



John O'Toole

EXECUTIVE DIRECTOR
BEAUFORT COUNTY ECONOMIC DEVELOPMENT CORPORATION





Let me tell you about Nate

*“Economic Development done right
dramatically and positively impacts the
branches of family trees and our
community.”*





Our Board of Directors



ALAN PERRY

Mayor, Town of Hilton Head Island



ANDREA SISINO

Associate Vice Chancellor, University
of South Carolina Beaufort



ASHLEY FEASTER

Past Chair, BCEDC Board
Community Affairs & Economic
Development, Palmetto Electric
Cooperative



BLAKELY WILLIAMS

Economic Development and Local
Government, Dominion Energy



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Superintendent, Beaufort County
School District



GREG SHELTON

Treasurer of BCEDC Board
Town of Port Royal



JOEL BRAUN

Chair of BCEDC Board
Chief Customer Experience Officer,
Palmetto Rural Telephone
Cooperative, Inc.



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Mayor, Town of Port Royal



LARRY TOOMER

Mayor, Town of Bluffton



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Vice-Chair of BCEDC Board
Partner, Burr Forman



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President of Coastal Home & Villa



PHIL CROMER

Mayor, Town of Beaufort



DR. RICH GOUGH

President, Technical College of the
Lowcountry



VERNA ARNETTE

General Manager, Beaufort Jasper
Water & Sewer Authority



Passing the Torch



JOEL BRAUN

Palmetto Rural
Telephone Cooperative



ASHLEY FEASTER

Palmetto Electric
Cooperative



John O'Toole

EXECUTIVE DIRECTOR



Kelli Brunson

SENIOR PROJECT MANAGER



Brian Warner

ECONOMIC DEVELOPMENT SPECIALIST



**EXHILARATING
ENVIRONMENT**



**READY & SKILLED
WORKFORCE**



**UNPARALLELLED
SUPPORT**



Beaufort County
Economic Development Corporation

The logo features a stylized palm tree and a crescent moon above the text. The background of the entire page is a large, stylized sunburst graphic in shades of blue and green.



THANK YOU TO OUR SPONSORS!

TITLE SPONSOR



GOLD SPONSORS



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BRONZE SPONSORS



THANK YOU TO OUR PARTNERS





Vision:

To be the collaborative driver for leading economic development efforts in the communities we serve.

Mission:

We engage key stakeholders to diversify the county's economy, attract investments, create well-paying jobs, respecting the natural environment.



