



MINUTES GREENVILLE COUNTY COUNCIL

Committee of the Whole

January 5, 2016

4:30 p.m.

County Square – Conference Room D

COUNCIL MEMBERS

Mr. Bob Taylor, Chairman
Mr. Butch Kirven, Vice Chairman
Mr. Joe Dill

Mr. Joe Baldwin ARRIVED @ 4:41 P.M.
Mr. Willis Meadows ARRIVED @ 4:41 P.M.
Mr. Sid Cates

Mr. Jim Burns
Mrs. Xanthene Norris
Mrs. Liz Seman
Mrs. Lottie Gibson ABSENT
Mr. Lynn Ballard ARRIVED @ 4:38 P.M.
Mr. Fred Payne

Pursuant to the Freedom of Information Act, notice of the meeting date, time, place and agenda was posted on the bulletin board at the County Square and made available to the newspapers, radio stations, television stations and concerned Citizens.

COUNCIL MEMBER(S) ABSENT:

Lottie Gibson, District 25

STAFF PRESENT:

Joe Kernell, County Administrator
John Hansley, Deputy County Administrator
Mark Tollison, County Attorney
Theresa Kizer, Clerk to Council
Regina McCaskill, Deputy Clerk to Council
Paula Gucker, Assistant County Administrator, Public Works
Bob Mihalic, Governmental Relations Officer
Tom Meeks, Planning Department
Sandra Yudice, Assistant to the County Administrator

OTHERS PRESENT

Hesha Gambrell, Greenville Area Development Corporation
Kevin Landmesser, Greenville Area Development Corporation
Tavia Gaddy, Greenville Area Development Corporation

CALL TO ORDER

Chairman Bob Taylor

INVOCATION

Councilor Joe Dill

Item (3) APPROVAL OF MINUTES

ACTION: Councilor Seman moved to approve the minutes of the November 17, 2015 Regular Committee of the Whole Meeting.

Motion carried unanimously.

Item (4) I-85 / I-385 GATEWAY PROJECT UPDATE

*Presented by: David Hebert – SC DOT
 Jack Valetti – SC DOT
 Chris Lamm – Flatiron Zachry*

Project Information

- \$231 million Design Build contract
- Awarded to Flatiron (Colorado) Zachry (Texas) Joint Venture in August 2014
- Both companies have offices in North Carolina and both have done work in South Carolina
- Funding provided by FHWA, State Infrastructure Bank / Act 98 and Greenville-Pickens Area Transportation Study Committee (GPATS)
- Approximately 200,000 vehicles pass through the Interchange daily
- Second largest transportation project in State history
- Includes approximately 9 miles on I-85 and 3 miles on I-385
- Numerous local consultants and contractors are involved in the project
- Project design began in 2014
- Construction would begin shortly and substantial completion expected by late 2018
- Project goal was to reduce congestion and improve safety
- **Major Improvements:**
 - Rehabilitation and resurfacing of Interstate 85
 - ✓ northbound from north of Mauldin Rd to near SC 14
 - ✓ southbound from south of Pelham Rd through the interchange
 - Widening of Interstate 385
 - ✓ widen approximately 3 miles of I-385 from north of Butler Road to south of Roper Mountain Road
 - Addition of auxiliary lanes on Interstate 85
 - ✓ continuous auxiliary lanes on I-85 from I-385 to Pelham Road
 - Improvements to Woodruff Road
 - ✓ reconstruct intersections between I-85 and I-385
 - ✓ new integrated signal system
 - Reconstruction of the Interchange
 - ✓ eleven new bridges
 - ✓ elimination of loop ramps
 - ✓ collector distributor ramps

- CONTACT INFORMATION:
 - Phone: 888-862-4824 864-603-5640
 - Website: www.85385gateway.com
 - Facebook: 85-385gateway
 - Twitter: 85385gateway

Chairman Taylor asked were changes scheduled for the lights on Pelham Road coming back across I-85.

Mr. Hebert stated there were no changes planned for the lights as part of this project; however, a future project included plans for changes from Pelham Road to Highway 14 that would possibly address the issue.

Councilor Burns asked if the Salters Road bridge was part of the project.

Mr. Hebert stated the Salters Road bridge was part of another project expected to begin Spring of 2016.

