

COUNTY COUNCIL OF BEAUFORT COUNTY
ADMINISTRATION BUILDING
BEAUFORT COUNTY GOVERNMENT ROBERT SMALLS COMPLEX
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STEWART H. RODMAN
CHAIRMAN

D. PAUL SOMMERVILLE
VICE CHAIRMAN

COUNCIL MEMBERS

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JOSEPH F. PASSIMENT, JR.

JOHN L. WEAVER
INTERIM COUNTY ADMINISTRATOR

CONNIE L. SCHROYER
CLERK TO COUNCIL

AGENDA
EXECUTIVE COMMITTEE

Monday, February 11, 2019
4:00 p.m.

Executive Conference Room, Administration Building
Beaufort County Government Robert Smalls Complex
100 Ribaut Road, Beaufort

Committee Members:
Stu Rodman, Chairman
Brian Flewelling, Vice Chairman
Alice Howard
Lawrence McElynn
Joseph Passiment
Paul Sommerville

1. CALL TO ORDER – 4:00 p.m.
2. PLEDGE OF ALLEGIANCE
3. INTRODUCTIONS
4. APPROVAL OF AGENDA
5. CITIZEN COMMENTS (*Comments regarding agenda items only*)
6. UPDATE / BEAUFORT COUNTY ECONOMIC DEVELOPMENT CORPORATION
John O'Toole, Executive Director, Beaufort County Economic Development Corporation
([backup](#))
7. UPDATE / BEAUFORT COUNTY AIRPORTS - *Jon Rembold, Airports Director*
8. DISCUSSION ITEMS
 - A. "Courtesy Nominations" regarding Boards and Commissions –*Stu Rodman, Council Chairman* ([backup](#))
 - B. Council's Rules and Procedures –*Stu Rodman, Council Chairman* ([backup](#))
 - C. Strategic Planning Retreat



9. CONSIDERATION OF REAPPOINTMENTS AND APPOINTMENTS

A. Airports Board/ (9) reappointments, (1) vacancy ([backup](#))

10. ADJOURNMENT




Beaufort County
 Economic Development Corporation

Update

January 31, 2019



Introduction

- ▶ Something is Different
 - ▶ Marketing
 - ▶ Networking
 - ▶ Product Development
 - ▶ Workforce
 - ▶ Branding - Culture Change
 - ▶ Teamwork

Beaufort County
Economic Development Corporation



USCB Small Business Development Center



Partners



South Carolina
Department of Commerce

Just right for business.



TECHNICAL COLLEGE
OF THE LOWCOUNTRY



Town of **Hilton Head Island**
Beaufort County, South Carolina

SC MEP



PORT ROYAL
EST. 1562





BEAUFORT BALANCE

- ▶ Environment
- ▶ Education
- ▶ Economic Development
- ▶ Workforce Housing
- ▶ Transportation

A Strategic Work Plan

Beaufort County Economic Development Corporation																				
2018 - 19 Strategy																				
	Partner(s)	Status	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	
1. Board Engagement/Expansion & Internal Operations			BCEDC																	
Establish File 501c3																				
Implement State Health Plan benefits					In-progress															
Expand the Board with 7 new private sector members					In-progress															
Coordinate private sector fundraising with SCA					High Priority															
2. Workforce			BCEDC																	
K-12 - Engage School District through BCEDC Board participation					In-progress															
Develop military workforce opportunities by engaging involved organizations and supporting the Fedelis program to better coordinate respective roles.					In-progress															
Promote education and training to Hispanic population																				
Advocate for affordable housing to support the ability of workforce to reside near employers																				
3. Marketing & Attraction - Lead Generation - Targeted Industries			BCEDC																	
Advertising at HHI Airport			Chambers	In-progress																
Website Improvements/Update			SCA																	
Email Lead Generation																				
South Carolina Department of Commerce				On-going																
Southern Economic Development Association				On-going																
Utility Economic Development Association				On-going																
Site Selectors Guild				On-going																
Conduct Familiarization Tours (FAM) - Bringing Consultants Clients to Beaufort County			SCA																	
Social Media				On-going																
Personal Touch				On-going																
Newsletter to site selectors and publishers				In-progress																
Traditional Media				In-progress																
IAMC - Industrial Asset Management																				
SouthernCarolina Alliance Trade Missions (2x)				In-progress																
IEDC - International Economic Development Association, SIOR - Society of Industrial & Office Realtors				On-going																
CORNET - Corporate Real Estate Executive Network				On-going																
Internal Marketing -- Speaking Engagements				On-going																
Professional Development																				
Targeted industries including aerospace, transportation, automotive, light/clean manufacturing, computational sciences, and financial services																				
4. Commercial & Industrial Product Development			BCEDC																	
Complete inventory and list of available buildings and sites																				
Bring 3 projects forward through a pre-permitting approval process																				
Lead the development of 1 spec building in 2019																				
Work with SCA on preliminary planning for the Yamasee site																				
5. Business Retention & Expansion			BCEDC																	
Complete 50 company visits				High Priority																
Select and purchase CRM tool																				
6. Performance Metrics - Investment and Job Creation			BCEDC																	
Establish organizational performance metrics used to report to Board, County, partners, stakeholders and taxpayers				High Priority																
Establish CEO performance assessment - 2018 Goals: \$50M capital investment, 200 jobs created and 75 active projects																				
7. Political Sustainability			BCEDC																	
Provide regular updates to County Council and meet periodically with its members to discuss initiatives and accomplishments				High Priority																



