

Beaufort County Economic Development Corporation

Wednesday, October 26, 2016

2:30 p.m.

BJWSA Community Room

Corner of S.C. Highway 170 and Snake Road

Agenda

1. Call to Order
2. Pledge of Allegiance
3. Welcome and Introductions
4. Meeting Minutes for September 21, 2016 ([backup](#))
5. Board Terms
6. Executive Committee Discussion
7. County Councilman Stu Rodman Presentation ([backup](#))
8. Executive Session: Strategic Plan Facilitator Discussion
9. Strategic Plan Facilitator Selection
10. Next Meeting Time/Date?
11. Adjournment

Minutes for Beaufort County Economic Development Corporation meeting 2:30 p.m. Sept. 21.

Board Members in attendance: Lisa Sulka, David Bennett, Steve Fobes, Rich Gough, Joe Lee, Mike Alsko, and Stephen Murray.

Chairman Stephen Murray opened the meeting and led the group in the Pledge of Allegiance.

Stephen Murray welcomed new members, Steve Fobes, Beaufort County Councilman, Rich Gough, president of the Technical College of the Lowcountry, and Mike Alsko, the director of operations at Hargray Communications.

Stephen Murray said he emailed out meeting minutes from the August 24th meeting and motioned for approval. Lisa Sulka seconded the motion. All members voted in favor.

Stephen Murray said that at the last meeting they approved an RFQ document find a facilitator to help with the strategic planning process, to find out what exactly the corporation ought to do and to set some strategy for Beaufort County's overall economic development plan. He said we released the RFQ and he was very happy that we received 11 responses by close, 3 p.m. last Friday. He said it was a lot more than I thought we would receive and I was very happy with not only the number but the diversity of responses. He said he thought Mike said it best, "it was east to west, north to south, solo practitioners to firms of 500 employees". So that means that we've got our work cut out for us. He sent out a scoring Matrix with each of the facilitators listed based upon the criteria we had set in the RFQ and the assigned point matrix and asked that folks would score each of those in advance of the meeting. Because it is a contractual issue and it deals with personnel to an extent, it is prudent for us to go into executive session. Stephen Murray asked for a motion to go into executive session to discuss the facilitator RFQ. Joe Lee made the motion. All members voted in favor. Beaufort County Deputy Administrator Josh Gruber was asked to remain for the executive session. Beaufort County Administrator Gary Kubic was also asked to stay but declined.

38 minute executive session followed.

Stephen Murray said we have reviewed the facilitator RFQ and we have narrowed the 11 respondents down to the top three. They will be contacted in the next few days and we will be setting up interviews the following week to ask them some specific questions about their process.

The group discussed the next meeting date and time.

Joe Lee said we talked about setting a permanent meeting time. Stephen Murray said they had been waiting for a full board to be seated but we had discussed some sort of standing meeting schedule. He said he is flexible either way. Lee suggested the second Wednesday of the month. Gary Kubic asked who is recording minutes of the meeting. Stephen Murray said he is recording the meeting and has someone who will transcribe them.

Stephen Murray said the second Wednesday won't work for him because he will be out of town the second Wednesday for the next six months but the third Wednesday would work, so for October that would be the 19th. Joe Lee said 2:30 p.m. is good. Stephen Murray asked if the group would like to go back to Beaufort the next month since they've done two meetings at Bluffton now.

The meeting was set for 2:30 p.m. Oct. 19 at the County Administrative Building. Stephen Murray said he would confirm with Josh Gruber and Gary Kubic that the room is available.

Stephen Murray asked if anyone else had anything for the good of the group. When no one offered any comments, he asked for a motion to adjourn. Joe Lee made the motion.

Beaufort County Economic Development County Council Resolve

(June, 2016)

By Resolution

1. Economic Development to be a Top Priority
2. Municipalities to be Equal Partners
3. BC EDC to be established
4. Infrastructure required for success

By Budget

1. \$295,000 Appropriated for FY17
2. BC EDC Budget requests expected
3. Approval required for major expenditures

Council Interface

- Through Governmental Committee

By Consensus

1. County's Primary Role: Funding, Zoning, Tax Relief, Infrastructure, Incentives. etc.
2. BC EDC should have an employee
3. Agreeable to \$25,000 facilitator
4. 8 Vote Majority to participate in an alliance:
 - Multi-county
 - Beaufort alone

Expectations

1. Budget & Expenditure requests in due course
2. Expedited alliance input:
 - Timeline
 - Recommendation

Beaufort County Economic Development Municipal Partners

Background

1. Equal Partners:
 - Established in 1st Meeting
 - Codified in BC EDC
2. Mayor's Recommendations:
 - Accepted
 - Exception being start-over consultancy
 - BC EDC to provide specified requests:
 - By topic
 - By deal
3. Alliance Decision:
 - Mayors: County should decide
 - Council seeking BC EDC recommendation

Mayor's Recommendations

1. County to provide assistance:
 - Beaufort's Commerce Park
 - Bluffton's Buckwalter Place MCIP
 - Port Royal's Port Development
 - HHI's Entrepreneurial Center Initiative
2. County to fund economic development
3. Outside Consultancy required
4. Economic Development to mean primary jobs
5. Regulations need to be:
 - Reviewed
 - Reformed
6. Workforce Housing to be addressed (Council priority)
7. Heritage Tourism to be treated independently

Beaufort County Economic Development Strategic Options

Background

- State Deal Flow only thru Commerce
- Commerce interfaces thru Alliances
- Jasper Relationship - Council Priority
- Jasper Response:
 - Desires to reestablish a relationship
 - Rejects a Jasper – Beaufort Alliance
 - Welcomes a relationship thru Southern
- Charleston Alliance:
 - Rejects Beaufort
 - Not contiguous
- Southern Alliance:
 - Invitation to join not retracted
 - Recommended by Bobby Hitt & Sen Davis

Option A – Join Southern

Southern:

- Marketing
- Commerce Interface
- 1 full time employee to coordinate
- BC EDC:
 - 1 full time employee

Option B - Beaufort Alone

BC EDC:

- Marketing
- Full Office
- Forego Commerce Interface
- Lose State Funding
- Limited Jasper Relationship

Beaufort County Economic Development Financial Options

BC EDC Alone

Marketing - EDC

FY17 - \$295,000

\$45,000 - Consulting

\$250,000 - EDC (1/2 Year)

Kick-off: 1H17

FY18 - \$500,000

\$500,000 - EDC (Full Year)

Southern Alliance

Marketing - Southern & Commerce

FY17 - \$295,000

\$195,000 - Southern (Full Year)

\$100,000 - EDC (Full Year)

Kick-off: 2H16

FY18 - \$275,000

\$175,000 - Southern

\$100,000 - EDC