

**RICHLAND COUNTY  
ADMINISTRATION**

2020 Hampton Street, Suite 4069  
Columbia, SC 29204  
803-576-2050



**Agenda Briefing**

**To:** Chair Livingston and Honorable Members of the Council  
**Prepared by:** James Hayes, Director  
**Department:** Budget and Grants Management  
**Subject:** April 29, 2021 Budget Work Session Companion Document

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**General Fund Grants**

1. **Councilman B. Malinowski:** You've given us the previous year's FY17-FY21, but where is the recommended amount for FY22?

**Director of Budget & Grants, James Hayes:** Administration is only recommending amounts for the Discretionary Grants Program as well as the Contractual & Statutory. Those recommendations are on a separate slide.

2. **Councilwoman Mackey:** Which grants are Administration recommending to not be funded?

**Director of Budget & Grants, James Hayes:** You must pay the Contractual & Statutory and Administration is recommending of course the Discretionary Grant Program, but right now the Administrator is not recommending any funding for the Lump Sum Appropriations; that would be up to council motions.

3. **Councilwoman C. Newton:** The way I understand things is, there is a difference between saying "We chose not to make any recommendations in this category because we think Council should make the recommendations" vs saying "My recommendation is that you not fund any of this category at all." So I just want to clarify what the Administrations intent was when they say that they are not making funding recommendations for that category.

**Administrator L. Brown:** Because these items are only generated by Council motion, I don't have a recommendation for Council to move to fund these groups.

4. **Councilwoman Y. McBride:** (Discretionary Grants Committee Recommendations) Are these competitive grants?

**Director of Budget & Grants, James Hayes:** Yes ma'am. The committee vets them, the committee makes recommendation scores and there are two members of Council that do sit on the Discretionary Grant Committee.

5. **Councilman B. Malinowski:** Mr. Hayes, which two Council members sit on the committee?

**Director of Budget & Grants, James Hayes:** I believe it's Councilwoman Barron and Chair Livingston, if I'm not mistaking.

6. **Councilwoman Mackey:** When you talked about Discretionary Grants you mentioned that some of them had multi-year funding? If we choose to approve, are we committing ourselves right now to two years or is FY22 going to be the completion of the second year?

**Director of Budget & Grants, James Hayes:** Depending on your level of funding, the particular grant you get approved for could be a multi-year grant. We say "multi-year" but what happens is, everything is put back and you start from scratch. So even though a grantee may have a 3-year grant approval, it's not a guarantee that you will get funding a subsequent year, because the committee throws everything back into the pot and restarts the program. So even if a person is funded for FY23-FY24, when we get ready to look at FY23, it is looked at again so it's not a guarantee.

**Councilwoman Mackey:** So why do we call them multi-year?

**Chair P. Livingston:** Some groups wanted just the one-time assistance and they could apply for up to \$15K. But if a group wanted to apply for 3 years, they can do that. And the reason they do that is because there's an opportunity to get it next time; they may or may not get it but there is an opportunity to. If you apply for the \$15K the first time, you are not eligible the next year.

7. **Councilwoman Y. McBride:** Mr. Livingston, aren't they able to apply a maximum of \$30K?

**Chair P. Livingston:** \$30k is the maximum for 3 years; \$15k is the maximum for 1 year.

8. **Councilwoman C. Newton:** (Lump Sum Appropriations Recommendations) If council reduce the amount of Lump Sum funding, will the balance of the funds not spent go back to fund balance?

**Director of Budget & Grants, James Hayes:** Correct.

9. **Councilwoman Y. McBride:** (Other Funds Recommendations) Going back to other funding sources, those sources are from Richland County right?

**Director of Budget & Grants, James Hayes:** Yes ma'am they are and in different funds. For example, one is in Stormwater, one is Temporary Alcohol and one is Solidwaste. But yes, those are definitely Richland County funds.

10. **Councilwoman Y. McBride:** So these are Richland County funds but this is another category we use for these funds?

**Director of Budget & Grants, James Hayes:** Yes ma'am.

11. **Councilwoman C. Newton:** (Other Funds Recommendations) I just want to be clear, these items were pulled out because they exist other places in the budget. So if these exist other places in the budget, did Administration make recommendations in those categories? (For example, you said one of these is in Solid Waste, so if I go to the budget book for Solid Waste and I look at this line item, would I see a recommendation? Or is this column correct that no recommendation was made even for these categories?

**Director of Budget & Grants, James Hayes:** it may not be that Administration made recommendations for the groups, but the funding is recommended in those particular funds. So in other words, each year those funds are available in Stormwater or Solid Waste or Temporary Alcohol; but of course Council does not have to fund those groups if that's not their desire.

12. **Councilwoman Mackey:** What you show on your slide vs what the table is titled in our book are two different things. In the book, it says "C&S Recommendations" which you said meant Contractual and Statutory which meant we had to fund them. But now you're saying they're listed somewhere else and Council can decide not to fund them. Can you clarify this for me?

**Director of Budget & Grants, James Hayes:** Contractual and Statutory groups do have to be funded. In reference to what Councilwoman Newton was saying, the groups that are currently showing here (slide 14 / budget book page 79) are also located elsewhere outside of the General Fund with the exception of the Chamber of Commerce. The other groups - Congaree River Keeper, Keep the Midlands Beautiful and River Alliance - are not Contractual and Statutory groups. These are groups that are located in other non-General Fund funds that Council has the option to fund or not to fund. But these are totally separate from the Contractual and Statutory.

13. **Councilwoman Y. McBride:** Is there a reason that these are separate and why they don't come in competitive like the others? Is there a reason for this funding that is not through Council? I'm just trying to understand the separate funding and using the Enterprise funds.

**Grants Manager, Tyler Kirk:** Those grants were not competitive because the County selected some nonprofits to fulfil specific duties that could be paid from those other funds outside of our competitive grants programs. Funds are provided to fulfil those specific roles. Attached are a few of the agreements we have with some of the grantees receiving these funds.

**Attachments a. & Attachments b.**

14. **Chair P. Livingston:** On page 79, even if you place comments in the recommended column that says funded in xyz as opposed to leaving it blank would help. But to leave the recommended column blank, one just assume there were no recommendations of funding.

**Administrator L. Brown:** Mr. Chair, I think with these particular groups, the funding is there, it's just a matter of whether or not you want that funding to remain there.

### **Accommodations Tax**

15. **Councilwoman C. Newton:** How much is the negative Fund Balance for A tax? Is that negative Fund Balance because our revenue declined faster than we anticipated or is it for some other reason?

**Director of Budget & Grants, James Hayes:** The reasons the negative Fund Balance exist is two-fold. 1) Revenues have declined but 2) We didn't meet the amount we budgeted for expenditures to these groups. The groups got paid the full amount of the grants, but the revenue didn't come in to support it; hence the negative Fund Balance.

**ACA Lori Thomas:** One of the reasons we thought would be a good reason to truing up this Fund Balance up that by Accommodations Tax statute, we have 2 years to spend that money. So if we allocate \$100K this year and we by some chance collect more than that after we satisfy the negative Fund Balance, we can actually disperse those funds next year along with what we were projecting the following year.

**Director of Finance, Stacey Hamm:** The amount of the Fund Balance is (\$102,533)

16. **Councilwoman A. Terracio:** I know you said revenues were declining even before COVID, is there a reason? Is the City of Columbia annexing all of the places where this revenue would come from?

**Director of Budget & Grants, James Hayes:** I looked at this about 2 years ago and reached out to some members of the state, which I will do some follow-up research as well, but at the time that was one of the reasons. The hotels and the like that were in the county were now being picked up by the city; so subsequently we were losing some revenue. I will certainly go back and do additional research.

### **Hospitality Tax**

17. **Councilman B. Malinowski:** (slide 21) Who gave you the instructions to put these groups in the book? And did these requests come in after the deadline?