Item (5)

GREENVILLE AREA DEVELOPMENT CORPORATION UPDATE

Presented by: Mark Farris, President / CEO, Greenville Area Development Corporation

Overview:

- Goals of the presentation:
 - Discuss the FILOT process,
 - The role of GADC in the process
 - How GADC worked with projects
 - Why FILOT's were negotiated
 - How different entities worked together to win projects.
- FILOT's are necessary in recruiting companies are a small, but important, part of process
- GADC works intimately with all prospective companies
- Mainly distribution, manufacturing and office based companies
- Significant support from the Office of Commerce
- Greenville County rewards investment through real and personal capital through the FILOT process
- State of South Carolina rewards job creation through tax credits, job development credits, etc.
- Additional support from municipalities and multiple area allies
- Sources of Leads from various entities to include but not limited to: Attorneys, Department of Commerce, City/County Chambers and Direct Inquiries
- Leads are tracked on monthly, quarterly and yearly basis

The Recruitment Process:

- Step 1 – Information Gathering
 - Request for Information (RFI)
 - Example provided
 - Project Definition
 - Project Parameter Spreadsheet
- Step 2 – Visit to Validate – suspects vs. prospects
 - Leveraging Allies to address perceived issues

- Solving Problems
 - Step 3 – Negotiation
 - State
 - Job Tax Credits
 - Job Development Credits
 - Grants
 - Local
 - Abatement
 - Fee-in-Lieu-of-Tax (FILOT)
 - Why a FILOT?
 - FILOT Process with County Council

Working Together:

- Respecting out relationship
- Multiple reviews
- Confidently and aggressively competing to win!
- Announcements for 2015

Councilor Kirven cited the disparity between the taxes paid by manufacturing and other classifications of non-residential property and the amount a resident paid. He asked if that difference would come into consideration for planning purposes and future growth for Greenville County. Councilor Kirven also asked should the County reserve land for industrial use.

Mr. Farris agreed land use planning was very important and many projects were lost because there was not a good site available. He stated approximately 30% of projects lost were due to land availability. Mr. Farris stated approximately 5% of Greenville County was zoned Industrial but industries contributed approximately 50% of taxes collected. He added GADC worked closely with the Greenville County Zoning Department to ensure land availability and cited the South Greenville Area Plan.

Councilor Ballard stated there was currently a plan to develop parts of Highway 25 from Moonville to Ware Place. He stated meetings regarding the plan were scheduled to begin later in the month of January. Councilor Ballard stated he and Councilor Burns, as well as Mark Tollison, have discussed the utilization of a standardized plan.

Councilor Cates stated he had concerns about the Cryovac Corporate Headquarters project and why Greenville County lost the contract to Charlotte, N.C.

Mr. Farris stated Cryovac was concerned about the GSP Airport and were drawn to Charlotte, N.C. as the second-largest financial center in the country. He stated available office space was also a concern as well as jobs for spouses and other family members.

Chairman Taylor stated several meetings have been held with the area economic partners to identify appropriate office space.

Mark Farris stated quarterly meetings were held with the City of Greenville, Upstate Alliance and other economic partners to discuss and strategize for office space.

Councilor Payne inquired how Greenville County could recruit high-tech firms aggressively.

Mark Farris stated gigabyte service was critical in recruiting high-tech companies and pointed out Research Triangle Park in North Carolina as an example. He stated most incentives were geared toward manufacturing in South Carolina but there was a push to attract high-tech firms.

Councilor Payne stated the I-85 corridor did not attract businesses as it was expected to due to lack of infrastructure and proper zoning. He asked how aggressive should Greenville County be with the wholesale and resale of sewer services to attract large industry and subdivisions.

Mark Farris stated sewer, not water, was an issue in attracting industry and without that service, it would be difficult to attract companies.

Councilor Baldwin stated Greer CPW could accommodate the need for sewer.

Councilor Dill stated the presentation showed jobs and indicated a dollar amount. He asked if there was a value attached to jobs.

Mark Farris stated if a company did not produce the promised number of jobs, the State withheld certain incentive monies. The company did not receive incentive monies until the jobs were produced.

Councilor Dill commended the GADC staff and their work in the Travelers Rest.

EXECUTIVE SESSION

ACTION:

Councilor Burns moved to go into Executive Session for the receipt of legal advice where the legal advice relates to a pending, threatened, or potential claim or other matters covered by the attorney-client privilege, settlement of legal claims, or the position of the County in other adversary situations involving the assertion against the County of a claim concerning municipal tax increment revenues and invocations.

Motion carried and the Committee of the Whole entered into Executive Session at 4:26 p.m.

RECONVENE

Mr. Tollison reported Greenville County Committee of the Whole out of Executive Session stating no action was taken during the session.

The meeting reconvened at 5:40 p.m.

Item (6)

ADJOURNMENT

ACTION:

Councilor Dill moved to adjourn the meeting at 5:41 p.m.

Motion to adjourn carried unanimously.

Respectfully submitted:

Theresa B. Kizer, Clerk to Council