



## ECONOMIC DEVELOPMENT DIRECTOR'S REPORT – July 21, 2013

*\*This report represents activity from June 13, 2013 – July 21, 2013.*

### **Status of On-Going Projects:**

- **Project Cover III** – This project, AID, held a job fair in mid-June with 300 people showing up for applications. The EDC assisted in this process.
- **Project Zeta** – This project, Technology Solutions, has begun construction of their new data center. EDC is assisting with some questions on build-out.
- **Project May** – EDC has continued to meet with existing company on plans for the future. They have had visits to area buildings as they are trying to determine what is best for growth - to build on-site or to lease a facility.
- **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 late 2013 or 2014 that would include new warehouse space. They recently made a \$2.5 million dollar addition to their footprint that was covered under an existing FILOT.
- **Project Gear** – Waiting on corporate to get authorization to proceed on incentive deal.
- **Project CreekSide** – Held a conference call with this project recently. This one does not seem as strong as it once was.
- **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 that is aligned with two potential projects. Will be meeting again with the company in late July to map out next steps.
- **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** – This SC DOC led project has “cooled” recently. Oconee is still a possibility but their corporate folks have slowed down the process.
- **Project Riverside** – Waiting for feedback on the site in Oconee.
- **Project Box** – Existing Oconee Company looking at possible upgrades to facility; will meet with SC DOC on this one in late July.
- **Project Astro** – Oconee was eliminated. Site Consultant did not spell out specifics but a couple of states got really aggressive with non-statutory incentives. Direct flights to California within a close drive became a factor. One finalist community had an acceptable building, and was very aggressive in their approach of offering it to the client. Geography probably also played into it as Oconee was near the eastern edge of the area the client was willing to look at.
- **Project Green One** – The CEO has put a halt to this project for now due to cost.
- **Project Finder** – Oconee is still a strong option for this company but their executive team is hard to “nail down” on their intentions.
- **Project Pace** – Oconee is waiting to hear back from this Chinese firm on their decision.
- **Project Laser** – This Company should sign a lease on an Oconee building any day now. Would be a \$1 million dollar investment and a handful of new jobs.

- **Project Clear** – After a visit to the Upstate in June, the company decided to go with another county as they found a more suitable “ready” building with a lower price point.
- **Project Flat** – Existing Oconee Company that we met with in June and determined they are to make a \$5 million dollar expansion. Working to begin the paperwork.
- **Project Engineer** – Continue to have dialogue with company on the possibility of landing a new project to a building in Oconee. Have worked with property owner on the proposal to the company, which would involve a public-private partnership. Waiting for decision but this is the company’s lead option.
- **Project Gamma** – Met with local industrial company about plans for expansion. Still working through the details.
- **Project Green Wizard** – Oconee has been short-listed for this project that has multiple phases to the investment that would be around \$2 million to start with 20-30 new jobs.
- **Project Mann** – A company from the Upstate is looking at an Oconee building for possible relocation plans. It would be a warehouse type project. Have met with several times.
- **Project Bent** – Hosted a visit from the site consultant charged with location decision for this Italian company aligned with the construction industry.

#### Organization Activities:

- **Central Electric** – Finalized these easements within the GCCP.
- **Pioneer** – Finalized this land conveyance within the GCCP.
- **GCCP Development Planning - Continue** to meet with URS and various parties on the development of the GCCP Park.
- **WorkLink** – Attended executive and board meetings.
- **Profiling of “Product”** – Ensured that our flyers are accurate on OCEDC website, UA and SCDOC.
- **Analyzing Non-Profit Status** – Continue to investigate the ability for the OCEDC to have a non-profit arm.
- **Graduation of the Oconee Fellows program** – Both Mr. Blackwell and Mr. Johnson finished the Oconee Fellows program.
- **CNC Training with TCTC** – Helped to organize a training overview of the new CNC center at the Oconee Quick jobs center for county industry.
- **SC Inland Port Mtg** – Attended a meeting put on by the SC Ports and Norfolk Southern discussing and touring the planned inland port.
- **Presented to the Oconee Planning and Econ. Dev. Cmte**
- **Assisted in planning with the SC Dept. of Commerce the 2014 Adv. Symposium**

#### Marketing/Recruitment/Retention Activities:

- **Retention / Buffalo Machine** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / BorgWarner** – Held a meeting with said firm to discuss business growth and meet new leadership. Also working on finalizing an AdvanceSC grant for them.
- **BASF variance** – Worked to support this issue.
- **Advertising** – OCEDC had an editorial in Upstate Today for the month of June. The OCEDC also had an ad placement in Business Facilities Magazine and an editorial.
- **Press Release issued** – OCEDC wrote and disseminated a press release to area media celebrating the site certification process and name change for the Oconee Industry and Technology Park.
- **OCIG meetings held** – Met at Greenfield for the month of June and in July, we met at the TCTC Oconee Quick Jobs Center.
- **Hosted SC Power Team VP for Tour of County**

**Upcoming Meetings to Note:**

- The EDC will meet on August 16<sup>th</sup>.
- The Oconee County Industrial Group met June 21 at Greenfield, July 19 at the TCTC CNC center and will meet in August at Voc. Rehab.

