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**Meeting Minutes**

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Present: Feaster, Dallas, Fobes, Mantua, Murray, Sulka, Sommerville  
Absent: Panu, Rodriguez, Willis, Sommerville  
Staff: O’Toole, Stone  
Guests: Mike Levine, Kay Maxwell, Frank Turano, John Fleming, Kurt Taylor, Michael Matthews,  
York Glover, Joe Fragale

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Chair Feaster called the meeting to order at 2:05 pm.

O’Toole and Stone provided BCEDC marketing update. BCEDC focused on branding through three key pillars – extensive support, exhilarating environment, and ready/skilled workforce. Also, repeat messaging is being used built around the following – “good for your business, good for your soul!” and “where you are your business can thrive!” BCEDC is currently working with the Hilton Head Island Airport on a digital billboard advertisement to be displayed in the main terminal. Also, the BCEDC recently applied for grant funding through SC Department of Commerce for professional drone/marketing videos for Beaufort County sites. BCEDC will receive \$15,000 in grant funds from SCDOC to complete videos of Buckwalter Place, Beaufort Commerce Park, and Myrtle Business Park.

O’Toole and Stone provided BCEDC activity report. BCEDC is currently working with the Southern Carolina Alliance on a regional workforce assessment. Various focus groups will be taking place throughout June and July to assist the SC Technical College system in analyzing programs that are in need. BCEDC is also moving forward on product development efforts throughout the County – a 64,000 sq. ft. spec building at the Beaufort Commerce Park, a 25,000 sq. ft. building pad at the Beaufort Commerce Park, and a 60,000 sq. ft. development at the Myrtle Business Park. BCEDC is not hosting face to face business retention meetings due to COVID-19 but is remaining in constant contact with existing industry through virtual meetings and phone calls. The BCEDC’s pipeline remains active with close to \$70 million in recently announced or ‘soon to be announced’ projects.

O’Toole and Stone provided an update on projects. Project Garden – a NJ company is moving forward on the purchase of 3 acres at the Beaufort Commerce Park. They have received a draft purchase agreement from the City of Beaufort and are working to craft a site plan. The company is a manufacturer of glass components for the electronic industry and plans to build 15,000 sq. ft. at the Beaufort Commerce Park. Magnus Corporation is continuing to move forward with their 64,000 sq. ft. spec building at the Beaufort Commerce Park – the BCEDC expects to have a polished development agreement for the board to review at a later date. Myrtle Park is through their due diligence period and pending 2<sup>nd</sup> and 3<sup>rd</sup> readings of a parking and access easement. Glass WRX SC was presented a \$200,000 SC Department of Commerce grant for their investment at the 302 Parker Drive building.

Chair Feaster entertained a motion to approve the minutes from April board meeting; Murray moved; Sulka seconded.

O’Toole provided an update on Budget FY 2019-2020 and 2020-2021.

Maxwell and Fleming provided an update on SCA marketing and product development. Prior to COVID-19, SCA was scheduled to Italy and Switzerland. Due to COVID-19 these scheduled trade missions turned into conference calls through Camoin 310. The conference calls went very well. SCA is trying to do leg work to determine what missions they can complete once travel opens back up. Specifically, SCA is working with

SCBio with a particular focus upon Jasper and Beaufort County. SCA will be doing a joint mission with SCBio team to meet with Swiss Life Science companies. Another partnership SCA is working on is the partnership with SC Department of Agriculture. SCA has invested in a new lead generation platform called Gazelle. This platform is an artificial intelligence platform that assists finding companies within specific sectors and subsectors. SCA provided the BCEDC assistance with the 2020 Site Enhancement Grant, an RFP for the construction of a building pad at the Beaufort Commerce Park (this will use funds from a 2018 SCDOC grant), and provided counsel on a construction proposal for an out of state prospect.

The BCEDC has applied for a 2020 SCDOC Site Enhancement Grant. The grant application package includes a scope of work related to the clearing and grading of Lot 6 at the Beaufort Commerce Park as well as the repaving of Schork Road. If successful with the grant, then the SC Department of Commerce will require the BCEDC to contribute a total of \$19,637 in 'matching funds' towards the project. Dominion Energy and the City of Beaufort will also contribute matching funds towards the project - \$50,000 and \$40,000 respectively. Chair Feaster entertained a motion to provide BCEDC with access to matching funds for 2020 SCDOC Site Enhancement Grant Funds. Sulka moved; Murray seconded; approved unanimously.

BCEDC was awarded a previous SCDOC Site Enhancement Grant in 2018 for the construction of a building pad at Lot 13. BCEDC went out to bid for the design and engineering of the building pad at Lot 13 and received seven proposals. Staff recommended to award the bid to the low bidder, Andrews Engineering for the construction of a pad at the Beaufort Commerce Park. Murray moved; Fobes seconded; approved unanimously.

BCEDC is currently working with 'Project Market.' The project will entail a partnership between Andy and Cindy Rolfe and the Gullah Coop to help them build an economic future for their family farms. The Rolfes will provide funds required to construct the processing facility. And have provided advisory support to help finalize the funding process. This funding is in the form of an unsecured loan to the Coop. Second, the Rolfes will open a local food market and café to sell Gullah Coop product in the higher income market of Bluffton. Lowcountry Fresh Market & Café will be a consistent source of demand and offer better margins to the Gullah Farmers' Coop than the institutional or wholesale distribution opportunities they have today. This new demand should require planting on all their tillable acreage, allowing the farmers to better leverage their key asset. The project will see an investment of \$5.83 million and 44 new jobs. BCEDC staff recommends awarding 'Project Market' with a \$37,500 grant for two years tied to the salaried position at the market that will work with the Gullah Coop and other local farmers to plan crops, help them to develop post-harvest quality processes. Chair Feaster entertained a motion to award this \$37,500 for two years for the position with clawbacks tied to jobs and capital investment. Sulka moved; Murray seconded; approved unanimously.

The meeting was adjourned at 3:21 pm.