



ECONOMIC DEVELOPMENT DIRECTOR's REPORT – June 13, 2013

**This report represents activity from May 13, 2013 – June 13, 2013*

Status of On-Going Projects:

- **Project Cover III** – This project, AID, continues to take shape in the former Spec building. Working to help conduct a job fair on 6.20.13. Worked with local media to ensure coverage.
- **Project Zeta** – Project announced - \$1.2m capital inv'st with 7 new jobs. This was Technology Solutions. This is a data center/back office type project that our team is still working with to get operational. Recently, they demolished the older structure.
- **Project May** – EDC has continued to meet with existing company on plans for the future. We are working on their JDC application and will be amending their FILOT. Also working on a new deal with company that would be additional investment and new jobs. Looking at Fall 2013 for announcement.
- **Project Peninsula** – This is a \$120 million dollar project and it has formerly announced as Sanctuary Pointe. The EDC is continuing to work with them. Plans are to start construction in 2014.
- **Project Mole** – Existing Company that is considering an expansion in 2013. Have had good discussions yet need approval from corporate.
- **Project Gear** – Waiting on corporate to get authorization to proceed on incentive deal.
- **Project CreekSide** – Still working with the company and trying to “nail-down” their plans and next steps.
- **Project San** – Existing Company that is waiting for corporate to authorize capital investment.
- **Project Raven** – Existing Company that is waiting for corporate to authorize capital investment.
- **Project Gizmo & GDA** – Existing Company that is waiting for corporate to authorize capital investment.
- **Project Science** – New research related firm that the team has been working on since the start of the new year. They have visited site many times and our team has made three trips to their location. Just need the commitment.
- **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 Riverside** – Waiting for feedback on the site in Oconee.
- **Project Box** – Existing Oconee Company looking at possible upgrades to facility. Hold up is corporate.
- **Project Astro** – Hosted site selector in the community the first week in June.
- **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.
- **Project Finder** – Have met several times with new company looking at the area for an investment. Plans for 80 new jobs but trying to secure financing.
- **Project Pace** – New Chinese company looking at Oconee for an investment opportunity. Submitted building and now waiting to see where Oconee stands.
- **Project Laser** – This Company has visited Oconee four times now. They are close to a decision.
- **Project Clear** – Company made a visit to the building of interest the first week of June. Hosted their team and had a positive meeting. Now waiting for decision.
- **Project Flat** – Existing Oconee Company looking at possible upgrades to facility. Just now beginning dialogue but positive.

Organization Activities:

- **Golden Corner Commerce Park Master Plan** – EDC continued work on product development within the park related to Pioneer & Central Electric.
- **Golden Corner Commerce Park Survey** – EDC worked to complete boundary survey.
- **WorkLink Meetings** – Attended budget negotiations.
- **Profiling of “Product”** – Ensured that our flyers are accurate on OCEDC website, UA and SCDOC.
- **Analyzing Non-Profit Status** – Began to investigate the ability for the OCEDC to have a non-profit arm.
- **Held first meeting of Oconee Technology Council** – meeting held with 10 participants to discuss opportunities around the growth within the Tech sector.
- **SCDOR** – Participated in a meeting with SCDOR and the Auditor about the FILOTs in the county.
- **Participated in Project Lead-The-Way** – Asked to be a judge and was blown away by this program.
- **Joint meeting with CVB** – Met with CVB to discuss a lake project.
- **AOP Showcase Board** – Meeting held on 5/29/13.
- **Progress with Oconee Industry & Technology Park** – Met with URS to beginning understanding remaining work at the sign. Conducted the renaming process.
- **Met with TCTC on workforce issues** – Strategic partners met to discuss workforce issues.
- **UA Local Developer’s Meeting** – Took part in this meeting.

Marketing/Recruitment/Retention Activities:

- **Retention / BASF** – Held a meeting with said firm to discuss some upcoming issues.
- **Retention / CG Roxane** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / Ideal Steel** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / Buffalo Machine** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / Cryovac** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / Sandvik** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / Kroeger** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / DFC** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Advertising** – OCEDC supported the Upstate Alliance with advertising support on a dedicated website profiled during the recent IndustryWeek Conference.
- **OCIG meeting held** – Met at US Engine Valve and had a tour of their facility.
- **Hosted Jack Shuler to discuss Agribusiness**
- **Hosted Santee Cooper for Tour of County**
- **Presented to Upstate Alliance Business Development Team**
- **Lunch with Site Consultant in Greenville** – This contact sited the Sierra Nevada project. Good discussion and will get a county visit out of it to share the story more.

Upcoming Meetings to Note:

- The EDC will meet on June 21.
- The Oconee County Industrial Group will meet on June 21 at Greenfield.