Organizational Work Plan

The Organizational Plan outlines a logical progression of first establishing the structure necessary to sustain a comprehensive economic development effort, builds capacity to lead implementation, secures funding for partners/alliances, and establishes measures and reporting to leaders and funding providers.

- ✓ Workforce
- ✓ Marketing & Attraction
- ✓ Site Development
- ✓ Business Retention & Expansion
- ✓ Performance Metrics
- ✓ Board Engagement
- ✓ Sustainability



Headquarters
Healthcare
Insurance and Financial Services
Backoffice
Aerospace
Defense
Bio/Life Sciences
Light Manufacturing
Breweries & Spirits



The obvious and not so obvious economy

Tourism & Hospitality

17,208 employees

Over 3,000,000 visitors

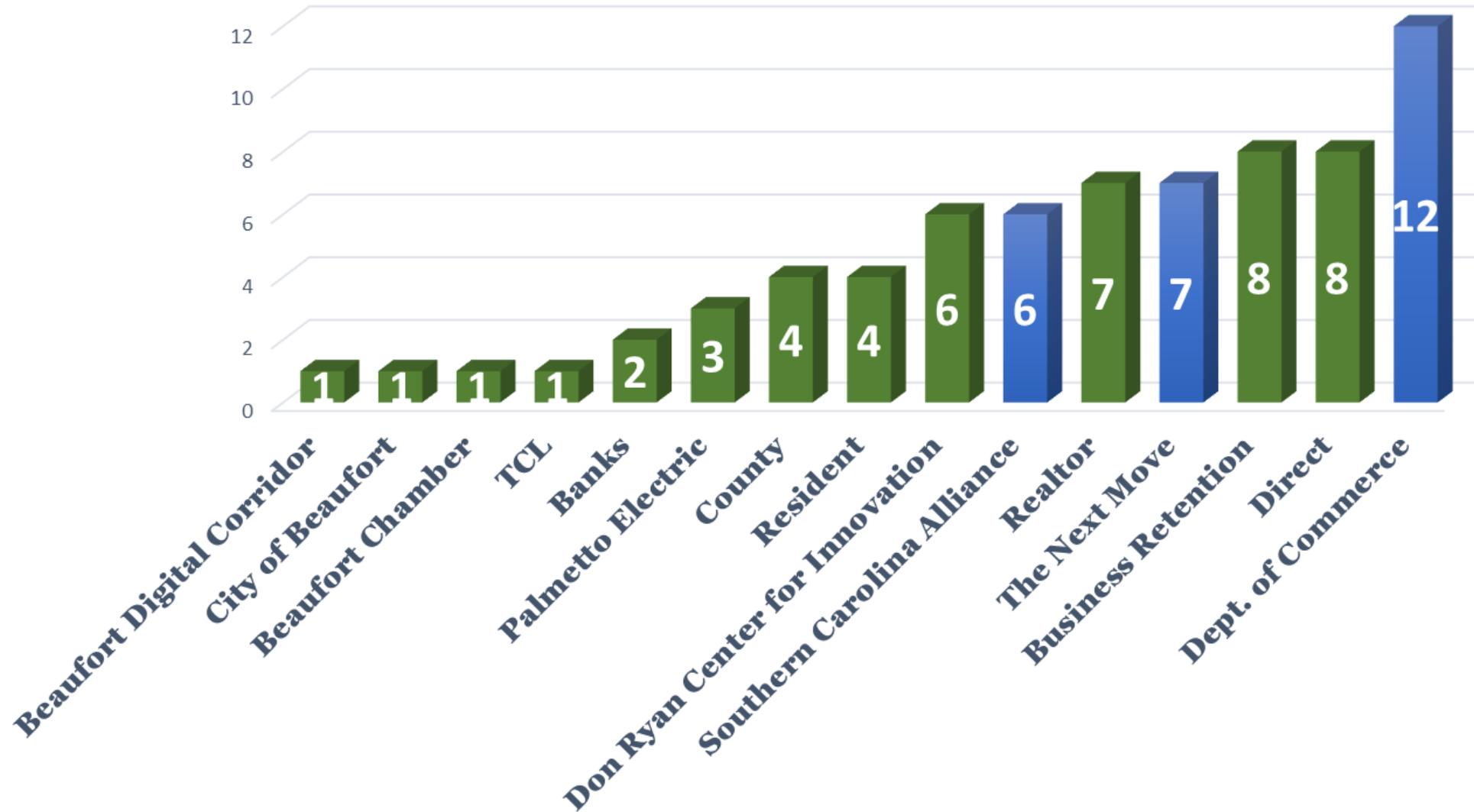
Economic impact \$1.53 Billion

Military

19,240 employees

Economic Impact \$2.20 Billion

BCEDC Source of Leads



Site Selection Factors	2017	2016
Ranking		
1. Highway accessibility	91.3	94.4 (1)**
2. Labor costs	91.1	89.6 (3)
3. Availability of skilled labor	88.8	89.8 (2)
4. Quality of life	87.2	76.4 (10)