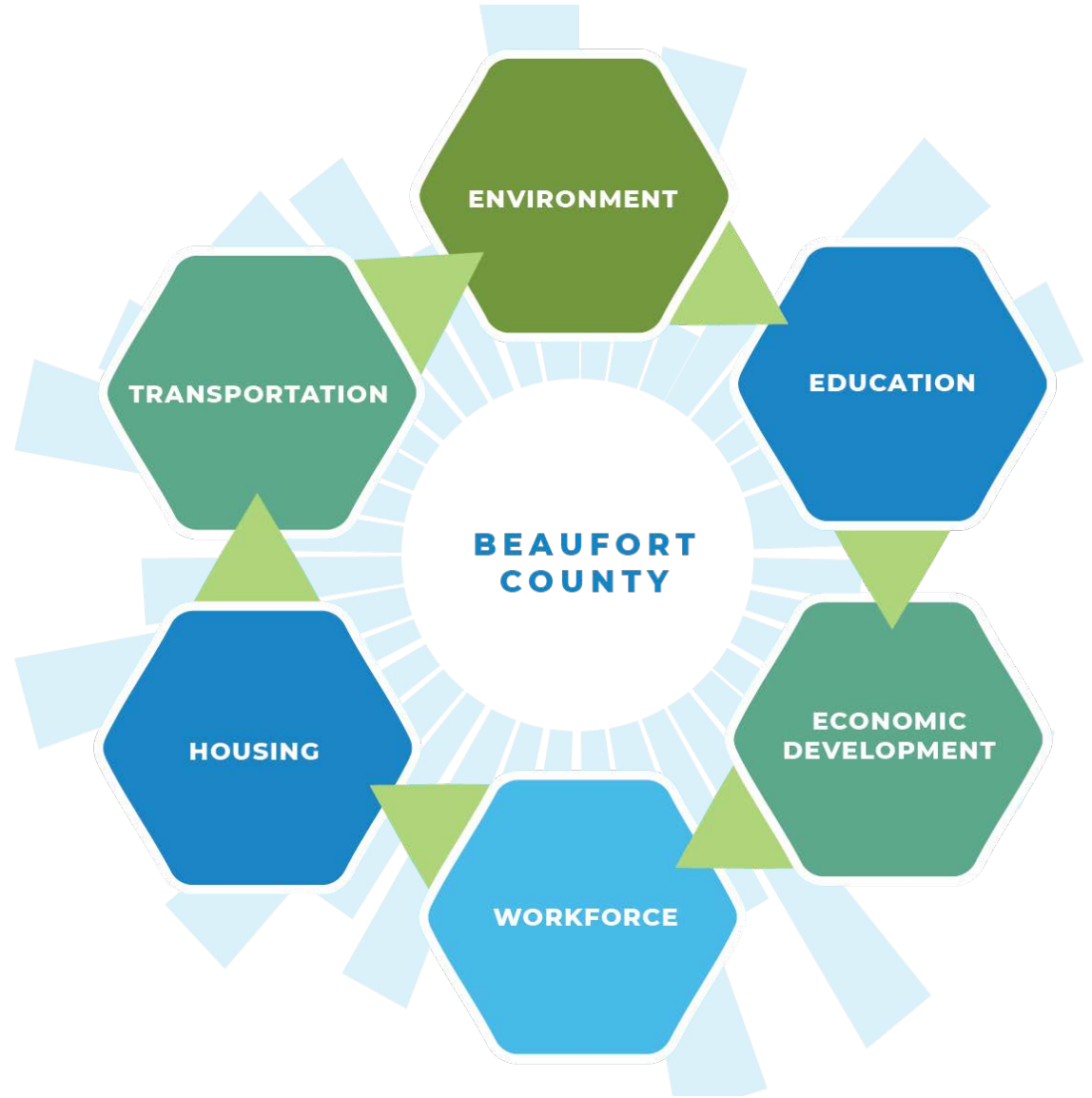


Our Focus Remains

- Diversifying the Economy
- Investments & Tax Base
- Transforming Lives

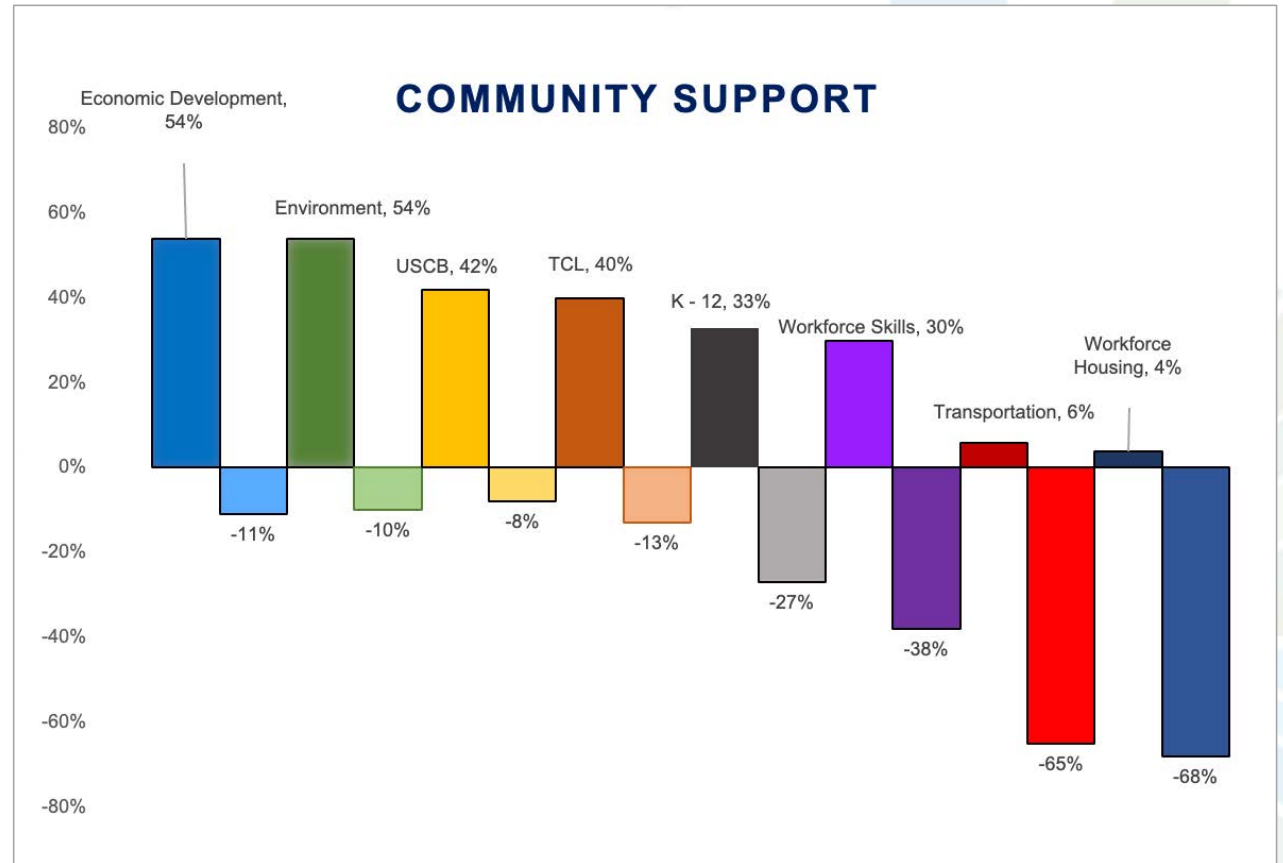


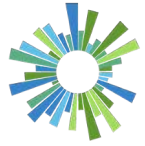
Beaufort County Balance





Beaufort County Balance





Results FY 24



\$59.2 Million Investments



458 Jobs



\$66,386 Avg. Comp



216,500 Sq. Ft. Real Estate



\$3.6 Million Incentives to Companies and Site Grants

Capital Investment (Million)	\$70 Million
Job Creation	250
Product Development	Initiated Sites
Business Retention Meetings	75 Meetings - Follow-up
Leads	80 Leads



Results FY 25



\$98.7 Million Investments



208 Jobs



\$63,388 Avg. Comp



\$ 71,000 Sq. Ft. Real Estate



\$697,885 Incentives to Companies and Site Grants

Capital Investment (Million)	\$70 Million
Job Creation	250
Product Development	Initiated Sites
Business Retention Meetings	75 Meetings - Follow-up
Leads	80 Leads



