

**FINANCE COMMITTEE
MEETING PACKET**

Tuesday November 15, 2022

Finance Committee Meeting Minutes
Thursday October 6, 2022

1. Call to Order and Roll Call Vote – P. Orenstein opened the meeting via Zoom at 6:30 pm with a roll call: Milena Cerna, “aye,” Richard Geiler, “aye,” Madonna Meagher, “aye,” Anne O’Dwyer, “aye,” Philip Orenstein, “aye.”
Also in attendance: Town Manager Mark Pruhenski
2. Approval of Minutes for meeting of August 16, 2022
M. Meagher made a motion to approve the August 16, 2022 minutes; A. O’Dwyer seconded. P. Orenstein asked if any discussion – there was none. Roll call vote: M. Cerna, “aye,” R. Geiler, “aye,” M. Meagher, “aye,” A. O’Dwyer, “aye,” P. Orenstein, “aye.” All in favor: 5-0.
3. Committee Member announcements or statements
 - a. Guest speaker scheduled for October 18th meeting – P. Orenstein announced that Shelia LaBarbera, Executive Director, Berkshire County Retirement System, has agreed to attend to attend the next meeting to discuss the pension fund.
4. Town Manager:
 - a. Legal review of Town’s discretion over Unused Free Cash related to Cannabis tax revenue – M. Pruhenski stated Town Counsel understands the request and the need for advice on conflicting guidance from two different state agencies – and expects to have a memo/guidance in time for the Finance Committee’s November meeting and the budget process.
 - b. Reserve fund transfer request to fund Short-Term Rental compliance and licensing software – M. Pruhenski stated a reserve fund request for \$12,000 was submitted to the Finance Committee and is in the packet. He provided an overview of the scope of services/Town needs for compliance and licensing software - identify short-term rentals over multiple nationwide listing platforms; a registration form/portal that is bylaw specific; compliance monitoring; and access to a 24-hour call center to report complaints. He noted four companies were considered - all could meet the Town’s needs and had similar capabilities. Local-Gov was chosen and was the lowest cost option. The system is expected to go live on January 1, 2023.
 - i. It was discussed that Local-Gov works with smaller communities and would provide a dedicated representative. M. Pruhenski explained the value of having a call center and stated he would connect with Local-Gov’s current clients to get their perspective. He also confirmed the software will provide a registration portal and tracking; scrape other listing platforms daily; and find unregistered short-term rentals that would trigger compliance issues. It was noted that the biggest challenge is enforcing the 150-day limit as no software can address that directly, but cross-referencing online reviews, calendars and tax collection data can help.
A. O’Dwyer made a motion to approve a Reserve Fund transfer for the request of \$12,000 to the contracted services budget line to support the short-term rental compliance and licensing program for FY23; R. Geiler seconded. P. Orenstein asked if any discussion – there was none. Roll call vote: M. Cerna, “aye,” R. Geiler, “aye,” M. Meagher, “aye,” A. O’Dwyer, “aye,” P. Orenstein, “aye.” All in favor: 5-0.
 - ii. M. Pruhenski stated he would send the Reserve Fund transfer sheet electronically to P. Orenstein for signature.

5. Housatonic Water Works

- a. Update on request to the Select Board to attend executive sessions – P. Orenstein stated the Selectboard’s response to the Finance Committee’s request to join some Selectboard executive sessions regarding Housatonic Water Works is included in the packet. He noted he understands the complexities and the decision, but preferred it had been discussed in open session. He stated there is no need to pursue it further at this time.
 - i. M. Cerna asked that the Finance Committee be included with enough lead time on matters of financial impact to allow for sufficient analysis/discussion. A. O’Dwyer added her concerns about having Finance Committee input along the way
 - ii. M. Pruhenski stated there have not been any discussions on specific financial considerations. He also noted the Board of Health and Planning Board have asked to join executive sessions as well – which would make discussions unwieldy and complicated to manage at this point. He stated there would be a press announcing a HWW discussion on October 17 at 4:15pm that is open to the public.
- b. Discussion of targeted financial assistance to residents – P. Orenstein presented a draft proposal for short-term financial assistance to certain Housatonic Water Works customers as a way for the Town, facilitated by the Finance Committee, to help quickly. The suggestion was to provide bottled water or a water filter to those most in need. He noted budget could be allocated from the reserve account, but it is unclear the number of residents with water issues and financial need, but suggested ‘need’ be determined based on current eligibility for state aid.
 - i. The Committee expressed deep concern about Housatonic residents, but discussed tabling discussions until more information is available after the upcoming Town meetings. Also, the number of people impacted and time/effort to implement should be considered. Guidelines, process and criteria for allocating funds was also discussed. It was also stated the Town is focused on the long-term, but short-term solutions are needed too.
 - ii. M. Pruhenski confirmed the reserve is \$200,000 this year due to fuel cost uncertainties.
 - iii. P. Orenstein stated there is no consensus so this will be added to the October 18 meeting agenda for further discussion and other ideas.

