### 2008 REVENUE: Ad Valorem Results

Henderson County Board of Commissioners
1 June 2009

Stan C. Duncan
County Assessor & Interim Tax Collector

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### 2008 Tax Base / Revenue Recap

2008 Tax Base Projection: \$ 12,880,000,000

Tax Rate (decimal equivalent): x .00462

Gross Potential Revenue: \$ 59,505,600

Required Rate of Collection: x 97%

Budgeted Revenue: \$ 57,720,432

Source: 2008 Budget Ordinance as Adopted 2 June 2008

### The 2008 Collection Charge

### **Tax Base Projection**

**Annual Billing:** 

**Monthly Billing** 

Real Property

Registered MV's

Pers. Property

**Public Utilities** 

\$ 11,950,000,000

\$ 930,000,000

**Expected Revenues / Collections Required** 

\$ 53,552,730.

\$ 4,167,702.00

### 2008-09 FY Tax Collections

**Budgeted Revenue:** 

\$ 57,720,432.00

Collections (as of 30 May 2009):

\$ 57,740,991.70

**Budgeted Delinquent Collections:** 

\$ 1,305,000.00

Delinquent Collections (as of 30 May 2009): \$

1,350,979.87

### 2008-09 FY Tax Collections

Budgeted Revenue: \$ 57,720,432.00

 Annual Billing
 53,552,730.00

 Registered MV's
 4,167,702.00

Collections (as of 30 May 2009): \$ 57,740,991.70

 Annual Billing
 54,234,794.60

 Registered MV's
 3,506,197.10

### 2008-09 FY Tax Collections

Actions Taken To-date Against 2008 Delinquent Accounts:

Voluntary Payment: \$ 237,495.42

Wage Garnishment: (25) 9,106.29

Bank Attachment: (621) 951,226.92

Debt SetOff: (1,355) 137,272.81

Foreclosure: (3) 2,652.95

Payment Arrangements: (78) 13,225.48

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### **NEXT Up; the 2009 Tax Base**

"It is very difficult to make an accurate prediction, especially about the future."

Niels Bohr, Danish Physicist & Nobel Laureate (1885 - 1962)

"The future ain't what it used to be"

Yogi Berra, American Philosopher (1925 - )

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### The 2009 Tax Base

**Statutory Authority:** 

"The North Carolina General Assembly, and no one else, determines how property in this State should be valued for purposes of ad valorem taxation."

In re AMP, Inc., 287 N.C. 547, 215 E.E.2d 752 (1975)

The role of the assessor's office is to provide a well-founded tax base estimate on which the board of commissioners can rely in setting a tax rate to meet budgetary needs.

### 2009 Tax Base Valuation Dates

- 1 January 2007 Real Property; land, all pre-existing structures (including some mobile homes), and all new construction as of its percentage of completion on 1-1-2009.
- 1 January <u>2009/2010</u> Registered Motor Vehicles; all licensed (tagged) motor vehicles. Valuation for registrations & renewals in March 2009 through August 2009, based on 1-1-2009. Valuations for September 2009 through February 2010 registrations & renewals based on 1-1-2010.

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### 2009 Tax Base Valuation Dates

- 1 January <u>2009</u> Personal Property; unregistered (untagged) motor vehicles, all watercraft and aircraft, and all personal property used in the production of income (Business-Personal Property; machinery & equipment, furniture & fixtures, computers, and supplies).
- 1 January <u>2009</u> Public Service Property; all utilities and regulated companies, listed, appraised, and assessed by the NC Department of Revenue, and certified to all NC taxing jurisdictions annually in September.

### **Comparative 2008 Tax Base Data**

### By County Population (+/- 10%; 91,930 – 112,360):

COUNTY	POPULATION	TAX BASE (Billions)	TAX RATE
Brunswick (Beach, near Wilmington)	102,000	\$95.2 (2007)	\$.305
Burke (Morganton)	89,000	\$ 6.645 (2007)	.52
Cleveland (Shelby)	97,121	\$ 6.335 (2008)	.58
Craven (New Bern)	96,746	\$ 6.693 (2009)	.61
Harnett (Lillington)	108,100	\$ 5.651 (2009)	.735
Henderson	102,142	\$12.880 (2007)	.462
Nash (near Rocky Mount)	92,915	\$ 5.988 (2009)	.70
Rockingham (near G'boro)	92,421	\$ no data (2009)	.705
Wayne (Goldsboro)	114,000	\$ 5.603 (2003)	.764

Sources: NCACC 2008-09 Tax Rate Survey & UNC-CH, SOG County Pop. & Tax Base Survey Data as of Jan. 2009

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### **Comparative 2008 Tax Base Data**

### By County Tax Base in Billions (+/- 10%; \$11.5 - 14.2 Billion):

COUNTY	POPULATION	TAX BASE (Billions)	TAX RATE
Alamance (Burlington)	141,466	\$10.979 (2009)	\$.58
Catawba (Hickory)	151,000	\$13.481 (2007)	.535
Gaston (Gastonia)	197,200	\$14.537 (2007)	.835
Henderson	102,142	\$12.880 (2007)	.462
Moore (S. Pines/Pinehurst)	84,492	\$10.554 (2007)	.479
Onslow (Jacksonville)	169,466	\$11.621 (2006)	.503
Orange (Chapel Hill)	127,344	\$12.580 (2009)	.998
Pitt (Greenville)	146,403	\$11.267 (2008)	.665
Rowan (Salisbury)	137,383	\$11.631 (2007)	.595

Sources: NCACC 2008-09 Tax Rate Survey & UNC-CH, SOG County Pop. & Tax Base Survey Data as of Jan. 2009

### **Comparative 2008 Tax Base Data**

### Adjoining / Near-by Counties (Tax Base in Billions):

COUNTY	POPULATION	TAX BASE (Billions)	TAX RATE
Buncombe (Asheville)	220,000	\$ no data (2010)	\$.525
Polk (Columbus)	19,402	\$ 1.945 (2008)	.68
Rutherford (Rutherfordton)	63,687	\$ no data (2007)	.53
Haywood (Waynesville)	74,375	\$ 6.392 (2006)	.497
Henderson	102,142	\$12.880 (2007)	.462
Jackson (Sylva)	36,245	\$ no data (2008)	.28
McDowell (Marion)	43,000	\$ 3.019 (2003)	.55
Transylvania (Brevard)	30,760	\$ 3.391 (2009)	.54

Sources: NCACC 2008-09 Tax Rate Survey & UNC-CH, SOG County Pop. & Tax Base Survey Data as of Jan. 2009

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### **Real Property Considerations**

### Comparing Calendar Year 2007 and 2008:

New Residential Units: Down 64% (444 in 2008 vs. 1,239 in 2007)
 New Commercial Units: Down 47% (68 in 2008 vs. 128 in 2007)
 Residential Remodeling: Down 11% (573 in 2008 vs. 645 in 2007)
 Commercial Remodeling: Down 3% (213 in 2008 vs. 220 in 2007)

Comparing # of Permits & Declared Valuations for 1st 4 months of 2009 versus prior years:

	2007	2008	2009
# of Permits:	31% Increase	31% DECREASE	34% DECREASE
Declared Value:	40% Increase	13% Increase	73% DECREASE

Source: Henderson County Permit Report

### **Real Property Considerations**

### Continuing Expansion of Tax Relief Programs:

### Since January 1st:

•	Telephone calls answered or returned:	over 1	,152
•	Assist in person in the office:	over	402
•	Applications still to finalize & process:	over	77
•	Applications not yet returned for processing:	over	150
•	New Veterans Programs processed:		62
•	Contact with applicants denied in 2008:		41
0	All other types of exemptions processed:		48
0	All other types of exemption applications to process:		11
٠	TOTAL reduction to 2009 Tax Base above 2008: over	\$ 14 575	000

NOTE: Deadline for timely application is June 1, 2009

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### **Registered Motor Vehicles**

### 2008-09 Record:

- Number of Vehicles being assessed is DOWN 13.4%
  - Number of new cars and used cars sold is down.
  - Change to \$5 minimum tax bill reduced the number of vehicles assessed.
  - Trading in 2 for 1 at time of purchase.
  - Removing tags and reducing annual expenses (turning in tag, insurance, annual cost of driving in fuel, tires, general maintenance).
- Assessed Valuation is DOWN 4.72%
  - Generally, the sales prices of cars sold are down.
  - Some new 2008 models still available on market at reduced prices.
  - 2009-10 projection is at the 2003-04 level.

### **Personal Property Considerations**

### For 2009-10:

- Business-Personal Property
  - Thus far, \$20,600,000 removed from the 2009 Tax Base from 605 Business-Personal Property Listings either re-structured or determined to be Out-of-Business during calendar year 2008.
  - As enterprises go out-of-business, their vacancy in the market is not immediately replaced.
- Individual Personal Property
  - Job losses translate into less expendable income for purchasing of new mobile homes (to be located on leased land), aircraft and watercraft.

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### **Public Service Property**

### 2 February 2009 email from William Wilkes at NC DOR advised:

...the current economic crisis is also adversely affecting our public service companies. I've spoken with several of our larger PSC's tying to get an idea from each on how negatively they've been affected by this downturn and how different their PSC financial statements will look in comparison to the prior years.

It's impossible for me [to] provide you with anything concrete at this time since these companies haven't filed their 2009 PSC report, however, the majority have communicated to me that "gross investment" is flat and "gross revenue" is down from last year. These are two key indicators that I look at to forecast what a company's appraisal will look like even before they file.

I would suggest being conservative with your 2009/2010 public service company projections, if possible. I should have a better idea the first part of May if you wish to contact me.