Results Since 2017



\$492 Million Investments



2,050 Jobs



\$52,508 Avg. Comp

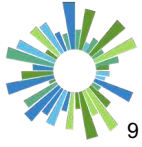


1.3 Million Sq. Ft. Real Estate

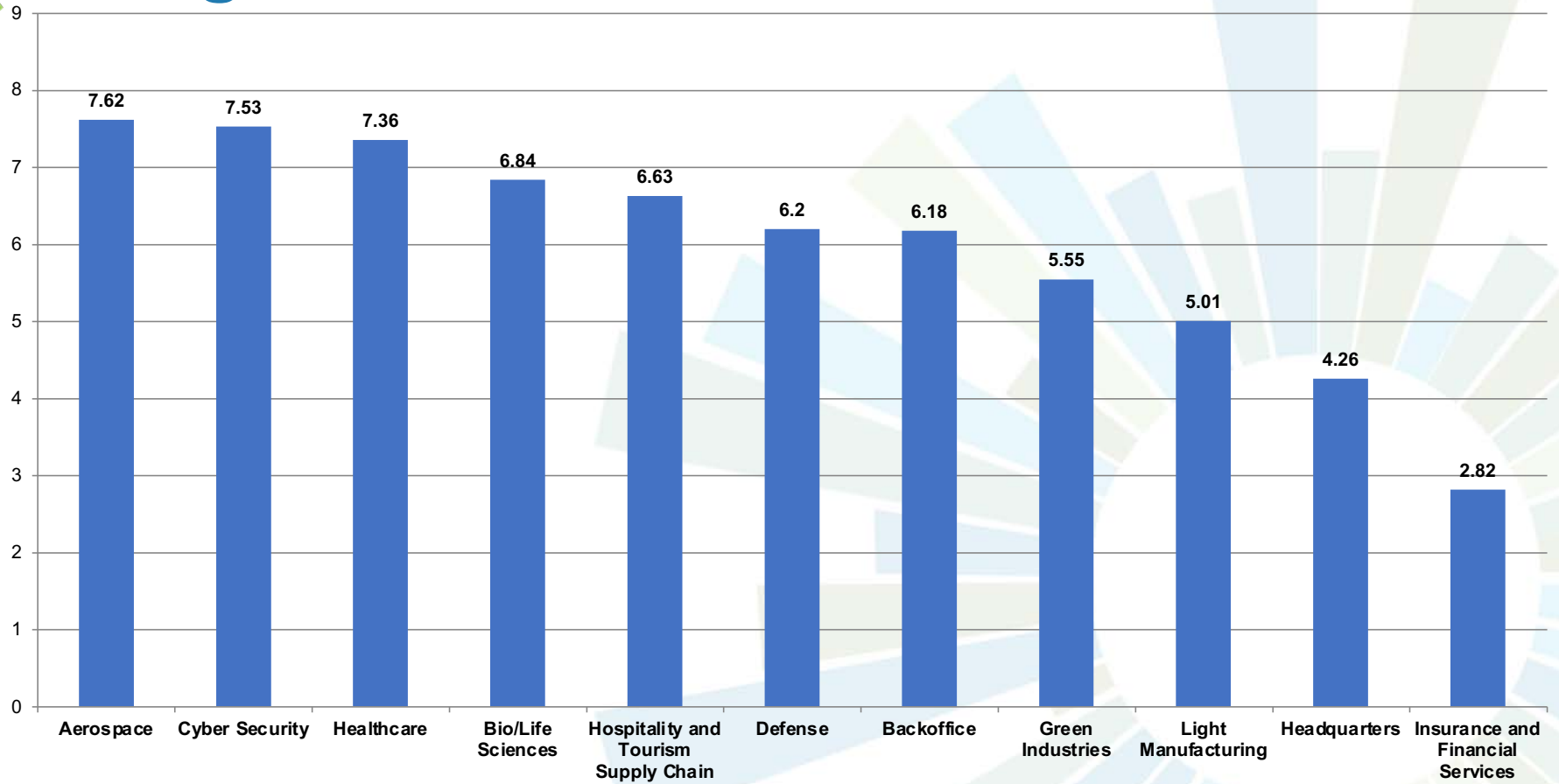


\$21.3 Million Incentives to Companies and Site Grants

75
PROJECTS



Target Industries





Keys to a Successful Mission for Economic Development Professionals

By Kelli Brunson

Mastering economic development missions from planning to post-meeting follow-ups

Keys to a Successful Trade Missions for Economic Development Professionals

By Kelli Brunson, IOM, M.Ed.
 Beaufort County Economic Development Corporation
kbrunson@thrivebeaufort.org

Author's note: Thanks to Mike Graney with the Charleston Regional Development Alliance, Jason Giulietti with Central SC Alliance, Karen Meier with Camoin Associates, and John O'Toole with the Beaufort County Economic Development Corp for their contributions. Additionally (see Appendix A) the many participants that contributed on the 2024 IEDC Conference in Denver.

Economic development is a complex field that involves a multitude of strategies and tactics aimed at fostering growth within communities. Economic development professionals play a crucial role in fostering growth and investment within their regions. Economic development professionals must navigate a broad landscape of stakeholders, opportunities, and challenges. In each community there are skeptics; therefore, it is imperative that professional economic developers approach missions with great discipline. Successful economic development missions encompass various stages — from planning to post-meeting follow-ups. This white paper outlines the significance of staying focused through each stage of an economic development mission, emphasizing best practices that drive outcomes and yield sustainable results.

"WHAT GETS MEASURED, GETS DONE!"
 -PETER DRUCKER

Stage 1: Initial Planning

An effective economic development mission begins with meticulous planning, which includes identifying target geographies, developing a target company list, and planning for outreach.

A. Identify Target Geographies

To start a successful mission, professionals must conduct a comprehensive analysis of industry trends that could highlight potential locations to target. This includes assessing critical factors such as workforce availability, infrastructure quality, business climate, and overall growth potential. Additionally, reviewing recent inquiries, announcements, and online activity can reveal areas with strong interest from companies that align with your mission.