6. Review and approval of revisions to Budget Policy

- a. P. Orenstein stated following review/feedback by the Selectboard, additional revisions have been made to the Budget Policy - summarized by A. O’Dwyer as follows: affordable housing was added as a strategic priority; footnote reference on tax levies was added; under free cash and reserves, specific percentages were removed and a provision for Town monitoring of reserves was added; review of user fees was amended to occur periodically. A. O’Dwyer reviewed changes to the Budget Book noting a new sub header, Budget Preparation Process, and the removal of references to specific years. Regarding the Budget Book itself, the capital budget report was highlighted and additional reports/documents were added with the caveat they would be provided, if possible, depending on Town’s bandwidth to produce reports and information useful/necessary in budget review. It was noted that the revised Policy requires Selectboard approval.

R. Geiler made a motion to approve the revised Budget Policy for FY24 be sent to the Selectboard; A. O’Dwyer seconded. P. Orenstein asked if any additional discussion – there was none. Roll call vote: M. Cerna, “aye,” R. Geiler, “aye,” M. Meagher, “aye,” A. O’Dwyer, “aye,” P. Orenstein, “aye.” All in favor: 5-0.

M. Pruhenski stated this is a transition year for the finance position, but all efforts would be made to support the budget process/reporting. He also stated this item can be added to the Selectboard’s November 7 or 21 meeting agenda. A. O’Dwyer stated she is available to present.

7. Review of draft memo to Select Board regarding the establishment of a dedicated funding trust for retired employee medical benefits (an OPEB Funding Trust)
 - a. P. Orenstein provided an overview of the memo and recommendation to start the process of saving money for this expense including establishing the trust and potentially funding it at \$25,000-75,000 as a new annual budget item. He suggested the Town Treasurer serve as trustee for the trust.
 - i. The Committee discussed oversight and management roles for the trust and noted Sheila LaBarbera could provide input/guidance at the next meeting.
 - ii. It was clarified that the trust would require two articles for Town Meeting vote – to establish the trust and to fund it.
 - iii. The Committee agreed on creating and the initial funding of the trust – with the goal of having it considered for funding each year.
 - A. O’Dwyer made a motion to recommend to the Selectboard the establishment of an OPEB Trust that would be started with an initial contribution from the budget of \$50,000 to be revisited during the FY24 budget season; M. Meagher seconded. P. Orenstein asked if any additional discussion – P. Orenstein stated he would change the funding amount in the memo to \$50,000, subject to the formal budget process. Roll call vote: M. Cerna, “aye,” R. Geiler, “aye,” M. Meagher, “aye,” A. O’Dwyer, “aye,” P. Orenstein, “aye.” All in favor: 5-0.
- P. Orenstein stated he would send the memo to Steve Bannon and M. Pruhenski.
8. Replacement Finance Committee representative on Community Preservation Committee – R. Geiler stated he had spoken with Chris Rembold about the responsibilities/meeting schedule and is interested in taking on the role. P. Orenstein agreed to be back-up if R. Geiler is unable to participate.
 - A. O’Dwyer made a motion to appoint Richard Geiler to the Community Preservation Committee and P. Orenstein as alternative representative; P. Orenstein asked if any additional discussion – there was none. Roll call vote: M. Cerna, “aye,” R. Geiler, “aye,” M. Meagher, “aye,” A. O’Dwyer, “aye,” P. Orenstein, “aye.” All in favor: 5-0.
9. Review of Budget Report if available – The budget report was not reviewed at the meeting.
10. Future meeting schedule – 3rd Tuesday of the month @ 6:30 pm • October 18 • November 15 • **
December 13 ** (2nd Tuesday)
11. Citizen Speak Time – No citizens requested to speak
12. Media Time – No media requested to speak.
13. Adjournment – A. O’Dwyer made a motion to adjourn; R. Geiler seconded. The meeting was adjourned by unanimous consent at 7:58pm.

