Editor’s Letter

It’s beginning to feel like a trend to start each letter from the editor with the word “Phew!” (if that counts as a word; I suppose it is, since technically it’s an onomatopoeia...not to let the grammar police in me digress too much...)

Truly, though, sitting back at the end of each three-month period that passes between editions of Lasting Impressions gives me a great opportunity to breathe deeply and reflect, and the first word that comes to mind is usually “Phew!” We’ve accomplished so much in such a short time once again.

In this past three months alone, we have of course seen Hurricane Matthew come and go, celebrated a week-long series of Veteran’s events (congrats on the AMAZING success of these events!), held the Inaugural Volunteer Expo, feasted, hosted, organized, decorated around Thanksgiving celebrations, held numerous golf, tennis, and croquet events, and so much more.

It’s hard to believe that it was just in September and October that we also attended two ideal-LIVING shows.

We’ve also been featured in Executive Golfer Magazine, Island News, Lowcountry Weekly and several other publications. We’ve taken and sent surveys, we have shifted department structures in marketing and communications, including hiring Tina Laser (read her debut article, page 6).

A project that we began in the summer that is just now concluding was an in-depth examination of our real estate structure (see article, page 12); this study lays the groundwork for what will hopefully be another very strong sales year in 2017.

It’s been a busy but productive year. Here’s to an even better 2017!

Laura Q. McCarthy

FEATURES
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COVER CONTEST Announcement

Would you like YOUR artistic creation to be featured on the next edition of Lasting Impressions? Each quarter, we will announce a theme and accept submissions for member art to be featured on the front cover.

Images will be selected based on how well they meet the theme that month, along with how well they capture the beauty, history, and charm of Dataw.

SPRING THEME: New Beginnings

Please submit images at a minimum of 1 mb and a maximum of 10 mb to datawmarketing@islc.net.

Include your name as you would want it credited, as well as the title of your art. Submitting a piece for inclusion implies consent for Dataw Marketing to use your image in our marketing materials.

Please note that all submissions will be acknowledged by reply email as “received” within two business days. If you do not receive a return email confirming your submission, please call (843) 838-3838, Ext. 8.

Interested in contributing to Lasting Impressions?
Please contact Laura McCarthy at (843) 838-3838, Ext. 8 or at datawmarketing@islc.net.
So you’ve finally decided. That old kitchen that’s been driving you crazy is going to get a major facelift. You’ve looked at appliances, and worked out some preliminary design ideas. You even have a contractor in mind. Now what?

There are three options to consider. The first is a fixed bid, where the contractor assumes the risk that prices will not rise between the time the contract is signed and the materials purchased. There are allowances for various elements, such as appliances, for which the client is responsible if they are exceeded. With this approach, the contractor will include a contingency fund to cover any exposure with price increases, and because of this it may be more expensive. The contractor also assumes the responsibility for any incorrect estimating.

The problem with a fixed bid is that builder profit is not always transparent. Builders and contractors are motivated to spend as little as possible, and there is a temptation for them to use the cheapest alternative when specifications are unclear. This option works best for clients who want to know exactly what their renovation will cost so they can plan accordingly. It also works well in an inflationary environment.

The second option is cost plus a percentage. This is an arrangement where the customer is
charged the actual costs of the project plus a percentage that is added on top as a builder fee. It is the owner who bears the risk in this situation, but it is generally not a huge one unless there’s a catastrophic event such as a hurricane, which might make prices rise unnaturally. The contractor will prepare a detailed list of the materials required and estimate the price. (Typically, if you are using a good contractor, the actual cost will come in very close to the estimate.)

This is more transparent than a fixed bid and works well for complex homes and remodels where a team approach is desired, as more decisions can be made during the build process. However, the final cost will not be known until the project is complete.

There is a third option is a **hybrid of these two**, where the builder’s fee is a fixed amount rather than a percentage of the whole project. This model provides the same advantages as cost plus percentage, but eliminates the contractor’s motivation to generate cost overruns. The builder is also not penalized for coming in under budget.