**Director of Budget & Grants, James Hayes:** We had a couple groups to reach out by way of Council members and we wanted to make sure we put those requests in the budget book. Yes sir, I guess you could say that.

18. **Councilwoman Y. McBride:** If the requests that came in after the deadline were removed, will there still be another opportunity for Council members to recommend they be put back in?

**Director of Budget & Grants, James Hayes:** Yes ma'am absolutely. You all make H-Tax recommendations throughout the year.

19. **Councilwoman C. Newton:** (slide 21) Could I get additional information about the requests and what they're for. I'm not familiar with two organizations that you mentioned that came in after the deadline and were added by Council member's request.

**Director of Budget & Grants, James Hayes:** Yes ma'am we have that information is in ZoomGrants and it will also be available in a companion document.

**Attachment 1 & Attachment 2**

20. **Chair P. Livingston:** What are we projecting for H-Tax funding for this coming year?

**ACA Lori Thomas:** \$7.4M

#### **RCCC Grants**

21. **Councilman B. Malinowski:** Is this the one where there an actual guideline indicating what you should be striving for regarding the percentages? Is this the one that recommended that you try to get 75% of these grant funds to unincorporated and 25% to the other? Every single year this happens that our grants go more toward incorporated areas vs unincorporated, or is this with H-Tax?

**Quinton Epps:** if that is the case, I'm not aware of it.

**Chair P. Livingston:** That was a discussion with the H-Tax. These funds are generated by the entire county.

22. **Councilwoman Y. McBride:** The funding source was Millage funds?

**Chair Livingston:** Yes, Conservation is a millage agency.

23. **Chair P. Livingston:** Conservation receives .5 Mil?

**Quinton Epps:** Correct

#### **New County Grants**

24. **Councilwoman C. Newton:** Our admin is making no recommendation in terms of these grants, correct?

**Administrator L. Brown:** To the extent that these grants will provide additional coverage for the departments and that we're not required to pick up personnel in future years, then I have no issue with these grants being approved by Council.

25. **Councilwoman Y. McBride:** These grants will provide almost \$28M for county services, correct? And many of these recommendations came directly from the agencies, right?

**Director of Budget & Grants, James Hayes:** Yes, \$28.2M and the department themselves are the ones requesting the amounts.

**Grant Accountant, Marjorie King:** If the all of these grants are approved and we get them, we will get a total of almost \$28M and it will cost the county almost \$331K. And none of these positions are REQUIRED to be picked up by county. A lot of these positions end when the grant is done.

## AGREEMENT OF THE RIVER ALLIANCE

**PREAMBLE:** The Broad, Congaree, and Saluda Rivers are unique strategic assets of the Central Midlands Metropolitan Area. Through consensus planning they can provide benefits to the citizens of Lexington and Richland Counties that rival any in the nation. From such cooperative efforts, the citizens of this area can experience expanded cultural richness; increased protection and appreciation for our environmental bounty; a clearer understanding of our shared history; enhanced recreational opportunities; more safe secure residential areas; and additional economic opportunities. Traditional political and organizational boundaries should not be barriers to accomplishing those goals. This agreement creates an alliance to transcend traditional constraints. This River Alliance will conduct community planning, focus coordinated effort and resources on priorities and goals, and provide a guide for progress toward our collective success. The signatories commit their continuing support and cooperation to the River Alliance. Each signatory brings unique assets and strengths to this endeavor. Each will honor the planning priorities arrived at through their joint efforts in the River Alliance, while retaining their individual responsibility to their separate domains. This collaborative approach to regional planning and development will benefit our combined metropolitan community and will serve as a model for others to emulate. We will act together now to set the stage for the next century.

**THE FOUNDING PARTIES:** The following entities join in the creation of The River Alliance:

- A) The County of Lexington (by and through its County Council);
- B) The County of Richland (by and through its County Council);
- C) The City of Cayce (by and through its City Council and Mayor);
- D) The City of Columbia (by and through its City Council and Mayor);
- E) The City of West Columbia (by and through its City Council and Mayor);
- F) The Riverbanks Park (by and through its Commission);
- G) The Central Midlands Regional Planning Council (by and through its governing board);

H) The Columbia Development Corporation (by and through its governing board);

I) The West Metro Development Corporation (by and through its governing board);

J) The Greater Columbia Chamber of Commerce (by and through its governing board);

K) The State of South Carolina (by and through the Budget and Control Board); and

L) The University of South Carolina (by and through its President).

NOW THEREFORE, the said parties enter into this AGREEMENT and agree as follows:

1. The Creation of The River Alliance. By this Agreement the parties hereto establish a consortium of public and private entities for the planning and development of the river assets, to be called THE RIVER ALLIANCE.

2. The Organizational Objective. The objective of the River Alliance is to maximize the benefits derived from our strategic river assets for the citizens of the region. This will be accomplished by coordinated planning, execution, and definition of citizen and community needs. The results will be facilities and services that enhance the cultural, environmental, historical, recreational, residential and economic dimensions of the river assets.

3. Membership. The members of The River Alliance are those entities designated as founding parties, together with certain ex-officio members noted below.

4. The Board of Directors. The Board of Directors of The River Alliance shall be composed of members appointed as follows:

a) The Chair of the Lexington County Council shall serve or appoint one member from County Council; shall appoint one Lexington County resident from the private sector; and shall appoint one additional member from either sector;

b) The Chair of the Richland County Council shall serve or appoint one member from County Council; shall appoint one Richland County resident from the private sector; and shall appoint one additional member from either sector;



c) The Mayor of the City of Cayce shall serve or appoint one member from the city council and appoint one resident of the City of Cayce from the private sector;

d) The Mayor of the City of Columbia shall serve or appoint one member from the city council; shall appoint one resident of the City of Columbia from the private sector; and shall appoint one additional member from either sector;

e) The Mayor of the City of West Columbia shall serve or appoint one member from the city council and appoint one resident of the City of West Columbia from the private sector;

f) The Board of the Riverbanks Park Commission shall appoint one member;

g) The Board of the Central Midlands Regional Planning Council shall appoint their chairman or one other member;

h) The Board of the Columbia Development Corporation shall appoint their chairman or one other member;

i) The Board of the West Metro Development Corporation shall appoint their chairman or one other member;

j) The Board of the Greater Columbia Chamber of Commerce shall appoint one member;

k) The President of the University of South Carolina shall serve or appoint one member.

l) Ex-officio Members. (These members of the board shall not have voting authority):

(i) The Executive Director of the South Carolina State Budget and Control Board shall serve or shall appoint one member.

(ii) The South Carolina Electric and Gas Company, as one of the largest landowners on the Broad, Congaree and Saluda Rivers, by its President may appoint one ex officio member to the Alliance Board; and

(iii) The Guignard Partnership representing a group of private landowners in the Rivers Alliance area may appoint one ex officio member to the Alliance Board.

5. Duties, Terms and Eligibility of the Board of Directors. The Board of Directors shall oversee all operations of the River Alliance and set the strategy and operating procedures. Appointed members shall be selected to serve three year terms pending adoption of formal by-laws. Appointees should be selected with the

full cognizance that their duties and responsibilities will be time consuming, particularly during the initial three year period.

Appointment consideration should be given to maintaining a balance of businesses, occupations, geographical and population representations.

6. The Chair and Executive Committee of the River Alliance. The Chair of the River Alliance shall be elected by the Board from among the private sector members. The Board of Directors shall also elect a vice chair. Four other Board members will be selected by the Board to form an executive committee. This Committee shall oversee the day to day operations of the River Alliance. With regards to the composition of the Executive Committee, selection consideration should be given to maintaining a geographical balance and to reflect the region's racial diversity.

7. River Alliance Committees. The Board of Directors of the River Alliance will organize committees to perform required tasks. Chairs of such committees will be appointed by the Chair of the River Alliance, and unless chosen from the voting Board membership, will be non-voting members of the Board.

8. River Alliance Employees. River Alliance employees shall report to and be accountable to the River Alliance Board of Directors.

