



January 8, 2018

The Honorable Hugh Leatherman, Sr.  
The Honorable W. Brian White  
The Honorable Robert M. Hitt III

Proviso Funding – FY 2016/2017

Gentlemen:

I am pleased to report on the status of Proviso Funding for the Economic Development Partnership provided by the State of South Carolina. The Partnership is very appreciative of the \$450,000.00 in regional funding provided to our alliance. Our efforts centered on the development of infrastructure, attraction of new companies and building a base of technology which will serve as foundation for the creation of new jobs in the future.

**Summary of Projects:**

**Lead Generation** – The Partnership engaged a European based consultant to develop leads. This initiative has resulted in additional inquiries from European based companies that may benefit by being in close proximity to other European based customers or suppliers. A total of \$250.00 was used in this effort.

**Professional Development** – The Partnership provided funding for Edgefield County Administrator to attend the Economic Development Institute for \$600.00.

**Marketing** – As part of our recruitment of manufacturing and technology companies, funds were used for traditional marketing efforts. Through several sources we advertised in various media, trade show booths and direct correspondence. Our marketing efforts continue to educate domestic consultants and companies about the viability of our region as good place to do business. These efforts have led us to attract companies such as Bridgestone Americas, MTU and Reclim, all to our region. Our efforts and investment of \$53,235.00 have served to complement our work with the SCDOC.

**Product Development** – In our efforts to improve, promote and attract new companies to the Sage Mill Industrial Park, several areas were funded. Sage Mill recertification, Sage Mill Industrial Park utility design and permitting and signage in the amount of \$46,320.00. New and upgrading of sewer lines between Aiken and Saluda County for a company in Saluda County accounted for \$124,000.00. Also, funds in the amount of \$199,470.00 were used toward the Advanced Manufacturing Collaborative.

**FY 2017/2018** – We are midway through our FY 2017/2018, and the June 30, 2017 audit is complete. Our Program of Work is also complete and available for review.

The Economic Development Partnership is most appreciative of the support provided by the Legislature under this regional funding program. We appreciate this program as it allows the Partnership to match funds received from local support. We believe that we have been able to leverage the Proviso Funding in manner that provides great benefit to our region. Without this funding, we would not have been able to advance our programs nor attract new industries to our community.

Regards,



Will Williams

cc:

Mr. Chris Huffman, Chief Financial Officer, South Carolina Department of Commerce  
Mr. Gary L. Stooksbury, Chairman, Economic Development Partnership

FY 16-17

Matching Funds	Date	1st Qtr FY 2016/2017
<b>Marketing</b>		
Southern Business	7/6/16 Redo	\$ 12,500.00
Due North	7/5/16 Redo	\$ 500.00
Go Aiken Magazine	8/5/16 Redo	\$ 500.00
Journal Communications, Inc.	8/15/16 Redo	\$ 6,590.00
Morris Publishing-Aiken/Augusta Ma	9/22/16 Redo	\$ 825.00
<b>Total Marketing</b>		<b>\$ 20,915.00</b>
<b>Lead Generation</b>		
Parker Poe - Euro Trip	8/15/16 Redo	\$ 250.00
<b>Total Lead Generation</b>		<b>\$ 250.00</b>
<b>Product Development</b>		
Kutak Rock	8/9/16 SRF	\$ <del>21,033.49</del>
Kutak Rock	9/8/16 SRF	\$ <del>19,774.78</del>
Parker Poe Adams & Bernstein	9/23/16 Redo	\$ 391.00
Parker Poe Consulting, LLC	9/9/16 Redo	\$ 6,000.00
House of Raeford	8/22/16 Redo	\$ 100,000.00
House of Raeford	8/23/16 Redo	\$ 24,000.00
Turner Consturction	7/21/16 SRF	\$ <del>166,750.00</del>
Turner Consturction	7/26/16 Redo	\$ <del>250,250.00</del>
<b>Total Product Development</b>		<b>\$ 388,641.00</b>
<b>Prospect Development</b>		
Thomas & Hutton	7/26/16 Redo	\$ 6,420.00
Thomas & Hutton	8/29/16 Redo	\$ 5,800.00
Thomas & Hutton	9/21/16 Redo	\$ 2,325.00
<b>Total Prospect Development</b>		<b>\$ 14,545.00</b>
<b>Total</b>		<b>\$ 424,351.00</b>

