



# John O'Toole

EXECUTIVE DIRECTOR  
BEAUFORT COUNTY ECONOMIC DEVELOPMENT CORPORATION





# THANK YOU TO OUR SPONSORS!

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Mayor, Town of Hilton Head Island



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of South Carolina Beaufort



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Beaufort County Council Liaison  
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Community Affairs & Economic  
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Economic Development and Local  
Government, Dominion Energy



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President of Coastal Home & Villa



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Mayor, Town of Beaufort



**VAN WILLIS**

Town Manager, Town of Port Royal



**VERNA ARNETTE**

General Manager, Beaufort Jasper  
Water & Sewer Authority

# What Is Economic Development?

*It's not just about business.*  
It's about **people.**

# Forces Shaping Beaufort County

- Conservation
- Housing Development
- Commercial/Retail Development
- Economic Development



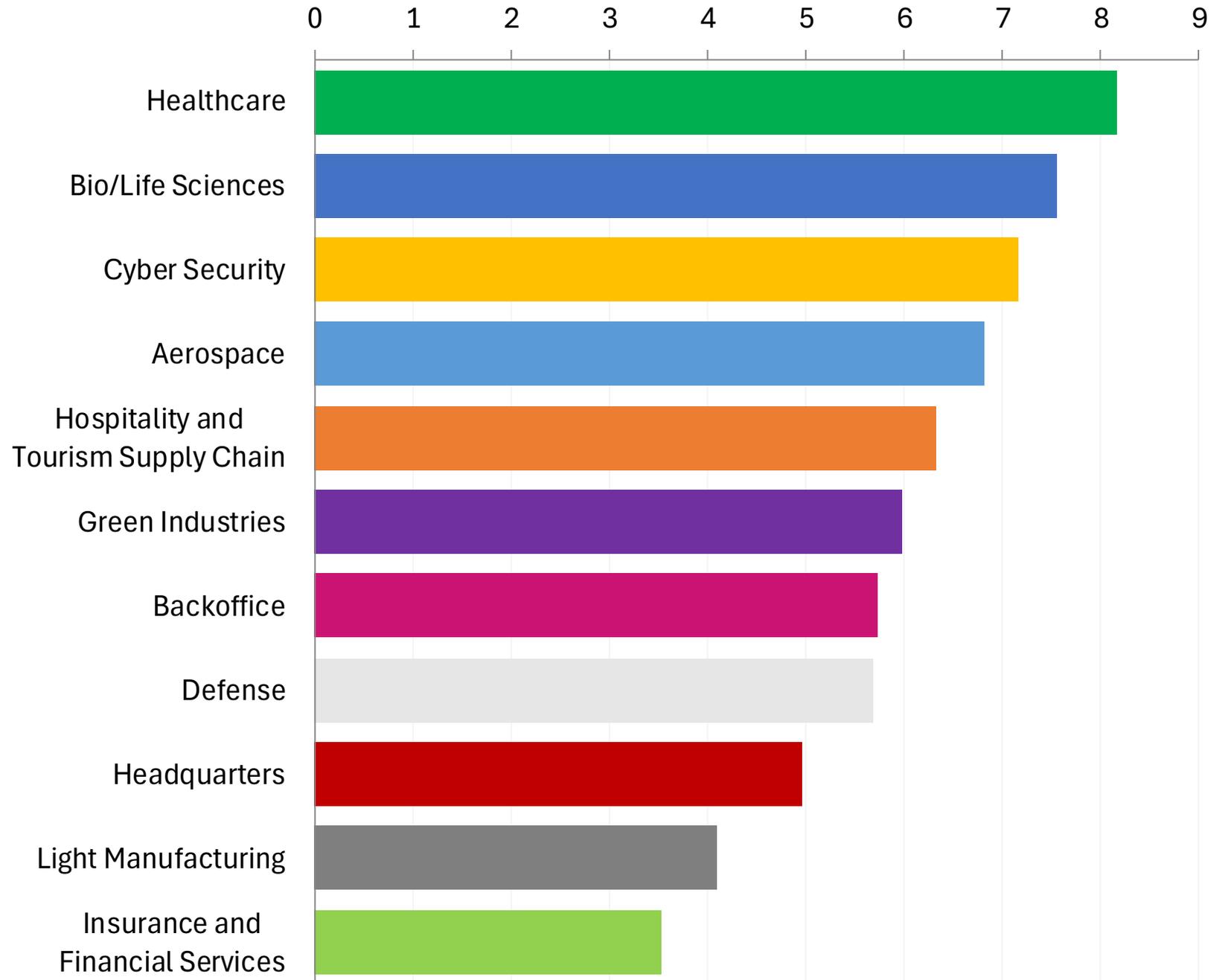


# Pre Event Survey Priorities

1. Workforce Development
2. Community Development
3. Entrepreneurship and Small Business
4. Real Estate Development and Reuse
5. Services to Existing Businesses
6. Marketing and Attraction



# Sectors That Hold the Most Promise





# A Holistic Approach to Economic Development





# Beaufort County MSA Employment Growth

	<u>APR 2020</u> <u>(000)</u>	<u>AUG 2025</u> <u>(000)</u>	<u>CHANGE</u> <u>(000)</u>	% CH
U.S.	130,424	159,540	29,116	22.3%
SOUTH CAROLINA	1,894.3	2,427.2	532.9	28.1%
<u>HH-BLUFFTON</u> <u>- BEAUFORT</u>	<u>69.1</u>	<u>89.9</u>	<u>20.8</u>	<u>30.1%</u>