9. Facilities. The River Alliance shall initially be housed in the offices of the Central Midlands Regional Planning Council. On an interim basis, the Council will provide the River Alliance with a level of support and services equivalent to that provided to other departments and divisions of the Council. The Council will provide Geographic Information System support, demographic data and other technical resources necessary to support the integrated planning effort. On an interim basis, the Council will provide accounting and postal services, telephone receptionists, communications and public relations, printing services, meeting rooms and other amenities. The River Alliance will provide reimbursement for telephone services, annual audit fees, and all other items above the normal level of internal Council service.

10. Duties and Tasks of the River Alliance. Specific tasks and responsibilities for the Alliance are:

a) The organization and establishment of a process for river asset planning including the definition of the geographic area to be encompassed by the River Alliance, a review of existing plans and projects and implementation of a process for comprehensive citizen and community input. This plan will define a set of needs and solutions, be they organizational, facility, or service based, and perform cost-benefit analysis to evaluate solutions.

b) The use of the planning process to prioritize solutions. The presentation of a comprehensive prioritized set of requirements that are time phased. Where capital or operating funds are required, develop potential resource strategies. Recommend implementation priorities and specific action agents, i.e. the organization charged with accomplishing the specific task.

c) A provision for annual update, maintenance and review of the Plan as part of the follow through process.

d) The development of alternative funding sources, with the public and private financing necessary for support.

e) Accountability to the governmental funding units for the expenditure of public appropriations.

f) The implementation of an annual action plan outlining key events and programs.

g) The collection and expenditure of all funds.

h) The Committees deemed necessary are:

(1) A Landowners Committee. Membership open to interested and concerned landowners within the geographic area of concern to the Alliance. Provide information, access, and the ability to participate in the process.

(2) A Land Management and Design Committee. This committee will develop recommendations for the delineation of the geographic area to be subject to this agreement. It will make recommendations on land use development controls and incentives, to include recommendations for cross jurisdictional agreements on zoning codes that specify land use and type of construction. As needed this committee should develop a guide for specific areas and design requirements for types of facilities.

(3) A Public Awareness and Information Committee. Initial and continued public involvement is critical to the process. This committee will coordinate the public information activities of the signatories to enhance the effort.

(4) An Economic Analysis, Cost Benefit Committee. It is anticipated that there will be multiple competing solutions that can potentially meet some community requirements. This committee should define the potential benefits and costs of each such solution. Further analysis can be developed as a service requirement and presented as a requirement for funding.

(5) A Resource and Programming Committee. This committee will investigate and solicit any and all potential sources of funding. It will develop a common budget and

programming format so that River Alliance Board recommendations to the individual signatories can be submitted in a compatible format. Seek out any and all sources of funding: grants, federal, state money, foundations, private sector. It will plan and lay out a set of requirements for the ensuing budget years.

i) The documentation and recordation of the cooperative efforts for use as a case study in communities across the nation. The establishment of liaison with regional or national efforts and the exchange of professional information. Showcase this effort wherever and whenever appropriate.

j) Provide the long term and focus and follow up necessary for execution of the plan and attainment of its objectives.

#### 11. Funding of the River Alliance.

a) The County of Lexington, the County of Richland, and the Cities of Cayce, Columbia, and West Columbia, South Carolina shall fund the operations of the River Alliance. The budget for fiscal year 1995 is shown on the attached Addendum 1. Funding shall be provided from sources other than ad valorem property taxes, unless the funding is voted upon as a part of the annual budget by each political subdivision electing to fund the Alliance budget from tax revenue. Signatories are committed to the support necessary to accomplish the organizational objectives.

b) The River Alliance shall conduct additional fund raising programs as deemed appropriate.

c) All funds raised shall be for the use and benefit of the River Alliance. The expenditures of these funds shall be made for such purposes as may benefit the goals of the River Alliance.

12. Government Support in Kind. Staff support deemed necessary and appropriate will be requested through the appropriate City Manager, County Manager, or Executive Director.

#### 13. River Alliance Accounting.

a. On an interim basis, Central Midlands Regional Planning Council agrees to provide accounting, bookkeeping and other services to the River Alliance in a manner acceptable both to the Board of Directors of the River Alliance and to the Council.

b. The River Alliance shall render accounts at least semi-annually to the parties to this agreement, showing receipts and disbursements of funds and other pertinent information relating on its financial condition and its activities and shall obtain an annual financial audit prepared by a Certified Public Accountant.

14. Program and Budget. The River Alliance shall develop an annual program of planning activities and a budget to support these activities prior to the beginning of each fiscal year and shall provide an annual report of its activities after a concluded year.

15. ByLaws. The River Alliance shall adopt a set of By-Laws governing the operation of the River Alliance consistent with the provisions hereof.

16. Counterparts. This agreement may be executed in any number of counterparts, each of which may be executed by one or more of the parties hereto, and each counterpart shall be deemed to be an original and all shall constitute one and the same agreement.

17. Severability. In the event that any provision of this agreement shall be held to be invalid or unenforceable, the same shall not effect the validity or enforceability of the remainder of this agreement.

18. Governing Law. This agreement shall be governed by, and construed in accordance with South Carolina law.

19. Complete Agreement, amendment. This agreement constitutes the entire agreement between the parties and supersedes all agreements, representations, warranties, statements, promises and understanding whether oral or written with respect to the subject matter hereof and no party hereto shall be bound by any oral or written agreements, statements, promises or understandings not specifically set forth in this agreement. This agreement may be amended upon an affirmative vote of a majority of the voting Board members followed by the subsequent approval of each said member's governing board.

Entered into as of the \_\_\_\_\_ day of \_\_\_\_\_, 1995, by each member through its duly authorized agents, each signatory warranting that he/she is duly authorized to execute this Agreement under an appropriate resolution or ordinance of his/her governing board.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and the year first above written.

Witness:

[Signature]  
[Signature]

LEXINGTON COUNTY

By:

[Signature]  
Council Chair

Attest:

[Signature]  
Clerk

Witness:

Cynthia L. Gore  
\_\_\_\_\_

RICHLAND COUNTY  
By: Harriet Bank Sells  
Council Chair

Attest: Brenda Jester  
Clerk

Witness:

Elizabeth D. Fruits  
Barbara L. Linn

CITY OF DANCE  
By: [Signature]  
Mayor

Attest: John C. Harpe  
Clerk

Witness:

Michael D. Lewis  
Margaret V. McMurray

CITY OF COLUMBIA  
By: Bob Glio  
Mayor

Attest: Virginia A. Krigline  
Clerk

Witness:

L. Dale Harley  
James P. Butler

CITY OF WEST COLUMBIA  
By: Wm. M. Rife  
Mayor  
Attest: [Signature]  
Clerk

Witness:

\_\_\_\_\_  
\_\_\_\_\_

THE RIVERBANKS PARK  
By: Laurence L. Moore  
Chair  
Attest: [Signature]

Witness:

\_\_\_\_\_  
\_\_\_\_\_

THE CENTRAL MIDLANDS REGIONAL  
PLANNING COUNCIL  
By: Paul C. Jones  
Chair  
Attest: \_\_\_\_\_

ADDENDUM 1

River Alliance Proposed Budget Fiscal Year 1995

Executive Director Salary	\$45,000
Office Manager Salary	25,000
Employee Benefits (20% of Base)	14,000
Employee Bonuses	3,000
Printing and Graphics	15,000
Phone, annual audit fees, office expenses	3,000
Postage	2,000
Insurance	3,000
River Planning Process (includes travel, external services)	50,000

Aggregate \$160,000

Funding of the River Alliance for the 1995 fiscal year 1995 shall be apportioned as follows among the County of Lexington, County of Richland, and the City of Columbia

The County of Lexington.....	\$51,000.00
The County of Richland.....	51,000.00
The City of Columbia.....	51,000.00
The City of Cayce.....	3,500.00
The City of West Columbia.....	3,500.00

Funds shall be provided to Central Midlands Regional Planning Council who will provide interim bookkeeping services for the Alliance.