The above report is respectfully submitted on July 22, 2013.

Richard K. Blackwell, *SCCED*

*Executive Director*

Oconee County Economic Development Commission



## ECONOMIC DEVELOPMENT DIRECTOR'S REPORT – August 9, 2013

*\*This report represents activity from July 22, 2013 – August 9, 2013.*

### **Status of On-Going Projects:**

- **Project Cover III** – This project, AID, has begun to move in. The EDC helped with a “sign issue” recently for the company.
- **Project Zeta** – This project, Technology Solutions, has begun construction of their new data center. EDC is assisting with some questions on build-out.
- **Project May** – EDC continues to work with this existing industry on growth/expansion plans. Offers on local buildings have been made and consideration of on-site development is being weighed.
- **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 late 2013 or 2014 that would include new warehouse space. They recently made a \$2.5 million dollar addition to their footprint that was covered under an existing FILOT.
- **Project Gear** – Waiting on corporate to get authorization to proceed on incentive deal. This existing industry has plans to hire 20 employees by year-end.
- **Project CreekSide** – Held a conference call with this project recently. This one does not seem as strong as it once was.
- **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 that is aligned with two potential projects.
- **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** – This SC DOC led project has “cooled” recently. Oconee is still a possibility but their corporate folks have slowed down the process.
- **Project Riverside** – Waiting for feedback on the site in Oconee.
- **Project Boxer** – Existing Oconee Company looking at possible upgrades to facility that would involve a new business line and new jobs. The SC DOC and EDC has put an incentive proposal in front of this company and it is being evaluated. Should get feedback in 60 days.
- **Project Finder** – Oconee is still a strong option for this company but their executive team is hard to “nail down” on their intentions.
- **Project Pace** – Oconee is waiting to hear back from this Chinese firm on their decision.
- **Project Laser** – This Company, COE Optics, announced. This is a \$1 million dollar investment and 5 new jobs to start. Strong growth potential and will be located in the Seneca Commerce Center.
- **Project Flat** – Existing Oconee Company that we met with numerous times to discuss growth aligned with moving European business line to Oconee.
- **Project Engineer** – Continue to have dialogue with company on the possibility of landing a new project to a building in Oconee. Have worked with property owner on the proposal to the company, which would involve a public-private partnership. Waiting for decision but this is the company’s lead option.

- **Project Gamma** – Met with local industrial company about plans for expansion that involves moving business line out of Europe to Oconee. Still working through the details.
- **Project Green Wizard** – Oconee has been short-listed for this project that has multiple phases to the investment that would be around \$2 - \$3.5 million to start with 40 new jobs. SC DOC and Oconee have made an incentive proposal.
- **Project Mann** – A company from the Upstate is looking at an Oconee building for possible relocation plans. It would be a warehouse type project. Have met with several times and waiting on decision. An offer has been made on a building.
- **Project Bent** – Hosted a visit from the site consultant charged with location decision for this Italian company aligned with the construction industry.

### **Organization Activities:**

- **GCCP Development Planning & Certification** - Continue to meet with URS and various parties on the development of the GCCP Park. Also started the Certification process of the park.
- **Profiling of “Product”** – Ensured that our flyers are accurate on OCEDC website, UA and SCDOC.
- **Analyzing Non-Profit Status** – Continue to investigate the ability for the OCEDC to have a non-profit arm.
- **OITP Sign** – Continue to work with URS on a new sign for OITP.
- **AOP Showcase Planning** – EDC team met with Clemson and the AOP Showcase board to begin planning the October event.
- **Workforce issues** – Met with SC Voc Rehab to discuss workforce development partnerships in the County.
- **Upstate Research Group** – EDC team met with fellow economic developers and the Upstate Alliance to discuss research programs to help economic development.
- **Tour of all TCTC campuses** – Toured all the TCTC campuses recently to understand offerings of all the campuses.
- **SC Works** – Met with the new Business Services manager and conducted the Workforce and Education Committee Meeting.
- **SC DEW Meeting** – Participated in a meeting with the new SC DEW director.
- **AdvanceSC Grant Filing** – Completed the grant submittal for BorgWarner.

