



ECONOMIC DEVELOPMENT DIRECTOR'S REPORT – March 12, 2013

**This report represents activity from February 13, 2013 – March 12, 2013.*

Status of On-Going Projects:

- **Project Cover III** – This project, AID, continues to take shape in the former Spec building with steel rising and up-fit taking place. The EDC office is still working with company on small items to help them get established.
- **Project Zeta** – Project as issued their letter of intent to locate this project in Oconee. They are looking at a \$1.2m capital inv't with 7 new jobs. This is a data center/back office type project. This project is currently working through County Council.
- **Project May** – EDC continues to work with this existing industry's expansion plans. Waiting for approval on expenditures related to a new product line.
- **Project Peninsula** – This is a \$120 million dollar project and it has formerly announced as Sanctuary Pointe. The EDC team is now meeting every two weeks with this project.
- **Project Mole** – Existing Company that is considering an expansion in 2013. They are working to get the approvals in place to move forward.
- **Project W** – This project is awaiting confirmation from corporate leadership to move forward with their plans.
- **Project Fluid** – Continued discussions with an existing industry about expansion opportunities.
- **Project Gear** – Continued discussions with an existing industry about expansion opportunities.
- **Project CreekSide** – Still working with the company and trying to “nail-down” their plans and next steps.
- **Project San** – Existing Company that is considering an expansion. Recently met with them and Duke Energy about some issues surrounding their plans. All positive.
- **Project Bory** – Existing Company that has 2013 expansion plans. Met with several times to firm up the ideas but waiting for confirmation via corporate.
- **Project Gizmo & GDA** – Existing Company that we have worked with and got the state involved. SCDOC made an incentive proposal to the firm; waiting game for approval. Also a second project involved with same company.
- **Project Science** – New company that has visited and we met with about relocating to this community. This is a research type company recently made another visit last week to building.
- **Project Plant 5** – Submitted Oconee building options for this project via the SC DOC. Awaiting next steps.
- **Project Court** – This is the Walhalla hotel project. Meetings with developers continue. The incentive package is before council currently.
- **Project Riverside** – This is a new project from out-of-state that we have had dialogue with about locating their process to Oconee.
- **Project Box** – Existing Oconee Company looking at upgrades to facility. Awaiting next steps from corporate.
- **Project Redhouse** – Site selection driven project that is geared towards Agribusiness. Oconee made it into Phase II of the search.

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- **Project Astro** – Oconee was narrowed down to the only site being focused on in South Carolina. Working with SCDOC on this one and awaiting next steps from corporate.
- **Project Danish** – Oconee was eliminated due to proximity to Charlotte.
- **Project Three Rings** – Oconee submitted a building for consideration on this project but was eliminated due to not being in a “metro area.”
- **Project Blossom** – Oconee submitted the Jacob’s Chuck building for the food processing type project. Unfortunately, due to prior use of building...we were cut.
- **Project Sanitizer** – Oconee submitted three properties for consideration for this project.
- **Project Smiley** – The project has chosen another county in the low country.
- **Project Lexar** – After viewing the area, the company decided not to move from Virginia location.
- **Project Tub** – This project has delayed their relocation plans at this time.

Organization Activities:

- **Golden Corner Commerce Park Master Plan** – Met with engineering firm about a feasibility analysis for sewer and roads. Applied for C Funds to cover costs (survey and road layout) and was approved. New survey for Pioneer Water finished. Also continued discussions about the transmission lines. Both issues are now in-hands of legal team due to conveyance of land.
- **Upstate Alliance Board Meeting** – Attended this session with Mr. Corbeil and Mr. Eldridge.
- **SCEDA Membership Meeting** – Attended this session.
- **State of Oconee** – Presented at this Chamber meeting.
- **Moore Site** – Met with owners and broker on this site. Submitted this property for the Duke Readiness Program.
- **Meeting with Rick Cothran (TCTC)** – Met to discuss grant opportunities.
- **Meeting with John Hamrick** – Met to discuss properties in the area.
- **SC Power Team “Economic Development Review”** – Attended this meeting and spoke at this event on economic development in Oconee County.

Marketing/Recruitment/Retention Activities:

- **Presentation / Walhalla Lions** – Talked about economic development in Oconee.
- **Retention / ITron** – Met with principals of the firm to discuss 2013 business climate issues.
- **OCIG meeting held** – Met at JCI and had a tour of their facility.
- **Agribusiness** – Continued meetings with the group to discuss ways to work together.
- **Hosted Visit from Agracel** – Toured the County and discussed potential.
- **Hosted Visit from JDA** – Toured the County and discussed potential.
- **Hosted Visit from Cely** – Discussed a developer built spec building in Oconee.
- **Hosted CBRE Industrial Brokers** – Held a second meeting with this brokerage team.