### The General Assembly...

S1878, ratified 18 July 2008 and effective for 1 January 2009, mandated the manner of appraisal & assessment for certain IRS Section 42 (low income housing) properties:

Property:	2008 Assm't	2009 Assm't
Parkside Commons:	\$ 1,519,900	\$ 811,500
Sugar Hill:	2,248,900	968,400
Highland View:	1,802,100	808,600
Parkview:	1,513,500	700,600
Hillside Commons:	1,570,600	1,096,300
Cedar Bluffs:	4,353,100	2,049,900
TOTALS:	\$ 13,008,100	\$ 6,435,300

NET EFFECT: \$6,572,800 Removed from the Real Property Base for 2009.

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### **Cumulative Effect...**

### Downward Shift -

•	\$1878 — Change in Appraising Low Income	\$ 6,572,800
•	Out-of-Business / Reorganization	\$ 20,600,000
•	Reduction in RMV's for 2008	\$ 43,232,700
	(Possibly another \$100,000,000 reduction for 2009)	
•	Additional Tax Relief for Elderly/Disabled	\$ 11,391,200
•	Additional Tax Relief for Veterans	\$ 2,360,700
	(Possible increase in 2010 to \$5,247,600)	
•	Pending PTC Appeals	\$23,716,506

### **Cumulative Effect...**

### Downward Shift - No significant gains in 2008

Original Estimate as of 15 May 2008		Current for 2008 as of 15 May 2009
\$ 10,985,000,000	Real Property	\$ 11,027,205,000
930,000,000	Registered Motor Vehicles	872,067,000
765,000,000	Personal Property	813,386,000
200,000,000	Public Service Co.'s	198,684,000
\$ 12,880,000,000		\$ 12,911,343,000

Currently, only \$31,295,000 above 2008 estimate of \$12.88 Billion (.24 of 1%)

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### **Cumulative Effect...**

### Downward Shift - No significant gains in 2008

Original Estimate as of 15 May 2008		Current for 2008 as of 15 May 2009	% Diff.
\$ 10,985,000,000	Real Property	\$ 11,027,205,000	.38%
930,000,000	Registered MV's	872,067,000	6.23%
765,000,000	Personal Property	813,386,000	6.32%
200,000,000	Public Service Co.'s	198,684,000	.66%
\$ 12,880,000,000		\$ 12,911,343,000	.24%

Currently, only \$31,295,000 above 2008 estimate of \$12.88 Billion (.24 of 1%)

### **Cumulative Effect...**

### Downward Shift - Essentially Flat For 2009

Estimate 15 May 2008		Estimate 15 May 2009
\$ 10,985,000,000	Real Property	\$ 11,270,000,000
930,000,000	Registered Motor Vehicles	750,000,000
765,000,000	Personal Property	735,000,000
200,000,000	Public Service Co.'s	165,000,000
\$ 12,880,000,000		\$ 12,920,000,000

Current Estimate only \$40 Million above 2008 Base of \$12.88 Billion (.31 of 1% growth)

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### **Cumulative Effect...**

### Downward Shift - Essentially Flat From 2008

Est. 15 January 2009		Estimate 15 May 2009
\$ 11,250,000,000	Real Property	\$ 11,270,000,000
820,000,000	Registered Motor Vehicles	750,000,000
750,000,000	Personal Property	735,000,000
180,000,000	Public Service Co.'s	165,000,000
\$ 13.000.000,000		\$ 12,920,000,000

Current Estimate only \$40 Million above 2008 Base of \$12.88 Billion (.31 of 1% growth)

### 2009 Tax Base / Revenue Projection

2009 Tax Base Projection: \$ 12,905,000,000

Tax Rate (decimal equivalent): x .00462

Gross Potential Revenue: \$ 59,621,100

Required Rate of Collection: x 97%

Budgeted Revenue: \$ 57,832,467

Source: 2009 Budget Ordinance as Proposed by S. Wyatt

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### The 2009 Collection Charge

### **Tax Base Projection**

Annual Billing: Monthly Billing

Real Property Registered MV's

Pers. Property

Public Utilities \$ 12,155,000,000 \$ 750,000,000

Expected Revenues / Collections Required

\$ 54,471,417. \$ 3,361,050. \*\*

### Conclusion...

When considering the current economic outlook and the volatility of a fluctuating market,

I recommend accepting \$12,905,000,000 (as stated on page 10 of the County Manager's Proposed Budget), as a well-supported estimate of a reliable tax base on which to adopt a tax rate of \$.462 per \$100 assessed value.

# HENDERSON COUNTY – FY 2010 SCHOOLS FUNDING IMPACT FROM LOSS OF ADM FUNDS

(\$ 750,000)	5,618	\$ 32,265	\$ 33,015,618	Total
(\$ 750,000)	\$ 3,748,865 \$ 4,060,942 \$ 800,000 \$ 0 \$ 8,609,807	Ad valorem taxes: Restricted sales tax: Lottery funds: ADM funds: Total:	\$ 9,359,807	Debt Service
\$ 0	\$ 449,889 \$ 3,000,000	Ad valorem taxes: Loan Proceeds:	\$ 3,449,889	Capital Outlay
\$	\$ 20,205,922	Ad valorem taxes:	\$ 20,205,922	Current Expense
Variance	ticipated ues	FY 2010 Anticipated Revenues	FY 2010 Budgeted Expenditures	

2011 Forest Darke, State 115 • Columbia, SC 29204

803-765-2099 • FAX 803-771-4326

May 29, 2009

Mr. Steve Wyatt, County Manager Henderson County 100 North King Street Hendersonville, NC 28792-5097

Dear Steve:

As requested in our recent meeting, we are providing proposals for assisting the County with the management of your Capital Improvement Program. As we discussed, we are proposing three options for your consideration:

- Owner Representation by providing a Project Manager for two or possibly three days a week to protect the County's interest on their building projects;
- 2. To implement a **Cost Management Program** to both reduce and control building costs; and
- 3. To provide complete **Construction Program Management Services** and assume the overall management responsibility for the building program.

### **OWNER REPRESENTATION SERVICES**

Provide a highly qualified Project Manager who is acceptable to the County and is qualified to provide all of the duties listed in the attachment entitled "Description of Owner Representation Services". This individual will serve as your project consultant and devote an average of two or three days per week (at your option) to your building program. We offer this service for the following total cost:

Two days per week \$ 9,236 Three days per week 12,632

This cost includes all travel, secretarial support and report printing costs. In addition, it includes central office technical support for our Project Manager. Our Technical Services Division includes cost analysts and specialists in the various Technical Divisions. This staff will be available to support our Project Manager with any technical problems that may require additional assistance.

Mr. Steve Wyatt, County Manager Henderson County – May 29, 2009 Page 2

Our role will be to see that you get everything that you are paying for, that you do not pay more than you should. Our Project Manager serves as your advocate, completely committed to looking out for your interests and keeping you fully informed.

### COST MANAGEMENT PROGRAM

As a rule, if you do not reduce costs during the design phase, then you do not reduce costs. To effectively reduce costs and assure keeping the designs within their budgets, the Cost Management Program needs to be done during the design phase. For your program we are recommending the following services:

**Schematic Design Cost Review -** This is a review of the Architects design and schematic design estimate. It relates to evaluating options, providing value engineering input and making early decisions on major design systems such as structural, architectural, mechanical and electrical.

**Design Development Estimate** - The schematic design is largely conceptual and of necessity, usually includes a number of assumptions. At the end of the design development phase, the design is sufficiently complete and most of the assumptions have been eliminated. The design development estimate is a detailed quantity survey estimate which confirms where the project currently stands on cost and serves as the basis for the major value engineering review. This should be considered the most important estimate.

Major Value Engineering Review – This occurs at the completion of the design development phase and is an in-depth review of all aspects of the design. When changes are recommended to reduce costs that represent a change in quality, they are supported by a life cycle evaluation to show any impact on operating, maintenance, and replacement costs.

Mr. Steve Wyatt, County Manager Henderson County – May 29, 2009 Page 3

The cost of services for the various projects is as follows:

<u>Project</u>	Schematic	Design	Value
	Design	Development	Engineering
	<u>Review</u>	<u>Estimate</u>	<u>Review</u>
School Addition	\$ 4,838	\$ 7,497	\$ 5,927
Health Department	3,744	5,644	3,947
Law Enforcement Ctr.	<u>4,838</u>	<u>7,497</u>	5,927
Totals	\$ 13,420	\$ 20,638	\$ 15,801
Total For The Above Se Project Management E Cost Management Pro	During The Desigr	n Phase	\$ 49,859 11,179 (1) \$ 61,038

Note (1) If the County employs a Project Manager for two days a week during this period, this cost will not be required.

### **FULL CONSTRUCTION PROGRAM MANAGEMENT SERVICES**

Construction Control Corporation assumes the responsibility for the management and success of your building program. We manage the program, handle the problems and details while keeping you fully informed and bringing to you any questions or issues that require Owner decisions. We work as an extension of your staff. During Construction, we provide a full time on-site Senior Site Manager and full time on-site Clerk/Contract Administrator located in an office trailer on one of the construction sites. We assign a Senior Project Manager who will support the Senior Site Manager and visit the site every two weeks. The Project Manager will handle all reporting and see that all of our management procedures are being followed. The services are described in the enclosed document entitled "The Role Of The Construction Program Manager".

These services can be provided for at a cost of \$22,738 per month during the construction phase of the program. This fee-includes all Direct Cost, which are itemized on a separate enclosed sheet.

