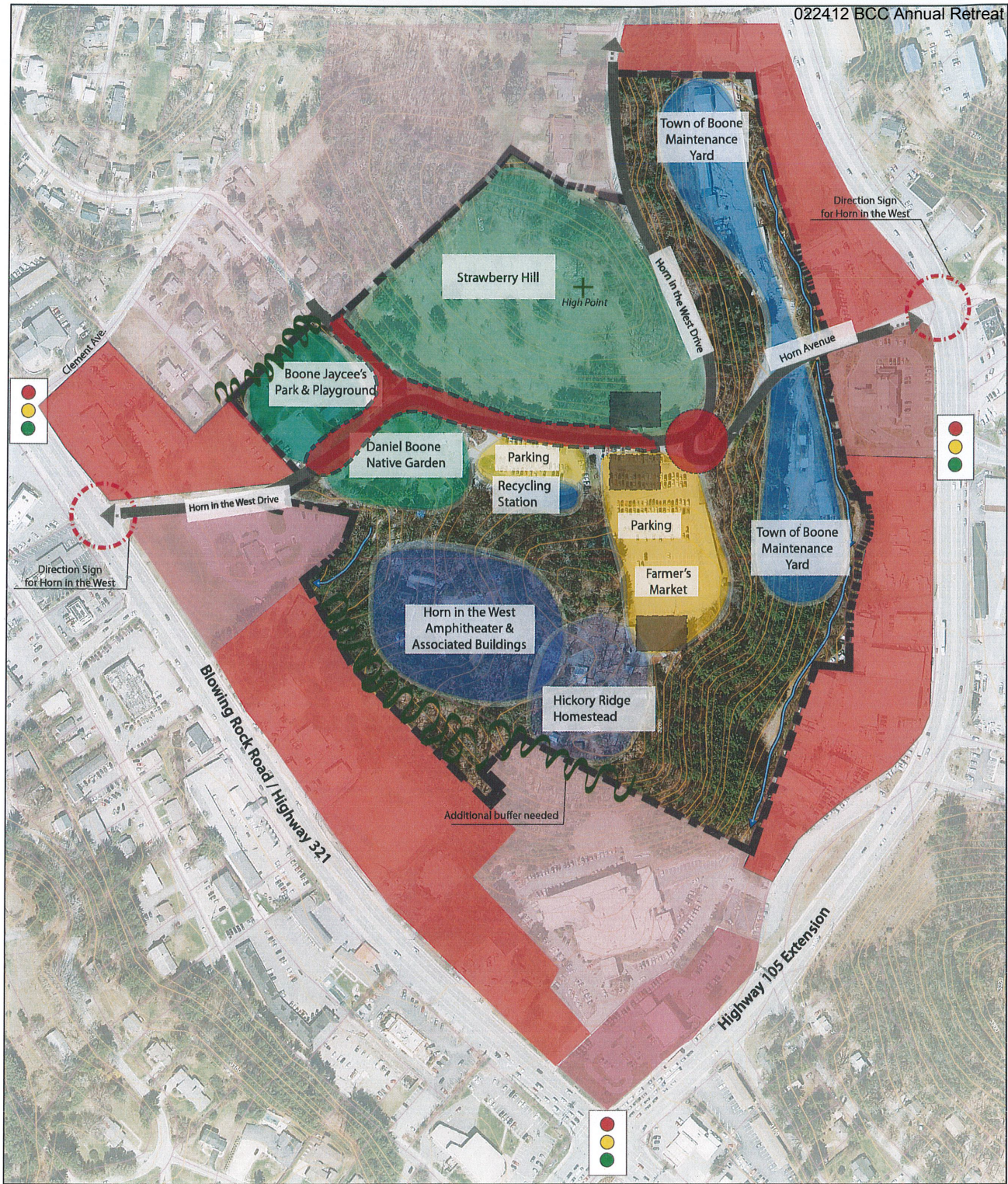
Casey Lane

**Boone
Town
Limits**

February 2012

0 0.0125 0.025 Miles





Daniel Boone Park Boone, North Carolina
Where Boone Tells Its Story! | **Framework Plan** January 30, 2012



	Project Extents		Park space with low use intensity
	Primary Gateway		Park space with medium use intensity
	Un-named Tributary to Boone Creek		Park space with high use intensity
	Existing Tree Canopy		Horn in the West medium use intensity
	Additional Buffer Needed		Horn in the West high use intensity
	Conflict Zone		Parking with high use intensity
	Potential Building Site		Use by Town of Boone
	Stop Light		Neighboring land use with low susceptibility to change
			Neighboring land use with medium susceptibility to change
			Neighboring land use with high susceptibility to change

