Editor’s Letter

I feel as excited as the towns folk in The Music Man when I get a package from Wayfair, Home Depot, Lowe’s, Amazon ... especially when I know it contains something fun for my home. Not to say I don’t also love receiving flannel pj’s at Christmas - thanks Jana! - or a boxload of dog toys - thanks Mom! - but there is something extraordinarily satisfying about unwrapping and installing decorative shutter scrolls, antique ceiling medallions, and arranging my new pillows “just so” on the sofa. No, I have no shortage of “roll up my sleeves and get it done”; if anything I err on the side of TOO much. Too many pillows on the sofa, too many choices of which holiday decorations to hang, too many projects on my to-do list ... and, if I was to be honest with you, I really hate cleaning. (I mean, really, when there are pillows and decorations to arrange, who wants to crawl around cleaning baseboards?) This edition of Lasting Impressions is dedicated to the Great Spring Clean. (Capital letters added for emphasis, and to make it sound as big and hairy as we often feel it is!) But, please don’t stop reading here. You’ll find some fantastic “green” cleaning solutions that REALLY simplify your cleaning supplies, tips on list-keeping and spring cleaning, and, a great recap of Mary Marshall’s “Love Your Home” seminar. She shared her experience and wisdom on decluttering, sprucing up your curb appeal, and modernizing, among other things. If you missed the seminar, you will most definitely want to read the article. (Spoiler: My pillow obsession will need to be scaled back when it comes time to sell.)

As always, you’ll also hear from me about the state of real estate. Always interesting, and always changing!

For now, I leave you with this (don’t hate me .. here is your warning to skip to the next page ... okay, you trust me? Here goes!) “O-HO THE WELLS FARGO WAGON IS A’COMIN DOWN THE STREET, OH PLEASE LET IT BE FOR ME!”

Laura Q. McCarthy

FEATURES

4 Eco-Friendly Cleaning Tips  By Holly Mason
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on the cover...

“Welcome”

Making your home say “Come on in, and sit a spell!” can be as easy as updating your door. Learn more in the Love Your Home article on page 7.

by Mary Marshall

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.

SUMMER THEME: Sweet Tea
(And other things we love about the South!)

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) 379-3056.

Interested in contributing to Lasting Impressions? Please contact Laura McCarthy at (843) 379-3056 or at datawmarketing@islc.net.
Have you ever been cleaning your home and felt a headache suddenly emerge? Or maybe a funny looking rash on your hands after a hard day of scrubbing? That could be due to some harsh chemicals in cleaning products we use in our homes every day. Not only can they be pricey but their manufactured use and disposal can harm the environment.

And, if your home is on the market and keeping your house clean is a must, you may even have to clean it multiple times a week. That is a lot of cleaning products used!

Cleaning your home without harsh chemicals doesn’t have to cost a fortune; in fact, some of the best cleaning products are probably already in your home and cost very little. And guess what? It’s much better for the environment!

Nowadays, more and more people are thinking about how the environment around us affects our health. What can we do differently? What can we control? How do we make it better? You may be even asking, “Where do I even start?”

You can start right in your own home! By making small changes, just by how you clean, you can make a positive impact on the environment and even your health.

Here are some helpful eco-friendly tips on keeping your home clean without the harsh chemicals:

1. Windows & Glass - Forget ammonia-based window cleaners. The windows in your home can be effectively cleaned with 4 tablespoons lemon juice mixed with a half-gallon of water. Other effective cleaners for glass and mirrors are rubbing alcohol and witch hazel.

2. Vinyl - Dipping a cloth in straight lemon juice and rubbing it onto the stained area can remove stains on vinyl items such as recliners or tile flooring.

3. Wood Polish - One very effective wood polish sounds like it would be a good salad dressing as well: Just mix 2 parts olive oil with 1 part lemon juice and apply it to your furniture using a soft cloth. The combination gives your wood furniture a nice smell and a sparkling shine. Have a water
ring? You can quickly get rid of the mark by making a thin paste of salad oil or lemon oil and salt. Wipe the paste on, then lightly buff the area as you wipe it off with a soft cloth.

