

**Newberry County Council
Economic Development Committee**

MEETING MINUTES

June 24, 2013

6:00 PM

Courthouse Annex Conference Room

PRESENT: Leslie (Les) Hipp, Committee Chairman
Henry H. Livingston, Council Chairman
Steven C. Stockman, Committee Member
Scott Cain, Committee Member
Teresa Powers, Economic Development Director

ABSENT: Wayne Adams, County Administrator

OTHERS: Kirksey Koon, County Councilman
Mike Briggs, Central SC Alliance
Tracy McMillin, Central SC Alliance
Deepal Eliatamby, Alliance Consulting Engineers
Ross Oakley, Alliance Consulting Engineers
George Routon
Mike Hawkins
Ted Smith
Donna Lominack, County Auditor

1. Call to Order

Mr. Hipp called the meeting to order at 6:03 PM.

2. Approval of Minutes

Mr. Hipp asked for approval of the minutes as presented for the February 11, 2013 meeting of the Economic Development Committee. Motion by Mr. Stockman; second by Mr. Livingston; unanimously approved.

3. Public Comments

None

4. Central SC Alliance Quarterly Report

Mr. Briggs and Ms. McMillin presented a quarterly report covering the activity of the Central SC Alliance (CSCA) from February 2013 – May/June 2013. Mr. Briggs reviewed the current project activity in the region, stating that activity is robust with 30 of 58 active projects coming in since February. Ms. McMillin discussed improvements to the CSCA website. Mr. Briggs spoke about a grant program that the Alliance has initiated to support its member counties. The grant application submitted by Teresa Powers on Newberry's behalf was approved for the maximum funding amount of \$7,500. Mr. Briggs also commented on the strong interest in the U.S. and particularly the Southeast by foreign companies.

Mr. Briggs asked if there were any questions. Mr. Livingston commented that he has seen activity in Newberry increase along with the region. Mr. Cain asked about how

participation in the marketing trips is established. Mr. Briggs explained that CSCA keeps a two year marketing calendar and periodically checks with the local developers about their interest in participating in upcoming events. CSCA typically does not do trips with large amounts of people. Mr. Cain also asked, based on their recent trip, what they found to be California's biggest need. Mr. Briggs stated that California companies were looking primarily for cost reductions. Also, it is difficult to serve the southeast market from California and it is not a business friendly environment. Texas was also discussed, which rarely is a head-to-head competitor for South Carolina. The group further discussed what Newberry can do to position itself to capture more projects which focused on product development.

Following the discussion, Mr. Hipp asked for a motion to recommend payment in the amount of \$18,000 for the Central SC Alliance's fourth quarter invoice. Motion by Mr. Livingston; second by Mr. Stockman; unanimously approved. The Committee recommendation will go to full Council for final approval.

5. Mid-Carolina Commerce Park

A. Spec Building Update

Ms. Powers informed the committee about the status of the proposed speculative building at the Mid-Carolina Commerce Park. Since the last committee meeting, Council gave final approval of the Santee Cooper loan on February 20th. The installment-purchase debt for the public works facility received final approval by Council on March 20th. Alliance Consulting Engineers finalized the specifications for the building and incorporated changes requested by staff. The speculative building project was released for competitive bid today, being posted on the County's website and South Carolina Business Opportunities. Bids will be opened on July 30th and presented to Council for award at the August 21st meeting. Construction of the building should start in September with completion in the first quarter of 2014.

B. Park Recertification

Ms. Powers informed the committee that we had received in May our final certification letter for the Mid-Carolina Commerce Park from McCallum Sweeney Consulting.

6. Vision 2015 Update

Ms. Powers stated that the group met in January where each committee was to present its goals and tactics. The groups that did not provide information at this meeting were supposed to submit their plans by the end of February. Information has been received from the Industrial Committee, Utility Committee, Recreation Committee, Commercial Committee and Marketing. Nothing was received from the Housing Committee. The Workforce Committee never took formation. The April meeting was postponed and a new meeting has not been scheduled. The Economic Development Committee directed Ms. Powers to arrange a meeting of the Organizing Committee, proposed for the week of July 7th.

Mr. Cain raised concerns about where this initiative should reside. The group discussed the purpose and future of this initiative.

7. Marketing Update

Ms. Powers informed the Committee that we covered the cost of our industry appreciation event through sponsorships. David Minnick, plant manager for Kiswire, was recognized as our Economic Development Ambassador. Ms. Powers participated in the Site Selection Guild which she felt was extremely beneficial and should be continued. She reviewed the Central Alliance's marketing schedule and informed the committee that she had inquired about participation in the IAA Auto Show, the New York mission, and the Shot Show. SEUS Japan, which the County participated in last year, will be held in Mississippi in November if anyone is interested.

8. Executive Session

§30-4-70 (A)(5): Discussion of matters relating to the proposed location, expansion, or the provision of services encouraging location or expansion of industries or other business in the area served by the public body.

Motion to enter executive session by Mr. Cain; second by Mr. Stockman; unanimously approved.

No action was taken in executive session.

9. Adjourn

The meeting adjourned at 8:30 PM.

**NEWBERRY COUNTY COUNCIL
ECONOMIC DEVELOPMENT COMMITTEE**

Leslie Hipp, Committee Chairman

APPROVED:

Teresa Powers, Secretary