GREATER COLUMBIA CHAMBER OF COMMERCE

# INVOICE

Mr. J. Milton Pope  
Richland County  
PO Box 192  
Columbia, SC 29202

INVOICE DATE: 04/01/2012  
INVOICE #: 1055502  
MEMBER ID: 60227  
PO#:

DESCRIPTION	QTY	PRICE	AMOUNT
BRAC GOVERNMENT SUPPORT	1	12,125.00	\$12,125.00
		<b>Sub Total</b>	\$12,125.00
		<b>Total Taxes</b>	\$0.00
		<b>Less Amt. Paid</b>	\$0.00
		<b>Total Amount Due</b>	\$12,125.00

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[www.thefacebook.com/columbiachamber](http://www.thefacebook.com/columbiachamber)  
LAST QUARTER BILLING

Keep above portion for your records  
Return this portion with your payment

ID #: 60227  
INV#: 1055502

Richland County  
BRAC GOVERNMENT SUPPORT

**Total Due:** \$12,125.00  
\$ 12125.00

Advancing Business *Together*





GREATER COLUMBIA CHAMBER OF COMMERCE

# INVOICE

Mr. J. Milton Pope  
Richland County  
2020 Hampton Street  
Columbia, SC 29202-0000

INVOICE DATE: 04/03/2012  
INVOICE #: 1055505  
MEMBER ID: 60227  
PO#:

DESCRIPTION	QTY	PRICE	AMOUNT
MILITARY GRANTS 2011-2012			
Member Registration-Mr. J. Milton Pope	1	\$1,135.00	\$1,135.00
		<b>Sub Total</b>	\$1,135.00
		<b>Total Taxes</b>	\$0.00
		<b>Less Amt. Paid</b>	\$0.00
		<b>Total Amount Due</b>	\$1,135.00

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[www.thefacebook.com/columbiachamber](http://www.thefacebook.com/columbiachamber)  
LAST QUARTER BILLING

Keep above portion for your records  
Return this portion with your payment

ID #: 60227      Richland County  
INV#: 1055505      Member Registration-Mr. J. Milton Pope

**Total Due:**      \$1,135.00  
\$      1135.00

Advancing Business *Together*



Navigating From Good to Great  
930 Richland Street  
Columbia, SC 29201

**Date:** 04/01/2012  
**Inv. No.:** 1055504  
**ID No.:** 60227

Mr. J. Milton Pope  
Richland County  
2020 Hampton Street  
Columbia, SC 29202-0000

## INVOICE

Add Debit:			
Navigating Good To Great Pledges (1)	12500.00		\$12,500.00
		<b>TOTAL DUE:</b>	<b>\$12,500.00</b>

Follow us on Twitter and Facebook!  
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[www.thefacebook.com/columbiachamber](http://www.thefacebook.com/columbiachamber)

Thank you for your generous support of the Navigating From Good To Great Foundation and its community development programs. Please make check payable to "Navigating From Good To Great Foundation".

*FINAL QUARTER BILLING*

### Pledge Recap

Total Pledge:	\$50,000.00
Paid to Date:	\$37,500.00
Remaining Pledge:	<u>\$12,500.00</u>



GREATER COLUMBIA CHAMBER OF COMMERCE  
 RICHLAND COUNTY  
 ADMINISTRATOR'S OFFICE

RECEIVED  
 2012 APR 17 AM 8:56

## Richland County Financial Commitments for FY 11-12

### GTG Commitment \$50,000\*

invoice date	10/1/2011	\$ 25,000.00	1st and 2nd quarters	pd	ck# 36184	11/16/2011
invoice date	1/1/2012	\$ 12,500.00	3rd quarter	pd	ck# 37524	1/12/2012
invoice date	4/3/2012	\$ 12,500.00	4th quarter		#1055504	

\* please make check payable to:

Total of all invoices \$ 50,000.00 Navigating from Good to Great

### Military Grant \$4,540

invoice date	7/1/2011	\$ 1,135.00	1st quarter	paid	ck# 33341	8/2/2011
invoice date	10/1/2011	\$ 1,135.00	2nd quarter	paid	ck#35364	10/17/2011
invoice date	1/1/2012	\$ 1,135.00	3rd quarter	paid	ck# 37525	1/12/2012
invoice date	4/1/2012	\$ 1,135.00	4th quarter		#1055505	

Total of all invoices \$ 4,540.00

### BRAC Project Funding \$48,500

invoice date	7/1/2011	\$ 12,125.00	1st quarter	paid	ck# 33509	8/11/2011
invoice date	10/1/2011	\$ 12,125.00	2nd quarter	paid	ck# 35787	11/3/2011
invoice date	1/1/2012	\$ 12,125.00	3rd quarter	pd	ck# 37526	1054425
invoice date	4/1/2012	\$ 12,125.00	4th quarter		#105504	

Total of all invoices \$ 48,500.00

*Thank you for your continuous support!*

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Richland County Government  
Administration  
**FY22 Richland County Hospitality Tax Program**  
Deadline: 4/30/2021

## SC Kings Foundation, Inc Nexx Level Sports Center

Jump to: [Application Questions](#) [Budget](#) [Tables](#) [Required Attachments](#)

**\$ 9,500,000.00** Requested

Submitted: 4/4/2021 6:18:35 PM (Pacific)

**Project Contact**

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Tel: 8134380020

**Additional Contacts**

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**SC Kings Foundation, Inc**

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Columbia, SC 29201  
United States

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Web

**President/CEO**

Russell C Dean  
[rdean92@aol.com](mailto:rdean92@aol.com)

### Application Questions [top](#)

**1. Incorporation date**

August 21, 2019

**2. Federal ID Number**

84-2758496

**3. Mission Statement**

The Mission of the SC KINGS FOUNDATION is to establish state of the art facilities that host series of sports events, community and civic engagement outings, mentoring activities, educational programs and empowerment trainings. The facilities and the uniquely designed mentoring programs will initiate economic growth for the target areas as well as facilitate the development of accountability and confidence that will result in networks that build trust, positively impact the target community and improve the quality of life of its residents.

### Project Information

**4. Project Title**

Nexx Level Sports Center

**5. Project Start Date**

August 2021

**6. Project End Date**

August 2022

**7. Total Project Cost**

25 Million

**8. Total Amount Requested**

## Project Description and Goals

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### 9. Describe the project and its tourism mission

*Include a thorough, but concise description. Include who, what, when, where and why. Include information about innovative ideas, community support and partnerships. Describe coordination that has been completed or will be needed with other organizations.*

Year 1 Year 2 Year 3 Year 4 Year 5  
 Basketball Tournaments 10 13 14 15 16  
 Volleyball Tournaments 11 12 14 17 17  
 Other Tournaments/Events 10 10 10 10 10  
 Total Events Per Year 37 42 46 50 51

Year 1 Year 2 Year 3 Year 4 Year 5  
 Non-Local Days in Market 59,017 77,745 80,900 89,377 92,897  
 Room Nights 17,717 23,403 24,296 26,805 27,872

Year 1 Year 2 Year 3 Year 4 Year 5  
 Total Direct Spending \$7,577,242 \$9,981,745 \$10,386,818 \$11,475,188 \$11,927,123  
 Total Economic Impact \$7,577,242 \$9,981,745 \$10,386,818 \$11,475,188 \$11,927,123

Management (SFA/SFM) will be responsible for scheduling the number of tournaments need per year to make the financial goals.