4. Paint Odors - Whenever you have an indoor painting project, you can help control the smell of the paint by keeping small dishes of vinegar scattered about in the room. The vinegar will absorb the paint odor while you work. Leave the dishes out for a few days after finishing the project to keep the paint smell at bay. Remember to change the vinegar each day.

5. Metal - Most metal polishes contain ammonia and usually at least one type of acid, among other undisclosed ingredients. This is another area where it’s a good idea to try greener methods first before plunging into the use of harsh commercial products.

Do you have tarnished copper or brass antiques? Give them loads of shine without doing any damage by bringing in salt and vinegar and adding one more ingredient from your kitchen cupboard: flour. Make a paste using equal parts of the three ingredients; rub the paste onto the brass or copper item with a soft cloth. Cover the entire surface and let the whole thing dry out (this will take about an hour). Wipe off the dried paste with a clean, soft cloth.

6. Fireplace - If your wood-burning fireplace has gathered soot and smoke smudges around its exterior, you can spruce it up by applying a paste of cream of tartar and water. Rub the paste into the stains, let it dry, then scrub it off.

If it’s the inside of your fireplace and chimney you’re worried about, you can help loosen soot buildup by tossing an occasional handful of salt into the fire the next time you’re enjoying your fireplace. The burning salt will help loosen the soot a little, buying you some time between major cleanings.

7. Bare floors - Your basic vinegar and water solution is really the perfect choice for cleaning most types of bare floors in your home. Mix up 1 cup vinegar with 1 gallon warm water (be sure it’s warm!) and mop it onto a ceramic tile, linoleum, vinyl, or wood floor. There is no need to rinse afterward -- saving both time and water. If your vinyl or linoleum floor looks a little dull after cleaning, you can give it a shine by mopping it over again with straight club soda. Try not to saturate wood floors with the vinegar and water solution. Use a light touch; the mixture will make your floor shiny and remove any greasy buildup.
8. Mold - Stubborn mold and mildew in your bathroom might tempt you to break out a harsh cleaning spray, but you can dislodge it with a few squirts of vinegar instead. Just let it soak for a few hours to kill the mold and then scrub it away. If that doesn’t work, try making a paste of baking soda in a bit of water and apply it to affected areas to use as a gentle abrasive.

9. Pots & Pans - In addition to being an effective abrasive for mold removal, baking soda can also super-charge your dish soap to scrub baked-on residue away from your pots and pans. You can also use it for its odor-absorbing properties. The classic example is keeping a box in your fridge, but you can also sprinkle baking soda into carpets to keep them fresh — just be sure to vacuum up the excess the next day.

10. Re-purposing - Quit using paper towels and Swiffers and start using washable, reusable cloth squares instead. Cloth diapers make an excellent dust rag, as do old t-shirts cut into large squares. You can even fashion an old towel or washcloth into a reusable Swiffer cover to keep items out of the landfill as you go about your daily dusting chores. Making your own cleaners is another way to keep extra garbage out of the landfill.

Take your soiled shirts from “Ohhhh, honey...” to “Oh! Thanks, honey!” :)

Spring, 2019
Last month, Dataw members were treated to a fantastic “Love Your Home” seminar, produced by the Dataw Marketing Committee. In February, members heard from Dataw Island’s own Mary Marshall; for those who missed it, here are some of her tips to refresh your home – to help you love it now, as well as ready it for sale.

Making changes today will help give you personal enjoyment, while providing you with the best possible return on your investment when you sell. It is important to know that in some markets, owners can sell a home in “as is” condition. But in most markets, including ours here on Dataw, repairs can make or break a sale—or at least affect the time it takes to sell the property.

Housing sales have slowed nationwide, and there is an abundance of available homes on our island. How we maintain our property is a reflection on our community-at-large, and the condition of our homes, along with our ability to get them sold quickly and at top dollar, impacts all of us. Here’s how to make your home more enjoyable today and to stand out above the competition if listed for sale.
Let’s get started. Ask yourself a couple questions and be honest. Better yet, ask these questions through the eyes of your friends, neighbors or guests:

• How does the outside appearance of your house make you feel? Are you stressed because there’s so much that needs to be done? Does it look worn and in need of maintenance or repair?

