

# South Carolina



## Planning Education Advisory Committee

Committee Members:

September 23, 2016

Stephen G. Riley, Chairman  
Representing MASC  
Term Expires: 2017

Leah Youngblood, Senior Planner  
City of Rock Hill  
155 Johnston Street  
Rock Hill, SC 29732

Phillip L. Lindler  
Representing SCAC  
Term expires: 2019

Re: *Rock Hill's Economic Development Efforts*

Cliff Ellis  
Representing Clemson  
University  
Term expires: 2020

Dear Ms. Youngblood:

Christopher Witko  
Representing USC  
Term expires: 2020

On September 8, 2016 I received the Program Materials you submitted for accreditation of the Continuing Education Course detailed above. Upon receipt of your application, I sent an email to confirm receipt by all Committee members and set a deadline for comments.

Wayne Shuler  
Representing SCAPA  
Term expires: 2018

Under the "no objection policy" adopted on July 8, 2009, your request is considered approved. Your signed "Notice of Decision" is attached. Formal, after-the-fact approval will be handled as part of a Consent Agenda at the regular quarterly meeting of the Committee, which is scheduled for Monday, October 17, 2016 at 10:00 a.m.

Thank you for your efforts to help make this program a success.

Sincerely,

A handwritten signature in black ink that reads "Stephen G. Riley".

Stephen G. Riley, ICMA~CM  
Chairman

cc: Phillip Lindler, Cliff Ellis, Christopher Witko and Wayne Shuler

**NOTICE OF DECISION**

**City of Rock Hill –Rock Hill’s Economic Development Efforts**

**12. The following action has been taken by the SCPEAC on this application:**

ACCEPTED WITHOUT OBJECTION      Date: September 23, 2016

REVIEWED BY FULL COMMITTEE      Date:

a)   X   ACCREDITED for   1.5   CE credits

b) \_\_\_\_\_ DENIED ACCREDITATION

i. Reason: \_\_\_\_\_

c) \_\_\_\_\_ RETURNED for more information

**13. If accredited:**

a) Authorized Course No.: 2016-08

b) Date of accreditation: 09-23-2016

Signature of SCPEAC Representative:  \_\_\_\_\_

**For further information, contact Mr. Stephen Riley, Chairman,  
843-341-4701 or [steve@hiltonheadislandsc.gov](mailto:steve@hiltonheadislandsc.gov)**

**APPLICATION FOR ACCREDITATION  
OF A CONTINUING EDUCATION PROGRAM**

Note: This certification form, together with the required information referenced therein, shall be submitted to the Committee. If no objections are raised by a member of the SCPEAC within 10 working days of receipt, the continuing education program shall be considered accepted. If an objection is raised, a teleconference meeting shall be scheduled, with appropriate public notice, as soon as reasonably possible, to review the application.

Applications are due no later than 30 days prior to the first scheduled presentation of a program or class. The Committee will consider extenuating circumstances where the 30 day deadline cannot be met.

**1. Name and address of organization providing or sponsoring the orientation program:**

- a. Organization Name: City of Rock Hill
- b. Address: 155 JOHNSTON ST
- c. City: Rock Hill
- d. State: SC
- Zip Code: 29731
- e. Telephone: 803-329-5569
- f. Email: leah.youngblood@cityofrockhill.com

**2. Contact Information:**

- a. Name of Contact Person: JANICE E MILLER
- b. Title: HISTORIC PRESERVATION SPECIALIST
- c. Telephone: 803 817-5129
- d. Email: janice.miller@cityofrockhill.com

**3. Information on orientation program:**

- a. Title of Program:  
ROCK HILL'S ECONOMIC DEVELOPMENT EFFORTS
- b. Date(s) and Location(s) of Program:  
OCTOBER 11, 2016 - CITY HALL, 155 JOHNSTON ST, ROCK HILL
- c. Brief description of the program and its content:  
OVERVIEW OF ECONOMIC DEVELOPMENT DEPT & PROJECTS UNDERWAY

**4. Method of presentation (check all that apply. All sessions must have a Coordinator present):**

- a. Presentor(s) in room with participants



- b. Live presentation via close circuit TV, video conferencing, or similar; Coordinator present
- c. Videotape or CD/DVD presentation; Facilitator present
- d. Webinar or similar; Coordinator present
- e. Other (describe) \_\_\_\_\_

**5. Description of materials to be distributed (check/fill in all that apply):**

|                        |                                     |   |
|------------------------|-------------------------------------|---|
| a. Powerpoint handout: | <input checked="" type="checkbox"/> | number of slides: 26 + (STILL IN DEVELOPMENT) |
| b. Other handouts:     | <input checked="" type="checkbox"/> | total pages: 2                                |

- c. CD/DVD:
- d. Other (describe) \_\_\_\_\_
- e. None:

**6. When are materials distributed?**

- a. Sent before the program:
- b. Handed out at the program:
- c. Other (describe) \_\_\_\_\_

**7. Required attachments (5 copies distributed as described below):**

- a. Course description and outline including estimated time per section
- b. Brochure, if available
- c. Course Presenter(s) and credentials (include brief resumes and qualifications)
- d. Copies of all handouts and course materials
- e. Evaluation Form and method of evaluation (each program must be evaluated)

**8. Instruction Time:**

- a. Indicate the total minutes of instruction time: 1.5 HRS (90 MINUTES)

**Note:** Breaks, meals and introductions should not be counted. A reasonable period of Q and A should be included and counted.