Analyzing industry trends can help professionals pinpoint potential locations for investment. Other key factors guiding this analysis include:

- **Workforce Availability:** Assessing the skills and size of the local workforce influences a company's ability to run efficiently.
- **Infrastructure:** Quality of roads, public transport, broadband, and utilities can be deciding factors in site selection.



Appendix A – Recognition of Contributors

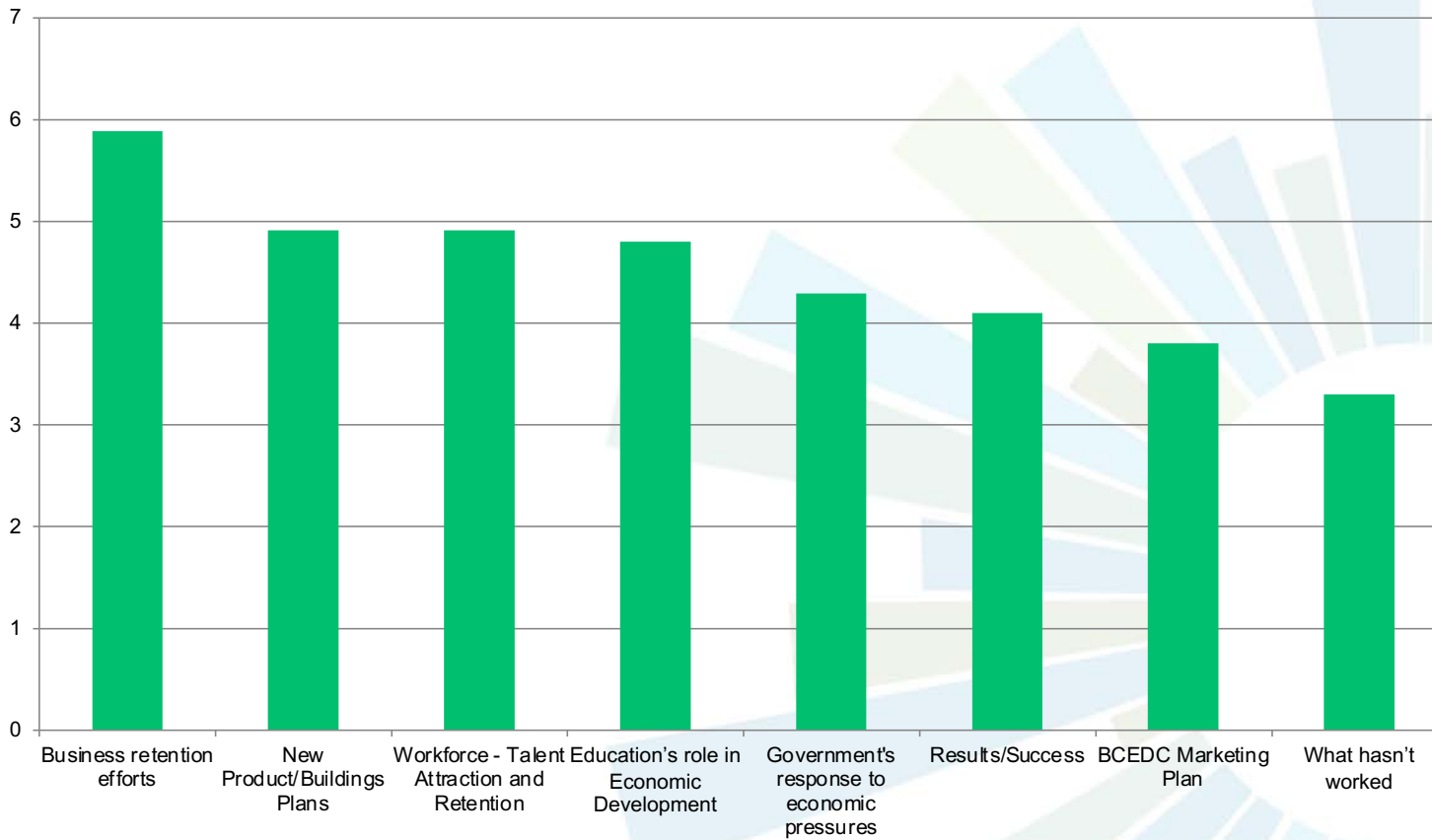
This report is in large part the results of the following economic development professionals who provided input at the 2024 IEDC Annual Conference. Please note that this is not an exhaustive list; the persons listed below provided their name to be included.

- Allen Economic Development Corporation, David Ellis
- Alliance Consulting Engineers, James "Jamie" W. Frost
- Burlington Economic Development Corp., Olivia Morgan
- Charles County Economic Development, Michelle Frye
- Chattanooga Chamber of Commerce, Adam Myers
- Cheyenne LEADS, Melissa Lightfoot
- City of Boynton Beach, Amanda Radigan
- City of Buckeye, Suzie Boyles
- City of Cibolo (TX), Kelsee Jordan Lee
- City of Cibolo (TX), Isabella Ellis
- City of Fort Lupton, Michelle Magelssen
- City of Grand Forks ND, Anna Henningsgard
- City of Tampa CRA, Melisa Martinez
- Community College of Philadelphia, Vishal shah
- Connecticut Insurance & Financial Services, Susan Winkler
- ElectriCities of North Carolina, Casey Verburg
- Gateway Development Corporation, Greater Omaha Chamber of Commerce, Mike Rooks
- Greater Fort Dodge Growth Alliance, Astra Ferris
- Greenville Eastern North Carolina Alliance, Maria Satira
- Henrico Economic Development Authority, Wendy Miller
- Indiana Economic Development Corporation, Wes Brown
- Knoxville Chamber of Commerce, Doug Lawyer
- PA SBDC at Shippensburg University, Bruce Krett
- Schuyler County Partnership, Kerri Green





The Survey Says...





