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**Meeting Minutes**

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Present: Feaster, Dallas, Gough, Mantua, Murray, Shelton, Sulka  
Absent: Alsko, Fobes, Rodriguez, Panu, Sommerville  
Staff: O’Toole, Stone  
Guests: Greg Cook, John Fleming, Joe Croley, Frank Turano

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The Beaufort County Economic Development Corporation had a quorum for executive session. The executive session lasted a half hour. No action arose out of the executive session - no motions or votes were taken.

Rick Kiernan of Convergent provided a presentation on Convergent’s fundraising proposal. The board discussed the proposal. There were concerns about: the cost of the effort, performance measurements placed on Convergent in the contract, dilution of the organizations efficacy, private sector interference and sustaining the fundraising program in subsequent years. In conclusion the board reached a consensus to revisit the issue withing the next 3 months.

Motion made by Mayor Sulka, second by Mayor Murray to accept the minutes of October 20, 2021, and November 18, 2021, the minutes were unanimously approved.

John O’Toole provided an update on the budget. The BCEDC is at 47% of its operating budget halfway through the fiscal year. He also reminded the board of Beaufort County’s requirement to complete a conflict-of-interest form annually. Members in attendance were given forms and completed them. O’Toole then walked the board through; the BCEDC’s scorecard, leads, the upcoming 2022 Converge Economic Summit, the receipt of a \$75,000 Utility Tax Credit Grant from Dominion Energy, progress being made with the development of the Southern Carolina Landing Pad, the Magnus Speculative building, the 25,000 sq.ft. building pad at the Beaufort Commerce Park, Projects Gunlock, Lawn, Packet, Attack, Boutique, and German, the South Coast Cyber Center, digital marketing, progress at Myrtle Park and an upcoming presentation to IEDC members on equity and inclusion.

John Fleming presented on SCA activity. SCA expects resume travel and lead generation in 2022. Currently working with SC Department of Commerce to identify appropriate trade missions. SCA counties were included in three recent ‘RFIs.’ SCA and the BCEDC will participate in the upcoming Live Exchange in Charlotte, NC –meeting with site selectors and companies considering a move.

Discussion on the Financial Policy was tabled to be discussed at the February meeting.

The meeting was adjourned at 4:10 PM.