**9. Method of Advertisement:**

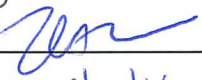
- a. Describe the ways in which you intend to let potential attendees know about this orientation program:

PERSONAL INVITATION AT MEETINGS, EMAIL, POSTCARD

**10. Certification. By Submitting this application, the applicant agrees to:**

- a. Allow in-person observation, without charge, of the Program by the SCPEAC Committee members. Any food, travel or lodging costs will be the responsibility of the Committee member(s).

b. The applicant acknowledges that its approval for this Program may be withdrawn for violations of the regulations or failure to comply with the agreements and representations contained herein and as may be required by the SCPEAC.

- i. Name of Organization: CITY OF ROCK HILL
- ii. Name of Representative: LEAH YOUNGBLOOD
- iii. Title: SENIOR PLANNER
- iv. Phone: 803-329-5569
- v. Email: leah.youngblood@cityofrockhill.com
- vi. Signature: 
- vii. Date: 9/8/16

**Application and all Materials may be submitted in one of the following means:**

1. Electronic submission to each of the committee members listed below via email; or
2. Hardcopy via U. S. Mail, 1 copy each to each committee member; or
3. Electronic submission of the application via email to all committee members, and submit hardcopy supporting materials via U.S. Mail to each member, if materials not available electronically.
4. Please cc all applications to the Chairman's assistant, Vicki Pfannenschmidt at [vickip@hiltonheadislandsc.gov](mailto:vickip@hiltonheadislandsc.gov)

To access committee members email and postal addresses visit the link below:

<http://www.scstatehouse.gov/scpeac/members.htm>



**NOTICE OF DECISION**

**11. The following action has been taken by the SCPEAC on this application:**

|   |                  |
|---|------------------|
| <input type="checkbox"/> ACCREDITED for | _____ CE credits |
|---|------------------|

- DENIED ACCREDITATION
- RETURNED for more information

i. Reason: \_\_\_\_\_

**12. If accredited:**

Accredited Course No: \_\_\_\_\_

a. Date of accreditation: \_\_\_\_\_

b. Certification is valid until: \_\_\_\_\_

Signature of SCPEAC Representative: \_\_\_\_\_

**For further information, contact Mr. Stephen Riley, Chairman,  
843-341-4701 or [stever@hiltonheadislandsc.gov](mailto:stever@hiltonheadislandsc.gov)**

## Professional Career

### City of Rock Hill, South Carolina

2006 - Present

#### Knowledge Park Development Manager; Downtown Development Manager

- Leads real estate and talent development efforts for Knowledge Park, a 1 square mile urban redevelopment project focused on knowledge economy industries
- Designed incentives, secured funding, and marketed the DowntownNow retail and restaurant attraction program resulting in the attraction of six new businesses in a six month period
- Directed the Old Town Jobs Initiative, an urban job creation strategy with a focus on the knowledge economy
- Creates and markets RFPs and RFQs for development of City-owned properties, initiating new developer relationships
- Manages downtown parking - capital improvements, policies, staff supervision, financial aspects
- Managed the sale and redevelopment of two decade-long vacant retail buildings on Main Street for mixed-use
- Managed the contractual responsibilities of all parties associated with the development of a Community Performance Center and a Childrens Museum

### Erie County (New York) Industrial Development Agency

2000 - 2006

#### Economic Development Manager - Town of West Seneca, NY

- Founding member of an eight county economic development alliance created to improve inter-agency collaboration, regional marketing, and service delivery
- Designed and implemented Business Retention and Expansion Program, providing direct assistance to assist growth/limit contractions at over 35 industrial and service businesses
- Identified and delivered programs, services, and products (tax incentives, grants, financing, infrastructure, permitting aid, etc.) to over 50 attraction/retention clients, impacting 3,900 jobs

### Town of West Seneca (New York) Development Corporation

1994 - 2000

#### Executive Director

- Directed all economic development efforts and management functions of a not-for-profit local development corporation
- Led a multi-disciplinary marketing and permitting team to prepare site/community resources and market a 400-acre business park to attract a high-tech and other target industries
- Secured funding and developers, aided permitting, oversaw CDBG funds administration, and attracted tenants to three light industrial incubator buildings
- Increased economic development activity by developing available properties database, agency website, online real estate catalog, and economic development brochure

## Education / Professional Certifications / Licensure

Bachelors of Science with All-College Honors, Urban-Regional Analysis & Planning, State University of NY College at Buffalo  
Certified Economic Developer (CEcD) Certification, International Economic Development Council  
Economic Development Finance Professional (EDFP), National Development Council  
Licensed Real Estate Salesperson, State of South Carolina

## Professional Affiliations

Urban Land Institute, Member

International Economic Development Council, Member

South Carolina Economic Development Association, Member

# Rick Norwood

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Objective To lead an Economic Development Organization that will integrate my experience and skills with a high-performing organization.

Skill Summary Experienced professional with a diverse background in economic development, sales and banking. A team builder with excellent communication and management skills. Positive history of quickly building effective relationships and delivering quality service to customers, suppliers, and coworkers. York County native with strong, long term ties to the community.

