

Comparative Regional Impact Report & Proposed FY25 Program of Work



*“Strive not to be a success, but rather to be of value”
– Albert Einstein*

CRCOG Board of Directors

May 23, 2024

Objectives



- Provide a comparison of pre-Covid and post-Covid regional activity and its impact (short-term & long-term) on CRCOG
- Serve as a basis for healthy discussion regarding ongoing opportunities for CRCOG's impact, sustainability, and growth
- Provide a roadmap for the FY25 Program of Work and FY25 Budget

Planning, Transportation, & GIS

Planning, Transportation & GIS				
Plan Types	2019	2023	Difference	YTD2024
Comprehensive Plans	3	2	(1)	2
Impact Fee Studies	2	-	(2)	-
Capital Improvement Plans	1	-	(1)	-
Zoning Documents	-	6	6	4
CEDS	1	1	-	1
Technical Assistance/Special Reports	8	10	2	4
Transportation	2	2	-	2
GIS Projects (larger - not just a map)	2	5	3	5
Other Plans Not Listed Above	6	4	(2)	3
Total:	25	30	5	21
Roles	2019	2023	Difference	YTD2024
Adjunct Planning Staff for Localities	2	3	1	3
Town/City Manager Staff	1	-	(1)	-
GIS Staff for Localities	3	6	3	8
Total:	6	9	3	11
Grants	2019	2023	Difference	YTD2024
Hazard Mitigation	-	\$40,000	\$ 40,000	\$ 40,000
Transit	-	\$480,000	\$ 480,000	\$ -
Comprehensive Plan	-	-	-	\$ 15,000
Total:	-	\$520,000	\$520,000	\$55,000

- CRCOG continues to serve as a planning resource to localities throughout the region, with an increase in the number of technical assistance contracts, zoning documents, and GIS projects supplied to localities.
- The largest areas of service growth are zoning, GIS, and adjunct planning staff related, all of which can be attributed to the growth of the region.
- *FY25 Goal: Increase planning related revenue from additional technical assistance contracts with localities (roving administrator/financial/planning), transportation projects, and other/project-focused planning (i.e. DHEC 208 water conformity).*

Community & Economic Development Grants

- Grant programs have experienced exponential growth, due primarily to federal COVID-19 relief funding packages.
- ~75% of current grant dollars being administered by CRCOG are funded by “one-time” COVID-19 stimulus programs.
- The average dollar amount of “traditional” grants increased from \$680k to \$802k between 2019 and 2023.
- *FY25 Goal: Submit fifteen (15) new grant applications for \$10 million; effectively manage current book of business, especially SCIIP projects.*

Community Development Grants								
Grant Type	2019		2023		Difference		YTD2024	
	\$	#	\$	#	\$	#	\$	#
CDBG	6,869,270	16	12,602,029	18	5,732,759	2	13,810,822	18
RIA	3,977,115	9	5,449,600	8	1,472,485	(1)	6,545,250	8
EDA	9,798,040	4	10,891,610	6	1,093,570	2	13,309,995	6
PRT	450,000	2	150,000	1	(300,000)	(1)	450,000	2
ARC/SCRC	-	-	1,298,761	5	1,298,761	5	1,756,935	8
SRF	-	-	2,489,600	3	2,489,600	3	2,489,600	3
MASC	-	-	-	-	-	-	25,000	1
Total	21,094,425	31	32,881,600	41	11,787,175	10	38,387,602	46
CDBG-CV	-	-	906,483	1	906,483	1	912,347	1
SCIIP	-	-	96,302,481	12	96,302,481	12	96,302,481	12
PHMSA	-	-	5,580,794	1	5,580,794	1	5,310,384	1
Total	21,094,425	31	135,671,358	55	114,576,933	24	140,912,814	60

Workforce

Workforce				
WIOA	2019	2023	Difference	YTD2024
Funding	\$2,793,780	\$2,367,022	\$ (426,758)	\$1,564,284
Offices	3	3	0	3
Clients	10,573	10,087	(486)	11,312
Businesses Served	2,262	1,537	(725)	1,783
Participants	2019	2023	Difference	YTD2024
Adults	260	150	(110)	120
DW	109	40	(69)	47
Youth	135	77	(58)	76
Total Participants:	504	267	(237)	243

