

RETURN ON INVESTMENT SAMPLE: SOUTH CAROLINA COG ASSISTANCE TO AN INDIVIDUAL COUNTY

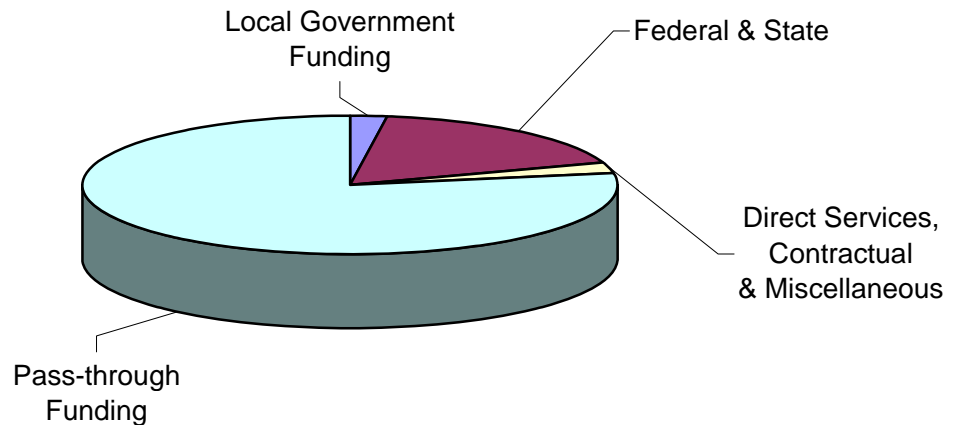
The following document is provided to each COG board member (specific to each County - this one is Greenwood County) and elected officials in each county every year. The COG distributes this information each year, which is personalized to each of the region's six counties. It is simple and straightforward and shows the ROI of their dues.

UPPER SAVANNAH COUNCIL OF GOVERNMENTS Annual Report to the Board Members Representing Greenwood County For the Fiscal Year Ending 2006

I. Financial Review - Upper Savannah COG Revenue Highlights

Local Government Funding	\$ 152,723
Federal & State	1,412,504
Direct Services, Contractual & Misc.	178,218
Pass – through Funding	<u>6,856,402</u>
Total	\$ 8,599,847

Upper Savannah Council of Governments
Fiscal Year 2006 Revenue



II. Return on Investment – Greenwood County – Fiscal Year 2006

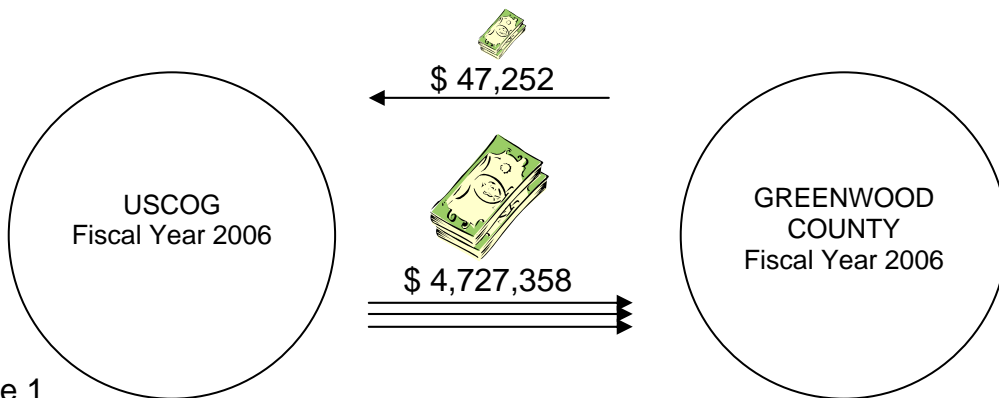
Local Government Investment **\$47,252**

Funds to Greenwood County

Aging Pass-Through (see Note 1) \$326,809
 Workforce Development Pass-Through (see Note 1) 1,201,638
 Rural Guidesshare Allocation (see Note 1) 1,573,000
 Direct Grants by USCOG Initiation – FY 05 (see Note 2) 1,625,911

TOTAL **\$4,727,358**

Return on Investment: 100:1



Note 1

- Pass-through funding consists of federal and state dollars for Workforce Development and Aging program services provided to the counties in the Upper Savannah region based on performance, need and eligibility. The COG administers these two programs under contract for direct service delivery and is responsible for the allocation and fiscal administration of these dollars.
- There is currently no other regional administrative entity eligible within the six counties to distribute and monitor pass-through dollars for these programs.
- Pass-through dollars are critical to each county in the region because they assist in delivering services that provide for the health, welfare and employment of certain segments of a county's population, thus easing the financial and administrative burden on local governments.
- Rural Guidesshare funds are Federal Highway Administration dollars designated for highway system improvements. Projects are prioritized by the USCOG Board of Directors for final consideration by the SCDOT Commission.