Mr. Steve Wyatt, County Manager Henderson County – May 29, 2009 Page 4

These fee estimates were prepared based on our experience with similar building programs and assumptions on what we believe it will take to do the job that you are looking for. We have not had the opportunity to review in detail with you, the services that we are proposing to provide. This of course should be the next step. It may be that you can provide some of the items that we have included in our Direct Cost Estimate.

Let me know if you have any questions or need any additional information

Yours very truly,

Lee R. McClure

President

LRM/ehh

### PROGRAM MANAGEMENT FEE CALCULATION

### HENDERSON COUNTY BUILDING PROGRAM

### CONSTRUCTION PHASE - DIRECT COST

ITEM	<u>UNITS</u>	RATE	COST
Initial Direct Costs:			
Computer Setup	2	\$ 1,000.00	\$ 2,000.00
Software	1	1,000.00	1,000.00
Fax Machine	1	200.00	200.00
Furniture	1	500.00	500.00
Copier	1	800.00	800.00
Total Initial Direct Cost (A Or	ne Time Expense)		\$ 4,500.00

### CONSTRUCTION PHASE MONTHLY COSTS

<u>ITEM</u>	<u>UNITS</u>	RATE	COST
Mileage – Site Manager	2924	\$ 0.48	\$1,403.52
Subsistence – Site Manager	1	787.00	787.00
Mileage – Project Manager	1120	0.48	537.60
Lodging – Project Manager	2	85.00	170.00
Meals – Project Manager	2	35.00	70.00
Office Supplies	1	50.00	50.00
Cleaning Supplies	1	30.00	30.00
Postage	1	50.00	50.00
Telephone Usage	1	60.00	60.00
Miscellaneous	1	50.00	50.00
Photos	1	25.00	25.00
Total Monthly Direct Cost			\$ 3,233.12(1)

Note (1) The Monthly Direct Costs have been included in the Monthly Proposal

### **HENDERSON COUNTY**

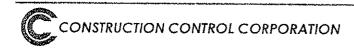
### DESCRIPTION OF OWNER REPRESENTATION SERVICES

### PROJECT MANAGEMENT SERVICES

- ► Construction Control Corporation shall furnish a Project Manager acceptable to the County who is capable of performing all of the duties listed in this section. The Project Manager shall work under the direction and control of the County and shall derive his authority from the County. The Project Manager shall act on and in behalf of the County. Construction Control Corporation will provide Central Office Technical Support for the Project Manager. The Project Manager will devote two days per week to the project during the construction phase.
- ▶ Report monthly to the County regarding the schedule, projected schedule, and issues affecting the schedule.
- ▶ Report monthly on the cost of the project, projected cost, and issues affecting the cost, including change orders and claims.
- ► Analyze all change orders, claims, and issues brought by the contractor or architect to be acted on by the County.
- ▶ Attend monthly job site meetings to review progress, discuss and help resolve problems, and coordinate the work.
- Monitor weekly interim job site meetings.
- Assist in expediting construction schedules.
- Monitor budgets.
- Monitor performance of contractors for adherence to contract procedures, schedules, and technical requirements.
- Assist the architect in monitoring the quality of construction.
- Assist with final closeout reports.
- Assist with warranty issues.
- Assist with claims negotiations.

### CCC'S SERVICES WILL SPECIFICALLY COVER MONITORING CONSTRUCTION FOR...

- ▶ Quality assurance
- Contractor compliance with contract documents
- Budget containment
- Schedule management
- Promoting the County's goals and requirements





### THE ROLE OF THE CONSTRUCTION PROGRAM MANAGER

The Construction Program Manager assists public owners with the management of their building programs. Serving as your agent, the Construction Program Manager provides overall administration and coordination, and is committed to serving the Owner's best interests. The following is a brief overview of the services typically provided by a professional Construction Program Manager. Keep in mind that these services are tailored to meet the specific requirements of each building program.

### PRE-DESIGN SERVICES

- Establish lines of authority and communications, operational procedures, and guidelines
- Analyze all existing program information
- Provide comprehensive existing facility survey
- Assist in establishing program and space requirements
- Assist in A/E selection
- Assist in site evaluations
- Provide conceptual estimates of the proposed work
- Provide an evaluation of the Owner's program, schedule, and construction budget
- Confirm/establish a total program budget
- Develop a total program schedule
- Develop a management schedule
- Develop a management plan
- Conduct a workshop to establish "The Owner's Preference and Problem Avoidance Program"
- Monitor and expedite Owner's survey consultants
- Implement a computer tracking program
- Develop and implement a management information system tailored to meet the Owner's requirements
- Utilize management schedule to expedite all activities

### **DESIGN PHASE SERVICES**

- Conduct "Pre-Design Project Analysis" workshop
- Develop and implement a system for continuous budget control through each design phase
- Consult with designers on construction methods and materials

- Provide security reviews of the architectural design to assure inclusion of features required to enhance security
- ▶ Provide trade-off, value engineering, and lifecycle studies
- ▶ Monitor Architect contracts for schedule adherence
- Provide prompt, current cost information for design decision making
- Provide cost estimate at each design phase, i.e., conceptual, schematic, design development, and contract documents
- Assist the Architect in keeping the budget and program in balance
  - Expedite information flow and resolve information constraints
  - Implement design change order procedures for approvals and documentation
  - Provide continuous reviews of plans and specifications for program compliance, budget adherence, completeness, and clarity
  - Develop a project phasing plan that minimizes interference with the ongoing school operations (if applicable)
  - Develop a safety plan that protects students, faculty, and visitors, and also incorporates the control of dust, gases, and noise (if applicable)
- Provide a constructibility study of the plans and specifications to minimize errors, omissions, and discrepancies
- Provide a procurement study and recommend the most advantageous packaging of construction contracts for bidding
- Develop a contracting plan that provides the most favorable cost to the Owner, meets all schedule requirements, and maximizes local, women, and minority business enterprise participation
- Evaluate the cost saving potential for the direct purchasing of materials and equipment
- ▶ Identify long lead items and assist in early purchasing
- Recommend general conditions and contract provisions for greater Owner rights and protection and for more effective Owner control of construction contract administration
- ▶ Provide a provisional construction schedule for issuance with specifications
- ▷ Provide for addenda control





- Coordinate and expedite all reviews and approvals
- Utilize management schedule to expedite all activities

### LOCAL AND MINORITY PARTICIPATION PROGRAM

- ▶ Design a local and minority program as an integral part of the procurement program
- Identify local and WMBE firms
- ▶ Draft local and WMBE participation plan
- Outreach and meet with local and WMBE firms
- ▶ Host Contractor information sessions
- ▶ Follow up with the contractors
- Conduct good faith effort review
- ➤ Track utilization and visit site
- ▶ Provide progress reports

### BIDDING AND AWARD PHASE SERVICES

- Conduct a campaign of bidder identification and generation of bidder interest
- Pre-qualify bidders
- Conduct pre-bid conferences
- ▶ Assist in advertising and distribution of bid documents
- ➤ Monitor bidder activity
- Implement procedures for bidder inquiries
- Assist in analyzing bids and recommending awards
- Update budgets and schedules
- Prepare construction contracts and assist the Owner with awards

### CONSTRUCTION PHASE SERVICES

- Conduct pre-construction conferences establishing on-site procedures and processes
- Provide on-site staffing to support contract administration and coordinate the scheduled activities
- Develop and maintain detailed project schedules (Construction Program Manager) including approvals, delivery, inspection, testing, construction, and occupancy
- ▶ Implement, monitor, and expedite procedures for submittals, change orders, information requests, progress payments, and approvals
- Maintain a management information system for construction information handling and status reporting
- Routinely report to Owner about schedule and cost

- ➤ Implement program to assure student and faculty safety and minimize interference with the normal education process
- Review contractor safety programs
- Maintain records of work performed on a unit cost basis
- Provide daily reports that include weather conditions, visitors to the site, the work force of each contractor, work accomplished, and potential delays or problems
- ▶ Monitor the Contractor's performance for adherence to contract procedures, schedules, and technical requirements
- ▶ Expedite construction schedules
- Coordinate and monitor testing
- Conduct monthly job site meetings to review progress, discuss/resolve problems, and coordinate work
- ▶ Conduct weekly interim job site meetings
- Make recommendations on change orders and time extensions
- ▶ Maintain a system for monitoring and expediting review and approval of shop drawings
- Maintain a documentation program for accountability
- Establish and implement a program in conjunction with the Architect to monitor the quality of construction
- Review and approve progress payments and evaluate and verify change orders
- Provide constraints management
- Provide and implement a claims avoidance program
- Implement a fast-track closeout program

### POST CONSTRUCTION MANAGEMENT

- Assist with the development of punch lists and manage Contractor compliance
- Assist with coordination of operation and maintenance materials
- Schedule and coordinate the training of Owner personnel on equipment and building systems
- Assist with coordination of as-built drawings
- Assist with final closeout reports
- Assist with warranty issues
- Assist with claims negotiations
- Assist with occupancy planning and scheduling
- Assist with year-end inspections

TOP: MOREMINE OF MAIN ON THE ROLE OF THE CONTINUE TO NEW MANAGER RELEASE.
CONTINUED US AT 2007 309 11375.

### 7:00 PUBLIC HEARING

Sign-up Sheet

### FY2009/2010 Budget

June 1, 2009

4 minutes

Address:
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173 Clentreckgist DR
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### Wille IN Standarm

The Lead Poisoning Prevention Program is part of the Environmental Quality Institute at University of North Carolina – Asheville - a national leader in lead research. We work with the health department, community leaders, and the general public to spread the message of lead poisoning prevention. Our team has decades of experience with community education and in identifying lead hazards.

