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The Town of Bluffton and Southeastern Development Associates Announce Agreement to Further Develop Buckwalter Place Commerce Park; Mixed-Use Project Will Reshape Commerce Park and home of eviCore Healthcare Corporate Headquarters in Bluffton, SC

Town of Bluffton Mayor Lisa Sulka announced the signing of a public-private partnership agreement between the Town of Bluffton, the Bluffton Public Development Corporation and Southeastern Development Associates (formerly known as Blanchard and Calhoun Commercial) that will further develop Buckwalter Place Commerce Park. The agreement provides for continued public infrastructure investment supportive of the multi-county commerce park, which is the home of eviCore Healthcare's (formerly known as CareCore National) corporate headquarters, the Don Ryan Center for Innovation and the Town's Law Enforcement Center.

"It's through public-private partnerships that we've been successful making improvements to our commerce park in the past," Marc Orlando, town manager, said. Public-private partnerships are "creative alliances" formed between a government entity and private developers to achieve a common purpose. Orlando said this agreement establishes the preliminary framework of the development and now both parties can proceed with site planning and permitting.

Spearheaded by the Bluffton Public Development Corporation, the terms of the agreement provide for public investment in shared infrastructure supporting Town-owned property. According to Orlando the agreement establishes the following development parameters:

- The construction of a mixed-use development comprised of office space, multi-family housing units, retail and commercial space and the first Kroger Marketplace store in the Lowcountry.
- Both parties will jointly provide for the planning and installation of the property's infrastructure.
- The Town and Bluffton Development Corporation will invest in the planning and the implementation of shared public infrastructure projects in the following prioritized order:
 - Wet and dry utility extension to Town owned property, including on-site conduit necessary to support gigabit internet connectivity;
 - Construction of Innovation Drive from the existing roundabout to the edge of Town owned property, including wet and dry utility extension to Town owned property;
 - Stormwater lagoon enhancement and management;
 - Development of the park as shown in the approved Master Plan;

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- Retrofit and landscape the existing roundabout on Buckwalter Place Boulevard; and,
- Construction of Progressive Street from the existing parking lot west of eviCore Healthcare to Innovation Drive including wet and dry utility extension to Town owned property.
- In the event the Town has insufficient funds to complete those prioritized projects listed, Southeastern Development Associates will complete the remaining improvements at its own cost.
- Southeastern Development Associates will construct and deed to the Town an office building at least 3,000 square feet in area for the Don Ryan Center for Innovation.
- The Town and/or the Bluffton Public Development Corporation will have at least one board member on the Property Owners Association and Architectural Review Board.

“We are excited to partner with the Town to achieve a special place and to assist with meeting the economic development goals in Bluffton,” said Mark Senn, president of Southeastern Development Associates. “This project has been unique from the start. The community vision and efforts to implement that vision is what attracted us to Buckwalter Place from the onset. We are pleased to bring civic, institutional, office, retail and residential users together and expand our footprint in Beaufort County, South Carolina. We will build a high quality mixed-use development with great public spaces in the core of the Buckwalter area.”

“This agreement provides a significant next step for Buckwalter Place, the Don Ryan Center for Innovation and the Bluffton region,” said Mayor Sulka. “Buckwalter Place’s success as a multi-county commerce park has been a top priority for the Town, Council and the region since before I was elected to Town Council. This was among my top priorities and I’m proud of so many who have played a role while taking this next step.”

“This partnership further enhances our economic development initiatives and will provide job- ready sites for business recruitment and expansion” Berl Davis, chairman of the Bluffton Public Development Corporation said.

Buckwalter Place

Buckwalter Place is a 94-acre knowledge-based, technologically-advanced mixed-use development. It is the nexus of economic, institutional, commercial, governmental, entertainment, residential, social and cultural activity in southern Beaufort County. A streamlined development strategy with customized economic development incentives, advanced technology, urban lifestyle, quality private investment, community leadership, access and connection to a trained workforce and a concentration of knowledge based-employees differentiates Buckwalter Place from other regional sites. Powered by Palmetto Electric Cooperative and Hargray Communications, Buckwalter Place has redundant power and data service with a fiber ring infrastructure providing gigabit service. Shawn Leininger, executive director of the Bluffton Public Development Corporation, said, “The ability to offer gigabit fiber service on a redundant system supported by local, responsive companies like Palmetto Electric Cooperative and Hargray Communications help make Buckwalter Place unique to our region.”

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Multi-County Commerce Park

Established in 2008, the multi-county commerce park is designed to support economic development. The commerce park is governed by an agreement which outlines its purpose, funding and management. The purpose of the Buckwalter Place multi-county commerce park is to expand the economic base of the Town of Bluffton and region by attracting and retaining knowledge-based industries and providing a vibrant quality of life. To accomplish this, property owners within the multi-county commerce park are exempt from County and Town property taxes. Instead, property owners are subject to a fee in lieu of tax (FILOT) in the amount equivalent to the County and Town property taxes that would have been paid. This FILOT revenue is used to finance the development of public infrastructure or other qualified costs which meet the economic development purposes of the multi-county commerce park.