• Is your house inviting and welcoming? Is the yard clean and nicely manicured, or is it filled with weeds and yard debris? Is the exterior of the house clean and attractive? Does the appearance make you want to go inside?

• Moving inside, what feeling do you have now? Is it dated and cluttered, dark and gloomy? Does it remind you of your grandmother’s house? Or is it neat, bright and makes you feel happy?

IT ALL STARTS WITH CURB APPEAL

According to a recent survey by Zillow, Realtors consider curb appeal as one of the five most important factors in selling any property. Although you may not think about it every day, how it feels when you drive up to your home also contributes to your wellbeing.

MAINTENANCE

Routine maintenance, particularly in a coastal environment, not only reduces the risk of deterioration of the structure, but it’s key to keeping the house attractive. Maintenance protects your home, and helps you stay in compliance with Dataw’s Living with the Covenants.

The house exterior is the first impression of the home, so make it an attractive one. If you are going to sell your home, keep in mind that prospective buyers can be more accepting of a less appealing interior when the exterior is clean and well maintained. It’s a fact that homes with strong curb appeal fetch higher prices when sold!

Routine maintenance tasks can include:

• Power wash the house, outdoor living spaces, walkways, and driveway. In the Lowcountry,
Renovation Corner

a minimum of once a year or slightly less may be necessary to keep the house free of discoloration. There are several products on the market for removal of mold, mildew and algae on exterior surfaces including Spray and Forget, Wet and Forget, Zinsser Jomax Roof Cleaner, Zinsser Jomax Spray Once. These products are available online, and at home improvement centers and retailers such as Walmart.

- Clear the roof and gutters of debris, and clean roof if discolored by algae. Perform minor repairs such as re-nailing popped fasteners, caulking, replacing decayed wood along soffit.
- Refinish deck, if needed.

Additional projects to improve the appearance of the house might include:

- Repaint/replace the front door and replace door hardware.
- Repaint the exterior using tasteful, current colors. Consider painting garage doors the wall color to unify the appearance of the house.
- Replace the roofing, if needed.
- Update (coach, pendant and flood) lighting. Consider adding lighting in dark spaces.
- Update house numbers (place where illuminated).
- Replace windows with failed seals.
- Update shutters.
- Hard prune or remove overgrown landscaping. If installing new plantings, think about how they will grow in the intended location. How fast do they grow, what maintenance do they need, and how will they look as they mature in the years to come.

Always, when you consider undertaking exterior improvement projects, make sure you remember to review the design guidelines available on the Dataw website and obtain ARB approval, as specified.
CLEAR CLUTTER

Stuff. We all have it. Do you need it? Do you even want it? Most of us don’t consciously recognize it, but clutter and an overabundance of ‘stuff’ has been proven to cause chaos and stress in our lives. More is not always better, and de-cluttering is truly liberating and it improves your wellbeing. Further, it’s a must if you decide to sell your home because potential buyers are easily distracted by personal items and too much stuff. The process of de-cluttering makes living spaces appear larger, more comfortable, and much more inviting.

Ask yourself, “If I keep this, how will I use it over the next year?” If you haven’t used it in a year, you probably don’t need it. Keepsakes may be priceless, but if you don’t use them consider storing, donating or disposing of them. Minimize books and décor in bookcases and on tabletops. Pack and store collectibles, family heirlooms, and personal photographs, and display just a few pieces that make you happy.

There are blogs and websites that can help you work through the process of de-cluttering, and if you still have trouble trying to decide what to get rid of, consider using the services of a professional organizer. They are impartial and can help you make constructive decisions.

MODERNIZE AND RESTYLE

Restyling doesn’t necessarily mean buying new furniture and accessories. Refreshing the home can begin with what you already have. Repurpose when it’s practical and comes with a pleasing result. There are many simple, low cost changes that can make a home look fresh. Start with some basics:

• Replace yellowed switches, electrical outlets, cover plates, and air vent covers.

• Update outdated light fixtures and fans, and install bright halogen or LED lighting including in lamps.

• Replace outdated and worn exterior and interior door handles and hinge hardware.

• Remove those outdated, distracting window treatments and let the light in!

Remember that today’s buyers turn to the Internet as their first step in a new home search, and according to a survey by the National Association of Realtors, buyers rate photographs as the selling feature they rely on most. Have your home professionally photographed so it will look its best not only on the Internet, but in all of your marketing materials.

