

a.m.-1 p.m.

Report Of The Chairman

7.
 - Personnel Matter
 - Save the Dream Tour

Open/Close Public Hearings

8. a. An Ordinance Amending the Fiscal Year 2009-2010 Conservation Commission Fund Budget to appropriate \$23,000 of reserved fund balance for the Wetlands Mitigation Assessment
- b. Ordinance Authorizing (1) Special Source Revenue Credits by Richland County, South Carolina with respect to certain infrastructure improvements by Blue Cross and Blue Shield of South Carolina; (2) the entering into of certain covenants and agreements and the execution and delivery of certain instruments relating to the special source revenue credits; and (3) certain other matters relating thereto
- c. An Ordinance Amending the Richland County Code of Ordinances, Chapter 23, Taxation; Article VI, Local Hospitality Tax; Section 23-69, Distribution of Funds, Subsection (A)(4); so as to remove the required 75% payment

Approval Of Consent Items

9. An Ordinance Authorizing (1) Special Source Revenue Credits by Richland County, South Carolina with respect to certain infrastructure improvements by Blue Cross and Blue Shield of South Carolina; (2) the entering into of certain covenants and agreements and the execution and delivery of certain instruments relating to the special source revenue credits; and (3) certain other matters relating thereto **[THIRD READING] [PAGES 29-48]**
10. Hospitality Tax Ordinance Amendment: County Promotions 75%/25% Split **[THIRD READING]**
11. 09-11MA
Abdalla Yaghy
Abdalla Yaghy
RU to RC (4.19 Acres)
35206-02-06 & 35200-09-56
Corner of Garners Ferry Rd. & Pond Dr. **[THIRD READING] [PAGE 51]**
12. An Ordinance Amending the Fiscal Year 2009-2010 Conservation Commission Fund Budget to appropriate \$23,000 of reserved fund balance for the Wetlands Mitigation Assessment **[THIRD READING][PAGES 53-54]**

Third Reading Items

13. 09-13MA
Westinghouse
Brian Pasco
RU to HI (44.98 Acres)
18600-01-01(p)

5801 Bluff Rd. [PAGE 56]

14. Comprehensive Plan [PAGES 58-62]

First Reading Items

15. An Ordinance Amending Ordinance No. 029-07HR; so as to temporarily decrease the tap fees to be paid by users of the Broad River Regional Sewer System to Three thousand (\$3000.00) dollars and to implement a gradual increase of such fees to Four Thousand (\$4000.00) Dollars (**By Title Only**)[PAGE 64]

Report Of Economic Development Committee

16. An Ordinance Authorizing (1) the execution and delivery of an infrastructure credit and incentive agreement by and among Richland County, South Carolina and Navistar, Inc., and/or Pure Power Technologies, LLC, and/or one or more of their affiliates, and assigns to provide for, in part, special source revenue credits, the conveyance of fee simple title to certain land and real property improvements, and the inclusion and maintenance of certain property in a joint county industrial or business park; and (2) other matters related thereto [PAGES 66-83]

Report Of Rules And Appointments Committee

1. Discussion From Rules And Appointments Committee

17. Motion for presentations to be held on the 3rd Tuesday of the month
18. Planning Commission Members and Occupations
19. Staggered Terms for CMRTA Board Appointees

Other Items

20. Annual Financial Supplement to Chair (**Forwarded from the 9/22/09 A&F Committee Meeting**)
21. Business Service Center-Policies Approval [**Deferred from the 12/01/09 Council Meeting**] [PAGES 86-96]
22. Hospitality Tax County Promotions Grant Guidelines and Application Changes (**Deferred from the 12/01/09 Council meeting**) [PAGES 98-107]
23. Historic Homes Renovation Projects [**Deferred from the 12/01/09 Council Meeting**]
24. Hospitality Tax Funding Request: Southern Intercollegiate Athletic Association (Benedict College) [PAGES 110-111]
25. Adoption of Economic Development Strategic Plan [PAGES 112-163]
26. Smoking Ban Amendments [PAGES 164-168]

Citizen's Input

27. Must Pertain to Items Not on the Agenda

Executive Session

Motion Period

Adjournment



Richland County Council Request of Action

Subject

For Items on the Agenda Not Requiring a Public Hearing

Richland County Council Request of Action

Subject

Zoning Public Hearing: November 24, 2009 [PAGES 7-9]

MINUTES OF



RICHLAND COUNTY COUNCIL ZONING PUBLIC HEARING TUESDAY, OCTOBER 27, 2009 7:00 p.m.

In accordance with the Freedom of Information Act, a copy of the agenda was sent to radio and TV stations, newspapers, persons requesting notification, and was posted on the bulletin board located in the lobby of the County Administration Building.

MEMBERS PRESENT:

Chair	Paul Livingston
Vice-Chair	Damon Jeter
Member	Gwendolyn Davis Kennedy
Member	Joyce Dickerson
Member	Valerie Hutchinson
Member	Norman Jackson
Member	Bill Malinowski
Member	Jim Manning
Member	L. Gregory Pearce, Jr.
Member	Kit Smith
Member	Kelvin E. Washington, Sr.

OTHERS PRESENT: Amelia Linder, Geo Price, Brian Cook, , Michielle Cannon-Finch, Milton Pope, Sparty Hammett, Stephany Snowden, Jennifer Dowden, Tamara King, Monique Walters, Michelle Onley

CALL TO ORDER

The meeting was called to order at approximately 7:05 p.m.

ADDITIONS/DELETIONS TO AGENDA

There were no deletions or additions.

MAP AMENDMENTS

09-13MA, Westinghouse, Brian Pasco, RU to HI (44.98 Acres), 18600-01-01(p), 5801 Bluff Rd.

Mr. Livingston opened the floor to the public hearing.

Mr. Brian Pasco, Mr. Doyle Poston, Mr. Tom Elliott, Ms. Helen Bradley, Mr. Carl Becker, and Mr. Swagert Harrison spoke in favor of this item.

The floor to the public hearing was closed.

Mr. Pearce moved, seconded by Mr. Jackson, to give First Reading approval to this item. A discussion took place.

<u>For</u>	<u>Against</u>
Pearce	
Malinowski	
Jackson	
Hutchinson	
Jeter	
Livingston	
Dickerson	
Manning	
Kennedy	
Washington	
Smith	

The vote in favor was unanimous.

09-18MA, A. L. Company, LLC; A. L. Company, LLC; M-1 to RS-HD (30.43 Acres), 12000-3-02 & 03, Wessinger Rd. & Fairfield Rd.

Mr. Livingston opened the floor to the public hearing.

Mr. Fred Gamble, Ms. Yvonne Gamble, Mr. Jeremiah Williams, Ms. Angelina Williams, Mr. Clifton Murphy, Mr. Sherman Lee, Ms. Bridget Deline, Rev. William Bonner, Ms. Gladiola Miller, Ms. Frances Moore, Ms. Eileen McQueen, Ms. Nikki Shepherd, Mr. Irving Mears, and Ms. Lisa Hoffstellar spoke in favor of this item.

Ms. Renea Tidwell, Ms. Virginia Golden, Ms. Brenda Metz, and Mr. Ron Tidwell spoke against this item.

The floor to the public hearing was closed.

Ms. Kennedy moved, seconded by Mr. Manning, to give First Reading approval to this item. A discussion took place.

The vote in favor was unanimous.

09-11MA, Abdalla Yaghy, Abdalla Yaghy, RU to RC (4.19 Acres), 35206-02-06 & 35200-09-56, Corner of Garners Ferry Rd. & Pond Dr.

Mr. Manning moved, seconded by Ms. Dickerson, to suspend the rules and allow Mr. Yaghy to speak. The vote in favor was unanimous.

Mr. Livingston opened the floor to the public hearing.

Mr. Abdalla Yaghy spoke in favor of this item.

The floor to the public hearing was closed.

Mr. Jackson moved, seconded by Mr. Manning, to give First Reading approval to this item. A discussion took place.

The vote was in favor.

ADJOURNMENT

The meeting adjourned at approximately 8:22 p.m.

Submitted respectfully by,

Paul Livingston
Chair

The minutes were transcribed by Michelle M. Onley

Richland County Council Request of Action

Subject

Regular Session: December 1, 2009 [PAGES 11-19]

MINUTES OF



RICHLAND COUNTY COUNCIL REGULAR SESSION TUESDAY, DECEMBER 1, 2009 6:00 p.m.

In accordance with the Freedom of Information Act, a copy of the agenda was sent to radio and TV stations, newspapers, persons requesting notification, and was posted on the bulletin board located in the lobby of the County Administration Building.

MEMBERS PRESENT:

Chair	Paul Livingston
Vice Chair	Damon Jeter
Member	Gwendolyn Davis Kennedy
Member	Joyce Dickerson
Member	Valerie Hutchinson
Member	Norman Jackson
Member	Bill Malinowski
Member	Jim Manning
Member	L. Gregory Pearce, Jr.
Member	Kit Smith
Member	Kelvin Washington

OTHERS PRESENT – Michelle Cannon-Finch, Milton Pope, Tony McDonald, Sparty Hammett, Roxanne Ancheta, Stephany Snowden, Jennifer Dowden, Randy Cherry, Sara Salley, Michael Byrd, Larry Smith, David Hoops, Amelia Linder, Anna Almeida, John Hixson, Dale Welch, Janet Claggett, Latausha Hooper, Will Henderson, Robyn Watson, Pat Brockman, Pam Davis, Monique Walters, Michelle Onley

CALL TO ORDER

The meeting was called to order at approximately 6:04 p.m.

INVOCATION

The Invocation was given by the Honorable Damon Jeter

PLEDGE OF ALLEGIANCE

The Pledge of Allegiance was led by the Honorable Kit Smith

POINT OF PERSONAL PRIVILEGE – Mr. Pearce recognized Sgt. Joseph on the recent article about him in the Columbia Star.

CITIZENS' INPUT

No one signed up to speak.

APPROVAL OF MINUTES

Regular Session: November 17, 2009 – Ms. Dickerson moved, seconded by Mr. Pearce, to approve the minutes as distributed. The vote in favor was unanimous.

ADOPTION OF AGENDA

Ms. Hutchinson moved, seconded by Ms. Dickerson, to adopt the agenda as distributed. The vote in favor was unanimous.

REPORT OF THE COUNTY ATTORNEY FOR EXECUTIVE SESSION MATTERS

The following items were potential Executive Session items:

- a. **Columbia Venture Litigation**
- b. **HBA vs. Richland County**
- c. **City of Columbia Bond Court Agreement**
- d. **Employee Grievance – 1**
- e. **Personnel Matter**

REPORT OF THE COUNTY ADMINISTRATOR

Employee Grievance—1 – Ms. Smith moved, seconded by Mr. Malinowski, to uphold the Administrator's recommendation. The vote in favor was unanimous.

Employee Recognition: Pat Brockman – Mr. Pope recognized Ms. Pat Brockman upon her retirement and for her years of service to Richland County.

2010 Retreat Preparation/Request for Potential Topics/Items – Mr. Pope stated that preparations are underway for the 2010 Retreat and Council should forward potential topics to staff.

City of Columbia Bond Court Agreement – This item was taken up during Executive Session.

Appearance Counts Award Recipients – Ms. Snowden recognized this year’s Appearance Counts Award recipients and Ms. Ryan Nevius thanked Council for their continued support of the Appearance Commission. Ms. Smith recognized former Councilwoman Susan Brill for her initiative to create the Appearance Commission.

Historic Homes Renovation Projects Update – This was an action item.

EECBG Grant Funds – Mr. Pope stated that Richland County is the receipt of a \$2,116,800 Energy Efficiency and Conservation Block Grant (EECB). The funds were awarded through the Department of Energy from the American Recovery and Reinvestment Act of 2009. The fund will be used to implement programs that lower energy use, reduce carbon pollution, and create green jobs locally. Richland County will partner with the Town of Blythewood, Town of Eastover, Town of Forest Acres, Town of Irmo and Palmetto Health Richland over the course of three years to implement these programs. The County will hire a Sustainability Coordinator to manage this initiative in addition to creating a long-term sustainability plan.

Township Renovations – Mr. Pope gave an update on the Township renovations and Council approved, in concept, a cornerstone marker on the outside of the building, along with a plaque inside the building commemorating the current members of Council.

REPORT OF THE CLERK OF COUNCIL

2nd Annual Dawn Staley Grandparents Breakfast – Ms. Finch stated that Council had received an invitation to the 2nd Annual Dawn Staley Grandparents Breakfast. The event will take place on December 5th, 11 a.m.-1:30 p.m. at the Brookland Baptist Church.

REPORT OF THE CHAIRMAN

Personnel Matter – Mr. Livingston withdrew this item.

APPROVAL OF CONSENT ITEM

- **An Ordinance Authorizing (1) Special Source Revenue Credits by Richland County, South Carolina with respect to certain infrastructure improvements by Blue Cross and Blue Shield of South Carolina; (2) the entering into of certain covenants and agreements and the execution and delivery of certain instruments relating to the special source revenue credits; and (3) certain other matters relating thereto [SECOND READING]**
- **Discharge of Firearms in Certain areas unlawful**
- **AT&T Leased Line Connections—Countywide**
- **Business Services Center—Records Retention Schedule**

Ms. Smith moved, seconded by Ms. Dickerson, to approve the consent items. The vote in was in favor.

SECOND READING

09-13MA, Westinghouse, Brian Pasco, RU to HI (44.98 Acres), 18600-01-01(p) 5801 Bluff Rd. – Mr. Pearce moved, seconded by Ms. Dickerson, to approve this item. The vote in favor was unanimous.

09-18MA, A. L. Company, LLC; A. L. Company, LLC; M-1 to RS-HD (30.43 Acres), 12000-03-02 & 03, Wessinger Rd. & Fairfield Rd. – Ms. Kennedy moved, seconded by Mr. Jeter, to defer this item until the December 15th Council meeting. The motion failed.

Ms. Smith moved, seconded by Ms. Hutchinson, to concur with the Planning Commission's recommendation for denial. The vote was in favor.

Hospitality Tax Ordinance Amendment: County Promotions 75%/25% Split – Ms. Smith moved, seconded Ms. Dickerson, to approve this item and entertain amendments on Third Reading. A discussion took place.

Mr. Malinowski made a substitute motion, seconded by Mr. Jackson, to refer this item back to committee for further clarification from staff.

Mr. Malinowski withdrew his motion.

The vote in favor was unanimous.

09-11MA, Abdalla Yaghy, Abdalla Yaghy, RU to RC (4.19 Acres), 35206-02-06 & 35200-09-56, Corner of Garners Ferry Rd. & Pond Dr. – Mr. Jeter moved, seconded by Mr. Manning, to approve this item. The vote in favor was unanimous.

REPORT OF DEVELOPMENT AND SERVICES COMMITTEE

Conservation Property Donation – Ms. Smith stated that the maintenance of the conservation donations should be considered and that a motion would be forthcoming to that effect.

Ms. Smith moved, seconded by Ms. Dickerson, to approve this item. The vote in favor was unanimous.

What would it take for qualified Fire Engine Drivers to be able to Drive an EMS ambulance in an emergency situation – Mr. Jackson stated that the committee recommended approval of this item. The vote in favor was unanimous.

REPORT OF ADMINISTRATION AND FINANCE COMMITTEE

Business Service Center—Policies Approval – Mr. Malinowski moved, seconded by Ms. Hutchinson, to defer this item until the December 15th Council meeting. The vote in favor was unanimous.

Hospitality Tax County Promotions Grant Guidelines and Application Changes –

Ms. Dickerson moved, seconded by Mr. Jeter, to defer this item to the December 15th Council meeting.

Ms. Dickerson withdrew her motion.

Ms. Dickerson moved, seconded by Mr. Malinowski, to defer this item to the December 15th Council meeting. The vote in favor was unanimous.

REPORT OF ECONOMIC DEVELOPMENT COMMITTEE

SC Economic Development Ambassador Award Nominations for Richland County

– Mr. Pearce stated that the committee recommended approval of this item. A discussion took place.

Mr. Pearce called for the question, seconded by Mr. Jackson. The vote in favor was unanimous.

The vote in favor of the committee's recommendation was in favor.

REPORT OF RULES AND APPOINTMENTS COMMITTEE

I. NOTIFICATION OF VACANCIES

- a. **Employee Grievance Committee—1** – Mr. Malinowski stated that the committee recommended advertising for this vacancy. The vote in favor was unanimous.

II. NOTIFICATION OF APPOINTMENTS

- a. **Board of Assessment and Appeals—1** – Mr. Malinowski stated that the committee recommended appointing Mr. Chalon Shepard Headley, II. The vote in favor was unanimous.
- b. **Internal Audit Committee—2** – Mr. Malinowski stated that the committee recommended re-advertising for these vacancies. The vote in favor was unanimous.
- c. **Lexington/Richland Drug Abuse Council—2** – Mr. Malinowski stated that the committee recommended re-appointing Mr. Paul R. Bouknight and Mr. Roosevelt Garrick, Jr. The vote in favor was unanimous.
- d. **Midlands Regional Convention Center Authority—1** – Mr. Malinowski stated that the committee recommended appointing Mr. Rick Patel. The vote in favor was unanimous.

- e. **Richland Memorial Hospital Board—3** – Mr. Malinowski stated that the committee recommended re-appointing Mr. Bill Bradshaw and Mr. Jerome (Jerry) Odom and appointing Mr. Calvin H. Elam.

Mr. Pearce, Mr. Malinowski, Ms. Hutchinson, Mr. Livingston, Ms. Dickerson, Mr. Manning, Mr. Washington and Ms. Smith voted for Mr. Bill Bradshaw.

Mr. Jackson, Mr. Jeter, Ms. Kennedy voted for Mr. Wallace Brown, Sr.

Mr. Pearce, Mr. Malinowski, Ms. Hutchinson, Mr. Jeter, Mr. Livingston, Ms. Dickerson, Mr. Manning, Mr. Washington and Ms. Smith voted for Mr. Calvin H. Elam.

No one voted for Mr. Charles E. Offutt.

Mr. Pearce, Mr. Malinowski, Mr. Jackson, Ms. Hutchinson, Mr. Jeter, Mr. Livingston, Ms. Dickerson, Mr. Manning, Mr. Washington and Ms. Smith voted for Mr. Jerome (Jerry) Odom.

Mr. Bill Bradshaw, Mr. Calvin H. Elam and Mr. Jerome (Jerry) Odom were appointed.

- f. **Riverbank Park Commission—1** – Mr. Malinowski stated that the committee recommended appointing Mr. M. F. Phil Bartlett. The vote in favor was unanimous.

III. RULE CHANGES

Any Executive Session item involving an outside attorney or consultant outside the normal scope of a regular contract by Richland County...[Amended language] – Mr. Malinowski stated that the committee recommended approving this item. The vote in favor was unanimous.

IV. DISCUSSION FROM RULES AND APPOINTMENTS COMMITTEE

- a. **Planning Commission Members and Occupations** – This item was retained in committee.

OTHER ITEMS

Council Motion (Jackson, Malinowski & Kennedy): To remove from the D&S Committee and present to full Council the funding of Alternate Paving with \$2 million from the Road Maintenance Fees and \$1 million from the CTC bond to fund paving roads in three years max (starting in 2009) – Mr. Washington moved,

seconded by Ms. Dickerson, to refer this item to a committee to review all transportation issues. A discussion took place.

Ms. Smith made a substitute motion, seconded by Mr. Washington, to refer this item to the work session wherein the transportation ballot initiative is discussed.

Ms. Smith withdrew her substitute motion.

The vote in favor was unanimous.

Mr. Livingston directed this item to be returned to the D&S Committee for further evaluation.

Historic Homes Renovating Projects – Ms. Smith moved, seconded by Ms. Hutchinson, to approve the transfer of funds and to ask staff to draft a plan and place it on a work session agenda or the Retreat agenda. A discussion took place.

Ms. Dickerson made a substitute motion, seconded by Ms. Kennedy, to defer this item to the December 15th Council meeting.

<u>For</u>	<u>Against</u>
Malinowski	Pearce
Jackson	Hutchinson
Jeter	Livingston
Dickerson	Manning
Kennedy	Smith
Washington	

The vote was in favor of the substitute motion for deferral.

CITIZEN'S INPUT

Mr. Willie Washington spoke regarding funding for the Pioneer Bowl.

Mr. Eric Krammerer spoke regarding property taxes and noise ordinance enforcement.

EXECUTIVE SESSION ITEMS

=====
Council went into Executive Session at approximately 8:01 p.m. and came out at approximately 8:47 p.m.
=====

- a. **Columbia Venture** – Ms. Kennedy moved, seconded by Ms. Dickerson, to proceed as directed in Executive Session. The vote in favor was unanimous.

- b. **HBA vs. Richland County** – Mr. Malinowski moved, seconded by Ms. Dickerson, to direct the County Attorney to proceed as discussed in Executive Session. The vote in favor was unanimous.
- c. **City of Columbia Bond Court Agreement** – This item was received as information.

MOTION PERIOD

Any amendments made to an agenda or minutes will be reflected in the following meetings minutes so that persons reviewing them will have complete information regarding any changes that took place [MALINOWSKI] – This item was referred to the Rules & Appointments Committee.

Reports of officials at council meetings should be a report and not a loophole for presentations. Individuals can give summaries in a minute or two. Power point presentations and reports that last more than two minutes should be considered a presentation and done through the correct format set up for presentations to council [MALINOWSKI] – This item was referred to the Rules & Appointments Committee.

Motion to start broadcasting Council meetings similar to the City of Columbia serving the citizens of the unincorporated area [JACKSON] – This item was referred to the A&F Committee.

Motion to increase the capacity of Bed and Breakfast lodging to make it affordable [JACKSON] – This item was referred to the A&F Committee.

ADJOURNMENT

The meeting adjourned at approximately 8:55 p.m.

Paul Livingston, Chair

Damon Jeter, Vice-Chair

Gwendolyn Davis Kennedy

Joyce Dickerson

Valerie Hutchinson

Norman Jackson

Bill Malinowski

Jim Manning

L. Gregory Pearce, Jr.

Kit Smith

Kelvin E. Washington, Sr.

The minutes were transcribed by Michelle M. Onley

Richland County Council Request of Action

Subject

- Fire Contract Update
- Potential Legal Matter

Richland County Council Request of Action

Subject

- Whitaker Container/West Pro Update
- Fire Contract Update
- Township Property Purchase Update
- Project Pet - Richland County/Lexington County Update: Joe Mergo
- Restaurant Promotions [**PAGES 22-24**]
- Potential Legal Matter



South Carolina Restaurant Association

PO Drawer 7577 • 1005 Gervais Street • Columbia, SC 29202
803.765.9000 Voice • 803.252.7136 fax • www.schospitality.org

December 7, 2009

Richland County Council
Mr. Paul Livingston, Chairman
Mrs. Joyce Dickerson
Mr. Norman Jackson
Mr. Bill Malinowski
Mr. Greg Pearce
Mr. Kelvin Washington

Mr. Damon Jeter, Vice Chairman
Mrs. Val Hutchinson
Mrs. Gwendolyn Kennedy
Mr. Jim Manning
Mrs. Kit Smith

Dear Members of Richland County Council:

Our Association has designed a program to help restaurants increase their sales during the slowest month of the year - January.

As we have seen, hospitality and accommodations tax collections have been off for over a year and as an Association we have designed a program (replicating what has been extremely successful all across the country) to encourage people to go out to eat.

From January 11 through the 17th, we are holding a Restaurant Week event throughout the state, with emphasis on the five major markets, including Columbia..

We are working on a huge advertising campaign to be split between Columbia, Greenville, Charleston, Hilton Head and Myrtle Beach. The campaign will be funded by the participating restaurants and sponsors - both statewide sponsor and local sponsors in each market. Any local sponsorship or public money received will be used in that market to purchase television, radio, print media, viral marketing and everything else to where everyone in the community will know restaurants will be offering special menu pricing for the week. While the program is going to promote those participating restaurants, we expect every restaurant with any sense will be doing something to get their share of business as well.

Just last week, Columbia City Council unanimously approved \$10,000 of city hospitality taxes to be used to help fund the Midlands campaign..

We would like to request a special consideration from the County in hopes there are some reserve funds that could also be used for the local marketing of this event. History proves that events like this all across the country literally fill each restaurant every night. In fact, not only does each restaurant fill, they will fill with multiple seatings during the week - something that will generate not only a lot more business for restaurants during one of the slowest months of the year, but at the same time substantially increase the city's hospitality tax revenue.

We would suggest, if at all possible, \$10,000 of either accommodations or hospitality taxes, or even the Sunday liquor license fee, be allocated as soon as possible to help promote Restaurant Week Columbia. I am specifying those sources as they are collected from our industry, and by law the program meets their required use. Of course, if those sources have no reserves, any other source will provide a return on the investment to the city.

Our preliminary website is active to recruit restaurants. It is www.RestaurantWeekColumbia.com. This site will be a consumer site to explain the concept, provide questions and answers about what to expect, and to list each of the participating restaurants with their name, address, phone number, map link and both their Restaurant Week menu and regular menu.

Thank you for your consideration. I have attached letters of support from our local chapter president, Mr. Bobby Williams of Lizards' Thicket restaurant and Mr. Ricky Mollahan from Soltice Kitchen and Mr. Friendly's restaurants.

Sincerely,

Thomas L. Sponseller
Executive Director

State Affiliate of the American Hotel & Lodging Association and the National Restaurant Association
Local Chapters and Partners: Greater Charleston Restaurant Association, Greater Columbia Restaurant Association, Spartanburg Area Restaurant Association, Columbia Hotel & Motel Association, Greenville Hospitality Association, Myrtle Beach Area Hospitality Association and Myrtle Beach Area Chamber of Commerce

Item # 5



December 7, 2009

Mr. Paul Livingston
Chairman
Richland County Council
2020 Hampton Street
Columbia, South Carolina 29202

Dear Chairman Livingston and members of Council:

As the President of the Greater Columbia Restaurant Association, I have seen Restaurant Weeks all across the United States fill restaurant seats during months when people typically do not go out to eat. That is the motivation behind Restaurant Week Columbia, which is a part of a bigger Restaurant Week South Carolina campaign.

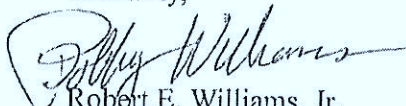
By developing a co-op marketing program where participating restaurants, advertising sponsors and others that benefit from the restaurant industry, a huge media campaign is developed for television, radio, print media and even social networking to encourage people to take advantage of special fixed prix menus being offered during the week. These campaigns have filled restaurants in every section of the country and now we are doing one here in the Midlands.

Last week, Columbia City Council granted our association \$10,000 in hospitality tax revenue to be used in the Columbia portion of the campaign. We would encourage Richland County to do the same. All funds received will be used for the public relations and media campaign.

By working together on this marketing program, we expect to dramatically increase restaurant sales throughout the Midlands. This will benefit all local governments with increased hospitality tax revenues versus another extremely slim January.

We appreciate your support of the restaurant and hospitality industry of the Midlands and would encourage your support of this media campaign.

Sincerely,


Robert E. Williams, Jr.
President



841-4 Sparkleberry Lane · Columbia, South Carolina 29229 · 803-788-6966 · www.SolsticeKitchen.com

December 4, 2009

Mr. Milton Pope
County Administrator
Richland County
2020 Hampton Street
Columbia, South Carolina 29202

Dear Mr. Pope:


I am writing on behalf of a project that is being conducted by the Greater Columbia Restaurant Association and the South Carolina Restaurant Association. Called Restaurant Week Columbia, the associations are conducting a statewide consumer marketing campaign to drive local consumers in to area restaurants.

As you probably know, this economy has hurt the restaurant industry severely, especially those of us who are independent operators. Restaurant Week Campaigns have successfully motivated consumers to eat out during the slowest months of the year.

The Columbia and statewide Restaurant Week Campaign will be January 11 -17, 2010, one of the worst weeks Richland County restaurants normally experience - after the holiday season, before Valentine's Day and when credit card bill start coming in! What would motivate a consumer to eat out that week - special value price dinners and a huge marketing campaign that will entice them to dine out.

I would like to encourage Richland County and County Council to support this campaign with a contribution from county hospitality tax dollars. This donation will have a return on the county's investment as the restaurant business increases during our slowest month. As we are the tax collectors of this money, it will be a good way to help us grow hospitality taxes in 2010.

Thank you for your consideration.


Ricky Mollohan
Chef Owner

Item# 5

Attachment number 1
Page 3 of 3

Richland County Council Request of Action

Subject

Renaissance Foundation Christmas Drop-In & Tour of Historic Bethel, 1528 Sumter Street, 11 a.m.-1 p.m.