5. Tax exemptions	85.9	79.7 (7)
5T. Occupancy or construction costs	85.9	86.0 (4)
7. Proximity to major markets	84.6	78.1 (9)
8. Corporate tax rate	83.2	82.3 (6)
9. State and local incentives	81.3	84.0 (5)
10. Available land	76.9	75.3 (12)
11. Expedited or "fast-track" permitting	76.7	71.7 (13)
12. Proximity to suppliers	76.4	66.0 (20)
13. Energy availability and costs	76.0	78.5 (8)
14. Available buildings	75.9	75.5 (11)
15. Right-to-work state	74.7	70.1 (16)
16. Training programs/technical colleges	72.8	66.7 (18)
17. Inbound/outbound shipping costs	71.8	69.1 (17)
18. Low union profile	71.4	70.8 (14T)
19. Environmental regulations	70.2	70.8 (14)
20. Availability of long-term financing	64.6	66.7 (18T)
21. Accessibility to major airport	56.4	52.4 (22)
22. Raw materials availability	56.0	53.7 (21)
23. Water availability	55.3	46.3 (24)
24. Availability of unskilled labor	52.0	51.9 (23)
25. Proximity to innovation/commercialization R&D centers	44.7	39.2 (26)
26. Availability of advanced ICT services	42.7	40.9 (25)
27. Waterway or oceanport accessibility	31.2	18.1 (28)
28. Railroad service	29.9	33.7 (27)

