

# *PABC Journal*



## **PABC HOLDS ECONOMIC INCENTIVE SEMINAR FOR AGRIBUSINESS**

PABC, along with Nexsen Pruet, sponsored an Agribusiness Economic Development Seminar in November at the SC Farmers Market.

Over 70 attendees were able to learn about agribusiness economic incentives from Burnie Maybank, April Lucas, Pat Brown and Tuschar Chikhliker, attorneys with Nexsen Pruet; Mark Williams, Strategic Development Group; Sandy Houck, SC Dept. of Revenue; Ted Campbell, SC Dept. of Commerce and Jack Shuler, PABC. Commissioner of Agriculture Hugh Weathers was the lunch speaker. Wells Fargo was the lunch sponsor.



**Commissioner Hugh Weathers**

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## **PABC MAKING STRIDES IN AGRIBUSINESS ECONOMIC DEVELOPMENT INITIATIVES**

**By Jack Shuler**

Since PABC formed the Agribusiness Economic Development Coordinating Council (AEDCC) a year ago, we have seen considerable progress in developing strategies for agribusiness retention and expansion.

Working in partnership with the SC Department of Commerce, the SC Department of Agriculture, and NESA, we are developing site criteria for Certified Ag Sites in SC, with a sponsorship from the SC Power Team. Specifically, certifying sites for food processors by building

upon the existing SC Site Certification Program. These sites can be used for targeted marketing by counties, regional economic development organizations, and the Dept. of Commerce project managers as they work to recruit these types of operations to the state. This program will also significantly reduce the turnaround time on food processing requests for information and totally eliminate time wasted on sites that simply do not work for this industry.

The SC Certified Food Processing Site Program will not only benefit

farmers, but also manufacturers, distributors, grocery stores and restaurants. Counties, especially in our rural areas, will now be able to compete effectively to bring this industry to their community, creating jobs and raising per capita income.

According to the SC Department of Commerce, South Carolina has key competitive advantages in attracting capital investment from around the world, including world class business environment, skilled and educated workforce, land resources and transporta-

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## Economic Development Update

(Cont. from page 1)

tion infrastructure. In a recent survey by *Area Development* magazine of site consultants, SC ranked second overall in meeting key location requirements. SC was the number one choice in both the certified shovel-ready sites and competitive utility rates categories. SC made the top five in leading workforce development programs, competitive labor costs, cooperative state government, speed of permitting, cost of doing business, incentive programs, corporate tax environment and leading in the economic recovery.

Attracting and expanding agribusinesses in SC is an opportunity to raise the profitability of existing businesses, with increased demand for products produced in the state. As we add value to crops grown in the state, producers will grow more of what is needed for the industries entering or expanding in our state. Likely, this will create more contracting opportunities thus less price volatility and more stability to agribusiness operations. In the past five years, several agribusiness-related industries have located in SC. The accompanying side chart detailing those businesses is courtesy of the SC Department of Commerce.

It is evident we are meeting our first step goals of increasing the economic impact of agribusiness.

### The Agribusiness Industry: A Growing Sector

Since 2006, companies in the agribusiness industry announced over \$ 2.5 billion in capital investment in South Carolina creating nearly 10,000 new jobs. The table below highlights a few of these recent announcements.

New and Expanding Agribusiness Companies South Carolina, 2006 - 2011		
Company	Jobs	Capital Investment
First Quality Enterprises	1,000	\$ 1 Billion
Starbucks	100	-
Amy's Kitchen	700	\$ 63 Million
Atlantic Beverage, Inc.	300	\$ 10 Million
McCall Farms	80	\$ 10.6 Million
H.J Heniz Company	350	-
Au'some Candies	120	\$ 6 Million

### Starbucks Roasting Plant- Gaston, SC



Chart/photo provided by SC Dept. of Commerce

# The Promising Future of South Carolina Peanuts

**By: Commissioner  
of Agriculture  
Hugh Weathers**

If you've called South Carolina home for any length of time, then you've probably enjoyed the state snack, boiled peanuts. It seems the state snack is not only delicious, but it is also proving to be a promising crop for many of our state's farmers. South Carolina currently ranks 5<sup>th</sup> nationwide in peanut production.

Ten years ago, South Carolina farmers planted 10,000 acres of peanuts. This year they planted a record 105,000 acres of peanuts, and that number is only expected to climb. The South Carolina Peanut Board estimates the number of peanut acres planted in our state could reach 120,000 in five years.

You may be wondering why peanuts are experiencing this growth. For years tobacco held a firm spot on the state's top-ten cash crop list, but last year it did not make the list.