### **Marketing/Recruitment/Retention Activities:**

- **Retention / Colony Tool** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / Parkway Products** – Held a meeting with said firm to discuss business growth and ways to help each other.
- **Retention / ITT** – Held a meeting with said firm to discuss business growth and ways to help each other.
- **Advertising** – OCEDC had an editorial in Upstate Today for the month of July. The OCEDC also had an ad placement in Southern Business and Development.
- **Press Release issued** – OCEDC wrote and disseminated a press release to area media celebrating the COE Optics relocation plans.
- **Governor Visit** – Worked with Sen. Alexander to host Governor Haley in Oconee County on 8.7.13. Tours held at Schneider and Itron.
- **Cong. Duncan Visit** – Worked with Schneider and the Congressman for his visit to said industry on 8.9.13.
- **Presentation** – EDC presented to the Salem Lions Club on progress being made on the economic development front.

- **Site Selector Meeting** – EDC team traveled to Columbia to meet with site selection team for introduction of Oconee County and to discuss a potential project.
- **SC DOC lunch** – EDC meet with a SC DOC project manager and hosted him for lunch in Columbia to share the “Oconee story.”
- **SC DOC & SCEDA Lunch ‘n’ Learn** – Participated in this event to be provided an update on employment laws.
- **Participated in a new local Angel Investing Group** – Met with this new group about future activities.
- **Community Visit by Tim Adams of the SC Forestry Comm.** – Held this event to learn more about the biomass industry and wood pellet industry while giving him the “Oconee Story.”

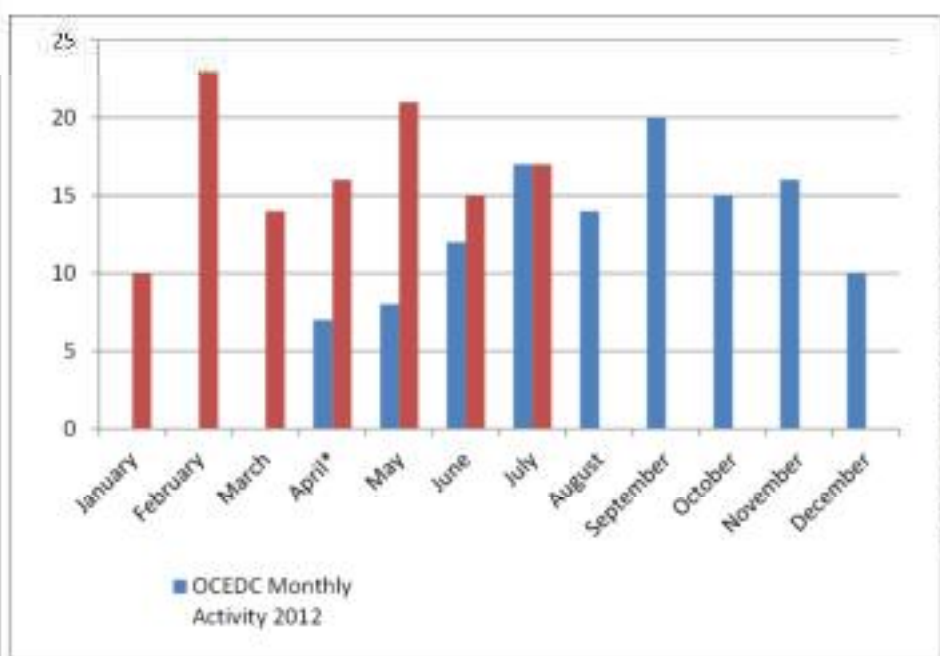
**Upcoming Meetings to Note:**

- The EDC will meet on August 16<sup>th</sup>.
- The Oconee County Industrial Group will meet in August 16<sup>th</sup> at SC Voc. Rehab.

The above report is respectfully submitted on August 9, 2013.

Richard K. Blackwell, *SCCED*  
*Executive Director*  
Oconee County Economic Development Commission

# Business Development Summary July 2013



	2012	2013
January	*	10
February	*	23
March	*	14
April*	7	16
May	8	21
June	12	15
July	17	17
August	14	
September	20	
October	15	
November	16	
December	10	
<b>YTD</b>	<b>119</b>	<b>116</b>

*Monthly Activity includes all new inquiries, suspects, leads, prospects, and projects.*

\*From EDC Executive Director hire date forward.