Business Retention & Expansion

Results & Themes

1. Business Costs
2. Workforce
3. Taxes
4. Business Climate
5. Election
6. Construction Costs
7. Infrastructure
8. Tourism Down
9. Land Costs
10. Land Availability
11. Supply Chain
12. Insurance Rates
13. Permitting





**South Coast
Cyber Center**

[Our Vision](#) [The Opportunity](#) [Resources](#) [Our Partners](#) [Contact Us](#)

[CONNECT](#)

OUR MISSION

To encourage an ecosystem based on the collaboration of academia, business, government, and the military to:

- Provide first class education and training for the future cyber workforce
- Develop business opportunities for the South Coast region focused on cybersecurity
- Meet the emerging cybersecurity needs of the private sector, government, and military

[LEARN MORE](#)





Project Cloud at Hilton Head Island Airport

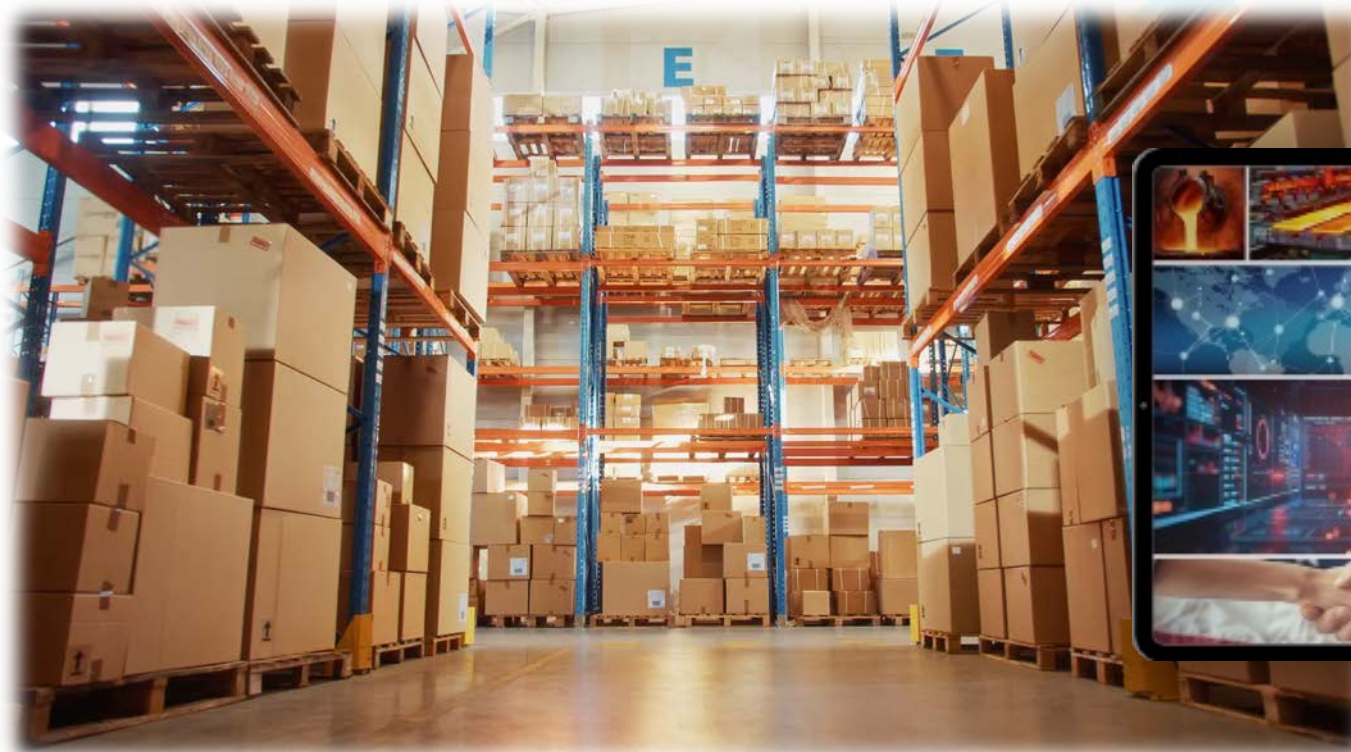
99,000 sq ft, \$23 Million, 40+ Jobs

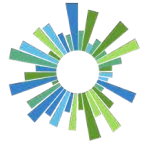




TL+Co Business Solutions

