

Marlboro County Economic Development Partnership (MCEDP)
Monthly Board Meeting Minutes
Monday, November 21st, 2016 - 8:00 a.m.

Minutes				
PRESENT				
Members	From	Ex-Officio	From	Others
Frankie Frazier	District 8	Jason Steen	Chairman of County Council	Ron Munnerlyn
Fred Thomas	City of Bennettsville	William Fleming	Marlboro Electric Coop	Brandinika Ritter
Charles Paul Midgley-Chairman	District 3	Dr. Kyle Wagner	President of NETC	Jim Haynes
Luke Johnakin	District 2			Dan McNiel
Ken Harmon	District 4			
Andy Rogers	Industrial Appointee			
LC English	District 1			
Randall Malichi-Vice Chairman	City of Bennettsville			
Ken Stroman-Secretary/Treasurer	District 5			

ABSENT			
Members	From	Ex-Officio	From
<i>Vacant</i>	Industrial Appointee	James Quick	Wallace Water
<i>Vacant</i>	District 7	Dr. Helena Tillar	Superintendent of Marlboro County School District
David Johnson	District 6	Bobby Brock	Mayor of Blenheim Marlboro Water
		Heath Harpe	Mayor of Bennettsville
		Stuart Ames	Duke Energy Progress

CALL TO ORDER – Chairman Charles Paul Midgley called the meeting to order beginning with a working breakfast at 8:00 am.

APPROVAL OF MINUTES – A motion was made by Ken Harmon and seconded by Luke Johnakin to approve the August 2016 minutes as presented. The Board unanimously agreed to approve the August 2016 minutes.

FINANCIAL REPORT – The August, September, and October 2016 financial reports were circulated. Executive Director Ron Munnerlyn noted that he had reviewed the ECAM funds and the accounting was accurate. He also informed the Board that he plans to make the financial reports clearer by separating the Edge funds from the Partnership funds prior to the next board meeting. Mr. Munnerlyn opened the floor to suggestions for formatting the financial reports. Ken Harmon responded with a request to enlarge the text.

OLD BUSINESS – Chairman Midgley asked Dr. Kyle Wagner to introduce himself to the board. After Dr. Wagner's introduction Chairman Midgley asked the Board for a motion to enter into executive session to discuss the status of the ECAM project. Luke Johnakin motioned for the Board to enter into executive session

for discussion of ECAM. Ken Harmon seconded the motion and the Board unanimously agreed in approval to enter into executive session. Motion to exit executive session was made by Ken Harmon and seconded by Ken Stroman. The Board unanimously agreed to exit executive session.

NEW BUSINESS – Chairman Midgley reminded the Board that he was nearing the end of his term as Chairman. He said that the Executive Committee had met and are recommending Randall Malichi to serve as the new Chairman. Chairman Midgley asked for a motion or suggestion for a new Chairman. A motion was made by Ken Harmon to consider Randall Malichi as the new Chairman and Fred Thomas seconded the motion. Mr. Malichi's name will be submitted to County Council for recommendation to chair the MCEDP Board. Chairman Midgley also noted that the Executive Committee is recommending Ken Stroman as the new Vice Chairman and Frankie Frazier as the new Secretary/Treasurer. Ken Harmon moved to accept the Executive Committee recommendations for Vice Chairman and Secretary/Treasurer. Fred Thomas seconded the motion and the Board unanimously agreed to approve the motion.

Chairman Midgley stated that the new MCEDP Executive Director has his own vehicle and that the Board is going to assume his vehicle expenses via provision of a car allowance. Chairman Midgley noted the need to dispose of the current vehicle owned by the Board. Ken Harmon motioned to sell the vehicle owned by the Board and Ken Stroman seconded the motion. Chairman Midgley stated all were in favor of moving forward with the disposal of the Board vehicle and to let the record show such.

Chairman Midgley requested a motion to have the Holiday Drop In occur on December 12th. Ken Harmon made a motion to have the Holiday Drop In on December 12th. And Ken Stroman seconded the motion. Chairman Midgley stated all were in favor of having the Holiday Drop In on December 12th.

Luke Johnakin excused himself and departed the Board meeting prior to adjournment. He requested to have the mentoring program on the agenda for the next Board meeting.

DIRECTOR'S REPORT – Ron Munnerlyn introduced himself to the board and gave a brief overview of his experience with economic development. He expressed that there will be a significant change in approach and focus of the County's economic development efforts. He is focused on the nuts and bolts of economic development. Collateral programs and initiatives are great but should be there to support efforts and not become the effort itself. Coming from a business background he can offer a current, firsthand viewpoint of companies the County is trying to recruit. Over the course of his 11 years at Laticrete, he was responsible for locating sites for 7 new plants and expansions in 7 different states. He also negotiated the purchase of land, local economic development incentives, and did extensive cost studies with area analysis to make these decisions. While working for Richmond County he initiated 8 industrial announcements creating over 500 jobs and \$183 million in capital investment. Projects that he initiated but were completed after his tenure resulted in an additional \$133 million in capital investment across 18 months. Richmond County continues to gain industry using the same approach started when he and Jim Haynes were there. Mr. Munnerlyn worked at Marlboro Electric Cooperative from 1998 to 2002. Under Bill Fleming's leadership, he was part of a team that saw \$1.6 million in capital investment and created 1030 jobs in Marlboro County. Mr. Munnerlyn noted that companies do not want to deal with multiple players or a large team of experts. Companies desire one or a few key contacts that know what they are talking about or who will provide them information on a timely basis. Quality of life is considered, but the Standard Cost of Goods and margins are what makes the decision. Labor costs (including training), transportation, raw materials, packaging, utilities, and taxes are important to the decision to locate a new company or expand an existing one. In this day and age, the worst mistake the county can make is to misrepresent problems such as school system issues and illiteracy. Everything is on the internet, therefore, to try to fool someone is a mistake. Mr. Munnerlyn will be focusing on external marketing specifically with an initiative entitled Destination Marlboro. In order to be successful everything must be a team effort. Multiple efforts or organizations pursuing the same goals is a waste of resources and it sends a

negative signal to prospective businesses and residents. Moving forward Mr. Munnerlyn's short term focus is the following:

- Clear understanding and consensus by all involved as to what incentives can be offered and any related special requirements.
- Consensus on what types of business are suitable for each existing site and what types of business will be supported by County Council in those locations.
- Develop a database for all property and sites in the County and Industry standard data sheets with an end goal of a 24 hour response time to any inquiry.

INDIVIDUAL REPORTS & ANNOUNCEMENTS - None

ADJOURNMENT – Chairman Charles Paul Midgley asked for a motion of adjournment. Motion to adjourn made by Ken Harmon and seconded by Frankie Frazier.

We have complied with all notifications requirements for this meeting as contained in the South Carolina Freedom of Information Act.

6-21-17

Date



Frankie Frazier, Secretary

Mission Statement

Providing the resources to enhance economic growth and the quality of life in Marlboro County.