
Meeting Minutes

Present: Feaster, Alsko, Bridges, Dallas, Fobes, Murray, Patrick, Sommerville, Sulka
Absent: Gough, Mantua, Panu, Rodriguez, Willis
Staff: O'Toole, Stone, Neary
Guests: John Fleming, Joe Fragale, York Glover, David Johnson, Eleanore Lightsey, Scott Marshall,
Kay Maxwell, Jessica Sferlazzo, Kurt Taylor

Chair Feaster called the meeting to order at 2:01 pm.

Chair Feaster entertained a motion to enter executive session to review the confidential projects; Sulka moved; Alsko seconded; approved unanimously; the Board entered executive session at 2:02 pm.

Chair Feaster entertained a motion to exit executive session; Sulka moved; Alsko seconded; The Board exited executive session at 2:29 pm. No motions or votes were taken in executive session. Public session followed.

Chair Feaster entertained a motion to approve November 19th minutes; Sulka moved; Fobes seconded; approved unanimously.

Nate Schaub provided an update on BCEDC website upgrades. New website to be more consistent with BCEDC branding and messaging. Expected launch by the end of the month. Nate Schaub walked board members and attendees through the website. Testimonials from companies and real time numbers on investment/job creation is included on the home page. Properties page allows for a more interactive viewing of available sites/buildings – featuring drone videos, downloadable due diligence work, and revamped property flyers.

Kay Maxwell provided update on SCA marketing. SCA has added a new tool called gazelle ai – tool used for lead generation. SCA has continued Palmetto Partnership with SCDOC. Most trade shows through DOC to be virtual till the end of 2021. SCA also set to participate in live exchange – a conference with site selectors and prospects in Arizona – this will be a live event. Camoin 310 continues to work for SCA on a lead generation basis. New contract with Camoin 310 calls for 36+/- meetings. SCA continues to shoot drone videos/photos for sites across the region. SCA is also overhauling website with Marketing Alliance.

O'Toole and Fobes provided update on 2020-2021 BCEDC budget.

O'Toole provided update on revised BCEDC site fund budget. The timeline of the Myrtle Park project has shifted slightly, resulting in the accessible funds from the sale to be pushed out to the Spring as well as any interest on said funds. Magnus Development Partners has also expressed a fund gap to the BCEDC. The BCEDC has recommended assisting Magnus Development Partners with \$60,000, a portion of this gap. This has been reflected on the updated revised BCEDC site fund budget. Chair Feaster entertained a motion to approve the BCEDC site budget as recommended; Murray moved, Fobes seconded.

O'Toole provided review of BCEDC scorecard. BCEDC currently at \$10.247 million in capital investment, 87 newly created jobs, 29 business retention meetings, and 37 new leads. BCEDC is working on several promising projects: Project Birch - \$20m, 18 jobs / Project Mercury - \$8.25m, 237 jobs / Project Oshkosh - \$8m / Project Cloud - \$8m, 34 jobs / Project Cali - \$3.5m, 87 jobs. BCEDC expects to hit on job creation goal. BCEDC is optimistic they should come fairly close to capital investment and lead generation goal.

The BCEDC previously applied for a 2018 SC Department of Commerce site enhancement grant and were awarded \$200,000 in site enhancement funds. Currently the BCEDC is in the process of using these funds on a 25,000 sq. ft. building pad expandable to 50,000 sq. ft. at Lot 13 of the BFT Commerce Park. The project is in the design phase of the project and being orchestrated by Andrews Engineering. Recently Andrews Engineering received the DOT, OCRM, and BJWSA permits and is in the midst of applying to the City of Beaufort for development permits. The BCEDC anticipates a bid date by the end of February for the actual construction of the pad.

The Town of Hilton Head Island has gone out to bid on the 6.6 acre Palmetto Bay Business Park. The deadline for bids has been extended until February 2nd. The BCEDC has been working with the Town of Hilton Head to advertise in various publications as well as get the solicitation out to local realtors and developers. The BCEDC has also been working with a medical prospect interested in the site. Similarly, the BCEDC is working with the Beaufort Executive Airport to advertise their solicitation for hangar construction on Ladies Island.

The BCEDC is working with the Town of Bluffton on a headquarters project at the Buckwalter Place Commerce Park. The BCEDC submitted a term sheet to the prospect company for review and expect to bring the deal back to Bluffton's Town Council.

The BCEDC submitted the Beaufort Commerce Park to SC Department of Commerce for Palmetto Sites consideration. The BCEDC has received the initial analysis from Commerce and Site Selection Group which was reviewed with workforce partners – TCL and USCB. Some of the key takeaways that Site Selection Group and SCDOC outlined were that Beaufort County is a somewhat niche market that wouldn't necessarily show favorably on a National search – however, the military workforce and quality of life allow a strength when selling to closely held firms. They also found that aerospace, technology, and environmental service sectors were the sectors that the BCEDC should focus on. SSG and SCDOC provided a due diligence plan for BCEDC. Next steps are to work with SCDOC on completing the outstanding due diligence items. It is expected that SCDOC would provide funds for this project.

The BCEDC walked the board through 'GIS Webtech' a new data system that allows the BCEDC to generate customized reports for prospect companies. The BCEDC also provided an update on the 'SCA Landing Pad.' The City of Beaufort has awarded the bid for the upfit on the second floor 'landing pad' space at the Beaufort Digital Corridor.

BCEDC staff also reviewed the FILOT, SSRC, and MCIP process that BCEDC staff will follow. Staff will work closely with the County and the municipalities to brief council members, municipal management, and board members on the use of FILOTs, SSRCs, and MCIPs when the project falls within said individual's district/area.

Under 'New Business,' BCEDC to send out survey on strategic planning session.

The meeting was adjourned at 3:53 pm.