

ECONOMIC DEVELOPMENT ALLIANCE

MISSION

The mission of the Economic Development Alliance seeks to promote and preserve job opportunities and increase the per capita income through high quality, environmentally sound recruitment (of new business and industry) and expansion of existing business and industry."

GOALS

- Continue to cultivate existing industry as premier job development and capital investment generators; continue to develop strong relationship with county's private employers.
- Recruit two new industries to county
- Develop permanent Class A home for Alliance Pickens office
- Develop collateral marketing materials to augment web site and other marketing initiatives
- Continue implementing electronic marketing program to target audience of corporate real estate managers, site consultants, commercial realtors, Department of Commerce and other ED allies
- Identify the next site location(s) for another industrial park. Develop acquisition and development budget, and identify funding sources. Secure the acreage, purchase and develop it.
- Finalize implementation of the signage and landscape program in the Pickens County Commerce Park.
- Design and implement a speculative building program for the Park, yielding speculative buildings in calendar 2005.
- Secure 501C-3 status for Alliance Pickens.
- Improve relationship with Clemson University, relative to development.
- Actively market county through CoreNet Global, Industrial Asset Management Council, site consultant community, Department of Commerce, Alliance Pickens website, targeted trade shows, and Upstate Alliance and other strategic allies.
- Perform call programs and recruiting missions both in house and with DOC and Upstate Alliance.

PRIOR YEAR ACCOMPLISHMENTS

- Assisted with existing industry expansions at St. Jude Medical, Cornell Dubilier, Richmond Gear, Ryobi and Easley Custom Plastics, and other(s) that remain confidential.
- Landed four projects in the Pickens County Commerce Park, creating 795 jobs with a combined direct annual payroll at full employment of \$25.9M; and creating an estimated \$550,000 in annual property tax revenue at full build out; generating 457,000 square feet of new facility construction. Those projects are Reliable Automatic Sprinkler Company, KeyMark Inc., St. Judge Medical and Integrated Manufacturing, Inc.
- Caused Blue Ridge Electric Coop to build a new substation in the Park, and Bell South to build a fiber optic switch.

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- Completed the implementation of a very successful equity drive, which increased the non-County revenue by about four times the prior year revenue into Alliance Pickens. Alliance Pickens received about \$115,000 in private and municipal funds in calendar 2004.
- Alliance Pickens donated about \$5,000 in new computer hardware and software in Pickens County.
- Alliance Pickens received four marketing awards by the Southern Economic Development Council for excellence in various marketing pieces, all of which were developed in-house by Alliance Pickens staff and equipment.
- Completed a highly successful public relations program whereby Alliance Pickens and Pickens County received national, regional and local press and acclaim.
- Raised approximately \$600,000 for sewerage of western half of the Park.
- Raised approximately \$400,000 additional funds for the Park's signage and landscape program.
- None of these accomplishments would have happened without a close, nurturing relationship among and between Alliance Pickens, Pickens County, SC Department of Commerce, and our numerous strategic allies. This teaming relationship is perhaps our biggest accomplishment...and is recognized and admired statewide, most especially, by our competing counties.

BUDGET HIGHLIGHTS

There are no significant changes in the FY 2006 budget.

DEPARTMENT SUMMARY

| | FY 2004 ACTUAL | FY 2004 BUDGET | FY 2005 BUDGET | FY 2006 BUDGET |
|------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| Personnel Services | \$ 195,281 | \$ 182,484 | \$ 191,935 | \$ 202,863 |
| Supplies & Materials | 86,073 | 74,585 | 76,005 | 73,696 |
| Contractual Services | 51,432 | 61,692 | 39,981 | 47,643 |
| Other | 3,544,203 | - | - | - |
| Debt Service | 352,022 | 352,022 | 352,022 | 352,022 |
| Capital | - | - | - | - |
| Total | \$4,229,011 | \$ 670,783 | \$ 659,943 | \$ 676,223 |
| Total Positions | 3 | 3 | 3 | 3 |

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