Upcoming Meetings to Note:

- The EDC will meet on March 15th.
- The Oconee County Industrial Group will meet on March 15th at ITECH South.

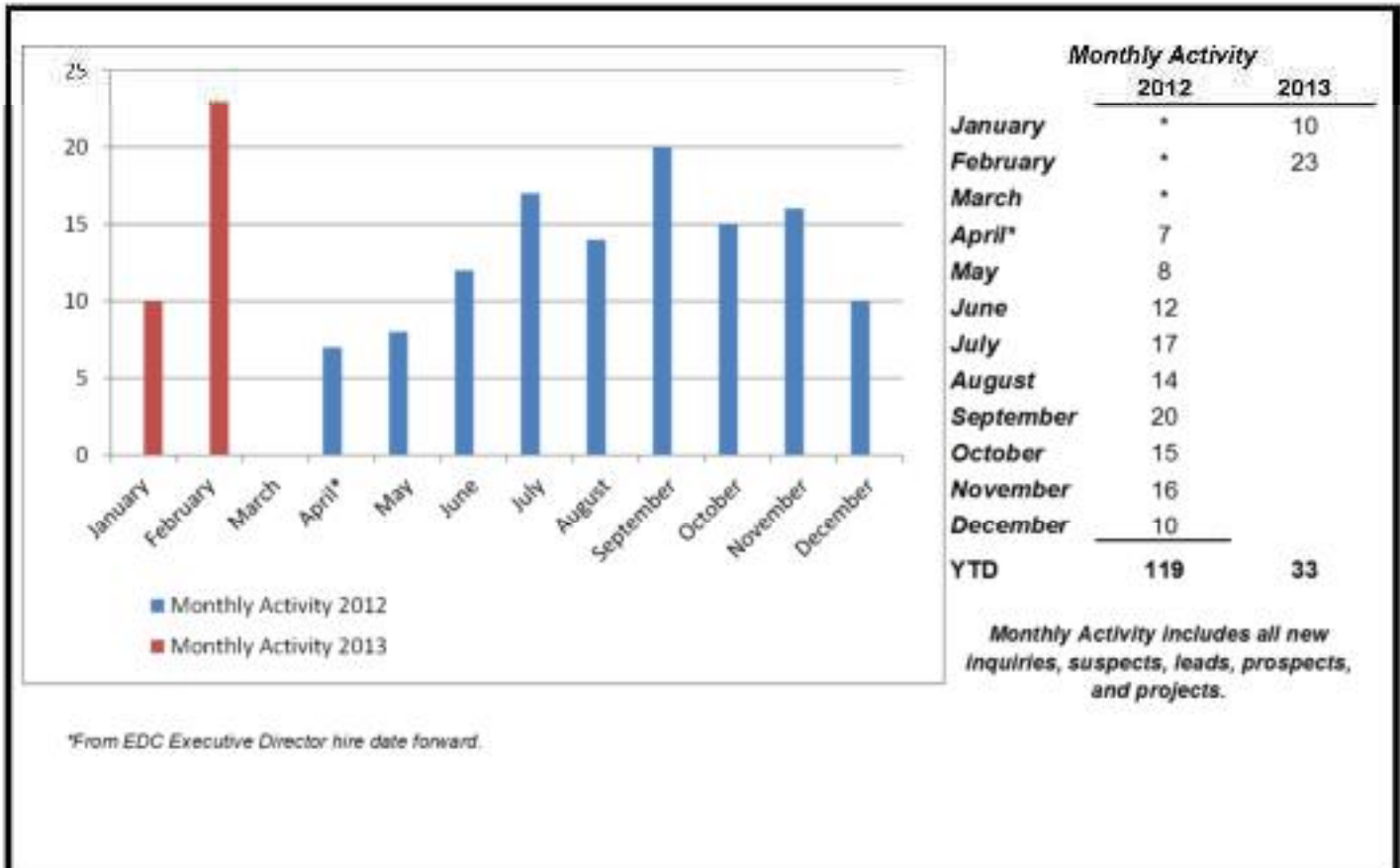
The above report is respectfully submitted on March 12, 2013.