Professional Experience 2005 – Present CITY OF ROCK HILL Rock Hill, SC  
**Director of Industrial Recruitment**

- Recruit industrial jobs and investment to Rock Hill/York County.
- Produced over \$475 million in new investment and over 1,400 new jobs.
- Managed and coordinated efforts with York County EDB staff involving industrial prospect activity with Company Executives, Site Consultants, Developers, Brokers, Economic Development Attorneys and Governmental entities regarding deal structure and incentives.
- Developed and maintained strong relationships with individuals at York County EDB, Charlotte Regional Partnership and SC Department of Commerce
- Led effort to develop Waterford spec building including contract, budget and loan agreement with Santee Cooper ED Authority.
- Led joint effort with York County to develop new industrial sites and interacted with individual land owners, Architectural and Geo-tech firms to develop specific plans for each site (on-going).
- Council Member York County Chamber (RHAC) - Member since 1999
- Member of York County Economic Development Board Member since 2013
- Managed and administered SC Coordinating Council ED Grants, Utility Infrastructure Tax Credit, State Set-a-Side Grants, SSRCS
- Joined SCEDA and IEDC - Member since 2005

2003 – 2005 CAROLINA FIRST BANK Rock Hill, SC  
**Vice President**

- Managed staff, commercial and retail lending at the main office
- Leading PEL loan producer - Southeast Region, 2003, \$2.5M

1999 – 2003 FOUNDERS FEDERAL CREDIT UNION Rock Hill, SC  
**Assistant Vice President**

- Managed office with \$75 million in total assets & 19 employees
- Increased loan and deposit base 20% and profitability by 100%



1996 – 1999 MOSLER, INCORPORATED Charlotte, NC

**National Account Manager**

- Managed National Account for First Union National Bank's Mid-Atlantic Region Presidents' Club and received Quota Club Award for exceeding Sales Goals.
- Led Southeast in sales - 1997

1991 – 1996 MACKSON, INCORPORATED Rock Hill, SC

**National Sales Representative**

- Increased sales by 60%
- Developed new markets with Duke Power, SCE&G, CP&L, Virginia Power, and Pennsylvania Power and Light
- Well versed in ASME Section III & 10 CFR Part 21 QA programs

1986 – 1991 WACHOVIA/FIRST UNION Rock Hill, SC

**Regional Consumer Banking Manager**

- Managed 7 offices including budgets, 35 employees and over \$92 million in loans & deposits
- Led all regions in South Carolina in Loan & Deposit Growth as well as profitability in 1989

1982 – 1986 C & S BANK Columbia, SC

**Retail Loan Manager/Commercial Loan Officer**

- Managed \$30 million retail loan portfolio for two offices and 10 employees Managed Installment Loan Department and also served as commercial lender.

Education

1977–1981 ERSKINE COLLEGE Due West, SC

- B.S., Business Administration and Economics
- President of Student Body, 1991

Economic Development Courses completed

- Basic Economic Development
- Business Retention and Expansion
- Real Estate Development and Reuse
- Economic Development Credit Analysis
- Marketing and Attraction
- Work Force Development

Candidate for Certified Economic Developer (CEcD)  
Exam, April, 2016



Rock Hill's Economic Development Efforts  
October 11, 2016  
6PM – City Council Chambers

- 1) Welcome
  - a. Introduction of speakers
  - b. City of Rock Hill/RHEDC structure and staffing
  - c. Economic development goals (City and RHEDC)
  
- 2) Knowledge Park – David Lawrence, CEcD
  - a. A transformative economic development initiative
  - b. Key Questions
  - c. University Center
  - d. Other development projects underway in Knowledge Park
  - e. Infrastructure development
  - f. Next steps
  
- 3) Rick Norwood – Director of Industrial Recruitment
  - a. Industrial Site Selection Process
  - b. Competitive analysis in Charlotte region
  - c. Related Topics – Downtown development

# Rock Hill's Economic Development Efforts



# Welcome

- \* David Lawrence, CEcD –  
Knowledge Park Development Manager
- \* Rick Norwood –  
Director of Industrial Recruitment
- \* Cathy Murphy –  
Downtown Development Manager

# RHEDC/City of Rock Hill

- \* Structure and staffing
  - \* Who does what?
  - \* Who is responsible for what?
  - \* In what areas do RHEDC concentrate?

# RHEDC/City of Rock Hill

- \* Economic & Development Goals
- \* Retain existing businesses through partnerships
- \* Create new business partnerships
- \* Develop business partnerships among other businesses



# Knowledge Park

**David Lawrence, CEcD**

# Knowledge Park

- \* Transformative economic development initiative
- \* Need for jobs strong when project initiated
- \* Still strong need for jobs
- \* Focus on types of jobs and technologies
- \* Building of infrastructure to support those jobs and technologies

# Knowledge Park

- \* University Center
- \* Future development projects
  - \* Retail
  - \* Restaurant
  - \* Residential
  - \* Educational