### Whatewe Down

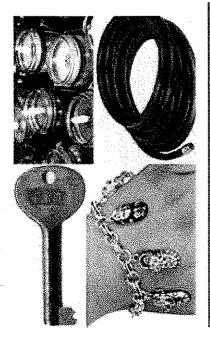
With few exceptions, our services are free. Here's how we can help you:

- We provide free home lead inspections of pre-1978 housing where children ages 6 or younger reside
  - Following renovation projects, we provide clearance tests (visual and dust tests) to ensure your home is hazard free.
    - We are available to your group or organization for educational presentations or festival displays
- We teach a lead-safe work practices class to painters, contractors, and do-ityourselfers
- We provide kits to test for lead in soil, water, dust, or ceramics
- We want to be a resource for you. Call us or visit our website with any questions you may have about lead!

(www.unca.edu/eqi/lpp)

### Linda Plack

# Prevention Program



UNIVERSITY of NORTH CAROLINA

Lead Poisoning Prevention Program

One University Heights CPO#2331 Asheville, NC 28804 What do all of these things have in common?

They could all contain lead!
It may surprise you to learn that lead isn't just found in paint.

Lead poisoning remains the #1 environmental threat to children's health. The good news? It's preventable!

What can you do to protect yourself and your children? Contact us! We are the Lead Poisoning Prevention Program, and we can help! We exist to proactively promote lead-safe environments for all residents of Buncombe and Henderson Counties through public education, home Inspections, and professional trainings.

We are a free resource for you!

## Have your home & child tested for lead!

Children 6 years of age and younger can receive a free lead test from your local health department. All children should be tested at ages 1 and 2. Any child with a high risk of exposure should continue to be tested annually, up to age 6.

Buncombe County Health Center, 250-6975 Henderson Dept. of Public Health, 692-4223

Your Children or Grandchildren may be at Risk for Lead Poisoning if...

...they live in or visit a home built before 1978

...they are 6 years old or younger

...they know someone with lead poisoning ...there is cracking, chipping, or peeling

paint inside or outside your house ....you are remodeling or repairing your

pre-1978 home ..someone in your family is exposed to lead though his or her job or hobby. When your child is tested for lead, if he/she has an elevated blood lead level ( $\preceq 0 \, \mu g/dl$ ) or even lower levels of lead (5-9  $\mu g/dl$ ), it is important to identify and remove the source of lead exposure. There are many inexpensive temporary measures you can take to eliminate lead hazards and make your home safe. The Lead Poisoning Prevention Program can inspect your home for free, helping you to identify and safely remove these hazards.

# A normal lead level is really ZERO.

Lead enters our bodies when we eat or drink something contaminated with lead or breathe in lead dust. Lead can be stored in bones and may cause neurological impairments, learning difficulties, and behavioral problems.

While lead dust in houses built before 1978 remains the most significant source of lead exposure, there are many other ways that we can be exposed to lead. Learn where lead hides!

Possible sources of lead are:

- Car keys and other brass items
- Vinyl miniblinds
- Foreign pottery glazes
- Children's costume jewelry
- Industrial, auto & marine paints
  - Fishing and tire weights
- Lead solder
- Plumbing fixtures
- Vinyl-coated electrical wire
- Stained glass
- Bullets
- Imported Mexican candies
  - Imported canned goods
- Some wire-wicked candles

### Be proactive!

Have your child and home tested.

lt's free!

# More information about lead:

Adults can be poisoned by lead too. Most at risk are renovators and remodelers. If you are a renovator, wash your hands before smoking or eating, and remember to wear a respirator! Call us for safe-practices trainings.

Adults who work in certain professions, like demolition, auto maintenance or some industrial jobs, can bring home lead dust on their shoes, clothing and car seats. If you work in such a position, leave your shoes outside and wash work clothes separately to help keep your children safe.

Children who eat a healthy diet, high in calcium and iron, have a reduced risk of becoming lead poisoned. Other helpful tips include washing hands, toys, clothes and pets often. Even animal fur can carry lead dust!

If you are a landlord, federal law requires you to notify tenants of the possible existence of lead in all homes built before 1978. Also, please remember that chipping or peeling paint is a housing code violation, regardless of lead content. You may be responsible if a child becomes poisoned in your home.

For questions or an inspection, contact the Lead Poisoning Prevention Program: 828-251-6104

leadprevention@yahoo.com www.unca.edu/eqi/lpp



### HENDERSON COUNTY

Non-Profit Agency Funding Application

1 Historic Courthouse Square #2 Hendersonville, NC 28792 Phone: 697-4809 Fax: 692-9855

Fiscal Year 2009-2010

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### ORGANIZATIONAL INFORMATION

Organization	Name		Executive Director
Lead Poisonir	ng Prevention Program	m	Dr. Steve Patch
Contact Perso	on for Grant	······································	Phone Number
Linda Block			828-251-6104
Mailing Addre	SS		E-Mail
UNCA, CPO 2	2331		LBlock@unca.edu
City	State	Zip	Fax Number
Asheville	NC	28804	828-251-6913
1	ess (if applicable)		Received County funding in last three years?
www.unca.edu			☐Yes ☑No
Type of Applic			Amount of Funding requested
One-Time Pro	oject Continuation	✓ Expansion	\$24,970

### SECTION II

### SERVICE SUMMARY

### Mission Statement

Please provide the organization's Mission Statement and/or general organizational information.

The mission of UNCA's Lead Poisoning Prevention Program is to proactively promote lead-safe environments for all residents of Buncombe and Henderson Counties through public education, home inspections, and professional trainings.

- · We work proactively to eliminate lead hazards before they can cause health damage. This makes our program unique.
- A lead-safe environment does not always mean lead-free. Lead hazards can often be controlled with proper maintenance.
- · In order to serve all residents, our services are also available in Spanish.

### Problem Statement

identify the problem or need your Organization will address.

1. Medicald requires lead tests for children 1 & 2 y.o. Despite an initial increase in testing when we started work in Henderson Co., '04-05, there has been a slight decrease since. '03=44.9%, '04=53.6%, '05=56.4, '06=51.8, '07=50.9%. New corrected calculations raise the rate to 64.7% for '07, still short of the 100% goal. In '07, 3 of 5 clinics tested only ~30% of children on Medicaid. Testing for children overall, ages 1 & 2, increased from 29.1% in '03 to 41.2% in '07, however Henderson ranks only 26th/100 NC counties. Pregnant women are rarely screened or tested for lead. New CDC guidelines, due April '09, are predicted to recommend screening for all pregnant women and testing for those at risk. Buncombe Co. Health Ctr. will soon start screening/testing. 2. Our X-ray Fluorescence Spectrometer, essential for lead inspections, must be replaced. We have only partial funding. In Henderson, ~46% of homes were built <1978 and may contain lead-based paint. Lead exposure affects children's IQ, ability to pay attention, and development. 3. EPA's new Renovation, Repair and Painting rule requires anyone disturbing paint in a pre-1978 child-occupied facility for pay to receive training and that firms become certified by April 2010. Demand for training is growing

### Target Population

Describe the target population that will be served with the requested funds.

1. Medical training impacts healthcare providers as well as their patients. Our focus for increased lead testing is children ages 6 and younger and pregnant women at risk for exposure whose blood lead is passed directly to their fetus. (One risk factor is living outside of the US.) 2. Inspections target anyone living in pre-1978 housing where children ages 6 and younger reside or will soon reside. 3. Our staff is bilingual in Spanish/English so all services will be available in both languages. 4. For training in the new EPA Renovation, Repair and Painting (RRP) rule will target contractors, maintenance workers, weatherization specialists, property managers, and anyone who hires them.

### Service Goals

How will this service address the problem or need identified?

1. We will provide educational trainings to local pediatricians and family practice physicians, Ob/Gyn providers, nurses and nursing students about testing recommendations/requirements for children and pregnant women and the latest research findings on the effects of low levels of lead on IQ and development. We will increase the direct referrals to our program of children whose blood tests indicate lead exposure. We will provide parent education and free home inspections for lead hazards. 2. We will purchase an updated XRF in order to continue to offer home inspections. With it, we can test soil, dust samples, dishes, toys, etc. 3. We will provide the needed training and education about the complex new EPA RRP rule to ensure compliance and safety for workers, their families, and their clients.

### Citizens Impacted

How many citizens will be directly impacted by the program funds?

### We will:

- 1. Present at 5 medical facilities reaching over 60 medical professionals. As a result, more children will be tested and referred to us in a timely manner for follow up. Doctors will test 75% of children on Medicaid which means ~144 more children will be tested. Doctors will test 50% of other 1 and 2 year olds reaching an additional 214 children.
- 2. Present at 4 largest Ob/Gyn practices reaching at least 48 professionals. Doctors will screen pregnant women and test those at risk, potentially affecting 100 fetuses.
- 3. Present to nursing students at Blue Ridge Community College reaching ~50 students/year.
- 4. Increase bilingual presentations to parent groups from 10 to 15/year, reaching ~200 parents/year.
- 5. Increase inspections from approximately 15/year to at least 30/year in Henderson County.
- 6. Offer RRP Rule presentations to at least 60 people and work practices trainings to at least 30 Spanish and English speakers in Henderson County.

### Funding Implications

Describe the impact on your organization, clients and/or services if the requested program funds are not approved.