Note 2

- Direct grants awarded in fiscal year 2006 consist of the following:
 - EDA - \$370,000** – Greenwood Biotechnology Park Entrance Road.
 - CDBG - \$488,861** – City of Greenwood Oregon Street revitalization.
 - CDBG - \$500,000** – City of Greenwood East Cambridge water upgrade.
 - CDBG - \$250,000** – Greenwood County Brewer School project.
 - Planning Grant - \$17,050** – GIS mapping of water and sewer.

III. Greenwood County Highlights

- **Oregon Avenue Streetscape** – CDBG project involves adding sidewalk, landscaping, paving and utilities on Main and Oregon streets in downtown Greenwood as part of the Emerald Triangle project. The CDBG funds will help provide new sewer lines and upgrades to serve the Federal Building on Main Street and businesses on Oregon Avenue. An Oregon Avenue water line will be upgraded from six inches to 12 inches, and a storm drainage system will be included. Overhead utilities will be moved underground.
- **East Cambridge Street Water Project** – CDBG project to upgrade 16,700 linear feet of 1-2 inch water lines with 6-inch lines in a neighborhood around the old Brewer Middle School on Cambridge Avenue in City of Greenwood. New fire hydrants will also be included for improved fire protection.
- **Brewer Community Center Project** – CDBG funds to assist with renovations of former school to include handicap accessible restrooms, the replacement of windows, and other energy-efficient improvements in making the building operable for GLEAMNS youth and workforce staff.
- **Lake Greenwood Sewer** – Ongoing CDBG project awarded in FY 05 for Shrine Club Road Sewer Project which requires constructing approximately 7,650 linear feet of force main and connecting 39 low to moderate income homes to the new sewer line being constructed on Highway 72 near Lake Greenwood. The project will benefit 124 people.
- **Ware Shoals Rehab** – CDBG project completed in FY 06 including the fixing of nine substandard homes, the demolition of one burned house, and the clearing of one lot.

- **Greenwood Biotechnology Park Entrance Road** – Genetics Endowment of South Carolina, Inc. awarded \$370,000 in EDA funds to construct an entrance road and associated infrastructure to provide access to the park property. Project will create 43 jobs and leverage \$15 million in other investment. Total project cost is \$740,000.
- **Employer Services** – The reimbursement rate for small businesses providing training through the On-the-Job Training program increased from 50 to 75 percent. Nearly 50 trainees in the region participated in On-the-Job Training. Twenty-one adults and dislocated workers tried out a new career through a WIA-sponsored internship.
- **WorkKeys** – The Upper Savannah region started a program to improve the basic skills levels of job applicants. Nearly 1,000 individuals served through the workforce system took WorkKeys tests in reading, math and locating information. Businesses can have their jobs analyzed and recruit applicants who have the basic skills necessary to be successful. Greenwood County Adult Education received a state grant to offer KeyTrain remediation in the One-Stop Workforce Center.
- **Workforce Services** – More than 26,450 visits were made to the Greenwood One-Stop Workforce Center. An additional 5,607 visits were made to the Piedmont Technical College One-Stop Center. A total of 584 adults, youth, and dislocated workers received specialized services such as occupational training, GED classes, mentoring, and on-the-job training.
- **Upper Savannah Job Fair** – Organized and held two successful Job Fairs in September and April at the Greenwood Mall. The Greenwood County One-Stop Workforce Center staff helped inform clients about the fairs and held workshops to prepare job seekers for success.
- **Brewer Community Center** – Worked with Community Development Block Grant staff to submit a grant application that was approved to renovate the administrative building of the Brewer Community Center. Assisted with an application to the Magic Johnson Foundation for an empowerment center that was funded. The Center will be operated by GLEAMNS Human Resources Commission and will house the GLEAMNS Workforce Investment Act youth staff and programs for Greenwood County.
- **Recognition** – The Greenwood County One-Stop Workforce Center was recognized as the Outstanding One-Stop Workforce Center in South Carolina at the SC Workforce Development Partnership Conference.
- **Dislocated Worker Rapid Response Services** – Provided Rapid Response Assistance to workers that lost or will lose their jobs from Winn Dixie closures and Fuji Photofilm layoff. Held workshops on-site for Fuji employees. Topics

included Labor Market Information Assistance, Internet Job Search, Resume Writing, Interviewing Tips, and Training Options.