In addition to the multi-county commerce park revenues being generated from existing development in Buckwalter Place, the Town has been awarded more than \$4 million in grants and other funding from local, state and federal sources to support the development of the Commerce Park and eviCore Healthcare campus. Most notably, Palmetto Electric Cooperative and Hargray Communications have contributed nearly \$2.2 million and \$500,000, respectively, in Utility Tax Credits and other funds supporting Buckwalter Place Commerce Park.

Town representatives say they are pleased to contribute limited public funds to build shared infrastructure supporting the 19.11 acres of Town-owned property and, in turn, leverage private investment on the surrounding 52 acres owned by Southeastern Development Associates. Both the Town and Southeastern Development Associates have closely worked together to master plan this project and establish a development framework to benefit the Town, its residents, prospective businesses and, especially, Buckwalter Place's current businesses.

"The Town Council has entrusted the Bluffton Public Development Corporation to be the Town's voice at Buckwalter Place Commerce Park and we are excited to frame and manage the contractual details of this agreement," Davis said.

"Since it was envisioned, we have aggressively worked to advance the development of Buckwalter Place Commerce Park. These efforts have resulted in eviCore Healthcare locating and expanding in the Town of Bluffton, along with St. Joseph Candler Hospital Outpatient Center and Southern Barrel Brewing, Bluffton's largest craft brewing manufacturing facility with distribution throughout the southeast. We want to advance our Commerce Park and work together with the Southeastern Development Associates to provide a unique place that enhances the quality of life in the surrounding residential neighborhoods," Sulka said.

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Construction Schedule

According to Leininger site design and development permitting of the property has begun. Construction is expected to begin in the first quarter of 2016, with completion of the initial \$30 million phase will be in mid-2017.

About Bluffton Public Development Corporation

The Town of Bluffton's Public Development Corporation is a 501(c)(3) community-driven organization that was established in 2012 by Town Council. The Corporation's mission is to enhance the business climate for investment and development and attract new business to Bluffton by facilitating and brokering economic and real estate development opportunities.

Governed by a Board of Directors, comprised of community and business leaders, the Bluffton Public Development Corporation meets as needed to discuss and pursue business recruiting and expansion activities to grow and diversify Bluffton's economy.

In three years, the Corporation has acquired 12 acres at Buckwalter Place, launched a website, established a Master Place for Buckwalter Place and executed a public-private partnership agreement with Southeastern Development Associates at Buckwalter Place Commerce Park.

About Southeastern Development Associates

Originated in 1987, Southeastern Development Associates, previously operating as Blanchard & Calhoun Commercial, has provided commercial development and real estate brokerage services throughout the Southeast for nearly 30 years. The company has completed hundreds of projects with some of the nation's largest retailers and commercial clients. The company's project at Hilton Head Island's Mall at Shelter Cove led to the Town of Hilton Head Island winning the 2015 Joseph P. Riley, Jr. Award for Economic Development from the Municipal Association of South Carolina.

About Don Ryan Center for Innovation

Bluffton's Town Council established the Don Ryan Center for Innovation (DRCI) in May of 2012 in partnership with Clemson University Institute for Economic and Community Development. The DRCI is a business incubator charged with growing Bluffton's and surrounding regions economic base by helping innovative startup companies. It offers space, resources, and links participants to intellectual property, technology evaluation, product development services, seed financing, business mentorships, corporate relationships and hands-on consulting support.

In addition, the Center has established partnerships with Savannah College of Art and Design (SCAD), Beaufort County Schools and Technical College of the Lowcountry (TCL) to teach and encourage entrepreneurship at the local level.

To date, the Don Ryan Center for Innovation has incubated 25 companies that currently employ 77 people with an annual regional payroll of more than \$4 million.

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About eviCore Healthcare

eviCore healthcare offers proven, diversified medical benefit management solutions that help clients reduce costs while increasing quality of care for their members. The company provides these solutions to managed care organizations and risk-bearing provider organizations serving commercial, Medicare and Medicaid populations. Powered by a team of specialized medical professional resources, extensive evidence-based guidelines, and advanced technologies, the company supports clients by ensuring the right evidence-based care is delivered at the right time to the right patient at the right site of care. Flexible medical benefit management solutions are offered in Diagnostic Testing and Imaging; Cardiology; Comprehensive Musculoskeletal and Pain Management; Medical and Radiation Oncology; Sleep Services; Lab Management; and Post-Acute Care (including participating in the CMS Bundled Payments for Care Improvement initiative). eviCore is proud to help over 97 million Americans receive higher quality, lower cost healthcare. For more information, please visit evicore.com.