Program year 2023 - 2nd Quarter Adult/DW/Youth Performance Summary
Rolling-4

Catawba										
Indicator/Program	Title I Adult Goal	Title I Adult Actual	Title I Adult % of Goal	Title I DW Goal	Title I DW Actual	Title I DW % of Goal	Title I Youth Goal	Title I Youth Actual	Title I Youth % of Goal	Overall Indicator Score
Employment Rate Q2	82.5	85.0	103.0%	86.7	96.3	111.1%	81.0	80.4	99.3%	104.5%
Employment Rate Q4	78.0	83.7	107.3%	87.5	95.9	109.6%	80.8	89.8	111.1%	109.3%
Median Earnings	\$6,700	\$8,710	130.0%	\$8,000	\$9,976	124.7%	\$4,500	\$7,960	176.9%	143.9%
Credential Rate	68.9	70.0	101.6%	70.5	66.7	94.6%	56.5	57.1	101.1%	99.1%
Measurable Skill Gains	60.0	79.5	132.5%	64.8	66.7	102.9%	48.0	72.9	151.9%	129.1%
	Overall Program Score		114.9%	Overall Program Score		108.6%	Overall Program Score		128.0%	

- Workforce funding has been heavily impacted by the post-pandemic economy and workforce shortage.
- Although funding has decreased, CRCOG successfully operates three offices (two of which relocated between 2019 & 2023), has increased in businesses served, and exceeds expectations in state (SC DEW) program goals and monitoring.
- *FY25 Goal: Increase WIOA participants served (new center locations), particularly in adult and dislocated worker populations and in hard-to-reach rural areas (access points and mobile outreach/job fairs).*

Business Lending

Cumulative Business Lending				
Loan Programs	2019	2023	Difference	YTD2024
SBA	41,344,000	46,830,000	5,486,000	47,360,000
RLF	17,913,226	20,811,673	2,898,447	20,811,673
C-19	-	9,766,982	9,766,982	10,061,982
IRP	3,279,394	3,705,264	425,870	3,705,264
Other	759,903	1,239,903	480,000	1,239,903
Total Loans	63,296,523	82,353,822	19,057,299	83,178,822*
Active Notes (\$)	19,527,794	24,616,425	5,088,631	24,077,539
Active Notes (#)	81	84	3	84
Average Note (\$)	241,084	293,053	51,969	286,637
Available Funding	2019	2023	Difference	YTD2024
Open Grants	509,674	1,310,515	800,841	1,015,515
IRP Loans	-	-	-	1,000,000
Revolved Capital	4,536,499	7,954,555	3,418,056	8,028,620
	5,046,173	9,265,070	4,218,897	10,044,135

* Not inclusive of Brownfields RLF production. If included, total lending is \$96.2MM.

- Available funding for business lending has more than doubled since 2019. **Total lending assets greater than \$35 million.**
- Increases in portfolio balances have been tempered by existing loan prepayments. New growth opportunities exist in SBA 7(a) Community Advantage and USDA Intermediary Relending (IRP) program.
- *FY25 Goal: Strategic loan production across programs – 1) Disburse (draw) remaining \$1 million of COVID-19 RLF grant; 2) Originate at least eight loans for \$3 million including one IRP and one Community Advantage SBA 7(a) loan; 3) Prepare for and manage staff transition.*

Program	2019		2023		Difference		YTD2024	
	\$	#	\$	#	\$	#	\$	#
SBA 504	11,773,000	20	9,676,000	11	(2,097,000)	(9)	8,517,000	11
RLF	5,761,782	45	4,306,382	27	(1,455,400)	(18)	4,756,495	28
SCALF	503,640	4	411,640	3	(92,000)	(1)	361,640	2
C-19	-	0	8,946,471	36	8,946,471	36	9,166,472	36
IRP	733,531	6	235,500	2	(498,031)	(4)	235,500	2
Other	755,841	6	1,040,432	5	284,591	(1)	1,040,432	5
	19,527,794	81	24,616,425	84	5,088,631	3	24,077,539	84