Richard K. Blackwell, *SCCED*

Executive Director

Oconee County Economic Development Commission

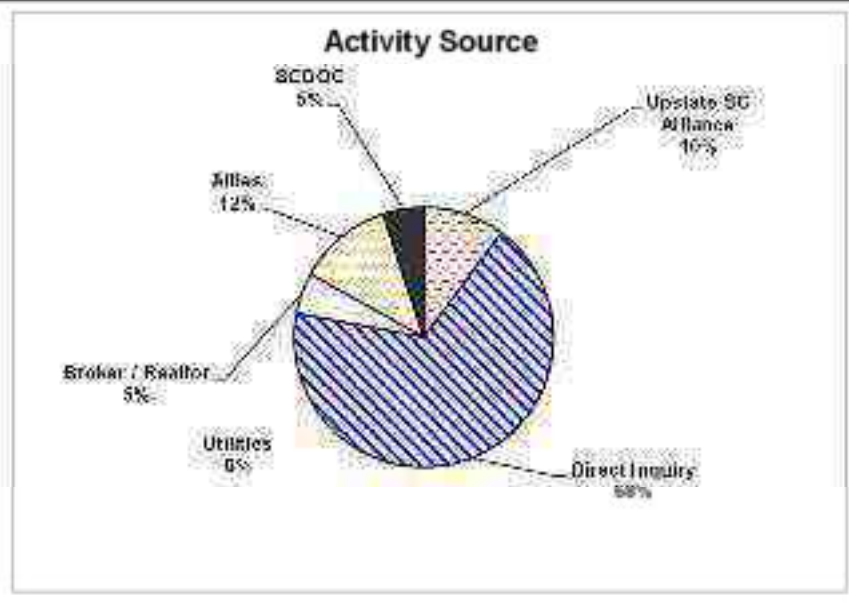
Business Development Summary February 2013



Monthly Activity		
	2012	2013
January	10	10
February	23	23
March	0	0
April*	7	0
May	8	0
June	12	0
July	17	0
August	14	0
September	20	0
October	15	0
November	16	0
December	10	0
YTD	119	33

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

<u>ONGOING ACTIVITY BREAKOUT</u>	
Leads & Prospects	40
Projects	19
<u>PROJECT ACTIVITY BREAKOUT</u>	
New Companies	10
Existing Companies	9
National	8
International	10
Unknown	1
<u>ACTIVITY SOURCE</u>	
Upstate SC Alliance	6
Direct Inquiry	40
Utilities	0
Broker / Realtor	3
Allies	7
SCDOC	3



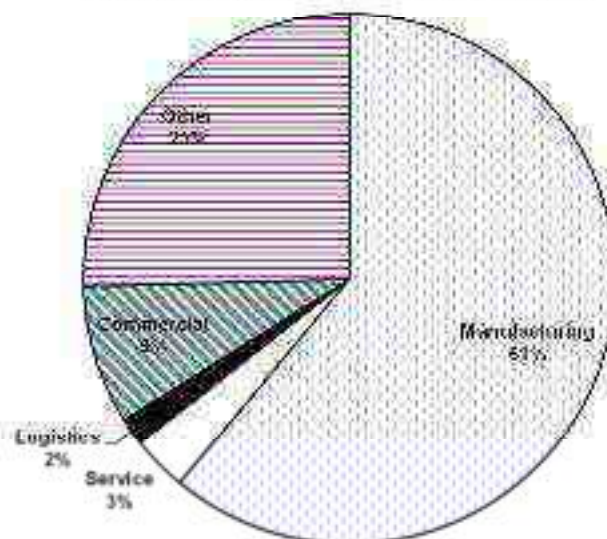
Business Development Summary February 2013



PIPELINE BREAKDOWN BY BUSINESS TYPE

Manufacturing	58
Service	2
Warehouse / Distribution	1
Commercial	5
Unknown / Other	15

Activity Breakdown By Business Type



2012 SUCCESSES

	<u>TYPE</u>	<u>INVESTMENT</u>	<u>JOBS</u>
Project Sunshine	Automotive / Manuf.	\$25m	50
Project Cover III	Aerospace	\$7m	75
Project Star	Hotel Project	\$10m	TBD

2013 SUCCESSES

	<u>TYPE</u>	<u>INVESTMENT</u>	<u>JOBS</u>
Project Peninsula	Mixed Use	\$120m	est. 400

SIGNIFICANT EDC ACTIVITIES RECAP (Last 14 months)

1. Finalized Golden Corner Commerce Park Master Plan. Public meeting held. Awaiting Council Approval.
2. Hosted McCallum Sweeney Consulting in May 2012.
3. Echo Hills Industrial Park was invited to Phase III of the "site certification" process in July 2012.
4. County finalized deal to buy Seneca Rail Site in June 2012.
5. Began Strategic Plan in late July 2012.
6. EDC Sponsor of Upstate Energy Summit & Expo.
7. AOP Showcase held in September with 50+ exhibitors and over 5200 students.
8. Golden Corner Commerce Park Master Plan Adopted by Council.
9. Echo Hills appropriated \$2.6m by Council for Phase I of development.
10. On Oct. 29th, development of Echo Hills began. It will take 180 days to complete Phase I.
11. "Sewer South" approved by Council in January.
12. New 5-yr Strategic Plan Completed in January.