Stay tuned to this publication where next quarter, we’ll talk about some design tips that will help restyle and update your interior without breaking the bank!
Are you a list maker? Do you get a little rush when you “check off” some of your to-do items? Or, maybe you don’t write a lot of lists, but you track your steps with a FitBit to count your successes.

You are not alone! Studies have shown that the dopamine rush we get with the satisfaction of a job well down is very real and can be an effective motivator to accomplishing our goals.

As Brian Patrick Eha of Entrepreneur.com says in How to Reward Your Brain and Boost Productivity, “The key to achieving your goals may be in understanding your brain chemistry. When you succeed at something, your brain releases dopamine, a reward chemical which boosts memory and triggers increased concentration and a desire to repeat the experience.”

Rather than viewing your check list as a mundane reminder of all the things you have yet to accomplish, try reframing your thoughts to look at all the good that will come of it. For one thing, a check list frees up mental space so you don’t have to “keep trying to remember” or dwell on a task at hand – instead, write it down and know that when the time comes, you will be reminded to complete it. This helps alleviate stress. Another huge benefit is that lists help us to prioritize what really needs to be done, so that we don’t spin our wheels with busy work and forget something important. Or worse, do all the little things and “never get around to” the big ones.

There was a great business book several years back by Brian Tracy called “Eat That Frog!” which encouraged readers to stop procrastinating and mount the most intimidating task first. Get it out of the way. Check it off your list!

While I am glad not to have literal frogs to eat, I find some of the “spring cleaning” chores about as appetizing, so when I came across the list (found on the next page) to help organize these larger projects alongside my monthly/weekly/daily tasks and break them up so as to not ALL fall in the Spring, I thought some of you may find it as useful as I have.

Good luck eating the frog ... just remember to put it on your to-do list first so you can have the satisfaction of checking it off. And remember, if you don’t write it down, you may never get a round tuit!
<table>
<thead>
<tr>
<th>MONTH</th>
<th>TASKS</th>
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</thead>
<tbody>
<tr>
<td>JANUARY</td>
<td>- organize basement/attic storage</td>
</tr>
<tr>
<td></td>
<td>- clean radiator (return air vents)</td>
</tr>
<tr>
<td></td>
<td>- clean out medicine cabinets/under bathroom sinks</td>
</tr>
<tr>
<td>MARCH</td>
<td>- sweep out fireplace</td>
</tr>
<tr>
<td></td>
<td>- purge and organize kid's closets</td>
</tr>
<tr>
<td></td>
<td>- wipe front and tops of all kitchen cabinets</td>
</tr>
<tr>
<td>MAY</td>
<td>- clean refrigerator/freezer (replace baking soda)</td>
</tr>
<tr>
<td></td>
<td>- wipe baseboards/chair rail/mouldings throughout the house</td>
</tr>
<tr>
<td></td>
<td>- clean and organize the garage</td>
</tr>
<tr>
<td>JULY</td>
<td>- clean radiator (return air vents)</td>
</tr>
<tr>
<td></td>
<td>- vacuum all living room/family room/basement furniture</td>
</tr>
<tr>
<td></td>
<td>- wash area rugs</td>
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<tr>
<td>SEPTEMBER</td>
<td>- clean out dryer vent</td>
</tr>
<tr>
<td></td>
<td>- defrost/clean out deep freezer</td>
</tr>
<tr>
<td></td>
<td>- purge and organize master closet</td>
</tr>
<tr>
<td>OCTOBER</td>
<td>- clean ceiling fans</td>
</tr>
<tr>
<td></td>
<td>- wipe down all switch plates</td>
</tr>
<tr>
<td></td>
<td>- turn mattresses/wash pillows blankets</td>
</tr>
<tr>
<td>NOVEMBER</td>
<td>- clean refrigerator (replace baking soda)</td>
</tr>
<tr>
<td></td>
<td>- wipe interior and exterior doors and trim</td>
</tr>
<tr>
<td></td>
<td>- wipe baseboards/chair rail/mouldings throughout the house</td>
</tr>
<tr>
<td>DECEMBER</td>
<td>- dust ceiling corners/walls for cobwebs</td>
</tr>
<tr>
<td></td>
<td>- clean dishwasher (especially near the seal)</td>
</tr>
<tr>
<td></td>
<td>- clean out files/file any papers from current year</td>
</tr>
</tbody>
</table>
Although here in the Marketing office we are charged with ... marketing (not sales!) I do keep a keen eye on the sales trends here on Dataw, as well as locally, regionally, and nationally.