- We will not have the staff nor travel funds needed to service Henderson County.
- We will lose our trained Lead Inspector/Lead-safe Work Practices instructor and our overall ability to conduct as many educational programs, trainings and inspections.
- Without a new XRF, home inspections can not continue. The best cure for reducing lead levels in people is to eliminate the sources of lead which requires an XRF to identify those sources. Parents will be left resource-less for identifying lead hazards in their homes. We have raised \$12,000 of the needed \$22,000 (Community Foundation of WNC, Mission Hospital) and have requested \$5000 from Buncombe County specifically for the purchase of an XRF.
- Without our preventative approach and related educational programs to parents and the medical community, pregnant women and children with low lead levels will not be detected early. More children may develop elevated lead levels which can result in brain damage, lower IQ, developmental delays, and/or juvenile delinquency and higher costs to Henderson County in the future.
- Without training, renovators and painters of pre-1978 homes will be at high risk for exposing themselves, their families, and their clients to dangerous lead dust. They will also be in violation of EPA's new rule. High lead levels in adults have been associated with increased blood pressure, cardiac deaths, and dementia.

### **Partnerships**

Describe the organization's relationship to County Departments, if any. How does the organization coordinate those services with the County services?

LPP has collaborated with Henderson County Department of Public Health since 2004. We provide educational trainings to staff. We've worked together on a Medical Outreach Subcommittee to strategize ways to better reach healthcare providers and increase lead testing. The Health Department refers patients to us who show low levels of lead in their blood and we follow up with one-on-one education, free inspections, and resources. We've collaborated on an educational show for MediaCorn. We've collaborated with non-profits in Henderson County including El Centro Comunitario, Western Carolina Community Action, Children and Family Resource Center, NC Cooperative Extension, and Housing Assistance Corporation to name a few. We have a good working relationship with Blue Ridge Community Health Services and have participated in events and classes at Park Ridge Hospital.

### SECTION III

### PERFORMANCE MEASUREMENT

### **Key Activities**

What key activities/services will you provide to your customers in order to accomplish the service goal(s)?

### We will:

- 1. Present at 5 Pediatric/Family Medicine facilities
- 2. Present at 4 largest Ob/Gyn practices
- 3. Present to nursing students at Blue Ridge Community College
- 4. Increase bilingual presentations/displays to parent groups. Target new audiences such as parents who adopt children, those involved with foster care, parents of children with developmental delays, and newly-arrived migrant farm workers.
- 5. Increase inspections to at least 30/year in Henderson County.
- 6. Offer RRP Rule presentations and work practices trainings (Spanish and English) in Henderson County.

Service O	utputs	e proposition of					
Example:			Target	Actual	Target	Actual	Target
Number of af	ter school participants sen	red .	500	545	550	275	560
Outputs			FY 2	007-8	FY 2	008-9	FY 2009-10 Request
			Target	Actual	Target	Actual	Target
Number Henc	derson Co. doctors/nurses	reached	10	10	0	0	108
Number BRC	C nursing students reache	ed	0	0	0	0	50
Number Henc	ierson Co. parents reache	d	120	120	60	60	200
Number of He	end. Co. Inspections condu	ected	15	15	10	2	30
Number Henc	i. Co. Lead-safe Work Cla	sses conducted	0	0	0	0	2

### Service Outcomes

Please identify 3-4 measures to assess the effectiveness of your strategies, achievement of goals, efficiency of service delivery or improvement of service delivery

Example: Maintain passi	ng test scores for after	school participants	100.00	Actual 68%	• • • • • • • • • • • • • • • • • • • •	Actual 76%	Target 80%
Outcomes	18 8 N 8 1		FY 2	2007-8	FY 2	008-9	FY 2009-10 Request
			Target	Actual	Target	Actual	Target
Increase overa months	Il Medicald testing rate	s for children 9-35	100%	64.7% in 2007	100%	Statistics not yet available	75%
Increase in tes	ting rates for children a	at ages 1 and 2.	100%	41.20%	100%	Statistics not yet available	50%
	yn practices in Hender nt women for lead, test			None known of	0	0	4 Practices

SECTION IV			
BUD	GET DETAILS		
Service Budget			
REVENUE	FY 2007-8	FY 2008-9	FY 2009-10 Request
County Funding	0	0	\$21,120
Municipal Funding	0	0	
United Way Funding	0	0	
Federal and State Funding	\$48,100	\$41,000	\$41,000
Local Contributions		\$27,018	
Program Service Fees/Other	\$1,815	\$2,760	
Other (specify): F&A Costs, Buncombe Co.,	\$17,303	\$17,190	\$21,348, \$6,000,
Total Revenue	\$49,915	87968	\$89,468

EXPENSES	FY 2007-8	FY 2008-9	FY 2009-10 Request
Salaries and Related Expenses	44,315	53,080	\$15,120
Operating Expenses	4,696	5,698	\$1,000
Capital Expenses	904	12,000	\$5,000
Other (specify): F&A	\$17,303	\$17,190	\$3,850
Total Expenses	67218	87968	24970

Fiscal Officer (Business Manager)	Date
Executive Director (Program Manager)	Date

# Medicald Report Card Summary Based on 2007 Data

Clinic Name	% Tested Age 1	% Tested % Tested Age 1 Age 2		Rank By Co.	# Seen Age 1	# Seen Age 2
BUNCOMBE COUNTY			(Overall)		)	
ABC Pediatric	85.2			1	298	
All Kids Pediatric	17.7			12	96	
AVL Childrens Med Ctr	46.3			00	707	
AVL Family Health Ctrs	55			) <u>C</u>	5	
AVL Pediatrics Assoc	60.5			ž rc	26.	
Buncombe Co Health Ctr	78.3			C	200	
Community Family Practice	09	65.4		ı c	3 Y	BC!
				THE RESIDENCE OF THE PARTY OF T		
MAHEC Family Practice	52			ð	250	7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7
Mt Areal Pediatric Assoc	7.87			3	300	
Ravenscroft Family Health	29.4	8.7	35.3	-	8	
Vista Family Health girth 18 gr	0.08			P	7	25
Weaverville Family Med Assoc	62.5			7	16	13

75-100% Overall 50-74.9% Overall 25-49.9% Overall

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### **Blood Lead Testing Data Trends**

### % Tested at ages 1 and 2 years

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008*
Bunco.	14.8	17.1	20.7	20.8	28.9	31.7	24.4	17.7	23.5	30.2	31.4	37.8	50.5	56.3
Hend.	22.3	27.0	26.4	22.3	26.9	26.2	23.2	23.1	29.1	36.8	38.8	35.1	41.2	45.7
NC Avg.	21.9	23,4	24.1	25,3	30,5	33.7	35.0	36,2	37.4	39.1	40.6	43.1	44.9	46.2

In 2007, Henderson County rose from  $21^{st}$  to  $26^{th}$  out of 100 counties. Buncombe rose from  $24^{th}$  to  $42^{nd}$ ! In 2008, Henderson County rose from  $26^{th}$  tied for  $32^{nd}$  out of 100 counties. Buncombe rose from  $42^{nd}$  to  $53^{rd}$ .

### % Tested at ages 1 and 2 years on Medicaid (includes 9-35 months)

	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2007 Corrected**
Bunco.	23.2	46.1	52.6	41.8	28.8	38.0	43.8	45.5	48.8	54.2	68.9
Hend.	30.6	42.5	37.1	35.0	34.6	44.9	53.6	56.4	51.8	50.9	64.7
NC Avg.	41.4	49.8	52.8	53.7	54.5	55.9	56.2	56.1	56.8	57.7	73.3

In 2007, Buncombe County ranked 17<sup>th</sup> and Henderson County fell to 14<sup>th</sup> out of 100 NC counties. In 2006, Buncombe County ranked 17<sup>th</sup> and Henderson County fell to 24<sup>th</sup>.

### Average % children in Bunco. and Hend. Counties 6 mo-6 years who tested 5-9 µg/dl

2005 = 7%

2006 = 7%

2007 = 6.4% (1 and 2 y.o. = 6.9%)

### Of those tested at 1 and 2, % Elevated or Poisoned (10 µg/dl blood lead level or above)

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008*
Bunco.	5.3	3.9	2.4	2.4	0.8	1.5	0.6	1.7	1.2	0.6	0.9	0,6	0.7	0.3
Hend.	4.8	5.1	4.0	4.0	2.5	2.8	2.5	2.4	3.3	0.7	0.5	0.5	0.3	0.7
NC Avg.	7.0	6.3	4.3	3.5	2.3	2.4	1.8	1.9	2.0	1.3	0.9	0.8	0.6	0.5

### # (and %) children with 10 µg/dl or higher

	6 mo-6 yr										
	2	2004	2	2007	2	004	20	005	2006	2007	2008*
Bunco.	11	(0.5%)	4	(0.12%)	9	(0.6%)	14	(0.9%)	11 (0.6%)	20 (0.7%)	11 (0.3%)
Hend.	9	(0.7%)	3	(0.21%)	6	(0.7%)	4	(0.5%)	4 (0.5%)	3 (0.3%)	8 (0.7%)
NC Total	1,491	(1.2%)	269	(0.19%)	1	,167 (1.3%)	873	(0.9%)	868 (0.8%)	706 (0.6%)	649 (0.5%)

Of children 6 mo-6 yr tested, number Confirmed Elevated (10-19  $\mu$ g/dl), Confirmed Poisoned (20  $\mu$ g/dl or above). "Confirmed" means received 2 consecutive blood lead test results in the same range within a six-month period.

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
Bunco.	3,6=9	4,3=7	7,5=12	6,0=6	3,0=3	12,0=12	1,0=1	4,0=4	1,0=1	4,0=4	2,0=2	3,0=3	4,0=4	5,0=5
Hend.	2,0=2	2.2=4	1,0=1	3.0=3	3,1=4	1.0=1	4,0=4	2.0=2	4.0=4	3,0=3	0.0=0	1.0=1	2.1=3	2.1=3

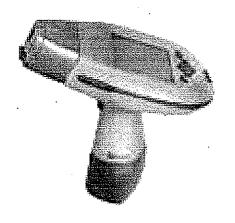
<sup>\*</sup> All 2008 data is draft only

<sup>\*\*</sup> The state lab changed their calculation method to more accurately reflect testing rates.