# Questions

# Industrial Recruitment

**Rick Norwood**

# Industrial Recruitment Top 10 Site Selection Criteria

## 2011

### **Business environment**

1. Overall cost of doing business
2. Incentives programs
3. Business friendliness
4. Corporate tax environment

### **Labor climate**

1. Labor availability
2. Labor costs
3. Work force development programs

### **Infrastructure/global access**

1. Rail & highway accessibility
2. Certified sites & shovel-ready programs
3. Competitive utility rates
4. Access to global markets

### **Economy**

1. Leading in the economic recovery

## 2012

1. Overall cost of doing business
2. Economic development incentive programs
3. Business friendliness
4. Corporate tax environment
5. Labor availability
6. Labor costs
7. Workforce development programs
8. Rail and highway infrastructure accessibility
9. Certified sites and shovel-ready programs
10. Competitive utility rates
11. Access to global markets
12. Leading in the economic recovery



# Top 10 Site Selection Criteria (remain the same)

## 2011

### **Business environment**

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### **Labor climate**

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8. Rail and highway infrastructure accessibility
9. Certified sites and shovel-ready programs
10. Competitive utility rates
11. Access to global markets
12. Leading in the economic recovery

# Area Development Magazine Top 10 States for Doing Business

## 2011

1. Texas
2. Georgia
3. Alabama
4. **South Carolina**
5. Indiana
6. Louisiana
7. **North Carolina**
8. Tennessee
9. Mississippi
10. California

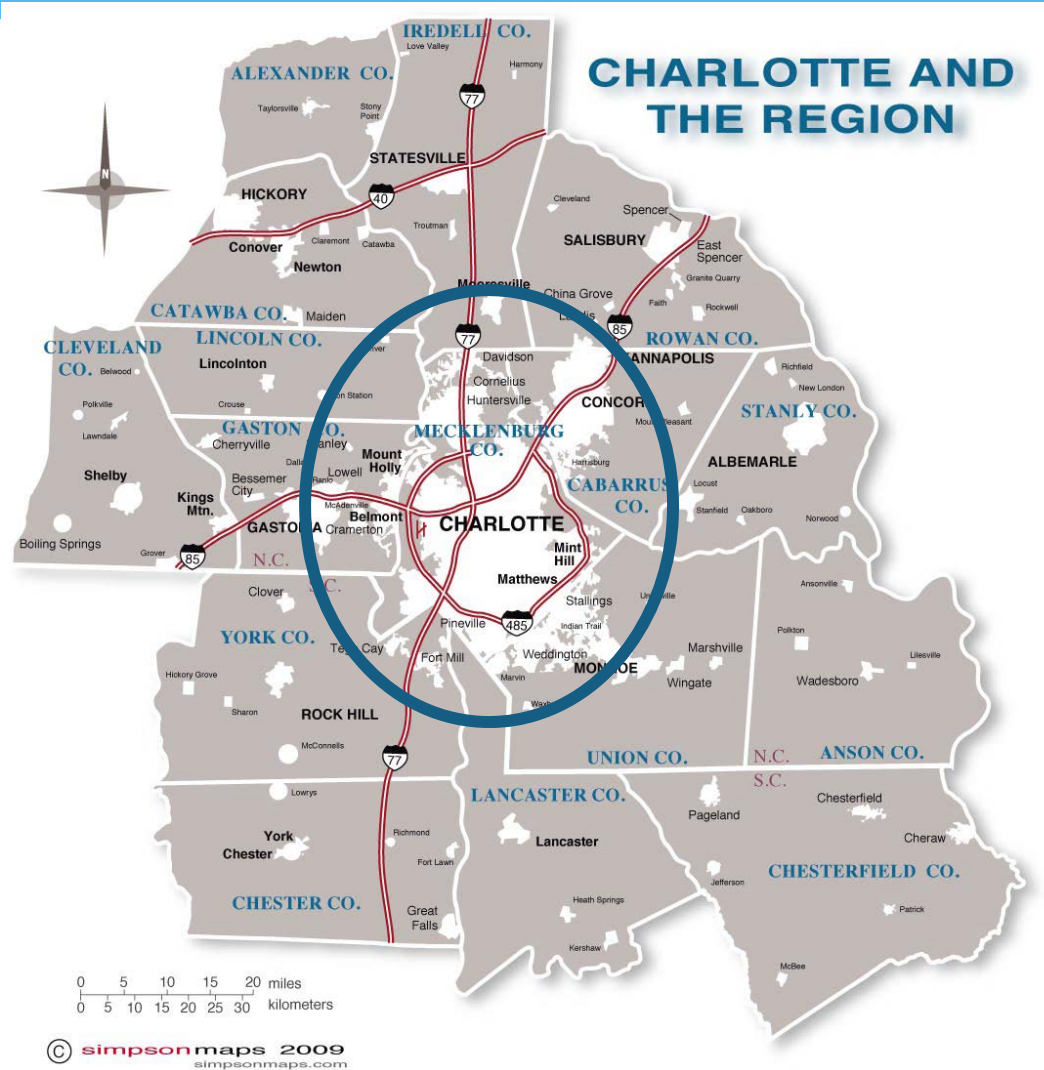
## 2012

1. Texas
2. **South Carolina**
3. Georgia
4. Alabama
5. **North Carolina**
6. Louisiana
7. Tennessee
8. Indiana
9. Mississippi
10. Oklahoma