Richland County Council Request of Action

Subject

- Personnel Matter
- Save the Dream Tour

Richland County Council Request of Action

Subject

- a. An Ordinance Amending the Fiscal Year 2009-2010 Conservation Commission Fund Budget to appropriate \$23,000 of reserved fund balance for the Wetlands Mitigation Assessment
- b. Ordinance Authorizing (1) Special Source Revenue Credits by Richland County, South Carolina with respect to certain infrastructure improvements by Blue Cross and Blue Shield of South Carolina; (2) the entering into of certain covenants and agreements and the execution and delivery of certain instruments relating to the special source revenue credits; and (3) certain other matters relating thereto
- c. An Ordinance Amending the Richland County Code of Ordinances, Chapter 23, Taxation; Article VI, Local Hospitality Tax; Section 23-69, Distribution of Funds, Subsection (A)(4); so as to remove the required 75% payment

Richland County Council Request of Action

Subject

An Ordinance Authorizing (1) Special Source Revenue Credits by Richland County, South Carolina with respect to certain infrastructure improvements by Blue Cross and Blue Shield of South Carolina; (2) the entering into of certain covenants and agreements and the execution and delivery of certain instruments relating to the special source revenue credits; and (3) certain other matters relating thereto **[THIRD READING] [PAGES 29-48]**

Notes

First Reading: November 17, 2009

Second Reading:

Third Reading:

Public Hearing:

STATE OF SOUTH CAROLINA
COUNTY COUNCIL FOR RICHLAND COUNTY
ORDINANCE NO. _____

AN ORDINANCE AUTHORIZING: (1) SPECIAL SOURCE REVENUE CREDITS BY RICHLAND COUNTY, SOUTH CAROLINA WITH RESPECT TO CERTAIN INFRASTRUCTURE IMPROVEMENTS AND REAL PROPERTY COSTS BY BLUE CROSS AND BLUE SHIELD OF SOUTH CAROLINA; (2) THE ENTERING INTO OF CERTAIN COVENANTS AND AGREEMENTS AND THE EXECUTION AND DELIVERY OF CERTAIN INSTRUMENTS RELATING TO THE SPECIAL SOURCE REVENUE CREDITS, INCLUDING, BUT NOT LIMITED TO, A SECOND AMENDED AND RESTATED INFRASTRUCTURE CREDIT AGREEMENT; AND (3) CERTAIN OTHER MATTERS RELATING THERETO..

WHEREAS, Richland County, South Carolina (the "County") acting by and through its County Council (the "County Council") is authorized by Sections 4-1-175 and 4-29-68 of the Code of Laws of South Carolina 1976, as amended, to provide special source revenue credits against payments in lieu of taxes pursuant to Article VIII, Section 13 of the South Carolina Constitution, for the purpose of defraying the cost of designing, acquiring, constructing, improving, or expanding the infrastructure serving the County or improved or unimproved real estate used in the operation of a manufacturing or commercial enterprise in order to enhance the economic development of the County; and

WHEREAS, the County and Blue Cross and Blue Shield of South Carolina, a South Carolina corporation (the "Company") entered into that certain Infrastructure Credit Agreement dated as of December 14, 1999 (the "1999 Agreement"), pursuant to which the Company agreed to invest in infrastructure for certain facilities to provide insurance services on certain property more specifically described in Exhibit A attached to the Agreement (as defined below) (the land as so improved and/or to be improved by such facilities is hereinafter referred to as the "Project") and the County agreed to provide special source revenue credits to defray a portion of the cost of such infrastructure improvements for the Project in an amount equal to 17% of fee in lieu of tax payments to be retained by all Richland County taxing entities during the first ten (10) years of the Project; and

WHEREAS, in accordance with the provisions of an Amended and Restated Memorandum of Understanding dated May 15, 2001 between the Company and the County, the Company agreed to increase the investment in the Project over its original commitment in the 1999 Agreement; and

WHEREAS, in connection with the Company's agreement to increase the investment in the Project, the County and the Company entered into that certain Amended and Restated Infrastructure Credit Agreement dated as of December 13, 2001 (the "2001 Agreement"), to replace the 1999 Agreement, and pursuant to which, the County agreed to increase the special source revenue credits granted to the Company in the 1999 Agreement to defray a portion of the

cost of infrastructure improvements for the Project in an amount equal to the percentages of fee in lieu of tax payments set forth in the schedule attached thereto, initially, for an eight (8) year period, and, subsequently extended to expire December 31, 2012, subject to such amount being increased in accordance with the provisions thereof; and

WHEREAS, in connection with the Company's purchase of certain real property located in the County and the enhancement of the tax base of the County potentially resulting therefrom, the County, acting by and through the County Council, to defray a portion of the cost of infrastructure improvements and real property costs for the Project, has agreed to increase the special source revenue credits previously granted to the Company in the 2001 Agreement and to further extend the time period during which such special source revenue credits shall be provided to the Company; and

WHEREAS, the County and Fairfield County have established a joint county industrial business park (the "Park") by entering into a Master Agreement Governing the I-77 Corridor Regional Industrial Park dated as of April 15, 2003, as amended (the "Park Agreement") pursuant to the provisions of Article VIII, Section 13 of the South Carolina Constitution; and

WHEREAS, the County and Fairfield County have amended the Park Agreement by including the site of the Project in the Park; and

WHEREAS, the Company shall make or cause to be made payments in lieu of taxes to the County in the total amount equivalent to the ad valorem property taxes that would have been due and payable but for the location of the Project within the Park; and

WHEREAS, pursuant to the provisions of the Park Agreement, the County shall make payments to Fairfield County of the portion of the fee-in-lieu of taxes due Fairfield County and retain that portion due the County; and

WHEREAS, in order to enhance the economic development of the County and in furtherance thereof to assist the Company in locating the Project within the County, the County, acting by and through the County Council, has agreed to provide certain special source revenue credits (the "Special Source Revenue Credits") to acquire and construct certain infrastructure and real property costs with respect to the Project more particularly described on Exhibit B attached to the Agreement (as defined below) (the "Infrastructure"); and

WHEREAS, the Special Source Revenue Credits are to be provided pursuant to the provisions of Sections 4-1-175 and 4-29-68 of the Code of Laws of South Carolina 1976, as amended, and to be payable solely from the County Fee Payments as defined in and in accordance with the terms and provisions as set forth in the Second Amended and Restated Infrastructure Credit Agreement (the "Agreement") to be entered into by and between the County and the Company; and

WHEREAS, the Company has caused to be prepared and presented to this meeting the form of the Agreement; and

WHEREAS, it appears that the Agreement is in appropriate form and is an appropriate instrument to be executed and delivered by the County for the purposes intended.

NOW, THEREFORE, BE IT ORDAINED by the County Council in meeting duly assembled, as follows:

Section 1. The grant of the Special Source Revenue Credits is hereby authorized, ratified, and approved. The Special Source Revenue Credits are hereby authorized in the annual percentage amounts set forth in Section 3.03 of the Agreement for the purpose of reimbursing the Company for the costs of the Infrastructure over a period ending December 31, 2025. The Special Source Revenue Credits shall be given by the County to the Company annually as provided in the Agreement.

Section 2. The obligation to give the Special Source Revenue Credits is a limited obligation of the County. The obligation to give Special Source Revenue Credits is not and shall never constitute an indebtedness of the County within the meaning of any State constitutional provision (other than the provisions of Article X, Section 14(10) of the South Carolina Constitution) or statutory limitation and shall never constitute or give rise to a pecuniary liability of the County or a charge against its general credit or taxing power.

Section 3. The form of the Agreement, as submitted to this meeting and made a part of this Ordinance as though set forth in full herein, is hereby approved. The Chairman of the County Council (the "Chairman") is hereby authorized and directed to execute and deliver the Agreement with any changes, insertions, and omissions as do not materially impose liability upon the County and as may be approved by the Chairman, with the advice of counsel, his execution being conclusive evidence of his approval; the Clerk of the County Council is hereby authorized and directed to affix the corporate seal of the County to the Agreement and to attest the same; and the Chairman is further authorized, empowered, and directed to deliver the Agreement to the Company.

Section 4. The Chairman and the Clerk of the County Council and any other proper officer of the County, be and each of them is hereby authorized and directed to execute and deliver any and all documents and instruments and to do and to cause to be done any and all acts and things necessary or proper for carrying out the transactions contemplated by this Ordinance or the Agreement.

Section 5. The provisions of this Ordinance are hereby declared to be separable and if any section, phrase or provision shall for any reason be declared by a court of competent jurisdiction to be invalid or unenforceable, such declaration shall not affect the validity of the remainder of the sections, phrases and provisions hereunder.

Section 6. All orders, resolutions, ordinances and parts thereof in conflict herewith are, to the extent of such conflict, hereby repealed and this Ordinance shall take effect and be in full force from and after its passage and approval.

Enacted this 15 day of December, 2009.

RICHLAND COUNTY, SOUTH CAROLINA

By: _____
Paul Livingston, Chairman, County Council
Richland County, South Carolina

[SEAL]

Attest:

By: _____
Michielle Cannon Finch, Clerk to Council
Richland County, South Carolina

First Reading: November 17, 2009
Second Reading: December 1, 2009
Public Hearing: December 15, 2009
Third Reading: December 15, 2009

**SECOND
AMENDED AND RESTATED
INFRASTRUCTURE CREDIT AGREEMENT**

THIS SECOND AMENDED AND RESTATED INFRASTRUCTURE CREDIT AGREEMENT, dated as of December 1, 2009 (the "Agreement"), between RICHLAND COUNTY, SOUTH CAROLINA, a body politic and corporate, and a political subdivision of the State of South Carolina (the "County"), and BLUE CROSS AND BLUE SHIELD OF SOUTH CAROLINA (the "Company").

WITNESSETH:

WHEREAS, the County, acting by and through its County Council (the "County Council") is authorized by Sections 4-1-175 and 4-29-68 of the Code of Laws of South Carolina 1976, as amended, to grant special source revenue credits against payments in lieu of taxes pursuant to Article VIII, Section 13 of the South Carolina Constitution, for the purpose of defraying the cost of designing, acquiring, constructing, improving, or expanding the infrastructure serving the County or improved or unimproved real estate used in the operation of a manufacturing or commercial enterprise in order to enhance the economic development of the County; and

WHEREAS, the County and Blue Cross and Blue Shield of South Carolina, a South Carolina corporation (the "Company") entered into that certain Infrastructure Credit Agreement dated as of December 14, 1999 (the "1999 Agreement"), pursuant to which the Company agreed to invest in infrastructure for certain facilities to provide insurance services on certain property more specifically described in the attached Exhibit A (the land as so improved and/or to be improved by such facilities is hereinafter referred to as the "Project") and the County agreed to provide special source revenue credits to defray a portion of the cost of such infrastructure improvements for the Project in an amount equal to 17% of fee in lieu of tax payments to be retained by all Richland County taxing entities during the first ten (10) years of the Project; and

WHEREAS, in accordance with the provisions of an Amended and Restated Memorandum of Understanding dated May 15, 2001 between the Company and the County, the Company agreed to increase the investment in the Project over its original commitment in the 1999 Agreement; and

WHEREAS, in connection with the Company's agreement to increase the investment in the Project, the County and the Company entered into that certain Amended and Restated Infrastructure Credit Agreement dated as of December 13, 2001 (the "2001 Agreement"), to replace the 1999 Agreement, and pursuant to which, the County agreed to increase the special source revenue credits granted to the Company in the 1999 Agreement to pay a portion of the cost of infrastructure improvements for the Project in an amount equal to the percentages of fee in lieu of tax payments set forth in the schedule attached thereto, initially, for an eight (8) year period, and, subsequently extended to expire December 31, 2012, subject to such amount being increased in accordance with the provisions thereof; and

WHEREAS, in connection with the Company's purchase of certain real property located in the County and the enhancement of the tax base of the County potentially resulting therefrom, the

County, acting by and through the County Council, to defray a portion of the cost of infrastructure improvements and real property costs for the Project, has agreed to increase the special source revenue credits previously granted to the Company in the 2001 Agreement and to further extend the time period during which such special source revenue credits shall be provided to the Company, all as discussed in greater detail herein; and

WHEREAS, the County and Fairfield County have established a joint county industrial business park (the "Park") by entering into a Master Agreement Governing the I-77 Corridor Regional Industrial Park dated as of April 15, 2003, as amended (the "Park Agreement") pursuant to the provisions of Article VIII, Section 13 of the South Carolina Constitution; and

WHEREAS, the County and Fairfield County have amended the Park Agreement by including the site of the Project in the Park; and

WHEREAS, the Company shall make or cause to be made payments in lieu of taxes to the County in the total amount equivalent to the ad valorem property taxes that would have been due and payable but for the location of the Project within the Park; and

WHEREAS, pursuant to the provisions of the Park Agreement, the County retains a certain portion of such fee in lieu of tax payments; and

WHEREAS, the County has agreed to grant certain special source revenue credits (the "Special Source Revenue Credits") with regard to certain infrastructure and real property which is a part of the Project more particularly described on the attached Exhibit B (the "Infrastructure"); and

WHEREAS, the County and the Company desire to enter into this Second Amended and Restated Infrastructure Agreement to replace the 2001 Agreement; and

WHEREAS, the County Council has duly authorized execution and delivery of this Agreement by ordinance duly enacted by the County Council on December 15, 2009, following conducting a public hearing held December 15, 2009 in compliance with the terms of the Act (as defined below).

NOW, THEREFORE, in consideration of the respective representations and agreements hereinafter contained, the County and the Company agree as follows:

ARTICLE I DEFINITIONS

The terms defined in this Article I shall for all purposes of this Agreement have the meanings herein specified, unless the context clearly otherwise requires. Except where the context otherwise requires, words importing the singular number shall include the plural number and vice versa.

"Act" shall mean, collectively, Title 4, Chapter 29 and Title 4, Chapter 1 of the Code of Laws of South Carolina 1976, as amended, and all future acts amendatory thereof.

"Agreement" shall mean this Agreement, as the same may be amended, modified or

supplemented in accordance with the terms hereof.

"*Company*" shall mean Blue Cross and Blue Shield of South Carolina, a South Carolina corporation, its successors and assigns.

"*Cost*" or "*Cost of the Infrastructure*" shall mean the cost of acquiring, by construction and purchase, the Infrastructure and shall be deemed to include, without limitation, whether incurred prior to or after the date of the Agreement: (a) obligations incurred for labor, materials, and other expenses to builders and materialmen in connection with the acquisition, construction, and installation of the Infrastructure; (b) the cost of construction bonds and of insurance of all kinds that may be required or necessary during the course of construction and installation of the Infrastructure, which is not paid by the contractor or contractors or otherwise provided for; (c) the expenses for test borings, surveys, test and pilot operations, estimates, plans and specifications and preliminary investigations therefor, and for supervising construction, as well as for the performance of all other duties required by or reasonably necessary in connection with the acquisition, construction, and installation of the Infrastructure; and (d) all other costs which shall be required under the terms of any contract for the acquisition, construction, and installation of the Infrastructure.

"*County*" shall mean Richland County, South Carolina, a body politic and corporate and a political subdivision of the State of South Carolina and its successors and assigns.

"*County Fee Payments*" shall mean payments in lieu of taxes paid to the County with respect to the Project.

"*Event of Default*" shall mean, with reference to this Agreement, the occurrence described in Section 4.01 hereof.

"*Infrastructure*" shall mean the water, sewer, pollution control improvements, site grading, road and parking lot construction, walkways, sidewalks, street lighting, landscaping, and any other infrastructure improvements or real property described in Exhibit B attached hereto.

"*Ordinance*" shall mean the ordinance enacted by the County Council on December 15, 2009, authorizing the execution and delivery of this Agreement.

"*Park Agreement*" shall mean the Master Agreement Governing the I-77 Corridor Regional Industrial Park dated as of April 15, 2003, between the County and Fairfield County, South Carolina, as amended, supplemented, or replaced from time to time.

"*Park*" shall mean the joint county industrial business park established pursuant to the terms of the Park Agreement, and any joint county industrial or business park which includes the site of the Project and which is designated by the County as such pursuant to any agreement, which supersedes or replaces the initial Park Agreement.

"*Person*" shall mean an individual, a corporation, a partnership, an association, a joint stock company, a trust, any unincorporated organization, or a government or political subdivision.

"*Special Source Revenue Credits*" shall mean the credits granted by the County to the

Company of amounts to compensate the Company for Cost of the Infrastructure in the amounts set forth in Section 3.03 hereof.

ARTICLE II REPRESENTATIONS AND WARRANTIES

SECTION 2.01. Representations by the County. The County makes the following representations and covenants as the basis for the undertakings on its part herein contained:

(a) The County is a body politic and corporate and a political subdivision of the State of South Carolina and is authorized and empowered by the provisions of the Act to enter into the transactions contemplated by this Agreement and to carry out its obligations hereunder. By proper action by the County Council, the County has been duly authorized to execute and deliver this Agreement, and any and all agreements collateral thereto.

(b) Pursuant to the Act, including 4-1-175, the County will grant credits to defray the costs paid, or caused to be paid, by the Company for the construction of the Infrastructure for the purpose of promoting the economic development of the County.

(c) The County is not in default under any of the provisions of the laws of the State of South Carolina, where any such default would affect the validity or enforceability of this Agreement.

SECTION 2.02. Representations by the Company. The Company makes the following representations and warranties as the basis for the undertakings on its part herein contained:

(a) The Company is a corporation duly organized, validly existing, and in good standing, under the laws of the State of South Carolina, has power to enter into this Agreement, and by proper company action has been duly authorized to execute and deliver this Agreement.

(b) This Agreement has been duly executed and delivered by the Company and constitutes the legal, valid, and binding obligation of the Company, enforceable in accordance with its terms except as enforcement thereof may be limited by bankruptcy, insolvency, or similar laws affecting the enforcement of creditors' rights generally.

(c) Neither the execution and delivery of this Agreement, the consummation of the transactions contemplated hereby, nor the fulfillment of or compliance with the terms and conditions of this Agreement, will result in a material breach of any of the terms, conditions, or provisions of any corporate restriction or any agreement or instrument to which the Company is now a party or by which it is bound, or will constitute a default under any of the foregoing, or result in the creation or imposition of any lien, charge, or encumbrance of any nature whatsoever upon any of the property or assets of the Company, other than as may be created or permitted by this Agreement.

SECTION 2.03. Covenants of County.

(a) The County will at all times maintain its corporate existence and will use its best efforts to maintain, preserve, and renew all its rights, powers, privileges, and franchises; and it

will comply with all valid acts, rules, regulations, orders, and directions of any legislative, executive, administrative, or judicial body applicable to this Agreement.

(b) The County covenants that it will from time to time execute and deliver such further instruments and take such further action as may be reasonable and as may be required to carry out the purpose of this Agreement; provided, however, that such instruments or actions shall never create or constitute an indebtedness of the County within the meaning of any state constitutional provision or statutory limitation and shall never constitute or give rise to a pecuniary liability of the County or a charge against its general credit or taxing power or pledge the credit or taxing power of the State, or any other political subdivision of the State.

(c) The County will use its best efforts to include and maintain the site of the Project within the boundaries of a joint county industrial or business park in order to facilitate the Special Source Revenue Credits described herein.

**ARTICLE III
SPECIAL SOURCE REVENUE CREDITS**

SECTION 3.01. Payment of Costs of Infrastructure. The Company agrees to pay, or cause to be paid, all costs of the Infrastructure as and when due. The County hereby acknowledges that the Company has paid Costs of Infrastructure as of the date of delivery hereof of not less than \$60,000,000. The Company agrees to complete the acquisition and construction of the Infrastructure pursuant to the plans and specifications approved by the Company. Notwithstanding the foregoing sentence, the plans and specifications for the Infrastructure may be modified from time to time as deemed necessary by the Company.

SECTION 3.02. [Reserved].

SECTION 3.03. Special Source Revenue Credits.

(a) As of the date of this Agreement, the Company has certified in writing to the County that it has created and presently maintains at least 650 full-time employees at the Project. The Company acknowledges that its maintenance of 650 full-time employees at the Project is a key consideration for the County in granting the additional incentives provided herein. The County hereby promises to grant an annual Special Source Revenue Credit (“SSRC”) to the Company from the County Fee Payments in accordance with the terms and conditions set forth herein. The percentage of the annual SSRC and the term of the SSRC shall be determined pursuant to an annual certification by the Company of the number of full-time employees at the Project, which shall be provided by the filing by the Company of a certificate, the form of which is attached hereto as Exhibit C (the “Certificate”). Based on the number of employees certified by the Company, the amount of the annual SSRC shall be determined in accordance with the following table:

Number of Full-Time Employees Certified	Percentage of Annual SSRC
650 or above	20%
550-649	15%
450-549	14%
350-449	13%

250-349	12%
249 or below	see below

The Company must file the Certificate on or before September 15 each year beginning with the year following the execution of this Agreement. If the Company fails to file the Certificate by September 15 in any year, the County may, in its discretion, determine that the Company is not entitled to some or all of the SSRC for that year.

Moreover, if in any year the number of full-time employees certified by the Company at the Project in the Certificate is 249 or below, then the Company shall not be entitled to any SSRC in that year. If for three consecutive years the number of full-time employees certified by the Company at the Project in the Certificate is 249 or below, this Agreement shall automatically terminate upon filing of a Certificate in the third year reflecting such employee level. If the County determines the Company has failed to file a Certificate in the third consecutive year in which it has full-time employees of less than 249 at the Project, this Agreement shall immediately terminate upon written notice delivered by the County to the Company.

The term of the SSRC shall commence in the first year after the execution of this Agreement and, unless otherwise terminated as provided herein, shall terminate on December 31, 2025. Should the Company fail to file a Certificate or otherwise qualify to claim the SSRC in any year, the County may, in its discretion, determine that the Company lose benefits for that year and no carryforward of benefits shall be permitted. The SSRCs shall be reflected on the notice of fees due sent to the Company by the County Auditor annually, by reducing the County Fee Payment by the percentage set forth herein.

(b) No breach by the County of this Agreement shall result in the imposition of any pecuniary liability upon the County or any charge upon its general credit or against its taxing power. The liability of the County under this Agreement or of any warranty herein included or for any breach or default by the County of any of the foregoing shall be limited solely and exclusively to the County Fee Payments pledged herein. The County shall not be required to execute or perform any of its duties, obligations, powers, or covenants hereunder except to the extent of the County Fee Payments pledged herein.

(c) In the event state law is altered or amended to eliminate the presently existing “Point of Sale” statutory provisions, including, without limitation, Sections 12-37-3140 and 12-37-3150 of the Code of Laws of South Carolina 1976, so as to retroactively delay the increase in value of the building comprising part of the Project being purchased by the Company in 2009, then the amount of the annual SSRC set forth herein shall be decreased by a proportionate amount equal to the percentage difference in value between the value assessed by the County for calendar year 2009 (approximately \$ 26.9 million) and the actual sales price (estimated to be \$36.5 million); provided that such proportionate reduction in the SSRC shall only be in effect for years in which the assessed value for Richland County property tax purposes is less than the actual sales price.

**ARTICLE IV
DEFAULTS AND REMEDIES**

SECTION 4.01. Events of Default. If any party shall fail duly and punctually to perform any material covenant, condition, agreement or provision contained in this Agreement on the part of such party to be performed, which, except as otherwise provided in this Agreement, failure shall continue for a period of thirty (30) days after written notice by the other party specifying the failure and requesting that it be remedied is given to the defaulting party by first-class mail, then such party shall be in default under this Agreement (an "Event of Default").

SECTION 4.02. Legal Proceedings by Company and the County. Upon the happening of any Event of Default by a party, then and in every such case the other party in its discretion may:

- (a) by mandamus, or other suit, action, or proceeding at law or in equity, enforce all of its rights and require the defaulting party to carry out any agreements with or for its benefit and to perform its or their duties under the Act and this Agreement;
- (b) bring suit upon this Agreement;
- (c) exercise any or all rights and remedies in effect in the State of South Carolina, or other applicable law, as well as all other rights and remedies possessed by the Company; or
- (d) by action or suit in equity enjoin any acts or things which may be unlawful or in violation of its rights..

SECTION 4.03. Remedies Not Exclusive. No remedy in this Agreement conferred upon or reserved to the Company or the County is intended to be exclusive of any other remedy or remedies, and each and every such remedy shall be cumulative and shall be in addition to every other remedy given under this Agreement or now or hereafter existing at law or in equity or by statute.

SECTION 4.04. Nonwaiver. No delay or omission of the Company or the County to exercise any right or power accruing upon any default or Event of Default shall impair any such right or power or shall be construed to be a waiver of any such default or Event of Default, or an acquiescence therein; and every power and remedy given by this Article VI to the Company may be exercised from time to time and as often as may be deemed expedient.

**ARTICLE V
MISCELLANEOUS**

SECTION 5.01. Successors and Assigns. All the covenants, stipulations, promises, and agreements in this Agreement contained, by or on behalf of, or for the benefit of, the County, shall bind or inure to the benefit of the successors of the County from time to time and any officer, board, commission, agency, or instrumentality to whom or to which any power or duty of the County shall be transferred.

SECTION 5.02. Provisions of Agreement for Sole Benefit of County and Company. Except as in this Agreement otherwise specifically provided, nothing in this Agreement expressed

or implied is intended or shall be construed to confer upon any Person other than the County and the Company any right, remedy, or claim under or by reason of this Agreement, this Agreement being intended to be for the sole and exclusive benefit of the County and the Company.

SECTION 5.03. Severability. In case anyone or more of the provisions of this Agreement shall, for any reason, be held to be illegal or invalid, the illegality or invalidity shall not affect any other provision of this Agreement, and this Agreement shall be construed and enforced as if the illegal or invalid provisions had not been contained herein or therein.

SECTION 5.04. No Liability for Personnel of County or Company. No covenant or agreement contained in this Agreement shall be deemed to be the covenant or agreement of any member, agent, or employee of the County or its governing body or the Company or any of its officers, employees, or agents in his individual capacity, and neither the members of the governing body of the County nor any official executing this Agreement shall be liable personally on this Agreement or be subject to any personal liability of accountability by reason of the execution thereof.

SECTION 5.05. Notices. All notices, certificates, requests, or other communications under this Agreement shall be sufficiently given and shall be deemed given, unless otherwise required by this Agreement, when (i) personally delivered or (ii) sent by electronic transmission or facsimile and confirmed by United States first-class registered mail, postage prepaid, addressed as follows:

(a) If to the County: Richland County c/o County Administrator
P.O. Box 192
Columbia, SC 29202

With a copy to: Ray Jones
Parker Poe Adams & Bernstein LLP
1201 Main Street, St. 1450
Columbia, SC 29201

(b) if to the Company: Blue Cross and Blue Shield of South Carolina
1-20 at Alpine Road
Columbia, South Carolina 29219
Attn: Mr. Mike Mizeur

A duplicate copy of each notice, certificate, request or other communication given under this Agreement to the County, any tenant, or the Company shall also be given to the others. The County and the Company may, by notice given under this Section 5.05, designate any further or different addresses to which subsequent notices, certificates, requests or other communications shall be sent.

SECTION 5.06. Applicable Law. The laws of the State of South Carolina shall govern the construction of this Agreement.

SECTION 5.07. Counterparts. This Agreement may be executed in any number of counterparts, each of which, when so executed and delivered, shall be an original; but such counterparts shall together constitute but one and the same instrument.

SECTION 5.08. Entire Agreement. This Agreement shall constitute the entire agreement of the parties with regards to the grant of Special Source Revenue Credits in connection with the Project. Upon the execution hereof, the 2001 Agreement shall become null and void and be superseded and replaced in full by this Agreement.

SECTION 5.09. Amendments. This Agreement may be amended only by written agreement of the parties hereto.

SECTION 5.010. Waiver. Either party may waive compliance by the other party with any term or condition of this Agreement only in a writing signed by the waiving party.

SECTION 5.011. Administrative Fees of the County. The Company shall pay directly or reimburse the County for all reasonable costs and fees, including but not limited to the County's costs for retention of its Special Counsel, actually incurred by the County but exclusive of normal County overhead including costs and salaries related to administrative, staff employees and similar costs and fees, relating to the negotiation and approval of the inducement of the Project, as they shall become due, but in no event later than the date which is the earlier of any payment date expressly provided for in this Agreement or the date which is forty-five (45) days after receiving written notice from the County, accompanied by such supporting documentation as may be necessary to evidence the County's right to receive such payment, specifying the nature of such expense and requesting payment of same. The costs and fees reimbursable under this Section 5.011 shall in no event exceed \$4,500 in the aggregate.

IN WITNESS WHEREOF, Richland County, South Carolina, has caused this Agreement to be executed by the Chairman of its County Council and its corporate seal to be hereunto affixed and attested by the Clerk of its County Council and Blue Cross and Blue Shield of South Carolina has caused this Agreement to be executed by one of its authorized officers, all as of the day and year first above written.

