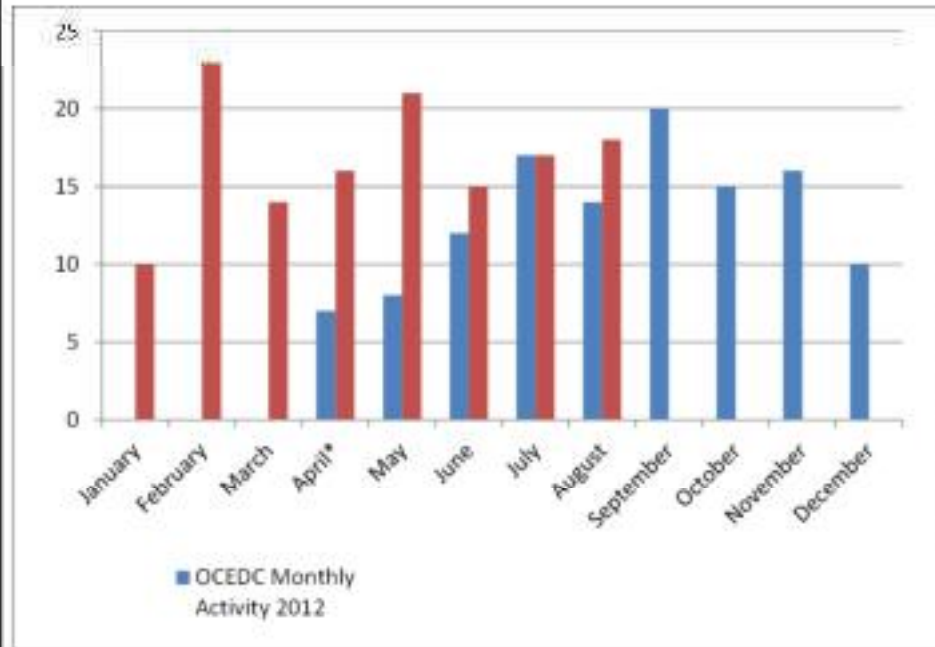


Business Development Summary August 2013



OCEDC Monthly Activity:



	2012	2013
January	*	10
February	*	23
March	*	14
April*	7	16
May	8	21
June	12	15
July	17	17
August	14	18
September	20	
October	15	
November	16	
December	10	
YTD	119	134

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

*From EDC Executive Director hire date forward.

ONGOING ACTIVITY BREAKOUT

Leads & Prospects 45
Projects 15

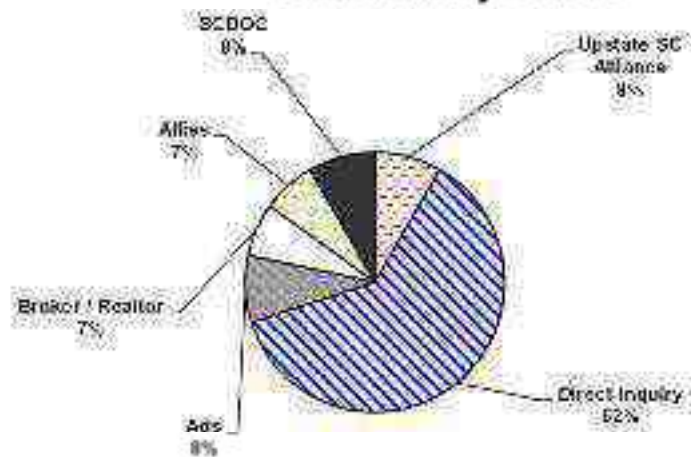
PROJECT ACTIVITY BREAKOUT

New Companies 6
Existing Companies 9
National 8
International 7
Unknown 0

ACTIVITY SOURCE

Upstate SC Alliance 5
Direct Inquiry 37
Ads 6
Broker / Realtor 4
Allies 4
SCDOC 5

OCEDC Activity Sources



Business Development Summary

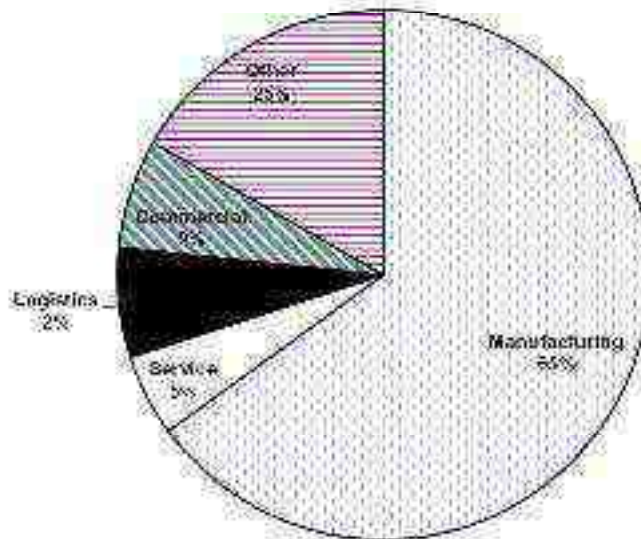
August 2013



PIPELINE BREAKDOWN BY BUSINESS TYPE

Manufacturing	39
Service	3
Warehouse / Distribution	4
Commercial	4
Unknown / Other	10

