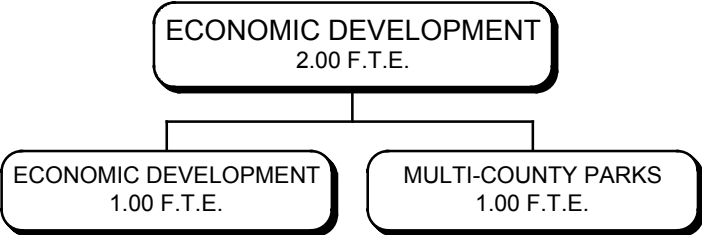


ECONOMIC DEVELOPMENT



---

## ECONOMIC DEVELOPMENT

---

**Mission:** Economic Development consists of the Economic Development Department and the Multi-County Parks Program serving as a liaison between the County and governmental entities, nonprofit and private sector development interests, and the general public to promote economic growth in the Charleston region.

DEPARTMENTAL SUMMARY:	<u>FY 2001 Actual</u>	<u>FY 2002 Actual</u>	<u>FY 2003 Adjusted</u>	<u>FY 2004 Approved</u>	<u>Dollar Change</u>	<u>Percent Change</u>
Positions/FTE	2.00	1.00	1.00	2.00	1.00	100.0
Special Revenue Fund	\$ 136,933	\$ 360,299	\$ 274,165	\$ 297,208	\$ 23,043	8.4
TOTAL SOURCES	<u>\$ 136,933</u>	<u>\$ 360,299</u>	<u>\$ 274,165</u>	<u>\$ 297,208</u>	<u>\$ 23,043</u>	8.4
General Fund	\$ 656,494	\$ 649,754	\$ 586,664	\$ 687,597	\$ 100,933	17.2
Special Revenue Fund	<u>7,400</u>	<u>80,488</u>	<u>0</u>	<u>308,387</u>	<u>308,387</u>	0.0
TOTAL DISBURSEMENTS	<u>\$ 663,894</u>	<u>\$ 730,242</u>	<u>\$ 586,664</u>	<u>\$ 995,984</u>	<u>\$ 409,320</u>	69.8

**Sources:** Sources for the Economic Development Department reflect additional revenues from the expanding number of multi-county parks.

**Disbursements:** The Economic Development Department's budget reflects the expansion of economic development services along with the addition of a new FTE. Disbursements also include additional funding for the Charleston Regional Development Alliance and the Council of Governments. During budget deliberations, Council allocated \$50,000 to the Chamber of Commerce for military base preservation.

---

## ECONOMIC DEVELOPMENT (continued)

GENERAL FUND

ECONOMIC DEVELOPMENT

---

### DEPARTMENT - Economic Development

**Mission:** The Economic Development Department recruits new businesses, improves the business climate, and helps existing companies stay healthy and grow in order to continuously improve an ever-expanding number of high-paying jobs for county residents.

DEPARTMENT SUMMARY:	FY 2001 <u>Actual</u>	FY 2002 <u>Actual</u>	FY 2003 <u>Adjusted</u>	FY 2004 <u>Approved</u>	Dollar <u>Change</u>	Percent <u>Change</u>
Positions/FTE	2.00	1.00	1.00	1.00	0.00	0.0
Personnel	\$ 136,292	\$ 114,144	\$ 98,778	\$ 100,802	\$ 2,024	2.0
Operating	518,684	535,610	487,886	486,795	(1,091)	(0.2)
Capital	<u>1,518</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	0.0
TOTAL EXPENDITURES	<u>\$ 656,494</u>	<u>\$ 649,754</u>	<u>\$ 586,664</u>	<u>\$ 587,597</u>	<u>\$ 933</u>	0.2

### Funding Adjustments for FY 2004 Include:

- Personnel expenditures reflect the actual grade and step of the incumbent and increased fringe benefit costs.
- Operating expenditures reflect a decrease due to reductions in postage and publication costs based on anticipated needs. During budget deliberations, Council transferred \$100,000 in funding for the Council of Governments to the Multi-County Parks budget.