Your tolerance for risk and the scope of your project will determine which method is best for you. But none of these formats is a substitute for a qualified builder or contractor with integrity. All of these options can be manipulated by an unscrupulous contractor, so buyer beware.
Dataw Island Conservancy:
Working Quietly with Nature
by Tina Laser

Once the natural landscape of Dataw has her hold on you, she doesn’t let go. She is very much alive, wild, and free. She is preserved in the pieces of history that have drawn every resident to visit here, and many to stay.

Photo by Tom Brady
It is this wildness that needs to be protected and for the past four years, the Dataw Island Conservancy has been doing just that. John Colgan, the president of the 501(c)(3) non-profit Conservancy, states that “Our goal of the Conservancy is to educate and build appreciation for our natural environment among Dataw residents. By building a sentiment towards the nature that we have here, we can ensure a long term future for our ecosystems that may otherwise be at risk.”

Supported by more than 120 residents, the Conservancy has been busy maintaining multiple bird populations on Dataw. Since 2012, nesting areas for ospreys, purple martins, bluebirds and owls have been erected all over the island. Soon flying mammals will be added to that list... bats! Two bat houses are planned to be placed high above the trees on steel poles and will be home to roughly 150-200 bats each. Can you say “free mosquito control”?

This spring, there was a large increase of purple martins. Purple martins are migratory small birds that are superb flyers and voracious insect eaters (hooray!). In addition to the existing two nest houses installed by DIGA and DIWGA at Cotton Dike #13 and #9, two more houses were added last spring due to the overwhelming popularity of the nests amongst the purple martins. Bill Krebs, the Chair of the Nest Monitoring Committee, ensures that the nests are shielded from predators and clean of mites as he observes their progress March through June. In his 2016 report, there were about 136 new fledglings - up from 52 last year. According to these results, more nest houses...
have been ordered and will be put up for next spring. The nests are all cedar wood with about 14 nesting spaces each. It is great to see that the birds love it here just as much as we do - the martins return every year from their migration to Brazil!

The purple martin isn’t the only success story of the Conservancy, which participates annually in Camp Dataw and holds numerous “Nature Talks” throughout the year to further educate residents. Colgan has found that “The number one reason why people come to Dataw from all over the country is not the amenities, but the natural beauty in the land. They may be unfamiliar with the local flora and fauna, so we teach, educate and build appreciation.” The Conservancy is partnering with the Garden Club early next year for a “Nature Talk” featuring naturalists and arborists from local tree companies to discuss which species can be planted to replace the landscaping that was lost to the storm. The goal is to plant back plants and trees that are natural to the area to ensure stable ecosystems. Thanks to the dedication of our residents, staff, and supporters, the natural wonders of Dataw can be preserved for many generations to come.

If you would like to become a Supporter - without whom none of this would be possible - or want more information on becoming a part of the Dataw Island Conservancy, please contact John Colgan at (843) 838-6748 or jcolgan1725@gmail.com.

“Nature is not a place to visit. It is home.”

~Gary Snyder
Dreaming of a Specially Trimmed Tree This Year? One of a kind?

Visit the Beaufort “Festival of Lights” for inspiration or to find your special tree, and support Friends of Caroline Hospice
Glittering lights and bright, shiny objects have illuminated a live indoor forest in Beaufort annually for 29 years. Eagerly, Dataw Islanders participate as sponsors, donors, volunteers and purchasers during this beloved holiday celebration.

Known for their collective creativity and flair, the Dataw Garden Club sponsors a tree each year. This season, Pam Yovik, Chris Dedel and Peggy Dale fashioned a dazzling design using purple hydrangeas; silver, white and green globes and trimmed with gold ribbon. Hydrangeas? Hum...

As Pam explained, “We arranged for a special drying process that renders the flowers soft, flexible and long-lasting. Dry, brittle and fragile ones would never work. But these do!” You bet. They look miraculous. Then they and twenty-plus other members gathered, made the ornaments in short order and stowed them until the event.

Meanwhile, back at her home, Mary Hanby had signed up as a tree sponsor and was preparing her own décor celebrating legendary mermaids and delightful sea creatures. In fact, she partially decorated a small tree to show us how the final tree would look. Decked out in rich, colorful pastels these jewels of the sea, flecked over a green tree, immediately make you smile. Precious!