Respectfully submitted,

Stacy Ostrow, Recording Clerk

Finance Committee Meeting Minutes
Tuesday, October 18, 2022

1. Call to Order and Roll Call Vote – P. Orenstein opened the meeting via Zoom at 6:30 pm with a roll call: Milena Cerna, “aye,” Richard Geiler, “aye,” Madonna Meagher, “aye,” Anne O’Dwyer, “aye,” Philip Orenstein, “aye.”

Also in attendance: Town Manager Mark Pruhenski

2. Committee Member announcements or statements – there were none.

3. Guest speaker: Sheila LaBarbera, Executive Director, Berkshire County Retirement System

- a. P. Orenstein introduced Sheila LaBarbera and stated that he had asked her to present on her function and pension fund in general. He emphasized the Finance Committee cannot modify benefits. The intent is to better understand some of the characteristics of this non-discretionary expense the Town has in order to understand the trajectory and anticipated rate of increase or decline over time of this expense, and how it may impact decision-making at the Finance Committee. He referred to documents provided by S. LaBarbera – all of which are public.
- b. S. LaBarbera stated she would present on the financial aspects of the retirement system, not plan benefits and noted she would be in Great Barrington for a retirement benefits seminar on October 28, which is open to the public. S. LaBarbera stated the retirement system was established in 1937 by the MA legislature - there are 104 retirement systems in MA and PERAC is the governing agency. The Berkshire County Retirement board is responsible for the investment of the pension fund totaling \$320m – and it is 100% invested in the PRIT Fund - which she noted is a pooled fund. The retirement system plan is a defined benefits plan with payment based on age, service and salary and in MA it replaces social security for employees working 20+ hours per week belong to the retirement system.

She referred to the overview of investments with the PRIT Fund for the year in which the retirement system has been fully invested since 1998. P. Orenstein asked what “fully invested” means – S. La Barbera replied all \$320m is invested in the PRIT Fund, which is a diversified portfolio. She shared PRIT Fund recognitions and accolades for its investment returns, strategy and risk management, and significant returns and growth. A. O’Dwyer confirmed MA municipal employees do not pay into social security as the pension is a substitute – S. LaBarbera added there are also other benefits available for retirement if an employee worked at least 10 years and is 60 years old.

S. LaBarbera continued to provide highlights from the financial audit for 2021 year-end. She noted \$358m was invested in the account which is the highest ever; gains were \$56m; employer/employee contributions were \$17.5m and \$18m was paid to pensioners. She noted retirements increased significantly in the last 2-3 years. She noted for FY22, Great Barrington’s assessment to the retirement system was \$993,000 and its allocation/percent of the retirement system as whole represents 8.58% of the Berkshire County Retirement System – and noted a report is included in the packet that shows the assessment allocation by town.

S. LaBarbera continued to discuss the audit document, stating that income from the retirement system is generated by investment, assessments to the towns and member deductions. R. Geiler confirmed the Berkshire Heights Regional School District line includes schools in GB and a percentage of that is funded by the Town – he asked if there is a breakdown of the different streams of funds in the system. S. La Barbera replied she does not have that information, but it

was discussed that it could be calculated based on the budget. M. Cerna confirmed the GB Town receives the pension system audited financials, as does the Town's auditor.

Regarding the actuarial report, S. LaBarbera stated the actuarial valuation is compiled every two years by PERAC which uses a conservative investment assumption of 6.5%, but historically, returns average 8.1%. She noted the funded ratio is 87.4% and the unfunded liability is \$40m. She stated the goal is to be fully funded by 2028, but by law, it must be fully funded by 2038. She clarified that fully funded means all current and future liabilities can be funded. She also noted the unfunded actuarial liability is eliminated when fully funded so assessments should decrease – though many factors impact how much. P. Orenstein added this is all subject to change as there are many assumptions i.e., about the market and assets. S. LaBarbera agreed and stated there are multiple factors that can have an impact, such as an increase in member benefits – i.e., cost of living increases are built in at 3% which, right now, may not be adequate due to inflation – and the MA legislature is considering up to 5% for retiree COLA. She clarified these decisions are local options and the treasurer of each participating town has a vote. A. O'Dwyer asked about factors impacting fund increases/decreases – S. LaBarbera replied investments are the biggest piece that makes it vary. A. O'Dwyer also confirmed if fully funded, assessments to contributors will likely go down - and stated as we consider an OPEB fund we can expect things to get better not worse? S. LaBarbera replied OPEB is different from pension.