### Lead Poisoning Prevention Lead Inspections 2007-2008

	Total 08	Total 07	Total 07 & 08	%08	% 07	% 07 & 08
Total Inspections	69	82	151			
Buncombe County	56	70	126	81.2%	85.4 %	83.4%
Henderson County	13	12	25	18.8%	14.6 %	16.6%
Spanish	10	5	15	14.5%	6.1%	9.9%
English	58 -	77	135	84.1%	93.9 %	89.4%
Russian	1	0	1	1.4%	0\$	0.7%
Lead Found	58	71	129	84.1%	86.6%	85.4%
On Surface in Home	50	65	115	72.5%	79.3%	76.2%
In Household Item Only	8	6	14	11.6%	7.3%	9.3%
No Lead Found	11	11	22	15.9%	13.4%	14.6%

### Thermo Scientific NITON XLp Analyzer



The handheld Thermo Scientific NITON® XLp x-ray fluorescence (XRF) analyzer offers the user a choice of radioisotope sources to meet the demands of the customer's application. From its easy to use point-and-shoot operation to the high-strength, injection molded and environmentally sealed housing, the NITON XLp is the only choice for demanding applications such as <u>lead paint inspection</u>, and

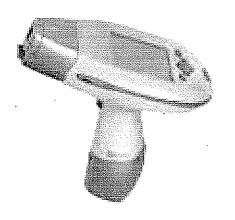
provides value choices for <u>metal alloy</u>, <u>mining</u>, <u>environmental</u> and <u>archaeometric</u> applications. Legally defensible data is something that no flimsy off-the-shelf PDA can provide. Every NITON XRF analyzer comes with completely encrypted data, for legally defensible results you can count on. When data quality matters, NITON Analyzers are Simply Superior.

http://www.niton.com/NITON-Analyzers-Products/xlp.aspx

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	Total 08	Total 07	Total 07 & 08	%08	% 07	% 07 & 08
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http://www.niton.com/NITON-Analyzers-Products/xlp.aspx



Common renovation activities that disturb lead-based paint, like sanding, cutting, and demolition, can create hazardous lead dust and chips that can be harmful to adults and children.

To protect against exposure risk, EPA has issued its "Renovate Right" rule (April 2008). requiring the use of lead-safe work practices during renovations in target housing and child-occupied facilities.

### Definitions:

Target Housing: Housing constructed prior to 1978, except housing for the elderly or persons with disabilities (unless a child under age 6 years resides in or is expected to reside in such housing) and 0-bedroom dwellings.

Child-Occupied Facility: Day care, pre-school, kindergarten classroom, or other facility in a building constructed prior to 1978 that is visited regularly by the same child under age 6, on at least two different days within any week, provided that each day's visit lasts at least 3 hours and the combined weekly visits last at least 6 hours, and the combined annual visits last at least 60 hours.

Beginning December 22<sup>nd</sup>, 2008, the pre-renovation rule now requires that persons performing this sort of work on this sort of property must distribute the new "Renovate Right" pamphlet to the occupants and obtain and retain documentation (eg signatures) that this pamphlet is so distributed.

Beginning April 22<sup>nd</sup>, 2009, training firms (entities who will provide the training to and certify renovation firms and individual renovators) can apply to EPA for accreditation. EPA will delegate the renovation program to any state or tribe that seeks authorization to administer it and demonstrates that its program will be at least as protective as EPA's. States have the option to make the rule more protective than the EPA. 39 states have accepted delegation of EPA's rules for lead abatement. North Carolina will most likely have its own program but not by April 2009.

Beginning October 22<sup>nd</sup>, 2009, renovation firms can apply for EPA certification. An individual renovator must complete a renovator training course accredited by EPA or a state program and obtain a renovator certification from EPA or a state program. A renovation firm must be certified and employ at least one trained, certified renovator. who must provide uncertified workers with on-the-job training on job-specific work practices. Renovation firms may begin applying for certification in October 2009.

As of April 22, 2010, all renovation work in target housing must be conducted by certified firms, certified renovators, and workers who have had on the job training regarding job-specific work practices. States may adopt the rules with different time frames.

### Actions that renovators must take for each project in a home or child-occupied facility:

- 1. Deliver information pamphlet to occupants before beginning work (already required).
- 2. Place a visible sign defining the work area and warning occupants not to enter it.
- 3. Isolate/contain the work area so that no visible dust or debris leaves the work area.
- 4. Contain, store, and transport renovation waste material safely to prevent release of and access to dust and debris.
- 5. Avoid banned practices such as using high-temperature heat gun, torch, and uncontrolled use of machines such as power sander and plane.
- 6. After completing work, clean the work area until no visible dust, debris or residue remains.
- 7. After cleaning, conduct post-cleaning verification.
- 8. After all interior work area passes cleaning verification or dust clearance sampling and all exterior work area passes the visual inspection, remove the warning sign.

### Recordkeeping Requirements

- Prepared by the certified renovator (CR)
- · Signed & dated acknowledgements of receipt information distribution
- · Record of Notification Activities for Common Areas and Child Occupied Facilities
- Certifications of attempted delivery or mailings
- · Reports of "no lead" by inspectors
- Documentation that Renovator and Firm is Certified
- Documentation of compliance with Work Practices/Trained Workers
- Any signed/dated statements from owner-occupants that Work Practice Standards – do not apply (Owner Opt-Out)
- Document nature of "Emergencies" certification by the CR
- Documentation that Dust Sampling Technician is Certified
- Documentation of Clearance Results by either Wipe Sampling or Cleaning Verification Card
- Firm keep all records for 3 years.

### Other potentially affected entities include but are not limited to:

- Specialty Trade Contractors
- Real estate lessors of residential buildings and dwellings, residential property managers
- Engineering services and building inspection services



#### The following exemptions to the rule apply:

Abatement: Activities conducted under abatement rules by certified abatement contractor.

Minor Repair or Maintenance Activities: Activities that will, within a 30-day period. disturb less

than 6 square feet per room for interior activities; or 20 square feet for exterior activities. Exemption

does NOT apply to window replacement; demolition; or use of banned practices.

No Lead-Based Paint Will be Disturbed: as determined by:

- o Testing of paint by certified lead inspector or risk assessor; or
- o Proper use of EPA-recognized test kit by certified renovator.

Do-It-Yourself: Work performed by an owner an owner-occupied residence.

#### Other limits to the scope of the rule:

Owner-Occupied Target Housing: Exempt from requirements if owner certifies that the property is not occupied by a child under age 6 or a pregnant woman, and it is not a child-occupied facility.

Emergency Renovations Not Due to an Elevated Blood Level: May be exempt from information distribution, warning signs, containment, waste handling, training and certification requirements; cleaning requirements, cleaning verification, and recordkeeping still required.

Emergency Renovations in Response to Elevated Blood Lead in Resident Child: Interim controls are exempt only from advance information distribution requirements.

#### Services that the Lead Poisoning Prevention Program can provide for you:

- Presentations
- Individual Consulting
- Assistance with Development of a Lead Plan for Property Managers / Landlords
- Free Lead Paint Inspection for child-occupied target housing
- Dust Sampling at cost
- Free loaner HEPA Vacuum for lead
- Referral to trained contractors
- Lead-Safe Work Practices class (next one March 20<sup>th</sup>, 2009)
- Tail-gate talks/ on-site training in Lead-Safe Work Practices
- Assistance in enrolling in the Preventive Maintenance Program
- Links to pertinent documents such as the Renovate Right pamphlet; www.epa.gov/lead/pubs/renovaterightbrochure.pdf

#### SOURCES:

Federal Register/ Vol. 73, No. 78/ Tuesday, April 22, 2008/ Rules and Regulations

#### The Lead Poisoning Prevention Program

The Environmental Quality Institute
The University of North Carolina at Asheville
Phone: (828) 251-6104
www.unca.edu/eqi/lpp

#### **National Association of Realtors**

National Headquarters: 430 North Michigan Avenue, Chicago, IL 60611 DC Office: 500 New Jersey Avenue, NW, Washington, DC 20001-2020

Phone: 1-800-874-6500:

#### **Tom Neltner**

National Center for Healthy Housing Phone: 443-539-4160 Cell: 317-442-3973 tneltner@nchh.org or tneltner@nchh.info www.healthyhomestraining.org/LSWP/EPA Rule FAQs.htm

Jeffery W. Dellinger, Industrial Hygiene Consultant, Health Hazards Control Unit Division of Public Health, NC DHHS 1912 Mail Service Center Raleigh, NC 27699-1912 Phone: (919) 707-5972 Fax (919) 870-4808 Jeff. Dellinger@ncmail.net

#### Frequently Asked Questions about Childhood Lead Poisoning

#### What is the childhood lead poisoning problem?

Approximately 434,000 U.S. children aged 1-5 years have blood lead levels greater than the CDC recommended level of 10 micrograms of lead per deciliter of blood. Lead poisoning can affect nearly every system in the body. Because lead poisoning often occurs with no obvious symptoms, it frequently goes unrecognized. Lead poisoning can cause learning disabilities, behavioral problems, and, at very high levels, seizures, coma, and even death.

#### How are children exposed to lead?

The major source of lead exposure among U.S. children is lead-based paint and lead-contaminated dust found in deteriorating buildings. Lead-based paints were banned for use in housing in 1978. However, approximately 24 million housing units in the United States have deteriorated leaded paint and elevated levels of lead-contaminated house dust. More than 4 million of these dwellings are homes to one or more young children.

