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**Subject:** Canceled: 2016 CCIM/SIOR Columbia Real Estate Forecast  
**Location:** Columbia Metropolitan Convention Center, Richland Ballroom, 1101 Lincoln Street  
Columbia, SC  
**When:** 10/4/2016 3:30:00 PM - 4:00:00 PM

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Advance: Sidney Rainwater  
(843)616-4042

**NOTE FOR DETAIL:** Governor Haley should meet Leslie Hartley (onsite contact) in the back service entrance to the Richland Ballroom upon arrival.

**APPROVED BY:** NH. We canceled attending this event last year because of the flood.

**INVITED BY:** Sherri Burriss via Ted Pitts (Wilson Kibler)

**EVENT:** 2016 CCIM/SIOR Columbia Real Estate Forecast

**DATE:** Tuesday, October 4, 2016

**TIME:** 3:30 PM

**LOCATION:** Columbia Metropolitan Convention Center, Richland Ballroom, 1101 Lincoln Street Columbia, SC

**LOCATION SET-UP:** The sponsors/attendees will be seated at round tables and there will also be a few rows of chairs in the rear for individual ticket attendees. There will be a raised stage, podium and microphone (lapel). The other panelists will be seated on stage and will speak after the Governor leaves.

**ATTIRE:** Business.

**SCHEDULING CONTACT:**

Sherri Burriss  
(803) 255-8641- work  
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**ONSITE CONTACT:**

Leslie Hartley  
Event Management Specialists  
[eventsems@bellsouth.net](mailto:eventsems@bellsouth.net)  
(843) 810-1977

**PRIMARY STAFF:** Abby Scott

**ADVANCE STAFF:** Brian Symmes

**PURPOSE:** The purpose of the program is to educate the commercial real estate profession and raise money for continuing education scholarships. The attendees are from various professions involved in commercial real estate and ultimately support businesses looking to grow and prosper in Columbia and throughout the state.

**PRESS:** Yes.

**PUBLIC:** Yes.

**ATTENDEES:** Around 200 people. Attendees include various related professionals such as attorneys, bankers, engineers, architects, business owners, real estate brokers, etc.

**SEATING ON STAGE:** Governor Haley, K.C. Conway (Economist with SunTrust Bank) and Fred Delk (Executive Director of the Columbia Development Corporation with the City of Columbia) and Sherri Burriss (Moderator)

**INTRODUCED BY:** Sherri Burriss

**LENGTH OF SPEAKING:** 12-15 mins. 5-7 mins of Q&A

**SPEAKING ORDER/LINE-BY-LINE:**

3:30 PM Sherri Burriss – Welcome, Introduction of sponsors and planning committee, Introduction of Guest Speaker – Governor Haley – need to keep this to 10 minutes if possible

3:40 PM Governor Haley – Remarks and then questions from the audience (State perspective) Keep questions to 5 minutes or ending by 4:05

4:00 PM Gov. Haley Departs

4:05 PM K.C. Conway – Economic conditions and forecast for 2017 (National perspective) Please have timer for this session and remind him I will stand up in the back of the room for a 2 minute warning if needed

4:35 PM Fred Delk – Commercial Real Estate activity in Columbia over the last year and anticipation for new projects and growth in 2017 (Local Perspective)

4:50 PM Wrap up and Questions

5:00 PM Reception/Networking

**BACKGROUND:**

- SIOR and CCIM are two professional designations that commercial professionals can acquire.
- Charleston and Greenville will be holding similar events around the same time.
- The local commercial real estate firms have worked together to provide this forum for education and professional development.
- Money raised through sponsoring the event is given back to the two organizations for scholarships for professionals wanting to better serve our clients in the field.

**TALKING POINTS:**

- It's a great day in South Carolina, and I'm excited to be here with you all today.
- As you all know, South Carolina has seen a tremendous turnaround in the commercial real estate industry since the recession of 2008.
- I'm sure many of you here felt the effects of that recession, but I'm happy to be able to say that your industry, along with South Carolina's entire economy, is in a much better place than it has been for a long time.
- As you all know, the health of the real estate industry is directly related to the health of our economy as a whole – so I think that's the best place to start when talking about the forecast of your business.
- We just announced that our unemployment rate has decreased for the fourth straight month to reach its lowest point in over 15 years... 5.1%.
- More people are working in South Carolina than ever before, and since January of 2011, we have announced over 80,000 new jobs in 45 out of 46 counties across the state.
- Companies are coming from all over the world to do business here because they've heard of our reputation as being one of the most business friendly environments in the world.
- For you all – that means you're going to have companies coming to you asking where they can set up shop in South Carolina, because if Mercedes Benz, Volvo, and these other world-class companies are operating here, they know they're missing out on something.

**Statewide Achievements:**

- Unemployment at 5.1% with more people working in SC than ever before.
- Over 80,000 new jobs announced.
- Moved more than 38,000 people from welfare-to-work.
- Working on reforms to our SNAP program to ensure accountability and help people find sustainable employment.
- Cut our debt service by almost half while doubling our General Reserves.

- Biggest education reform in decades.