S. LaBarbera continued to cover information on actuarial valuation and stated there was growth 2013-2021 from 77% to 87.4% funded. She noted the funding ratio has steadily increased and a smoothing method is used to account for unpredictability of investment returns. She noted the PERAC memo shows projected appropriations for FY23 and the aggregated amount is \$12.4m - numbers through 2027 are also provided which is when it is expected to be fully funded. Regarding appropriation for GB for the next few years – there is a list of anticipated assessment for towns/districts and noted salary figures lag so for FY24, year-end wages for 2021 are being used. She stated salaries have gone down due to the pandemic - assessments are always on aggregate, but there is a small change in percentage owned.

P. Orenstein stated there is one pension fund and each town's bill is based on the sum of staff salaries and taking it as a percentage of the County – he asked if a change in methodology would ever be considered – i.e., an allocation by individual rather than a town calculation. S. LaBarbera replied there are different ways to appropriate an assessment such as based on town/district usage of the system – currently it is paid on active members only. P. Orenstein asked hypothetically if we doubled salaries in GB – the proportion of overall county pension fund would increase dramatically as would the pension bill. S. LaBarbera replied it would increase some, but it is likely other towns would be following suit. She noted the pension is a better benefit than social security for long-term employees due to returns on investments and lower costs the town. P. Orenstein asked if we want to project GB's assessment can we use the projections provided and taking our percentage? S. LaBarbera replied use 8-9% for the projection – but cautioned it can change.

The committee members all thanked S. LaBarbera for coming to meet with the committee.

4. Continued discussion of targeted financial assistance to resident customers of Housatonic Water Works
 - a. Regarding the proposal (introduced at the September committee meeting), P. Orenstein stated the Finance Committee has no ability to implement an assistance program – all we can do is make a recommendation to the Selectboard – as they have to agree a program is appropriate. If they vote to put a program in place, only then can the Finance Committee allocate funds from the reserve

- fund. He suggested opening the discussion on whether to authorize funds for short-term help to certain Housatonic residents.
- b. M. Cerna asked if the Finance Committee has authority over the reserve fund and if so, do we know if the Selectboard is open to doing this. P. Orenstein replied yes to the first question, the committee has authority over the money and can recommend to the Selectboard. He noted it is clear that the Selectboard is working on some type of short-term assistance, but there were no details – and they may have similar objectives. M. Pruhenski stated that is a fair characterization. He also shared that the Town is in line for state funding to provide temporary relief to Housatonic Water Works customers while also looking at long-term solutions.
- c. M. Cerna expressed her reluctance to approve short-term assistance unless it is clear it will make a real difference - and further stated she does not want to make a judgment about who deserves help so it should be available to all as everyone is paying for service. R. Geiler stated the intent is to help those most in need as there are limited funds available. M. Cerna asked about the timeframe for the state’s decision – M. Pruhenski replied he checks in weekly, but there is no indication. A. O’Dwyer stated she would like a strategy targeting those with brown water and suggested meeting jointly with the Selectboard to discuss. R. Geiler noted there are water stations in GB – and it was discussed they are outdoors and cannot be used in winter. He asked about indoor alternatives and M. Meagher suggested the fire station as a location.
- d. M. Pruhenski stated the Selectboard is considering three options: provide bottled water in the worst 8-10 weeks in summer; grants for the installation of home filtration units; and one/three/five -gallon refilling stations in a Town building. He noted the options to be offered depend on the amount of state funding. The Committee discussed the potential cost of these remedies and M. Pruhenski stated he had reached out to get an estimate on a refilling station, but as there are so many options, the vendors needs more information than we have at this time.
- e. R. Geiler asked since the Finance Committee has a funding source, perhaps that can be used instead of waiting for the state. M. Pruhenski stated he ran the numbers and to provide 2 5-gallon jugs of water to everyone (all HWW customers) for an 8-week period comes to near six figures – so is not a viable option. A. O’Dwyer pointed out not every household is in need and summer is the worst time – which is in the next FY so perhaps funds could be put aside if we know the cost. M. Pruhenski stated he is trying to get a sense of costs so once the Town gets state funds it can implement quickly. P. Orenstein stated the Town is doing all the right things – and noted the initial concern is customers, especially seniors, who in winter will have a lot of increased expenses – cannot buy water for drinking, funds should be allotted to them.
- f. P. Orenstein made a motion that the Finance Committee communicate to the Selectboard the Finance Committee is allocating up to \$30,000 to provide assistance to those residents of Housatonic who are already participating in an economic assistance program and have already been assessed to have financial need (including but not limited to food stamps, Medicaid and home energy assistance all of which have economic tests with low thresholds). He continued, if individuals confirm participation in these programs, the Town can provide a small stipend to allow them to buy bottled water. He noted this means testing does not include looking at income taxes or pay stubs; A. O’Dwyer seconded. P. Orenstein asked for any discussion –
- M. Cerna asked how many people are in this category and what is a “modest” stipend – P. Orenstein replied he calculated bottled water at \$20.00 per week – there are 800 HWW customers so he estimated 2.5-5% would be eligible so the program which would cost \$20,000-40,000 for the year. He noted these are all assumptions.
 - M. Meagher stated that she feels is premature to do this and the Finance Committee should work with the Selectboard to review the numbers. P. Orenstein stated he did not think a joint meeting was appropriate as it is ultimately the Selectboard’s decision--working with Town staff.