Legend



Creating Compelling Environments to Live, Work, and Play 125

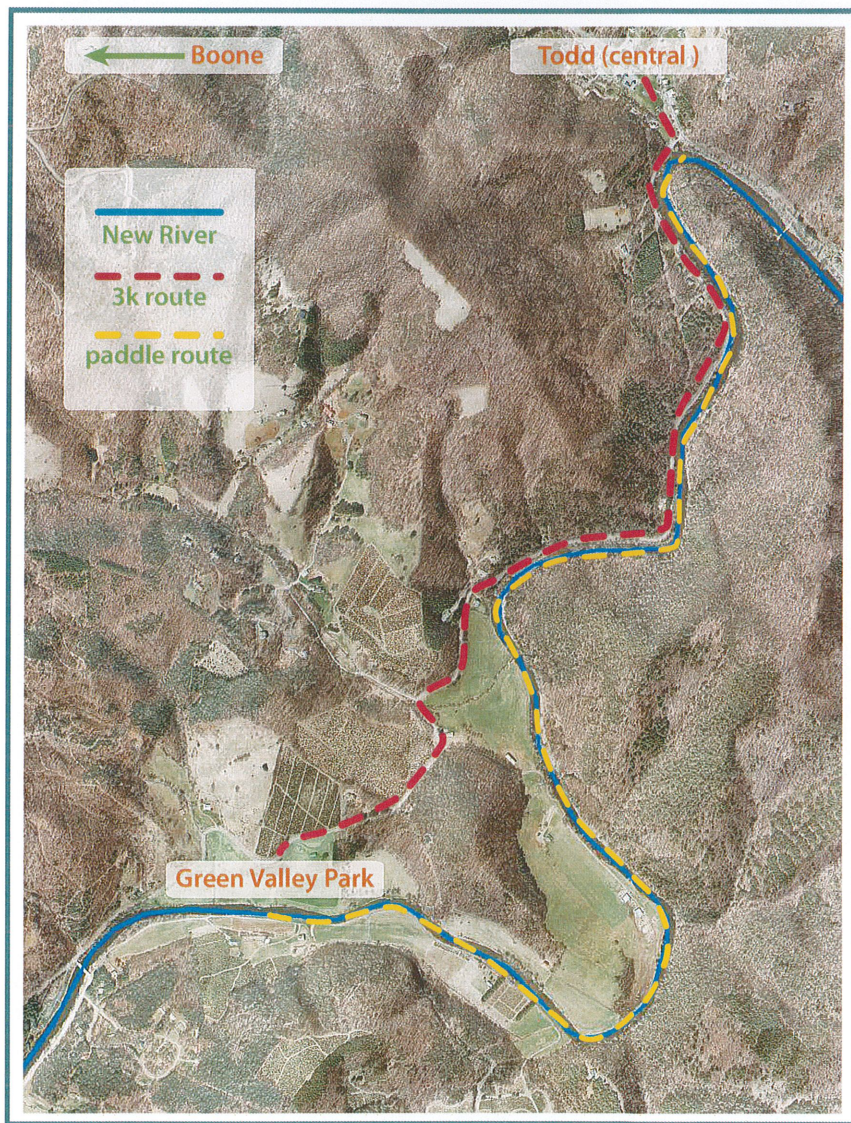
WATAUGA COUNTY PATHWAYS

022412 BCC Annual Retreat

presents the 1st annual



3K RUN & RIVER PADDLE CHALLENGE



a benefit for



WATAUGA COUNTY
PATHWAYS

mission

Plan, develop, and ensure the stewardship of trails, greenways, and blueways throughout Watauga County, North Carolina

