



October 31, 2018

**2017-2018  
PROVISO/REDO FUNDING ANNUAL REPORTING**

Senator Hugh Leatherman, Chairman Senate Finance Committee

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Representative Brian White, Chairman House Ways and Means Committee

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**2014-15 & 2015-2016 Regional Economic Development Organizations Appropriation Funding  
Annual Report**

**2014-2015 REDO Funding**

Remaining \$449,969.53 of the 2014-2015 REDO Appropriation Funding has been utilized since the last annual reporting for project and park/property development, marketing and lead generation programs during the 4<sup>th</sup> quarter of 2017.

**Park/Property and Project Development: \$340,587.88**

- The SCA Hampton office building is complete and SCA hosted an open house was held October 28.
- Site enhancement at CrossRhodes Industrial Park is still underway as part an approach to make the site more marketable
- SCA is still working with Ady Advantage to assist and assess industrial sites along the H&B rail line in both Colleton and Hampton counties
- Site work for the Regional Emergent Care Facility in Bamberg County is progressing. The steel structure for the building is being erected and the water/sewer line extension to the facility is in design process.
- Expansion of the SCIC Industrial Park in Hampton County is continuing with the purchase of an additional 100 acres for development or construction of a new spec building.
- SCA has purchased an additional 100 acres of property at the SCIC Industrial Park in Hampton County for future development.
- SCA has secured an option on 1,300+ acres of property in Jasper County for the future development of a mega site. Due diligence for the property is currently underway.
- SCA has contracted for site evaluation services in Jasper County.
- LED lighting upgrades have been made at the Pt. Salkehatchie spec building in Allendale County to make it more energy efficient and marketable.
- SCA assisted NUPI with site improvement cost at the SCIC Industrial Park in Hampton County.

-SCA assisted Replace Metal Castings in Jasper County with project/site expansion costs.

**Marketing and Lead Generation Development: \$109,381.73**

- October 5 SCA hosted its Regional Industry Appreciation events at GTI and Sweetwater Country Club
- October 5-9 SCA associates met with 12 companies at ANUGA (food and beverage fair) in Cologne, Germany
- October 16-20 SCA participated in a Nordic mission led by the SC Department of Commerce, meeting with 5 companies and networking with Volvo suppliers.
- November 5-18 SCA participated in the marketing mission to India with the SC Department of Commerce, meeting with 10 companies
- November 12-14 SCA participated in the PLMA in Chicago with SC Power Team
- SCA has begun adding Beaufort County information, sites and buildings to our website and marketing materials since the announcement of their joining SCA in early October.
- SCA participated in the PACK Expo in Las Vegas meeting with 12 companies in the agribusiness, processing and packaging.
- SCA has been working with Beaufort County to create a micro-site that is linked to the SCA website
- Working with SC Department of Commerce and SC Manufacturers' Alliance to identify and inventory sites in Beaufort County
- Update all marketing materials with the addition of Beaufort County

**2015-2016 REDO Funding**

\$654,091.06 of \$950,000.00 has been utilized for project and park/property development, marketing and lead generation programs and economic development.

**Park/Property and Project Development: \$425,296.65**

- SCA has assisted Barnwell and Bamberg counties and The Regional Medical Center with securing the property and development of the Regional Emergent Care Facility located in Bamberg County that will service both Barnwell and Bamberg county residents. A 10 acre parcel of property located on Hwy 70 was purchased and construction on the facility began in September 2017 and is expected to be completed by 1<sup>st</sup> quarter of 2019. The facility is 20,500 sq. ft. and brings \$8.63M in investment to the region
- SCA has secured and renewed its option on 1,300+ acres of property in Jasper County for the development of a mega site. Due diligence has been completed and the site has been shown to multiple projects that have visited the area
- Site evaluation on additional acreage at the Hardeeville Commerce Park in Jasper County has been completed and the reports are being reviewed in hopes of extended the park
- Site improvement work at Hampton County Industrial Park in Early Branch
- SCA assisted Replacement Metal Castings in Jasper County with their site development for expansion, and the work has been completed.
- SCA assisted Pioneer Boats in Colleton County with its expansion of \$3M and 92 additional jobs over the next 5 years.

