



City Council Worksession  
Meeting Minutes – City Hall Planning Conference Room, 1<sup>st</sup>  
Floor

March 10, 2020

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**I. CALL TO ORDER**

**5:00 PM**

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Mayor, Billy Keyserling - All members of Council in attendance (Mike McFee, Nan Sutton, Phil Cromer, Stephen Murray and Mayor Keyserling).

**II. EMPLOYEE NEW HIRE RECOGNITION**

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Police Department - Matt Clancy, Chief

Chief Clancy introduced Police Officers Laura Rutland, Courtney Piatt and Michael Chutjian

Fire Department - Reece Bertholf, Chief

Chief Bertholf introduced Firefighter Kyle Bowman

**III. DISCUSSION ITEMS**

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A. Update on Economic Development - John O'Toole, Beaufort County Economic Development Corporation Executive Director

John O'Toole from Beaufort County Economic Development gave an update on Beaufort County Economic Development.

Mr. O'Toole stated that the Capital Investment bumped up to \$86 million dollars and about 571 jobs have been created and 174 jobs have been retained. There is a seven-year report from 2018-2024 including both capital expenditures, job creation \$1.65 billion impact and \$365.5 million in compensation.

Mr. O'Toole stated there will be a lot of growth in the Commerce Park. He explained with incentives such as tax breaks, constructions and product. That is where our leads come from. Taking care of the business we have as well as new ones, which at the end of the day makes for a great pipeline. To date we have closed 29 projects.

USCB and Clemson did a joint project on economic impact. It is estimated within the next seven years, we will have a \$1.5 billion impact, \$365.6 million on compensation, 834 average jobs and \$11.2 million in County and Municipal revenues in excess of expenditures - less any incentive agreements.

Councilman Murray asked to go back to the \$9 million in approximate incentives. The vast majority has come from the State Department of Commerce and UTC (Utility Tax Credit) not from local funds. Mr. O'Toole stated that was correct. These are the ones that are put in front of companies.

In terms of lead sources, 60% comes from local sources but we have to do a better job at external marketing. We have a lot of influential people that live here or come here for vacation which we should see an increase by 80% in most counties.

Target Industries: Green industries are the focus. Looking forward here is what we hope to strive; private fundraisers; pipeline project - Beaufort Commerce Park; landing pad; 30 acres of product; increase work with lead generators and build team Beaufort County. Mr. O'Toole expressed that he has been working well with David Prichard and Reece Bertholf and they have great communication. Mr. O'Toole then expressed they also have a great partnership with Robb Wells.

Mr. O'Toole expressed Beaufort County needs to be committed and bold with the work force housing that is tasteful and affordable. People are coming here because of its authenticity.

Councilman Murray expressed we are not trying to undermine the people. I feel we are right on track even though it has taken some time to get everyone around the table to be comfortable and understand the goal. In his opinion he expressed he never thought that getting space north of the broad and business filling up within twenty-four months has been remarkable. We have a full surplus of leads.

B. Discussion regarding concept of creating a Lady's Island Village Center Area Plan

Allen Patterson, Chairman of Lady's Island Conservation Committee, introduced himself and did a presentation. We have been working on this plan for two years now. The committee has been working on the objectives and have accomplished some of them. We also have some new objectives such as community outreach, through an established website, transportation issues, and a traffic study which we are making progress on. We also have others involved such as the Sea Island Coalition and the Coastal Conservation League.

C. Incentives Ordinances - Proposed Changes.

Mayor Keyserling announced that this item would be tabled due to time running out in Worksession.

Motion to postpone approved.

Councilman Cromer made a motion to start Executive session.

## **IV. EXECUTIVE SESSION**

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A. Discussion of Personnel

No action taken.

B. Legal Advice on contractual agreements and discussion regarding Purchase and Sale of Property and discussion of economic development

No action taken.

Disclaimer: All City Council Worksession and Regular Meeting minutes are recorded. Live stream can be found on the City's website at [www.cityofbeaufort.org](http://www.cityofbeaufort.org) (Agenda section). Audio recordings are available upon request by contacting the City Clerk, Ivette Burgess at 843-525-7018 or by email at [iburgess@cityofbeaufort.org](mailto:iburgess@cityofbeaufort.org).