THE SURVEY SAYS

Area Developments Magazine

Keeping Score

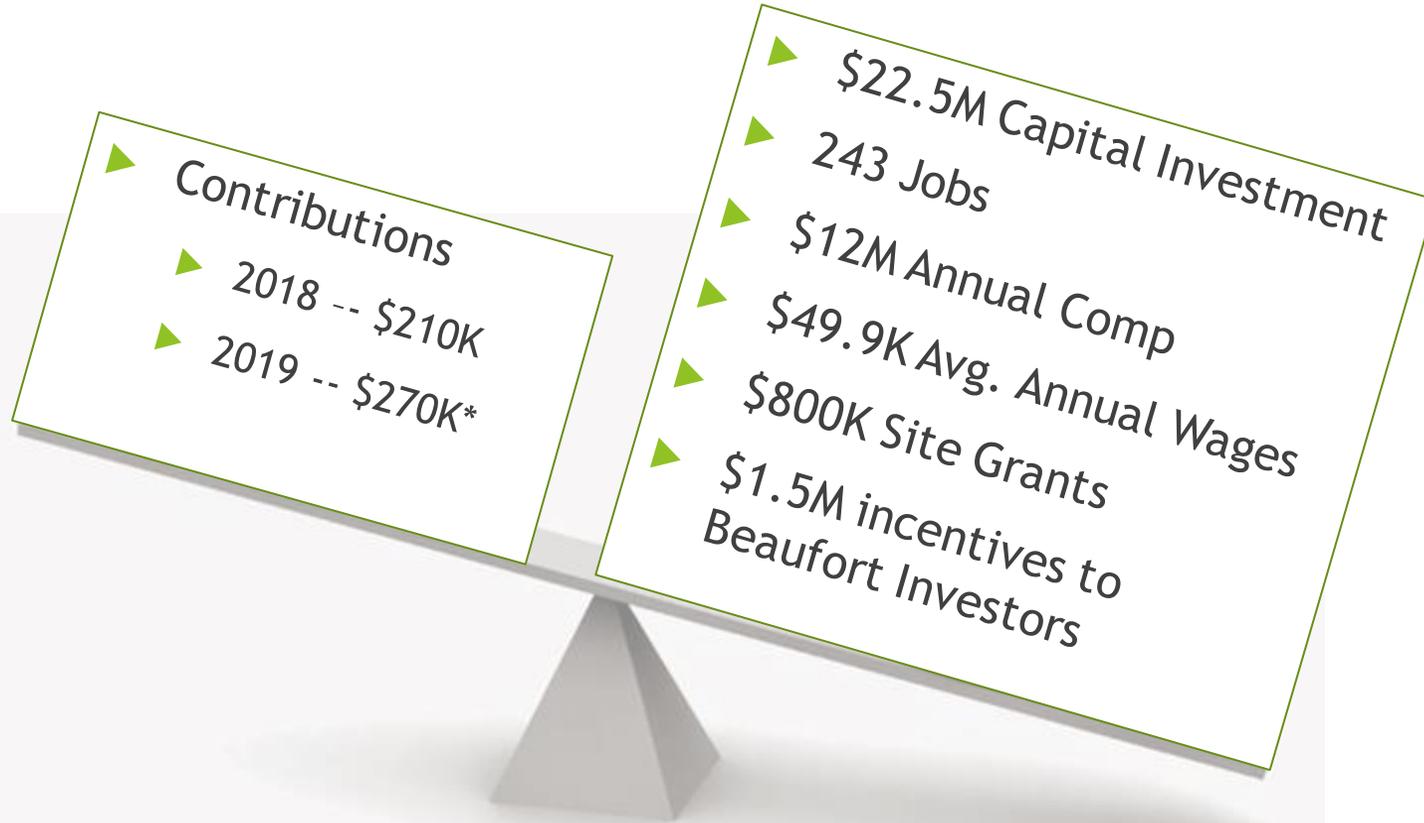
Focus Area	Measure	Count	Percent
Capital Investment (Million)	\$50 Million	\$22.48	45%
Job Creation	200	243	122%
Retained Jobs	100	60	60%
Product Development	Shovel Ready 3	4 - 5	4 - 5
Business Retention Meetings	50 Meetings - Follow-up	46	92%
Leads	75 Leads	72	96%
Marketing/Communications	Executing Plan/Speaking Engagements		
Partnerships	DofC, SCA, Munis/County		
Sustainability	Public Support for Economic Development		
Workforce	Fidelis Employment Program Success		

Incentives for Companies	\$1,467,061
Site Development Grants	\$815,500
	<hr/>
	\$2,282,561
Annual Compensation Paid at Completion of Projects	\$ 12,140,356
Average Annual Compensation	\$ 49,960.31

Results & Initiative

- ▶ Fidelis Employment Program
- ▶ \$20 K grant from Dept. of Commerce for Industry Study
- ▶ Lead Generation, Site Selection Network, Speakers Circuit
- ▶ Site Development - Spec Building
- ▶ Blue Sky Processing
- ▶ Burnt Church Distilleries
- ▶ \$40+ Million in pipeline
 - ▶ DRCI aerospace lead 230 jobs - 30 engineers and 200 mfg. jobs
 - ▶ Canadian Co. 50 employees
 - ▶ 4 Request for Information
 - ▶ Project Cloud - \$7M, 35 jobs
- ▶ SC Biz Featuring Beaufort County
- ▶ Trade & Industry Magazine
- ▶ Media - 3 Bluffton/DRCI appearances in Bluffton and or Hilton Head Sun
- ▶ Strong buy in from communities
- ▶ Measured Results
 - ▶ Capital Investments
 - ▶ Jobs
 - ▶ Wages
 - ▶ Incentives back to business community
 - ▶ Grants to leverage Beaufort's investments
- ✓ Workforce
- ✓ Marketing & Attraction
- ✓ Site Development
- ✓ Business Retention & Expansion
- ✓ Performance Metrics
- ✓ Board Engagement
- ✓ Sustainability