*“Employment growth in the Hilton Head-Bluffton-Beaufort labor market area is out pacing state averages after 5 years of economic recovery.”*

*Economist Don Klepper-Smith*



# Beaufort County MSA Employment Growth

	<u>APR 2020</u> <u>(000)</u>	<u>AUG 2025</u> <u>(000)</u>	<u>CHANGE (000)</u>	<u>% CHANGE</u>
MYRTLE BEACH-CONWAY	104.9	162.2	57.3	54.6%
CHARLESTON	317.6	437.0	119.4	37.6%
<u>HILTON</u> <u>HEAD-BLUFFTON-BEAUFORT</u>	<u>69.1</u>	<u>89.9</u>	<u>20.8</u>	<u>30.1%</u>
GREENVILLE	373.1	479.1	106.0	28.4%
<u>SOUTH CAROLINA</u>	<u>1,894.3</u>	<u>2,427.2</u>	<u>532.9</u>	<u>28.1%</u>
COLUMBIA	361.0	440.3	79.3	22.0%
SPARTANBURG	148.7	181.3	32.6	21.9%
FLORENCE	83.4	99.5	16.1	19.3%
SUMTER	35.4	39.1	3.7	10.5%

*“Our region now ranks 3rd in the State, posting job growth of 30% since 4/2020.”*

*Economist Don Klepper-Smith*



# Results FY 26



\$59.6 Million Investments



165 Jobs



\$87,590 Avg. Comp



\$ 109,000 Sq. Ft. Real Estate



\$305,000 Incentives to Companies and Site Grants

Capital Investment (Million)	\$72.5 Million
Job Creation	250
Product Development	Sites Process
Business Retention Meetings	90 Meetings - Follow-up
Leads	80 Leads



# Results Since 2017



\$909 Million Investments



3,223 Jobs



\$60,177 Avg. Comp



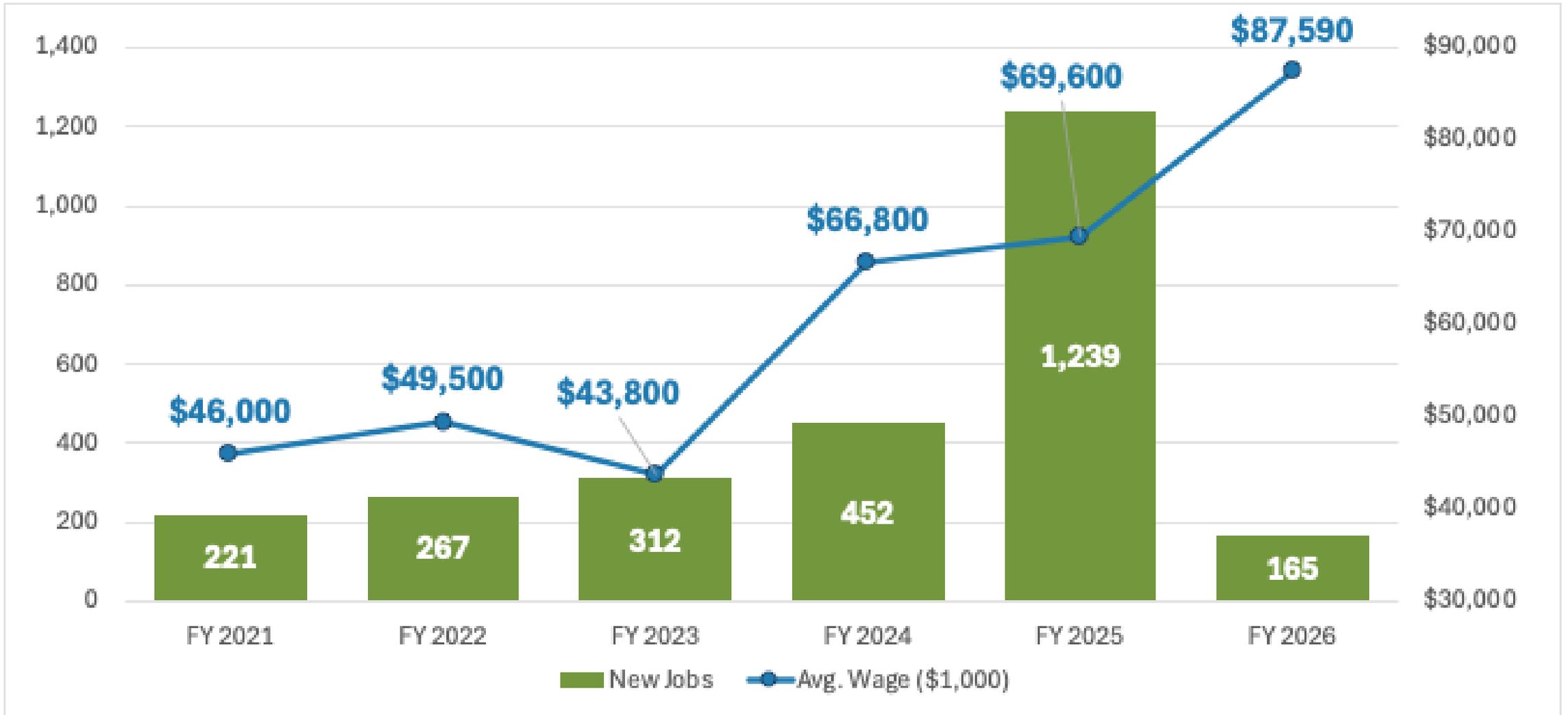
1.6 Million Sq. Ft. Real Estate



\$32.1 Million Incentives to Companies and Site Grants  
*\$1.5 Million in Local Incentives*