- M. Cerna stated she would like to better understand the option - making it available to everyone and more long-term.
- R. Geiler stated the Selectboard is the decision-maker to provide assistance, but we are requesting the money be set aside for a specific program – can they do something else with it. He asked if we could suggest this program or something like it with the same intent.
- M. Pruhenski stated there is no specific amount from the state at this point and he clarified funding would not be restricted as the request was to provide temporary relief with no specifics. P. Orenstein pointed out the Selectboard has already asked M, Pruhenski to consider options.
- A. O’Dwyer suggested the Finance Committee communicate that the committee feels it would be an appropriate use of the fund and ask the Selectboard what they think.
- S. Bannon agreed with that approach – to make an offer to the Selectboard re: the reserve fund and encourage the Selectboard to contact the Finance Committee.

A. O’Dwyer amended the motion to state:

That the Finance Committee asks the Selectboard to consider various options—including the need-based proposal discussed in recent finance committee meetings— for assisting Housatonic Water Works customers. The committee asks the Selectboard come to the committee in a timely manner with options and estimated costs for each for option being considered, to consider for potential funding from the committee's reserve fund.

R. Geiler seconded. P. Orenstein asked for any discussion – R. Geiler asked if an amount needs to be included – it was discussed it should be open-ended. Roll call vote: Milena Cerna, “aye,” Richard Geiler, “aye,” Madonna Meagher, “aye,” Anne O’Dwyer, “aye,” Philip Orenstein, “aye.” All in favor: 5-0.

A. O’Dwyer stated she would send wording for the motion to M/ Pruhenski to share with the Selectboard.

5. Update from Finance Committee representative on Community Preservation Committee – R. Geiler stated the next meeting is November 1 at 5:00pm and agreed to report back to the Finance Committee any important dates/deadlines for proposals. It will be a standing item on the agenda.
6. Future meeting schedule – 3rd Tuesday of the month @ 6:30 pm • November 15 • ** December 13 ** (2nd Tuesday) • January 17
7. Citizen Speak Time – there was none.
8. Media Time
 - a. E. Mooney asked a question to M. Pruhenski as to why the discussion and vote to seek state funds was done in executive session –S. Bannon stated it was discussed with M. Pruhenski at a regular one-to-one meeting that occurs weekly between the Town Manager and each Selectboard member. He stated it was M. Pruhenski’s idea as part of his role as Town Manager including reaching out to district representatives to the State government (Hinds and Pignatelli) with the request. M. Pruhenski clarified the funding is part of an economic development bill - it is not a grant and stated he would look up the bill and send it to E. Mooney.

9. Adjournment – R. Geiler made a motion to adjourn; A. O’Dwyer seconded. P. Orenstein adjourned the meeting by unanimous consent at 7:50 pm.