15,000 sq ft., \$7 Million, 42 jobs

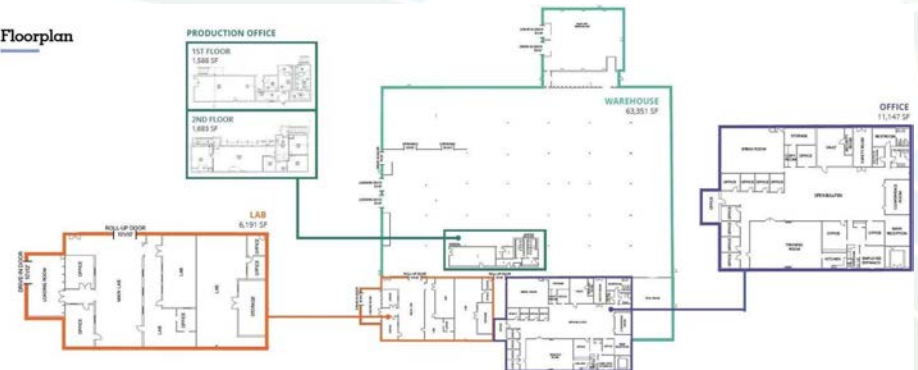




302 Parker Drive



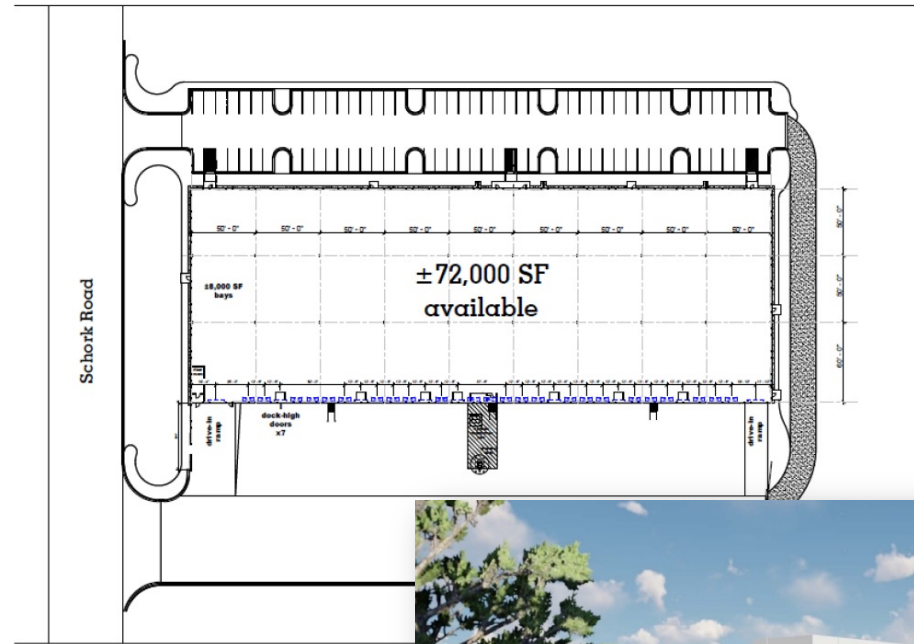
Floorplan

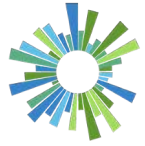




Beaufort Commerce Park Spec Building

Site Plan

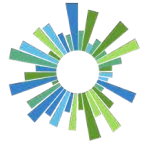




Beaufort Commerce Park

50,000 sq ft, \$35 Million, 162 Jobs

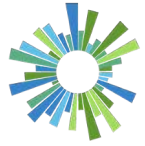




Healthcare

N ■ **NOVANT**[®]
■ **HEALTH**



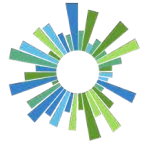


Healthcare



Beaufort Memorial

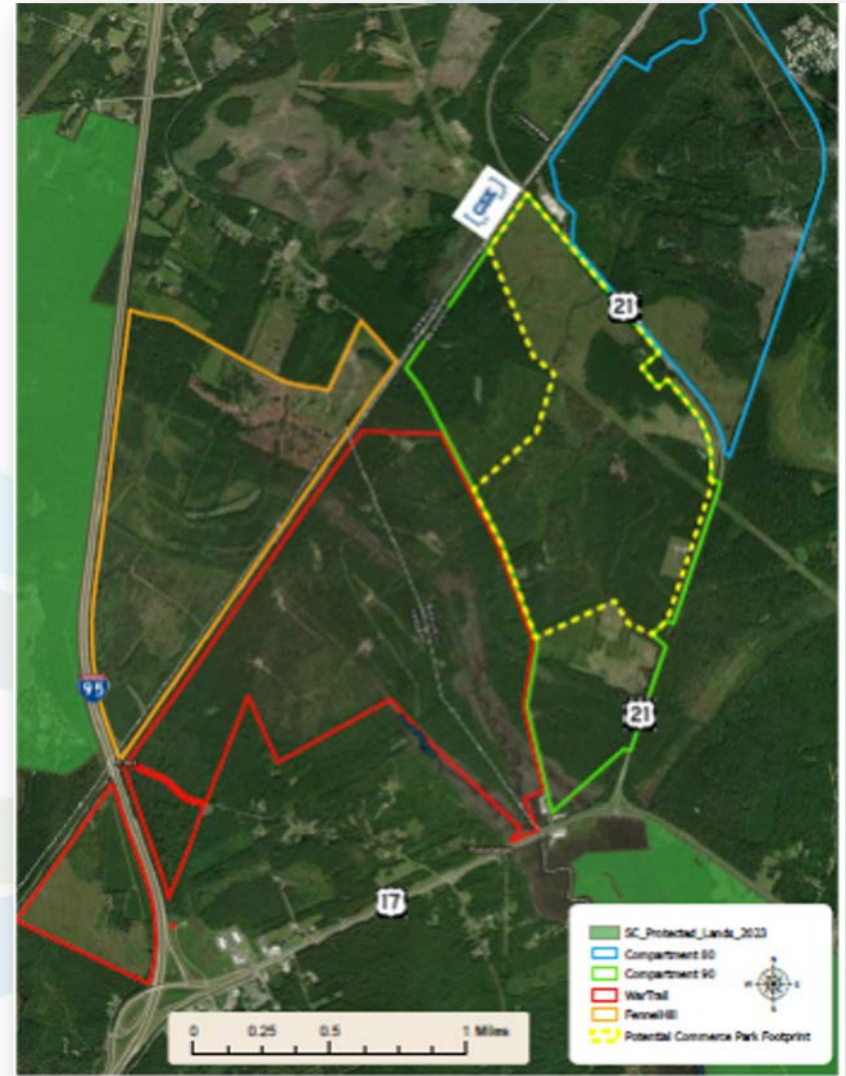




Chilton Site Purchase



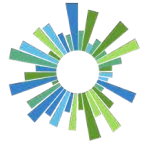
**OPEN SPACE
INSTITUTE**





\$3M+ Investment
16 New Jobs





Dolnik Properties



**Myrtle Park
Bluffton Parkway**

Buckwalter Place



SELECTUSA





SC Department of Agriculture & SC Power Team

Technology Providers
AKVA GROUP, aquaconnect, AquaCloud, AQUATICODE, DRYDEN AQUA, JALA, HALO, INNOVASEA, SEA6, Wittouk, ReelData, KRÜGER, VEOLIA, OPTOSCALE, OCEANIUM, Wholechain

