Mission
To provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

ULI is a non-advocacy research and education institution with some 30,000 members worldwide representing the entire spectrum of land use and real estate development disciplines, working in private enterprise and public service.
TECHNICAL ASSISTANT PANELS (TAPs)

• Provide objective, multidisciplinary advice on complex land use and real estate issues

• ULI members from across the state volunteer their time to participate as panelists

• Panel members are participants in the ULI SC Sustainable Leadership Class
Diverse Expertise

– Developers
– Engineers
– Lawyers
– Architect and Urban Designers
– Economic Development Experts
– City Planners
Panelists:

- **Chuck Black**, S&ME, Inc.
- **Chip Crane**, Hill Construction
- **Irene Dumas Tyson**, The Boudreaux Group
- **Jeff Fort**, Gramling Brothers
- **Bill Gore**, City of North Charleston
- **Mac Horton**, Clemson University
- **Ginny Stroud**, City of Greenville
- **David Tuttle**, Lake Carolina
- **Jeff Vinzani**, Nexsen Pruet
- **Elaine Worzala**, Center for Real Estate Clemson University
FAIRFAX Community Hut

The Panel’s Charge:
Assist the Town of Fairfax with financial and development strategies for the redevelopment of the Fairfax Community Hut.
Fairfax Community Hut TAP

**TAP Process:**

- Project Orientation (Rebecca Freeman & Wilbur Cave)
- Site Tour
- Background Research
- Stakeholder Interviews
- Panel Deliberations
  - defined project scope
  - identified opportunities and challenges
  - defined guiding principle
  - developed recommendations
- Public Presentation
This Old Town; though small yet very dear to those of us whose years are speeding by, our minds recall the many golden memories, but few hardships and bumps we had to bear. I can remember the many peoples labor given to add a touch of beauty to our town, inspired by pride and loving dedication, they wore their smiles and never showed a frown. Now their influence to the ones who follow, is as small seed to the wind are sown….  
  
(Max Lightsey & Mrs. Nick Harter)
PERCEIVED STRENGTHS

• Sense of place
• Emotional value
• Location
• Parking
• Passion
  - Community “Loves” the Hut
PERCEIVED STRENGTHS

Strong Civic Core
PERCEIVED CHALLENGES

- Unknown cost
- Lack of consensus
- Sense of urgency
- Long-term operating expenses
MARKET OPPORTUNITIES

- Regional community center
- Venue for reunions/weddings
- Site along the historic trail
- Renewed sense of energy for community
- Catalyst for future community events
  - conferences, festival, artist show, holiday vendors
- Educational extension opportunity
- Training room (IT center, job training)
- Space for museum
MARKET CONSTRAINTS

- Small town
- Decreasing population in county
- Ability to generate revenue to meet operating costs
- Operating and administrative leadership
- Marketing/branding
Recommendations

1. Commit to existing The Hut site for renovation or new building
2. Conduct feasibility study (cost estimate study)
   - USDA planning grant, local funds
3. Pursue renovation if cost is 20% more than building new
4. Maintain the character of the building if new construction.
5. Reach out public and private partners
   - USC Salkahachie (Anne Rice), local banks, Scotsman, Georgia Pacific, Lower Savannah COG
6. Develop regional marketing strategy with partners
FINANCIAL STRATEGIES

Pursue grant options
- Georgia-Pacific Foundation
- SCE&G Charitable Foundation
- USDA Community Facilities Grant
- State Historic Preservation Office
- Save America’s Treasures

Shared revenue sources
- County contribution
- USC Salkahatchie

Town of Fairfax
- Bonding: general obligation bond
- Real estate rental revenue
Next Steps

Commit to The Hut in its current location in order to maintain a sense of place and energize the community of Fairfax.