with support from



TCPO
Todd Community 126
Preservation Organization

CONSOLIDATED DISPATCH BUDGET

COMMUNICATIONS BUDGET <i>Percent Split</i>	WATAUGA / BLOWING			WATAUGA / BOONE			COMPLETE CONSOLIDATION			
	BUDGET	WATAUGA	BLOWING ROCK	BUDGET	WATAUGA	BOONE	BUDGET	WATAUGA	BOONE	BLOWING ROCK
		74%	26%		55%	45%		46%	38%	16%
SALARIES	509,339	377,505	131,834	647,675	354,602	293,073	748,838	344,181	284,461	120,196
BENEFITS	213,313	158,100	55,213	272,626	28,368	23,446	316,573	27,534	22,757	9,616
UNIFORMS	1,500	1,112	388	2,300	1,259	1,041	2,300	1,057	874	369
OTHER SUPPLIES	1,500	1,112	388	2,500	1,369	1,131	2,500	1,149	950	401
DCI	1,500	1,112	388	1,500	821	679	1,500	689	570	241
TRAVEL-MILEAGE	500	371	129	800	438	362	800	368	304	128
TRAVEL-SUBSISTENCE	900	667	233	1,500	821	679	1,500	689	570	241
TELEPHONE SERVICE	15,750	11,673	4,077	15,750	8,623	7,127	15,750	7,239	5,983	2,528
VEHICLE FUEL/MAINT & REPAIRS	5,500	4,076	1,424	5,500	3,011	2,489	5,500	2,528	2,089	883
MAINT.& REPAIR-EQUIPMENT	10,000	7,412	2,588	10,000	5,475	4,525	10,000	4,596	3,799	1,605
EMPLOYEE TRAINING	1,300	964	336	2,000	1,095	905	2,000	919	760	321
DRUG TESTING	135	100	35	300	164	136	300	138	114	48
SERVICE/MAINT. CONTRACTS	7,500	5,559	1,941	7,500	4,106	3,394	7,500	3,447	2,849	1,204
DUES AND SUBSCRIPTIONS	300	222	78	500	274	226	500	230	190	80
MISC.-EXPENSE	250	185	65	350	192	158	350	161	133	56
CAPITAL OUTLAY FURN & EQUIP	2,000	1,482	518	2,000	1,095	905	2,000	919	760	321
TOTAL EXPENDITURES	\$771,287	\$571,652	\$199,635	\$972,801	411,714	340,275	\$1,117,911	\$395,845	\$327,161	\$138,239
TOTAL EMPLOYEES										
Full-time	14			18			21			

Note* Budget percentages are based on CAD call numbers collected from County and each Municipality

CAD CALL DATA

WATAUGA COUNTY					TOWN OF BOONE					TOWN OF BLOWING ROCK				
2011 (To Date)	2010	2009	2008	3 Year Total	2011 (To Date)	2010	2009	2008	3 Year Total	2011 (To Date)	2010	2009	2008	3 Year Total
Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.	Admin.
54,891	79,311	85,445	89,994	254,750	46,644	60,521	69,080	70,636	200,237	1,693	2,246	2,063	1,736	6,045
911	911	911	911	911	911	911	911	911	911	911	911	911	911	911
11,877	12,641	13,192	13,149	38,982	7,293	7,655	7,918	8,088	23,661	131	234	281	333	848
CAD	CAD	CAD	CAD	CAD	CAD	CAD	CAD	CAD	CAD	CAD	CAD	CAD	CAD	CAD
24,478	27,643	28,396	25,453	81,492	20,366	23,099	23,860	20,393	67,352	10,591	8,262	11,112	9,085	28,459
TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL
91,246	119,595	127,033	128,596	375,224	74,303	91,275	100,858	99,117	291,250	12,415	10,742	13,456	11,154	35,352
CAD CALL TOTALS FOR THREE YEAR PERIOD (2008 TO 2010) / PERCENTAGE OF CALLS FOR CONSOLIDATED DISPATCH														
TOTAL CONSOLIDATION				Watauga	Boone	Blowing Rock								
All CAD Calls		177,303		81,492	67,352	28,459								
Percentages		100%		46%	38%	16%								
Portion of Director Position Salary (Based on CAD percentages for 60,000)				27,577	22,792	9,631								
PARTIAL CONSOLIDATION				Watauga		Blowing Rock								
All CAD Calls		109,951		81,492		28,459								
Percentages		100%		74%		26%								
Portion of Director Position Salary (Based on CAD percentages for 60,000)				44,470		15,530								
PARTIAL CONSOLIDATION				Watauga	Boone									
All CAD Calls		148,844		81,492	67,352									
Percentages		100%		55%	45%									
Portion of Director Position Salary (Based on CAD percentages for 60,000)				\$32,850	\$27,150									

CALCULATION OF HOURS AVAILABLE PER DISPATCHER FOR A 24 HOUR DISPATCH CENTER

Days in Year:	365
Less Days Off:	
Weekends (2 days per week/ 52 week period)	104
Paid Holidays Off (11 to 12 depending on which day of the week Christmas falls on)	11
Vacation Leave	15
Training Days (out of office)	5
Sick Leave	12
Total Days Off per Year	147
Days available to work	218
8 Hour work days	8
Hours available to work	1744
Staffing Ratio per 24 period	5

Note* Leave numbers are calculated based on an employee with a minimum of 5 years of service.