*Located in the Southern Carolina Business Center*

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- SCA continues with site prep of property at the SC Advanced Technology Park in Barnwell County to be an additional rail site for marketing.
- SCA has optioned an additional 140 acres in Bamberg County for future development and has begun site prep for a potential project.
- SCA assisted Spartina 449 with its expansion into a 40,000 sq. ft. building in Beaufort County with the creation of 15 additional jobs.
- SCA continues to market the speculative building at Point South in Jasper County
- Site improvements including landscaping, irrigation and parking at the 2<sup>nd</sup> spec building in Bamberg County, and clearing of additional land for future spec building or development
- Site clearing on properties in both Hampton and Jasper counties for large project visits
- Assisted Nupi with land purchase and site prep for their \$6.2M expansion in Hampton County
- Preliminary engineering for Project Poplar on a site in Bamberg County
- Assisted Allendale County with a paving project as a community development project

**Marketing and Lead Generation Development: \$228,794.41**

- October 5 SCA hosted its Regional Industry Appreciation events at GTI and Sweetwater Country Club
- Update all marketing materials with the addition of Beaufort County
- Sponsorship of Beaufort Regional Legislative Update Luncheon
- SCA staff hosted a pre-dinner social for the SCDOC international marketing team from Europe, South America, India and Asia on and presented a regional overview and updates on industrial properties in the SCA region
- SCA participated in the IPP Expo in Atlanta, GA with the SC Department of Agriculture, meeting with companies in the meat and poultry processing sectors
- SCA co-sponsored the SC Agribusiness Site Selector Forum, that was held in Charleston in conjunction with the SC Wine and Foot Festival. SCA staff had the opportunity to network with site consultants specializing in food processing projects as well as frozen and refrigerated facility developments.
- Participated in a site consultants luncheon sponsored by regional alliances and the SCDOC in Washington, DC with site consultants focused on tire projects, food processing and Italian companies.
- SCA participated in the Aerospace and Defense Supplier Summit with the state team in Seattle, WA making 58 contacts during the summit
- SCA hosted prospects, expanding industry representatives, site consultants and allies at a shared RBC Heritage Skybox as part of the marketing associated The Heritage, April 12-15
- SCA joined the European American Investment Council to strengthen our marketing efforts with European companies. The EAIC will provide information on movement, trends, events and sectors growing in Europe.
- SCA is currently working with a representative based in Europe who is currently making contacts on our behalf and organizing a marketing mission for Fall 2018. Our representative currently attended JEC World, a large conference on advanced materials in Paris, meeting with several dozen Belgian companies to ascertain interest in South Carolina.
- SCA participated in the Eurogas Mobility Conference, an association representing European gas whole and retails groups
- SCA participated in the US Commercial Service's "Doing Business in the US" event attended by approximately 100 people that represented approximately 40-50 Belgian companies.

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- SCA has a representative working with local representatives from the Flanders Investment and Trade (FIT) group. These are representatives who are first contacted by companies looking to expand outside of Belgium
- SCA sponsored several marketing events including chamber and networking events through out the region, the annual Spring Business & Industry Golf Tournament, and a local legislative luncheon.
- SCA marketing team continues to update our website and our auxiliary (micro) sites and expand social media outlets
- SCA staff participated in a marketing mission led by SC Power Team to the Ontario and NY state areas, meeting with 6 companies. One company is currently reviewing sites in our region for a visit.
- SCA staff participated in a Nordic Investment marketing mission led by the SC Department of Commerce and met with 18 companies. Our staff is currently working 2 active projects from this marketing mission.
- SCA participated in the SelectUSA Conference in Washington, DC with the SC Department of Commerce meeting with companies from Asia, Europe, South America and Israel.
- SCA marketing staff held conference calls with 6 prospects identified through our rail project marketing effort. one of the companies has visited the region, and we continue to work with the other projects in this effort.
- SCA organized and hosted 160 allies, consultants and prospects during the RBC Heritage in Hilton Head in April.
- SCA continues to work with SC Connect for European marketing efforts.
- New marketing materials have been produced by SCA's marketing team that are sector and project-specific.
- SCA held its Annual Regional Celebration event at USC Salkehatchie in Allendale that was very well attended by our regional members, stakeholders and legislative delegation.
- SCA produced and distributed the 2017-2018 annual report.
- SCA launched a microsite to share job opportunities from the regional industries with the communities.
- SCA marketing continues to update and manage the SCA website and
- SCA staff participated in a marketing mission to California the week of September 24 and met with 7 companies in the aerospace, automotive, distribution and food processing sectors
- SCA participated in a site consultants' luncheon and consulate reception in Atlanta with the SC Department of Commerce and other allies, meeting with Atlanta-based consultants on August 22
- SCA hosted the Site Selectors Guild Fall Forum in partnership with SC Department of Commerce and other allies in Greenville, September 10-12, meeting with site selectors from around the country
- SCA led a marketing mission the week of October 13 in partnership with K&L Gates, hosting a business seminar with 7 Italian companies, then traveling to Belgium to meet with 8 Belgian companies
- SCA has sponsored several economic development-related events during the last quarter, including annual chamber events, state of the region and county events, and state of the port events.
- SCA has been working with SC Connect LLC and 310 Ltd for continued support with lead generation
- SCA has continued to upgrade its AV/computer equipment in the Hampton office to be able to enhance project visits and to use for conference calls or video conferencing
- Planning has begun for several domestic and international marketing missions before year end.

If you should have any questions regarding this report, please contact Danny Black, President & CEO at 803-541-0023.

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