### ONGOING ACTIVITY BREAKOUT

Leads & Prospects 60  
Projects 16

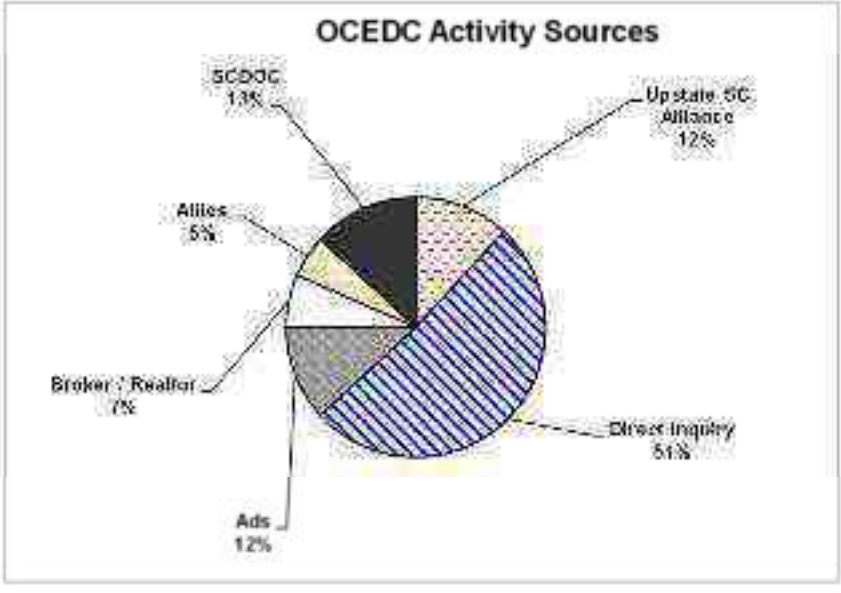
### PROJECT ACTIVITY BREAKOUT

New Companies 9  
Existing Companies 7

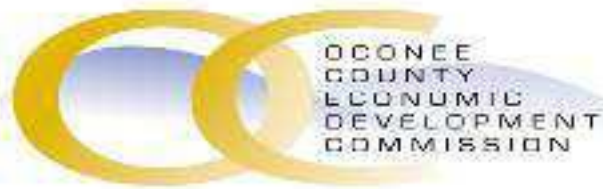
National 8  
International 10  
Unknown 0

### ACTIVITY SOURCE

Upstate SC Alliance 9  
Direct Inquiry 39  
Ads 9  
Broker / Realtor 5  
Allies 4  
SCDOC 10



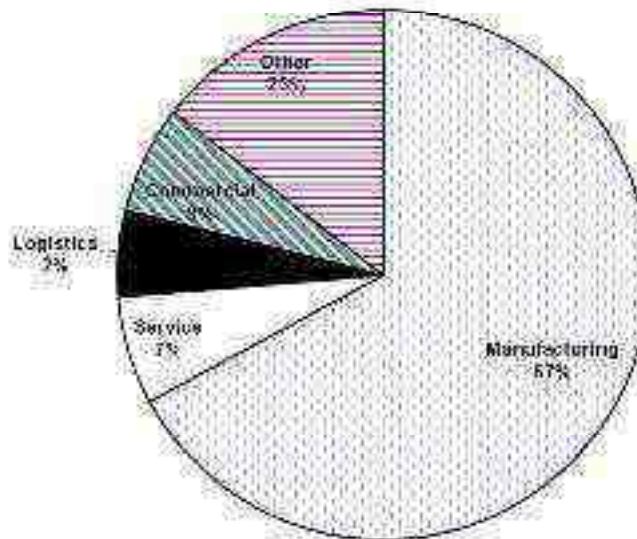
# Business Development Summary July 2013



## PIPELINE BREAKDOWN BY BUSINESS TYPE

Manufacturing	51
Service	5
Warehouse / Distribution	4
Commercial	5
Unknown / Other	11

Activity Breakdown By Business Type



### 2012 SUCCESSES

	TYPE	INVESTMENT	JOBS
Project Sunshine	Automotive / Manuf. (BorgWarner)	\$25m	50
Project Cover II	Aerospace / Manuf. (AUG)	\$7m	70
Project Star	Hotel (Hampton Inn)	\$10m	30

### 2013 SUCCESSES

	TYPE	INVESTMENT	JOBS
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
Project Laser	Optoelectronics (COE Optics LLC)	\$1m	5

### SIGNIFICANT EDC ACTIVITIES RECAP (Last 16 months)

1. Finalized Golden Corner Commerce Park Master Plan.
2. Hosted Two Site Consultant visits to the Community.
3. Concluded 9-month process to obtain "Park Certification" through DOC in July 2013.
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. Echo Hills appropriated \$2.6m by Council for Phase I of development.
9. On Oct. 29th, development of OITP began.
10. "Sewer South" approved by Council in January 2013.
11. 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.
16. Began "Park Certification" for GCCP in August 2013.