# NC/SC Competiveness National Ranking (Constantly in the top 10 nationally)

|   | <u>SC</u>       | <u>NC</u>       |
|---|-----------------|-----------------|
| <input type="checkbox"/> Overall Ranking                        | 2 <sup>nd</sup> | 5 <sup>th</sup> |
| <input type="checkbox"/> Overall Business Environment           | 2 <sup>nd</sup> | 5 <sup>th</sup> |
| <input type="checkbox"/> Overall Labor Climate                  | 2 <sup>nd</sup> | 2 <sup>nd</sup> |
| <input type="checkbox"/> Overall Infrastructure & Global Access | 3 <sup>rd</sup> | 6 <sup>th</sup> |
| <input type="checkbox"/> Leading in Economic Recovery           | 3 <sup>rd</sup> | 5 <sup>th</sup> |

# Competition with in The Charlotte Region



# Anderson Economic Group, LLC



| Type of Tax                                   | Total Taxes Paid<br>(\$ Thousands) | % of<br>Total |
|---|------------------------------------|---------------|
| Corporate Income Tax                          | \$46,734,649                       | 7.5%          |
| General Sales Taxes                           | \$115,979,996                      | 18.6%         |
| Gross Receipts Taxes                          | \$7,421,908                        | 1.2%          |
| Individual income tax on pass-thru income     | \$24,092,952                       | 3.9%          |
| License Fees                                  | \$48,110,092                       | 7.7%          |
| Motor Fuel Sales Tax                          | \$8,547,173                        | 1.4%          |
| Other Selective Sales Tax                     | \$20,412,371                       | 3.3%          |
| Public Utilities Sales Tax                    | \$28,450,396                       | 4.6%          |
| Property Tax                                  | \$230,818,102                      | 37.0%         |
| Severance                                     | \$14,795,186                       | 2.4%          |
| Unemployment compensation                     | \$78,208,719                       | 12.5%         |
| Total Taxes Paid by Businesses (in thousands) | \$623,571,542                      | 100%          |



States with Lowest and Highest Business Tax Burdens  
Ten States with Lowest Business Tax Burdens Ten States with Highest Business Tax Burdens  
as a percentage of total state taxes

May 19, 2013

Anderson Economic Group, LLC



## Top 10

- 1 Delaware 5.1%
- 2 Oregon 5.7%
- 3 Utah 6.2%
- 4 Louisiana 7.3%
- 5 Georgia 7.8%**
- 6 South Dakota 7.8%
- 7 Maryland 8.0%
- 8 North Carolina 8.1%**
- 9 Oklahoma 8.2%
- 10 Idaho 8.3%

## Bottom 10

- 42 New York 12.4%
- 43 South Carolina 12.8%**
- 44 Michigan 13.3%
- 45 Florida 13.4%
- 46 Maine 13.5%
- 47 West Virginia 14.2%
- 48 Vermont 14.6%
- 49 Wyoming 15.7%
- 50 North Dakota 16.8%
- 51 Alaska 25.2%

# Competitiveness with in the Charlotte Region

|  | <u>SC</u>   | <u>NC</u>  |
|--|---|--|
| <input type="checkbox"/> Available Buildings                     |   |   |
| <input type="checkbox"/> Available Land & Land Price             |   |   |
| <input type="checkbox"/> Taxes (Corporate, Income, Sales, Other) |    |  |
| <input type="checkbox"/> Property Taxes                          |   |  |
| <input type="checkbox"/> Incentives                              | =   | =  |
| <input type="checkbox"/> Electrical Rates, Utilities             | =   | =  |
| <input type="checkbox"/> Utilities, Business License, Other Fees |  |  |

# Economic Development Incentives

(Both NC & SC have many similar incentives)

## South Carolina

- Job Tax Credits (JTCs)
- Job Development Credits (JDCs)
- Investment Tax Credits
- SC Closing Funds
- SC Set A Side Grants
- Port Tax Credit
- Tax Abatements and FILOTs (43% reduction in property taxes)
- Multi County Parks (MCIP)
- SSRCs (*Equalizer*) *Allows SC counties to match any tax rate*

## North Carolina

- 3J Credits (*NC legislations gives general and broad incentives & cash grants for undefined amounts and terms*)
- JDIGs (Job Development Incentive Grant)
- Technology Development Credit
- Port Tax Credit
- BIP Grants (Business Investment Program, 90% reduction in property taxes)
- Industrial Development Fund
- One North Carolina Fund

# How do we win Prospects

## Recent Successes

- Ross Stores (Antrim)
- PCLS (Riverwalk)
- Exel (Riverwalk)
- Hartmann USA expansion (TechPark)
- Atlas Copco expansion (Waterford, SouthCross)
- TMA expansion (Waterford)
- Spec. Building (Antrim)

# Recent Projects Won



PCLS

PHYSICIANS CHOICE LABORATORY SERVICES

PCLS



Exel

- Pad Ready Site that saved 3 months of permitting and construction for fast track project
  - Textile Mill Tax Credit Incentive reduced project cost by approx. \$1.5M
  - Experienced design build development team that could deliver fast track project
  - State and Local incentive package that was more competitive than NC
  - Pro-business attitude at State, County and City level.
- Large site that could accommodate 1M SF. Only one other competitive site
  - Textile Mill Tax Credit incentive reduced project cost by approx. \$4M
  - State and Local incentive package that was more competitive than NC
  - Pro-business attitude at State, County and City level.

