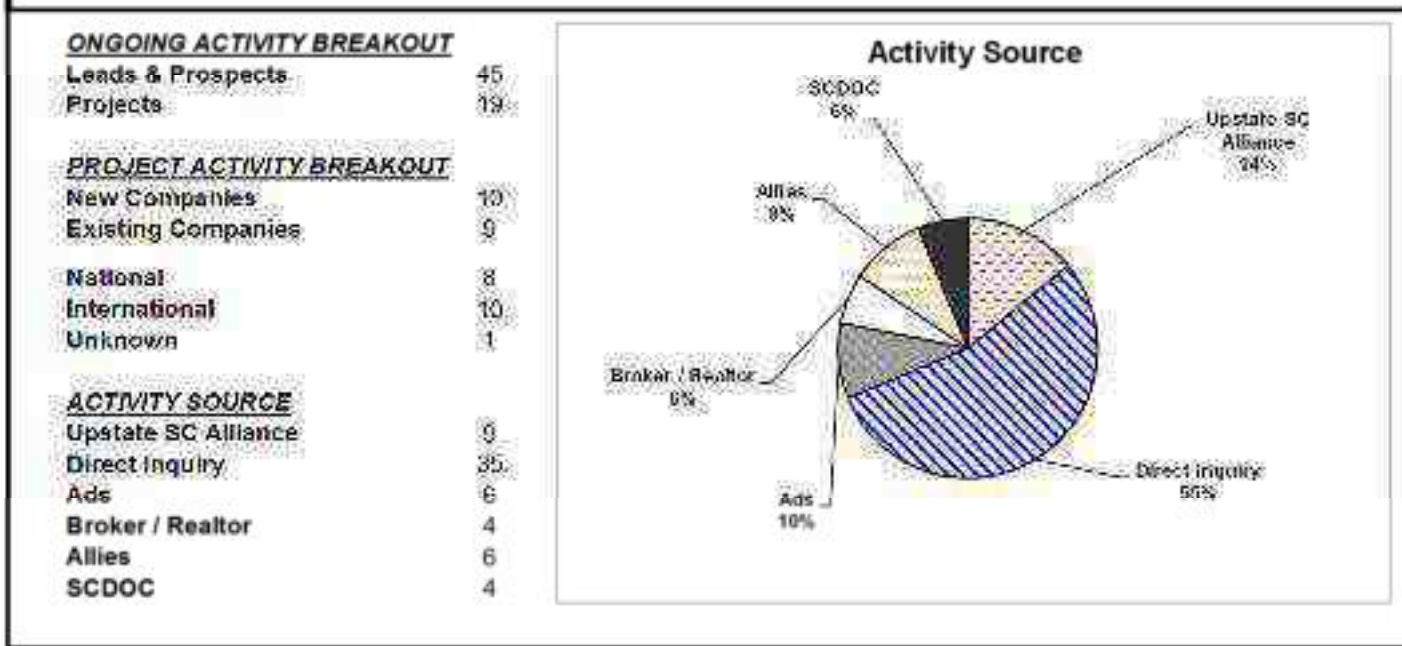
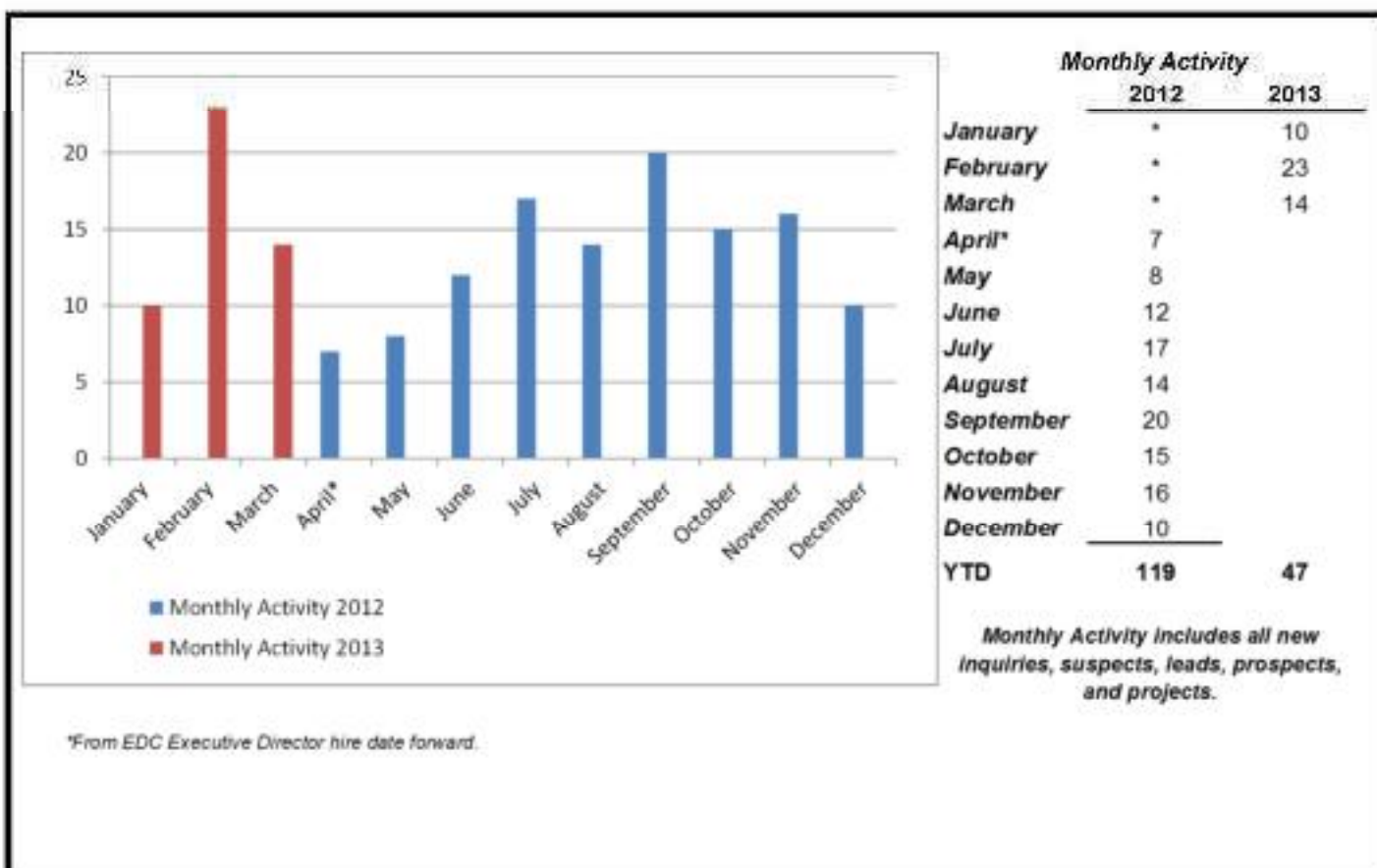


