



**BOARD OF DIRECTORS
EXPANDED MEETING & STRATEGY SESSION**

TUESDAY, JUNE 24th, 2025

**9th FLOOR CITY HALL / 2:00PM to 5:00PM
206 S MAIN ST, GREENVILLE, SC 29601**

1. **Call to Order & Opening Remarks**, Mayor Knox White, Chairman
 - a. **Approval of Agenda**
 - b. **Approval of Minutes from the March 17, 2025 Meeting**

2. **Strategic Corporate Updates**, *Sam Konduros, President/CEO – Featuring Multiple Colleagues*
 - a. **HR and Marketing Updates**
 - i. Team Development Updates & Introduction of New Employees
 - ii. Team Expansion & New Employees Recruitment Update
 - b. **Greenville City EDC Marketing, Research and Retail Update** – *Michelle Suarez*
 - i. Upgraded Website and Current Web Stats – *Beth Brotherton tbd*
 - ii. Social Media Strategies and Impact – *John Sweeney tbd*
 - iii. Recent Events Highlights / Upcoming Events
 - iv. Prioritized Research Endeavors
 - v. Retail Strategies & New Opportunities Update
 - c. **Real Estate Strategic Snapshot** – *Jared Hartzell*
 - i. Current Occupancy Rates and Trends
 - ii. Highlighted Initiatives and Opportunities
 - d. **Economic Development Projects & Core Business Update**
 - i. Leads, Prospects, Projects Pipeline
 1. Major Projects Highlights
 2. New Opportunities Highlights
 - ii. Business Recruitment, Innovation and Research Efforts
 1. Europe Mission Highlights
 2. Miami Mission Highlights
 - iii. MicroGrant Launch Status and Next Steps – *Team Update*

3. **FY 26 City & GCEDC Budget Process and Current Status**
 - a. City Budget Process and FY 26 Projections Snapshot – *Shannon Lavrin, City Manager*
 - b. GCEDC Y-T-D Budget Status & Variance Analysis – *Patricia Dennis, City CFO*
 - c. Projected GCEDC Budget for FY 26
 - d. Key Takeaways and Strategic Opportunities – *Group Discussion*

4. **Business Plan RFP Process and Next Steps**
 - a. Process Highlights and Enlistment of Selected Partner – *Sam Konduros*
 - b. Internal Business Plan Development Efforts to Date – *Jared Hartzell*

5. **IRS 1023 Application**
 - a. Review and Discuss Final Draft – *Sam Konduros & Matthew Couvillion*
 - b. Next Steps Outlined for Board Approval and IRS Submission

6. **Transition From City Department to Economic Development Corporation**
 - a. Reporting Structure Evolution
 - b. Opportunities to Leverage the Corporation
 - c. Prioritized Initial Steps for Board Discussion & Consideration
 - i. Launch of an Investor Relations Platform
 - ii. Other

7. **Greenville City EDC Vision and Mission Development**
 - a. Review of Current Options; Creation of New Options
 - b. Board Discussion and Potential Adoption

8. **Board Member Closing Inputs, Questions, and Feedback**

9. **Adjourn** – Board Chairman White