## ECONOMIC DEVELOPMENT (continued)

GENERAL FUND

ECONOMIC DEVELOPMENT

### Objectives:

- Increase tax base return on investment by 1%.<sup>1</sup>
- Increase payroll return on investment by 1%.<sup>1</sup>
- Increase the average hourly wage rate of companies attracted through economic development efforts from \$14.33 to \$14.48.<sup>1</sup>
- Increase the number of announcements of technology intensive firms in order to increase the number of knowledge-based jobs added by 1 percent from 7 announcements to 8 announcements.<sup>1</sup>
- Establish a baseline measurement for the amount of venture capital invested in the region.<sup>1</sup>
- Increase the amount of capital investment made in the region by technology-intensive industries by 1%.<sup>1</sup>
- Establish a baseline measurement for the existing industry program.<sup>1</sup>

### Performance Measures:

MEASURE:	FY 2002 <u>Actual</u>	FY 2003 <u>Actual</u>	FY 2004 <u>Projected</u>
<b>Output:</b>			
Tax base return on investment	238%	238%	238%
Payroll return on investment	52.0%	52.0%	52.0%
Average wage rate of companies attracted	\$14.33	\$14.48	\$14.48
Announcements of technology intensive firms	8	8	8
Knowledge-based jobs added	166	166	166
Venture capital invested	n/a	n/a	n/a
Capital investment made by technology-intensive industries	n/a	48,278,000	48,278,000
Economic development visits to existing companies	n/a	n/a	n/a
Expansions assisted	n/a	n/a	n/a
Problems addressed and/or resolved	n/a	n/a	n/a
Data requests satisfied	n/a	n/a	n/a
<b>Efficiency:</b>			
Road improvements sponsored, grants for water and sewer facilitated, or telecommunications leveraged	n/a	n/a	n/a
Ratio of public funds to private funds leveraged	n/a	n/a	n/a
<b>Outcome:</b>			
Percent increase of tax base return on investment	1.0%	1.0%	1.0%
Percent increase of payroll return on investment	1.0%	1.0%	1.0%
Percent increase of average hourly wage rate	1.0%	1.0%	1.0%
Percent increase of announcements of technology intensive firms	1.0%	1.0%	1.0%
Percent increase of capital investment	n/a	1.0%	1.0%
New revenues to County from assisted expansions	n/a	n/a	n/a
New jobs paying above the county average created by assisted companies	n/a	n/a	n/a

<sup>1</sup> This department will begin measuring performance against this objective during FY 2004.

---

## ECONOMIC DEVELOPMENT (continued)

SPECIAL REVENUE FUND

ECONOMIC DEVELOPMENT

---

### PROGRAM - Multi-County Parks

**Mission:** The Multi-County Parks Program attracts companies to the area by establishing multi-county industrial parks.

<b>PROGRAM SUMMARY:</b>	<b>FY 2001 Actual</b>	<b>FY 2002 Actual</b>	<b>FY 2003 Adjusted</b>	<b>FY 2004 Approved</b>	<b>Dollar Change</b>	<b>Percent Change</b>
Positions/FTE	-	-	-	1.00	1.00	100.0
Taxes	\$ 136,769	\$ 275,299	\$ 274,165	\$ 297,208	\$ 23,043	8.4
Intergovernmental	0	85,000	0	0	0	0.0
Miscellaneous	164	0	0	0	0	0.0
<b>TOTAL REVENUES</b>	<b>\$ 136,933</b>	<b>\$ 360,299</b>	<b>\$ 274,165</b>	<b>\$ 297,208</b>	<b>\$ 23,043</b>	<b>8.4</b>
Personnel	\$ 0	\$ 0	\$ 0	\$ 67,500	\$ 67,500	100.0
Operating	2,000	80,488	0	390,887	390,887	100.0
Capital	0	0	0	0	0	0.0
<b>TOTAL EXPENDITURES</b>	<b>2,000</b>	<b>80,488</b>	<b>0</b>	<b>458,387</b>	<b>458,387</b>	<b>100.0</b>
Interfund Transfer Out	5,400	0	0	0	0	0.0
<b>TOTAL DISBURSEMENTS</b>	<b>\$ 7,400</b>	<b>\$ 80,488</b>	<b>\$ 0</b>	<b>\$ 458,387</b>	<b>\$ 458,387</b>	<b>100.0</b>
Increase (Use) of Fund Balance	\$ 129,533	\$ 279,811	\$ 274,165	\$ (161,179)	\$ (435,344)	(158.8)
Beginning Fund Balance	94,135	223,668	503,479	777,644	274,165	54.5
Ending Fund Balance	<b>\$ 223,668</b>	<b>\$ 503,479</b>	<b>\$ 777,644</b>	<b>\$ 616,465</b>	<b>\$ (161,179)</b>	<b>(20.7)</b>

### Funding Adjustments for FY 2004 Include:

- Revenues reflect the expanding number of multi-county parks.
- Personnel expenditures reflect the transfer of an FTE from the Chief Financial Officer budget and the addition of a temporary position.
- Operating expenditures reflect the expansion of economic development services and partial funding for the Charleston Regional Development Alliance and the Council of Governments in excess of the General Fund budget. During budget deliberations, Council allocated funding of \$50,000 to the Chamber of Commerce for military base preservation. In addition, Council transferred \$100,000 in funding for the Council of Governments from the Economic Development budget.
- Beginning fund balance will be used to balance the budget.