Business Development Summary March 2013



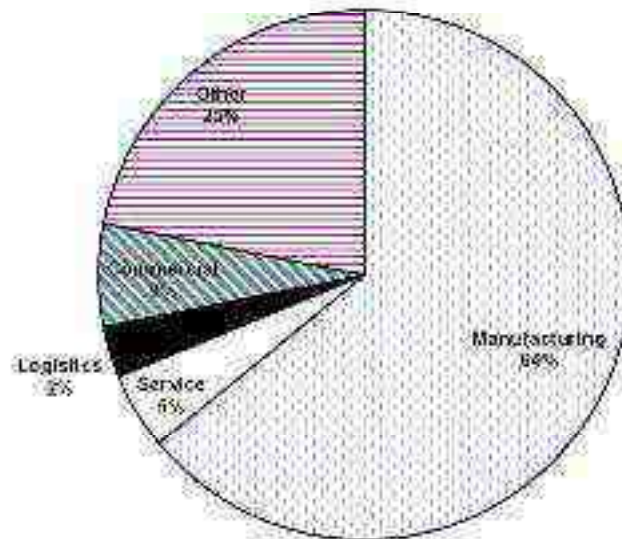
Business Development Summary March 2013



PIPELINE BREAKDOWN BY BUSINESS TYPE

Manufacturing	43
Service	3
Warehouse / Distribution	2
Commercial	6
Unknown / Other	14

Activity Breakdown By Business Type



2012 SUCCESSES

	TYPE	INVESTMENT	JOBS
Project Sunshine	Automotive / Manuf.	\$25m	50
Project Cover II	Aerospace	\$7m	70
Project Star	Hotel Project	\$10m	180

2013 SUCCESSES

	TYPE	INVESTMENT	JOBS
Project Peninsula	Mixed Use	\$120m	est. 400

SIGNIFICANT EDC ACTIVITIES RECAP (Last 14 months)

1. Finalized Golden Corner Commerce Park Master Plan. Public meeting held. Awaiting Council Approval.
2. Hosted McCallum Sweeney Consulting in May 2012.
3. Echo Hills Industrial Park was invited to Phase III of the "site certification" process in July 2012.
4. County finalized deal to buy Seneca Rail Site in June 2012.
5. Began Strategic Plan in late July 2012.
6. EDC Sponsor of Upstate Energy Summit & Expo.
7. AOP Showcase held in September 2012 with 50+ exhibitors and over 5200 students.
8. Golden Corner Commerce Park Master Plan Adopted by Council.
9. Echo Hills appropriated \$2.6m by Council for Phase I of development.
10. On Oct. 29th, development of Echo Hills began. It will take 180 days to complete Phase I.
11. "Sewer South" approved by Council in January.
12. New 5-yr Strategic Plan Completed in January.