## **General Points and Haley Administration Highlights:**

### **1. Economic Climate**

- a. First in U.S. exports for tires and passenger automobiles, second in exports of gas turbines, and twelfth in civilian aircraft.
- b. South Carolina's exports continue to grow because we have built a reputation around the world as a great place to do business.
- c. South Carolina ranked first for jobs linked to foreign investment.
- d. Businesses from all over the world are interested in coming to South Carolina, due in large part to our world-class workforce and business-friendly climate.
- e. Large-scale manufacturers certainly have a significant impact, but small businesses are just as important to our economic future.
- f. Small businesses account for 97% of our state's total businesses.

### **1. So things are going well – we're the envy of the nation – but we still have much more to do.**

#### **i. Get creative in how we train people.**

1. We've already started: opportunity centers in prisons (Manning), welfare-to-work successes (over 38,000).
2. Pathways Initiative: Scholarships to pursue vocational training and career education that end in a JOB, not a certificate.
3. Opportunity Centers – culture change.
4. Small business involvement – companies working with tech schools to develop programs that train workers to fill specific business needs.

#### **a. Ethics Reform**

- i. After fighting for real ethics reform for over four years, we were finally able to pass critically important income disclosure and independent investigations bills.
- ii. We can finally say that we have a state government that is more transparent than ever before when it comes to ethics laws.
- iii. Now, because of the income disclosure bills, you as constituents are now going to be able to see who pays your elected officials. Now, if you ever question your representatives' motives, you can look to see who is paying them that could possibly create a conflict of interest.
- iv. And because of the bill creating independent investigations into ethics complaints, you can rest assured knowing that legislators aren't being investigated by their desk mates or by their friends.

#### **a. Infrastructure**

##### **i. Outline the current work being done by DOT:**

1. Our DOT has been committed to improving the current state of our roads.
2. In FY 2014-2015, the received and process over 70,000 work requests, resulting in thousands of patched potholes, thousands of mowed acres, tons of trash and debris removal, and more than 9,000 approved encroachments permits.
3. SCDOT also conducted emergency repairs on many of our major highways, including I-77, I-95, I-26, and I-85.
4. Secretary Hall has also implemented transparency mechanisms to help the public

4. understand SCDOT's priorities and way ahead.

5. But, even with her leadership, the work on our roads and at SCDOT is not complete.

ii. Outline the current problem:

1. I know that you have all seen the celebrations of the fact that the legislature was finally able to pass a roads bill this year.
2. While it is true that we were able to make progress on roads, it's equally as true that there is still far more work to be done.
3. Roads – we all know we need more money for roads. It's a safety issue for our people, and it's an economic issue for our businesses.
4. Structure of the DOT – the changes that were made in this year's bill are insufficient for the kind of reform we need at the DOT Commission.
5. While the commissioners are now selected by gubernatorial appointment, the process for confirmation and removal is deeply flawed. The legislature can kill any nomination with little or no reason, and the governor can hire commissioners, but cannot remove one without approval from the legislature.
6. Roads improvements should be based on safety, traffic, and development, not on which legislative members are in leadership.
7. **The transportation conversation must focus on DOT reform. Without accountable leadership focused on a state-wide plan, new revenue will only be throwing good money after bad.**

b. K-12 Education

i. Building on four pillars:

1. Fair and simple funding: eliminate ancillary funding streams and distribute funding through the Education Finance Act (EFA), while sustaining and increasing base student costs.
2. Technology: have been highly successful at ensuring broadband access in all our schools and 1-to-1 computing initiatives for our students. We will continue to support technology initiatives to ensure SC students are receiving a 21<sup>st</sup> century education.
3. Public school choice: support full EFA funding for charter schools, and find ways to get high-performing charter school operators into our rural and underserved communities.
4. Reading: full implementation of Read to Succeed and increased money for reading coaches to make sure children can read by the time they leave third grade.

ii. We successfully secured funding for rural teacher initiatives that are focused on recruiting and retaining quality educators in rural and underserved school districts.

a. Domestic Violence Task Force

- i. South Carolina is now ranked first in the nation for the rate of women murdered by men, and has consistently been ranked in the top ten over the last decade.
- ii. Established the Domestic Violence Task Force to comprehensively address domestic violence in South Carolina.
  1. Phase I (Complete): Surveyed and collected data from different regions of the state.
  2. Phase II (Complete): Identify specific problems and create proposed solutions. Task force released 50 recommendations in August ranging from increased domestic violence training for certain professions and occupations to developing best practices for handling domestic violence cases.
  3. Phase III: Implement or begin to implement approved proposals.
  4. Phase IV: Assess short- and long-term goals for combatting and preventing domestic violence.

## 1. Youthful Offenders

- a. When we took office, youthful offenders ages 17-25 years old were returning to prison at a rate of more than 50%.
- b. During our first year, our Corrections team started a Youthful Offender Intensive Supervision program to make our communities safer and reduce the youthful offender recidivism rate.
- c. As a result, we have seen 13.5% 2-year recidivism rate.
- d. 2,102 Youthful Offenders have been assigned to Intensive Supervision and 1,730 have been paroled.
- e. The reduction in the number of young men and women in prison is saving tax dollars and helping to end the generational cycle of incarceration.