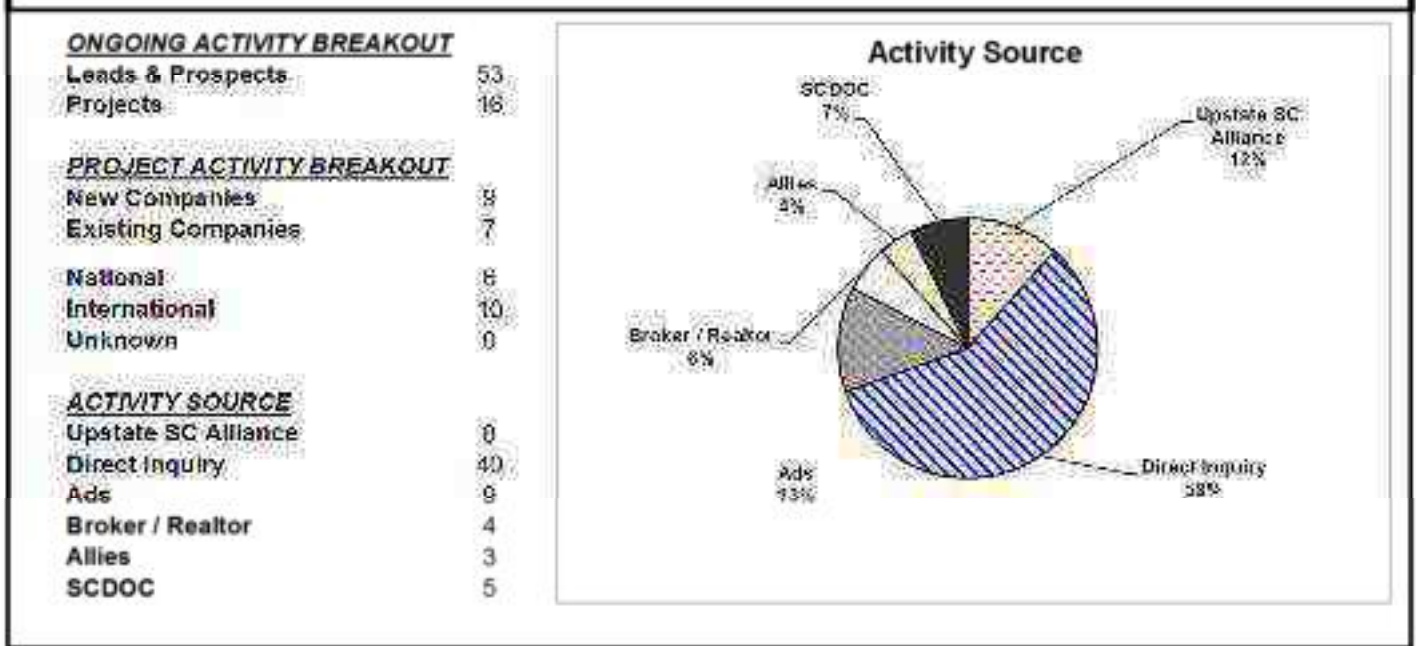
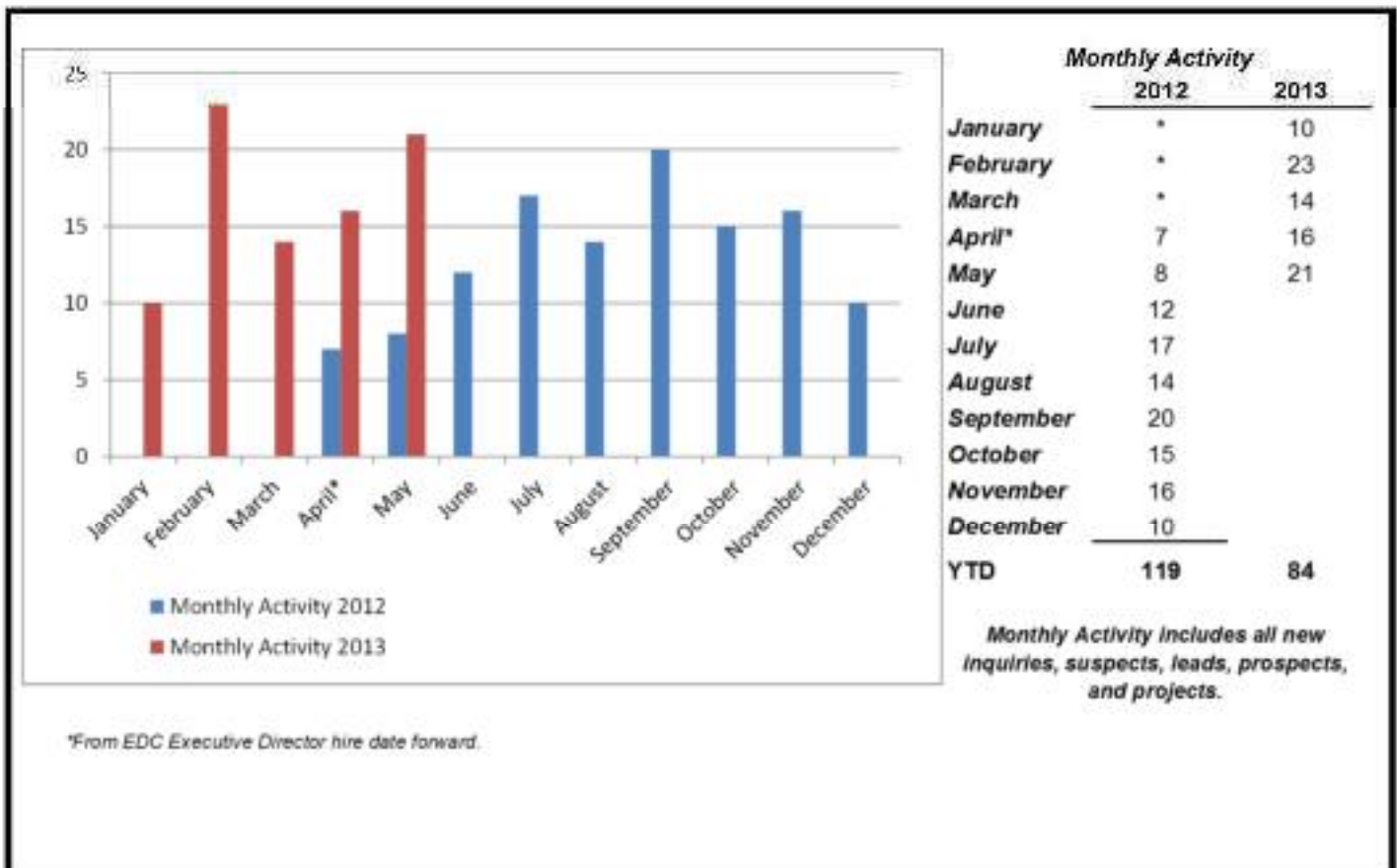
The above report is respectfully submitted on June 13, 2013.