### 10. Program Locations

*Please list the street address (full address) of all program locations that will be funded through H-Tax Grant funds. Please indicate if the program will be held on County property.*

7608 Broad River Road 29063

### 11. Does Your Project Require Permits?

*If yes, list those required permits.*

1. ZONING: (most important or we can't proceed with purchase of land)  
 Must change Zoning from RU to Commercial
2. Richland County Construction Permit (to include the following)
  - Site Layout
  - SWPP
  - Full set of drawings
  - Boring Testing
3. Town of Irmo:
  - Business License
  - Project inspections

## Tourist Information

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### 12. Projected Full Attendance

Estimated annual daily visits - 374,305

### 13. Projected Number Of Tourists

Non-Local Days in Market: Year 1 - 59,017 Year 2 - 77,745 Year 3 - 80,900 Year 4 - 89,377 Year 5 - 92,897

### 14. Projected Total Meals Consumed

TBD

### 15. Projected Total Overnight Stays

Room Nights: Year 1 - 17,717 Year 2 - 23,403 Year 3 - 24,296 Year 4 - 26,805 Year 5 - 27,872

### 16. Describe how your organization determined the numbers above and indicate the numbers of meals and room stays estimated in unincorporated Richland County.

SFA/SFM created the economic impact report that provided data showing how Nexx Level Sports Center programming and events will impact the local economy. Taking into account the venue type and size and specific details about the community, Sports Facilities Advisory used a proprietary analytical process to translate projections from the Pro Forma to determine the impact of three items:

Non-local visitors' days in market

Room nights generated by tournament and programming attendees

The average daily expenditure of non-local visitors through purchases for lodging, dining, entertainment, retail, travel, and associated expenses.

**17. Describe the benefit to tourism. How does this project promote and highlight unincorporated Richland County's historic and cultural venues, recreational facilities and events and the uniqueness and flavor of the local community?**

The Nexx Level Sports Center will be able to host a huge number of basketball (AAU, YBOA, Big Shots, etc.) and volleyball (AAU, Palmetto Volleyball, USA Volleyball, etc.) tournaments, such a facility would also be able to host events from national organizations such as: USA Badminton, US Fencing, USA Judo and USA Table Tennis just to name a few. The economic benefit to our community from hosting these tourism-generating events would for the most part be "new money" because Richland County does not currently have a facility hosting these types of events .

**18. Describe the benefit to the community in which the project will be held.**

According to Wintergreen Research, Sports Tourism is recession resistant. It was the only segment of the travel industry with no decline in any quarter of the last recession. In 2018, youth sports was estimated to be a \$15 Billion Industry according to Wintergreen Research/Time Magazine. Based on recent estimates the sports tourism industry is a \$18 Billion industry.

## Marketing Plan

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**19. Outline your project's marketing plan (Include how you plan to reach tourists and work with local restaurants. Also include tracking mechanism used to determine tourist attendance.**

*Outline your marketing, advertising and promotional plans for your program. How will you track visitors and overnight stays? What methods are you using to track all visitors and count the number of tourists and residents that attend your event/program.*

There will be coordination with the major tournaments hosted by the Nexx Level Sports Facility. Participating teams will submit complete rosters of the number of attendees for the number of days for the tournaments. There will be coordination with Host hotels and local restaurants. We will do direct marketing to the major basketball, volleyball, badminton and other sports to secure tournaments.

## Performance Measurements

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**20. What performance measures will you use to determine the success of advertising and marketing efforts for this project?**

The construction performance measures will be to closely monitor the the construction budget and schedule to maintain an on time and under budget process. After opening the management team will be responsible for achieving the goals in the proforma that maximizes success.

Year 1	Year 2	Year 3	Year 4	Year 5	
Basketball Tournaments	10	13	14	15	16
Volleyball Tournaments	11	12	14	17	17
Other Tournaments/Events	10	10	10	10	10
Total Events Per Year	37	42	46	50	51

**21. Provide evidence of success for similar programs/events and the capacity to make this project successful.**

The Management firm hired to create the Pro Forma will be the management company for the project. There experience includes:

25 Million guests  
\$250 Million in overnight hotel stays  
700 Members

They manage, consult and have created 21 facilities around the country (indoor, outdoor and a combination of both):

Myrtle Beach Sports Center - Myrtle Beach, SC  
Rocky Top Sports World - Gatlinburg, TN  
The Bridge - Bridgeport, WV  
Hoover Met Complex - Hoover AL  
Ballparks of America - Branson, MO  
Apex Sports & Events - Hillsborough, NJ  
Rocky Mount Event Center - Rocky Mount, NC  
Panama City Beach Sports Complex - Panama City Beach, FL  
Pelican Bay Aquatics - Edmond, OK  
Athletes in Action - Xenia, OH  
The Highlands Sports Complex - Wheeling, WV

## Sustainability

### 22. What efforts are being made to increase the sustainability of this project/program and decrease the reliance on County H-Tax funding?

After opening the management team will be responsible for achieving the goals in the pro forma that maximizes success.

Year 1 Year 2 Year 3 Year 4 Year 5  
 Basketball Tournaments 10 13 14 15 16  
 Volleyball Tournaments 11 12 14 17 17  
 Other Tournaments/Events 10 10 10 10 10  
 Total Events Per Year 37 42 46 50 51

The facility will also implement diverse income streams by including the following:

- REDEMPTION ARCADE
- REDEMPTION STORE
- VIRTUAL REALITY ACTIVITIES
- ESPORTS AREA
- CLIMBING COURSE

MEETING/FLEX SPACE:

- FOOD & BEVERAGE
- TUTORING, DAYCARE + AFTER SCHOOL LEASE
- MEDICAL LEASE SPACE
- FITNESS LEASED SPACE

Corporate Meetings & Trainings  
 Social Events  
 Consumer Shows  
 Facility Rental Fees  
 Parking Fees  
 Group Events (Graduations, Corporate, Banquet, Etc.)  
 Facility Rental Fees  
 Parking Fees  
 Tradeshow and Association Shows

## Partnerships/Community Support

### 23. Describe your partnership efforts with similar organizations in Richland County that assist in furthering the mission of your organization. List the names of partnering organizations if applicable.

1. Columbia Urban League: President, J.T. McLawhorn, Project Manager, Juanita Dean-Bates
2. Big Shots, Inc.: Jeff Schnider, President, Kevin Schnider, Vice-President
3. Lineage Of Champions: Dameon Key, President
4. Columbia Basketball Officials Association: Richie Jeffcoat, President
5. Lake Murray Volleyball Club - Sue Dillon
6. Town of Irmo

### 24. Will your organization's FY22 budget be significantly different than FY21? Please explain any variance over 10%.

FY 2021 Budget funds will be used to secure \$16 million dollars in funding for construction and operations.

FY 2022 Budget request will be for operations only.

## Budget [top](#)

Income Sources	Amount	Pending	Receiving
FY22 Richland County H-Tax Request	\$ 9,500,000.00		
Private Donations	\$ 1,000,000.00		

Private Financing	\$ 0.00	\$ 15,000,000.00	
<b>Total</b>	<b>\$ 10,500,000.00</b>	<b>\$ 15,000,000.00</b>	<b>\$ 0.00</b>

Expense Category	County H-Tax Request	Other Sources	Total
Advertising/Marketing/Promotion/Billboards			\$ 0.00
Advertising/Marketing Related Salary			\$ 0.00
Municipal Services/Security			\$ 0.00
Entertainment/Speakers/Guest Artists			\$ 0.00
Event Rentals			\$ 0.00
Consultants/Contractors			\$ 0.00
<b>Total</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>

### Budget Narrative

Land Cost \$2,000,000  
 Hard Cost \$13,726,174  
 Field and Sport Equipment Cost \$3,408,062  
 Furniture, Fixtures, and Equipment \$1,094,987  
 Soft Costs Construction \$2,436,992  
 Soft Costs Operations \$2,356,947  
 Working Capital Reserve TBD  
 Total Uses of Funds \$25,023,161

Tables [top](#)

### Organizational Funding History

Source	H-Tax	A-Tax	Discretionary	Other	Total
FY18	\$	\$	\$	\$	\$ 0
FY19	\$	\$	\$	\$	\$ 0
FY20	\$	\$	\$	\$	\$ 0
<b>Total</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>

