

**Beaufort County Economic Development Corporation**  
**January 27, 2020 – Work Session – 2:00 pm**  
**Palmetto Electric Cooperative, 1 Cooperative Way, Hardeeville, SC**

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**Meeting Minutes**

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Present: Feaster, Murray, Mantua, Rodriguez, Sulka, Sommerville, Willis  
Absent: Alsko, Dallas, Fobes, Gough, Panu  
Staff: O'Toole, Stone  
Guests: Eleanore Lightsey, Gerald Dawson, John Fleming

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John O'Toole provided update on agenda for special work session:

- Staff Review and recommendations
- Budget FY 19/20 Report
- SCA Update
- Board brainstorming activity and discussion

Workforce:

Job placement 'concierge level' – board discussion of defining concierge level without overextending staff. BCEDC should be coordinating workforce resources effectively and efficiently for industry seeking talent. BCEDC to host industry roundtable focused on workforce solutions on February 27<sup>th</sup>.

BCEDC will begin meeting with transition assistants every other month to maintain constant contact. The BCEDC will work to quantify the skillsets of exiting military members to build profile of available workforce.

BCEDC to coordinate efforts with K-12 CATE to assist with promoting apprenticeships to high school students. BCEDC is currently funding pilot apprenticeship program through Beaufort County CATE. Atlantic Spray Foam, Cleland Site Prep, and Dust Solutions amongst companies participating in program. Apprenticeship program should be a long-term investment.

Product Development:

Product report should be complete, assessment and feasibility of potential sites, and cost estimate executed prior to funding request being brought to County Council.

Business Retention and Expansion:

Use of CRM to track data from existing industry and economic development projects. Epulse and Salesforce currently used. Standardized survey should be used during business retention and expansion meetings to track trends in County.

Budget Consideration:

Discussion of municipality funding – municipalities should have equal stake in funding. 35k contribution to BCEDC operating budget per municipality in new fiscal year.

Private fundraising – payment to Convergent through flat fee. Payment to be negotiated down and start date of feasibility study to be determined by end of February.