Richard K. Blackwell, *SCCED*

Executive Director

Oconee County Economic Development Commission

Business Development Summary May 2013



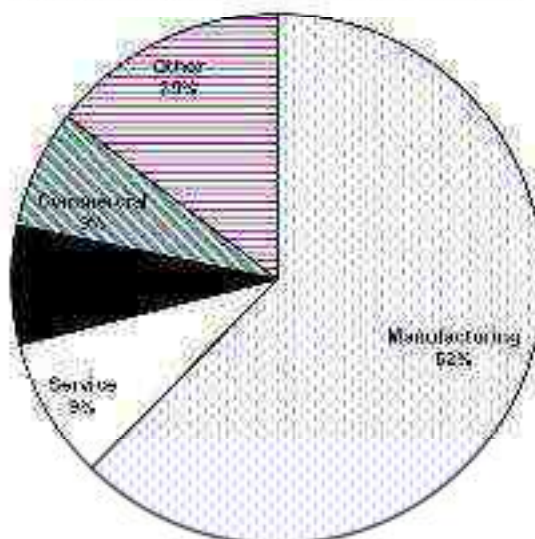
Business Development Summary May 2013



PIPELINE BREAKDOWN BY BUSINESS TYPE

Manufacturing	43
Service	6
Warehouse / Distribution	11
Commercial	5
Unknown / Other	19

Activity Breakdown By Business Type



2012 SUCCESSES

	<u>TYPE</u>	<u>INVESTMENT</u>	<u>JOBS</u>
Project Sunshine	Automotive / Manuf. (BorgWarner)	\$25m	50
Project Cover III	Aerospace / Manuf. (AID)	\$7m	75
Project Star	Hotel (Hampton Inn)	\$10m	TBD

2013 SUCCESSES

	<u>TYPE</u>	<u>INVESTMENT</u>	<u>JOBS</u>
Project Peninsula	Mixed Use / Commercial (Sanctuary Pointe)	\$120m	est. 400
Project Court	Hotel (Walhalla Courthouse Inn)	\$7m	TBD
Project Zeta	Data Center (Technology Solutions)	\$1.2m	7

SIGNIFICANT EDC ACTIVITIES RECAP (Last 15 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. Completed new GCCP boundary survey.
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 2013.
12. New 5-yr Strategic Plan Completed in January 2013.
13. Provided key support to the Oconee County Farmer's Market.
14. Held meeting of new Oconee Technology Council.
15. Conducted process to rename Echo Hills to Oconee Industry & Technology Park.