Investments vs. Results



CULTURE

- ▶ Planners
- ▶ Marine Corp
- ▶ Administrators
- ▶ Elected Officials
- ▶ Success



368 jobs coming to Walterboro

by THE PRESS AND STANDARD | October 4, 2018 5:00 AM

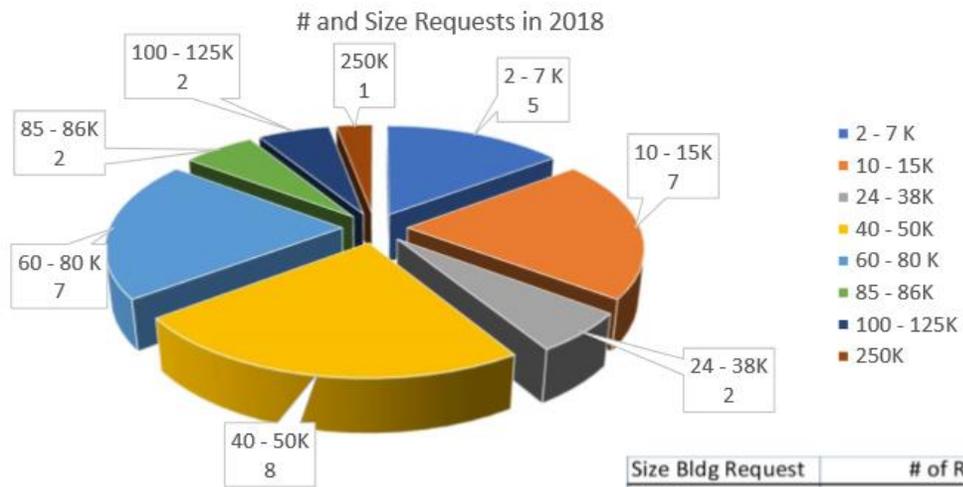
Last Updated: October 3, 2018 at 9:37 AM



Evanescence Packaging Solutions Inc. is poised to bring a cutting-edge food service container operation to Colleton County.

On Oct. 3, the company announced its first large-scale production facility will take up residence at the Colleton County Commerce Center.

The facility, which will manufacture compostable food service trays, represents a \$70 million investment and is expected to create 368 new jobs over its first five years of operation.



PRODUCT AND PROSPECTS

Questions



Boards and Commissions Appointment Process

Class I - Courtesy

Definition: Nominations to fill positions that are:

- District specific - Council defers, as a courtesy, to the Council member from the District.
- Organization specific - Council, by ordinance, has invited organizations to select representative
- Fire Districts - Council defers, as a courtesy, to the Council members from the area covered

Process:

- Nominations received by Clerk to Council
- Noticed on Administrative Consent Agenda as nominated
- Lie of the table until the next Council meeting

Council District Specific

- 11 County Transportation Committee
- 5 Daufuskie Island Fire District Board (Council District 9)
- 11 Library Board
- 11 Rural and Critical Lands Board
- 7 Sheldon Township Fire District Board (Council District 1)
- 7 Southern Corridor Beautification Board (Council Districts 5, 6, 7, 8, 9, 10, 11)

51 Total Appointments

Geographic Specific

- 6 Bluffton Township Fire District Board (Council Districts 5, 6, 7, 8, 9)
- 5 Burton Fire District Commission (Council Districts 4, 5)
- 5 Lady's Is/St. Helena Is Fire District Commission (Council Districts 2, 3)
- 5 Solid Waste Recycling Board (Solid Waste Districts 5, 6, 7, 8, 9)
- 6 Stormwater Management Utility Board (Storm District 5, 6, 7, 8, 9)

27 Total Appointments

Organization Specific

- 2 Airports Board
 - Beaufort Regional Chamber of Commerce
 - Hilton Head Island Town Council
- 1 Bluffton Township Fire District Board
 - Bluffton Town Council
- 2 Southern Corridor Beautification Board
 - Bluffton Town Council
 - Hilton Head Island Town Council