### Contributed Income & Earned Revenue

Contributed Income	FY17	FY18	FY19	FY20
Municipal grants	\$	\$	\$	\$
County grants	\$	\$	\$	\$
State grants	\$	\$	\$	\$
Federal grants	\$	\$	\$	\$
Foundation/corporate grants	\$	\$	\$	\$
Contributions	\$	\$	\$	\$
Other contributed	\$	\$	\$	\$ 148,000
<b>Total Contributed Income</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 148,000</b>
<b>Earned Income</b>				
Admission/tickets	\$	\$	\$	\$
Tuition/fees	\$	\$	\$	\$
Publications	\$	\$	\$	\$
Concessions/merchandise	\$	\$	\$	\$
Advertising	\$	\$	\$	\$
Facility rental	\$	\$	\$	\$



Special Event fundraisers	\$	\$	\$	\$
Other	\$	\$	\$	\$
<b>Total Earned Revenue</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>
<b>Total</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 148,000</b>

## Expenses

Expenses	FY17	FY18	FY19	FY20	Total
Program services	\$	\$	\$	\$ 45,000	\$ 45,000
Fundraising	\$	\$	\$	\$	\$ 0
Administration/Management/General	\$	\$	\$	\$ 70,000	\$ 70,000
Other	\$	\$	\$	\$	\$ 0
<b>Total</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 115,000</b>	<b>\$115,000</b>

## Required Attachments [top](#)

### Documents Requested \*

Required?

### Attached Documents \*

IRS Determination Letter indicating 501 c 3, nonprofit charitable status



[IRS Determination Letter](#)

Proof of current registration as a charity with the SC Secretary of State



[SC Secretary of State Registration](#)

List of organization's current Board Members/Directors



[SC King Foundation Board Members](#)

Recent 990 tax form or if you file a 990 post-card attach a financial report showing financial status



[2019 990](#)

Richland County business license or business license assessment survey form (this form shows that a business license is not needed for your organization)



[Business license assessment survey form](#)

\* ZoomGrants™ is not responsible for the content of uploaded documents.

Application ID: 347937

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# PROJECT OVERVIEW

Rogue Volleyball (501(c)3 EIN: 81-3119762) is currently leasing space with Richland County, and is proposing a project to construct an indoor volleyball complex to facilitate increased demand.

This project will benefit the under-served female and youth of our area, as well as the community as a whole. Nationally, more high school aged females play volleyball (446,583) than basketball (412,407), softball (367,861) or soccer (390,482). Even in South Carolina, volleyball (4,926) tops softball (4,822), basketball (4,606), and nearly equals soccer (4,965), according to National Federation of High Schools data ([www.nfhs.org](http://www.nfhs.org)).

Three different economic impact methods were used to produce a range of revenue data for the facility, ranging from \$1 million annually, to \$3 million, depending on facility size (4-6 courts)

The volleyball center will feature 4-6 indoor volleyball courts, in addition to 2-4 outdoor beach volleyball courts. The courts will be competition-ready for practices, tournaments and matches. **The facility will also host Sitting Volleyball events for US Armed Forces Sitting Volleyball teams, serve as a primary facility for adaptive volleyball leagues and tournaments, and host camps and clinics from major colleges and universities.** The demand for such a facility is clear and immediate, as our organization has stretched the limits of current RCRC capacity for volleyball rentals. We will be split across several RCRC facilities next year, which is not an efficient way to facilitate the meteoric rise in volleyball's popularity. Plus, this will ease facility strain for the current RCRC facilities, allowing for expansion of existing programs, while allowing our organization to grow the RCRC rec volleyball program in a top notch building run by one of the best volleyball clubs in the country.

Rogue Volleyball would enter into a long term exclusive lease for 24,000 - 33,000 square feet of the 42,000 square foot building at 1041 Ponderosa Pointe Dr. This will guarantee the county revenue, capacity, and a partnership with one of the top volleyball organizations in the country. As part of the agreement, we will run community events such as adult league and youth clinics, as well as the entire Richland County rec volleyball program, which currently does not exist (Lexington County started theirs in 2020 and had four times the amount of participants as anticipated).

This will bring a steady stream of thousands of athletes and their families to the Monticello Road corridor, which has been identified as an area of potential growth. Millions of dollars, many from out of town, will be brought into Richland County. The fact that this property sits next to the SC United soccer complex makes this entire site less of a "facility" and more of a "destination," only enhancing the appeal to future developers in the area.

This will also allow Richland County to lease the remaining 10,000 - 20,000 square feet if desired.

The Rec Commission is aware of this project and supportive of our efforts to work with the County to provide funding for the next budget cycle specifically for this project. We are asking for \$3,950,000 for building purchase and to finish construction, since it is currently a "shell" built for spec purposes, and the 6.53 acre site. There is an option to acquire the 6 acres adjoining the site for an additional \$360,000 (for 11.53 acres total) for additional development.

Richland County would own the building and the land.

*Cost figures are on the next page, and are from Ray Hill of Hill Construction and Chuck Salley of Colliers.*

# REQUESTED AMOUNT

## PROPERTY

1041 Ponderosa Point Drive  
42,000 square foot spec building  
6.53 acres

**Total property cost:**  
**\$2.1 million**

Optional 6 additional acres  
\$360,000

*Chuck W. Salley*  
Vice President  
Directory of Industrial Brokerage Team  
Colliers

## UPFITTING

\$50/sf "finished" for 32,000 sf  
\$1.6 million  
\$25/sf "half finished" for 10,000 sf  
\$250,000

**Total upfitting cost estimate:**  
**\$1.85 million**

*Ray Hill*  
Hill Construction Company

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**TOTAL ESTIMATED PROJECT COSTS: \$3.95 MILLION**  
(PLUS OPTIONAL \$360,000 FOR ADDITIONAL 6 ACRES)



**FEMALE PARTICIPATION BY SPORT**  
**SOUTH CAROLINA**  
**2018-19**

Source: National Federation of High School Sports : NFHS.org

SPORT	# GIRLS PARTICIPATING	# OF SCHOOLS OFFERING THE SPORT
SOCCER	5,023	160
<b>VOLLEYBALL</b>	<b>4,974</b>	<b>210</b>
SOFTBALL	4,857	205
BASKETBALL	4,517	214

**FEMALE PARTICIPATION BY SPORT**  
**UNITED STATES**  
**2018-19**

Source: National Federation of High School Sports : NFHS.org

SPORT	# GIRLS PARTICIPATING	# OF SCHOOLS OFFERING THE SPORT
<b>VOLLEYBALL</b>	<b>488,267</b>	<b>16,572</b>
BASKETBALL	399,067	18,210
SOCCER	394,105	12,107
SOFTBALL	362,038	15,877

Despite the growing popularity for volleyball in South Carolina and more girls are looking for alternatives to basketball, softball and soccer, resources remain severely inadequate. Communities in the state have built **hundreds** of baseball/softball fields and soccer pitches for recreation league, club and pick-up games with dozens of complexes for tournament play.

# THE ECONOMIC IMPACT TOURNAMENTS BRING TO THE LOCAL ECONOMY REPRESENTS MILLIONS OF DOLLARS PER YEAR

Although what is proposed is intended to be a modest facility to accommodate practices and recreational volleyball, we are well aware of the potential for a slightly enhanced venue.

With plans developed, demographics thoroughly researched and architectural designs in hand, the club has been working to build a volleyball facility that would instantly make the area South Carolina's center for the sport.