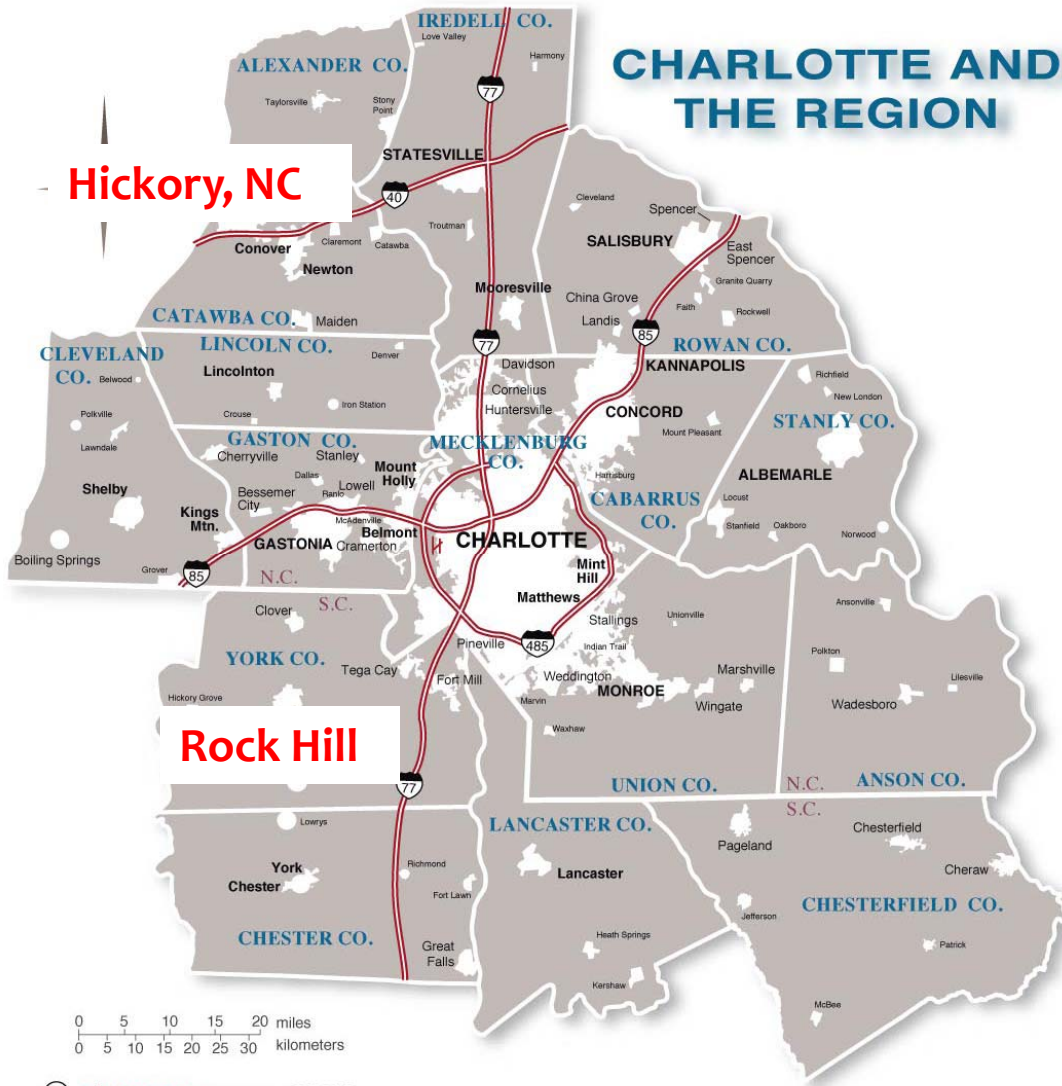
A look inside a real Project  
Insider information.



**One Million Square Feet**  
**75 Acres**  
**\$33 Million Investment**  
**133 Jobs**



# Project Exel



# Project Exel

## Specific Decision Drivers

| Location                                      | High Point, NC             | Mebane, NC                        | Rock Hill, SC                               |
|---|----------------------------|-----------------------------------|---|
| <b>Site Size</b>                              | 61 Acres                   | 59 Acres                          | 74.8 Acres                                  |
| <b>Cost Per Acre</b>                          | \$35,000                   | \$45,000                          | \$55,000                                    |
| <b>Rent/Square Foot</b>                       | \$3.25                     | \$3.15                            | \$3.10                                      |
| <b>Real Estate Taxes/s.f.</b>                 | \$0.426                    | \$0.30                            | \$0.555 (with FILOT)                        |
| <b>Proximity to Airport/Interstate Access</b> | 18 Miles<br>Piedmont Triad | 43 Miles<br>Piedmont Triad        | 24 Miles<br>Charlotte Douglas               |
| <b>Other Considerations</b>                   | USACOE may cause delays    | High comfort on cost and delivery | Charlotte Market, better R/E investment     |
| <b>Economic Incentives</b>                    | \$500,000 tax abatement    | \$500,000 tax abatement           | \$1.7M tax abatement<br>\$5M Textile Credit |
| <b>Income Tax Rate</b>                        | 6.9%                       | 6.9%                              | 5%  |
| <b>Franchise Fee</b>                          | .15%                       | .15%                              | .10%  |
| <b>Inventory Tax</b>                          | None                       | None                              | None  |