Activity Breakdown By Business Type



2012 SUCCESSES

Project Name	Type
Project Sunshine	Automotive / Manuf. (BorgWarner)
Project Cover II	Aerospace / Manuf. (ALD)
Project Star	Hotel (Hampton Inn)

INVESTMENT

\$25m
\$7m
\$10m

JOBS

50
70
30

2013 SUCCESSES

Project Name	Type
Project Peninsula	Mixed Use / Commercial (Sanctuary Pointe)
Project Court	Hotel (Walhalla Courthouse Inn)
Project Zeta	Data Center (Technology Solutions)
Project Laser	Optoelectronics (COE Optics LLC)
Project May	Greenfield expansion & HQ
Project Flat	TBA
Project Gamma	TBA

INVESTMENT

\$120m
\$7m
\$1.2m
\$1m
\$5m
\$12m
\$5m

JOBS

est. 400
TBD
7
5
TBD
20-30
TBD

SIGNIFICANT 2013 EDC ACTIVITIES

1. Hosted Two Site Consultant visits to the Community.
2. Concluded 9-month process to obtain "Park Certification" through DOC in July 2013.
3. Completed new GCCP boundary survey.
4. "Sewer South" approved by Council in January 2013.
5. New 5-yr Strategic Plan Completed in January 2013.
6. Provided key support to the Oconee County Farmer's Market.
7. Held meeting of new Oconee Technology Council.
8. Conducted process to rename Echo Hills to Oconee Industry & Technology Park.
9. Began "Park Certification" for GCCP in August 2013.
10. Finalized AdvanceSC Grants for BorgWarner & BASF.
11. 2013 AOP Showcase



ECONOMIC DEVELOPMENT DIRECTOR'S REPORT – September 6, 2013

**This report represents activity from August 10, 2013 – September 6, 2013.*

Status of On-Going Projects:

- **Project Cover III** – This project, AID, will be operational in the next eight weeks. A visit from Boeing will occur next week related to this firm.
- **Project Zeta** – This project, Technology Solutions, continues construction of their new data center. EDC is assisting with some questions on build-out.
- **Project May** – This is Greenfield and is working its way through County Council. What we have done is re-work their prior FILOT and gotten a commitment to a \$5m dollar expansion. Also they will make their Seneca office a HQ.
- **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 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. Up fit is underway.
- **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** – Have gone back to the existing company with a new incentive summary from SCDOC based off a new expansion plan. Waiting to hear back from the company.
- **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 has gotten approval to proceed with expansion. This involves a new footprint and new jobs. Working on incentive summary with SCDOC.
- **Project Science** – New research related firm that is waiting for decision from their governance on how to proceed with a potential relocation to Oconee.
- **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 30 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 Flat** – Existing Oconee Company that has gotten approval to move machinery to US from Europe. This will be a \$12,000,000 capital investment and at least 20 new jobs. Have begun the process with County Council.
- **Project Engineer** – Company made the internal decision to “delay” the project.
- **Project Gamma** – Existing Company that has agreed to expand. This will be a \$5,000,000 capital investment.
- **Project Green Wizard** – Company has put this project on hold.

- **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.
- **Project Domicile** – Oconee County has gotten a visit from the site selection team associated with this project and is one of a handful of sites the company is concerning for a US presence.

Organization Activities:

- **GCCP Development Planning & Certification** – EDC team working with County Administration to apply for RIA funds associated with Phase I build-out. The EDC team also completed Phase I site certification and have been invited to submit for Phase II.
- **Analyzing Non-Profit Status** – EDC and the Oconee Alliance are working on a plan to merge that should be done in 60 days or less.
- **AOP Showcase Planning** – EDC team met with Clemson and the AOP Showcase board to begin planning the October event.
- **SC Works** – Participated in the Workforce and Education Committee Meeting.
- **Upstate Alliance** – Attended their board, local developers and mid-year meeting.
- **New Staff** – Hired a new administrative assistant and intern.
- **SCEDA** – Attended the membership meeting in Columbia.
- **Professional Development** – Russell Johnson attended an IEDC class in Atlanta.

Marketing/Recruitment/Retention Activities:

- **Retention / Lift Tek** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Retention / ISS** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Site Selector Meeting** – Took InSite Consulting to lunch to talk about Oconee County.
- **Janus Forum** – Attended the Janus Forum, which is a gathering of economic development and site selectors.
- **SCDOC visit** – Hosted new project manager in Oconee.
- **BioMass interest** – Met with a center of influence in the biomass arena at Clemson to discuss Oconee and got a potential lead out of it.

Upcoming Meetings to Note:

- The EDC will meet on September 13th.
- The Oconee County Industrial Group will meet on September 20 at Buffalo Machine.

The above report is respectfully submitted on September 6, 2013.

Richard K. Blackwell, *SCCED*

Executive Director

Oconee County Economic Development Commission