With one of the proposed facilities, we could host several tournaments a year drawing teams not just from South Carolina, but from around the Southeast, bringing in **millions of dollars to area hotels, restaurants and tourism.**

Three different economic impact methods were used to produce a range of revenue data for the facility, ranging from **\$2 million annually, to \$4 million.**

POTENTIAL ECONOMIC IMPACT OF FIVE VOLLEYBALL TOURNAMENTS IN AN 6 COURT FACILITY		
TEAMS/TOURNAMENT: 48	PARTICIPANTS/TEAM: 12	TOTAL PARTICIPANTS: 576
TOTAL PARTICIPANTS: 576	ATTENDEES/PARTICIPANT <sup>1</sup> : 3.14	TOTAL ATTENDEES: 1,809
TOTAL ATTENDEES: 1,809	AVG. SPENDING/VISITOR <sup>2</sup> : \$385	TOTAL AVG. SPENDING/TMT: \$696,465
TOTAL AVG. SPENDING/TMT: \$696,465	# TOURNAMENTS/YEAR: 5	<b>TOTAL IMPACT/YEAR: \$3,482,325</b>

<sup>1</sup> Based on study from George Washington University

<sup>2</sup> Based on data from Greenville, SC

VIEW ONLINE 

[colliers.com/USA1028644](http://colliers.com/USA1028644)

# ±42,000 SF Spec Building for Sale or Lease off of I-20

1041 Ponderosa Point Drive, Columbia | SC

This ±42,000-square-foot spec building is well-suited for tenants looking for a new industrial space. Nearby industrial users include Blanchard CAT, Bobcat, Carbonic Products, Pilkington, Concept Parking Group and more.

## PROPERTY FEATURES

<b>Building size:</b>	±42,000 SF	<b>Interstate Access:</b>	I-20: ±1 mile I-26: ±4 miles I-77: ±7 miles
<b>Divisible to:</b>	12,000 SF	<b>Airport Access:</b>	Columbia Metropolitan Airport & UPS Ground Hub: ±14 miles Charlotte Douglas International Airport: ±93 miles
<b>Building dimensions:</b>	120' x 350'	<b>Port Access:</b>	Port of Charleston: ±121 miles
<b>Zoning:</b>	M-1 (Light Industrial)	<b>Sale price:</b>	Contact broker for sale price
<b>Acreage:</b>	±6.53	<b>Lease rate:</b>	\$5.75 PSF NNN
<b>Parking:</b>	72 spaces		
<b>Dock doors:</b>	8' x 10': 8 14' x 14': 2		
<b>Clear height:</b>	Eave: 25' Center: 29'6"		
<b>Lighting:</b>	LED fixtures		
<b>Sprinklers:</b>	ESFR		



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1041 Ponderosa Pointe Drive





## **ABOUT ROGUE VOLLEYBALL**

Rogue Volleyball (501(c)3 EIN: 81-3119762) has become one of the top clubs in the United States and the **only nationally ranked club in South Carolina. This has happened operating out of Richland County Rec Commission facilities.**

**A 501(c) non-profit**, Rogue's 17s team in 2019 (the last full season due to COVID hurting most of the 2020 season) has finished no lower than 5th in any national Amateur Athletic Union (AAU), USA Volleyball (USAV) and Junior Volleyball Association (JVA) tournament. They reached the finals in the 17 Open division at the Central Zone Invitational in Indianapolis and finished 3rd at the JVA World Challenge, in what is billed as a mid-season National Championship.

Rogue is the third highest ranked club in the tri-state area of North Carolina, Georgia and South Carolina. Our first two graduating teams have amassed over \$2 million in athletic scholarships.

**Rogue is the only club in the history of South Carolina to have girls commit to play in all five “Power 5” conferences, including one athlete who was named to the PAC 12 All-Freshman Team (nominated for PAC 12 Freshman of the Week seven times), and two athletes playing on the current #2 team in the country (Kentucky)**

This success and the opportunities and exposure that come with it, have attracted players from Charleston, Spartanburg and Charlotte who make the trip to Columbia two to three times a week to practice at Richland County facilities.

Coaches from USC, Clemson, University of Kentucky, Stanford University, Illinois University, Louisville, Appalachian State, High Point, UNC, Stanford, University of Georgia, Furman, Mississippi State, College of Charleston, and several other colleges have come to Rogue practices in Columbia.

**In 2019, Rogue's Director was a finalist for both National 17s Coach of the Year and National Club Director of the Year.** Having worked with the USA National Team for more than 10 years, he has developed a wide and deep network of associations with top colleges, club programs and players across the United States.

Having Rogue Volleyball - a nationally recognized and respected organization - as its resident developing and running the local area's volleyball activities, the program will have the advantage of premier training, administration, resources, connections and development, and would considerably elevate the County's status in the sport.

## **ROGUE & the Midlands**

The advantages of building and operating a volleyball center in the area are considerable. By doing so, you will be not only be “catching up” with the sport's demand, but you will also be giving girls in our communities a tremendous opportunity to learn and excel as volleyball players.

Whether they want to participate recreationally or as a means to college admission, athletes in Richland County will finally enjoy the opportunities provided to other sports – sports not as popular as volleyball – that are given far more resources.

**Rogue wants to help build a rec program for Richland County** (branded like existing County rec sports, not as a Rogue program) that will help meet the overwhelming demand for volleyball at the earliest ages, and to allow proper development of a sport that has exceeded soccer, basketball and softball in popularity. In doing so, Rogue will provide resources for the area to foster the demand for club and high school players, including tournaments, camps, clinics and other events that will help serve as the center for a fragmented, and under-served sport.