[SIGNATURE PAGE FOLLOWS]

RICHLAND COUNTY, SOUTH CAROLINA

By: _____ (SEAL)
Chairman, County Council of
Richland County

ATTEST:

Clerk, County Council of Richland County

BLUE CROSS AND BLUE SHIELD OF SOUTH
CAROLINA

By: _____
Its: _____

EXHIBIT "A"
(Legal Description)

EXHIBIT A

PROPERTY DESCRIPTION

Those certain tracts of land in Richland County, South Carolina containing in the aggregate 42.161 acres, more or less, consisting of Tract A (containing 26.440 acres, more or less) and Tract B (containing 15.721 acres, more or less), being more particularly described as follows:

TRACT A

That certain tract of land in Richland County, South Carolina., containing 26.440 acres, more or less, being shown and designated on Boundary and Topographic Survey, dated December 2, 1997, last revised April 13, 1998, prepared for Holmes Smith Development, Inc. by Power Engineering Company, Inc., said Boundary and Topographic Survey being incorporated herein by reference, said property being more particularly described as follows:

BEGINNING at an iron pin located at the northwesternmost corner of the subject property whereon the same corners with the southern boundary of the right of way of Technology Circle and property N/F NMFO Associates; thence running from said point of beginning along the southern boundary of the right of way of Technology Circle in a curve to the left having a radius of 756.20 feet and a length of 80.04, the chord of which runs N74° 57'29"E for 80.00 feet, to an iron pin; thence turning and running along property N/F S.C. Research Authority S15°18'48"E for 426.36 feet to an iron pin; thence turning and continuing along said property S80°51'54"E for 763.80 feet to an iron pin; thence turning and running along the right of way of Carotech Boulevard in a curve to the right having a radius of 487.87 feet and a length of 90.13 feet, the chord of which runs S33°41'22"E for 90.00 feet to an iron pin; thence continuing along Carotech Boulevard S28°23'49"E for 117.15 feet to an iron; thence turning and continuing along Carotech Boulevard in a curve to the left having a radius of 605.96 feet and a length of 254.41 feet, the chord of which runs S40°29'35"E for 252.55 feet; thence turning and running along Carotech Boulevard and Farrow Road SC Hwy 555 in a curve to the right having a radius of 130.00 feet and a length of 206.16 feet, the chord of which runs S06°36'08" for 185.22 feet to an iron pin; thence continuing along the right of way of Farrow Road S38°10'50"W for 108.08 feet to an iron pin; thence continuing along Farrow Road in a curve to the right having a radius of 1557.02 feet and a length of 1097.88 feet, the chord of which runs S58°22'56"W for 1075.27 feet to a point; thence continuing along Farrow Road S78°34'56"W for 156.16 feet to an iron pin; thence turning and running along Tract B as shown on the aforesaid plat from point to point as follows: N11°25'04"W for 266.15 feet to an iron pin; N09°08'06"E for 838.12 feet to an iron pin; N15°18'48"W for 308.94 to an iron pin; thence running along property shown on the aforesaid plat as N/F NMFO Associates N15°18'48" for 372.71 feet to an iron pin, this being the POINT OF BEGINNING.

TRACT B

That certain tract of land in Richland County, South Carolina, containing 15.721 acres, more or less, shown and designated as Tract B on a plat prepared for Holmes Smith (BCBS), LLC by Power Engineering Company, Inc. dated September 3, 1998, last September 18, 1998, said plat being incorporated herein by reference, said property being more particularly described as follows:

BEGINNING at an iron pin located at the northernmost corner of the subject property whereon the same corners with Tract B-1 as shown on the aforesaid plat and property of Holmes Smith (BCBS), LLC, which point of beginning is located a distance of 402.71 feet from the southern boundary of Technology Circle measured along the northern boundary of property of Holmes Smith (BCBS), LLC having a course of S15°18'48"E, thence from said point of beginning along property of Holmes Smith (BCBS), LLC S15°18'48"E for 308.94 feet to an iron; S9°08'06"W for 838.12 feet to an iron; and S11°25'04"E for 266.15 feet to an iron located on the northern boundary of the right of way for Farrow Road (S.C. Hwy. 555); thence turning and running along the northern boundary of Farrow Road (S.C. Hwy. 555) S78°34'56"W for 481.75 feet to an iron, S11°25'04"E for 47.00 feet to an iron, and S78°34'56"W for 87.15 feet to an iron whereon the property corners with property now or formerly of Yates; thence turning and running along property of Yates N11°19'10"W for 392.26 feet to an iron; thence turning and running along property of S.C. Research Authority N24°10'34"E for 310.77 feet to a point whereon the subject property corners with Tract B-1 as shown on the aforesaid plat; thence turning and running along property shown as Tract B-1 on the aforesaid plat N04°32'05"E for 71.83 feet to an iron, N09°08'06"E for 696.51 feet to an iron, S80°52'00"E for 124.98 feet to an iron, S85°53'47"W for 151.79 feet to an iron, S80°03'06"W for 6.18 feet to an iron, and N48°05'24"E for 144.62 feet to an iron, this being the Point of Beginning.

EXHIBIT B

INFRASTRUCTURE

To be located on property in Richland County as described in Exhibit A to this Second Amended and Restated Infrastructure Credit Agreement and related to an office building for the benefit of Blue Cross and Blue Shield of South Carolina.

Land

Office Building

Interior Roads

Parking, Grading, Lighting, Landscaping, and Surface Water Drainage Facilities and Utilities

Richland County Council Request of Action

Subject

Hospitality Tax Ordinance Amendment: County Promotions 75%/25% Split [**THIRD READING**]

Notes

First Reading: November 17, 2009

Second Reading:

Third Reading:

Public Hearing:

Richland County Council Request of Action

Subject

09-11MA

Abdalla Yaghy

Abdalla Yaghy

RU to RC (4.19 Acres)

35206-02-06 & 35200-09-56

Corner of Garners Ferry Rd. & Pond Dr. **[THIRD READING] [PAGE 51]**

STATE OF SOUTH CAROLINA
COUNTY COUNCIL OF RICHLAND COUNTY
ORDINANCE NO. ____-09HR

AN ORDINANCE OF THE COUNTY COUNCIL OF RICHLAND COUNTY, SOUTH CAROLINA, AMENDING THE ZONING MAP OF UNINCORPORATED RICHLAND COUNTY, SOUTH CAROLINA, TO CHANGE THE ZONING DESIGNATION FOR THE REAL PROPERTIES DESCRIBED AS TMS # 35206-02-06 AND TMS # 35200-09-56 FROM RU (RURAL DISTRICTS) TO RC (RURAL COMMERCIAL DISTRICTS); AND PROVIDING FOR SEVERABILITY AND AN EFFECTIVE DATE.

Pursuant to the authority granted by the Constitution of the State of South Carolina and the General Assembly of the State of South Carolina, BE IT ENACTED BY RICHLAND COUNTY COUNCIL:

Section I. The Zoning Map of unincorporated Richland County is hereby amended to change the real properties described as TMS # 35206-02-06 and TMS # 35200-09-56 from RU (Rural District) zoning to RC (Rural Commercial District) zoning.

Section II. If any section, subsection, or clause of this Ordinance shall be deemed to be unconstitutional, or otherwise invalid, the validity of the remaining sections, subsections, and clauses shall not be affected thereby.

Section III. All ordinances or parts of ordinances in conflict with the provisions of this ordinance are hereby repealed.

Section IV. This ordinance shall be effective from and after _____, 2009.

RICHLAND COUNTY COUNCIL

By: _____
Paul Livingston, Chair

Attest this _____ day of
_____, 2009.

Michielle R. Cannon-Finch
Clerk of Council

Public Hearing: October 27, 2009
First Reading: November 24, 2009 (tentative)
Second Reading:
Third Reading:

Richland County Council Request of Action

Subject

An Ordinance Amending the Fiscal Year 2009-2010 Conservation Commission Fund Budget to appropriate \$23,000 of reserved fund balance for the Wetlands Mitigation Assessment **[THIRD READING][PAGES 53-54]**

Notes

First Reading: November 3, 2009

Second Reading:

Third Reading:

Public Hearing:

STATE OF SOUTH CAROLINA
COUNTY COUNCIL FOR RICHLAND COUNTY
ORDINANCE NO. __-10HR

AN ORDINANCE AMENDING THE FISCAL YEAR 2009-2010
CONSERVATION COMMISSION FUND BUDGET TO APPROPRIATE \$23,000
OF RESERVED FUND BALANCE FOR THE WETLANDS MITIGATION
ASSESSMENT.

Pursuant to the authority granted by the Constitution and the General Assembly of the State of South Carolina, BE IT ENACTED BY THE COUNTY COUNCIL FOR RICHLAND COUNTY:

SECTION I. That the amount of twenty three thousand (\$23,000) be appropriated to the Fiscal Year 2009-2010 Conservation Commission Fund budget for the Wetlands Mitigation Assessment. Therefore, the Fiscal Year 2009-2010 Conservation Commission Fund Budget is hereby amended as follows:

REVENUE

Revenue appropriated July 1, 2009 as amended:	\$ 1,213,299
Appropriation of reserved fund balance:	<u>23,000</u>
Total Conservation Commission Fund Budget as amended:	\$ 1,236,299

EXPENDITURES

Expenditures appropriated July 1, 2009 as amended:	\$ 1,213,299
Increase to Conservation Commission Fund budget:	<u>23,000</u>
Total Conservation Commission Fund Expenditures:	\$ 1,236,299

SECTION II. Severability. If any section, subsection, or clause of this ordinance shall be deemed to be unconstitutional or otherwise invalid, the validity of the remaining sections, subsections, and clauses shall not be affected thereby.

SECTION III. Conflicting Ordinances Repealed. All ordinances or parts of ordinances in conflict with the provisions of this ordinance are hereby repealed.

SECTION IV. Effective Date. This ordinance shall be enforced from and after _____, 2009.

RICHLAND COUNTY COUNCIL

BY: _____
Paul Livingston, Chair

Item# 12

Attachment number 1
Page 1 of 2

ATTEST THIS THE ____ DAY

OF _____, 2009

Michielle R. Cannon-Finch
Clerk of Council

RICHLAND COUNTY ATTORNEY'S OFFICE

Approved As To LEGAL Form Only.
No Opinion Rendered As To Content.

First Reading:
Second Reading:
Public Hearing:
Third Reading:

Richland County Council Request of Action

Subject

09-13MA
Westinghouse
Brian Pasco
RU to HI (44.98 Acres)
18600-01-01(p)
5801 Bluff Rd. [**PAGE 56**]

STATE OF SOUTH CAROLINA
COUNTY COUNCIL OF RICHLAND COUNTY
ORDINANCE NO. ____-09HR

AN ORDINANCE OF THE COUNTY COUNCIL OF RICHLAND COUNTY, SOUTH CAROLINA, AMENDING THE ZONING MAP OF UNINCORPORATED RICHLAND COUNTY, SOUTH CAROLINA, TO CHANGE THE ZONING DESIGNATION FOR THE REAL PROPERTY DESCRIBED AS A PORTION OF TMS # 18600-01-01 FROM RU (RURAL DISTRICT) TO HI (HEAVY INDUSTRIAL DISTRICT); AND PROVIDING FOR SEVERABILITY AND AN EFFECTIVE DATE.

Pursuant to the authority granted by the Constitution of the State of South Carolina and the General Assembly of the State of South Carolina, BE IT ENACTED BY RICHLAND COUNTY COUNCIL:

Section I. The Zoning Map of unincorporated Richland County is hereby amended to change the real property described as a portion of TMS # 18600-01-01 (described in Exhibit A, which is attached hereto), from RU (Rural District) zoning to HI (Heavy Industrial District) zoning.

Section II. If any section, subsection, or clause of this Ordinance shall be deemed to be unconstitutional, or otherwise invalid, the validity of the remaining sections, subsections, and clauses shall not be affected thereby.

Section III. All ordinances or parts of ordinances in conflict with the provisions of this ordinance are hereby repealed.

Section IV. This ordinance shall be effective from and after _____, 2009.

RICHLAND COUNTY COUNCIL

By: _____
Paul Livingston, Chair

Attest this _____ day of
_____, 2009.

Michielle R. Cannon-Finch
Clerk of Council

Public Hearing: November 24, 2009 (tentative)
First Reading: November 24, 2009 (tentative)
Second Reading:
Third Reading:

Richland County Council Request of Action

Subject

Comprehensive Plan [PAGES 58-62]



2009 COMPREHENSIVE PLAN COUNCIL WORKSHOP

1. FROM: Val Hutchinson

CONCERN: Density increases service demand and can overburden existing infrastructure.

STAFF RESPONSE: According to a National transportation Survey, doubling density decreases the vehicle miles traveled by thirty eight (38) percent (Robert Dunphry and Kimberly Fisher, "Transportation, Congestion, and Density; New Insights," Transportation Research Record). Residents of low density single family communities tend to have two or more cars per household while residents of high density apartments and condominiums tend to have one car per household. Typically the demographic of multifamily housing developments are singles, childless couples, and the aging population (seniors and/or empty nesters).

Higher density development is recommended for supporting mass transit and can also reduce the cost per unit by utilizing smaller lots or constructing vertically. Allowing higher density development increases the number of units while reducing costs which can have the added benefit of making higher density developments more profitable and attractive to the private sector.

2. FROM: Norman Jackson

CONCERN: The Priority Investment Area (PIA) density recommendations in the Southeast Richland Master Plan (SERN) area is not compatible with community wishes.

STAFF RESPONSE: The Comp Plan recommends that PIA's housing be varied at moderate densities between four (4) to sixteen (16) dwelling units per acre. According to the SERN Short Term Recommendations 2006;

"Incorporate a mixture of uses and housing types with more rural type housing occurring on the edge of the district, more dense housing occurring closer to the intersection of Garners Ferry Road, and commercial uses clustered more densely at Garners Ferry intersection with Lower Richland Boulevard (pg 12)."

This recommendation was based on feedback generated from the public during the master planning process thus creating the recommendation for PIA's to have a moderate range. The moderate range suggestion is intended to accommodate the needs of the community in which it is in by providing a wide range for maximum flexibility to meet the different PIA's needs. For those Neighborhood Master Plans within the identified PIA's additional text should be placed in the Comp Plan stating that density recommendations and considerations should refer to the community's wishes/recommendations within the Neighborhood Master Plan.

3. FROM: Bill Malinowski

CONCERN: Comp Plan is not specific and should be more specific.

STAFF RESPONSE: Planning staff is open to direction on which areas and policies should be more specific.

4. FROM: Val Hutchinson

CONCERN: A goal from the Fire Department is to "actively promoting the installation of fire sprinkler systems in all structures....", Page CF-18.



STAFF RESPONSE: This has been approved for the 2009 International Building Code, but has not been adopted at the State level. Staff recommends striking this recommendation from the plan.

5. FROM: Val Hutchinson

CONCERN: Urban Growth Boundary

STAFF RESPONSE: In order to have a form of rural land in this County, we must protect it. The Future Land Use Map (FLUM) Urban and suburban areas offer numerous opportunities to develop abundant housing choices to adequately support our population growth, while maintaining our rural areas for less dense development. Development will still be allowed in these low density suburban areas at 33,000 sq ft lots. Focusing development in the suburban and urban areas of the FLUM offers the opportunity to develop using existing infrastructure, including roads, water, and sewer.

Additionally, the Comp Plan FLUM illustrates the general area designated for each land category. The lines on the FLUM are not specific property lines; they are approximations of areas. The FLUM is not intended to be an urban boundary map.

6. FROM: Val Hutchinson

CONCERN: Transfer of Development Rights (TDR's)

STAFF RESPONSE: TDR - A voluntary mechanism for land preservation and financial compensation to land owners. A TDR program allows landowners to sever development rights from properties in government-designated low-density areas and sell them to purchasers who want to increase the density of development in other areas.

For example, an owner of 100 acres of RU zoned land has a development right, subject to compliance with various regulations, of 130 Dwelling Units – this is called a “transfer zone”

A developer could purchase these 130 Dwelling Units “rights” from the transfer zone owner for use on a parcel in a designated “receiving zone” – receiving zones are areas where the county wants to encourage more dense development such as priority investment areas

These development rights are sold and bought in the free market. The local government's only role is to ID the transfer and receiving zones based on the comp plan land use designations

7. FROM: Paul Livingston

CONCERN: Document should be a vision for the County.

STAFF RESPONSE: Many of the Comprehensive Plan Goals and Strategies align with the Richland County Strategic Plan. The strategies outlined under Strategic Priority #1 “Manage Growth” directly align with the Comprehensive Plan goals to invest in neighborhood redevelopment, coordinate planning efforts, ensure conservation and protection of natural resources, and identifying land use regulations to identify and target areas where growth will and will not be encouraged. The Comprehensive Plan focuses on providing a variety of tools to encourage growth management and the efficient use of County land, infrastructure, and natural resources.



8. FROM: Norman Jackson

CONCERN: Affordable housing should be a partnership utilizing CDBG funds with mixed income communities.

STAFF RESPONSE: Staff feels that this is a great suggestion and it should be incorporated into Comprehensive Plan.

9. FROM: Bill Malinowski

CONCERN: The Land Use Element identifies land use as Urban, Suburban, and Low Density Suburban. The land uses should be identified by traditional categories such as Urban, Suburban, and Rural.

STAFF RESPONSE: Staff will make the recommended changes to these categories.

10. FROM: Val Hutchinson

CONCERN: Strategy number one under Goal 8 in the Land Use Element (Proactively amend the Official Zoning Map ensuring the zoning districts comply with the Land Use Element designations).

STAFF RESPONSE: Staff recommends striking this strategy from the plan.

STATE OF SOUTH CAROLINA
COUNTY COUNCIL FOR RICHLAND COUNTY
ORDINANCE NO. ___-09HR

AN ORDINANCE ADOPTING A COMPREHENSIVE PLAN FOR THE COUNTY OF RICHLAND, PURSUANT TO THE STATE OF SOUTH CAROLINA COMPREHENSIVE PLANNING ENABLING ACT OF 1994.

WHEREAS, the 1994 State of South Carolina Comprehensive Planning Enabling Act (Section 6-29-310, et seq., of the Code of Laws of South Carolina 1976, as amended) requires the development and adoption of a local Comprehensive Plan designed to promote public health, safety, morals, convenience, prosperity, or the general welfare as well as the efficiency and economy of the County; and

WHEREAS, on May 3, 1999, Richland County Council adopted the “Imagine Richland 2020 Comprehensive Plan” pursuant to S.C. Code Section 6-29- 310, et al. (Ordinance No. 013-99HR); and

WHEREAS, the Imagine Richland 2020 Comprehensive Plan was amended on December 20, 2005 by the incorporation of the “Southeast Richland Neighborhood Master Plan” (dated November 3, 2005) into the Lower Richland Area Plan (Ordinance No. 104-05HR); and

WHEREAS, the Imagine Richland 2020 Comprehensive Plan was amended on October 3, 2006 by the incorporation of the “Broad River Neighborhoods Master Plan”, dated July 6, 2006, into the I-20 Interbeltway Subarea Plan (Ordinance No. 094-06HR); and

WHEREAS, the Imagine Richland 2020 Comprehensive Plan was amended on June 19, 2007 by the incorporation of “The Renaissance Plan for the Decker Boulevard/Woodfield Park Area” (dated March 12, 2007) into the I-20 Corridor Sub-area Plan (Ordinance No. 055-07HR); and

WHEREAS, the Imagine Richland 2020 Comprehensive Plan was amended on February 17, 2009 by the incorporation of “The Candlewood Neighborhood Master Plan” (dated December 1, 2008) into the Northeast Area Plan (Ordinance No. 007-09HR); and

WHEREAS, the Comprehensive Plan must be comprised of certain defined elements, including, but not limited to: (1) a population element, (2) an economic development element, (3) a natural resources element, (4) a cultural resources element, (5) a community facilities element, (6) a housing element, (7) a land use element, (8) a transportation element, and (9) a priority investment element; and

WHEREAS, pursuant to Section 6-29-510 (E), the comprehensive plan, including all elements of it, must be updated at least every ten years.

WHEREAS, the Richland County Planning Commission has recommended to County Council the adoption of such a plan, said plan being dated April 6, 2009, and entitled “2009 Richland County Comprehensive Plan”; and

WHEREAS, it appears to County Council that the Comprehensive Plan is comprised of all required elements, is proper in all other material respects, and that the adoption of the Plan is in the best interest of the County;

NOW, THEREFORE, pursuant to the authority granted by the Constitution and the General Assembly of the State of South Carolina, be it enacted by the County Council for Richland County as follows:

SECTION I. Pursuant to Section 6-29-530 of the Code of Laws of South Carolina 1976, as amended, Richland County Council does hereby adopt, approve, and ratify the “2009 Richland County Comprehensive Plan”, which is on file in the Planning and Development Services Department.

SECTION II. The “Southeast Richland Neighborhood Master Plan” (dated November 3, 2005), and the “Broad River Neighborhoods Master Plan” (dated July 6, 2006), and “The Renaissance Plan for the Decker Boulevard/Woodfield Park Area” (dated March 12, 2007), and the “Candlewood Neighborhood Master Plan” (dated December 1, 2008) are all incorporated into the aforementioned “2009 Richland County Comprehensive Plan” and shall remain in full force and effect.

SECTION III. Severability. If any section, subsection, or clause of this ordinance shall be deemed to be unconstitutional or otherwise invalid, the validity of the remaining sections, subsections, and clauses shall not be affected thereby.

SECTION IV. Conflicting Ordinances Repealed. All ordinances or parts of ordinances in conflict with the provisions of this ordinance are hereby repealed.

SECTION V. Effective Date. This ordinance shall be enforced from and after _____, 2009.

RICHLAND COUNTY COUNCIL

BY: _____
Paul Livingston, Chair

ATTEST THIS THE ____ DAY

OF _____, 2009.

Michielle R. Cannon-Finch
Clerk of Council

First Reading: April 21, 2009
Public Hearing: April 28, 2009
Second Reading: April 28, 2009
Third Reading: December 15, 2009 (tentative)

Richland County Council Request of Action

Subject

An Ordinance Amending Ordinance No. 029-07HR; so as to temporarily decrease the tap fees to be paid by users of the Broad River Regional Sewer System to Three thousand (\$3000.00) dollars and to implement a gradual increase of such fees to Four Thousand (\$4000.00) Dollars **(By Title Only)[PAGE 64]**

STATE OF SOUTH CAROLINA
COUNTY COUNCIL OF RICHLAND COUNTY
ORDINANCE NO. ____-09HR

AN ORDINANCE AMENDING ORDINANCE NO. 029-07HR; SO AS TO TEMPORARILY DECREASE THE TAP FEES TO BE PAID BY USERS OF THE BROAD RIVER REGIONAL SEWER SYSTEM TO THREE THOUSAND (\$3000.00) DOLLARS AND TO IMPLEMENT A GRADUAL INCREASE OF SUCH FEES TO FOUR THOUSAND (\$4000.00) DOLLARS.

Richland County Council Request of Action

Subject

An Ordinance Authorizing (1) the execution and delivery of an infrastructure credit and incentive agreement by and among Richland County, South Carolina and Navistar, Inc., and/or Pure Power Technologies, LLC, and/or one or more of their affiliates, and assigns to provide for, in part, special source revenue credits, the conveyance of fee simple title to certain land and real property improvements, and the inclusion and maintenance of certain property in a joint county industrial or business park; and (2) other matters related thereto **[PAGES 66-83]**

STATE OF SOUTH CAROLINA
COUNTY COUNCIL FOR RICHLAND COUNTY
ORDINANCE NO. _____

AN ORDINANCE AUTHORIZING (1) THE EXECUTION AND DELIVERY OF AN INFRASTRUCTURE CREDIT AND INCENTIVE AGREEMENT BY AND AMONG RICHLAND COUNTY, SOUTH CAROLINA AND NAVISTAR, INC., AND/OR PURE POWER TECHNOLOGIES, LLC., AND/OR ONE OR MORE OF THEIR AFFILIATES AND ASSIGNS, TO PROVIDE FOR, IN PART, SPECIAL SOURCE REVENUE CREDITS, THE CONVEYANCE OF FEE SIMPLE TITLE TO CERTAIN LAND AND REAL PROPERTY IMPROVEMENTS, AND THE INCLUSION AND MAINTENANCE OF CERTAIN PROPERTY IN A JOINT COUNTY INDUSTRIAL OR BUSINESS PARK; AND (2) OTHER MATTERS RELATED THERETO.

WHEREAS, Richland County, South Carolina (the “County”) acting by and through its County Council (the “County Council”) is authorized by Title 4, Chapter 1 of the Code of Laws of South Carolina 1976, as amended, including Sections 4-1-170 and 4-1-175 thereof, and Section 4-29-68 of the Code of Laws of South Carolina 1976, as amended (collectively, the “Act”) and Article VIII, Section 13 of the South Carolina Constitution (i) to provide special source revenue credits for the purpose of defraying the cost of designing, acquiring, constructing, improving, or expanding the infrastructure serving the County or the project and for improved and unimproved real estate used in the operation of a manufacturing facility or commercial enterprise to enhance the economic development of the County; and (ii) to create, in conjunction with one or more other counties, a joint county industrial or business park in order to afford certain enhanced income tax credits to certain investors and to facilitate the grant of such special source revenue credits (“Park”); and

WHEREAS, Navistar, Inc., a Delaware corporation (“Navistar”), has made significant investment in the County through the establishment of certain manufacturing and research and development facilities (the “Project”) by its purchase of certain membership interests and assets from Continental Automotive Systems US, Inc., a Delaware corporation, consisting of, among other things, the membership interests of Continental Diesel Systems US, LLC, a Delaware limited liability company (“CDS”) which has since been renamed Pure Power Technologies, LLC (“PPT”) and real and/or personal property located at 1410 Northpointe Boulevard, Blythewood, South Carolina (the “Production Facility”) and 121 Research Drive, Columbia, South Carolina (the “R&D Facility”); and

WHEREAS, the Project, in part, consists of investment in certain real property, including, among other things, land, buildings and other improvements to land, and personal property including, among other things, furniture, fixtures, machinery and equipment located at the Production Facility that were previously subject to that certain Lease Agreement dated December 30, 1999 between the County and Siemens Diesel Systems Technology, LLC (predecessor of CDS), as amended by that certain Amendment to Lease dated June 4, 2004, and terminated as of October 15, 2009 pursuant to that certain Settlement Agreement effective as of July 29, 2009 between the County, CAS, CDS, and Richland County Development Corporation (such property collectively referred to herein as the “Existing Blythewood Property”); and

WHEREAS, pursuant to the provisions of Article VIII, Section 13 of the South Carolina Constitution, the County and Fairfield County, South Carolina (“Fairfield County”) have established a

Park (the "Richland-Fairfield Park") by entering into that certain Master Agreement Governing the I-77 Corridor Regional Industrial Park, dated April 15, 2003, as amended or supplemented from time to time (the "Richland-Fairfield Park Agreement"); and

WHEREAS, the Production Facility, including the Existing Blythewood Property, is located on land more fully described on the attached **Exhibit A** (the "Production Facility Land"); and

WHEREAS, the County and Fairfield County have previously amended the Richland-Fairfield Park Agreement to expand the boundaries of the Richland-Fairfield Park to include the Production Facility Land and the real and personal property located thereon, and the County has agreed to maintain such property within the boundaries of a Park in order to facilitate the Special Source Revenue Credits (as defined below); and

WHEREAS, in accordance with Article VIII, Section 13 of the South Carolina Constitution, real and personal property having a *situs* in a Park, including the Richland-Fairfield Park, is exempt from all *ad valorem* taxation, however, the owners or lessees of such real and personal property are obligated to make or cause to be made payments in lieu of taxes in the total amount equivalent to the *ad valorem* property taxes that would have been due and payable but for the location of the such real and personal property within a Park (each, a "Richland Fee Payment"); and

WHEREAS, the County has agreed to provide special source revenue credits against the Richland Fee Payments made by Navistar, PPT, and their affiliates and assigns, attributable to the Company's investment in the Existing Blythewood Property in an amount sufficient to reduce each such Richland Fee Payment so that the resulting net Richland Fee Payment equals the amount of such payment if calculated using an assessment ratio of 6% and a locked millage rate equal to the millage rate currently in effect for the Production Facility, _____ mills, for a period of twenty (20) years beginning with the Richland Fee Payment due on January 15, 2011 and terminating with the Richland Fee Payment due on January 15, 2030 (the "Special Source Revenue Credits"); and

WHEREAS, the County has agreed to convey, or cause to be conveyed, to Navistar or PPT fee simple title to the land on which the R&D Facility is located, and more fully described on the attached **Exhibit A** (the "R&D Facility Land"), including all buildings and other real property improvements thereon; and

WHEREAS, the terms of each of these incentives are more fully described in the Agreement, attached as **Exhibit B**; and

WHEREAS, the Agreement now before this meeting is in appropriate form and is an appropriate instrument to be executed and delivered by the County for the purposes intended; and

NOW, THEREFORE, BE IT ORDAINED, by the County Council as follows:

Section 1. The provisions, terms, and conditions of the Agreement presented to this meeting and filed with the Clerk to Council are hereby approved, and all of the provisions, terms, and conditions thereof are hereby incorporated herein by reference as if the Agreement were set out in this Ordinance in its entirety. The Chair of County Council, or the Vice Chair of County Council in the event the Chair is absent, is hereby authorized, empowered, and directed to execute the Agreement in the name and on behalf of the County; the Clerk to County Council is hereby authorized and directed to attest the same; and the Chair of County Council, or the Vice Chair of County Council in the event the Chair is absent, is further authorized, empowered, and directed to deliver the Agreement to _____.

Section 2. The Agreement is to be in substantially the form now before this meeting and hereby approved, or with such changes therein as shall not materially adversely affect the rights of the County thereunder and as may be recommended by counsel for the County and as shall be approved by the official or officials of the County executing the same, their execution thereof to constitute conclusive evidence of their approval of any and all changes or revisions therein from the form of the Agreement now before this meeting.

Section 3. The Chair of County Council, or the Vice Chair of County Council in the event the Chair is absent, and the County Administrator, for and on behalf of the County, are hereby each authorized, empowered, and directed to do any and all things necessary or proper to effect the performance of all obligations of the County under and pursuant to the Agreement and to carry out the transactions contemplated thereby and by this Ordinance.

Section 4. The provisions of this Ordinance are hereby declared to be separable and if any section, phrase, or provision shall for any reason be declared by a court of competent jurisdiction to be invalid, unconstitutional, or unenforceable, such declaration shall not affect the validity of the remainder of the sections, phrases, and provisions hereunder.