# Narrowed to 2 sites

| Location                   | Mebane, NC             | Rock Hill, SC  |
|----------------------------|------------------------|--|
| <b>Economic Incentives</b> | \$.16 per s.f.         | \$ .77 per s.f.  |
| <b>Clawbacks</b>           | Yes                    | Yes  |
| <b>Additional Benefits</b> | Incentives Complete    | Possible incremental (\$5M New Market Cr.)   |
| <b>10 Average Cost</b>     | \$3.57 per s.f.        | \$3.32 per s.f.  |
| <b>Income Tax Rate</b>     | 6.9%                   | 5%   |
| <b>Franchise Tax Rate</b>  | 0.15%                  | 0.10%  |
| <b>Inventory Tax</b>       | None                   | None   |
| <b>Recommendation</b>      | Lowest cost site in NC | Lowest cost site overall depending on transportation analysis and large potential windfall with New Market Credits |

# Project Exel

“These were the initial site comparisons presented internally. We looked at High Point and Mebane, NC as well as Rock Hill. In the end the drivers for the decision were proximity to 77, proximity to airport, Charlotte was a better market for growth, and Textile Mill Credit.”

**Kelli Bogner**

Economic Development



# Conclusion

## Competiveness in the Charlotte Region

### We are on the right track

- Property Taxes remain a competitive issue – more aggressive SSRCs (City and County) and incentives offset/equalize tax disadvantage.
- Pre-graded Sites and Spec. Buildings present a competitive advantage
- Competitive Advantages:
  - Competitive Cost Structure
  - Availability of both skilled and lower cost labor
  - High Quality Business Parks
  - Quality Service, Quality Places, Quality Community
  - Rock Hill “shows well” – it is a place the CEO would want to live
- Pro-Business attitude with City, County and State.



# 2012-13 Recommendations

| 2012 Proposed Action Steps   | Comments/Progress   |
|--|---|
| Work with York County to enhance Incentives                              | York County has increased SSRC offers to 50% on recent projects                               |
| Highlight Competitive advantages (Spec. Buildings, expedited permitting) | York County completed spec. building in fall on 2012 and is under contract in summer of 2013  |
| Increase Focus On existing businesses                                    | Recent internal expansions: Hartmann USA, Atlas Copco, Transaxle , Balzer                     |
| Focus in Industry Clusters we can serve better than competition          | Successful with TLD cluster: Ross Stores, Exel  |
| Strengthen participation with CRP, SC Commerce                           | Hosted meetings with CRP and SC DOC Project Managers, Bobby Hitt. Involved with New Carolinas |
| Support York County  | Actively involved in YCEDB monthly board meetings and county economic development projects.   |

# Potential Challenges

- ❑ Concerns over available industrial sites and buildings
  - Waterford and TechPark have only a few small sites remaining
  - South-Cross has one 14 acres site remaining
  - Antrim has approximately 70 acres remaining
  - Riverwalk has sold 95 acres in that past 6 months and has one large 70 track remaining. Substantial Activity.
- ❑ Recent Sale of County Spec. building and additional acreage highlights the need for more product.

# 2013-14 Recommendations

- ❑ Continue efforts to develop industrial product
  - Speculative Buildings (*Antrim, New County and City*)
  - Industrial Sites and Business Parks (*Hwy. 21 & Springdale*)
- ❑ Continue to work with York County on enhancing incentives
- ❑ Continue emphasis on both quality and competitiveness
- ❑ Continue emphasis on existing industry
- ❑ Continue to strengthen relationships with economic development partners, CRP, SCDOC, New Carolinas, others
- ❑ Evaluate new I-77 Alliance opportunities (*underway*)



# Types of Incentives

## **Property Tax Incentives (County and City)**

- \* FILOT (Fee In Lue of Tax) decreases assessment rate from 10.5% (highest in the nation) to 6%
- \* SSRC (Special Source Revenue Credit) refunds a percentage of the FILOT back to the company (City, County and School District)