Most important to me is to take note of trends that may affect our marketing and communications. For example, the terms “retirement” and “gated” are out of style these days. Buyers are, however, looking for communities that are private, secure, and cater to an active mature crowd. “Wait!” you may say, “Isn’t that the same thing?” Well, yes and no. When you cut through semantics, there are slightly different connotations. As boomers have deferred retirement and are working much later into what used to be the “golden years” (we can’t say that now, either) “retirement” is now seen as something for “old people” and retirement communities are assumed to be 55+, and as we all know – Dataw Island welcomes all ages and is full of extremely active, vibrant members.

A psychology professor of mine in college explained a phenomenon that people on average picture themselves ten years younger than they are. At the time, I laughed (after all, my 19-year-old self certainly was not fancying myself as a third-grader). And, as I looked at the photos of all those “old people” (who had to be at least 40 or 50, hahahaahaaa!) I couldn’t fathom myself at that age. Now that I’m in my fourth decade, 30 seems sooooooo young, 40 is the new 30, right? The point is, when a 50-something or 60-something is looking for a place to enjoy their (ahem) retirement, they are fancying themselves 10 years younger than they are (as we all do!) and want to be confident that they will fit in with other active neighbors. Interesting, isn't it?

Other trends I watch are what amenities/concerns/buying objectives prospective members face, taking note of things like the increase in multi-generational living, and requests for certain amenities. To that end, we are embarking this year on an exploration of multi-generational living and the best ways to welcome all our island residents.

And yes, I also look at the numbers. I love data – even though I do not set market prices or control things like available inventory, it is still critical to my role of serving Dataw Island property owners and our Realtors (on-island and in town) to familiarize with the real estate. So, here are some of my recent observations.

After an extremely good start to 2018, Dataw, like most communities, had a rough second half of the year. Like our neighbors South of the Broad, on Dataw, the average sales price also did better last year than in years prior and in fact we outperformed Hilton Head in 2018:
Dataw Island Average Sales Prices (See chart below for medians):

- 2018 $427,875 (up 25% over 2017; up 9% from 2016)
- 2017 $342,865
- 2016 $391,218
- 2015 $327,827

A recent Island Packet article citing the Hilton Head/Lowcountry MLS indicates that the average price of homes in Hilton Head are on par with ours over the course of the three years noted, although we had a very good year in 2018 price-wise (Dataw Island prices came in on average $30,000 above Hilton Head):

- 2018 $405,946 (up 4.7%)
- 2017 $387,691 (up 3.7%)
- 2016 $375,201

The article noted that "realistic pricing from Realtors" is the reason that homes on Hilton Head sold for 96.6% of their asking price; I partially agree with this theory but also would consider the time on market and competitiveness of the market - in other words, the need to "jump" on an offer and not get too far into the weeds negotiating for fear of losing the property. Our Dataw Island homes in 2018 sold for 94.34% of the asking price. This, to me, would indicate that the market did not bear quite the asking price of homes - in no small part, I am sure, due to our available inventory -- when a large number of homes are listed, it becomes a buyer's market, and buyer's are savvy to this. Our Realtors also seem to be setting "realistic pricing" but the buyers (ie,"the market") really set the prices based on what they are willing to pay.

On that note, let's also take a minute to look at inventory numbers. Generally speaking, you expect there to be about 10% of homes in a community like ours on the market at any one time. After this dipped to about 8% this time last year, the pendulum swung the other way with there now being well over 11% on the market. This does not mean those who are listed will not sell, but it does mean it will lean towards being a buyers' market and you might expect to see prices soften. The Island News said in their market update that new listings are up in Beaufort and Jasper counties 10.3% and that inventory is up 21.6%, but they remained optimistic about the forecast for the year.