Section 5. All orders, ordinances, resolutions, and parts thereof in conflict herewith are to the extent of such conflict hereby repealed. This Ordinance shall be effective after third and final reading.

Enacted this ____ day of January, 2010.

RICHLAND COUNTY, SOUTH CAROLINA

By: _____
Paul Livingston, Chairman, County Council
Richland County, South Carolina

[SEAL]

Attest:

By: _____
Michielle Cannon Finch, Clerk to Council
Richland County, South Carolina

First Reading: December 15, 2009
Second Reading: _____, 2009
Public Hearing: _____, 2009
Third Reading: _____, 2009

EXHIBIT A

[To be inserted.]

EXHIBIT B

Infrastructure Credit and Incentive Agreement

INFRASTRUCTURE CREDIT AND INCENTIVE AGREEMENT

among

RICHLAND COUNTY, SOUTH CAROLINA

and

[NAVISTAR, INC.]

and

[PURE POWER TECHNOLOGIES, LLC].

_____, 2010

INFRASTRUCTURE CREDIT AND INCENTIVE AGREEMENT

This INFRASTRUCTURE CREDIT AND INCENTIVE AGREEMENT, effective as of January __, 2010 (as the same may be amended, modified or supplemented in accordance with the terms hereof, the "Agreement"), among RICHLAND COUNTY, SOUTH CAROLINA, a body politic and corporate, and a political subdivision of the State of South Carolina (the "County"), [NAVISTAR, INC.], a Delaware corporation ("[Navistar]") and [PURE POWER TECHNOLOGIES, LLC], a Delaware limited liability company ("[PPT]") ([Navistar] and [PPT], collectively referred to herein as, the "Company," [except in certain contexts, as used in the Agreement, in which "Company" means [Navistar] and [PPT] individually]).

WITNESSETH:

WHEREAS, the County, acting by and through its County Council (the "County Council") is authorized by Title 4, Chapter 1 of the Code of Laws of South Carolina 1976, as amended, including Sections 4-1-170 and 4-1-175 thereof, and Section 4-29-68 of the Code of Laws of South Carolina 1976, as amended (collectively, the "Act") and Article VIII, Section 13 of the South Carolina Constitution (i) to provide special source revenue credits for the purpose of defraying the cost of designing, acquiring, constructing, improving, or expanding the infrastructure serving the County or the project and for improved and unimproved real estate used in the operation of a manufacturing facility or commercial enterprise to enhance the economic development of the County; and (ii) to create, in conjunction with one or more other counties, a joint county industrial or business park in order to afford certain enhanced income tax credits to certain investors and to facilitate the grant of such special source revenue credits; and

WHEREAS, the Company has made significant investment in the County through the establishment of certain manufacturing and research and development facilities (the "Project") by its purchase of certain membership interests and assets from Continental Automotive Systems US, Inc., a Delaware corporation, consisting of, among other things, the membership interests of Continental Diesel Systems US, LLC, a Delaware limited liability company ("CDS") which has since been renamed Pure Power Technologies, LLC ("PPT") and real and/or personal property located at 1410 Northpointe Boulevard, Blythewood, South Carolina (the "Production Facility") and 121 Research Drive, Columbia, South Carolina (the "R&D Facility")(the Production Facility and the R&D Facility, collectively referred to herein as, the "Facilities"); and

WHEREAS, the Project, in part, consists of investment in certain real property, including, among other things, land, buildings and other improvements to land, and personal property including, among other things, furniture, fixtures, machinery and equipment located at the Production Facility that were previously subject to that certain Lease Agreement dated December 30, 1999 between the County and Siemens Diesel Systems Technology, LLC (predecessor of CDS), as amended by that certain Amendment to Lease dated June 4, 2004, and terminated as of October 15, 2009 pursuant to that certain Settlement Agreement effective as of July 29, 2009 between the County, CAS, CDS, and Richland County Development Corporation (such property collectively referred to herein as the "Existing Blythewood Property"); and

WHEREAS, pursuant to the provisions of Article VIII, Section 13 of the South Carolina Constitution, the County and Fairfield County, South Carolina ("Fairfield County") have established a joint county industrial or business park (the "Richland-Fairfield Park") by entering into that certain

Master Agreement Governing the I-77 Corridor Regional Industrial Park, dated April 15, 2003, as amended or supplemented from time to time (the “Richland-Fairfield Park Agreement”); and

WHEREAS, the Production Facility, including the Existing Blythewood Property, is located on land more fully described on the attached **Exhibit A** (the “Production Facility Land”); and

WHEREAS, the County and Fairfield County have previously amended the Richland-Fairfield Park Agreement to expand the boundaries of the Richland-Fairfield Park to include the Production Facility Land and the real and personal property located thereon, and the County has agreed to maintain such property within the boundaries of the Park (as defined below) in order to facilitate the Special Source Revenue Credits (as defined below); and

WHEREAS, in accordance Article VIII, Section 13 of the South Carolina Constitution, and pursuant to the provisions of the Park Agreement (as defined below), real and personal property having a *situs* in the Park is exempt from all *ad valorem* taxation, however, the owners or lessees of such real and personal property are obligated to make or cause to be made payments in lieu of taxes in the total amount equivalent to the *ad valorem* property taxes that would have been due and payable but for the location of the such real and personal property within the Park and payments in lieu of taxes so made (each, a “Richland Fee Payment”); and

WHEREAS, the County has agreed to provide special source revenue credits against the Richland Fee Payments made by Navistar, PPT, and their affiliates and assigns, attributable to the Company’s investment in the Existing Blythewood Property in an amount sufficient to reduce each such Richland Fee Payment so that the resulting net Richland Fee Payment equals the amount of such payment if calculated using an assessment ratio of 6% and a locked millage rate equal to the millage rate currently in effect for the Production Facility, _____ mills, for a period of twenty (20) years beginning with the Richland Fee Payment due on January 15, 2011 and terminating with the Richland Fee Payment due on January 15, 2030 (the “Special Source Revenue Credits”); and

WHEREAS, the County has agreed to convey, or cause to be conveyed, to the Company or PPT fee simple title to the land on which the R&D Facility is located, and more fully described on the attached **Exhibit A** (the “R&D Facility Land”), including all buildings and other real property improvements thereon (collectively with the R&D Facility Land referred to herein as the “R&D Facility Real Property”); and

WHEREAS, the County Council has authorized the execution and delivery of this Agreement by Ordinance No. _____ enacted by the County Council on January __, 2010 (the “Ordinance”).

NOW, THEREFORE, in consideration of the respective representations and agreements hereinafter contained, the above recitals which are incorporated herein by reference, and other good and valuable consideration, the receipt and legal sufficiency of which is hereby acknowledged, the parties hereto agree as follows:

ARTICLE I

ADDITIONAL DEFINITIONS

The defined terms in this Agreement shall for all purposes of this Agreement have the meanings

specified, unless the context clearly otherwise requires. Except where the context otherwise requires, words importing the singular number shall include the plural number and *vice versa*.

"Company" shall mean _____, its successors and assigns.

"Cost" or "Cost of the Infrastructure" means the cost of acquiring, by construction and purchase, the Infrastructure and shall be deemed to include, without limitation, whether incurred prior to or after the date of this Agreement: (a) obligations incurred for labor, materials, and other expenses to builders and materialmen in connection with the acquisition, construction, and installation of the Infrastructure; (b) the cost of construction bonds and of insurance of all kinds that may be required or necessary during the course of construction and installation of the Infrastructure, which is not paid by the contractor or contractors or otherwise provided for; (c) the expenses for test borings, surveys, test and pilot operations, estimates, plans and specifications and preliminary investigations therefore, and for supervising construction, as well as for the performance of all other duties required by or reasonably necessary in connection with the acquisition, construction, and installation of the Infrastructure; and (d) all other costs which shall be required under the terms of any contract for the acquisition, construction, and installation of the Infrastructure.

"County" shall mean Richland County, South Carolina, a body politic and corporate and a political subdivision of the State of South Carolina and its successors and assigns.

"Infrastructure" means any infrastructure serving the economic development of the County and any improved and unimproved real property, buildings, structural components of buildings, fixtures or other real property improvements used in the operation of a manufacturing or commercial enterprise in order to enhance the economic development of the County, including, without limitation, the Company's infrastructure, the Production Facility Land, the buildings, fixtures and other real property improvements on the Production Facility Land, and any additions or improvements to any of the foregoing, all as defined and permitted under the Act. **[Personal Property]**

"Park Agreement" shall mean the Richland-Fairfield Park Agreement, as amended, supplemented, or replaced from time to time.

"Park" shall mean the joint county industrial business park established pursuant to the terms of the Park Agreement, and any joint county industrial or business park which includes the Production Facility Land, the Existing Blythewood Property, and other real and personal property comprising the Production Facility, and which is designated by the County as such pursuant to any agreement, which supersedes or replaces the Richland-Fairfield Park Agreement.

"Person" means an individual, a corporation, a partnership, a limited liability company, an association, a joint stock company, a trust, any unincorporated organization, or a government or political subdivision.

"Special Source Revenue Credits" shall mean the credits granted by the County to Navistar, PPT, and their affiliates and assigns, in the amounts set forth in Section 3.03 hereof.

The words "hereof", "herein", "hereunder", and other words of similar import refer to this Agreement as a whole.

ARTICLE II

REPRESENTATIONS

SECTION 2.01. Representations by the County. The County makes the following representations:

- (a) The County is a body politic and corporate and a political subdivision of the State of South Carolina;
- (b) The County is authorized and empowered by the provisions of the Act to enter into, and carry out its obligations under, this Agreement;
- (c) The County has approved this Agreement by adoption of the Ordinance in accordance with the procedural requirements of the Act and any other applicable state law; and
- (d) The County enters into this Agreement for the purpose of promoting the economic development of the County.

SECTION 2.02. Representations by the Company. The Company makes the following representations:

- (a) Navistar is a corporation duly organized, validly existing, and in good standing, under the laws of the State of Delaware, has power to enter into this Agreement, and by proper company action has authorized the officials signing this Agreement to execute and deliver it;
- (b) PPT is a limited liability company duly organized, validly existing, and in good standing, under the laws of the State of Delaware, has power to enter into this Agreement, and by proper company action has authorized the officials signing this Agreement to execute and deliver it; and
- (c) The Special Source Revenue Credits provided by the County and the conveyance by the County to the Company or PPT of fee simple title to the R&D Real Property in the manner set forth in this Agreement have been instrumental in inducing them to invest in the Project, including the Facilities, in the County.

SECTION 2.03. Covenants by the County.

- (a) The County will at all times maintain its corporate existence and will use its best efforts to maintain, preserve, and renew all its rights, powers, privileges, and franchises; and it will comply with all valid acts, rules, regulations, orders, and directions of any legislative, executive, administrative, or judicial body applicable to this Agreement.; and
- (b) The County has included and will maintain the Production Facility Land and the real and personal property located on the Production Facility Land within the boundaries of a Park in order to facilitate the Special Source Credits described herein.

ARTICLE III

SPECIAL SOURCE REVENUE CREDITS

SECTION 3.01. Payment of Costs of Infrastructure. The Company agrees to pay, or cause to be paid, all Costs of the Infrastructure.

SECTION 3.02. [Reserved].

SECTION 3.03. Special Source Revenue Credits.

(a) To defray the Costs of Infrastructure, the County agrees to provide Special Source Revenue Credits against the Richland Fee Payments attributable to the Company's investment in the Existing Blythewood Property in an amount sufficient to reduce each such Richland Fee Payment so that the resulting net Richland Fee Payment equals the amount of such payment if calculated using an assessment ratio of 6% and a locked millage rate equal to the millage rate currently in effect for the Production Facility, _____ mills, for a period of twenty (20) years beginning with the Richland Fee Payment due on January 15, 2011 and terminating with the Richland Fee Payment due on January 15, 2030. The Special Source Revenue Credits shall be reflected on notices of fees due sent to the Company or other applicable taxpayer by the County Auditor, by reducing the Richland Fee Payment due by the amount set forth herein.

(b) If subsection 3.03(a) is found to be invalid, illegal or unenforceable by a court of competent jurisdiction, the County agrees to provide the Company with a credit in an amount and for a term that is valid pursuant to such court ruling commensurate to the benefits intended by this Agreement, but in no event may the value of such commensurate benefit exceed the value of the invalid, illegal or unenforceable benefit offered to the Company under this Agreement.

(c) THIS AGREEMENT AND THE SPECIAL SOURCE REVENUE CREDITS BECOMING DUE HEREON ARE LIMITED OBLIGATIONS OF THE COUNTY PAYABLE BY THE COUNTY SOLELY FROM THE RICHLAND FEE PAYMENTS DERIVED BY THE COUNTY FROM THE COMPANY OR OTHER APPLICABLE TAXPAYER PURSUANT TO THE PARK AGREEMENT, AND DO NOT AND SHALL NOT CONSTITUTE A GENERAL OBLIGATION OF THE COUNTY OR ANY MUNICIPALITY WITHIN THE MEANING OF ANY CONSTITUTIONAL OR STATUTORY LIMITATION AND DO NOT AND SHALL NOT CONSTITUTE OR GIVE RISE TO A PECUNIARY LIABILITY OF THE COUNTY OR ANY MUNICIPALITY OR A CHARGE AGAINST THE GENERAL CREDIT OR TAXING POWER. THE FULL FAITH, CREDIT, AND TAXING POWER OF NEITHER THE COUNTY NOR ANY MUNICIPALITY ARE PLEDGED FOR THE SPECIAL SOURCE REVENUE CREDITS.

(d) No breach by the County of this Agreement shall result in the imposition of any pecuniary liability upon the County or any charge upon its general credit or against its taxing power. The liability of the County under this Agreement or for any breach or default by the County of any of the foregoing shall be limited solely and exclusively to the Richland Fee Payments received from the Company. The County shall not be required to provide the Special Source Revenue Credits except with respect to the Richland Fee Payments received from the Company or other applicable taxpayer.

ARTICLE IV

TRANSFERS OF THE PROJECT

SECTION 4.01. Transfers of the Project. The County acknowledges and agrees that [Company] and [Company] each may from time to time and in accordance with applicable law, sell, transfer, lease, convey, or grant its respective interest in the Project to another entity and that the sale, transfer, lease, conveyance or grant does not relieve the County of the County's obligation to provide Special Source Revenue Credits to Navistar, PPT, and their affiliates and assigns of such Special Source Revenue Credits under this Agreement.

ARTICLE V

R&D REAL PROPERTY

SECTION 5.01. Conveyance of Title to R&D Real Property.

(a) The County agrees to convey, or cause to be conveyed, to the Navistar or PPT fee simple title to the R&D Real Property on or before January ____, 2010. **[Attach form of General Warranty Deed as Exhibit C.]**

(b) If the Company fails to either hire, or cause to be hired, at least 160 full-time employees (including, without limitation, contract employees) (the "Minimum Employment Requirement") or invest, or cause to be invested, at least \$36,000,000 (including investment and acquisition costs made prior to or after the date of this Agreement and without regard to subsequent depreciation or diminution in value) (the "Minimum Investment Requirement") in the aggregate at the Facilities, collectively, at any point in time during a period commencing on [_____] 1, 2009] and ending on the earlier of (i) December 31, 2010 or (ii) the date that the Company provides written certification to the County, in form and substance reasonably acceptable to the County and the Company, certifies to the County in writing that it has met the Minimum Employment Requirement and the Minimum Investment Requirement (the "Initial Threshold Period") the Company shall pay to the County an amount calculated according to the formula set forth below in this subsection 5.01(b) (the "Initial Reimbursement Payment").

The degree of compliance shall be measured against each of the Minimum Employment Requirement (160 full-time employees) and the Minimum Investment Requirement (\$36,000,000), and shall be weighted 50% employment / 50% investment times the R&D Real Property's current assessed value of \$1,296,000.

1.
$$\frac{\text{Actual Investment}}{\$36,000,000} \times 100 = \text{Investment Achievement Percentage [IAP]}$$
2.
$$100\% - \text{IAP} = \text{Investment Alteration Factor [IAF]}$$
3.
$$\frac{\text{Actual Employees Hired}}{160} \times 100 = \text{Employment Achievement Percentage [EAP]}$$
4.
$$100\% - \text{EAP} = \text{Employment Alteration Factor [EAF]}$$

5. $\frac{\text{IAF} + \text{EAF}}{2} = \text{Final Alteration Factor [FAF]}$
6. $\text{FAF} \times \$1,296,000 = \text{Initial Reimbursement Payment}$

As an example, assuming the Company invested \$30,000,000 and hired 150 employees during the Initial Threshold Period, the Initial Reimbursement Payment would be calculated as follows:

1. $\frac{\$30,000,000}{\$36,000,000} \times 100 = 83.3\% \text{ [IAP]}$
2. $100\% - 83.3\% = 16.7\% \text{ [IAF]}$
3. $\frac{150}{160} \times 100 = 93.8\% \text{ [EAP]}$
4. $100\% - 93.8\% = 6.2\% \text{ [EAF]}$
5. $\frac{16.7\% + 6.2\%}{2} = 11.5\% \text{ [FAF]}$
6. $11.5\% \times \$1,296,000 = \text{Initial Reimbursement Payment of } \$149,040.$

As an additional example, assuming the Company invested \$45,000,000 and hired 150 employees during the Initial Threshold Period, the Initial Reimbursement Payment would be calculated as follows:

1. $\frac{\$45,000,000}{\$36,000,000} \times 100 = 125\% \text{ [IAP]}$
2. $100\% - 125\% = (-25\%) \text{ [IAF]}$
3. $\frac{150}{160} \times 100 = 93.8\% \text{ [EAP]}$
4. $100\% - 93.8\% = 6.2\% \text{ [EAF]}$
5. $\frac{(-25\%) + 6.2\%}{2} = (-18.8\%) \text{ [FAF]}$
6. $(-18.8\%) \times \$1,296,000 = \text{No Initial Reimbursement Payment due.}$

(c) If the Company is not required to make an Initial Reimbursement Payment pursuant to subsection 5.01(b) hereof, a three (3) year employment maintenance period will begin immediately following the Initial Threshold Period (the “Employment Maintenance Period”). If during the Employment Maintenance Period, the Company fails to maintain the Minimum Employment Requirement, it shall make a one-time hypothetical monthly lease payment to the County in the amount of \$10,800 for any month in which such shortfall exists.

As an example, assuming (i) the Company was not required to make the Initial Reimbursement Payment, (ii) the Employment Maintenance Period commenced on December 1, 2010, and (iii) the Company continuously maintained the Minimum Employment Requirement throughout the Employment Maintenance Period except for the periods March 10 through 20, 2012 and January 5 through 20, 2013, the Company would owe the County two hypothetical monthly lease payments of \$10,800 for a total amount due of \$21,600.

During the Employment Maintenance Period, the Minimum Employment Requirement shall be deemed satisfied if as of such date (i) the Minimum Employment Requirement is then being met or exceeded, or (ii) the monthly average of all full-time employees at the Facilities, collectively, over the preceding 12 month period meets or exceeds the Minimum Employment Requirement.

ARTICLE VI

DEFAULTS AND REMEDIES

SECTION 6.01. Events of Default. If any party shall fail duly and punctually to perform any material covenant, condition, agreement or provision contained in this Agreement on the part of such party to be performed, which, except as otherwise provided in this Agreement, failure shall continue for a period of thirty (30) days after written notice by the other party specifying the failure and requesting that it be remedied is given to the defaulting party by first-class mail, then such party shall be in default under this Agreement (an “Event of Default”).

SECTION 6.02. Legal Proceedings by Company and County. Upon the happening of any Event of Default by a party, then and in every such case the other party in its discretion may:

- (1) by mandamus, or other suit, action, or proceeding at law or in equity, enforce all of its rights and require the defaulting party to carry out any agreements with or for its benefit and to perform its or their duties under the Act and this Agreement;
- (2) bring suit upon this Agreement;
- (3) exercise any or all rights and remedies in effect in the State of South Carolina, or other applicable law, as well as all other rights and remedies possessed by the Company; or
- (4) by action or suit in equity enjoin any acts or things which may be unlawful or in violation of its rights.

SECTION 6.03. Remedies Not Exclusive. No remedy in this Agreement conferred upon or

reserved either to the Company or County is intended to be exclusive of any other remedy or remedies, and each and every such remedy shall be cumulative and shall be in addition to every other remedy given under this Agreement or now or hereafter existing at law or in equity or by statute.

SECTION 6.04. Nonwaiver. No delay or omission of the Company or County to exercise any right or power accruing upon any default or Event of Default shall impair any such right or power or shall be construed to be a waiver of any such default or Event of Default, or an acquiescence therein; and every power and remedy given by this Article VI to the Company or County may be exercised from time to time and as often as may be deemed expedient.

ARTICLE VII

MISCELLANEOUS

SECTION 7.01. Binding Effect; Successors and Assigns. This Agreement shall be binding, in accordance with its terms, upon and inure to the benefit of the Company and the County, and their respective successors and assigns. All covenants, stipulations, promises, and agreements contained in this Agreement, by or on behalf of, or for the benefit of, the County, shall bind or inure to the benefit of the successors of the County from time to time and any officer, board, commission, agency, or instrumentality to whom or to which any power or duty of the County, shall be transferred.

SECTION 7.02. Provisions of Agreement for Sole Benefit of County and Company. Except as in this Agreement otherwise specifically provided, nothing in this Agreement expressed or implied is intended or shall be construed to confer upon any person other than the County and the Company any right, remedy, or claim under or by reason of this Agreement, this Agreement being intended to be for the sole and exclusive benefit of the County and the Company.

SECTION 7.03. Severability. In case any one or more of the provisions of this Agreement shall, for any reason, be held to be illegal, invalid or unenforceable, the illegality, invalidity or unenforceability shall not affect any other provision of this Agreement, and this Agreement and the Special Source Revenue Credits shall be construed and enforced as if the illegal, invalid or unenforceable provisions had not been contained herein or therein so as to most closely effectuate the legal, valid and enforceable intent hereof or thereof and so as to afford the Company with the maximum benefits to be derived herefrom or therefrom.

SECTION 7.04. No Liability for Personnel of County or Company. No covenant or agreement contained in this Agreement is deemed to be a covenant or agreement of any member, agent, or employee of the County or its governing body or the Company or any of its officers, employees, or agents in an individual capacity, and neither the members of the governing body of the County nor any official executing this Agreement is liable personally on the Credits or the Agreement or subject to any personal liability or accountability by reason of the issuance thereof.

SECTION 7.05. Notices. All notices, certificates, requests, or other communications under this Agreement are sufficiently given and are deemed given, unless otherwise required by this Agreement, when (i) delivered or (ii) sent by facsimile and confirmed by United States first-class registered mail, postage prepaid, addressed as follows:

- (a) if to the County: Richland County, South Carolina
 Attn: Richland County Administrator
 2020 Hampton Street
 Columbia, SC 29202
- with a copy to: Parker Poe Adams & Bernstein, LLP
 Attn: Ray E. Jones
 P.O. Box 1509
 Columbia, SC 29202
- (b) if to the Company: Navistar, Inc.
 Attn: Houman Kashanipour
 4201 Winfield Road
 Warrenville, Illinois 60555
- with a copy to: Navistar, Inc.
 Attn: Steve Covey, General Counsel
 4201 Winfield Road
 Warrenville, Illinois 60555
- with a copy to: Nexsen Pruet, LLC
 Attn: Burnet R. Maybank, III
 P.O. Drawer 2426
 Columbia, SC 29202

The County and the Company may, by notice given under this Section 7.05, designate any further or different addresses to which subsequent notices, certificates, requests or other communications shall be sent.

SECTION 7.06. Administrative Fees. The Company shall reimburse the County for reasonable expenses, including, reasonable attorneys’ fees, related to (i) review and negotiation of this Agreement, (ii) review and negotiation of any other documents related to the Project or the Facilities, or (iii) the Project itself or Facilities themselves (collectively, the “Transaction”), in an amount not to exceed \$5,000.

SECTION 7.07. Merger. This Agreement constitutes the entire agreement among the parties to it with respect to the matters contemplated in it, and it is understood and agreed that all undertakings, negotiations, representations, promises, inducements and agreements heretofore had among these parties are merged herein.

SECTION 7.08 Agreement to Sign Other Documents. The County agrees that it will from time to time execute and deliver such further instruments and take such further action as may be reasonable and as may be required to carry out the purpose of this Agreement; provided, however, that such instruments or actions shall never create or constitute an indebtedness of the County within the meaning of any state constitutional provision [(other than the provisions of Article X, Section 14(10) of the South Carolina Constitution)] or statutory limitation and shall never constitute or give rise to a pecuniary liability of the County or a charge against its general credit or taxing power or pledge the credit or taxing power of the State, or any other political subdivision of the State.

SECTION 7.09. Construction of Agreement. The parties agree that each party and its counsel have reviewed and revised this Agreement and that any rule of construction to the effect that ambiguities are to be resolved against the drafting party does not apply in the interpretation of this Agreement or any amendments or exhibits to this Agreement.

SECTION 7.10. Applicable Law. The laws of the State of South Carolina govern the construction of this Agreement.

SECTION 7.11. Counterparts. This Agreement may be executed in any number of counterparts, each of which, when so executed and delivered, shall be an original; but such counterparts shall together constitute but one and the same instrument.

SECTION 7.12. Amendments. This Agreement may be amended only by written agreement of the parties hereto.

SECTION 7.13. Waiver. Either party may waive compliance by the other party with any term or condition of this Agreement but the waiver is valid only if it is in a writing signed by the waiving party.

Section 7.14. Further Proceedings. It is intended by the parties that any action to be taken hereinafter by the County pursuant to the express provisions of this Agreement may be undertaken by the County without necessity of further proceedings. To the extent that additional proceedings are required by law, however, the County agrees, to the extent permitted by law, to undertake all such steps as may be reasonably required or appropriate to effectuate the intent of this Agreement.

SIGNATURES FOLLOW ON NEXT PAGE.

THE REMAINDER OF THIS PAGE IS INTENTIONALLY LEFT BLANK.

IN WITNESS WHEREOF, Richland County, South Carolina, has caused this Agreement to be executed by the appropriate officials of the County and its corporate seal to be hereunto affixed and attested and [Company] and [Company] have caused this Agreement to be executed by its respective authorized officer, effective the day and year first above written.

RICHLAND COUNTY, SOUTH CAROLINA

By: _____
Name: J. Milton Pope
Its: Administrator
Date: _____

[NAVISTAR, INC.],
a Delaware corporation

By: _____
Name: _____
Its: _____
Date: _____

[PURE POWER TECHNOLOGIES, LLC].,
a Delaware limited liability company

By: _____
Name: _____
Its: _____
Date: _____

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Richland County Council Request of Action

Subject

Annual Financial Supplement to Chair (**Forwarded from the 9/22/09 A&F Committee Meeting**)

Notes

09/22/09 - Information was presented by Administration. The item was forwarded to the October 6, 2009 Council Meeting with a recommendation for a \$750 increase (half-year funding) in the Chair's salary. The vote in favor was unanimous.

Richland County Council Request of Action

Subject

Business Service Center-Policies Approval [**Deferred from the 12/01/09 Council Meeting**] [**PAGES 86-96**]

Council Policies for the



Richland County Business Service Center

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Annexations

- A business which is annexed after being issued a current year business license and will not be doing business in the unincorporated area of Richland County will be given a refund, prorated to account for the date of annexation, provided no other funds are due to the County from the business.
- Business license fees and penalties paid to the County in error from businesses which were annexed will be issued any applicable refunds, in accordance with the State Statute of Limitations.
- Refunds for businesses will be automatically issued for businesses if the business was annexed prior to 2005 and does not do business in the County after annexation.
- Businesses annexed during or after 2005 shall receive an audit following the annexation to determine if the business is owed a refund or if the County is owed any business license fees/penalties.

Appeals

- In the interest of expediting appeals, appeals to the County Council shall be made directly to the full County Council – not placed on a Council Committee agenda.
- Attorneys for involved parties are permitted to be present at appeals hearings.

Background Checks

- Background checks will only be conducted on an as-needed basis. This may stem from notification from the Sheriff's Department or other local, state, or federal law enforcement agencies. Written complaints or information from the public at large may also be accepted as cause to conduct a background check.
- Richland County reserves the right to randomly conduct background checks on any of its business license applicants. Failure to provide any necessary information required in order to conduct a background check may be cause to deny or revoke a business license.

Business Names

- A business may not change its name to a name which is already found in the Business Service Center database, to the extent possible, to limit confusion.
- A new business may not use a name which is already found in the Business Service Center database, to the extent possible.

Business Ownership

- A person of any age may obtain a business license. However, any person under the age of 18 must have a legal guardian also sign as a business owner or indicate knowledge and approval of the minor's business.

Businesses Straddling Jurisdictional Lines

- At the Council meeting of November 3, 2009, the Council approved the following policy:

Any time a business is physically located within Richland County and some other jurisdiction, and more than 50.000% of the business' physical structure is located within the Richland County jurisdiction, the business will be treated as if the entire business is physically located within the Richland County jurisdiction, for fees and taxes purposes, excluding real estate property taxes.

Conversely, if less than 50.000% of the business' physical structure is located within the Richland County jurisdiction, the business will be treated as if no part of the business is physically located within Richland County.

Closing Businesses

- A business shall be considered closed if the following conditions are met:
 - two mailings have been sent to the business and the letters have been returned by the Post Office as undeliverable, or
 - the business has not renewed its license for four consecutive years, and attempts to reach the business are unsuccessful.

