

Johnson, Leanne 6-9248

From: Nicholson, Laura 6-9190
Sent: Wednesday, September 14, 2016 5:19 PM
To: Johnson, Leanne 6-9248
Subject: FW: entertainment venue, in-state points

Please add these comments for 2017 QAP. Thanks,



Laura Nicholson, Development Director
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From: Holly Douglas Schaumber [<mailto:holly@hollidaydev.com>]
Sent: Wednesday, September 14, 2016 2:45 PM
To: Nicholson, Laura 6-9190
Subject: entertainment venue, in-state points

Good afternoon Laura,

Following up on the conversation yesterday regarding the entertainment venue. It is my opinion that this a legitimate consideration in site selection and should remain as a scoring criteria. The presence of museums, libraries, etc. are beneficial to residents of our developments. I do not feel the category should be eliminated as was mentioned in the meeting.

Also, regarding the issue of in-state points. I think there is valid concern regarding out of state developers unfamiliar with secondary and tertiary markets in South Carolina proposing developments in areas that are already saturated, or assuming rents or growth trends in these smaller markets that aren't feasible. Just because it passes the sniff test on paper does not mean it will stand the test of time, and just because I can successfully build and develop on my own in my home state does not necessarily qualify me to do the same in Arkansas/Illinois/etc. Every state agency is different and there are nuances to every market. Strategic partnerships with local developers help out of state groups get a foot in the door while also helping them gain a familiarity with our state and the Agency. I would recommend these points remain in place as-is.

As always, thank you for your time and consideration.

Regards,
Holly Douglas

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