Start-Ups
ALORA, AQUANZO, arade, big akwa, CULTRA, BIOMARA, BETTER ORIGIN, MICRO HARVEST, Carbon Biotech, integrasee, radianco, oceanloop, Ittihad, PROJECT BLUE, NEXT OCEAN, MiAlgae, PINGME, Oyster Heaven, sea4water, THALASSO Biotech, OPT

Bio-Technology
Notpla, Genus, kelp blue, evogene, VIAQUA, OCEAN HARVEST TECHNOLOGY, NATURE METRICS

Animal Feed & Health
dsm-firmenich, AKER BIOMARINE, MERCK Animal Health, INNOVA FEED, Benchmark Genetics, nutreco, phytaxis, nutrimar, zoetis

Governments
Fisheries and Oceans Canada, Department for Environment Food & Rural Affairs, European Commission, Department of Agriculture, Food and Forestry, NEW ZEALAND TRADE & ENTERPRISE

Investors and Accelerators
Aquaspark, AQUAFOUNDERS CAPITAL, Katapult Ocean, Planet Tracker, DELIBERATE CAPITAL, mirova, CIBUS, POLLINATION, nest, LEVER VC, storebrand, s2g ventures, standard chartered, SeaAhead, SWEN, OCEAN14 CAPITAL, SOA

Food Brands & Producers
SEA-FARMS, CERMAQ, MQWI, blueYou, LUKES, LABEYRIE, Cargill, Nomad Foods, PURINA, GeoSalmio, HILTON FOODS, Sainsbury's, Stolt Sea Farm, OCEAN RAINFOREST, Thai Union, Margy's, Salmio Evolution, sodexo, tassal, TASSAL GROUP, VICTORY FARMS

Consultants/Legal
Mathys & Squire, BioHarbor Strategies, (en)visible, KED STRATEGIES, Kincannon & Reed

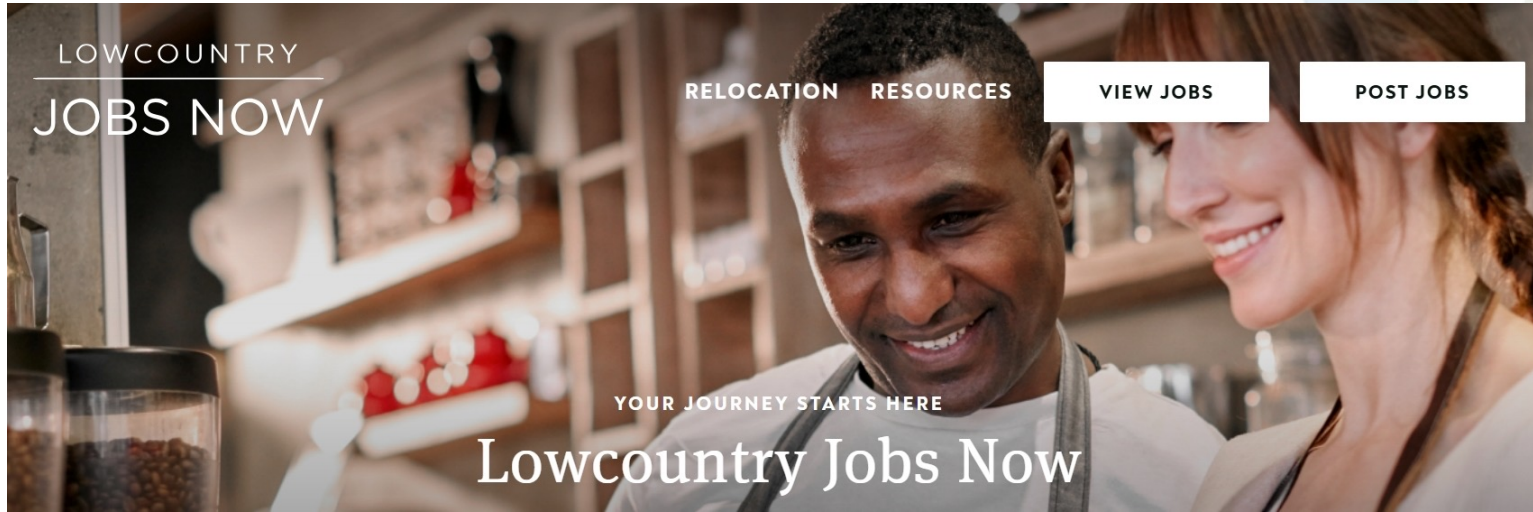
NGOs & Associations/R&D
CITIZENS OF THE SEA, EMBRC, GLOBAL DIALOGUE on Seafood Traceability, The Nature Conservancy, SHIMP WELFARE PROJECT, THINKAQUA, SSP, Spheris, CANADA'S OCEAN SUPERCLUSTER, CONSERVATION INTERNATIONAL, ICHTHUS CAPITAL PARTNERS, BRIGHT GREEN PARTNERS, EnviroStrat, Lighthouse Finance, DELIBERATE CAPITAL, mirova, FRESH PEAKS CAPITAL, ECBF, OCEAN14 CAPITAL, SOA

Media
FeedNavigator, IntraFish, AQUA FEED, Fish Farmer, Fish Focus, NHST MEDIA GROUP, fish site, ucn, WEARE AQUACULTURE