ECONOMIC DEVELOPMENT DIRECTOR's REPORT – April 12, 2013

**This report represents activity from March 12, 2013 – April 12, 2013.*

Status of On-Going Projects:

- **Project Cover III** – This project, AID, continues to take shape in the former Spec building with steel rising and up-fit taking place. Plans are to be operational in June.
- **Project Zeta** – Project as issued their letter of intent to locate this project in Oconee. They are looking at a \$1.2m capital inv'st with 7 new jobs. This is a data center/back office type project. This project is currently working through County Council.
- **Project May** – EDC has met with them three times in the last two weeks as they are looking at several things regarding their plans to expand.
- **Project Peninsula** – This is a \$120 million dollar project and it has formerly announced as Sanctuary Pointe. The EDC team has a meeting set for May as they are looking to secure a hotel anchor in the interim.
- **Project Mole** – Existing Company that is considering an expansion in 2013. They are working to get the approvals in place to move forward.
- **Project W** – This project was associated with TaylorMade (IPG in Westminster) and was lost.
- **Project Fluid** – Continued discussions with an existing industry about expansion opportunities.
- **Project Gear** – Continued discussions with an existing industry about expansion opportunities.
- **Project CreekSide** – Still working with the company and trying to “nail-down” their plans and next steps.
- **Project San** – Existing Company that is considering an expansion in 2013. Had a meeting with Commerce on this subject recently.
- **Project Raven** – Existing Company that has 2013 expansion plans. Met with several times to firm up the ideas but waiting for confirmation via corporate.
- **Project Gizmo & GDA** – Existing Company that we have worked with and got the state involved. SCDOC made an incentive proposal to the firm; waiting game for approval. Also a second project involved with same company. Conducted a visit with them the week of April 1st.
- **Project Science** – New company that has visited and we met with about relocating to this community. This is a research type firm made a visit to the building last week.
- **Project Plant 5** – Submitted Oconee building options for this project via the SC DOC. Spoke to DOC project manager and Oconee is still in the hunt. Company is conducting due diligence currently.
- **Project Court** – This is the Walhalla hotel project. This is currently before council for 3rd reading.
- **Project Riverside** – This is a new project from out-of-state that we have had dialogue with about locating their process to Oconee.
- **Project Box** – Existing Oconee Company looking at possible upgrades to facility. Have had follow-up but still waiting for decisions at corporate level regarding next steps.
- **Project Redhouse** – Oconee was eliminated due to several issues with the site and its' suitability for a hydroponic tomato process. The site selector narrowed in on NC & VA
- **Project Astro** – Met with site selector on the project in Atlanta last week. Still positive and still waiting on company to schedule a visit.

- **Project Panther** – Oconee was eliminated due to interstate issue.
- **Project Green One** – Oconee has been short listed for this project that would involve a new company in the county. The firm has a desire to consolidate their footprint and various operations in the southeast under one roof.

Organization Activities:

- **Golden Corner Commerce Park Master Plan** – EDC continued work on product development within the park. Held meeting with transmission line reps., Pioneer and URS to get the build-out started in the right direction.
- **Moore Site Discussion** – Met with owners and broker on this site. Submitted this property for the Duke Readiness Program.
- **Partner Meeting on Mountain Bike Trail/Race** – Help to organize a meeting with PRT, CVB and representatives from the congressional offices on concerns centered on a mountain bike event in Oconee.
- **WorkLink Meetings** – Attended the Executive Committee Meeting, participated in the interviewing of the new executive director for the organization and the conducted the Workforce Business Partnership meeting.
- **LocateSC property submission** – Finalized our portion of site profiles on website.
- **Attended Upstate Alliance Local Developers Meeting** – Held on April 10 in Greenville.
- **Attended Oconee Alliance** – Held on April 11 and helped set up this meeting.

Marketing/Recruitment/Retention Activities:

- **Presentation / Planning & Econ Dev Cmte** – Talked about economic development in Oconee.
- **Retention / ITron** – Worked with Senator Alexander on solving an issue for said company.
- **Retention / Schneider Electric** – Held a meeting with said firm, the SC DOC and the SC MEP.
- **Retention / CollinsCraft** – Held a meeting with said firm on business climate issues.
- **OCIG meeting held** – Met at ITECH South and had a tour of their facility.
- **Agribusiness** – Continued meetings with the group to discuss ways to work together.
- **Hosted Visit from Kirkland** – Toured the County and discussed potential projects in the county.
- **Hosted Visit from Constructive Ingenuity** – Discussed a developer built spec building in Oconee.
- **Meeting held with Emerald Endeavors & MLBDC** – Hosted this meeting and discussed its' potential as related to growing in Oconee.
- **Meeting held with Optics Company** – Toured Seneca Commerce Center and discussed potential.
- **Meeting held with John Adams** – Discussed his commercial site and ways we can assist.

Upcoming Meetings to Note:

- The EDC will meet on April 19.
- The Oconee County Industrial Group will meet on April 19 at TCTC.

The above report is respectfully submitted on April 12, 2013.

Richard K. Blackwell, *SCCED*

Executive Director

Oconee County Economic Development Commission