For centuries, there have been reports of mermaid sightings in our coastal waters and marine wetlands. Today, you can find sculpted mermaids all around Beaufort and the Sea Islands. Maybe you’ve seen them? Come by and see Mary’s at the Festival!

Besides trees that transfix, the Festival will host an opening night gala at Tabby Place December 1, from 6 – 9PM. You will enjoy hors d’oeuvres from Beaufort’s finest chefs, live music and a silent auction. Or, take a walk through the trees and holiday sales before the Festival ends on December 6.

Experience the joys of the season at the Beaufort Festival of Lights/ Friends of Caroline Hospice and support a cherished cause. You just might come home with a delightfully decorated tree and more…
• In September, we had 9 property closings, compared to 1 the prior September. The median sales price for homes sold was $260,000; the single closing in Sept. 2015 was a homesite.

• In October, we had 7 closings, all of which were homes, compared to 5 home sales and 3 foreclosures on Oct. 2015. The median sales price was $350,000.

• November was also strong, with 8 closings, 7 of which were homes. The median sales price was $309,000.

• Our YTD sales as of Nov. 30 totaled 79 in 2016 and 64 in 2015 (includes 6 foreclosures). The YTD median home sales price in 2016 is $342,500, compared to $296,000 last year to date.

• In September, Logan hosted a breakfast meeting with Weichert, where Dataw also presented.

• In October, Dataw hosted a breakfast presentation and tour for 16 Coldwell Banker agents. A meeting/presentation with Coastal Real Estate Solutions is being rescheduled due to the storm.

Sales Trends – Number of Homes Sold

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As we look back on what has been a banner sales year, we are also looking forward to position ourselves for what will hopefully be another very strong year in 2017.

The process is multifaceted; one of the major initiatives was coordinating a series of joint work sessions between the DIOA and DIC boards. The goal of the work sessions was to examine our sales processes and evaluate if indeed our current situation (the "Joint Marketing Agreement," or JMA) is still the most relevant and effective way to support the sales of both new and existing homes.

What we found was that the quantity and price of resales have been extremely strong, and that new home sales have been good but could be improved upon.

No stone was left unturned when examining the sales structure. We looked at the possibilities of: continuing with the JMA as-is; building an in-house agency; outsourcing to another company to build a dedicated real estate company for Dataw; adding a Logan rep into the JMA rotation, and just about every variation there-of. The brokers of Lowcountry and ERA as well as the principles from Logan Homes were brought in for meetings and consultations. Sales figures and budgets were crunched. Realtors were surveyed... the list goes on!

At long last, the boards concluded that our current JMA is functioning satisfactorily for resales. However, both companies acknowledged the benefits to each budget (and the health and growth of our community) to support new homes being built on non-dues-paying lots. With this in mind, and with Logan Homes having proved to be a good partner to the Dataw community, it was decided that modifying the current JMA to include Logan would be the most prudent course of action.

As of January, Logan Homes will become a one-third partner in the Joint Marketing Agreement. In short, this means that they will assume office hours every third day of the month, and receive the leads that come in through Dataw Marketing on those days. A staffing arrangement has been made with Lowcountry and ERA to designate a "Logan Homes Specialist" from each company to fill these duty days and handle incoming leads. Having general brokerage agents fill this slot will best serve our members and prospective buyers, as the agents are qualified to sell both new homes and resales. Also, having ambassadors from two of the major real estate companies in Beaufort will serve to increase the availability and accessibility of information on building a Logan Home on Dataw Island.

I’d like to personally thank all of the board members, the brokers from each of the three companies, Ted Bartlett, and Lori Murdaugh on their assistance in coming to this new arrangement. I am excited about this new partnership and what it means for all three agencies to be working in concert to continue grow our sales.
Having friends or family visit for the holidays? Here are some great events that they may enjoy!

**Light Up the Night Boat Parade**  
December 3  
5:30 – 8:00 pm

Beaufort’s Light Up the Night Boat Parade is the city’s annual Christmas parade of festively decorated boats on the Beaufort River. It’s quite the unique event and a must-see if you’re in town during the Holiday Season! The parade occurs the same weekend of the Night on the Town Celebration, and the city’s Christmas tree lighting. Celebrate Christmas, Beaufort-style!