# Jobs & Wages



*FY 2025 - Significantly Impacted by Healthcare Investments*



## 5.5 Years Since 2020



**\$167,928,100**

Total Compensation



**2,656**

New Jobs





# Product Report: 14.77 Acres on Parker Drive

**INDUSTRIAL SITE FOR SALE**  
Parker Drive Site

Parker Drive off of US Highway 21  
Beaufort, SC 29906



**COMPANIES NEARBY**

- US Marine Corp
- Lockheed Martin
- Gulfstream
- Geismar
- Flint Group
- Harris Pillow
- Greenline Industries, Inc.

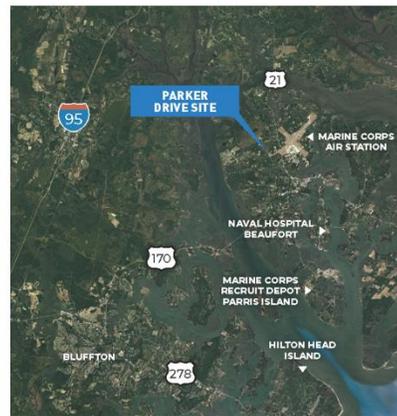
**14.77-acre industrial site just 2 miles from the Marine Corps Air Station in Beaufort, SC**

- ▶ Located directly off U.S. Hwy 21 with 4-lane access to Interstate-95.
- ▶ 40 minutes from the Port of Savannah and 65 minutes from the Port of Charleston.
- ▶ Close to the aerospace hubs of Charleston, SC and Savannah, GA.
- ▶ Reliable utility service at competitive rates.
- ▶ Priced at \$40,000/acre.

**DUE DILIGENCE COMPLETED:**

- Cultural Resource Identification Survey
- Preliminary Geotechnical Exploration
- Boundary Survey
- Phase I Environmental Site Assessment
- Threatened and Endangered Species Assessment
- Wetlands Delineation

Completed 2025



**DEMOGRAPHIC SNAPSHOT**

DRIVE TIME	POPULATION	WORKFORCE
30 minutes	61,011	30,592
45 minutes	150,316	78,807
60 minutes	293,850	162,950

Source: ESRI, December 2025

**DRIVE TIMES FROM SITE**

Interstate-95:	20 minutes
Port of Savannah:	40 minutes
Port of Charleston:	65 minutes
Savannah Int'l Airport:	40 minutes
Charleston Int'l Airport:	65 minutes
Hilton Head Airport:	35 minutes

BEAUFORT COUNTY, SOUTH CAROLINA

**Good for your business. Good for your soul.**



**KELLI BRUNSON**  
Sr. Project Manager

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[/company/BeaufortSCEDC](https://www.linkedin.com/company/BeaufortSCEDC)

[/BeaufortSCEDC](https://www.facebook.com/BeaufortSCEDC)



# Product Report: 117-Acres Envirotract



## DEMOGRAPHIC SNAPSHOT

DRIVE TIME	POPULATION	WORKFORCE
30 minutes	57,242	30,297
45 minutes	142,223	72,662
60 minutes	308,453	176,782

Source: ESRI, December 2025

## DRIVE TIMES FROM SITE

Interstate-95:	25 minutes
Port of Savannah:	60 minutes
Port of Charleston:	1 hour, 25 min
Savannah Int'l Airport:	60 minutes
Charleston Int'l Airport:	1 hour, 15 min
Hilton Head Airport:	60 minutes

BEAUFORT COUNTY, SOUTH CAROLINA

Good for your **business**. Good for your **soul**.



**KELLI BRUNSON**  
Sr. Project Manager

[kbrunson@thrivebeaufort.org](mailto:kbrunson@thrivebeaufort.org)

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[/company/BeaufortSCEDC](https://www.linkedin.com/company/BeaufortSCEDC)

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# Product Report: Bamboo – Spec Building

## Beaufort Commerce Park

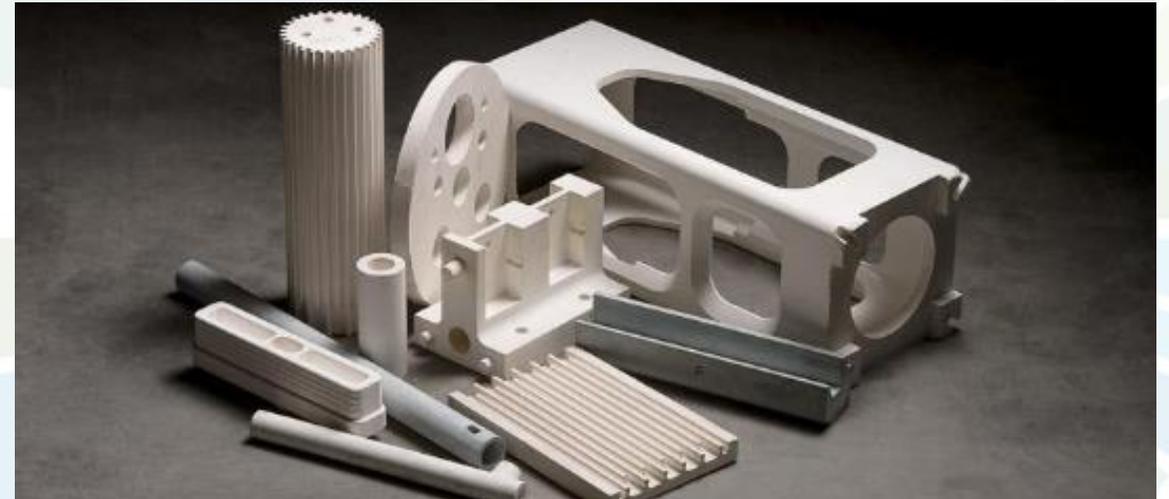
- 2nd Spec Building
  - 72,000 sq. ft.
  - \$9.2 million