Knowing that we cannot control the market, the best we can do is continue to make Dataw Island an amazing place to live and an attractive destination, and, if your home is on the market, do consider what small things you can do to make it show the best it can.
Springtime Fun - Calendar of Events

Having friends or family visit this Spring? Here are some great events that they may enjoy!

The Beaufort Charities Oyster Roast
March 2, 1:00 pm - 10:00 pm

In its 15th year The Beaufort Charities Oyster Roast is the premiere oyster roast in Beaufort County. Hosting 2,500+ attendees, our event offers a FREE Kids Zone with free pizza for kids from 5-12 years old; ALL you can eat oysters; 2 Live Auctions, and entertainment by “THE EMBERS” from 4-7 pm and “Steel Rail Express” from 8-10 pm. At $35 per person, there is no better VALUE for the family for full day of fun!!

https://www.beaufortcharities.org/oysterroasttickets

2019 Hilton Head Wine and Food Festival
March 11th - 17th

Join us as we celebrate our 34th anniversary of this annual Hilton Head Island rite of passage at The Sea Pines Resort. Experience for yourself this year’s new schedule of events including spectacular celebrity chef showcases, intriguing wine education sessions, live entertainment and of course the famed Grand and Public Tasting events.

https://www.hiltonheadisland.org/wine-and-food-festival

ARTRAGEOUS
March 29, 7:30 pm - 9:30 pm

The Artrageous experience is high energy, interactive, mysterious and pure fun! For the first time on one stage, the Fine Arts meets the Performing Arts. Music, dance, paint, performance, participation and MORE!

https://www.uscbcenterforthearts.com
Savannah Music Festival 2019
March 28 – April 13

The Historic District of Savannah will host to more than 100 performances from March 28-April 13, 2019, during the annual Savannah Music Festival, providing an ideal backdrop for an event that celebrates exceptional artistry in jazz, classical and a variety of American and international musical traditions.

www.savannahmusicfestival.org

Lowcountry Home & Garden Show
March 29 - 31, 10:00am - 4:00pm

The 34th Annual Lowcountry Home and Garden Show will offer more than 100 Home & Garden related booths with many local experts who will be on hand to answer home improvement questions, garden and landscaping questions and cooking and healthy living questions. There will also be free workshops on topics to help spruce up your home and garden, cooking demonstrations featuring local chefs, plus daily giveaways and activities for kids.

http://www.lowcountryhomeandgardenshow.com/

23rd Annual KidFest
April 6, 10:00 am - 2:00 pm

Gather your family and get ready for a day of free games, giveaways, and fun: the 23rd annual KidFest Beaufort is coming on Saturday, April 6th from 10am to 2pm and bringing along a fun day of activities, games, prizes, crafts, and entertainment for families celebrating our children. This year, the Cross Creek Shopping Center (in front of Belk and JC Penny) will transform once again into a child’s ultimate day of fun.

**A Chorus Line**  
May 1 - June 2

A Chorus Line examines one day in the lives of seventeen dancers, all vying for a spot in the “chorus line” of a Broadway musical. After the first round of cuts, Zach, the director and choreographer, asks each dancer to speak about themselves in this nine-time Tony Award winner. With iconic music by Marvin Hamlisch and based on real Broadway dancers’ stories as told to fellow dancer and choreographer Michael Bennett, A Chorus Line is funny, heartbreaking, and refreshingly honest. Showtimes vary.

http://www.artshhi.com/performance-shows/a-chorus-line

**North Charleston Arts Fest**  
May 1-5

The annual multi-day celebration of arts and culture highlights national, regional, and local artists and performers in the areas of Dance, Music, Theatre, Visual Arts, Media Arts, and Literature. For more than 35 years, the festival has made quality arts programming affordable and accessible to the widest spectrum of the public, attracting more than 30,000 residents and visitors from throughout the Southeast and beyond to experience an array of free and modestly priced performances, workshops, exhibitions, and activities in a variety of venues, including libraries, community centers, schools, businesses, and parks.

https://northcharlestonartsfest.com/

**The Wizard of Oz**  
May 17 - 19

Beaufort Children’s Theatre presents the classic tale, in which a Kansas farm girl travels over the rainbow to discover the magical power of home.