DowntownBeaufort.com

29th Annual Festival of Trees  
December 1-6

The Festival of Trees benefiting Friends of Caroline Hospice is one of Beaufort’s beloved holiday celebrations, showcasing beautifully-decorated trees that are judged for their originality and creativity and are then available for purchase. Opening Gala, silent auction, hors d’oeuvres from area restaurants, music, beer, wine and a wealth of decorated trees from community members, businesses and organizations.

FriendsofCarolineHospice.org/events

**7th Annual Christmas Golf Cart Parade**  
December 10  
5:15 pm

Port Royal’s seventh annual golf cart parade will begin at 5:15 p.m. on Dec. 10 at Helena Place on Paris Avenue. The parade is open to out-of-town golf carts, with trailer parking available in the post office parking lot on Paris Avenue. The rain date will be Dec. 11.

portroyalgolfcartparade.wordpress.com

**The Beaufort Symphony Orchestra: Seasonal Splendor**  
December 15  
7:30 pm

Hear the Corelli Christmas Concerto performed by Katie and Frederick Devyatkin and all your Trans-Siberan favorites!

BeaufortOrchestra.org
Winter Fun - Calendar of Events

Beaufort Railroaders Christmas Exhibit
December 13 - 17
8:00 am - 5:00 pm

Model trains are returning to the Beaufort Branch Library for the 24th year as the Beaufort Railroaders are bringing big city and small town scenes to life at this year’s holiday display. See vintage Lionel and American High Flyer model trains traverse around and through small town scenery including neighborhood baseball fields, storefronts, churches and train depots, complete with vintage model cars on old fashioned city streets. The train show is a local Christmas tradition, and has been enjoyed over the years by thousands who appreciate detailed modeling, action, lights, color, fun and nostalgia.

National Wreaths Across America Day
December 17

Remember, Honor and Teach: join in the wreath-laying ceremony at the Beaufort National Cemetery. Help place wreaths on veteran gravestones or donate to help purchase wreaths.

wreath.fastport.com

Parris Island Band 8th Annual Lowcountry Christmas Concert
December 18
7:00 pm

Enjoy the Parris Island Marine Band in the 8th Annual Lowcountry Christmas Concert at Community Bible Church. An annual favorite, the Parris Island Marine Band will again be performing a variety of seasonal favorites in the main auditorium at the church.

“Stir It Up”
January 29
5:00 pm

This fundraiser for the Gullah Cooking School for Youth will feature local oysters, chili, fried fish, red rice, collards, cornbread and dessert!

gullahgrub.com

The Affair
January 28
7:30

Menu of events include: Tablescapes by local designers, original works of art by local artist, silent auction, dance on stage, open mic with local celebrities, cocktails and hors d’oeuvres served throughout the event. Proceeds benefit the programs and services of the Center for the Arts.

uscbcenterforthearts.com
2017 Beaufort International Film Festival  
February 15 - 19  
Visit the website early and often to see the full line up for the eleventh annual Beaufort Film Festival.  
beaufortfilmfestival.com

Penn Center to Host Community Sing  
February 21  
6:30 pm  
In honor of Black History Month, visit the Frissell Community House for this stirring vocal performance.  
penncenter.com

Beaufort Symphony Orchestra Concert: Romantic Virtuosi  
February 25 and 28  
Tamas Kocsis: Soloist. Paganini Concerto No. 1 in D Opus 6. Mendelssohn Symphony No. 3 “Scottish.”  
beaufortorchestra.org

7th Annual Bands, Brews & BBQ  
February 26 - 27  
This fun Port Royal festival kicks off on Friday with the Wing Throw Down, 6 to 9 p.m. with entertainment by The Cluster Shucks.  
friendsofcarolinehospice.org

SAVE THE DATE:  
MCAS Beaufort Airshow  
April 29-30  
The aluminum cloud is soaring above the flight deck! Don’t miss this spectacular show – fun for all ages.  
usmc-mccs.org