# Project Ceramic

- Capital Expenditure  
\$6,695,000
- New Jobs Created 10
- Addition of 5 relocated  
positions
- Average Compensation  
\$67,536/year
- Received Letter of Intent for  
the purchase of Lot D in  
Beaufort Commerce Park





# Project Cutter

EXPRESSION OF INTEREST RESPONSE OF BEAUFORT COUNTY ECONOMIC DEVELOPMENT CORPORATION, BEAUFORT, SOUTH CAROLINA, TO REQUEST FOR INFORMATION (RFI) 70Z0G1, MARKET RESEARCH, UNITED STATES COAST GUARD, ACQUIRE A TRAINING FACILITY

## UNITED STATES COAST GUARD ACQUIRE A TRAINING FACILITY

ATTN: PETER SPINELLA ([PETER.C.SPINELLA@USCG.MIL](mailto:PETER.C.SPINELLA@USCG.MIL))

Solicitation No.: Request for Information (RFI)/Market Research 70Z0G1

**Responder's Contact Information:** Beaufort County Economic Development Corporation (BCEDC), with the Beaufort Regional Chamber of Commerce (BRCC), Beaufort Military Enhancement Committee (MEC), and Beaufort Defense Community Partnership Task Force (DCP)  
**Address:** PO Box 7017, Hilton Head Island, SC 29938  
**Phone:** 843-226-3462  
**E-mail:** [jtoole@thrivebeaufort.org](mailto:jtoole@thrivebeaufort.org)

**John O'Toole**  
Executive Director, BCEDC  
Phone : 843-226-3462

**Megan Morris**  
President and CEO, BRCC  
Phone : 843-525-8525



RFI Response Due Date: December 8, 2025



HENRY DARGAN McMMASTER  
GOVERNOR

December 3, 2025

The Honorable Kristi Noem  
Secretary  
Department of Homeland Security  
Washington, DC 20528

Dear Secretary Noem:

I am writing to endorse the initiative by the Beaufort County Economic Development Corporation in partnership with the Defense Community Partnership and the Beaufort County Military Enhancement Committee to provide a home for your newest Coast Guard training base.

Beaufort is a historically military friendly community. Since the late 19<sup>th</sup> century Beaufort has been the home of both Marine Corps and Navy installations. Beaufort knows how to treat the military. It is the ultimate military community with the support structure in place not only to bring your new base online but also to provide a schools, housing, and medical care for families.

I can guarantee that Beaufort and the State of South Carolina will do what is necessary to assist the Coast Guard as it stands up this new base. Charleston Coast Guard Station is less than two hours from Beaufort and Savannah is an hour away. Currently Marine recruits arrive in Savannah and are transported to Beaufort. Charleston, of course, offers a number of colleges and universities, a major medical center, and a vibrant community with a significant military presence.

I believe Beaufort deserves a strong evaluation by your team as they look to locate a new training base. Please let me know if I can be of service as you make this decision.

Yours very truly,



Henry Dargan McMaster

cc: Admiral Kevin E. Lunday, Acting Commandant, United States Coast Guard

HDM/tw





# The Cove – Landing Pad



## THE COVE

- The COVE (Community, Opportunity, Vision, and Entrepreneurship)
- The "landing pad" for small businesses, entrepreneurs, and start-ups, offering flexible office space.