- **Worker Training** - Awarded 9 incumbent worker contracts to Actaris, Anderson Metals, Eaton Electrical, Greenwood Mills, Kaiser Aluminum, Kelly & Strahl, Protech, Tyco, and Wesley Commons to train their current workforce. The value of the contracts was \$108,636. A total of 237 employees received training.
- **Summer Youth Internship Program** – Forty-nine Greenwood County youth worked during the summer in internship opportunities brokered by the Workforce Investment Act program. Twenty-nine of the youth were placed with for-profit businesses. A Youth Career Day was held at Piedmont Technical College.
- **Medicare Prescription Drug Plan Assistance** - On January 2006, Medicare began offering coverage for prescription drugs through Medicare prescription drug plans. In order to get this prescription coverage, Medicare recipients needed to choose and enroll in a Medicare prescription drug plan that best meets their needs. The Area Agency on Aging (AAA) began assisting seniors and caregivers by educating them about the programs. The AAA held several Medicare D presentations to more than 2,000 people throughout the region. The AAA has also fielded more than 1,000 calls about the programs. The Upper Savannah Regional office counseled one-on-one with over 1,300 consumers for the Prescription Drug Plans.
- **Advocate for Senior Citizens** - Continued to serve as an advocate for seniors in nursing homes and residential care facilities through the continued administration of the Regional Ombudsman Program.
- **Family Caregiver Support** - Provided respite, various support and assistance to seniors, caregivers, and disabled people through the Family Caregiver Support Program and the Information, Referral and Assistance Program. Provided assistance to seniors through the Insurance Counseling Program and answered Medicare, Medicaid and prescription drug inquiries.
- **Senior Sports Classic** – Upper Savannah's Aging Division conducted the 10th annual Upper Savannah Senior Sports Classic, an Olympic-style event for seniors age 50 and over. Several Greenwood County seniors were among the more than 350 who participated. Four Greenwood County places were host sites.
- **Small Business Loans** - Upper Savannah's Business Loan Programs closed three loans to businesses in Greenwood County totaling \$495,000. These loans leveraged another \$1,003,700 in private sector investment and helped create 15 jobs and retain 20 jobs.

- **Uptown Greenwood** – Assisted Uptown Greenwood Development Corporation in various activities including strategic planning, event planning, volunteering, etc.
- **Greenwood County** – Assisted the county in applying for Rural Development funds to purchase a pumper truck for the Ware Shoals Fire Department.
- **CEDS Update** – Updated the regional Comprehensive Economic Development Strategy (CEDS) to keep the region eligible for EDA funding.
- **Water Quality Planning** – Worked with the Saluda-Reedy River Watershed Consortium to plan and help host water quality workshops in Greenwood and Greenville. Upper Savannah won a National Association of Development Organizations (NADO) Innovation Award for its participation in the program. More than 150 people attended a forum on Lake Greenwood Water quality in February.
- **Planning Commissioner Certification** – Hosted numerous workshops to get planning commissioner, zoning appeals board members, and staff certified.
- **Hazard Mitigation Plans** – Presented hazard mitigation plans to Greenwood County Council. These plans make the County eligible for FEMA grants.
- **Upper Savannah Land Trust** – Continued providing technical assistance to the Upper Savannah Land Trust.
- **Transportation Planning** – Continued working with the S.C. Department of Transportation on various transportation planning projects.
- **Regional Traffic Model** – Continued working on the updating of the regional traffic model.
- **Municipal Association** – Hosted training teleconferences for the municipal elected officials.
- **Americans with Disabilities Act** – Continued updating ADA plans for local governments.
- **Public Administrators Meetings** – Hosted informal lunch meetings for public administrators from throughout region.
- **Census** – Continued providing Census information as needed.
- **Grant Applications** – Assisted in gathering Census data and mapping for CDBG applications.