#### Other than lead paint, are there any other sources of lead?

Yes! There are many ways in which children and adults can become exposed to lead. Some include:

- hobbies (stained-glass, bullets, fishing weights)
- work (renovations, industry, welding, tire weights)
- drinking water (lead pipes, solder, brass fixtures, valves can all leach lead)
- home health herbal remedies (from Mexico, India, China)
- products made from vinyl or brass (miniblinds, hoses, car keys)

#### Is lead poisoning still a concern?

Since the removal of lead from gasoline, the incidences of poisonings have fallen dramatically; however, lead is still a concern. Low levels of lead, not officially considered elevated, are now known to cause a drop in children's IQ and affect their ability to pay attention. Children from other countries may also arrive to the US with higher levels of lead. In reality, a normal blood-lead level is zero.

#### Who is at risk?

Children under the age of 6 years are at risk because their bodies are developing, they tend to put their hands or other objects into their mouths, and because their bodies absorb more lead than those of adults. Children from all social and economic levels can be affected by lead, although children living at or below the poverty line in older housing are at greatest risk. Newly arrived foreign-born children may be at risk. Children whose caregivers bring lead dust home on clothes, shoes, or tools may be at risk.

#### Can lead poisoning be prevented?

Lead poisoning is entirely preventable. The key is to stop children from coming into contact with lead and to treat children who have been poisoned by lead.

- Lead hazards in a child's environment must be removed. Call the Lead Poisoning Prevention Program (828) 251-6104 to schedule a free home inspection.
- All children should receive a blood lead test at ages 1 and 2 (and annually up to age 6 if high risk.)
   The Buncombe (828) 250-6975 and Henderson (828) 692-4223 Health Departments both test children ages six and younger free of charge.
- We are working to educate health care professionals about lead poisoning and how to prevent it.

#### What are the signs of lead poisoning?

Often, there are no signs. Children can have lead poisoning and not look or act sick. Some children may get sick to their stomachs and feel tired or crabby, or have symptoms that mimic the flu. Developmental disabilities resulting from lead exposure have also been reported. It is important to remember that a blood test is the only way to know for sure whether or not your child has been exposed to lead.

#### What happens after my child is tested for lead?

If your child's blood lead level is between 5-9  $\mu g/dl$ , UNCA's Lead Poisoning Prevention Program offers free home inspections and educational materials to support you in making sure the level doesn't go any higher. If your child's blood lead level is between 10-19  $\mu g/dl$ , the health department in your county of residence will contact you to offer their services. If the level is 20  $\mu g/dl$  or above, abatement of the lead hazard is required by law.

#### What can the general public and parents do to reduce blood lead levels?

- Feed your children foods high in calcium and iron; these reduce the amount of lead the body will take up into bones. Avoid foods high in fat! These hold lead in children's bodies.
- Damp-mop floors, damp-wipe surfaces, and frequently wash a child's hands, pacifiers, toys, and pets to reduce exposure to lead.
- Use only cold water from the tap for drinking, cooking, and for making baby formula. Hot water is
  more likely to contain higher levels of lead, and most of the lead in household water usually comes
  from the plumbing in your house, not from the local water supply. Use water filters that remove
  lead.
- Avoid using home remedies (such as arzacon, greta, pay-loo-ah), and imported foods, cosmetics (such as kohl, alkohl) and pottery that contain lead.
- If you remodel buildings built before 1978 or if your work or hobbies involve working with leadbased products, take basic steps to decrease your exposure to lead (for example, by showering and changing clothes after finishing the task)

#### **Home Lead Inspections**

#### What does a home lead inspection consist of?

A lead inspection is an investigation of every painted surface in a home. The Lead Poisoning Prevention Program (LPPP) provides a limited inspection-we check representative surfaces, especially those that we feel are likely to pose a hazard. During a lead inspection, LPPP staff will come to your home at a pre-arranged time. We will ask you to sign a permission form before we begin. We will visually inspect the interior and exterior of your home, walking through and around the premises. Using a specialized machine called an XRF, we are able to quickly and easily determine if your home poses a lead risk. We will share these results with you at the end of our inspection. We may take samples of dust or soil, or we may leave you with a kit to test for lead in tap water. Dust, soil and water samples are analyzed by our certified lab, and results are typically available in 1-2 weeks.

#### What do I do if lead hazards are identified in my home?

There are a range of options available to eliminate hazards and many are low cost. We can put you in contact with lead-safe certified contractors and provide written materials to help you understand steps you may take to minimize risk. We can also perform clearance tests (dust and/or soil samples) after the work is completed to ensure the problem has been taken care of.

#### If there is lead paint in my house, do I have to remove it?

Not usually. Typically, paint is only a problem if it is peeling or flaking. There are many inexpensive steps you can take to minimize risk. Call the Lead Poisoning Prevention Program at 828-251-6104 for more information.

6/1/09

## LEGACY AT MILLS RIVER BUILDING PERMIT ANALYSIS

	Building A	Building B	Building C	TOTAL	
Approx. Cost	\$35,343,788	\$19,173,091	\$22,913,606	\$77,430,485	
Square Feet	191,768	122,234	146,139	460,141	
Henderson County	\$247,408	\$134,218	\$160,398	\$542,024	
Buncombe County	\$58,554	\$34,296	\$39,904	\$132,754	4.08
Asheville	\$108,127	\$71,602	\$79,786	\$259,515	2.09
Raleigh	\$61,943	\$40,596	\$47,935	\$150,473	3.60
Charlotte Mecklenburg	\$63,415	\$41,424	\$46,510	\$151,349	3.58
Catawba County	\$157,633	\$100,476	\$120,126	\$378,236	1.43
Greensboro	\$36,561	\$20,391	\$24,131	\$81,083	6.68
Winston-Salem	\$74,409	\$40,452	\$48,306	\$163,168	3.32
Rutherford County	\$88,360	\$47,935	\$57,285	\$193,580	2.80
Guilford County	\$29,765	\$19,335	\$22,921	\$72,021	7.53
AVG w/o Henderson Co.				\$175,798	3.08
Proposed Henderson Co.	\$158,703	\$102,106	\$115,198	\$376,007	2.14

#### **Estimated Cost to Henderson County**

Project Length 36 Months
Visits per week 5 each
Hours per Visit 4 hours

	Amount	Period	Estimated Quantity	Units	Extended
Salary	\$45,000	year	2,880	Hours	\$62,308
Benefits, payroll taxes, ect.	40%				\$24,923
Office Equip / Computers	\$3,000	year	2,880	Hours	\$4,154
Vehicle	\$15,000	year	2,880	Hours	\$20,769
Vehicle Gas, Maintenance, Ins.	\$4,160	year	2,880	Hours	\$5,760
Overhead	10%				\$11,791
TOTAL					\$129,705

DIB

Bob Willisord



Winter 2008 / Spring 2009 Campaign

# Why a Campaign? Economic Slow-Down

Hendersonville and Henderson County have been blessed to experience a growing economy for many years. We have experienced occasional hiccups but never a prolonged slowdown. Today we, as well as businesses across the country, are experiencing a protracted slow-down. In the late fall of 2008, it was believed that the economic challenges we were facing were just beginning and most felt it would last into the spring of 2009, if not longer.

More than ever before, it was decided that local businesses needed the support of local residents. A campaign was developed to educate the public of the benefits of shopping locally.

## The Planning Committee

· Becky Polonsky

· Lisa Schaak

· Lee Henderson - Hill

Suzanne Duncan

David Voorhees

Bob Williford

01 / 14/ 11

Chris Wright

Carson Calton

Mitsy Jones

· Pam Brice

Representative

Fletcher Area Business Association

Blue Ridge Mall

DHI

Highland Square Shopping Center

Flat Rock Merchants Association

The Chamber

Laurel Park Village Shopping Center

Seventh Avenue Group

The Chamber

Henderson County

Merchants & Business Association

## **Campaign Endorsers**

- Henderson County Chamber of Commerce
- · Fletcher Area Business Association
- Flat Rock Merchants Association
- · Downtown Hendersonville, Inc.
- · Hendersonville Merchants & Business Association
- Blue Ridge Mall
- Highland Square Shopping Center
- Laurel Park Shopping Village
- Historic Seventh Avenue Group
- Henderson County Government
- · City of Hendersonville

## The Campaign

Shop & Dine Henderson County
Support Your Local Economy

#### **Two Focus Points**

- Educating the public on the benefits of shopping in Henderson County – retaining tax revenues and job creation.
- ~ Education the public on the goods and services offered in Henderson County.

## The Budget

<ul> <li>Town of Laurel Park</li> <li>TOTAL</li> </ul>	\$ 500 <b>23,500</b>
<ul> <li>Town of Mills River</li> </ul>	\$ 500
<ul> <li>Village of Flat Rock</li> </ul>	\$ 1,000
<ul> <li>Town of Fletcher</li> </ul>	\$ 1,500
<ul> <li>City of Hendersonville</li> </ul>	\$ 5,000
<ul> <li>Henderson County</li> </ul>	\$ 15,000

### The Plan

It was decided the best way to educate the public, and gauge the response, was to hold a series of "giveaway" campaigns:

- ~ **Shop & Dine for the Holidays**: winner received a \$500 gift card
- ~ Shop & Dine Valentine's Giveaway: winner received a package valued at over \$800
- ~ Shop & Dine Pot of Gold St. Patrick's Giveaway: winner received a package valued at over \$500
- ~ **Shop & Dine Staycation**: winner received a package valued at over \$500

### The Plan continued...

#### Each campaign worked the same:

- ~ An advertisement ran in the *Times-News* telling the campaign rules and restrictions.
- ~ Shoppers had to show verifiable receipts for their shopping from Henderson County retailers.
- ~ Receipts must total \$100 or more. Receipts were stamped and returned to the shopper. The shopper then fill out an entry form for the contest.
- $\sim$  Shoppers entered to win at the Henderson County Chamber of Commerce.
- $\sim$  Shoppers could enter multiple times, as long as their receipts total \$100 or more each time.