BLUE FOOD Innovation Summit
LONDON, APRIL 8-9, 2025



Fidelis Employment Program



Explore Options to Build Your Team



High School Internships

[LEARN MORE](#)



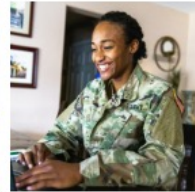
College Internships

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Apprenticeships

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Transitioning Military

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Diverse Abilities

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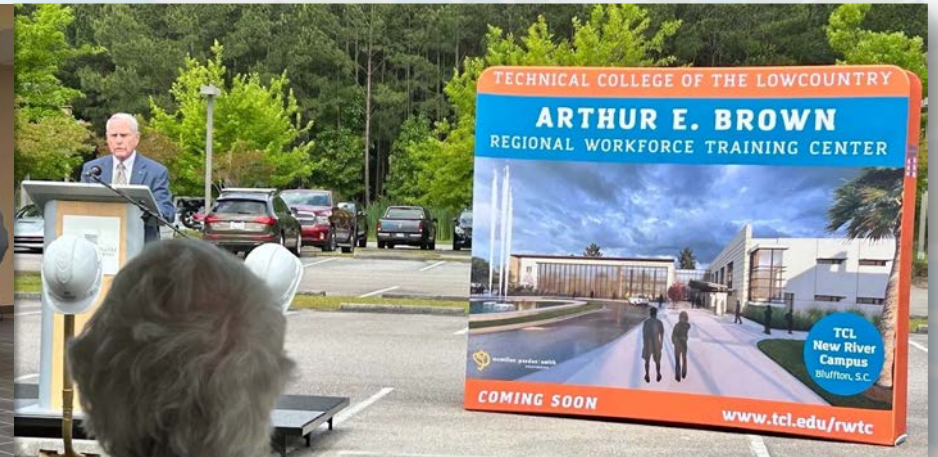


Encore Careers

[LEARN MORE](#)

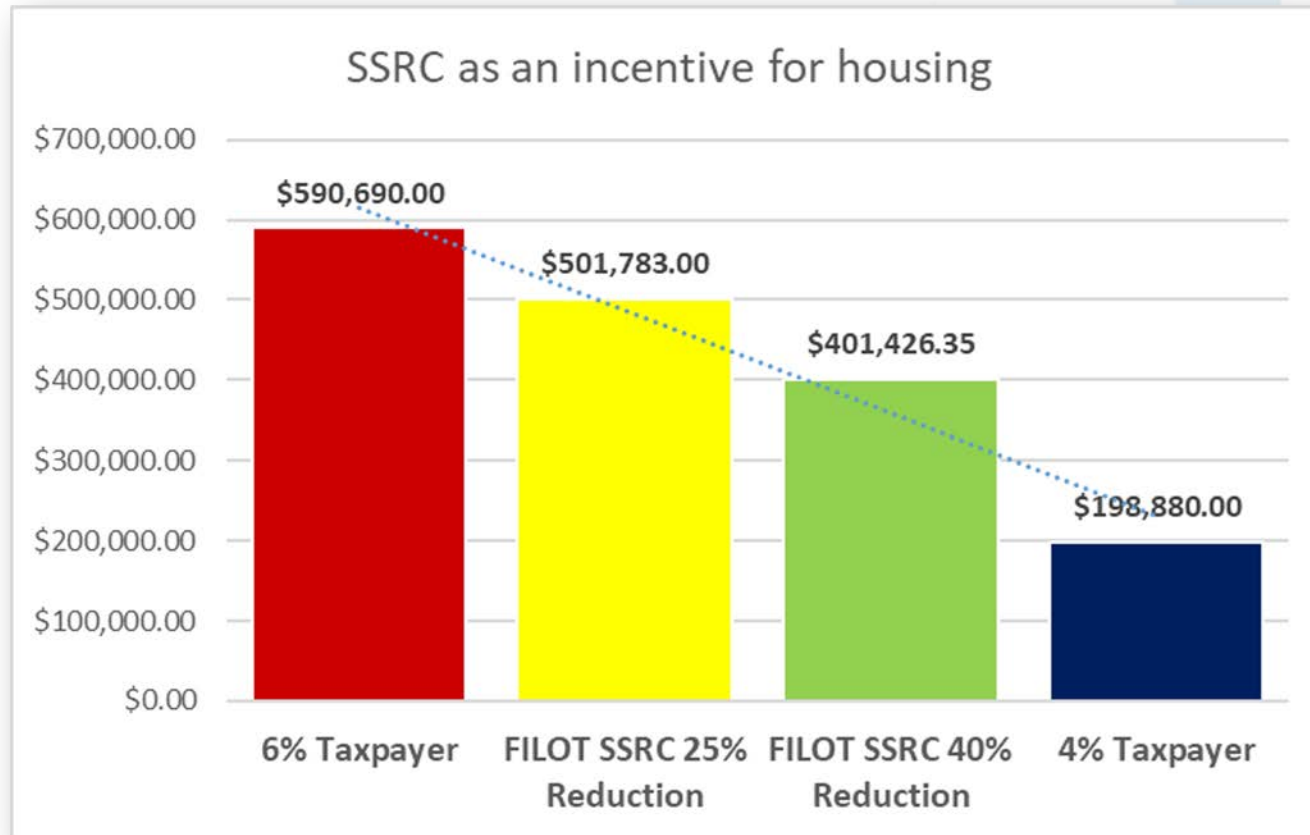


TCL – Arthur Brown Training Center





Workforce Housing – Tax Policy





- We have an opportunity to do something great here in this region – move together as a community.
- Be mindful as we go from Launch to Legacy.
- Converge – our talents, our resources and our shared vision of community.
- “If you want to go fast, go alone. If you want to go far, go together.”

