

**Beaufort County Economic Development Corporation
May 10, 2018 – Strategic Planning Session– 2:00pm
Technical College of the Lowcountry, New River Campus, Conference Room**

Meeting Minutes

Present: Murray, Alsko, Sulka, Bennett, Fobes, Wills, Gough, Panu, Moss, O'Toole
Absent:
Guests: Councilman Gerald Dawson, Joe Fragale, Joe Lee, John Fleming, Chris Hook, Ashley Feaster,
Eric Summerville

Chairman Murray called the meeting to order at 2:06pm

Chairman Murray introduced Dr. Al Panu, Chancellor of USCB, and Dr. Jeffrey Moss, Superintendent of Beaufort County Schools.

Alsko moved to approve the meeting minutes from 2/15/18 , Fobes seconded, approved unanimously

Fobes reviewed FY17-18 financials and budget; mileage has come in higher than expected; overall financial health is good as the BCEDC enters its second fiscal year

O'Toole reviewed the FY18-19 budget process; all remains on track; although the County is reducing the operating contribution slightly, they are increasing funding towards capital improvements; O'Toole suggested that the Board may need to approve this budget at the June Board meeting; Murray reminded the Board that municipalities were asked to increase their contribution from \$10,000 to \$15,000 each in this upcoming budget

John Fleming provided an update on SCA regional activities; mentioned were: Spartina 449 expansion in Bluffton, Parker Company IT hub in Jasper County, OPDE solar group investment, Lowcountry Aviation in Colleton County; SCA started 2018 with 79 active projects and have added 28 new projects; RBC Heritage sponsorship was successful and planning to invest again in 2019

Chairman Murray provided a Board expansion update; welcomed both Dr. Moss and Dr. Panu to the Board as our additional educational partners in economic development; the Board is continuing to look at additional opportunities to expand the size of the Board

Chairman Murray provided an update on the Board's strategic planning through the 2018-2019 work plan as generated in the Board's retreat in March; Fobes moved to approved the strategic plan document, Sulka seconded; approved unanimously

O'Toole provided his Executive Director report; the BCEDC has engaged a firm to assist with lead generation with a focus on aerospace, light industrial, healthcare, call centers, and backend computing industries; travelled to the Aerospace and Defense show in Seattle, generated 48 leads; attended an industrial property and asset manager show in Savannah; reviewing best practices for lead handling; interviewing possible interns next week

Chairman Murray tabled the agenda item pertaining to reviewing strategic question of non-disclosure agreements; no objections; Murray moved forward with the strategic question surrounding product

development; the O'Toole discussed the BCEDC's responsibility in facilitating development within the County; understanding the need for speed to market

The next Board meeting was set for June 21, 2018 at 2:00pm at TCL, New River, Conference Room

Chairman Murray opened the meeting to public comments; Joe Fragale spoke about the rural and critical lands project

Chairman Murray entertained a motion to enter executive session to review the confidential project list; Alsko moved; Gough seconded; approved unanimously; the Board entered executive session at 3:05pm.

The Board exited executive session at 3:36pm; Sulka left executive session at 3:10pm due to a previous commitment; Bennett left executive session at 3:28pm due to a previous commitment; the Board exited executive session at 3:34pm

The meeting was adjourned at 3:34pm