**6 COURTS (32,000 SQUARE FEET) + 10,000 SQUARE FEET  
FOR OTHER RICHLAND COUNTY REVENUE OPPORTUNITIES**

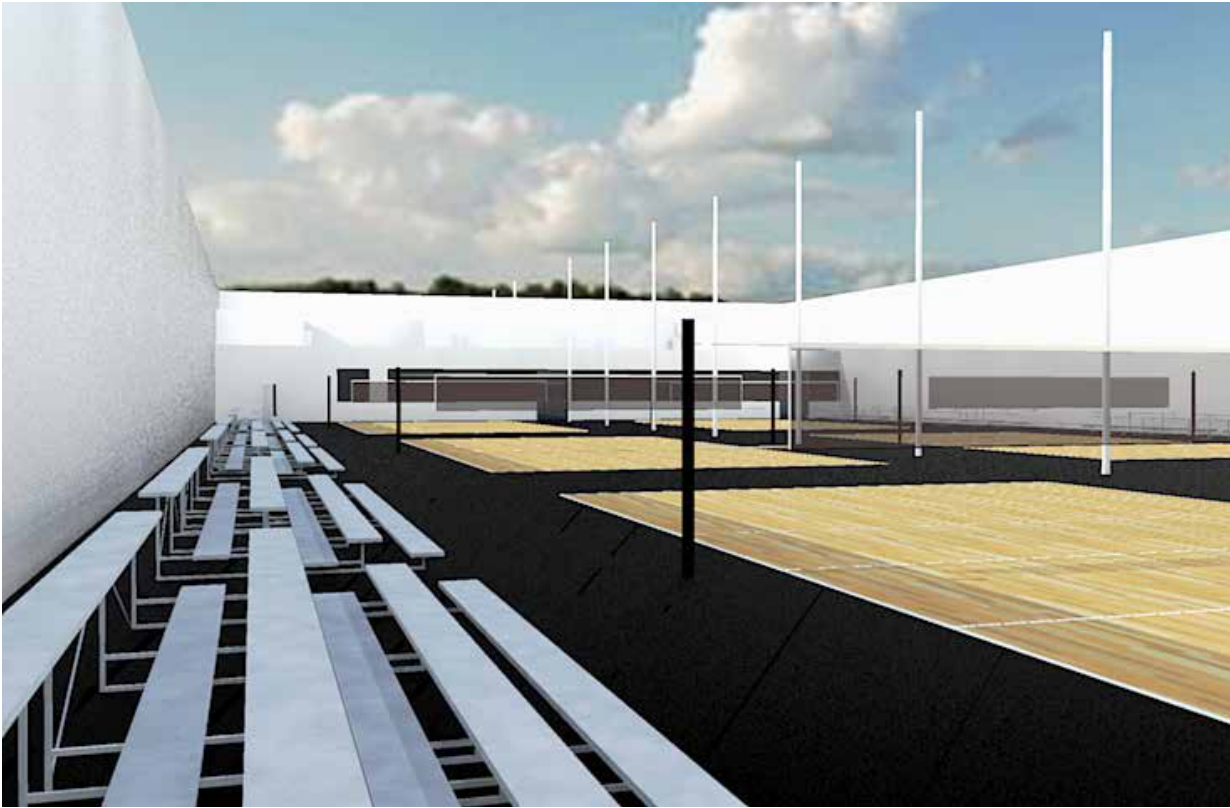


**6 COURTS (32,000 SQUARE FEET) + 10,000 SQUARE FEET  
FOR OTHER RICHLAND COUNTY REVENUE OPPORTUNITIES**





**6 COURTS (32,000 SQUARE FEET) + 10,000 SQUARE FEET  
FOR OTHER RICHLAND COUNTY REVENUE OPPORTUNITIES**



**6 COURTS (32,000 SQUARE FEET) + 10,000 SQUARE FEET  
FOR OTHER RICHLAND COUNTY REVENUE OPPORTUNITIES**

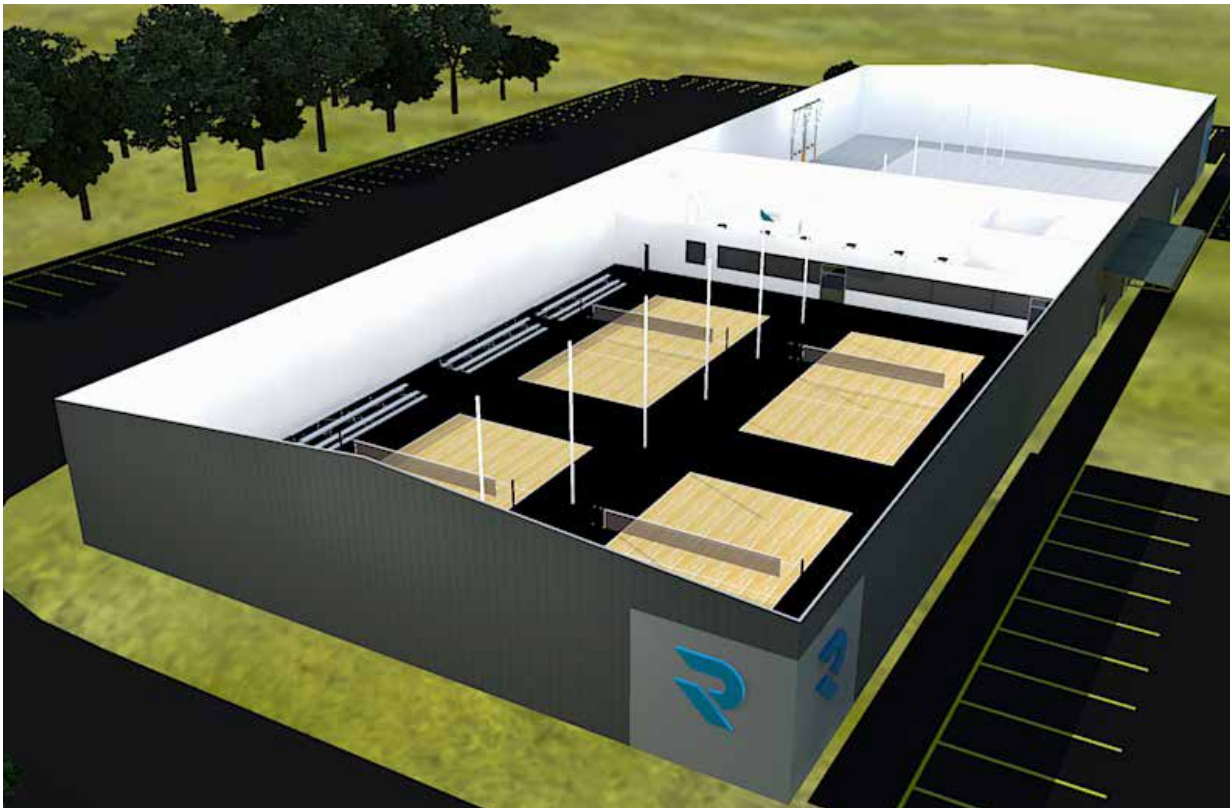


**6 COURTS (32,000 SQUARE FEET) + 10,000 SQUARE FEET  
FOR OTHER RICHLAND COUNTY REVENUE OPPORTUNITIES**

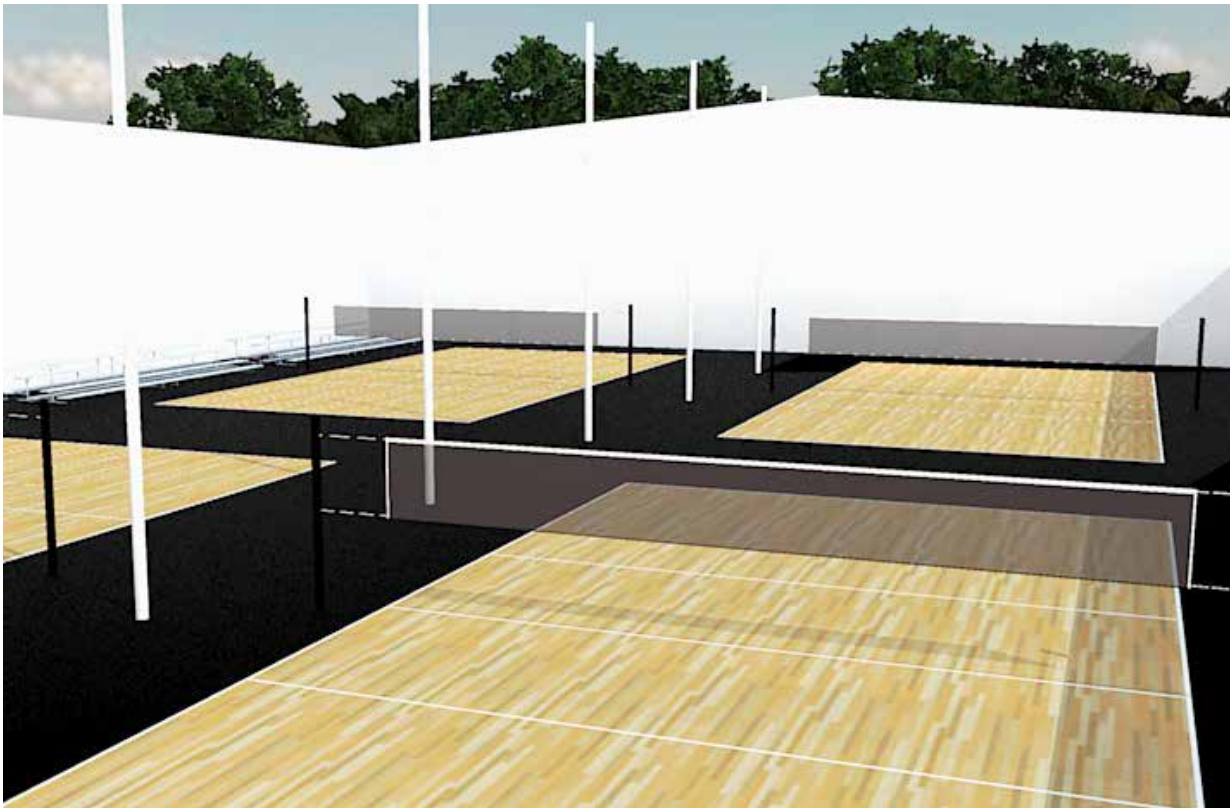




**4 COURTS (22,000 SQUARE FEET) + 20,000 SQUARE FEET  
FOR OTHER RICHLAND COUNTY REVENUE OPPORTUNITIES**



**4 COURTS (22,000 SQUARE FEET) + 20,000 SQUARE FEET  
FOR OTHER RICHLAND COUNTY REVENUE OPPORTUNITIES**





## Other volleyball centers in the country