The simple explanation is a decrease in demand

for tobacco. Now many farmers who once grew that crop are growing peanuts. There are currently 420 peanut farmers across 14 South Carolina counties. This year's crop is keeping all nine buying and drying stations in South Carolina very busy. On average, the yield is nearly two tons to the acre.

The South Carolina Department of Agriculture hired 69 peanut inspectors to help with this season's grading process. Each inspector is trained to grade peanuts for sale, according the United States Department of Agriculture grade standards.

A few weeks back I spent some time at Carolina Peanuts in Cameron. During peak times at that buying station, crews run 40 to 65 peanut samples for grading per day. That kind of work shows the emergence of peanuts in South Carolina farming.

As we look to the future success of this crop, we need to consider something that could further expand the impact.

South Carolina grown peanuts are sent to states like North Carolina, Georgia and Virginia for packaging. We would love to see those kinds of opportunities here, to create a second touch for peanuts grown in the state. There is powerful potential when it comes

when it comes to South Carolina peanuts. In the next few years I look forward to seeing this crop expand even more. So the next time you enjoy the state snack, take a moment to enjoy the flavor of success!



**South Carolina currently ranks fifth nationwide in peanut production.** (Photo provided by the SC Dept. of Agriculture)

## COX INDUSTRIES LAUNCHES NEW APPLICATION FOR CUSTOMERS

Cox Industries, a manufacturer of pressure-treated wood products, has released a new iPhone and iPad app for the outdoor wood and utility pole markets.

The application will allow customers to compare product and treatment options and warranties. Users can download Evaluation Service reports to research residential, industrial and fire retardant wood building materials. Storm preparation and recovery checklists are also available on the app.

Cox Industries manufactures and distributes pressure-treated outdoor wood products for residential, commercial, industrial and utility applications. The family-owned company was founded in 1954. Mikee Johnson, CEO of the company, serves on the Palmetto Agribusiness Council Board.



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Kay Clamp, Executive Director, SC Petroleum Council

Lewis Gossett, President, SC Manufacturers Alliance

## SHULER APPOINTED TO SC RURAL INFRASTRUCTURE AUTHORITY

Governor Nikki Haley has appointed PABC President Jack Shuler to the SC Rural Infrastructure Authority Board of Directors.

The seven-member Board oversees grants and other financial assistance for eligible rural infrastructure projects. The Authority's purpose is community economic competitiveness, environmental quality and public health concerns and regional solutions for infrastructure.

## Dr. McPhail Named Nation's Top Tree Farmer

South Carolina's own Dr. Walt A. McPhail, of Mauldin, SC was named National Outstanding Tree Farmer of the Year by the American Tree Farm System (ATFS) in June at the group's 2012 National Tree Farmer Convention in Jacksonville, FL.

"This is a tremendous honor and privilege," Dr. McPhail said. "The American Tree Farm System is a nationwide community of Tree Farmers with the same desire to leave the land better for the next generation. We're proud of the sustainable forest management work that we do."

Dr. McPhail was selected Southern Regional Tree Farmer of the Year for 2012 earlier this year and was Forest Landowner Association's 2011 national Forest Landowner of the Year. He is a member of the National Operating Committee of the American Tree Farm Program, serves on the SC Tree Farm Committee and chairs the Outreach and Education Committee; was 2003

Southern Regional Outstanding Tree Farmer of the Year; 2001 SC Tree Farmer of the Year, and 2001 SC Master Tree Farmer of the Year.

Dr. McPhail was the South Carolina Forestry Association's 43rd Chairman. "He's a legend in the forestry community," said SC Forestry Association President Cam Crawford.

Dr. McPhail is also owner of McPhail Animal Hospital in Mauldin.



Dr. Walt A. McPhail

## Amy McFadden Wins National Volunteer Award

Amy L. McFadden of Georgetown, SC received the National Log A Load For Kids (LAL) Volunteer Champion Award in September at the National LAL conference in Orlando, Florida. Log A Load originated in SC in 1988 to demonstrate logger commitment to community service and professionalism.

The concept was for loggers and wood supplying businesses to donate the value of a load of logs to a Children's Miracle Network affiliated hospital. Funds were used in treating ill and injured children.

McFadden, owner of White Oak Forest Management in Georgetown, SC, began working with LAL in 1995. "It's one of the best programs we can be involved with. I've spoken with families whose children have been helped by what we do and

it really touches your heart," she said. "They are so grateful and it makes you want to do even more to help. As a mother, I know what this care means."

"She is the epitome of what Forest Resources Association's Log A Load for Kids Volunteer Champion Award represents," said South Carolina Forestry Association President Cam Crawford. "We are proud that all her hard work is being recognized. She is most deserving."

McFadden is Chair-Elect of the South Carolina Forestry Association and Vice Chairman of the SC Board of Registration for Foresters.



Amy McFadden