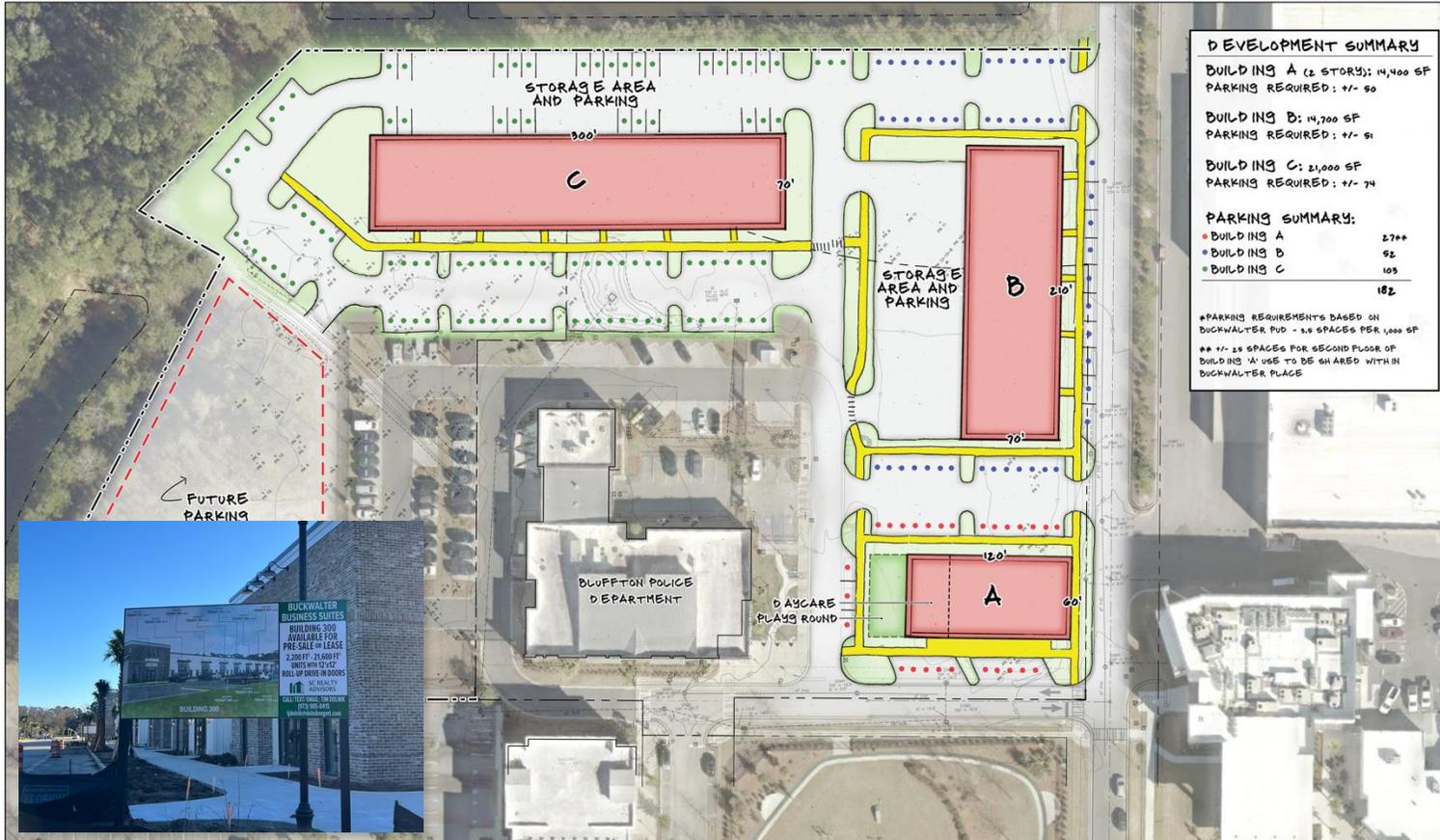
# Landing Pad Success

- Drone Company
- Japanese Lead Generator
- Aerospace Sales Division
- Aerospace Propulsion Unit





# Dolnik Properties



**DEVELOPMENT SUMMARY**

**BUILDING A (2 STORY):** 14,400 SF  
PARKING REQUIRED: +/- 90

**BUILDING B:** 14,700 SF  
PARKING REQUIRED: +/- 91

**BUILDING C:** 21,000 SF  
PARKING REQUIRED: +/- 74

**PARKING SUMMARY:**

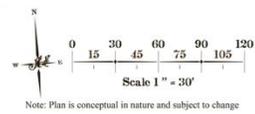
• BUILDING A	27**
• BUILDING B	92
• BUILDING C	105
<b>TOTAL</b>	<b>182</b>

\*PARKING REQUIREMENTS BASED ON BUCKWALTER PUD - 3.5 SPACES PER 1,000 SF  
\*\* +/- 25 SPACES FOR SECOND FLOOR OF BUILDING 'A' USE TO BE SHARED WITH IN BUCKWALTER PLACE



JUNE 2023

CONCEPTUAL PLAN  
FOR  
**BUCKWALTER PLACE - DOLNIK PROPERTIES**  
BLUFFTON, SC





# Spartina



## NEWS

### Spartina 449 expanding operations into Bluffton

*Spartina 449 announced Nov. 20 it will be expanding its operation into Bluffton at the Bluffton Village Town Center. The expansion will bring about 15 new jobs.*





# Novant – William Hilton Parkway

**Town of Hilton Head Island selects  
Novant Health to transform former  
Modern Classic Motors site into new  
healthcare facility**