Respectfully submitted,

Stacy Ostrow, Recording Clerk

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Paul E. Storti
Chief of Police



465 Main Street
Great Barrington, MA 01230
Telephone: (413) 528-0306
Fax: (413) 528-6342

TOWN OF GREAT BARRINGTON MASSACHUSETTS

POLICE DEPARTMENT

RESERVE FUND TRANSFER REQUEST

November 7, 2022

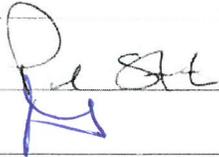
TO: Finance Committee
FROM: Paul Storti, Chief of Police
RE: Reserve Fund Transfer Request

I respectfully request a reserve fund transfer of \$23,300.00 to fund the training cost for four police officer recruits. We had anticipated one opening for this fiscal year, however after the budget season we had three unanticipated openings. In addition, we had an officer submit his letter of retirement with a last workday in June 2023.

These unforeseen departures have created a critical staffing need for the department. The next academy is tentatively scheduled for April 3rd, 2023 in Holyoke MA. It is imperative that we get these applicants through the lengthy academy entry process to avoid having to send them further away and incur the additional cost associated with lodging them for the training.

We have recently learned that two officers are in the interview process with other agencies and may be leaving within a few months. If this does come to fruition, we will need to fill their positions as well, costing an additional \$11,400. This amount is not included in this request.

	ACCOUNT NAME	ORG	OBJ	AMOUNT
From:	Reserve Fund	01131	57800	\$23,300.00
To:	Travel / Training	01210	57100	\$23,300.00

Department Head Signature: 

Date: Nov. 8, 2022

Town Accountant: 

Date: 11-8-22

Town Manager: 

Date: 11-8-22

To _____
11/8/2022
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Finance Committee:

Breakdown for police academy training for four recruits:

There is an increase for the academy fee, a large increase to ammunition, and equipment.

Academy fee \$3200.00 each officer	\$12800.00
Ammo \$1000.00 each officer	\$ 4000.00
Uniforms and equipment \$1500.00 each officer	\$ 6000.00
Misc. Travel expenses	<u>\$ 500.00</u>
	\$23,300.00
Total Funds needed	\$23,300.00

Mark Pruhenski
Town Manager

E-mail: mpruhenski@townofgb.org
www.townofgb.org



Town Hall, 334 Main Street
Great Barrington, MA 01230

Telephone: (413) 528-1619 x2
Fax: (413) 528-2290

TOWN OF GREAT BARRINGTON MASSACHUSETTS

OFFICE OF THE TOWN MANAGER

RESERVE FUND TRANSFER REQUEST

November 7, 2022

To: Finance Committee
From: Mark Pruhenski, Town Manager
Re: Reserve Fund Transfer Request – DPW

I respectfully request a reserve fund transfer of \$4,000 to fund the unexpected costs of transfer station operations relative to new mattress disposal/recycling rules. Mattresses now must be recycled rather than disposed of, and the Town must store the mattresses in a dry secure located between the periodic recycling pick-ups. The Town does not have a container to store the mattresses however, and so must either rent a contained or purchase a container. The DPW Superintendent recommends purchasing a container at a one-time cost of \$4,000. Unfortunately this cost was unforeseen and we cannot absorb this cost elsewhere in the DPW operating budget.

	<u>Account Name</u>	<u>Org.</u>	<u>Obj.</u>	<u>Amount</u>
From:	Reserve Fund	01131	57800	\$4,000
To:	Public Works Supplies	01422	55300	\$4,000

Department Head: _____

Date: 11/7/2022

Town Accountant: _____

Date: 11-7-2022

Town Manager: _____

Date: 11-8-22

Finance Committee:

Joseph Aberdale

From: Kyle Sanders <kyle@containerone.net>
Sent: Tuesday, November 1, 2022 1:00 PM
To: Joseph Aberdale
Subject: Container One Shipping Container Quote

****CAUTION:****

****This is an external email, be vigilant****

*****Do not click links or open attachments unless you recognize the sender (and their email address) and know the content is safe*****

Good afternoon , this is Kyle with the shipping containers!

We received a request for a quote from you, thanks for replying to the ad!

We can deliver a 40' for \$3889 for a standard or \$3942 for a high cube

We also offer a 2% discount if you pay via check or ACH rather than a card

Price includes delivery for our best quality used containers

When did you want to get one delivered?

Also I'm much easier to reach via Call/Text at 208-851-0630- thanks!