- A business which closes prior to the business license deadline is not required to pay for the current year's business license. However, a business which closes after the business license deadline shall be required to pay for the business license for that year, with penalty for obtaining its business license after the deadline.
- A business may not close simply to avoid paying a business license fee. A business which closes and reopens within twelve months with the same owner, same name, same type of business, and/or the same location shall owe any applicable business license fees and penalties.

Compliance

- Failure of a business to pay its business license fees and penalties will result in efforts by the County to recover these funds. Participation in the GEAR and Set-off Debt program, which allows the garnishment of wages and other income, may be explored and/or used.

Exemptions

- A business that is exempted from the requirements of the business license ordinance may be required to obtain a business license, but will be exempt from having to pay for that business license.

Home Sales

Garage Sales

- Two garage sales a year are not considered "doing business" and are allowed by any person or group of persons without being required to have a business license. Having more than two garage sales a year shall result in a business license being required.

Vehicle Sales

- An individual selling two vehicles a year is not considered "doing business" and is not required to have a business license. Selling more than two requires a business license.

Animal Breeders

- An individual selling, once a year, puppies, kittens, or other offspring from animals they own does not constitute "doing business" and does not require a business license.

- Animal breeders, defined as people who own animals that reproduce, whether intentionally or accidentally, more than once a year and sell the offspring, are required to have a business license.

Hospitality Taxes

- Refunds will be issued to businesses that are documented as continuing to collect and remit Hospitality Taxes at the 2% rate. However, these businesses will be notified of the need to collect and remit at the temporary 1% rate.
- Businesses selling goods in addition to foods and/or beverages subject to the Hospitality Tax must separate the revenues generated by the Hospitality Tax applicable items from other sales, so Hospitality Taxes are paid only on the revenue generated by those sales. If the business will not or cannot separate the revenue, an audit will be conducted to determine the amount of gross revenue generated by the sale of items subject to the Hospitality Tax.
- Caterers pay Hospitality Taxes based upon the location of the preparation of the Hospitality Tax applicable items.
- Businesses selling foods or beverages that are subject to the Hospitality Tax on portions of Ft. Jackson which are located in the unincorporated area of the County and which prepare the food and/or beverages in the unincorporated area of Richland County are responsible for paying Hospitality Taxes on those sales.
- Businesses whose payments are five dollars (\$5.00) or less short or high will neither have their payments sent back (if short) or will receive refunds (if high).
- Payment plans may be offered to businesses to pay delinquent Hospitality Taxes.
- Businesses that close are not necessarily excused from paying the remainder of any delinquent Hospitality Tax payments. Efforts to collect unpaid Hospitality Tax fees and payments will continue on a case-by-case basis.
- When a business is annexed into a municipality which does not have their own Hospitality Tax, the County's Hospitality Tax will be reduced from 2% to 1%, and the payments of the Hospitality Taxes (and penalties) will continue to be remitted to the County.
- If a business that should have been paying Hospitality Taxes but was not paying these taxes is annexed, the County is entitled to seek redress directly from the business for delinquent Hospitality Taxes, including penalties, up to the date of annexation.
- Businesses that are annexed and are subject to Hospitality Taxes for both the annexing city as well as the County, shall remit the Hospitality Taxes directly to the County on the frequency established by the Hospitality Tax ordinance.

Independent Contractors

- Independent contractors, people paid with IRS Form 1099s in which taxes are not withheld, are considered as having their own business and are thus required to obtain their own business license. However, if the activity for which the person is paid some nominal amount does not represent the person's primary, or even secondary, occupation, engaging in the activity shall not be considered "doing business" and no business license is required.

Insurance Companies

- For the purposes of this policy only, an "insurance company" is defined by Richland County to mean any company recognized by the State as an "insurance company" by virtue of being registered with the SC Department of Insurance and by virtue of the company also, though not exclusively, engaging in "insurance company" activities.
- The above conditions include businesses which may be considered Health Maintenance Organizations "HMO's" or other variations.
- All activities, even those not of an "insurance" nature, of any such business covered by the conditions above shall be exempt from paying for a business license for ANY activity by that business. They may be required to obtain a business license, but no fee will be charged for that license.

Landlords

- The rental or leasing of three or more single family unit residential properties is considered "doing business" and requires a business license.
- The rental or leasing of one residential property with three or more residential units located on it is considered "doing business" and requires a business license. (This includes mobile home parks, triplexes, quadraplexes, apartments, etc.)
- The rental or leasing of one or more commercial properties, or any part of a commercial property, is considered "doing business" and requires a business license.

NAICS Codes

- NAICS (North American Industrial Classification System) codes in the BSC database will be updated every five years following the completion of NAICS code reviews by the Census Bureau every five years.
(See <http://www.census.gov/epcd/www/drnaics.htm#q20>.)

New Businesses

- Businesses obtaining a business license for the first time while operating without a business license shall obtain a business license in accordance with the State Statute of Limitations.

Online Convenience Fees

- Fees charged by the Visa and Mastercard companies to companies which allow their cards to be used either on-site or on their websites, commonly called “convenience fees,” shall be passed on to the cardholder.

Payments Short or Over

- No business licenses shall be issued if the full payment is not received.
- When a check payment is received via mail is less than \$5.00 under the correct amount, the amount that the check is short shall be waived.
- When a check payment received via mail is less than \$5.00 over the correct amount, the amount that the check is over shall be waived and deposited with the regular cash drawer deposit when the cash drawer is closed.
- When a payment is more than \$5.00 over the proper amount, the amount of the overpayment shall be deposited as a credit to the business the following year (if \$50.00 or less overpaid) or refunded to the business (if over \$50.00 overpaid).
- Exceptions to these ranges will only be made if an error is made on the part of the Business Service Center.

Payments

- Any business making a payment with a check that is returned by the bank for any reason will be required to pay with cash or certified funds the following year. This includes any checks that are paid to the Treasurer's Office for payment of Merchant Taxes.
- Payments with deadlines which fall on a Saturday, Sunday, or County holiday may be personally delivered or postmarked on the next business day and not be charged a late fee.

Refunds

- A new business which accidentally pays for a County license rather than a City license may receive a refund in accordance with the State Statute of Limitations.
- If a business requests a refund due to an overpayment, this request must be submitted in writing. An audit will first be conducted of the business to determine the accurate amount of refund due.
- A business which closes, or which never opens, after paying its business license for that year will not be given a refund. A business which moves out of the unincorporated area of Richland County and will not be doing business in the unincorporated area of Richland County will not be given a refund.
- A business which is annexed after being issued a current year business license and will not be doing business in the unincorporated area of Richland County will be given a refund, provided no other funds are due to the County from the business.
- In accordance with the Statute of Limitations, a business which was annexed one or more years prior to the year of discovery shall be refunded its business license fees for no more than the current plus three immediate prior years since annexation as appropriate (assuming the business no longer does business in the unincorporated areas of Richland County).
- No business which has any type of liability to the County, other than real estate property taxes, will be issued a refund until the liability is paid in full. Furthermore, refunds owed to a business with a County liability will be applied to the liability. If the refund exceeds the liability, the remaining balance of the refund will be issued to the business.
- Refunds to be made shall always be made to the business – even in the event that the funds were paid to the County in error and should have been paid to a municipality.
- See also refund policies referenced in policies relating to annexations, Hospitality Taxes, and zoning fees.

Smoking Ban

- Enforcement of the smoking ban shall be conducted on an as-needed and random basis.
- Only commissioned code enforcement officers are qualified to document a violation of the smoking ban, and only after personally witnessing violations will Uniform Ordinance Summons be issued.

Students

- “Students” – defined as people regularly attending a public or accredited school or apprenticeship program to further education or learn a trade (including but not limited to barber, beauty or cosmetology schools; massage schools; or veterinary schools) – who practice their trade or education for which they are attending school and obtain only tips (considered to be 25% or less of the value of the service) in exchange for their service shall not be required to have a business license, as working for tips is not considered as “doing business.”
- However, students practicing their trade or education for which they are attending school and receive revenue (defined as more than 25% of the fair market value of the service) from sales or in exchange for a service provided shall be considered as doing business and are required to obtain a business license.
- Students of a non-profit or State-supported school who (1) practice their trade in exchange for more than 25% of fair market value and (2) whose revenues belong to the students and not to the organization shall (1) not be covered by the organization’s non-profit or 501(c)(3) status or the “political subdivision” status and (2) shall be required to obtain a business license.

Uniform Ordinance Summons

- Tickets may be nolle prossed only with the knowledge and consent of the Director of the Business Service Center.

Zoning Fees

- The zoning review fee will only be refunded if the property is found to be located not in the unincorporated area of the County (i.e., in a municipality or outside Richland County altogether).
- There are no exemptions from paying the zoning fee.

Richland County Council Request of Action

Subject

Hospitality Tax County Promotions Grant Guidelines and Application Changes (**Deferred from the 12/01/09 Council meeting**) [PAGES 98-107]



RICHLAND COUNTY HOSPITALITY TAX FUND
GUIDELINES FOR DISTRIBUTION OF COUNTY PROMOTIONS FUNDS
ROUND ONE FY 2010 –2011

NOTE: Please read all guidelines carefully! This program has changed.

PROGRAM DESCRIPTION

Promotion Grants are funded through Hospitality Tax (H-Tax) revenues collected in **unincorporated** Richland County as well as incorporated municipal areas of the Town of Irmo which lie in Richland County and the entire incorporated municipal area of the Town of Eastover. These funds may be used for tourism related events and programs in Richland County, with a priority of funding projects in those areas where H-Tax funds are collected. Please pay close attention to grant guidelines as they explain organization and program eligibility as well as funding priorities.

On May 6, 2003, Richland County Council passed an ordinance establishing a two-percent (2%) H-Tax on all prepared food and beverages sold in the unincorporated areas of Richland County. On **April 7, 2009** **March 17, 2009**, County Council passed an amendment to the ordinance to temporarily reduce the H-Tax to 1% (one percent) in the unincorporated areas of Richland County **through June 30, 2011**. The proceeds from this tax are to be used for the dedicated purpose of promoting tourism in Richland County. The County Promotions program is a competitive grants program that provides H-Tax funds to eligible organizations.

On July 24, 2007, Richland County Council voted to modify the County Promotions Competitive Grant award cycle from one annual cycle to two cycles (rounds) per year. The following information details the requirements for FY 2010-2011:

Round One: For projects occurring **and continuing** between July 1, 2010 and June 30, 2011
(Application Deadline: February 26, 2010)

Round Two: For projects occurring between January 1, 2011 and June 30, 2011
(Application Deadline: August 27, 2010)

Please Note: Hospitality Advisory Committee has the right to defer Round One applications to Round Two if their program falls between January 1 and June 30, 2011. Organizations that receive funding in Round One are **not** eligible to apply for Round Two funding.

ALLOCATION REQUIREMENTS

The Richland County Hospitality Tax Ordinance provides for the annual distribution of H-Tax revenues to the following agencies and programs:

- Columbia Museum of Art
- Historic Columbia Foundation
- EdVenture Children’s Museum
- **County Promotions (Competitive Grants Program)**

June 12, 2009, Richland County Council amended the Hospitality Tax Ordinance to state:

For the amounts distributed under the County Promotions program, funds will be distributed with a goal of seventy-five percent (75%) dedicated to **organizations and projects that generate tourism in the unincorporated areas of Richland County and in municipal areas where Hospitality Tax revenues are collected by the county.** These shall include:

- a. Organizations that are physically located in the areas where the county collects Hospitality Tax revenues, provided the organization also sponsors projects or events within those areas;
- b. Organizations that are not physically located in the areas where the county collects Hospitality Tax Revenues; however, the organization sponsors projects or events within those areas; and
- c. Regional marketing organizations whose primary mission is to bring tourists to the region, including the areas where the county collects Hospitality Tax Revenues.

COUNTY PROMOTIONS GRANT TIMELINE – ROUND ONE

Request for applications	January – February 2010
Grant Workshop for Applicants	January 2010 (Date TBA)
Application due date (5:00 PM)	February 26, 2010
H-Tax Committee meeting & applicant presentations	March –April 2010 (Date TBA)
Committee recommendations go to County Council	May 2010
County Council budget process	May – June 2010
Budget public hearing	June 2010 (Date TBA)
Grant award notifications	End of June 2010

COUNTY PROMOTIONS GRANT PROCESS

To be considered for funding, an application must be received by the published funding round deadline. Once all applications for H-Tax County Promotions Grant funds are received by Richland County and eligibility is verified, they will be forwarded to the Hospitality Tax Advisory Committee for review.

Applicants will be required to deliver a five (5) minute presentation on their program to the Committee in March or early April. The date will be announced as soon as possible.

The Committee will review and score each application based on the evaluation measures described below. Applications will be ranked based on the scores and the Committee will determine funding recommendations. The Committee will submit its funding recommendations to the county for review by County Council. County Council makes all funding decisions; however, the Council relies heavily on the recommendations of the Committee.

Any Hospitality Tax revenue not distributed to the agencies or programs specified in the Hospitality Tax Ordinance may be distributed as directed by County Council for projects related to tourism development, including, but not limited to the Township Auditorium, Regional Sports Complex, Recreation Capital Improvements, and Riverbanks Zoo and Gardens.

Funding of all projects is entirely dependent upon H-Tax funds being received by Richland County.

ORGANIZATION ELIGIBILITY REQUIREMENTS

Applicant organizations must have been in existence for at least one (1) year prior to requesting funds.

All applicants must provide proof of their federal employer identification number as registered with the Internal Revenue Service.

Applicants must provide proof of their non-profit status and fall into one of the following categories:

- Organizations exempt from federal income tax under Section 501(C)(3) of the Internal Revenue Code and whose primary goal is to attract additional visitors through tourism promotion. The letter of exemption from the Internal Revenue Service must accompany your proposal.
- Destination Marketing Organizations, which are recognized non-profit organizations charged with the responsibility of marketing tourism for their specific municipalities, counties or regions, such as Chambers of Commerce, Convention and Visitors Bureaus and Regional Tourism Commissions.

Richland County will not award H-Tax funds to individuals, fraternity organizations, religious organizations, or organizations that support and/or endorse political campaigns.

CRITERIA FOR PROJECT ELIGIBILITY

As required by the Hospitality Tax Ordinance, projects to be funded by Hospitality Tax funds must result in the attraction of tourists to Richland County.

Priority will be given to projects that demonstrate a benefit to **unincorporated** Richland County or regional marketing efforts that draw tourists to the area, especially those areas where Richland County collects Hospitality Tax (**Unincorporated Richland County, Town of Eastover and the Richland County portions of the Town of Irmo**).

If you are not sure if your program or organization is located in incorporated or unincorporated Richland County, please call the Grants Office for assistance at 803.576.2069.

Each application/proposed project will be reviewed individually to determine the potential impact it will have for tourism in unincorporated Richland County.

FUNDING PRIORITIES/ELIGIBLE EXPENDITURES

Priority will be given to projects that:

- Promote dining at restaurants, cafeterias, and other eating and drinking establishments where Richland County collects Hospitality Tax (Unincorporated Richland County, Town of Eastover and the Richland County portions of the Town of Irmo);
- Generate overnight stay in **unincorporated** Richland County's lodging facilities; and
- Promote and highlight **unincorporated** Richland County's historic and cultural venues, recreational facilities and events, and the uniqueness and flavor of the local community.

Funds will be distributed with a goal of seventy-five percent (75%) dedicated to **organizations and projects that generate tourism in the unincorporated areas of Richland County and in municipal areas where Hospitality Tax revenues are collected by the county (Unincorporated Richland County, Town of Eastover and the Richland County portions of the Town of Irmo).**

County Promotions grant funds are to be used for tourism related expenses only.

APPLICATION PACKAGE

In order to be considered for funding, applicants must submit a complete application package for the H-Tax County Promotions grant program. This includes:

- Completed and signed application form (<http://www.rcgov.us/Business/Hospitality.asp>).
- Required Attachments:
 - Budget and budget justification (See application for template.)
 - Letter from IRS confirming 501(C)(3) status (current letter from SC Secretary of State confirming non-profit status is also acceptable)
 - Organization's Current Board Members/Directors
 - Organization's latest audited financial statement

Applicants must provide six (6) copies of the complete application package, including one original (7 packages total) to Richland County. To save paper, please provide only one (1) copy of the audited financial statement.

Please submit only the required elements secured with a binder clip. Folders, report covers, binders, brochures, pictures, newsletters and other items will be discarded.

Applications may be mailed in or hand delivered by 5:00 p.m. February 26, 2010. Emailed or faxed applications will not be accepted. Due dates are not post mark dates. Applications must be received by 5:00 pm or they will not be considered for funding.

Mail: Richland County Grants Office, Attn: Sara Salley, PO Box 192, Columbia, SC 29202

Hand Deliver: Richland County Administrator's Office, 2020 Hampton Street, 4th floor, Suite 4069, Columbia, SC 29204.

APPLICATION EVALUATION

Staff will indicate the eligibility of the individual application for review and include comments on any deemed ineligible. All applications will then be forwarded to the Hospitality Tax Advisory Committee for review.

The Committee will use the following evaluation criteria to evaluate applications and proposed projects. The individual factors are important in project evaluation, as they are an indication of the degree to which the proposed project will contribute to the tourism in Richland County. These factors, with their corresponding point values, are:

Thoroughness of Proposal: 5 points maximum

Item# 19

Attachment number 1
Page 3 of 10

All required forms and application are complete and submitted on time. Responses are clear and complete. Budget is complete. Support Documents are provided.

Project Design: 65 points maximum

- **Benefit to Tourism:** Does the project promote tourism in the areas of the County in which Richland County Hospitality Taxes are collected? Will it promote a positive image for the County? Will it attract visitors, build new audiences and encourage tourism expansion in the areas of the County in which Richland County Hospitality Taxes are collected? Will it increase awareness of the County's amenities, history, facilities, and natural environment in the areas of the County in which Richland County Hospitality Taxes are collected? (15 Points)
- **Benefit to the Community:** How will this project benefit the citizens of Richland County? Will the project benefit unincorporated Richland County? Who will attend the event? How many visitors will the event serve? A visitor is defined by someone who travels at least 10 miles to attend the event. (10 Points)
- **Innovation:** Is this project unusual or unique? Does it move an existing program in a new direction? (10 Points)
- **Community Support:** Does the project have broad-based community appeal or support? What is the evidence of need for this project in the County? (10 Points)
- **Evidence of Partnerships:** What kind and degree of partnership does the project exhibit? Does it exhibit volunteer involvement or inter-jurisdictional, corporate, business, and/or civic support? (10 Points)
- **Management Capability:** Does the applicant organization demonstrate an ability to successfully complete the project through effective business practices in the areas of finance, administration, marketing, and production? If this organization has received County Hospitality Tax funding previously, was the project successful? (10 Points)

Economic Impact & Accountability: 30 points maximum

- **Reliable Tracking Mechanism:** Surveys, License Plates, etc. (10 Points)
- **Expected Revenue Generated:** What are the projected direct and indirect dollar expenditures by visitors/tourists? What is the estimated number of meals consumed? Are any overnight stays anticipated? (10 Points)
- **Reasonable Cost / Benefit Ratio:** Does the benefit of the project (i.e. number of tourists estimated; expected revenue generated) exceed the cost of the project? Is this project "worth" its cost? (10 Points)

AWARD NOTIFICATION

Once the fiscal year 2010 – 2011 Richland County budget is approved, the Grants Manager will notify all applicant organizations of the funding outcome in writing. Awards will be available for reimbursement beginning July 1, 2010. Quarterly reimbursement requests must be submitted in writing or via email. Final reports for the previous fiscal year, if applicable, must be received before payments are released.

REPORTING REQUIREMENTS

At the completion of the grant funded project, Richland County requires grantees to complete a final report for H-Tax County Promotions funds. This report will be due one month after the grant project has been completed. Reports for the previous year, if applicable, must be on file prior to drawing down of current year funds. The report may be found on the Richland County website at (<http://www.rcgov.us/Business/Hospitality.asp>).

Grantees must acknowledge the receipt of H-Tax County Promotions funding by including the Richland County Government logo, or by listing "Richland County Government" on all program/project advertising, marketing and promotional materials. Examples of this must be included in your final report.

FREEDOM OF INFORMATION ACT NOTICE

Please be advised that all materials submitted for H-Tax County Promotions grant funding are subject to disclosure based on the Freedom of Information Act (FOIA).

CONTACT

Please feel free to contact the Grants Office with questions regarding your application.
Sara Salley, Grants Manager
PO Box 192
Columbia, SC 29202

803.576.2069
Salleys@rcgov.us



HOSPITALITY TAX COUNTY PROMOTIONS APPLICATION

Round One Funding for FY2010-2011 (July 1, 2010 – June 30, 2011)

PLEASE DO NOT ALTER APPLICATION FORM OR USE FONT SIZES
SMALLER THAN 10 PT.

DATE:

FEDERAL ID:

ORGANIZATION:

MISSION STATEMENT:

CONTACT:

TITLE:

ORGANIZATION ADDRESS:

PHONE:

EMAIL:

PROJECT TITLE:

TOTAL AMOUNT REQUESTED: \$

TOTAL PROJECT COST: \$

PROJECT START DATE:

PROJECT END DATE:

PROJECT/PROGRAM DESCRIPTION (Add one (1) additional sheet if needed):

BENEFIT TO TOURISM IN UNINCORPORATED RICHLAND COUNTY AND MUNICIPAL AREAS WHERE H-TAX IS COLLECTED (See Guidelines for a description of H-Tax areas)

BENEFIT TO COMMUNITY IN WHICH PROJECT WILL BE HELD:

INNOVATIVE ASPECTS OF PROJECT:

PARTNER/COMMUNITY SUPPORT FOR PROJECT:

BRIEFLY OUTLINE PROJECT MARKETING PLAN:

MANAGEMENT CAPABILITY TO MAKE THIS PROJECT SUCCESSFUL:

TRACKING MECHANISM USED TO DETERMINE SUCCESS OF PROJECT:

WHICH OF THE FOLLOWING DESCRIBES THE PHYSICAL LOCATION OF YOUR ORGANIZATION? (SELECT ONE)

- Unincorporated Richland County
- Town of Eastover or Town of Irmo (Richland County portion only)
- City of Columbia, City of Forest Acres, Town of Blythewood, or Town of Arcadia Lakes
- Outside of Richland County _____

WHICH OF THE FOLLOWING BEST DESCRIBES THE PHYSICAL LOCATION OF THE PROJECT(S) FOR WHICH YOU ARE SEEKING FUNDING? (SELECT ONE)

- The project(s) will take place PRIMARILY in areas where Richland County collects hospitality tax funds. These areas include unincorporated Richland County, and the Towns of Eastover and Irmo (Richland County portion only).
- The project(s) will take place PRIMARILY in areas where a municipality collects hospitality tax funds. These areas include the City of Columbia, City of Forest Acres, Town of Blythewood, and Town of Arcadia Lakes.
- The projects(s) will be undertaken by a regional marketing organization whose primary mission is to promote and bring tourists to the region. (Examples may include Convention Centers, Visitors Bureaus, Regional Tourism Agencies and Chambers of Commerce)
- Other _____

PROGRAM LOCATIONS: Please list the address(es), if known, of all program locations that will be funded through H-Tax grant funds.

HOW MANY MEALS CONSUMED AT ESTABLISHMENTS IN **UNINCORPORATED RICHLAND COUNTY** ARE PROJECTED TO BE ADDED AS A DIRECT RESULT OF THIS PROJECT? (Please attach a brief work paper indicating your analysis.) : _____

COST/BENEFIT RATIO:

REQUEST PERCENTAGE OF TOTAL PROJECT BUDGET:

Complete the following:

The requested amount of \$ _____ is _____ % of the total project expenses.

Signature of Chairman of Board of Directors:

Date:

Signature of Executive Director:

Date:

REQUIRED ATTACHMENTS: Please send one copy of each.

- A. Budget and budget justification (See template below)
- B. Letter from IRS confirming 501(C)(3) status (current letter from SC Secretary of State confirming non-profit status is also acceptable)
- C. Organization’s Current Board Members/Directors
- D. Organization’s latest financial statement.

Please do not attach newsletters, promotional items or flyers.

BUDGET:

On a separate sheet, attach a budget for project(s) listed in this application (not organization budget). The budget should reflect in financial terms the actual costs of achieving the objectives of the project(s) you propose in your application narrative.

Please use the sample budget below as template for your project’s budget. The project expenses section may or may not contain all of the listed “Budget Categories,” depending on the size and type of project you propose. **H-Tax County Promotions funds are to be used for tourism related expenses only.**

Under project revenues, list known and anticipated funding sources, including any that are pending. Be sure to include the Richland County request in this list. Also include any in-kind contributions under project revenues.

SAMPLE BUDGET: 2010 Celebration Festival

<u>Project Expense Category</u>	<u>Grant Funds</u>	<u>Other Sources</u>	<u>Total</u>
Salary	N/A	\$ 17,000	\$ 17,000
Fringe Benefits	N/A	\$ 1,000	\$ 1,000
Travel/Lodging	N/A	\$ 0	\$ 0
Equipment	N/A	\$ 2,000	\$ 2,000
Event Expense (rentals, AV, venue)	\$ 2,000	\$10,000	\$ 12,000
Postage/Supplies	\$ 750	\$ 2,000	\$ 2,750
Contractual	\$ 6,000	\$ 6,000	\$ 12,000
Construction	N/A	\$ 0	\$ 0
Marketing/Advertising	\$ 3,250	\$ 10,000	\$ 13,250
Printing	\$ 2,000	\$ 4,000	\$ 6,000
Total	\$ 14,000	\$ 52,000	\$ 66,000

<u>Income Source(s)</u>	<u>Amount</u>	<u>Pending/Received</u>
Richland County H-Tax Grant	\$ 14,000	Pending
Corporate Sponsorship	\$ 20,000	Received
City of Columbia H-Tax Grant	\$ 20,000	Pending
Ticket Sales	\$ 2,000	Pending
XYZ Foundation Grant	\$ 5,000	Received
Organization Operating Income	\$ 5,000	Received
Total	\$ 66,000	

Budget Justification (Grant Funds Only) - Please include a brief 1-2 sentence description for each category included as a budget. For example:

- Event Expenses - \$500 tent rental for one day, \$1,000 AV equipment rental, \$500 refreshments
- Postage Supplies - \$750 postage for mailing postcards to county residents
- Contractual – hire 2 bands for the event @ \$3,000 each
- Marketing/Advertising – \$250 Print ad in The Free Times, \$2000 TV ads on WIS, and \$1,000 radio ads on WXYR
- Printing - \$2,000 post cards to be mailed to County residents announcing event

Please contact the Grants Office at 576-2069 if you have any questions regarding your program application or budget.

APPLICATION CHECKLIST – This sheet is not part of the application, but a tool to assist you in preparing your application.

Required Elements:

- Completed each section of the H-Tax County Promotions Grant Application. Please do not use font sizes lower than 10 point. Anything smaller makes it difficult for reviewers to read.
- Board Chair signed and dated the application
- Executive Director signed and dated the application
- On separate sheet(s), used the budget template to outline the program/project budget and justification
- Attached Proof of Nonprofit Status (IRS or Secretary of State)
- Attached list of current Board of Directors
- Attached latest financial statement
- Attached additional one-page project description (**OPTIONAL**) - one side only using 1 inch margins and at least 10 point font.

Application Packet

- Made a copy to keep on file (applicant organization)
- Prepared 6 copies of the application, including the original to send to Richland County
- Secured each application with a paper clip or binder clip - no staples or report folders, please

REMINDERS

The Application deadline is 5:00 pm Friday, February 26, 2010. Late applications will NOT be accepted. Richland County does NOT accept applications sent via fax or email.

Mail Application to:

Richland County Administrator's Office
Attn: Sara Salley
PO Box 192
Columbia, SC 29202

Hand Deliver Application to:

Richland County Administrator's Office
Attn: Sara Salley
2020 Hampton Street, Suite 4069
Columbia, SC 29204

If awarded funding, you will be required to request quarterly payments in writing. When requesting funds, you **must submit a balance sheet and expenditure summary** at the end of the preceding quarter/year, whichever is applicable.

PREVIOUS YEAR GRANTEES

If you received funding for fiscal year 2009-2010, please send in your final report form no later than July 31. You will not be able to receive 2010-2011 funding until Richland County has received this report. Report forms can be found at <http://www.rcgov.us/Business/Hospitality.asp>. You may mail reports to the address above.

QUESTIONS

Call 803.576.2069 or email salleys@rcgov.us if you have any questions concerning the application process or the H-Tax County Promotions grant program.