December 22, 2025

R510 008 000 169C 0000

2.01 Acres

R510 008 000 169A 0000

1.89 Acres

R510 008 000  
169B 0000

0.60 Acres

NORTH MAIN ST

AUTOMOBILE PLACE

WILLIAM HILTON PARKWAY



# North Point Housing Project

- Public Private Partnership
- 157 Units





# Housing Affordability is a Severe Issue in this Region

November 2025

**Hilton Head Island-Bluffton-Port Royal, SC**  
**Share of Median Income = 55%**

Median Household Income: **\$92,871**

Median Home Price: **\$596,500**

Interest Rate: **6.2%**

Median Monthly Principal & Interest Payment: **\$3,301**

Median Monthly Total Payment (P&I, Tax, Insurance, PMI): **\$4,227**

Source: Atlanta Federal Reserve

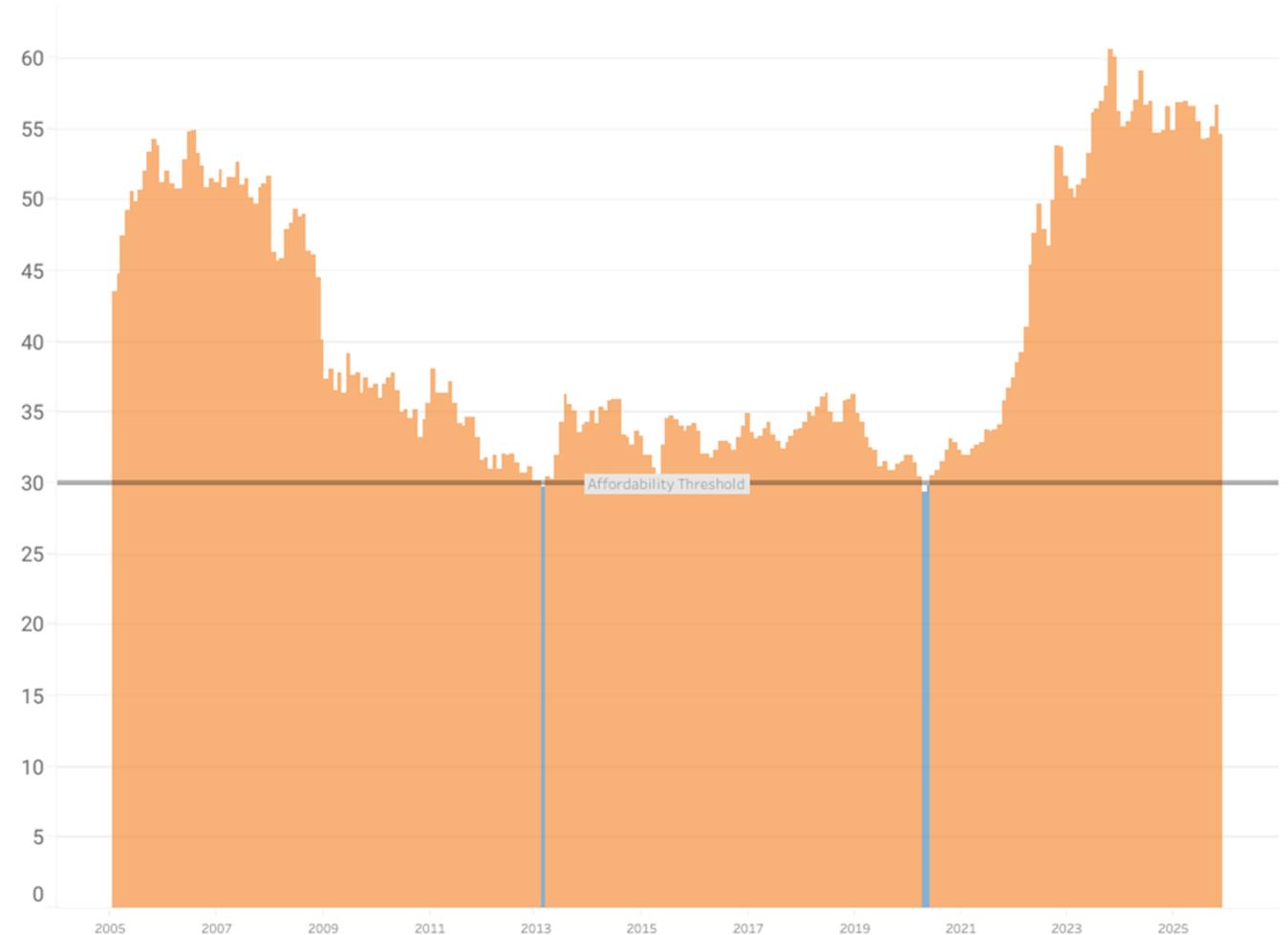
## Hilton Head Island-Bluffton-Port Royal, SC

Share of Median Income

(Toggle between Affordability Index & Homeownership Cost as a Percent Share of Median Income; by Metro)

Share of Median Income Greater than 30% OR Index less than 100 = Unaffordable

Source: Federal Reserve Bank of Atlanta





# A family needs to make \$169,059 to qualify for the median home

## Hilton Head Island-Bluffton-Port Royal, SC

Gap Between Actual Median Household Income and Qualified Income

*(Qualified Income = Income needed for annual homeownership cost to equal no more than 30 percent of annual income)*