## **SC Corporate & Personal Income Taxes (State of SC)**

- \* Jobs Tax Credits
- \* Jobs Development Credits
- \* Corporate Head Quarters

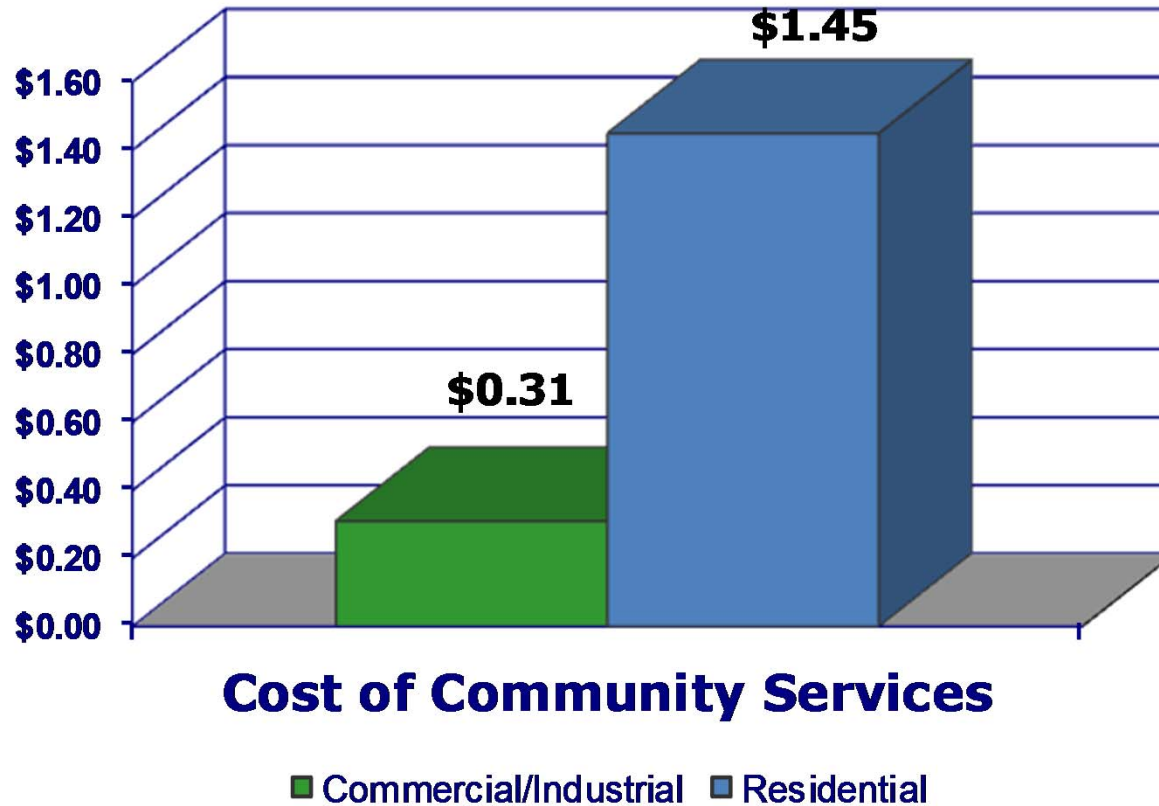
## **SC Department of Commerce Grants**

## **Utility License Fee Infrastructure Tax Credits**

# Why Industrial Growth is Important

## JOBS, CAPITAL INVESTMENT &

Cost of public services based on \$1 in revenue



# Tax Calculation SC

Assessed Value

X

Assessment

*(10.5% manufacturing, 6% distribution, 4% residential)*

X

Millage

=

Property Tax

# Why Incentives?

Assumption: \$10,000,000 Manufacturing Facility. Real Estate Only

| Location                                     | Annual Tax | 5 Year Total |
|--|------------|--------------|
| York County Property Tax (10.5% Assessment)  | \$303,870  | \$1,519,350  |
| York County Property Tax (After 6% FILOT )   | \$173,640  | \$868,200    |
| Lancaster County (after 6% FILOT)            | \$157,380  | \$786,900    |
| Mecklenburg County, NC (prior to incentives) | \$104,300  | \$648,650    |
| Gaston County, NC (prior to Incentives)      | \$83,500   | \$662,500    |
| Lincoln, NC (prior to incentives)            | \$57,000   | \$565,000    |

# Downtown Development

## Focus businesses

- \* Amelie's
- \* Millstone Pizza
- \* Synergy Yoga
- \* Thi's on Main
- \* McHales
- \* Five & Dine

# Downtown Development

## Cultural attractions

- \* Arts Council of York County
- \* Friends of the Library Shop
- \* Farmer's Market
- \* Amphitheatre Concert Series (America, Toto, Rick Springfield, Kansas, Wynona, etc.)
- \* Boo Haha
- \* ChristmasVille Rock Hill
- \* Come See Me
- \* Juneteenth

# Downtown Development

## Residential & Key Employment centers

- \* 139 East Main Apartments
- \* 108 East Main Apartments
- \* Fountain Park Place
- \* Comporium
- \* Reid Street/North Confederate Avenue Historic District

# Questions





**CONTINUING EDUCATION EVALUATION FORM**

**Name of Program: Rock III's Economic Development Efforts      Date: October 11, 2016**

**Facilitator(s): David Lawrence, CEcD, Rick Norwood**

Please rate the following on a scale from 1 to 5 by circling the appropriate number:

1= strongly disagree (SD); 2= disagree (D); 3= neutral (N); 4= agree (A); 5 = strongly agree (SA)

|  | <b>SD</b> | <b>D</b> | <b>N</b> | <b>A</b> | <b>SA</b> |
|--|-----------|----------|----------|----------|-----------|
| 1. The topic of this continuing education session was interesting and/or relevant to my role with the City of Rock Hill. | 1         | 2        | 3        | 4        | 5         |
| 2. The coordinator demonstrated comprehensive knowledge of the subject matter.   | 1         | 2        | 3        | 4        | 5         |
| 3. The coordinator conveyed the material effectively.  | 1         | 2        | 3        | 4        | 5         |
| 4. The coordinator was well-prepared and the session was well-organized.   | 1         | 2        | 3        | 4        | 5         |

**What was the most valuable part of this session?**

**What could have been done to improve this session?**

**Ideas for future continuing education topics:**