Richland County Council Request of Action

Subject

Historic Homes Renovation Projects [**Deferred from the 12/01/09 Council Meeting**]

Richland County Council Request of Action

Subject

Hospitality Tax Funding Request: Southern Intercollegiate Athletic Association (Benedict College) [**PAGES 110-111**]



SOUTHERN INTERCOLLEGIATE ATHLETIC CONFERENCE

ALBANY STATE UNIVERSITY ♦ BENEDICT COLLEGE ♦ CLARK ATLANTA UNIVERSITY ♦ FORT VALLEY STATE UNIVERSITY
KENTUCKY STATE UNIVERSITY ♦ LANE COLLEGE ♦ LEMOYNE-OWEN COLLEGE ♦ MILES COLLEGE
MOREHOUSE COLLEGE ♦ PAINE COLLEGE ♦ STILLMAN COLLEGE ♦ TUSKEGEE UNIVERSITY

"We Play Hard"

From:

Greg Moore
Commissioner

Ruben Perez, Jr.
Director of New Media &
Communications

John Weaver
Director of Strategic
Partnerships

Tina Jones
Assistant to the Commissioner &
Director of Operations

Norman Parrish
Director of Branding &
Business Development

Simmie Lavendar
Supervisor of Officials/ Basketball

Jason Tutt
Director of Championships &

Dr. Moses Norman
Supervisor of Officials/ Football

Interns

To: J. M. How POTE Fax: (803) 576-2137 Phone: _____

Date: 12/3/09 Pages, including cover: 2

Re: 2009 PIONEER BOWL CC: _____

- Urgent For Review Please Comment Please Reply

Comments:

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Item# 21

Attachment number 1
Page 1 of 2



Southern Intercollegiate Athletic Conference

Gregory Moore, Esq., Commissioner -- 3469 Lawrenceville Hwy. Ste. 207, Tucker, GA 30084
Office: (770) 908-0482 Fax: (770) 908-2772 Cell: (404) 606-8093 Email: gmoore@theslac.com
Web: www.theslac.com

December 3, 2009

SENT VIA FAX

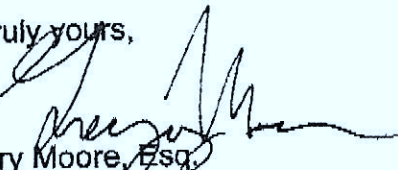
Mr. J Milton Pote
County Administrator
Richland County Government
2020 Hampton Street
P.O. Box 192
Columbia, SC 29202

Dear Mr. Pote:

My name is Gregory Moore, and I am the new commissioner of the Southern Intercollegiate Athletic Conference ("SIAC"). Earlier today, SIAC member Benedict College suggested I contact you to discuss your offer to support the 2009 Pioneer Bowl. On behalf of the participating student athletes let me first thank the County for its generous offer of support. As the only post-season bowl game featuring Historically Black Colleges and Universities, your sponsorship of this event will help ensure that our student athletes have an enjoyable and memorable experience.

I will contact your office to confirm your receipt of this correspondence and to get further information from you with respect to any additional information you may require from the participating conferences. In the interim, if you should have any questions, please do not hesitate to contact me at my office (770) 908-0482 or on my mobile at (917) 741-5145.

Very truly yours,



Gregory Moore, Esq.
Commissioner, SIAC

cc: Leon Kerry
Commissioner, CIAA

Item# 21

Attachment number 1
Page 2 of 2

Richland County Council Request of Action

Subject

Adoption of Economic Development Strategic Plan [**PAGES 112-163**]

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

per capita, organizational structures, and regional economic development groups that serve them. This information provides a clear indication of the importance communities across South Carolina place on a local economic development.

Aiken County

Organization: Economic Development Partnership
 Type: Public/Private Partnership



County Population: 151,800
 County Funding: \$175,000 (Aiken)
 Funding Per Capita: \$1.15
 Staff Size: 4
 Positions: Director, Project Manager, Office Manager and Bookkeeper

Regional E.D. Group: Economic Development Partnership (Aiken and Edgefield Counties)

Anderson County

Organization: Anderson County Development Partnership*
 Type: Public/Private Partnership



County Population: 177,963
 County Funding: \$579,230
 Funding Per Capita: \$3.26
 Staff Size: 10
 Positions: Executive Directors (2), Senior Project Manager, Existing Industries Manager, Research Manager, Commercial/Retail Specialist, Business Development Associate, Office Manager and Administrative Assistants (2)

Regional E.D. Group: Upstate South Carolina Alliance

*There is an economic development component that is public and a marketing component that is private

Charleston County

Organization: Charleston County Economic Development
 Type: Public



County Population: 331,917
 County Funding: \$557,363
 Funding Per Capita: \$1.68
 Staff Size: 3
 Positions: Director, Assistant Director and Administrative Assistant

Regional E.D. Group: Charleston Regional Alliance

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Florence County

Organization: Florence County Economic Development Partnership/Florence Progress
 Type: Public/Private Partnership
 County Population: 131,297
 County Funding: \$415,000
 Funding Per Capita: \$3.16
 Staff Size: 4
 Positions: Executive Director, Assistant Director, Communication and Member Relations Manager and Executive Assistant
 Regional E.D. Group: North Eastern Strategic Alliance



Greenville County

Organization: Greenville Area Development Corporation
 Type: Public/Private Partnership
 County Population: 417,166
 County Funding: \$690,261
 Funding Per Capita: \$1.66
 Staff Size: 7
 Positions: President and CEO, Vice President, Project Manager (2), Research Manger, Office Manager and Receptionist
 Regional E.D. Group: Upstate South Carolina Alliance



Lexington County

Organization: Lexington County Economic Development
 Type: Public
 County Population: 240,160
 County Funding: \$426,628
 Funding Per Capita: \$1.78
 Staff: Size: 3
 Positions: Senior Project Manager (Interim Executive Director) and Administrative Assistant
 Regional E.D. Group: Central South Carolina Economic Alliance



Pickens County

Organization: Alliance Pickens
 Type: Public/Private Partnership
 County Population: 112,146
 County Funding: \$625,000



Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Funding Per Capita: \$5.57
Staff Size: 3
Positions: Executive Director, Research Manager and
Administrative Assistant

Spartanburg County

Organization: Economic Futures Group
Type: Public/Private Partnership



County Population: 271,087
County Funding: \$317,570
Funding Per Capita: \$1.17
Staff: 4
Positions: President and CEO, Executive Vice President, Existing Industry Project Manager and
Executive Administrative Assistant

Regional E.D. Group: Upstate South Carolina Alliance

Sumter County

Organization: Sumter Development Board
Type: Public/Private Partnership

County Population: 104,430
County Funding: \$324,000
Funding Per Capita: \$3.10
Staff Size: 4
Positions: President and CEO, Director of Existing Industry and Business
Development, Director of Communications and Strategic Initiatives, and Administrative
Assistant

Regional E.D. Group: Central South Carolina Economic Alliance

What this shows is that medium and large counties across South Carolina have made a strong commitment to support and address economic development at the local level. In many cases, the importance of such efforts has been reinforced by the private sector's willingness to invest in these programs. Also, every community is part of a regional economic alliance that is responsible for marketing and/or project management. The two organizations are seen as complimentary with each working to enhance economic development in the region and at the local level.

Specific Strategies

Richland County's economic development strategy has been to rely on the ability of the Central South Carolina Alliance (CSCA) to facilitate the recruitment of new industry and existing industry expansions in the County. While the Alliance has served Richland County well, the lack of an economic development program that exclusively addresses the interests and needs of the County on a daily basis weakens the County's ability to retain businesses, as well as compete for new investments and jobs, especially among existing industry and growing technology/knowledge based companies. A local economic development program in conjunction with strong regional and state programs provides the mechanisms, policies and relationships needed to ensure business growth in the community. Richland County is unique in that its workforce and quality of life affords an opportunity to attract a select group of knowledge and technology based businesses that other communities can not be expected to draw. Without a local economic development program the critical components needed to support and augment the regional and State efforts on behalf of Richland County are either addressed inadequately or neglected altogether.

The absence of a local economic development program hinders Richland County in a number of specific economic development areas. One of the leading authorities on economic development is the International Economic Development Council (IEDC). IEDC is the world's largest non profit economic development professional organization and provides a wealth of information on economic development issues. The organization conducts heavily attended workshops throughout the year on a variety of topics such as economic development marketing and attraction, business retention and expansion, economic development marketing, real estate development and reuse, workforce development and technology led economic development.

IEDC identifies a number of economic development functions common to the profession, many of which are addressed most effectively at the county level. The IEDC "Economic Development Reference Guide" lists the following economic development subjects and functions that are not currently part of the agreed upon work program between CSCA and Richland County. Detailed information on these and other functions, including trends, benchmarks and qualitative/quantitative measures can be found in the Appendix 13 (pages 13-1 through 13-31).

- Business Climate
- Business Retention and Expansion
- Downtown Development
- Economic Development Finance
- Entrepreneurship
- Infrastructure
- Neighborhood Development
- Quality of Life
- Real Estate Redevelopment
- Small Business Development
- Technology Led Development
- Tourism
- Workforce Development

Based on the findings of the SWOT analysis, a precise list of tasks and sub-tasks for a newly created Richland County Department of Economic Development (RCDED) and its Executive Director can be identified. The tasks and sub-tasks are quite extensive and require Richland County to make a substantial investment and commitment to this initiative by hiring an Executive Director and giving that person the necessary tools (staff,

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

facilities, equipment, and programs) and resources to be successful. The Executive Director should report directly to the County Administrator.

The following outlines the tasks, sub tasks, responsible parties, funding, completion dates, and performance measures/deliverables for the following strategies which comprise Richland County's Economic Development Program:

- The Richland County Department of Economic Development
- Business Retention and Expansion Program
- Business Attraction and Recruitment Program
- Real Estate Product Development Program
- Economic Development Marketing

STRATEGY I: ESTABLISH THE RICHLAND COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT (RCDED)

A consistent and strong message throughout the strategic planning process was that the most significant weakness and threat to Richland County's long term economic viability is the absence of an economic development organization and staff that can address the daily economic development functions and needs of Richland County. The establishment of the Richland County Department of Economic Development (RCDED) will address this issue.

Task #1: Establish the Richland County Department of Economic Development (RCDED)

Richland County will create the Richland County Department of Economic Development. The RCDED will be a Richland County department that reports to the County Administrator. The RCDED will be responsible for all economic development matters in Richland County including business retention and expansion, business attraction and recruitment, technology led development, economic development marketing, real estate product development, internal/external relationships, non traditional economic development and other key economic development functions.

Responsible Parties

Richland County Administrator
Richland County Council

Funding

\$358,200 - \$496,700 (FY 2010 Budget)

Completion Date

1st Quarter FY 2010

Performance Measures/Deliverables

Richland County will have legislatively authorized an economic development organization and have it functioning by the end of the 1st Quarter FY 2010

Task #2: Establish a "cadre of advisors" for the Richland County Department of Economic Development

Richland County will establish a "cadre of advisors" which will be comprised of leaders from the public and private sectors which will act as an informal network that advises and recommends programs, initiatives and policies for the Department.

Responsible Parties

Richland County Administrator
Richland County Council

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Funding

None

Completion Date

2nd Quarter FY 2010

Performance Measures/Deliverables

Richland County will have developed a "cadre of advisors" for the RCDED by the end of the 2nd Quarter FY 2010

Task #3: Hire an Executive Director for the Richland County Department of Economic Development

Richland County will hire an Executive Director for the Richland County Department of Economic Development (RCDED) which will have the responsibility of providing the economic development vision, leadership and continuity both internally and externally to Richland County; organizing and implementing the strategic directives of RCDED as established by the Richland County Economic Development Strategic Plan and County Administrator, preparing an annual budget based on historical and strategic information with assistance of the Richland County Administrator, establishing financial integrity and accountability for RCDED, representing RCDED in matters that correspond with its mission, serving as the spokesperson for RCDED and performing all duties as assigned by the Richland County Administrator.

Responsible Parties

Richland County Administrator
Richland County Council

Funding

\$90,000-\$110,000, plus benefits (FY 2010 Budget)

Completion Date

2nd Quarter FY 2010

Performance Measures/Deliverables

Richland County will hire an Executive Director for the Richland County Department of Economic Development by the end of the 2nd Quarter FY 2010

Sub-task #1: Hire an Administrative Assistant for the Richland County Department of Economic Development.

The RCDED will require an administrative assistant to help with the day to day office functions required by the Department.

Responsible Parties

Richland County Department of Economic Development Executive Director

Funding

\$30,000 - \$40,000, plus benefits (FY 2010 Budget)

Completion Date

2nd Quarter FY 2010

Performance Measures/Deliverables

Richland County will have an Administrative Assistant for the RCDED by the end of 2nd Quarter FY 2010

Sub-task #2: Hire a Director of Marketing and Research for the Richland County Department of Economic Development

If warranted, the RCDED will hire a Director of Marketing and Research to assist the Executive Director with marketing and research support for the Authority's operations.

Responsible Parties

Richland County Department of Economic Development Executive Director

Funding

\$55,000 - \$65,000, plus benefits (FY 2011 Budget)

Completion Date

2nd Quarter FY 2011

Performance Measures/Deliverables

RCDED will hire a Director of Marketing and Research by the end of 2nd Quarter FY 2011

Sub-task #3: Hire a Senior Project Manager for the Richland County Department of Economic Development

If warranted, the RCDED will hire a Senior Project Manager to assist the Executive Director with new and expanding business efforts.

Responsible Parties

Richland County Department of Economic Development Executive Director

Funding

\$65,000 - \$75,000, plus benefits (FY 2012 Budget)

Completion Date

2nd Quarter FY 2012

Performance Measures/Deliverables

RCDED will hire a Senior Project Manager by the end of 2nd Quarter FY 2012

STRATEGY II: ESTABLISH A RICHLAND COUNTY BUSINESS RETENTION AND EXPANSION PROGRAM (BRE)

The cornerstone of a strong economic development program at the local level is existing industry. Throughout the strategic planning process Business Retention and Expansion (BRE) was identified as an area that should be addressed more effectively. Currently, the Greater Columbia Chamber of Commerce does BRE on a part time basis and is responsible for several counties other than Richland County. The information used by the Chamber is somewhat out of date and incomplete. Also, it is unclear whether critical information derived from the Chamber's visits to Richland County companies is brought to the attention of those in a position to address any critical, time sensitive issues. The Central South Carolina Alliance does not initiate calls and visits to existing industry in Richland County or any other counties the organization represents.

Not only is existing industry the catalyst for 75% of the new jobs and investments in a community but their success and happiness foster business attraction and recruitment. An existing industry program will help Richland County identify opportunities for business expansion, companies in danger of closing or relocating, business climate issues such as taxes and regulations, partnerships that can be forged with economic development allies such as University of South Carolina and Midlands Tech, and a myriad of other issues that can make Richland County a better location for business. Also, when existing industry is satisfied with the service and assistance they receive at the local level they are often willing to share this with their customers and suppliers, as well as new companies seeking to locate in the County.

Task #1: Establish and Implement a Richland County Business Retention and Expansion Program

The RCDED will establish a Richland County Business Retention and Expansion (BRE) program which will identify opportunities for new investments and job creation, as well as at risk companies which require assistance

The Executive Director will administer a BRE program which will consist of identifying strategic businesses in Richland County, developing contact information for each company, scheduling meetings with businesses on a bi-annual basis, developing strong relationships with the County businesses, assisting companies with their expansion needs, working to prevent business closings and/or relocations, and assisting with any county, state or federal regulatory issues. The program may include participation from partners and allies such as Midlands Technical College, City of Columbia Economic Development and Greater Columbia Chamber of Commerce. The County may want to explore a partnership for this initiative with the Greater Columbia Chamber of Commerce which also has a BRE program that covers the region.

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Completion Date

4th Quarter FY 2010

Performance Measures/Deliverables

RCDED will have implemented its Business Retention and Expansion program by the end of 4th Quarter FY 2010

Sub-Task #1: RCDED will develop a list of strategic companies in Richland County that represents the finance, insurance, health care, manufacturing, professional and scientific sectors. The list will contain contact information, addresses, phone numbers, NAICS and SIC codes, and products or services for the companies.

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Completion Date

4th Quarter FY 2010

Performance Measures/Deliverables

RCDED will have a complete list of companies for the Business Retention and Expansion program by the end of the 4th Quarter FY 2010.

Sub-Task #2: RCDED will hold regular meetings with representatives of Fort Jackson and McEntire Air National Guard Base to discuss and address issues that impact base operations and the community.

While all existing industry is important some take on a higher urgency than others. Fort Jackson and McEntire Air National Guard Base are such examples. These installations combine for nearly 21,000 employees in Richland County and represent the most substantial economic impact of any employer in the region. With the scaling back of military activities around the world there may be another round of BRAC in the future. It is important that RCDED develop a strong, working relationship with these installations to take advantage of any opportunities or negate any threats that they may develop, as well as any community issues that impact the bases.

Responsible Parties

Richland County Department of Economic Development
Richland County Administrator
Richland County Council

Funding

Not a budget item

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Completion Date

2nd Quarter FY 2011

Performance Measures/Deliverables

RCDED will have met with Fort Jackson and McEntire Air National Guard Base representatives four (4) times by the end of 2nd Quarter FY 2011.

Task #2: RCDED, along with its economic development partners, will meet annually with at least 75 existing businesses in Richland County.

The purpose of existing business meetings will be to learn about a company's operations, key issues impacting their operations and to provide management with information on the resources available through the County and State that can assist them with their business needs. An example of an existing industry survey can be found in the Appendix 14 (pages 14-1 through 14-4).

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Completion Date

4th Quarter FY 2011

Performance Measures/Deliverables

RCDED will have met with 75 Richland County businesses by the end of the 4th Quarter FY 2011.

Task #3: The Richland County BRE Program will identify and facilitate five (5) existing industry (non retail) expansions in the County on an annual basis.

The Richland County Business Retention and Expansion Program when properly implemented will identify opportunities for new investments and jobs. The BRE program will assist in identifying and facilitating five (5) existing industry (non retail) expansions in the County on an annual basis.

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Completion Date

2nd Quarter FY 2012

Performance Measures/Deliverables

RCDED will facilitate five (5) existing industry expansions in 2nd Quarter FY 2012 as a result of its Business Retention and Expansion program.

Task #4: Richland County will lead the Central South Carolina Region and be among the top three counties in South Carolina for new jobs and investment created annually on both an aggregate and per capita basis.

The BRE program will assist Richland County in becoming the Region's number one location for new and expanding business and rank among the top three locations in the State.

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Completion Date

2nd Quarter FY 2013

Performance Measures/Deliverables

By 3rd Quarter FY 2013, Richland County will lead the Central South Carolina Region and be among the top three counties in South Carolina for new jobs and investments created annually on both an aggregate and per capita basis.

STRATEGY III: ESTABLISH A RICHLAND COUNTY BUSINESS ATTRACTION AND RETENTION (BAR) PROGRAM

While BRE is a critical component to Richland County's economic development program the importance of business attraction and recruitment should not be overlooked or minimized. There are a number of organizations currently assisting Richland County in this regard such as the Central South Carolina Alliance (CSCA), South Carolina Department of Commerce (SCDOC) and SCANA; however, there is an opportunity for Richland County to achieve even greater success with the establishment of a Business Attraction and Recruitment (BAR) program administered by the Richland County Department of Economic Development. Such a program would build upon and enhance the County's relationship with CSCA and SCDOC by providing a point of contact that can facilitate prospect visits and meetings, Requests for Information (RFIs), incentives, research and marketing materials. By participating in economic development marketing missions either alone or with allies, RCDED will be able to meet directly with prospects and site consultants, thus establishing personal relationships with them which can be beneficial in the recruitment process.

Task #1: The Richland County Department of Economic Development will establish a Business Attraction and Recruitment (BAR) Program to support and enhance the activities of the Central South Carolina Alliance and South Carolina Department of Commerce, as well as develop traditional and non-traditional economic development opportunities exclusive to Richland County.

RCDED will establish a Richland County Business Attraction and Recruitment (BAR) program which will lead to greater job creation and investment in Richland County. The Executive Director will administer a BAR program which will consist of business recruitment initiatives that are exclusive to Richland County as well as supportive of the business recruitment efforts of the Central South Carolina Alliance and South Carolina Department of Commerce.

The BAR program will consist of responding to RFIs submitted by site consultants and corporate executives, participating in marketing missions and trade shows either alone or with economic development allies, organizing and participating in events designed to attract prospects to Richland County, and identifying traditional and non-traditional economic development opportunities for Richland County such as tourism and retirees.

Responsible Parties

Richland County Department of Economic Development

Funding

\$6,000 - \$12,000 (FY 2010 Budget)

Completion Date

1st Quarter FY 2011

Performance Measures/Deliverables

RCDED will have participated in two (2) marketing missions, hosted four (4) prospect visits and completed six (6) RFIs by the end of 1st Quarter FY 2011

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Note: Development of the RCDED website, collateral marketing pieces, videos and other marketing materials will be used to assist with non traditional economic development recruitment and are discussed later under Economic Development Marketing.

Task #2: The Richland County Department of Economic Development will facilitate the location of five (5) new businesses (non retail) to the County on an annual basis.

Either on its own or in conjunction with the Central South Carolina Alliance and/or South Carolina Department of Commerce, RCDED through the Business Attraction and Recruitment Program will play an integral role in facilitating the location of five (5) new businesses (non retail) to Richland County. While this number may sound low, only once (2007) in the last nine years has five or more new companies located in Richland County.

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Completion Date

2nd Quarter FY 2012

Performance Measures/Deliverables

RCDED will facilitate the location of five (5) new businesses (non retail) in the 2nd Quarter FY 2012.

Task #3: Proper and consistent implementation of the BAR Program is needed to ensure that Richland County becomes the most desirable business location in the Region and one of the top three locations in the State for corporate growth on both an aggregate and per capita basis.

By implementing the action items in the economic development strategic plan Richland County will annually be the number one location in the Region and among the top three locations in the State as measured by job creation and investment on an aggregate and per capita basis.

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Completion Date

2nd Quarter FY 2013

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Performance Measures/Deliverables

By the end of 2nd Quarter FY 2013, Richland County will lead the Central South Carolina Region and be among the top three counties in South Carolina annually for new jobs and investments created annually on both an aggregate and per capita basis.

STRATEGY IV: ESTABLISH A RICHLAND COUNTY REAL ESTATE PRODUCT DEVELOPMENT PROGRAM

For a community the size of Richland County there is a critical shortage of available industrial, office and research properties and buildings. Much smaller communities across South Carolina such as Aiken, Laurens and Pickens Counties have well planned and certified sites (shovel ready) which are attractive to new and expanding industry since the permitting and due diligence for the properties has already been completed. At the time of this writing, Richland County only had one certified site, the Midlands Technical College Enterprise Campus. Some communities such as Florence, Orangeburg and Sumter Counties have developed or partnered with local developers for the construction of speculative buildings which dramatically reduces the construction time for new and expanding businesses. Still other counties have developed virtual spec buildings which have all the necessary permits pre-approved with the only thing absent being the brick and mortar. These counties have either partnered with local developers and property owners or invested their own resources in development of these sites and buildings.

The County's commitment to developing real estate product is a form of an incentive and is needed in Richland County to adequately compete for new and expanding businesses. All site and building development in Richland County must include the necessary land use and development safeguards such as proper zoning, performance standards and/or park covenants that will allow these properties to be maintained at an investment grade level. Also, state of the art engineering design that allows for environmental sustainability and LEED certification is required.

Task #1: Prepare and execute a Real Estate Product Development Program that addresses site certification, acquisition and development, as well as building construction for industrial, office and research properties in Richland County.

In Richland County a real estate product program will require identification of properties suitable for development, zoning and/or purchasing of properties that will prevent the loss of business properties to residential and commercial uses, coordinated planning between the County and municipalities for the delivery of water and sewer, and development of an incentive program to encourage the private sector to develop planned and shovel ready properties, as well as spec and virtual spec buildings.

Responsible Parties

Richland County Department of Economic Development

Funding

To be determined

Completion Date

1st Quarter FY 2011

Performance Measures/Deliverables

RCDED will have a Real Estate Product Program in place by the end of 1st Quarter FY 2011.

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Sub-Task #1: Prepare a list of properties suitable for industrial, office and research development. The list shall be prepared through consultation with the Central South Carolina Alliance, City of Columbia and other economic allies such as those involved in knowledge based areas such as EngenuitySC and SCRA. Information on property location, size, infrastructure, purchase price and ownership of each site will be available.

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Completion Date

3rd Quarter FY 2010

Performance Measures/Deliverables

RCDED will have a list of properties for its Real Estate Development Program by the end of 3rd Quarter FY 2010.

Sub-Task #2: Create an incentive program that maximizes the participation of the private sector in site certification, development; spec building construction, LEED buildings and/or virtual spec building development.

The incentive program should be a combination of financial and non financial incentives such as tax abatements, grants, fast track permitting, and infrastructure development.

Responsible Parties

Richland County Department of Economic Development
Richland County Administrator
Richland County Council

Funding

To be determined

Completion Date

1st Quarter FY 2011

Performance Measures/Deliverables

RCDED will have an incentive component for its Real Estate Development Program by the end of 1st Quarter FY 2011.

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Sub-Task #3: Work with the Richland County Department of Planning and Development Services to strengthen current zoning in order to protect designated industrial, office and research sites from residential and commercial development, as well as maintain investment grade levels for the properties.

Current zoning needs to be strengthened to protect and maintain those properties designated for business development. Richland County has lost a number of prime business locations due to residential and commercial development. Zoning that will preserve and protect those locations intended for industrial, office and research development must be maintained.

Responsible Parties

Richland County Department of Economic Development
Richland County Administrator
Richland County Council
Richland County Planning and Development Services

Funding

Not a budget item

Completion Date

2nd Quarter FY 2011

Performance Measures/Deliverables

RCDED will have a proposed infrastructure delivery plan in place by the end of 2nd Quarter FY 2011.

Sub-Task #4: Develop with the Richland County Department of Public Works, City of Columbia and/or municipalities a plan to provide water and sewer service (if not available) to those properties best suited for site certification.

The plan requires cooperation among all parties which has been difficult in the past but is absolutely critical in getting the necessary infrastructure (if not available) to those sites designated for business development.

Responsible Parties

Richland County Department of Economic Development
Richland County Administrator
Richland County Council
Richland County Department of Public Works
City of Columbia
Other Municipalities

Funding

To be determined

Completion Date

2nd Quarter 2011

Performance Measures/Deliverables

RCDED will have an infrastructure delivery plan in place by the end of 2nd Quarter 2011.

Task #2: Complete site certification for three (3) properties in Richland County.

Richland County will have certified three properties which may be publicly, privately or jointly owned. The properties may be industrial, office or research in nature.

Responsible Parties

Richland County Department of Economic Development
Richland County Administrator
Richland County Council

Funding

\$150,000 - \$225,000

Completion Date

3rd Quarter FY 2012

Performance Measures/Deliverables

RCDED will have certified three properties for its Real Estate Development Program by 3rd Quarter FY 2012.

Task #3: Develop one (1) spec building and/or three (3) virtual spec buildings in Richland County.

Richland County will have utilized its real estate product development incentives to construct one (1) spec building and/or three (3) virtual spec buildings that can be marketed to industrial, office and research prospects. The spec buildings and/or virtual spec buildings will be a public/private partnership and not financed entirely by the County.

Responsible Parties

Richland County Department of Economic Development
Richland County Administrator
Richland County Council

Funding

Spec Building: \$1,000,000 - \$1,500,000
3 Virtual Spec Buildings: \$600,000 - \$750,000

Completion Date

2nd Quarter FY 2012

Performance Measures/Deliverables

RCDED will have developed one (1) spec building and/or three (3) virtual spec buildings as part of its Real Estate Development Program by the end of 2nd Quarter FY 2012.

Task #4: Locate at least one business at a certified site and/or one business in a speculative and/or virtual building.

RCDED through its BRE and BAR programs will facilitate the expansion and location of two companies to properties developed through the Real Estate Product Development Program.

Responsible Parties

Richland County Department of Economic Development

Funding

Not a budget item

Completion Date

2nd Quarter FY 2013

Performance Measures/Deliverables

RCDED will have located two companies in a certified site, spec building or virtual spec building developed as part of its Real Estate Development Program by the end of 2nd Quarter FY 2013.

STRATEGY V: ESTABLISH AN ECONOMIC DEVELOPMENT MARKETING PLAN FOR RICHLAND COUNTY

The Richland County Department of Economic Development’s marketing efforts will promote the business and quality of life benefits of Richland County. Several of the previous tasks identified in the BRE and BAR sections such as existing industry visits and marketing missions are part of the economic development marketing plan.

For Business Retention and Expansion, economic development marketing will be used as a resource to provide information to existing industry on County and State policies and programs, resources available in areas such as workforce development and training, collaborative opportunities, and state and federal assistance through organizations such as the Small Business Administration. Economic development marketing will be used as a tool for Business Attraction and Recruitment by providing prospective new businesses and site consultants with essential information on Richland County’s business climate, demographics, sites and buildings, incentives, infrastructure and transportation, education, workforce and training, quality of life and current news.

Also, economic development marketing is used as a tool to promote the functions and activities of the Richland County Department of Economic Development and is an important source of information for non traditional economic development such as tourism and retirees. In addition to external marketing efforts Richland County has a responsibility to promote to businesses and residents within the county as well. Making the community aware of itself is equally important to marketing efforts.

The RCDED’s marketing activities will compliment those of the Central South Carolina Alliance and South Carolina Department of Commerce.

Task #1: Develop and execute an economic development marketing plan for Richland County.

It is imperative that the many benefits and advantages of Richland County as a location for business be promoted through a variety of channels. The most effective means for marketing Richland County are through establishing a brand identity for the County and then promoting the community through the internet, digital media, print media, emails, testimonials, and person to person interaction. A marketing plan must reach out to site location consultants, corporate decision makers and economic development allies. Development of a Richland County Economic Development Marketing Plan will be among the first activities the new organization undertakes.

