



ECONOMIC DEVELOPMENT DIRECTOR's REPORT – October 8, 2013

**This report represents activity from September 7, 2013 – October 8, 2013.*

Status of On-Going Projects:

- **Project Cover III** – This project, AID, continues to work towards a November start date and the EDC continues to work with the firm, recently on a SCDOC grant.
- **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 project, Greenfield, has been completed. It entailed re-working their prior FILOT and as a result a commitment for a \$5m dollar expansion.
- **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** – The EDC has been working with this existing Oconee Company since December of 2012 regarding a possible capital investment. The company had weighed various options and looked at other states but has decided based on the EDC & SCDOC incentive summary to deploy the capital and business line upgrades in the Oconee facility. Good news coming....
- **Project Science** – This research related firm in a different county has decided to expand on-site rather than move to Oconee. They basically got a “bargain deal” to purchase their building and it made better financial sense to remain and expand on-site rather than move.
- **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** – The board of directors for this existing Oconee County company has decided to deploy the capital for new business line upgrades at the Oconee County facility rather than in a different location. Good news coming...
- **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 *not less than* \$12,000,000 capital investment and at least 20 new jobs. Currently before County Council for second reading.
- **Project Gamma** – Since May of 2013, the EDC team has been working with this existing Oconee Company to convince them to conduct an expansion in Oconee. After providing an incentive summary

from the EDC and the SCDOC, the company has agreed to an expansion of not less than a \$5,000,000 capital investment. Third reading will take place before County Council on 10.15.13.

- The Company is The Ulbrich Specialty Wire Group and Ulbrich Solar Technologies, Inc.
- **Project Mann** – A company from the Upstate is looking at an Oconee building for possible relocation plans. The EDC and the SCDOC have put forth an incentive summary and waiting for a final decision. There is a contract on the building as the company conducts the due diligence.
- **Project Fountain** – This project entails a retail development in Seneca in partnership with New Spring Church.
- **Project Bent** – No real movement after hosting a visit from the site consultant charged with location decision for this Italian company aligned with the construction industry.
- **Project Domicile** – The EDC continues to be engaged with the site consultant regarding this project. The company is working towards a decision.
- **Project Bell** – The EDC team met with an Oconee business about a possible new product line.

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 continued work on Phase I planning and SCDOC certification.
- **Analyzing Non-Profit Status** – EDC and the Oconee Alliance are working on a plan to merge.
- **AOP Showcase Planning** – EDC team met with Clemson and the AOP Showcase board to begin planning the October event.
- **EDC Presentation** – Provided an update to the Oconee County Planning and Economic Development Committee.
- **EDC Presentation** – Provided an update to the Oconee SHRM group.
- **iTeams** – EDC took part in discussions about this school event for 2014 that focuses on STEM.
- **SC Works Facility Opening** – Joined Rep. Sandifer for his press event at the Seneca SC Works Center.

Marketing/Recruitment/Retention Activities:

- **Retention / Koyo** – Held a meeting with said firm to discuss their business and growth opportunities.
- **Ag interest meeting** – Met with a center of influence in the agriculture arena at Clemson to discuss Oconee.
- **Workforce Boardroom Conference** – Attended a consultant event geared towards workforce development in Richmond.
- **Upstate SC Alliance Raleigh Trip** – Participated in the UA trip to Raleigh.
- **Met SC Power Team CEO** – Met the new CEO of the SC Power Team for a one-on-one discussion about Oconee County.
- **Euphoria Consultants Reception & Forum** – Took part in the UA reception and forum that featured five site consultants.
- **Radio Interview** – Conducted a radio interview about AOP Showcase and Oconee County.
- **AdvanceSC Grant** – Completed grant process for BorgWarner.

Upcoming Meetings to Note:

- The EDC will meet on October 18th.
- The Oconee County Industrial Group will meet on October 18th at DFC.

The above report is respectfully submitted on October 8, 2013.

Richard K. Blackwell, *SCCED*

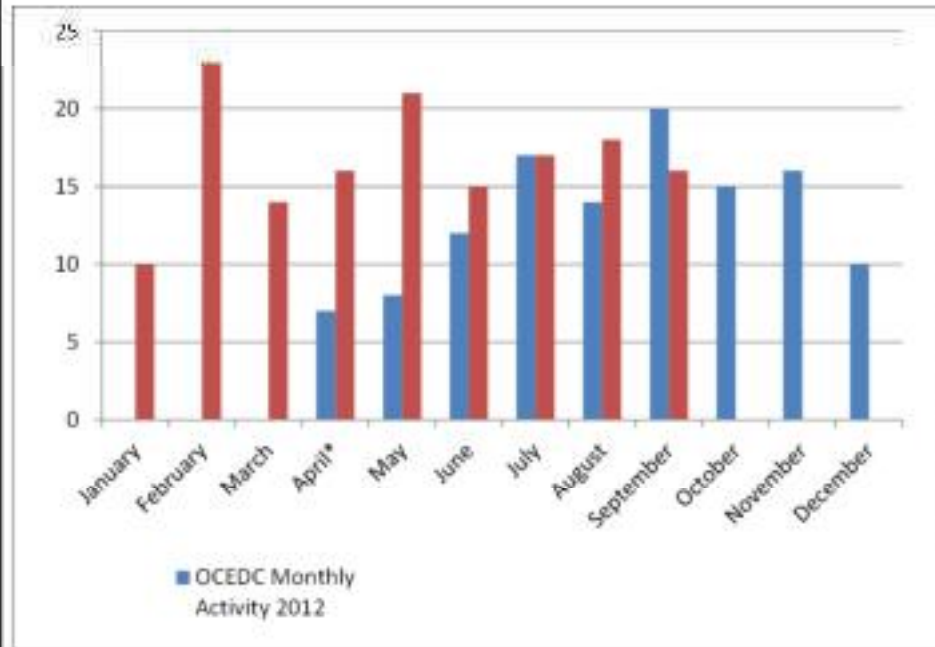
Executive Director

Oconee County Economic Development Commission

Business Development Summary September 2013



OCEDC Monthly Activity:



| | 2012 | 2013 |
|------------|------------|------------|
| January | 0 | 10 |
| February | 0 | 23 |
| March | 0 | 14 |
| April* | 7 | 16 |
| May | 8 | 21 |
| June | 12 | 15 |
| July | 17 | 17 |
| August | 14 | 18 |
| September | 20 | 16 |
| October | 15 | |
| November | 16 | |
| December | 10 | |
| YTD | 119 | 150 |

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

*From EDC Executive Director hire date forward.

ONGOING ACTIVITY BREAKOUT

Leads & Prospects 40
Projects 15

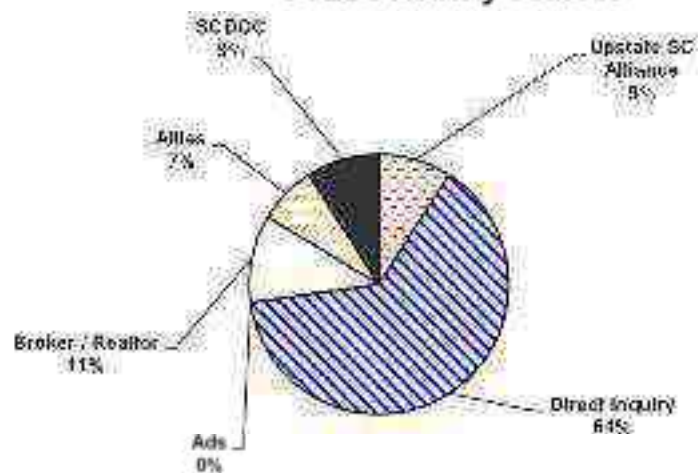
PROJECT ACTIVITY BREAKOUT

New Companies 6
Existing Companies 9
National 4
International 11
Unknown 0

ACTIVITY SOURCE

Upstate SC Alliance 5
Direct Inquiry 35
Ads 0
Broker / Realtor 6
Allies 4
SCDOC 5

OCEDC Activity Sources



Business Development Summary

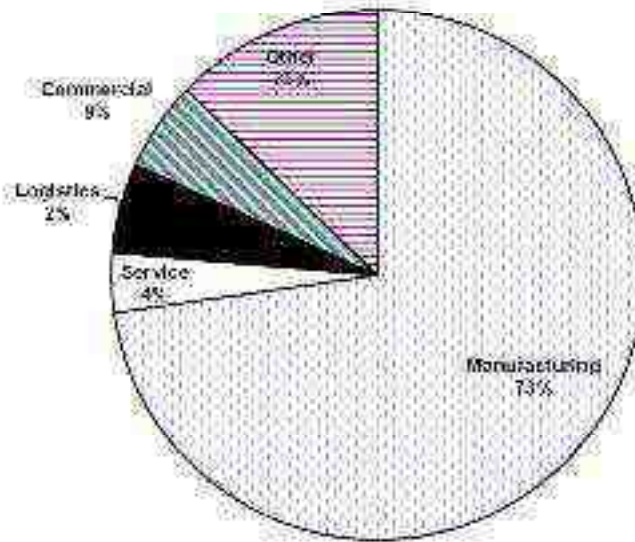
September 2013



PIPELINE BREAKDOWN BY BUSINESS TYPE

| | |
|--------------------------|----|
| Manufacturing | 40 |
| Service | 2 |
| Warehouse / Distribution | 3 |
| Commercial | 3 |
| Unknown / Other | 7 |

Activity Breakdown By Business Type



2012 SUCCESSES

| Project Name | Type | Investment | Jobs |
|------------------|----------------------------------|------------|------|
| Project Sunshine | Automotive / Manuf. (BorgWarner) | \$25m | 50 |
| Project Cover II | Aerospace / Manuf. (AID) | \$7m | 75 |
| Project Star | Hotel (Hampton Inn) | \$12m | 38 |

2013 SUCCESSES

| Project Name | Type | Investment | Jobs |
|-------------------|-------------------------------------------|------------|----------|
| Project Peninsula | Mixed Use / Commercial (Sanctuary Pointe) | \$120m | est. 400 |
| Project Court | Hotel (Walhalla Courthouse Inn) | \$7m | TBD |
| Project Zeta | Data Center (Technology Solutions) | \$1.2m | 7 |
| Project Laser | Optoelectronics (COE Optics LLC) | \$1m | 5 |
| Project May | Manufacturing Expansion & HQ (Greenfield) | \$5m | TBD |
| Project Flat | Manufacturing Expansion | \$12m | 22 |
| Project Gamma | Manufacturing Expansion (Ulbrich) | \$5m | 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 Held and Est. 501 C 3