## The Plan continued...

In addition to the series of giveaways, an advertising campaign was initiated to educate the public on the importance of shopping locally.

Local elected officials and recognizable community leaders were used, along with quotes outlining the many reasons residents should shop locally.

This advertising campaign ran in the *Times-News*.

Samples of those ads follow.











## **Advertising**

Nathan Billingsley donated his time and talents to help us design the original logo.

The Times-News, WHKP, WTZQ and Lamar Advertising all graciously agreed to match any advertising purchases made for the campaign.

The following pages give a breakdown of costs spent with each of these media outlets along with other advertising options used.

### Times-News

- ~ A total of \$11,832.58 was spent with the *Times-News* on ads beginning November 16<sup>th</sup>, 2008 and scheduled through June, 2009.
- ~ The center of the Downtown Page that runs on Mondays in the *Times-News* was used on various weeks in November and December to promote the campaign. This space was at **no charge**.
- ~ The Chamber of Commerce Sunday column in the *Times-News* was used to promote the campaign on November 2, December 14, and January 25. This space was at **no charge**.

### Radio

- ~ A total of \$3,050.00 was spent with WTZQ between November, 2008 and June, 2009
- ~ A total of \$3,050.00 was spent with WHKP between November, 2008 and June, 2009
- ~ A total value of \$750.00 was spend with MY 102.5 on 10 commercials that ran between December 3 and December 12.

## Billboards - Lamar Advertising



#### \$2,000.00

One Four Seasons Blvd. Contracted to run mid-April thru mid-May. If no one else wanted that spot, Lamar agreed to leave it up at no additional charge. If someone else did want that spot, Lamar would move the billboard to another location. A second billboard will be up on Spartanburg Hwy. by the middle of June. Lamar has agreed to keep it up through the end of the year.

### Misc. Other Promotion

- ~ \$175.00 on Shop & Dine Henderson County banner that has been posted on Main Street, Four Seasons Blvd. and Greenville Hwy.
- $\sim$  \$200.00 on ad that appeared before movie showings at Flat Rock Cinema. Ran from December thru March.
- ~ Channel 11 showed a 30 minute program with Bob Williford, Lee Henderson-Hill and Pam Brice. Showed at various times throughout the holiday season. **No charge**.
- ~ \$460.00 for flyers to be inserted into the City of Hendersonville water bills during the December/January cycle.
- ~ We have allocated \$800.00 for Nathan Billingsley to work on additional versions of the Shop & Dine logo to use in future promotions



### Banner

# We All WIN When We Shop & Dine in Henderson Founty

- Keep the Dollars in the Local Economy
- Local Business Owners
  Invest in the Community
- Lots of Great Products
- Jobs in Henderson County



Flat Rock Cinema Ad

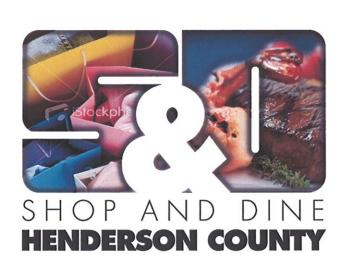
#### We All **WIN** When We Shop & Dine in Henderson County

- A Keep the Bollars in the Local Franchy
- Local Business Owners Invest in the Community
- Lots of Great Products
- Jobs in Henderson County



## Water Bill Flyers

Total Budget: \$23,500.00 Total Spent: \$23,427.58 Remaining Funds: \$72.42



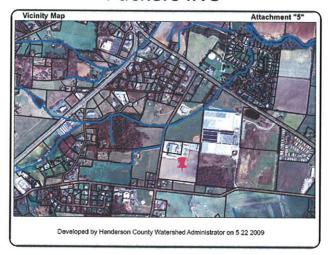




PP

Natalie

## WS 2009-04-01 – Flavor 1<sup>st</sup> Growers and Packers INC



331 Banner Farm Road - Mills River, NC

<u>Applicant</u>: Brian D. Rose, President Flavor 1<sup>st</sup> Growers and Packers INC

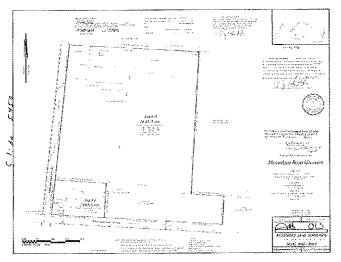
- Existing manufacturing plant located at 331 Banner Farm Road
- Applicant proposes to resurvey the property to include the entire manufacturing plant and associated parking on one single parcel.

## **History of Property**

- Property received a Special Intensity
   Allocation permit 6/1/2004.
   Impervious surface was 57 percent at that time. 3.12 acres removed from allocation.
- April 19, 2005, Mountain Bean
   Growers applied for a watershed
   permit to expand the manufacturing
   plant.

## History of Property (cont'd)

- Applicant had brought a new survey combining three parcels together to create one single parcel at 24.41 acres.
- -Watershed permit was issued.Impervious surface was at 14 percent.



Recorded in the Henderson County April 19, 2005

## Applicant: Brian D. Rose, President Flavor 1st Growers and Packers INC

- History of property (cont'd):
  - March 31, 2009, applicant requested a Special Intensity Allocation permit to redefine the property boundaries.

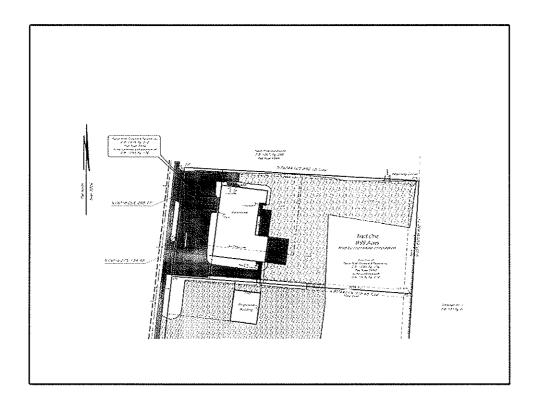
## History of property (cont'd):



Current Property boundaries according to Online GIS March 31, 2009

### History of property (cont'd):

 Discrepancy on parcel boundaries: Plat 5450 recorded April 19, 2005 has all three parcels combined. Online GIS does not reflect that recorded plat. Applicant is proposing to redefine the boundaries in this application so that the entire manufacturing plant and associated parking will be on one parcel of land.



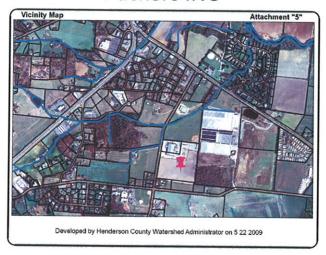
The newly created parcel will be 8.99
acres. The previous 3.12 acres will be
placed back into the allocation prior to
removing 8.99 acres if approved. The
impervious surface would be 69 percent.

Questions

Thank you

DI. E Natalie Bern PP

## WS 2009-04-02 – Flavor 1<sup>st</sup> Growers and Packers INC



331 Banner Farm Road - Mills River, NC

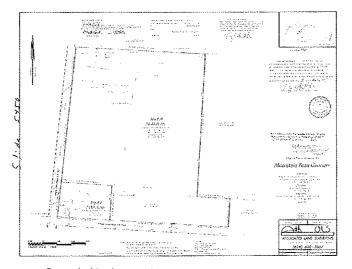
Applicant: Brian D. Rose, President Flavor 1st Growers and Packers INC

 Applicant proposes to construct a new manufacturing plant and associated parking on one single parcel.

# <u>Applicant</u>: Brian D. Rose, President Flavor 1<sup>st</sup> Growers and Packers INC

 April 19, 2009 Applicant had brought a new survey combining three parcels together to create one single parcel at 24.41 acres.

# Applicant: Brian D. Rose, President Flavor 1st Growers and Packers INC



Recorded in the Henderson County April 19, 2005

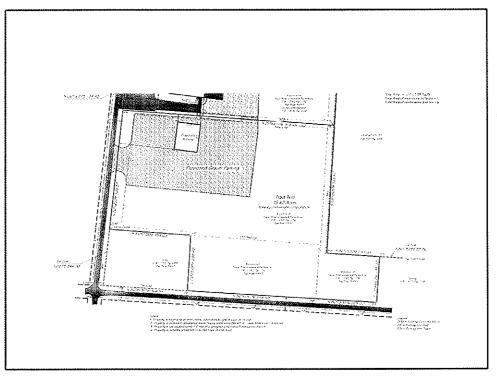
- History of property (cont'd):
  - March 31, 2009, applicant requested a Special Intensity Allocation permit to redefine the property boundaries and construct a new manufacturing plant.

# Applicant: Brian D. Rose, President Flavor 1st Growers and Packers INC



Current Property boundaries according to Online GIS March 31, 2009

 Discrepancy on parcel boundaries: Plat 5450 recorded April 19, 2005 has all three parcels combined. Online GIS does not reflect that recorded plat. Applicant is proposing to redefine the boundaries in this application and to construct a new manufacturing plant and associated parking to be located on one parcel of land.



15.42 apres

 The newly created parcel will be 15.42 acres. The impervious surface would be 27 percent.

Questions

Thank you