Responsible Parties

Richland County Department of Economic Development

Funding

\$182,500 - \$243,000 (FY 2010 Budget)

Completion Date

4th Quarter FY 2010

Performance Measures/Deliverables

RCDED will have implemented a number of marketing initiatives by the end of the 4th Quarter FY 2010. Those initiatives include branding, the launching of a web site, online videos, e-newsletters, development of collateral marketing materials and participation in marketing missions.

Sub-Task #1: Fully develop and promote a brand identity for Richland County

The RCDED will fully develop and promote the concept brand identity for Richland County that builds on the area's business advantages of a central location, knowledge economy and quality of life. Branding information can be found in the Branding and Marketing section of the Strategic Plan.

Responsible Parties

Richland County Department of Economic Development

Funding

\$15,000 - \$25,000 (FY 2010 Budget)

Completion Date

4th Quarter FY 2010

Performance Measures/Deliverables

RCDED will create and promote its new brand identity by the end of the 2nd Quarter 2010.

Sub-Task #2: Create a web portal for the Richland County Department of Economic Development

The RCDED will create a web portal that is easy to navigate and friendly to site consultants and corporate decision makers. The web portal will reflect the brand identity statement, "Richland County: The Center of it All." It will also incorporate in its design the Key Messaging; "Innovation. Enrichment. Enjoyment." as its central navigation and "Do Business. Enjoy Life." as the theme central to business.

The portal will contain the following information: Richland County Overview, Location and Transportation, Business Climate, Demographics, Workforce, Infrastructure, Education, Sites and Buildings, Incentives, Quality of Life, Richland County Department of Economic Development and Links to Economic Development Partners. The portal will also contain online videos that showcase Richland County and include testimonials from existing industry. Also, these videos will also be posted on YouTube.

Responsible Parties

Richland County Department of Economic Development

Funding

\$35,000 - \$55,000 (FY 2010 Budget)

Completion Date

4th Quarter FY 2010

Performance Measures/Deliverables

RCDED will launch its web site by the end of the 4th Quarter FY 2010.

Sub-Task #3: Develop and launch a quarterly e-newsletter

The RCDED will develop and launch a quarterly newsletter with printed and electronic versions. The purpose for creating both is to widely distribute it to clients (site consultants, industrial brokers, prospective businesses and existing industry), economic development allies and targeted companies as well as key local high visibility attractions and meetings.

The newsletter will contain information on economic development and business news in Richland County in addition to lush photographic images of business and quality of life (professionally taken).

Responsible Parties

Richland County Department of Economic Development

Funding

\$20,000 - \$25,000 (FY 2010 Budget)

Completion Date

3rd Quarter FY 2010

Performance Measures/Deliverables

RCDED will launch its first e-newsletter by the end of the 3rd Quarter FY 2010.

Sub-Task #4: Participate annually in two (2) to four (4) marketing missions or trade shows alone or with economic development allies

Marketing missions will consist of RCDED visiting site location consultants and corporate decision makers, as well as trade shows, to discuss with them the advantages of locating and expanding in Richland County. These missions will be organized either exclusively by RCDED or through the Central SC Alliance (as well as other economic development allies). Member counties are often invited to participate in these trips with CSCA. RCDED will become actively involved in these initiatives and explore similar events on its own.

Responsible Parties

Richland County Department of Economic Development

Funding

\$6,000 - \$12,000 (FY 2010 Budget)

Completion Date

4th Quarter FY 2011

Performance Measures/Deliverables

RCDED will participate in up to four (4) marketing missions by the end of the 4th Quarter FY 2011.

Sub-Task #5: Create business social networking connections that lead back to the web portal

The RCDED will engage in social networking sites that prove beneficial to business. LinkedIn, Facebook and YouTube have proven to be very efficient ways to proliferate branding efforts. Key executives are more mobile and able to make decisions more quickly by accessing information in different places on the web. By joining these websites and linking them back to the web portal, it will allow for more efficient delivery of key information

Responsible Parties

Richland County Department of Economic Development

Funding

\$3,500 - \$5,000 (FY 2010 Budget)

Completion Date

4th Quarter FY 2010

Performance Measures/Deliverables

RCDED will participate in at least two (2) social network marketing websites by the end of the 4th Quarter FY 2010.

The aforementioned activities require an appropriate funding level from Richland County to ensure that the economic development program will be successful. Items such as salaries, vehicles, computers, copiers, telephones, postage and marketing materials are essential. Arrangements can be made to offset the costs of some items such as rent and decisions may be made to delay some items, although this is not recommended. The initial budget for the Richland County Department of Economic Development is as follows:

Richland County Department of Economic Development FY 2010 Budget

<u>Staff</u>	<u>Low</u>	<u>High</u>
Executive Director	\$90,000	\$110,000
Administrative Assistant	\$30,000	\$40,000
Benefits	\$36,000	\$45,000
 Total	 \$156,000	 \$195,000

Office and Equipment

Rent (1,000 SF)	\$0	\$16,500
Utilities	\$0	\$4,000
Furniture, fixtures and equipment	\$4,000	\$12,000
Vehicle	Pool	\$6,000
Gas	\$5,200	\$5,200
Computers	\$1,500	\$4,000
Telephones	\$4,000	\$4,000
Office Supplies/Mail	\$5,000	\$7,000
 Total	 \$19,700	 \$58,700

Operational Costs

(Costs could be reduced or eliminated by using existing County staff to complete certain tasks listed below)

Programming

Missions	\$6,000	\$12,000
Branding	\$15,000	\$25,000
Web Site Development	\$25,000	\$35,000
Web Site Maintenance	\$4,500	\$9,000
Online Video	\$10,000	\$20,000
E-Newsletter	\$20,000	\$25,000
Collateral Materials	\$25,000	\$35,000
Central SC Alliance	\$82,000	\$82,000
Entertainment	\$5,000	\$10,000
Training and Travel	\$5,000	\$8,000
 Total	 \$197,500	 \$261,000

TOTAL	\$373,200	\$514,700
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Richland County Department of Economic Development FY 2011 Budget

<u>Staff</u>	<u>Low</u>	<u>High</u>
Executive Director	\$90,000	\$110,000
Director of Marketing and Research	\$55,000	\$65,000
Administrative Assistant	\$30,000	\$40,000
Benefits	\$52,500	\$64,500
 Total	 \$220,000	 \$279,500

Office and Equipment

Rent (1,000 SF)	\$0	\$16,500
Utilities	\$0	\$5,000
Furniture, fixtures and equipment	\$2,000	\$3,000
Vehicle	Pool	\$6,000
Gas	\$6,200	\$6,200
Computers	\$2,500	\$6,000
Telephones	\$5,000	\$5,000
Office Supplies/Mail	\$5,000	\$8,000
 Total	 \$20,700	 \$55,700

Operational Costs

(Costs could be reduced or eliminated by using existing County staff to complete certain tasks listed below)

Programming

Missions	\$6,000	\$12,000
Branding	\$0	\$0
Web Site Development	\$0	\$0
Web Maintenance	\$9,000	\$18,000
Online Video	\$0	\$0
E-Newsletter	\$20,000	\$25,000
Collateral Materials	\$5,000	\$7,000
Central SC Alliance	\$82,000	\$82,000
Entertainment	\$5,000	\$10,000
Training and Travel	\$5,000	\$8,000
 Total	 \$132,000	 \$162,000

TOTAL	\$372,700	\$497,200
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Richland County Department of Economic Development FY 2012 Budget

<u>Staff</u>	<u>Low</u>	<u>High</u>
Executive Director	\$90,000	\$110,000
Senior Project Manager	\$65,000	\$75,000
Director of Marketing and Research	\$55,000	\$65,000
Administrative Assistant	\$30,000	\$40,000
Benefits	\$72,000	\$87,000
 Total	 \$312,000	 \$377,000

Office and Equipment

Rent (1,000 SF)	\$0	\$16,500
Utilities	\$0	\$5,500
Furniture, fixtures and equipment	\$2,000	\$3,000
Vehicle	Pool	\$6,000
Gas	\$6,200	\$6,200
Computers	\$2,500	\$6,000
Telephones	\$5,000	\$5,000
Office Supplies/Mail	\$5,000	\$8,000
 Total	 \$20,700	 \$56,200

Operational Costs

(Costs could be reduced or eliminated by using existing County staff to complete certain tasks listed below)

Programming

Missions	\$6,000	\$12,000
Branding	\$0	\$0
Web Site Development	\$0	\$0
Web Maintenance	\$9,000	\$18,000
Online Video	\$0	\$0
E-Newsletter	\$20,000	\$25,000
Collateral Materials	\$0	\$0
Central SC Alliance	\$82,000	\$82,000
Entertainment	\$5,000	\$10,000
Training and Travel	\$5,000	\$8,000
Site Certification	\$150,000	\$225,000
 Total	 \$277,000	 \$380,000

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	<u>Low</u>	<u>High</u>
<u>Capital Costs</u>		
Spec Building	\$1,000,000	\$1,500,000
Virtual Spec Buildings	\$600,000	\$750,000
Total	\$1,600,000	\$2,250,000
TOTAL	\$2,209,700	\$3,063,200

Branding

Throughout the economic development strategic planning process the question that challenged both the Steering Committee and Stakeholders Groups was “Who are we?” In this case, the “we” is Richland County. The answer to this question is impacted by both the internal and external audiences through the reciprocal nature of the relationships among identity, image, and culture. The answer provides Richland County an opportunity to re-launch its brand and raise the awareness of both audiences through approaches outlined in the marketing plan found under Strategy V of the Economic Development Program.

The elements of the Brand development process include:

- The Brand Identity Statement
- The Brand Logo
- Key Messages of the Brand

During the Discovery Phase of the strategic planning process, primary and secondary research was collected and analyzed. Sources included conversations with community members, interviews, informal discussions, and data specific to national, regional and state economic development history and trends. The Discovery Phase provided insight into the current community identity and answered the following questions:

- How do community members define the community?
- What is the community like today?
- What do members value?

The process engaged community members in dialogue providing insight about:

- Community identity
- Perceived community strengths
- Hopes and dreams of community members for the future of their community

The Discovery Phase yielded the following emergent themes that led to the branding process in order of importance:

- Quality of life
- University of South Carolina
- Location
- Capital city
- Skilled workforce
- Wide diversity of communities and people
- Lakes, rivers and woodlands (many diverse activities)
- Community values

BRAND IDENTITY STATEMENT RECOMMENDATION

A good brand identity statement (used in tandem with a strong marketing communications program) positions Richland County relative to its competitors. The brand identity statement separates, defines and provides easy access, as well as an expectation of what will be found inside. It also creates and reinforces perceptions.

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The truth of the brand, which emerged for the County is, "Richland County is uniquely positioned as the center of commerce, the center of the state, the center of research and has an abundantly rich quality of life."

In conversations with people about why they choose to live and work in Richland County the same answer was often received, "quality of life." Drilling beneath the surface of this answer revealed the catch phrase meant that individuals believe the County has opportunities to enjoy life outside of work (i.e. recreation, the arts, cost of living, proximity to the mountains, lakes, rivers and the coast.).

RICHLAND COUNTY LOGO RECOMMENDATION



The colors are predominantly green to provide a linkage to a "Green" friendly location and to promote the county as an environmentally friendly place to locate a business. Blending the green with warmer colors invokes a synergy around Richland County and corresponds to the recommended tagline of "The Center of it All." The "fan" with its tentacles extending beyond the state's borders indicates that the county is actively engaged in activity outside of the state and can truly be a central hub of activity.

KEY MESSAGES

The key message for Richland County which echoes our research and the voices of the Richland County community is:

INNOVATION. ENRICHMENT. ENJOYMENT.

In addition to discovering the brand and developing a key message for Richland County as a whole, the strategic planning process synthesized research, feedback, creativity, and expertise to come up with a key message specifically for the County's economic development efforts:

Do Business. Enjoy Life.

The Richland County Department of Economic Development (RCDED) is the central facilitator for attracting and retaining business and for recruiting and keeping employees. The Department will position itself accordingly and use the above key message in selling Richland County as the place to do business and enjoy life.

Richland County Economic Development Strategic Plan Allies

Genesis Consulting Group, in consultation with the Strategic Plan Steering Committee, inventoried and provided a general description, including current contact information, for more than thirty (30) existing economic development and economic development-related organizations within and around Richland County.

In the course of assisting with the preparation of this Strategic Plan, it was made clear to Genesis Consulting Group staff that Richland County had existing “working” relationships with many of these potential economic development allies (Allies), even to the point of providing annual funding to some, and having a seat on the Board of Directors. In many instances, several different individuals from the County provide representation for the County, with internal reporting designed to occur or loosely occurring via the County Administrator and/or his staff. In several instances, the County has very weak “direct” relationships with the Allies. In a practical sense, this means that the County’s numerous economic development interests, as broadly defined earlier in this report, are handled by multiple representatives who may or may not bring information back to a central clearinghouse, and under very few circumstances can such information, activities or impacts be communicated within the larger context of Richland County’s economic policies and plans. The impact of the absence of a County economic development organization was very apparent throughout the period of data gathering, assessments and preparation of this report. This was particularly the case in gathering data (other than from the Central SC Alliance); obtaining complete and current lists of existing businesses and contact information; determining the County’s knowledge of and actual level of involvement with local, economic development partners, and the absence of an overall comfort level that there is a single point of contact who at least knows how to access and coordinate all these independent initiatives.

The creation of a Richland County Department of Economic Development (RCDED) would provide the County, its residents and current and future businesses with a potential “one stop shop” that could better respond to or properly direct any and all traditional business inquiries, and develop and implement new strategies and initiatives capable of “linking” all the existing resources to foster and accelerate an expansion into the new, “knowledge-based” economy.

Representatives of RCDED may or may not participate with all the existing economic development-related organizations in its course of business, as it may be more appropriate that some other agency or individual representative of the County be involved. The Allies recommended below do not necessarily represent any particular priority(ies); however, it is recommended that the Richland County Department of Economic Development continue to be, or immediately become (directly) involved with the following allies:

CENTRAL SOUTH CAROLINA ALLIANCE

The Central SC Alliance (CSCA) is a public/private partnership engaged in the recruitment of capital investment and jobs to the city of Columbia, and the counties of Calhoun, Clarendon, Fairfield, Kershaw, Lee, Lexington, McCormick, Newberry, Orangeburg, Richland, Saluda and Sumter. From its inception in 1994 through 2008, the CSCA has attracted over \$7.4 billion in new capital investment and more than 47,000 jobs.

Imperative Recommendation #1 is that the RCDED maintains the County’s existing relationship with and financial commitment to the CSCA, as the concept of a regional marketing organization working on behalf of local partners seeking preferred industrial projects and sectors is the “industry model.” Full-time County staff will augment and strengthen the CSCA by participating in many of its programs, including periodic trade missions, and provide the CSCA with a single point of contact on all economic development matters.

Contact: Mr. Mike Briggs
President & CEO
Central South Carolina Economic Alliance
1201 Main Street, Suite 100
Columbia, SC 29201
803.733.1131

SOUTH CAROLINA DEPARTMENT OF COMMERCE

The South Carolina Department of Commerce (SCDOC) works to promote economic opportunity for individuals and businesses throughout the State. As South Carolina's leading economic development agent, the Department of Commerce works to recruit new businesses and help existing businesses grow. SCDOC has a global reach with four foreign offices that recruit global investment to South Carolina, and it provides grants for local infrastructure improvements, employee training and a range of economic incentives that make it even more attractive for companies to relocate to and remain in South Carolina to prosper.

Imperative Recommendation #2 is that the RCDED establishes a strong, direct relationship with SCDOC in light of the range of economic development support services and the variety of economic incentives available to existing and potentially relocation businesses.

Contact: Mr. Joe Taylor, Jr.
Secretary
South Carolina Department of Commerce
1201 Main Street, 16th Floor
Columbia, SC 29201
803.737.0400

GREATER COLUMBIA CHAMBER OF COMMERCE

The mission of the Greater Columbia Chamber of Commerce is to assist in the creation and promotion of an environment where businesses can flourish. Through an integrated series of standing committees, programs and services, the Chamber provides tangible benefits to more than 2000 members that will increase their ability to grow and prosper.

Imperative Recommendation #3 is that the Richland County Department of Economic Development be a member of the Chamber, and participates in appropriate standing committees such as Military Affairs, Education and Workforce, Small and Minority-Business Development and Legislative Affairs. The Director should also promote membership among traditional major industries, including the possible establishment of a Manufacturing and Distribution Council to bring major industrial employers into the corporate network and expose them on a regular basis to the range of agencies and programs involved in education, training and workforce development.

Contact: Mr. Ike McLeese
President & CEO
Greater Columbia Chamber of Commerce
930 Richland Street
Columbia, SC 29201
803.733.1110

CITY OF COLUMBIA (ECONOMIC DEVELOPMENT AND CITY CENTER PARTNERSHIP, INC.)

Columbia is South Carolina’s capital and largest city in South Carolina. It also located wholly within Richland County and serves as the County Seat. Residents of the City of Columbia are also residents of Richland County. Moreover, it provides the County with many of the amenities of a central City, such as a central business district (Downtown), cultural and recreational amenities, outstanding health care facilities and services, the University of South Carolina, and an excellent vehicular and rail transportation network. Columbia governs itself independently from Richland County, and has Departments of Economic Development, Community Development, Parks and Recreation, Planning and Development Services, Public Works, Solid Waste, Traffic Engineering and water services.

The City Center Partnership, Inc. is a separate entity that was formed to manage Columbia's downtown business and industrial district (primarily the 36-block area bounded by Gervais, Elmwood, Assembly and Marion streets). The organization provides public space management, economic development, marketing services, and public advocacy for downtown Columbia.

Imperative Recommendation #4 is that the elected and appointed leaders in Richland County should intensify their existing political and operational relationships with the City of Columbia and the City Center Partnership, Inc., and utilize the new RCDED and its cadre of private and public sector Allies to renew calls for joint water and sewer planning, cooperation, if not consolidation, of water and sewer providers, as well as joint/shared funding; joint land use planning; coordinating the revitalization of contiguous, older commercial and industrial areas; and joint transportation planning.

The County and City leaders must realize economic crises of 2008 marked a “watershed” economic event, and all levels of government will be looking for ways to “partner” with other governments, as well as the private sector, to plan for and implement growth that is more cost-effective and economically sustainable.

Contact: The Honorable Robert D. Coble
 Mayor
 City of Columbia
 1737 Main Street
 Columbia, SC 29201
 803.545.3000

Contact: Mr. Steven Gantt
 Interim City Manager
 City of Columbia
 1737 Main Street
 Columbia, SC 29201
 803.545.3050

Contact: Mr. Jim Cambrell
 Executive Director
 City of Columbia Department of Economic Development
 1201 Main Street, Suite 250
 Columbia, SC 29201
 803.734.2700

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Contact: Mr. Matt Kennell
Executive Director
City Center Partnership
1201 Main Street, Suite 150
Columbia, SC 29201
803.223.0620

FORT JACKSON

Fort Jackson is the largest and most active Initial Entry Training Center in the U.S. Army, training 50 percent of all soldiers and 70 percent of all women entering the Army each year. Providing the Army with trained, disciplined, motivated and physically fit warriors who espouse the Army's core values and are focused on teamwork is the post's primary mission. Accomplishing that mission means training in excess of 50,000 basic training and advanced training soldiers every year. The Fort's operations constitute the greatest single "impact" on the economy of Richland County.

The post has other missions as well. Fort Jackson is home to the U.S. Army Soldier Support Institute, the U.S. Army Chaplains Center and School and the Defense Academy for Credibility Assessment (formerly the Department of Defense Polygraph Institute). The fort directly employs 19,000 with a payroll of over \$500 million, includes more than 52,000 acres, including more than 100 ranges and field training sites and 1,160 buildings. Soldiers, civilians, retirees and family members make up the Fort Jackson community that continues to grow in numbers and facilities. The fort provides services for more than 36,000 retirees and their family members. An additional 12,000 students attend courses at the Soldier Support Institute, Chaplain Center and School and Drill Sergeant School annually.

The fort will continue to grow in the coming years as a result of the recent Base Realignment and Closure (BRAC) Commission's decision to make Fort Jackson the home of the Army's Drill Sergeant School, the Department of Defense Joint Center of Excellence for Military Chaplaincy and one of four new Regional Readiness Sustainment Commands.

Imperative Recommendation #5 is for the Richland County Department of Economic Development to establish an ongoing relationship with the civilian and military leadership at Fort Jackson in order to better understand its economic impact on the County; identify any military technology and/or military training-related companies that could potentially (re)locate to Richland County; and, among other things, identify new and increased opportunities for local vendors, service providers, tourism-related and other related businesses that meet the expanding needs of the Fort. Also, to identify the most effective training mechanisms for County residents, military training programs for GED, Armed Services Vocational Aptitude Battery (ASVAB) and Army Career Alumni Program (ACAP) need to be evaluated for possible joint military/civilian purposes.

Contact: Brigadier General Bradley W. May
Fort Jackson
4325 Jackson Boulevard
Fort Jackson, SC 29207
803.751.7621

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Contact: Mr. Scott Nahrwold
Deputy Garrison Commander
Fort Jackson
4325 Jackson Boulevard
Fort Jackson, SC
803.751.7621

MIDLANDS TECHNICAL COLLEGE

Midlands Technical College (MTC) is a comprehensive, multi-campus, two-year public college serving the primary region of Richland, Lexington and Fairfield counties of South Carolina. MTC's programs and services provide affordable and relevant, general and technical education opportunities that prepare a diverse student population to enter the job market, transfer to other colleges and universities, and achieve and expand their technical career and personal goals.

Through these same programs and services, the technical college provides training opportunities for residents of Richland County by working with employers to identify required skill sets and apply or develop programs and/or curricula that enhance the competitiveness of the skills of the local work force, thereby leading to an increase in wealth and quality of life throughout the community.

Imperative Recommendation #5 is that the RCDED (Staff) become immediately familiar with its allies (and facilities) of the Midlands Technical System in the County; local businesses with which MTC has provided and continues to provide training services; and be able to recommend such services as part of an ongoing program of Business Retention and Expansion (BRE), as well as to new business prospects.

Contact: Dr. Marshall (Sonny) White, Jr.
President
Midlands Technical College
316 S. Beltline Boulevard
Columbia, SC 29202
803.738.7601

Mr. Vann Gunter
Vice President of Continuing Education and Economic Development
Midlands Technical College
151 Powell Road
Columbia, South Carolina 29203
(803)691-3963

MIDLANDS WORKFORCE DEVELOPMENT BOARD

The Midlands Workforce Development Board (MWDB) is the Workforce Investment Act Administrative (WIA) unit for Richland, Lexington and Fairfield Counties, South Carolina. The MWDB is committed to building an integrated workforce development system that effectively pools the resources of fourteen (14) diverse partner agencies and delivers optimal quality customer-focused service to job-seekers and employers. The services include WorkKeys assessments, GED, OJT, incumbent worker training, apprenticeship programs, job search assistance and specialized individual training. A Youth Council provides similar services to "at risk" youth, ages 14 to 21. Partner agencies include the South Carolina Employment Security Commission, local area school

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districts, county social service providers, the state vocational rehabilitative agency, the state Employment Security Commission, local community action council and several private non-profits.

Imperative Recommendation #7 is that the RCDED Executive Director establish a strong alliance with the MWDB, and seek representation on the MWDB Board of Directors, as a voting or ex-officio member, and become well-versed in the WIA-funded and other programs that are the responsibility of the MWDB, so that such programs and services can be communicated to potential clients during BRE visits.

Contact: Ms. Bonnie Austin
Administrator
Midlands Workforce Development Board
100 Executive Center Drive, Suite 218
Columbia, SC 29210
803.744.1670 x101

MIDLANDS EDUCATION & BUSINESS ASSOCIATION

Founded in 1990 as part of the statewide Tech Prep initiative, the Midlands Education & Business Association (MEBA) was one of the original sixteen Tech Prep consortia in South Carolina. Over time, MEBA has evolved into a non-profit organization with a diverse funding stream.

MEBA facilitates collaboration between business and education to promote economic development and enhance the quality of life in the Midlands by encouraging all young people to make a successful transition to adulthood by acquiring the education and skills needed to pursue their desired career goals. MEBA strives to do this by connecting with students, parents and educators in Richland, Lexington and Fairfield Counties, and exposing them to a broad variety of achievable, rewarding career opportunities, and educating them with respect to the coursework and skill sets required in the pursuit of those career options.

Imperative Recommendation #8 is that the Richland County Department of Economic Development Executive Director join and actively participate in MEBA, with respect to spearheading making such student/parent/educator/ business connections in Richland County, and bringing about changes to existing curricula or the addition of new curricula, the successful completion of which will guarantee local employment opportunities.

Contact: Ms. Lisa Call, CCDFI
Chief Operating Officer
Midlands Technical College – Harbison
P.O. Box 2408
Columbia, SC 29202
803.732.5258

Ms. Kay Barlow, CCDFI
Midlands Technical College – Beltline
P.O. Box 2408
Columbia, SC 29202
803.790.7502

MIDLANDS REGIONAL EDUCATION CENTER

The Midlands Regional Education Center (MREC) was created in response to the passage and funding associated with the Education and Economic Development Act of 2005, in order to facilitate the delivery and connection of career information, resources and services to and among students, parents, educators, employers and the community, generally, in order to assist students in making preliminary, important education, career and life decisions as early as the 9th grade.

There appears to be considerable overlap in missions between the MREC and MEBA, and the formal, legislated mission of MREC may actually be a subset of the functions of MEBA. Given that the MREC mission is legislated, MEBA may want to consider aligning its mission with that of MREC, and avoid potential “turf issues” that sometimes accompany such overlap. This relationship could become a “model” for many of the workforce facilitators and service providers in Richland County by which it works to enhance the skill sets of high school students to better match employers’ needs.

Imperative Recommendation #9 parallels **Imperative Recommendation #8**, in that the Richland County Department of Economic Development needs to aggressively support the MREC beginning to match the strengths and weaknesses of students’ technical skill sets and life skills with existing and future meaningful employment opportunities in Richland County (and even in the Midlands region). In the future, the success of the MREC will be determined by the extent to which it is able to “sell” the value and rewards of a technical education, and provide existing and future businesses with a skilled employment base that can help it compete and excel in the global economy.

Contact: Dr. Kaye Shaw
Coordinator
Midlands Regional Education Council
P.O. Box 2408
Columbia, South Carolina 29202
803.822.3306

UNIVERSITY OF SOUTH CAROLINA/INNOVISTA/TECHNOLOGY INCUBATOR

The primary mission of the University of South Carolina (USC), a multi-campus public institution serving the entire state of South Carolina, is the education of the state's diverse citizens through teaching, research, creative activity, and service.

The University is committed to providing its students with the highest quality education, including the knowledge, skills, and values necessary for success and responsible citizenship in a complex and changing world. A particular strength of the University of South Carolina is the excellence, breadth, and diversity of the institution's faculty.

Convinced that research and scholarship, including artistic creation, are essential for developing a “knowledge-based economy” the University aggressively pursues an active research, development and scholarship program. The University is dedicated to using research to improve the economic wealth and quality of life for all South Carolinians. Another important facet of the University's public mission is service to its community, state, nation, and the world in such areas as public health, education, social issues, economic development, and family support systems.

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Innovista is the key to a new economy built on a foundation of technology and knowledge-based jobs. Private tenants relocating to Innovista are expected to bring high-paying jobs that will raise the state's per-capita income. Through endowed chairs—funded by the state and matching private donations—plus two other aggressive recruiting programs for researchers and interdisciplinary clusters of faculty, the University is attracting some of the nation's top talent to match its new facilities. "Cluster hiring provides a critical mass in an area very quickly and telegraphs to the world that there is something interesting going on that gets noticed," says Gordon Baylis, associate provost and director of a statewide brain-imaging consortium. To date, Richland County has assisted with the funding of a public parking garage.

The mission of the USC/Columbia Technology Incubator is to increase the vitality of the regional economy by recruiting and nurturing start-up companies that advance technological development, employ highly skilled workers and contribute to the economic development of the area. The facility is currently home to both regular and student companies. Since its inception in November 1998, it has provided opportunities for entrepreneurs to commercialize their ideas, produced successful, financially viable and freestanding businesses, and created hundreds of additional jobs in the community. Principal research thrusts are in the following areas: Characterization of Engineering Materials; Life Assessment and Repair of Aging Structures; Sustainable Design and Development; Structural Joints; Metal Cutting; Failure Analysis of Airframe Materials; Structural Damage Detection and Health Monitoring; and Characterization of Creep and Oxygen Embrittlement of Structural Materials.

Imperative Recommendation #10 is for the highest elected and appointed officials from Richland County, led by the ongoing efforts of the RCDED Executive Director to establish relationships with the highest ranking individuals at USC and meet every six (6) months to discuss matters of mutual importance, including identifying and increasing opportunities for local suppliers, contractors and service providers (very similar to the Fort Jackson initiative). The RCDED Executive Director should regularly attend Innovista meetings and, wherever possible, the Technology Incubator meetings, both as an official or ex-officio member of their Boards, so that it can assist in establishing the necessary linkages and expanding the overall context for accelerating technology- and/or knowledge-based jobs in Richland County.