5 Total Appointments

Class II - Regular

Definition: Non-Privileged / all others

Process: Nominations would follow the current practice

Regular / All Others

- 7 Accommodations Tax (2% State) Board
- 9 Airports Board
- 7 Alcohol and Drug Abuse Board
- 9 Assesement Appeals
- 1 Beaufort / Jasper Economic Opportunity Authority
- 3 Beaufort / Jasper Water and Sewer Authority
- 9 Beaufort Memorial Hospital Board
- 7 Construction Adjustments and Appeals Board
- 7 Design Review Board
- 11 Disabilities and Special Needs Board
- 7 Historic Preservation Review Board
- 2 Lowcountry Council of Governments
- 3 Lowcountry Regional Transportation Authority
- 7 Parks and Leisure Services Board
- 9 Planning Commission
- 1 Stormwater Board
- 7 Zoning Board of Appeals

106 Total Appointments

Class III - Inactive

Definition: Inactive

- 1 Coastal Zone Management
- 5 Forestry Commission
- 5 Social Services Board

11 Total Appointments

Beaufort County Council Appointment Proposal

11/11/16

	<u>Current Templet</u>	<u>Courtesy Nominations</u>		
		<u>Member Specific</u>	<u>Multi-Member Specific</u>	<u>Organization Specific</u>
Positions:				
Remain the Same	106			
Switch to Courtesy	84			
Inactive	11			
	201			
	<p><u>Currently:</u> All</p> <p><u>Proposed:</u> All Others</p>	<p>Library (11)</p> <p>Transportation (11)</p> <p>Rural & Critical (11)</p> <p>S. Corridor (7)</p> <p>Sheldon Fire (7)</p> <p>D.I. Fire (5)</p>	<p>Bluffton Fire (6)</p> <p>Burton Fire (5)</p> <p>L.I. Fire (5)</p> <p>Solid Waste (5)</p> <p>Stormwater (6)</p>	<p><u>Bluffton TC</u></p> <p>S Corridor (1)</p> <p>Bluffton Fire (1)</p> <p><u>HHI TC</u></p> <p>AAB (1)</p> <p>S Corridor (1)</p> <p><u>Beaufort Chamber</u></p> <p>AAB (1)</p>
Votes To:				
Appoint	6	(without objection unless denied) 8 to deny 8 to override		
Reappoint	8 / 10 / 11			
Deny	6/4/2/1			
Remove	6			
Process:	<p>1. Committee</p> <p>2. Nomination</p> <p>3. Appointment</p>	<p>1. Nomination</p> <p>2 Appointment (unless denied)</p>		

- Notes: 1. Courtesy Nominations vacant for 45 days can be filed by Council using the current templet
 2. Courtest Appointments can be withdrawn by the nomnating Member(s) or Organization.

Beaufort County Council Committees

Changes (last 12 years)

- **10 to 5 Committees**
- **5 Member Committees**
- **Executive Committee (5 Committee Chairs)**
 - **Items spanning multiple Committees**
- **Mondays pm for Committees & Council**
- **Right to bring defeated Item to Council**
- **All Members present voting**
- **Public Comment at Committee**
- **Expanded Agenda Reviews**

Opportunities

- **Chair's 3 Reading Options:**
 - **Committee & then 1st Reading**
 - **1st by Title only & then Committee**
- **Courtesy Nominations**
 - **Selected Appointments**
 - **Directly to Clerk bypassing Committee**
- **Sub-committees to include Staff**
- **Limit Published Back-up**

Beaufort County Council Caucus & Council

Changes (last 12 years)

(20 Meetings / 100 down to 50 hours)

- Caucus
- Executive Session at Caucus
- Consent Agenda
- Hard to Electronic Copies
- Administrator Approval Level - \$25 to 50K
(w/ Notification of over \$25K)
- Administrator's Report Reinstated

Opportunities

- More Member Discussion at Caucus
- Limit Published Back-up
- Start Time?
- Committee Chairs to Highlight:
 1. Prior Committee Meeting
 2. Upcoming Committee Meeting
 3. Committee Activities
 4. Liaison Appointments



BEAUFORT COUNTY COUNCIL

Agenda Item Summary

Item Title:

Airports Board - Board Appointments

Council Committee:

Executive

Meeting Date:

February 11, 2019

Committee Presenter (Name and Title):

Issues for Consideration:

(9) reappointments
(1) vacancy

Points to Consider:

Reappointments: Howard Ackerman Anne Esposito Harold Wallace
 Dan Ahern Leslie Adlam Flory Barry Wilbur
 James Buckley Brian Turrisi Blakely Williams

Fill (1) vacancy (Applicant list attached)
Appointment must be an active pilot and aircraft owner (Lady's Island Airport)

Funding & Liability Factors:

Council Options:

Recommendation:

Make (9) reappointments
Fill (1) vacancy