BUDGET INFORMATION FOR CONSOLIDATED DISPATCH IN WATAUGA COUNTY

	TOTAL BUDGET FY 11-12	BUILDING COSTS	SALARY RANGE		Number of Positions	STAFFING LEVELS	TOTAL NUMBER OF CALLS / ENTRIES			
			Job Title				2011 To Date	2010	2009	2008
WATAUGA COUNTY	\$537,147.00	\$14,708.50	Telecommunicator I	30,602 - 47,433	1 FTE	(See Attached Chart) Mon-Fri, 3 to 4 telecommunicators work during busiest times and 2 telecommunicators during slower times. Sat. and Sun 2 telecommunicators all day.	Admin.	Admin.	Admin.	Admin.
	\$306,518 - Special Revenue Funds, only received by Watauga County and Town of Boone		Telecommunicator II	31,979 - 49,568	6 FTE		54,891	79,311	85,445	89,994
			Telecommunicator Supervisor	33,418 - 51,798	2 FTE		911	911	911	911
			Chief Telecommunicator	34,923 - 54,131	1 FTE		11,877	12,641	13,192	13,149
							CAD	CAD	CAD	CAD
			Total Communications Salary	\$353,785	10 FTE		24,478	27,643	28,396	25,453
TOWN OF BOONE	\$480,049.00	\$8,696.00	Telecommunicator	29,719 - 44,579	6 FTE, 1 PTE	Two dispatchers work during the busiest times of day and one at all other times.	Admin.	Admin.	Admin.	Admin.
	\$131,717 - Special Revenue Funds, only received by Watauga County and Town of Boone		Sr. Telecommunicator	31,205 - 46,808			46,644	60,521	69,080	70,636
			Communications/Records Sup.	39,827 - 59,740	1 FTE		911	911	911	911
			Administrative Support/Records	29,719 - 44,579	1 FTE		7,293	7,655	7,918	8,088
							CAD	CAD	CAD	CAD
			Total Communications Salary	\$280,774	8 FTE, 1 PTE		20,366	23,099	23,860	20,393
TOWN OF BLOWING ROCK	\$261,636.00	\$10,141.00	Telecommunicator I	24,370 - 33,640	1 FTE, 1 PTE	One dispatcher is on duty at all times.	Admin.	Admin.	Admin.	Admin.
			Police Communications Asst. Dir.	25,590 - 35,320	1 FTE		1,693	2,246	2,063	1,736
			Police Communications Director	26,870 - 37,085	1 FTE		911	911	911	911
							131	234	281	333
							CAD	CAD	CAD	CAD
			Total Communications Salary	\$121,550	3 FTE, 1 PTE		10,591	8,262	11,112	9,085
ASU	N/A	N/A	Public Safety Telecommunicators	28,100 - 32,179	5 FTE	8am-12am (2) telecommunicators, 12am- 7am (1) telecommunicator.	44,967	47,644	48,498	47,097
			Public Safety Supervisor	35,000	1 FTE					
			Total Communications Salary	\$185,627	6 FTE		Number of Calls for Service			

Note* Due to their geographic location the Town of Beech Mountain would not participate in a consolidated Public Safety Answering Point (PSAP).

Note* ASU Police Department is not interested in consolidated dispatch. ASU is not a 911 call center. The ASU call center is responsible for dispatch of campus police, and they also dispatch numerous administrative type services and other university functions; which must be routed through the ASU dispatch center no matter how their police calls are dispatched. For this reason ASU must have a dispatcher on campus 24/7 and would not participate in a consolidated Public Safety Answering Point (PSAP).

CURRENT COMMUNICATION STAFF LEVELS

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
1am	x x	x x	x x	x x	x x	x x	x x
2am	x x	x x	x x	x	x x	x x	x x
3am	x	x	x	x	x x	x x	x x
4am	x	x	x	x	x x	x x	x x
5am	x	x	x	x	x x	x x	x x
6am	x x x	x x x	x x x	x x x	x x	x x	x x
7am	x x x	x x x	x x x	x x x	x x	x x	x x
8am	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
9am	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
10am	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
11am	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
12pm	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
1pm	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
2pm	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
3pm	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
4pm	x x x x	x x x x	x x x x	x x x x	x x	x x	x x
5pm	x x	x x	x x	x x	x x	x x	x x
6pm	x x	x x	x x	x x	x x	x x	x x
7pm	x x	x x	x x	x x	x x	x x	x x
8pm	x x	x x	x x	x x	x x	x x	x x
9pm	x x	x x	x x	x x	x x	x x	x x
10pm	x x	x x	x x	x x	x x	x x	x x
11pm	x x	x x	x x	x x	x x	x x	x x
12am	x x	x x	x x	x x	x x	x x	x x

Watauga County
 Town of Boone
 Town of Blowing Rock

x
 x *Note: 2 staff on duty 65% of the time.
 x