

Beyond the Basics The Business of Growth in South Carolina

Thursday, October 8, 2026



AGENDA

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8:00 – 8:30 a.m. Registration and Continental Breakfast

8:30 – 8:45 a.m. Welcome and Purpose
Scott Price, SCSBA Executive Director

8:45 – 10:00 a.m. Economic Development Incentives: What Board Members Need to Know
South Carolina relies on a variety of state and local economic development incentives to attract manufacturers and other businesses that create jobs, expand the tax base, and strengthen local economies. Gain a practical understanding of the most commonly used incentive tools—including Fee-in-Lieu of Taxes (FILOT), Multi-County Industrial Parks (MCIP), Special Source Revenue Credits (SSRC), and other related programs—from one of the Southeast's leading economic development attorneys, who has advised on many of the state and region's largest and most complex economic development projects. Learn how these incentives work, the statutory authority behind them, why they are used, who negotiates them, and the respective roles of counties, municipalities, school districts, state agencies, and private industry.
Ray E. Jones, *Partner, Parker Poe Attorneys and Counselors at Law*
Emily W. Zackon, *Associate, Parker Poe Attorneys and Counselors at Law*

10 – 10:15 a.m. Beverage Break

10:15 – 11:15 a.m. From Policy to Practice: What FILOTs Mean for Public Schools

Go beyond the statutes and into the negotiation room. Hear directly from local economic development professionals as they discuss how FILOTs and other economic development incentives are evaluated, negotiated, and structured to recruit and retain business investment. What factors influence these decisions, and how are the benefits, costs, and risks assessed? What do these decisions mean for public schools, and what questions should school leaders be asking when major economic development projects come to their communities?

Will Williams, *SCCED, MEDP, President & CEO, Western SC Economic Development Partnership*
Rick Farmer, *Director, Newberry County Economic Development*
Moderator: Debbie Elmore, *SCSBA Director of Governmental Relations*

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11:15 – 11:30 a.m. Beverage Break

11:30 a.m. – 12:15 p.m. Examining the Fiscal Impact on South Carolina's Public Schools

What is the cumulative impact of economic development incentives on public school funding? This session explores the findings of a recent study published by Public Education Partners Greenville County that examines the effects of homeowner property tax exemptions, Fee-in-Lieu of Taxes (FILOT), Special Source Revenue Credits (SSRC), and Multi-County Industrial Parks (MCIP) on school district revenues. Participants will review the study's methodology and key findings while considering the broader implications for school finance, local economic development, and intergovernmental collaboration and communication. The session will also discuss how school boards can use fiscal data to engage in informed conversations with local and state policymakers and the public to build better understanding about balancing economic growth with sustainable investment in public education.

Catherine Schumacher, *President & CEO / Public Education Partners Greenville County*

Craig Stine, *Senior Researcher/Public Education Partners Greenville County*

12:15 – 1:00 p.m. Lunch (included in registration)

1:00 – 2:00 p.m. Tax Increment Financing (TIF) 101: What Board Members Need to Know

Tax Increment Financing (TIFs) is one of the most powerful—and often misunderstood—economic development tools available to local municipalities. Get a comprehensive overview of how TIF districts are created, their purpose, and the role they play in financing redevelopment and economic growth. Participants will learn how tax increment revenues are generated and used, the process for establishing and amending TIF districts, the roles and responsibilities of municipalities, counties, and school districts, and the fiscal and policy considerations involved. The session will also examine the potential benefits, risks, and long-term impacts of TIFs on local governments and public education, while highlighting key questions school boards should ask when evaluating proposed redevelopment projects.

Lawrence Flynn, III, *Partner, Pope Flynn, LLC*

2:00 – 3:00 p.m. TIF in Action: A School District and City Partnership for Redevelopment

Hear directly from local leaders who successfully partnered to establish a Tax Increment Financing (TIF) district that transformed a redevelopment vision into reality. Representatives from a local school board and municipality will share how they worked together throughout the planning and approval process, the challenges they encountered, and the strategies they used to balance economic development with

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educational priorities. Panelists will discuss the measurable impacts of the TIF district on business investment, redevelopment, community growth, and school district interests, offering practical lessons and best practices for fostering successful intergovernmental partnerships.

Daniel Prentice, *Chief Financial Officer, Charleston County School District*

Keith Grybowski, *Board Member, Charleston County School District*

William S. Cogswell, *Mayor of Charleston South Carolina*

3:00 p.m...... **Conference Closing**

Tim Rhodes, *SCSBA President, Abbeville County School District*

Thank You!



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