Matching Funds	Date	2nd Qtr FY 2016/2017
<b>Marketing</b>		
Aiken Standard-Discover Aiken	10/7/16 Redo	\$ 1,470.00
SEDC Meet The Consultants	11/22/16 Redo	\$ 3,500.00
SC Biz	11/28/16 Redo	\$ 1,500.00
GACC SC Chapter	12/5/16 Redo	\$ 900.00
N.A. City-Signal Mag Ad	12/8/16 Redo	\$ 1,300.00
Morris Publishing Aiken/Augusta	12/8/16 Redo	\$ 825.00
<b>Total Marketing</b>		<b>\$ 9,495.00</b>
<b>Lead Generation</b>		
		\$ -
<b>Total Lead Generation</b>		<b>\$ -</b>
<b>Product Development</b>		
Kutak Rock	11/28/16 SRF	\$ <del>15,684.08</del>
Kutak Rock	11/28/16 SRF	\$ <del>20,304.05</del>
Kutak Rock	11/28/16 SRF	\$ <del>17,907.31</del>
Kutak Rock	12/9/16 Redo	\$ 15,491.84
Arent Fox	12/9/16 Redo	\$ 158,425.60
Haynesworth Sinkler Boyd	12/9/16 Redo	\$ 16,907.47
Hutson Etherredge	10/26/16 Redo	\$ <del>3,289.70</del>
Hutson Etherredge	10/26/16 Redo	\$ <del>2,199.50</del>
Keenan Development	12/9/16 Redo	\$ 8,645.00
Thomas & Hutton	10/27/16 Redo	\$ 1,150.00
<b>Total Product Development</b>		<b>\$ 206,109.11</b>
<b>Prospect Development</b>		
Thomas & Hutton	12/5/16 Redo	\$ 1,500.00
Thomas & Hutton	12/5/16 Redo	\$ 610.00
<b>Total Prospect Development</b>		<b>\$ 2,110.00</b>
<b>Total</b>		<b>\$ 217,714.11</b>

Matching Funds	Date	3rd Qtr FY 2016/2017
<b>Marketing</b>		
SC Biz	3/3/17 Redo	\$ 4,000.00
Aiken Steeplechase Assoc.	3/16/17 Redo	\$ 1,000.00
<b>Total Marketing</b>		<b>\$ 5,000.00</b>
<b>Professional Development</b>		
SCEDA EDI Session-1	1/24/17 Redo	\$ 300.00
<b>Total Prof. Development</b>		<b>\$ 300.00</b>
<b>Lead Generation</b>		
		\$ -
<b>Total Lead Generation</b>		<b>\$ -</b>
<b>Product Development</b>		
Thomas & Hutton	1/4/17 Redo	\$ 5,750.00
Aiken Co.Planning & Development	2/28/17 Redo	\$ 1,780.00
<b>Total Product Development</b>		<b>\$ 7,530.00</b>
<b>Prospect Development</b>		
Thomas & Hutton	3/29/17 Redo	\$ 5,457.02
<b>Total Prospect Development</b>		<b>\$ 5,457.02</b>
<b>Total</b>		<b>\$ 18,287.02</b>

Matching Funds	Date	4th Qtr FY 2016/2017
<b>Marketing</b>		
Southern Business	4/11/17 Redo	\$ 12,500.00
Morris Publishing-Aiken/Augusta Horizo	4/11/17 Redo	\$ 825.00
Due North	6/1/17 Redo	\$ 500.00
SC Biz News, LLC	6/8/17 Redo	\$ 1,500.00
SEDC 2017 Annual Conference	6/12/17 Redo	\$ 2,500.00
<b>Total Marketing</b>		<b>\$ 17,825.00</b>
<b>Professional Development</b>		
SCEDA EDI Session-2	5/1/17 Redo	\$ 300.00
<b>Total Prof. Development</b>		<b>\$ 300.00</b>
<b>Lead Generation</b>		
		\$ -
<b>Total Lead Generation</b>		<b>\$ -</b>
<b>Product Development</b>		
Thomas & Hutton	5/26/17 Redo	\$ 570.00
Thomas & Hutton	6/23/17 Redo	\$ 500.00
<b>Total Product Development</b>		<b>\$ 1,070.00</b>
<b>Prospect Development</b>		
Thomas & Hutton	4/19/17 Redo	\$ 1,565.00
Sanela Porca - 2017 Benchmark	5/18/17 Redo	\$ 4,000.00
Thomas & Hutton	6/23/17 Redo	\$ 12,835.00
<b>Total Prospect Development</b>		<b>\$ 18,400.00</b>
<b>Total</b>		<b>\$ 36,525.00</b>

Total FY 2016/2017	\$ 696,877.13
Available Funds from State	\$ 450,000.00
Matching Funds:	
MORF Campaign 2016/2017	\$ 44,250.00
SRNS	\$ 757,475.84
<b>Funds Submitted for Redo Matching</b>	<b>\$ 801,725.84</b>
<b>Funds Received</b>	<b>\$ 450,000.00</b>
	\$ (246,877.13) (over)/under

**46,262**  
46,320

Saluda

used last Report

**199,470.00**

**53,235.00**

**600.00**

**250.00**