Source: Federal Reserve Bank of Atlanta

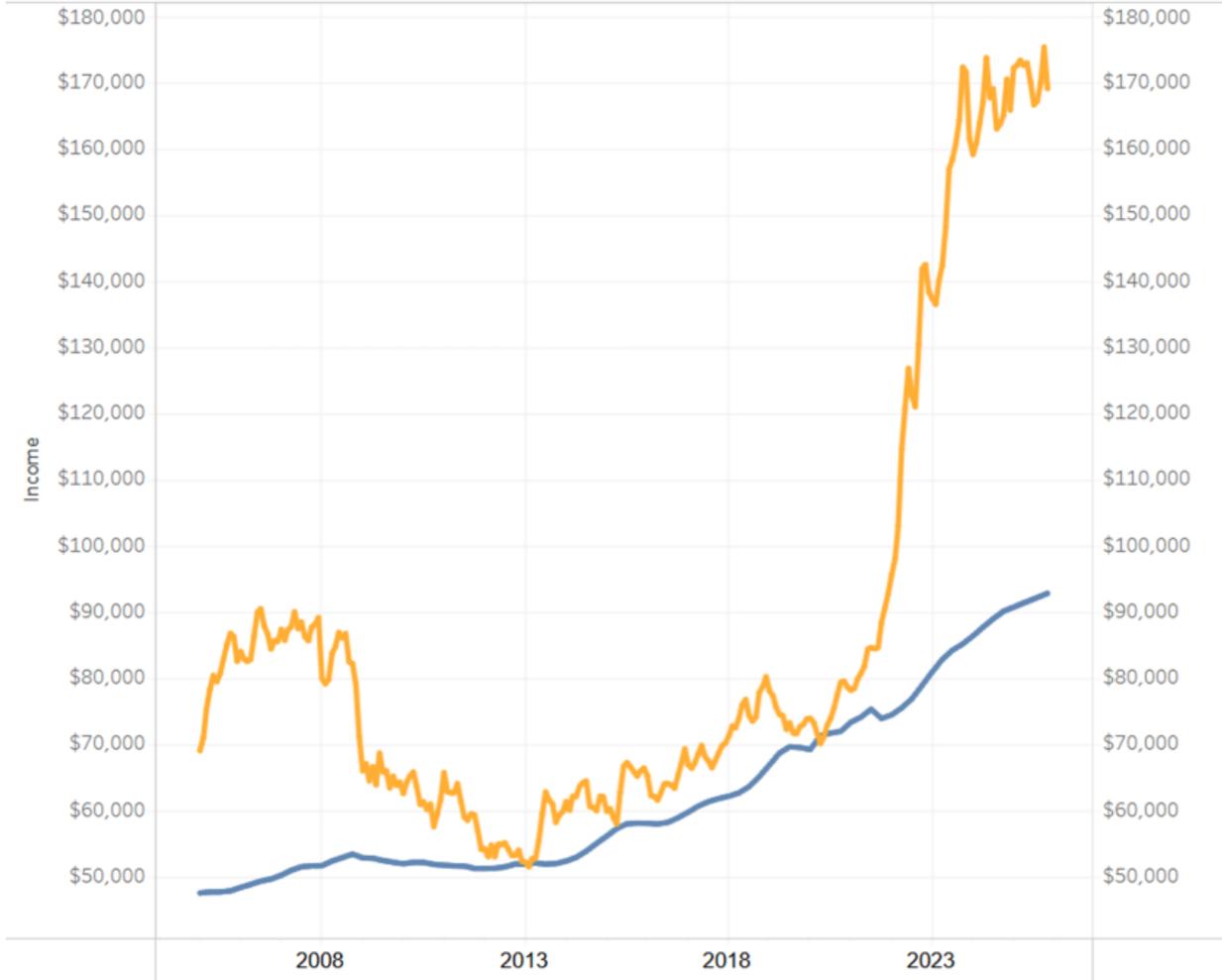
Select Metro >>>

Hilton Head Island-Bluffton-P... ▼

Select Measure >>>

Actual Median Income

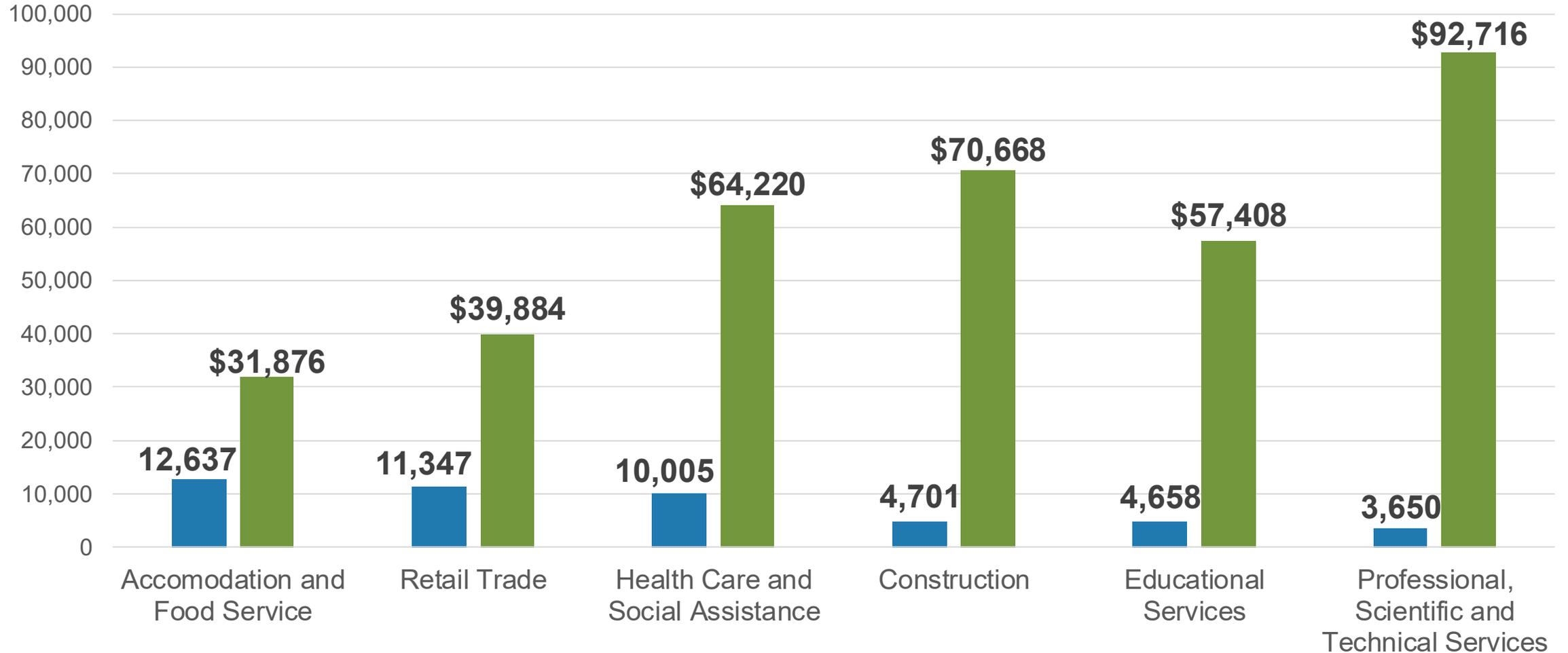
Qualified Income



Source: Atlanta Federal Reserve



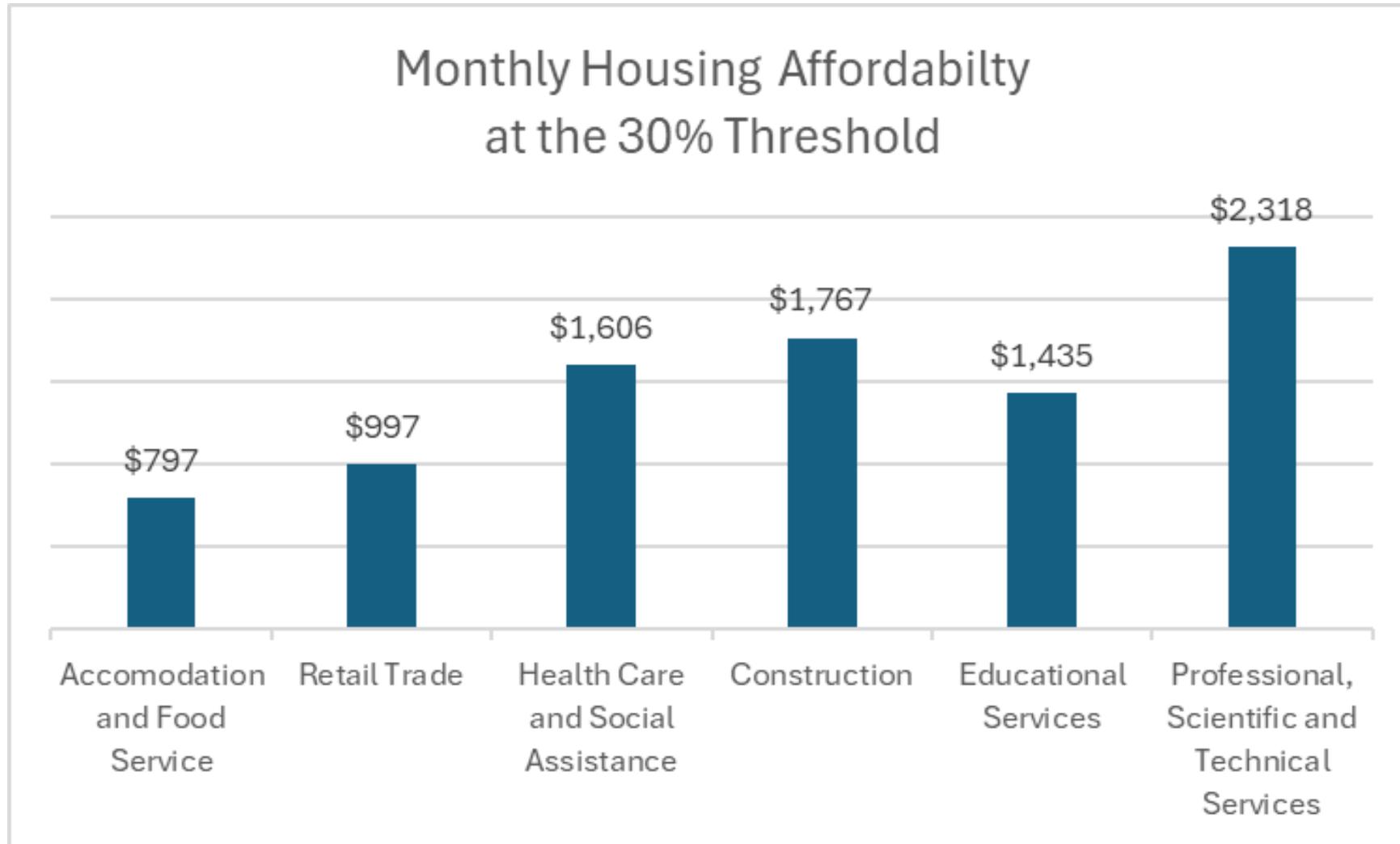
# Beaufort County Top Employment Sectors and Average Annual Wage



Source: SC DEW



# Monthly Maximum for Housing for Top Employment Sectors based on Average Annual Wage





# BCEDC Marketing Efforts

- Property Listings
- WHHI TV – CONVERGE Segments
- Made in Beaufort County





# BCEDC Marketing Efforts

- **Property Listings**
- **WHHI TV – CONVERGE Segments**
- **Made in Beaufort County**

**5 Enterprise Ln,  
Hilton Head Island, SC**

  
**Industrial Building for Lease**  
5 Enterprise Ln, Hilton Head Island, SC 29926



**FEATURES:**

- **Two units together or separately:**
  - **Suite A: 5,100 SF**
  - **Suite B: 5,400 SF**
- **Both units include loading dock**
- **Light industrial zoning**
- **Convenient location near HHI airport**



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**GEISMAR®**

Geismar designs and produces solutions for the laying, maintenance and monitoring of railway tracks and overhead lines. They are present all over the world, wherever there are rail networks.