Contact: Dr. Harry Pastides
President
University of South Carolina
206 Osborne Administration Building
Columbia, SC 29208
803.777.2001

Contact: Dr. John Parks
Executive Director
Innovista
University of South Carolina
208 Osborne Building
Columbia, SC 29208
803.576.6500

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ECONOMIC DEVELOPMENT STRATEGIC PLAN

Contact: Mr. Joel Stevenson
Executive Director
University of South Carolina
Technology Incubator
1225 Laurel Street
Columbia, SC 29201
803.545.4379

SC LAUNCH!/ENGENUITYSC/SOUTH CAROLINA RESEARCH AUTHORITY

SC Launch! was created to facilitate applied research, product development and commercialization of programs and technologies, and to strengthen South Carolina's Knowledge Economy by creating high wage-earning jobs. It provides entrepreneurs with key tools for success to help build technology startups, jobs and equity in the future for South Carolina, as well as access to business, academic and economic development entities through the SC Launch! Resource Network. It is a collaborative effort among the South Carolina Research Authority and South Carolina's university research foundations, including Clemson University, the University of South Carolina and the Medical University of South Carolina.

Created in 2003, EngenuitySC is an active collaboration of public and private organizations focused on facilitating the knowledge-based economy in the Columbia, South Carolina region. It is comprised of business and industry leaders, along with representatives from local government and academia. Its goal is to encourage entrepreneurship leading to commercialization of ideas, technology, research, and to influence public policy in an effort to help knowledge-based companies and create access to start-up, investment capital. Initial emphases are on fuel cell and nanotechnology, as well as an initiative to attract emerging research talent and organizations to the Midlands region. Richland County has provided periodic funding for EngenuitySC, and sits on the organization's Board of Trustees.

The South Carolina Research Authority (SCRA) is a non-stock, tax-exempt applied research and commercialization services company that manages over 100 national and international programs worth over \$1B in applied R&D contract value. SCRA's primary goals are to: lead applied research and commercialization across a diverse range of industries; create custom collaborations with leaders from industry, government, and academia; facilitate technology solutions with broad-industry involvement and impact; provide commercialization services for rapid, industry-wide technology implementation; execute objective leadership in an environment of trust where competitors collaborate for mutual benefit; and deliver a comprehensive portfolio of collaboration support tools to help teams work together effectively

In light of the economic importance of the U.S. maintaining a considerable technology advantage over the rest of the world, efforts supporting the goal of South Carolina, and the Midlands, being a leader here are vital. While Genesis Consulting Group unequivocally supports efforts in this regard, it believes that to the "outsider" here – or even worse, the potential clients – that there is considerable overlap and confusion among the missions of the SC Launch!, the SC Launch! Resource Network, EngenuitySC, South Carolina Research Authority, and perhaps even others.

For the short-term, **Imperative Recommendation #11** is that representatives of the Richland County Department of Economic Development should continue to involve themselves regularly in EngenuitySC and SC Launch!, as well as the South Carolina Research Authority, on a regular, if even ex-officio basis, until they can fully understand the matrix of resources and services available, so that Richland County can properly represent the cumulative, seamless range of services available to inevitable, future, technology-driven prospects.

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Contact: Mr. Dave McNamara
Director
SC Launch!
1330 Lady Street, Suite 505
Columbia, SC 29201
803.733.9706

Contact: Mr. Neil McLean
EngenuitySC
PO Box 50768
Columbia, SC 29250
803.783.1507

Contact: Mr. Bill Mahoney
CEO
South Carolina Research Authority
1330 Lady Street, Suite 503
Columbia, SC 29201

SOUTH CAROLINA SMALL BUSINESS DEVELOPMENT CENTER

The South Carolina Small Business Development Center (SCSBDC) provides consulting services to small and medium enterprises through more than 15 locations across the state, helping all the regions of South Carolina to grow predominantly retail and service businesses. The Frank L. Roddey Small Business Development Center of South Carolina (SCSBDC) is a consortium of four South Carolina universities, including: Clemson University, Winthrop University, USC-Columbia, and SC State University under a cooperative agreement with the U.S. Small Business Administration.

The SCSBDC program was established to aid small business start-up ventures and to assist in the continued growth of small businesses. The program is supported with federal, state and a modest amount of private funds, and is open to any present or prospective small business owner generally on a “no fee” basis. Yearly, approximately 3,500 emerging entrepreneurs and current small business owners are provided services by the SCSBDC. These services include: one-on-one consultation for business planning, financing and marketing assistance, as well as special interest seminars, referral and management training courses tailored to meet the needs of small and medium sized businesses. SCSBDC consultants are located at each regional site to offer initial assessments, technical assistance and “triage” services to individuals desiring to start or expand a business enterprise.

Imperative Recommendation #12 is that the Richland County Department of Economic Development should establish an effective working alliance with the Midlands Area SBDC in order to fully understand the services offered by and through the SBDC to assist with the facilitation of small and minority-owned businesses in Richland County. Moreover, the RCDED should facilitate a “virtual” small business development organization by bringing together ALL (small) business allies that can deliver business services, such as the RCDED, Midlands SBDC, SCORE, Greater Columbia Chamber of Commerce, Midlands WDB, SBA, several local lending institutions, etc.; aligning ALL the available services and eligibility criteria; develop promotional mechanisms and materials; and create and promote the (virtual) *Richland County Business Resource Partners*, where potential clients can “enter any door” and have access to all available local services and funding.

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Contact: Mr. Bob Petit
Manager
Midlands Area SCBDC
1705 College Street
Columbia, SC 29208
803.777.4907

CLEMSON INSTITUTE FOR ECONOMIC AND COMMUNITY DEVELOPMENT

The Clemson Institute for Economic and Community Development (CIECD) assists communities throughout South Carolina in moving toward a more livable, prosperous and sustainable future. CIECD believes that each community in South Carolina holds the keys to its own revitalization. It is not necessarily experts that are needed at any point in time, but rather "partners" who will listen, stimulate, inspire and collaborate in revitalization efforts and initiatives that communities decide are essential priorities. CIECD links the resources of Clemson University, other state and local agencies, as well as teams of dedicated consultants, to study and address the economic and social needs of South Carolina's communities to enhance their overall quality of life.

There are three major "umbrellas" under which the different programs of the CIECD are housed: Community Outreach, Institute Initiatives, and Research. Community Outreach programs are those that have been requested by stakeholder communities; Institute Initiatives are programs that have been initiated to meet a general need from community-to-community; and Research is the development of new concepts that can be used to accelerate and expand the impact of CIECD on the State's communities.

Imperative Recommendation #13 is that the RCDED Executive Director should establish a strong, ongoing alliance with CIECD to fully understand the breadth and depth of its resources and services, as well as identify and prioritize a list of potential "shovel ready" projects in the areas of the County's outlying municipalities that incorporate local economic and community development needs.

Contact: Dr. Paul (Mac) Horton
CIECD
PO Box 23205
Columbia, SC 29224
803.788.5700

SCANA

SCANA's mission is to provide energy and energy-related products to retail markets in the southeast, generally, and Richland County, specifically. SCANA is a group of companies based in the Southeast with knowledge and experience in the energy industry, and focused on providing quality energy solutions to their customers in a cost-effective manner.

SCANA has demonstrated its strength in operational effectiveness and customer service; positioned itself well with respect to capably and cost-effectively providing energy for commercial and industrial users; and is well-positioned geographically to serve both expanding and new industrial and commercial customers.

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Recommendation #14 is that the Richland County Department of Economic Development ally itself in an ongoing relationship with the appropriate economic development representative and engineers/planners to be able to respond in a timely and accurate fashion to estimating the utility needs and costs of corporate expansions and relocations, as well as providing (future, primary) service to industrial land and specific industrial buildings.

Contact: Mr. Richard M. Fletcher
Representative
Economic Development & Local Government Representative
SCANA
MC 027
Columbia, SC 29218
803.217.5716

Contact: Mr. William Timmerman
President & CEO
SCANA
1426 Main Street
Columbia, SC 29218
803.217.9000

RICHLAND COUNTY MUNICIPALITIES

In addition to the City of Columbia, there are five other municipalities in Richland County. While (other) elected and appointed County officials know and, in some instances represent these municipalities, **Recommendation #15** is that the RCDED Executive Director should immediately contact the key town representatives to ensure familiarity, understand their respective goals and preferences for current and future economic development, and enlist their general support as allies in implementing the initiatives set forth in this Plan.

City of Forest Acres
The Honorable Frank J. Brunson
Mayor
Mark Williams
City Administrator
5205 North Trenholm Road
Forest Acres, SC 29206
803.782.9475

Town of Arcadia Lakes
The Honorable Richard W. Thomas, Jr.
Mayor
Christine Murphy
Town Clerk and Zoning Administrator
6626-A Arcadia Woods Road
Columbia, SC 29206
803.787.1725

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Town of Blythewood
The Honorable Keith Bailey
Mayor
John Perry, CED
Town Administrator
171 Langford Road
Blythewood, SC 29016
803.333.0095

Town of Eastover
The Honorable Leroy Faber
Mayor
Cynthia Shiver
Town Clerk
624 Main Street
Eastover, SC 29044
803.353.8008

Town of Irmo
The Honorable John Gibbons
Mayor
John Hanson
Town Administrator
7300 Woodrow Street
Irmo, SC 29063
803.781.7050

CENTRAL MIDLANDS COUNCIL OF GOVERNMENTS

Since 1969, the Central Midlands Council of Governments (CMCOG) has been assisting local governments develop local and regional plans within the four midlands counties (Fairfield, Lexington, Newberry, Richland) of South Carolina, as well as providing local governments with planning and technical support to improve the quality of life within the region.

CMCOG currently consists of 14 member governments, representing more than 600,000 people, by providing a regional forum which allows local officials to seek out common goals and address regional concerns.

Recommendation #16 is that the elected and appointed officials in Richland County make use of this organization to support and as a possible conduit through which multi-jurisdictional issues, such as transportation, diverse (mixed) land use concepts, water and sewer coordination/consolidation, etc. be analyzed for broader-based funding, cost-effectiveness, economic sustainability and realistic levels of implementation.

Contact: Mr. Norm Whitaker
Executive Director
Central Midlands Council of Governments
136 Stoneridge Drive
Columbia, SC 29210
803.376.5390



COLUMBIA METROPOLITAN AIRPORT/JIM HAMILTON – L.B. OWENS AIRPORT

The Columbia Metropolitan Airport (CAE) is located on approximately 2600 acres, southwest of the City of Columbia, and accommodates more than 50 agencies and businesses located on the airport property. Air passenger and cargo service is provided by scheduled airlines, jet freight carriers, two fixed base operators, and various charter flights. Air operations are conducted on an 8600' x 150' runway and an 8000' x 150' runway. Annually, the airport serves more than 1.2 million passengers and processes more than 168,000 tons of air cargo.

By many, the Jim Hamilton – L.B. Owens Airport (CUB) is considered the “gateway” to Columbia’s Downtown Business Center, since it is just 2.5 miles from the State Capital and offices, and the University of South Carolina. Air operations are conducted on a 5000' x 75' runway, and a full range of flight and business facilities and services are available, including a business center, flight planning center, flight school and convenient access to ground transportation.

Eagle Aviation is the Fixed Base Operator (FBO) at both facilities.

Recommendation #17 is that the Richland County Department of Economic Development Executive Director have management at both airport locations as ongoing allies, and have a general knowledge of both facilities and services located on the airport properties, as well as any development property that could be made available for future economic development purposes, such as aircraft-related businesses, high-security industries, Foreign Trade Zone, etc. Airport details should be included and regularly updated on the Department’s website and collateral materials proposed elsewhere in this report.

Contact: Mr. Mike Flack
 Executive Director
 Columbia Metropolitan Airport
 3000 Aviation Way
 West Columbia, SC 29170
 803.822.5000

 Ms. Peggy Lopez
 Customer Service Coordinator
 Columbia Owens Downtown Airport
 1400 Jim Hamilton Boulevard
 Columbia, SC 29205
 803.771.7915

COLUMBIA METROPOLITAN CONVENTION CENTER/SC DEPARTMENT OF PARKS, RECREATION AND TOURISM

This recently-opened, state-of-the-art convention center facility was designed so that South Carolina’s Capital City could accommodate small-to-medium conventions and conferences, complete with multi-functional spaces such as a 17,000 square-foot ballroom, 24,700 square foot, column-free exhibition space, pre-function and ballroom space for large meetings and banquet facilities. Its central downtown location in the Vista offers convenient access to numerous attractions, hotels and support facilities. The convention center is operated in conjunction with the Midlands Authority for Conventions, Sports and Tourism.

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The South Carolina Department of Parks, Tourism and Recreation has been given three very specific tasks by the State Legislature, including: 1) foster and promote the state's emerging tourism industry; 2) protect and promote South Carolina state parks; and 3) help communities plan and develop recreational opportunities for local residents.

While Richland County has no tourism promotion organization per se, and the County's visitors and tourism attractions and destinations are catalogued and promoted by regional and state agencies, **Recommendation #18** is that all the federal, state, county and municipal facilities, as well as private sector facilities (open to the public) be identified, codified, presented on the RCDED website and collateral materials (proposed elsewhere) in this report in order to promote the County's overall "quality of life" as a key selling point for expanding and locating businesses in the County, particularly knowledge-based businesses.

Contact: Mr. Ric Luber
President & CEO
Midlands Authority for Conventions, Sports and Tourism
P.O. Box 15
Columbia, SC 29202
803.545.0000

Contact: Chad Prosser
Director
South Carolina Department of Parks, Tourism and Recreation
1205 Pendleton Street
Columbia, SC 29201
803.734.0166

THE RIVER ALLIANCE

The River Alliance's mission is to connect people to the rivers, making them accessible and yet protected, and bring the rivers back into the daily lives of area residents and visitors. The organizational objective of The River Alliance is to create the greatest benefit for citizens of the Midlands region. The River Alliance considers the Broad, Saluda, and Congaree Rivers to be unique assets that can provide many opportunities to the public.

Its specific goals are 1) improving recreational opportunities both on and off the rivers; 2) preserving the natural river environment and the health of the watershed; 3) strengthening the attractiveness of residential communities in the downtown river areas; and 4) providing the public with a clearer understanding of the area's rich river-related history.

Recommendation #19 is a repeat of Recommendation #18, above.

Contact: Mr. Mike Dawson
Executive Director
The River Alliance
420C Rivermont Drive
Columbia, SC, 29210
803.765.2200

RICHLAND COUNTY DEPARTMENT OF PLANNING AND DEVELOPMENT SERVICES

It is understandable that local governments need to attempt to develop rational working relationships with other governments at all levels, since external jurisdictions sometimes control or at least greatly influence the policies and programs of those local governments. In the case of Richland County, this is especially true in the instances and relationships outlined in the previous section. Unfortunately, even within local jurisdictions, there are political differences, instances of political expediency, conflicting policy differences, and conflicting programs and regulations among and between departments that make successful economic development very difficult. In many instances, local school districts and planning and development regulations and criteria have not kept pace with technology and the physical evolution of real estate requirements for the preferred economic development in the 21st century. As a result, a strong policy alliance between the Richland County Department of Planning and Development Services and the RCDED must be established and maintained by the directors in order to achieve the desired levels of economic development provided for in this Plan.

The mission of the Department of Planning and Development Services is to improve the quality of life in Richland County through a democratic process of continuing, comprehensive, land use planning for economically prosperous, environmentally healthy, socially equitable, and aesthetically inspiring communities; to coordinate and regulate community development, redevelopment, and land use in accordance with the County's comprehensive plan; to administer building codes which assure the safety and quality of new and existing construction; and to provide current, accurate, and complete geographic information necessary for community land use decisions. Leadership in the Department of Planning and Development Services recognizes the importance of economic development planning, and have already set the stage for future initiatives.

Imperative Recommendation #20 is that the proposed RCDED and the Department of Planning and Development Services establish a close working relationship with respect to 1) designating specific areas of the County for preferred economic growth, and providing existing and new areas with design and development safeguards to create "investment grade" LEED certified, sustainable economic development zones; 2) securing from appropriate water and sewer providers, through negotiations and/or funding commitments, a long-term allocation for water and sewer service to these designated areas; 3) adopting a policy whereby property designated for future economic development use will not be developed for any other uses; 4) identifying distressed, former residential, commercial or industrial sites and designate them for re-development as possible mixed-use economic development areas; and 5) establish and implement a "Fast Track" development review process for projects proposed in the designated development and re-development areas.

Contact: Mr. Joe Kocy
Director
Richland County Department of Planning and Development Services
2020 Hampton Street
Columbia, SC 29202
803.576.2196

Education, Workforce & Training Observations

In the course of the various phases of developing this Strategic Plan, considerable discussion focused on the important role that education, workforce development and training plays in a community's successful economic development. This is not to say that education's role was just recently discovered; however, it is now much more critical an asset than ever before due to the dramatic increase in technology in all economic sectors, and the need for the United States to continually maintain its competitive edge in the global economy through eco-friendly technologies in the areas of alternative energy, technology-driven specialty product development, short to mid-term manufacturing, distribution and industrial services.

It was agreed to in the early stages of this study, that education and workforce development matters would not be direct responsibilities of a County economic development agency, but that the agency would have the responsibility to act as a clearinghouse or facilitator in assisting with the creation of an overall context or institutional approach for coordinating and/or streamlining the plethora of education and training stakeholders in the County.

Richland County is well-positioned to take advantage of its education systems and training programs that continue to result in a workforce with the ever-increasing skill sets required for businesses and industries to prosper. Genesis Consulting Group's analysis, as well as the input of the project Steering Committee and the expanded stakeholder group recognizes that there are numerous excellent schools in the County, upon which to build a solid reputation for the system. K-12 student performance is at or above the State average, as well as the average of schools throughout the southeast U.S. The perception of Richland County K-12 Schools is more negative than positive due to the small number of schools that under perform, yet which appear to be given far more publicity than the majority of schools that meet or exceed standards.

The general thinking of the County's business community is that there should be better coordination, if not consolidation, of the three school districts; however, it recognizes that consolidation is not politically possible at this time. Local businesses believe that the K-12 system focuses too much on the 4 year college preparatory track and that there is a "disconnect" between K-12 and the business community when it comes to providing entry level workers with basic technical skills. The Midlands Technical College (MTC) receives "high marks" from County employers and other training service providers; therefore, MTC must do an excellent job in remediation of the basic technical skills of high school graduates. Most businesses in the County expressed satisfaction with the quality and quantity of trained or trainable workers, but there are certain gaps in specialty areas and crafts, which are only expected to increase with future retirements. The current economic situation may actually be helping reduce the pressure here, in light of reduced consumer demand, workers nearing or at retirement age will likely consider maintaining their employment longer due to dramatically reduced 401k values, and the number of entry-level workers (or trainees) in Richland County is actually growing.

Low union activity and the high quality of workers who commute in to Richland County are also benefits to current and future employers. Richland County's training "infrastructure" is perceived to have many, capable training facilitators and service providers; however, the relationships between and among them are potentially confusing to the employers, and need to be better coordinated or integrated.

EDUCATION, WORKFORCE AND TRAINING ALIGNMENT

There are too many organizations within the Midlands region facilitating and/or providing assistance to K-12 public education that have the same or similar missions, which overlap or create gaps, and which confuse employers and educators, and require too much staff time and attention for full participation.

Observation #1 is that the regional organizations outlined in detail elsewhere in the Strategic Plan should be examined to eliminate overlaps and gaps in service, and (re)designed to function on a committee basis in each of the Counties they serve. While each can still serve the Midlands region on a policy level, specific, tailored operating activities can be developed and initiated on a county-by-county basis. This would potentially result in more direct interface between Richland County businesses and schools, and target and conserve precious staff time. For example, perhaps the Midlands Regional Education Center, established by the Education and Economic Development Act of 2005, functions in lieu of or as a “subset” of MEBA in grades 9 through 12, and the Regional Education Center establishes an “ex officio” Richland County Education Center that brings together Richland County businesses, educators, students and parents to implement specific tasks.

Observation #2 is that the organizational alignment should include, to the extent possible and practical, the training programs and implementation mechanisms at Fort Jackson, which could be integrated with those of the civilian service providers described elsewhere in the Strategic Plan. Specifically, this would include the Army’s adult education/GED programs; the Armed Services Vocational Aptitude Battery (ASVAB); and the Army Career Alumni Program (ACAP).

SCHOOL DISTRICT COORDINATION

The stated mission of Richland School District One is, in a richly diverse community of learners united by a shared commitment, to prepare all students to excel to the highest level and equip them to be responsible and contributing citizens, through meaningful, innovative academic engagement led by dedicated, highly qualified staff, supported by necessary resources, and enhanced by family and community partnerships.

Similarly, Richland School District Two, in partnership with the Columbia Northeast community, guarantees each student a quality education by providing appropriate and challenging learning experiences to equip each individual for life-long learning, responsible citizenship and productivity in an ever-changing world.

Finally, the mission of School District Five of Lexington and Richland Counties, the flagship educational community where excellence is never compromised, is to ensure each student maximizes his or her unique potential and is a successful member of society through a system characterized by: high expectations, the elimination of all barriers to learning, a safe and nurturing environment, unwavering commitment to excellence, a rigorous curricula, and a superior diverse staff; where the schools are accountable and families and communities embrace the responsibility for the success of the students.

In all instances, the missions for each of the Richland County School Districts are similar, but the data and the public’s perceptions of the data are very different. For example, the percentage of Richland County residents possessing some college, an Associate’s Degree, a Bachelor’s Degree and a Master’s Degree is higher than the averages in the entire southeast. On the other hand, test scores and graduation rates are trending downwards in both Richland 1 and 2; however, the scores and rates have dropped much more rapidly in Richland 1 than Richland 2, and are the lowest among all Richland and Lexington County Districts. These trends may have a relationship with Richland County’s unemployment rate, which at 7.1%, is significantly higher than Lexington County.

As suggested earlier in this report, while there are many business organizations actively involved in “improving educational performance” within the Midlands region, there are, in the opinion of the members of the Steering Committee and the stakeholders involved in this strategic planning process, too many such organizations, thereby creating both gaps and areas of overlap. Additionally, with all these organizations operating on a regional basis, they, as well as the Technical College partner, must deal with at least eight (8) separate and distinct public school districts.

Conversely, the three school districts in Richland County need to expend more staff and time resources if they are to staff each of these multiple private- and public-sector initiatives, and such staffing levels and potential costs are unreasonable. Each of the three School Districts must also fund their separate relationships with Midlands Technical College, which also generates what some have characterized as redundant expenses.

Observation #3 is that, short of consolidation, the three Richland County School Districts should consider collaborating for the purposes of identifying areas of common interests and agreement, and become “allies” or agents of change by designating a single point of contact to represent Richland County Public Schools with Richland’s businesses and MTC.

ACKNOWLEDGE THE VALUE OF A TECHNICAL EDUCATION

This would begin to eliminate the longstanding stigma connected with vocational schools or career centers, and send a strong signal to many students that technician careers are rewarding positions which will meet the needs of Richland County employers for the future.

Observation #4 would include collecting data comparing quantitative and qualitative career outcomes between a technical education/degree and a range of 4-year college graduates.

“VOCATIONAL” AND “TECHNICAL” OUT OF VOGUE

Many of the stakeholders have claimed that vocational schools, career centers, magnet schools and even technical (colleges) have run their course, and imply training for low-paying, dead end jobs.

Observation #5 would be for the three Richland County School districts to name a single “Director of Innovation and Technology” to serve all three districts.

Observation #6 is to bring Richland County School Districts 1, 2 and 5 together to develop a centralized Richland County Innovation and Technology Center, using the Lexington Technology Center as a model.

Observation #7 is to promote/market a technical education as a “commodity”, and that the Richland County Innovation and Technology Center is a “go to” school.

COORDINATION WITH THE EDUCATION AND ECONOMIC DEVELOPMENT ACT

Use the timing of the Education and Economic development Act to be implemented by the Midlands Regional education Center, as a catalyst to bring Richland County’s employers and workforce service providers together.

In conjunction with major employers in Richland County, **Observation #8** would utilize the opportunity to implement an extensive program of WorkKeys in the County’s schools and in conjunction with major employers in Richland County.

Richland County
ECONOMIC DEVELOPMENT STRATEGIC PLAN

Additionally, **Observation #9** would include developing and implementing a “WorkEthic Certification” program, so that the County’s (newer) workers would be given an opportunity to learn fundamental personal and life skills.

Observation #10, is to fit these components into a an effective business initiative program to serve as an ongoing clearinghouse between employers and workforce services in Richland County

Observation #11 is that an employer list should be used to annually identify and survey unemployment and employment, training needs, workforce trends, as well as other relevant data, as set forth in the Employer Survey in the Appendix 14 (pages 14-1 through 14-4).



Richland County Council Request of Action

Subject

Smoking Ban Amendments [**PAGES 164-168**]



Richland County Business Service Center

2020 Hampton Street, Suite 1050
P.O. Box 192
Columbia, SC 29202

Phone: (803) 576-2287
Fax: (803) 576-2289
bsc@rcgov.us
<http://www.rcgov.us/bsc>

Council Work Session: Smoking Ban **Thursday, December 3, 2009**

Smoking Ban Violations Update

- There have been 16 different businesses about which complaints have been made.
 - ⊗ 5 were bingo parlors
 - ⊗ 9 were restaurants/bars
 - ⊗ 1 was a service station
 - ⊗ 1 was a sexually oriented business
- Three tickets have been written: two at the same bar, one at another bar.
- Inspections were conducted on five weekends, in September and October. Inspections will continue on an as-needed and random basis.

Smoking Ban Ordinance Amendments

1. Violations' Impact on the business license

Does Council intend for businesses that consistently violate the smoking ban ordinance to have the business' business license denied or revoked? If so, how many violations should be documented prior to this action being initiated? If this is Council's intention, specific language to this effect will be needed to be added as a Smoking Ban ordinance amendment.

Staff recommends that the smoking ban ordinance be amended so that a business that consistently violates the smoking ban ordinance have its business license denied or revoked. Staff recommends that, in keeping consistency with the City of Columbia, if three or more infractions occur within a six-month period, the business license of that business shall be revoked, or its application denied.

2. Definition of "Infractions"

The ordinance Section 18-6 (h)(3) currently reads "Each day on which a violation of this Section occurs shall be considered a separate and distinct infraction." Is it Council's intention that, once a person or business is written a ticket on a given day, that person or business may continue to smoke or to allow smoking for the remainder of that day, since no additional tickets may be written?

If this is not Council’s intention, it is recommended that Council amend this section of the Smoking Ban ordinance to read, “Each incidence of violation of this Section shall be considered a separate and distinct infraction.”

Staff recommends that the smoking ban ordinance be amended so that each incidence of violation by an individual or a business be considered a separate and distinct infraction.

3. Posting of “No Smoking” Signs

Staff recommends that the signage requirement be clarified to specify a minimum size, and recommends that signs be no smaller than 3 ½” by 3 ½”. Staff further recommends that the sign requirement be further revised so that only the universal symbol for no smoking (described as a red circle diagonally bisected with a red line through a cigarette and depicted here) is required.



See the attached drafted ordinance amendment reflecting staff’s recommendations.

**STATE OF SOUTH CAROLINA
COUNTY COUNCIL FOR RICHLAND COUNTY
ORDINANCE NO. XXX-09HR**

AN ORDINANCE AMENDING THE RICHLAND COUNTY CODE OF ORDINANCES; CHAPTER 18, OFFENSES, SO AS TO CLARIFY REQUIREMENTS AND ENFORCEMENT PERTAINING TO THE SMOKING OF TOBACCO PRODUCTS IN THE UNINCORPORATED AREA OF RICHLAND COUNTY.

Pursuant to the authority by the Constitution of the State of South Carolina and the General Assembly of the State of South Carolina, BE IT ENACTED BY RICHLAND COUNTY COUNCIL:

SECTION I. The Richland County Code of Ordinances, Chapter 18, Offenses, is hereby amended as follows:

Section 18-6. Smoking of tobacco products

(f) Posting of signs The owner, manager, or person in control of a Workplace shall post a conspicuous sign at the main entrance to the Workplace, which shall contain ~~the words “No Smoking” and~~ the universal symbol for no smoking. Signs shall be no smaller than 3 ½ inches by 3 ½ inches.

(h) Jurisdiction, Enforcement, and Penalties

3) An infraction is punishable by a fine of twenty-five dollars (\$25). ~~Each day on which a violation of this Section occurs~~ Each incidence of violation of this Section, whether by an individual or by a business, shall be considered a separate and distinct infraction. A violation of this Section is furthermore declared to be a public nuisance. All infractions punished according to this Section shall be adjudicated through the State’s normal magisterial judicial process, culminating in the collection of any fines levied.

4) If three or more infractions occur within a six-month period, the business shall be deemed a public nuisance and shall have its business license revoked, if already issued, or its business license application denied, if a business license has not been issued.

SECTION II. Severability. If any section, subsection, or clause of this article shall be deemed unconstitutional or otherwise invalid, the validity of the remaining sections, subsections, and clauses shall not be affected thereby.

SECTION III. Conflicting Ordinances. All ordinances or parts of ordinances in conflict with the provisions of this ordinance are hereby repealed.

SECTION IV. Effective Date. All sections of this ordinance shall be effective on and after _____.

RICHLAND COUNTY COUNCIL

BY: _____
Paul Livingston, Chair

ATTEST THIS THE ____ DAY
OF _____, 2009

Michielle R. Cannon-Finch
Clerk of Council

RICHLAND COUNTY ATTORNEY'S OFFICE

Approved As To LEGAL Form Only
No Opinion Rendered As To Content

First Reading:
Second Reading:
Public Hearing:
Third Reading:

Richland County Council Request of Action

Subject

Must Pertain to Items Not on the Agenda