--

Kyle Sanders, Sales

Container One

8204 N. Palmyra Rd. Canfield, OH 44406

Cell: 208-851-0630

www.adventurecontainers.com

www.containerone.net

*Helton Springfield
\$3990 + \$500 Delivery*



EVEON Containers Inc.
4900 O'Hear Ave. Suite 100
North Charleston, SC 29405
United States
Tax Identification Number 30-1303707
888-489-7585 (toll free for USA)
info.usa@eveoncontainers.com
www.eveoncontainers.com

Attention: Joe Aberdale
413-717-8603

Zip code of the shipping address:
01230
United States

Quotation/Offer

Quotation-Nr.: Q00003145
Date: 11/1/2022
Valid till: 11/4/2022

Phone: 888-489-7585
E-mail: info.usa@eveoncontainers.com

Your quote:

Product description	Quantity	Unit Price	Amount
40ft Standard, Used, Wind and Watertight	1	2,629.00	2,629.00

Subtotal for containers, USD	2,629.00
Discount	50.00
Delivery (tilt bed/roll off)	752.00
Sales and Use Tax	calculated on the webshop
Total amount due (before sales tax), USD	3,331.00

tax 209.19
3539.19

OFFER IS EXCLUDING TAXES. TAXES ARE CALCULATED AT CHECKOUT.

Thank you for choosing Eveon for your shipping, storage and building solutions! You can purchase the containers by visiting our website 24/7.
If you have any additional comments or questions, please call our customer service team at 888-489-7585.

Quote Terms and Conditions:

- Prices are subject to change at any moment.
- We do not reserve the containers for quote requests.
- Payment is due prior to delivery.
- Please note, we would never ask you to pay us via any methods other than the payment options mentioned on www.eveoncontainers.com. Avoid scammers and only place your order via our webshop.

Updates to data included in the “Local Option Revenue Overview” prepared by Sue Carmel in August 2021

Source: Mass Department of Revenue,
Division of Local Services

Meals tax (0.75%)

Fiscal Year	Quarter ending		Annual Revenue		Yearly % change
2021	September	60,787	FY 2016	283,727	
2021	December	77,280	FY 2017	270,852	-4.5%
2021	March	53,764	FY 2018	275,721	1.8%
2021	June	57,634	FY 2019	288,125	4.5%
	FY TOTAL	249,465	FY 2020	281,714	-2.2%
			FY 2021	249,465	-11.4%
			FY 2022	330,978	32.7%
2022	September	90,216			
2022	December	97,906			
2022	March	61,537			
2022	June	81,319			
	FY TOTAL	330,978			
2023	September	95,901			
2023	December				
2023	March				
2023	June				
	FY TOTAL				

Room Occupancy 6% Tax

Source: Mass Department of Revenue, Division of Local Services

Calendar period	Fiscal Year	Quarter ending	Short-Term		Traditional Lodging	Total	Annual Revenue		Yearly % change	
			Rental							
6/1/20 to 9/30/20	2021	September	116,374		68,763	185,137	FY 2016	490,449		
	2021	December	30,680		86,295	116,975	FY 2017	517,024	5.4%	
	2021	March	40,077		62,849	102,926	FY 2018	457,618	-11.5%	
	2021	June	64,621		92,985	157,606	FY 2019	474,567	3.7%	
			FY TOTAL	251,752		310,892	562,644	FY 2020	616,120	29.8%
			Mix	45%		55%	100%	FY 2021	562,644	-8.7%
								FY 2022	940,037	67.1%
6/1/21 to 9/30/21	2022	September	57,994		184,925	242,919				
	2022	December	95,245		230,916	326,161				
	2022	March	59,039		112,652	171,691				
	2022	June	70,299		128,967	199,266				
			FY TOTAL	282,577		657,460	940,037			
			Mix	30%		70%	100%			
6/1/22 to 9/30/22	2023	September	87,307		216,697	304,004				
	2023	December								
	2023	March								
	2023	June								
			FY TOTAL							

*** Taxes began to cover STR as of 7/1/2019

Cannabis Revenue

3% Local Option Tax. (excludes community impact fee)

Fiscal Year	1st Qtr ending Sept	2nd Qtr ending Dec	3rd Qtr Qtr ending Mar	4th Qtr ending June	TOTAL
FY 2019			45,662	225,798	271,460
FY 2020	357,274	415,133	406,456	247,477	1,426,340
FY 2021	339,967	487,927	437,917	489,940	1,755,751
FY 2022	586,830	536,327	519,299	471,388	2,113,844
FY 2023	437,334				