
Meeting Minutes

Present: Feaster, Alsko, Dallas, Gough, Mantua, Murray, Sommerville, Sulka, Willis, Patrick
Absent: Panu, Rodriguez
Staff: O’Toole, Stone
Guests: John Fleming, Tom Lennox, Eleanore Lightsey, Mike Matthews, Bob MacPhee, Bill Miles,
Nate Schaub, Ian Scott, Jessica Sferlazo, Eric Sommerville, Andrew Reilley, Kurt Taylor,
Frank Turano, Mike Warren

Chair Feaster called the meeting to order at 2:03 pm.

Chair Feaster entertained a motion to enter executive session to review the confidential project list; and development contracts; Murray moved; Dallas seconded; approved unanimously; the Board entered executive session at 2:01 pm.

Chair Feaster entertained a motion to exit executive sessions; Willis moved; Mantua seconded; The Board exited executive session at 2:27 pm. No motions or votes were taken in executive session. Public session followed.

Chair Feaster entertained a motion to approve July 16, 2020 minutes; Sulka moved; Murray seconded; approved unanimously.

O’Toole and Stone provided an update on activity. BCEDC continues to work on workforce and identifying individuals for newly created positions – 500+ new jobs in announced projects. Business Retention and Expansion being done remotely. BCEDC gave update on leads – currently 190 leads. 47 of those 190 leads originated as ‘direct’ leads. The BCEDC will be using the Don Ryan Center for Innovation and the Beaufort Digital Corridor for their offices this fiscal year. The BCEDC recently participated in the Beaufort Aviation Association’s open house at the Beaufort County Airport. The event gave BCEDC an outlet to promote Dust Solutions new technology – ‘FogClean.’

Nate Schaub provided an update on BCEDC marketing. Nate and BCEDC began working with each other in October of 2019. Q4 of 2019 was focused on messaging and a marketing strategy. Foundational discovery and research to understand BCEDC core value proposition and align BCEDC messaging and marketing efforts with the people we’re trying to reach. Q1 of 2020 was focused on the Converge concept and building ‘internal communications.’ This involved building a brand, message, and communication plan for the economic development summit, including ongoing communication with local stakeholders. Q2 and Q3 of 2020 is focusing upon outward facing communication. This has involved local email/social campaigns, primary messaging and brand designs, ad design, site spotlight videos, and focus on the website.

Bob MacPhee provided an update on the EPA Grant and working with the BCEDC and SCA on the application. Lobeco is a classic brownfield redevelopment project which fits perfectly into the EPA Brownfield Grant. A brownfield is any property where you have a contaminated property – this encumbers the development process as the investments in Phase 1’s and Phase 2’s is costly and time consuming. When a property is purchased that has been contaminated then you become responsible for that contamination. The EPA grant was designed to get contaminated properties back onto the tax rolls and create jobs. Shifting the lead as Beaufort County versus Southern Carolina Alliance may position the application more favorably. Sites also featured in Barnwell, Hardeeville, Yemassee, and throughout entire SCA Region. Brownfield EPA Assessment

grant is the first step and can be used to fund VCC, there are also cleanup grants and cleanup and revolving loan funds that DHEC manages.

Ian Scott provided an update on the Beaufort Regional Chamber of Commerce. The Chamber's focus is to support member businesses, diversify the economy, shape the region's future, and build chamber capacity.

Project Garden, a New Jersey manufacturer that is looking to purchase 3 acres at the Beaufort Commerce Park, had its second reading of its purchase agreement with the City of Beaufort on August 4th. Next step is for the purchase agreement to be executed and work with SCDOC on press release.

Myrtle Park, two developers to construct 60,000 sq. ft. upon a 7.7 acre site in Bluffton. The BCEDC is working with the County to navigate the parking easement as well as details related to ADA parking spots and sidewalks connecting the site to easement parking.

Magnus Development Corporation is investing \$4.5 million in a 64,000 sq. ft. speculative building at the Beaufort Commerce Park. The Beaufort County Economic Development Corporation would provide a \$250,000 incentive to assist with site work as well as cover the unleased portion of the building for up to five years from substantial completion of the facility. Chair Feaster entertained a motion to approve the final draft of the development agreement between BCEDC and Magnus Development Corporation. Dallas moved; Mantua seconded; approved unanimously.

BCEDC is looking to go out to bid for pro bono services for Southern Carolina Landing Pad. Chair Feaster entertained a motion for Beaufort County Economic Development board to offer consensus. Board offered consensus.

O'Toole provided an update on 2020-2021 budget.

O'Toole provided a brief overview on BCEDC Workplan. BCEDC to reach out to board members over the next month for granular review of workplan.

Fleming provided an SCA update. SCA assisting BCEDC on Palmetto Sites submittal for the Beaufort Commerce Park. SCA is also assisting with the use of a 2018 Site Enhancement Grant at Lot 13 of the Beaufort Commerce Park. Andrews Engineering is currently in the design process of a 25,000 sq. ft. building pad at Lot 13 expandable to 50,000 sq. ft. SCA will have a large announcement on September 2nd through Governor McMaster. The event will be livestreamed via Facebook.

The meeting was adjourned at 3:48 pm.