Brownfields

Cumulative Brownfields				
Brownfields RLF	2019	2023	Difference	YTD2024
Loans & Subgrants	10,620,933	13,894,946	3,274,013	13,894,946
Active Notes (\$)	5,070,000	4,909,642	(160,358)	4,909,642
Active Notes (#)	7	5	(2)	5
Average Note (\$)	724,286	981,928	257,643	981,928
Available Loan Funding				
Cleanup Supplemental	-	2,500,000	2,500,000	2,500,000
Revolved Capital	3,812,165	2,088,784	(1,723,381)	2,088,784
Total:	3,812,165	4,588,784	776,619	4,588,784
Assessment Funding				
Assessment Grants	600,000	1,500,000	900,000	1,500,000
Disbursed	134,125	67,916	N/A	533,696

- There was a slight decrease in total active notes (\$ and #), which was offset by a significant increase in the average note size, resulting in stable portfolio balances.
- Due to an increase in loan and subgrant activity, the BCRLF program was awarded additional supplemental funding in the amount of \$2.5 million; however, due to loan forgiveness and subgrants the fund size remains between \$5-6 million.
- *FY25 Goal: Complete disbursement of \$1.5 million assessment grants for a total of 50 sites statewide and originate two new cleanup loans. Negotiate with SCDES (DHEC) regarding recapitalization of SC BEST.*

Staffing

Catawba Regional Personnel				
Staffing by Program	2019	2023	Difference	YTD2024
Administration & Finance	3.25	4.00	0.75	4.00
Workforce	3.25	3.00	(0.25)	3.00
Planning, Transportation, & GIS	4.00	3.00	(1.00)	3.00
Business Lending/Brownfields	4.50	4.00	(0.50)	4.00
Grants	2.75	5.25	2.50	6.25
Total:	17.75	19.25	1.50	20.25

- Additional staff in grants has supported exponential growth in the grants portfolio.
- *FY25 Goals: 1) Increase business lending/brownfields staff by one FTE for succession planning; 2) evaluate grants workload distribution as continued portfolio growth may require; 3) contract staff may be engaged to manage strategic communications, regional initiatives, and local government administration/finance/planning.*

Other FY2025 Program of Work/Budget Issues

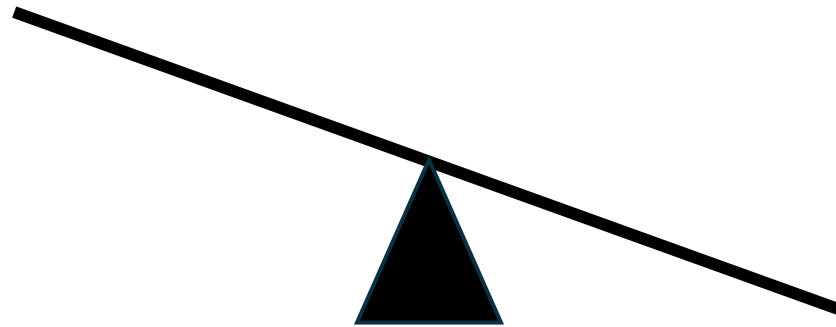
- **Expected Capital Expenditures:**
 - Hail Storm Damage (costs in excess of insurance reimbursement)
 - Replacement of four (4) COG vehicles due to hail storm
 - Replacement/repair of HVAC (6) units due to hail storm
 - Repair of other building issues (roof/building envelope) due to hail storm
 - Repair of COG Building Parking Lot (crack repair/repaving)
 - Additional costs from elevator mechanical repair
- **Capital Expenditures above offset by:**
 - Additional non-recurring revenue from SC legislature: \$100,000 (not included in the proposed budget)
 - Additional interest income from de-federalized RLF program and general fund investments
- **Regional Issues/Initiatives** (potential expenditures not included in proposed FY25 budget)
- **Federal Workforce Bill Re-authorization** in process in Congress
 - Some potential concerns regarding flexibility of use of funds and local area funding
 - 3% FY25 reduction of state WIOA (Workforce Innovation and Opportunity Act) funding may be greater or less in Catawba region based on distribution formula
- **Celebration of \$100,000,000 of LTD Total Lending**

Return on Investment

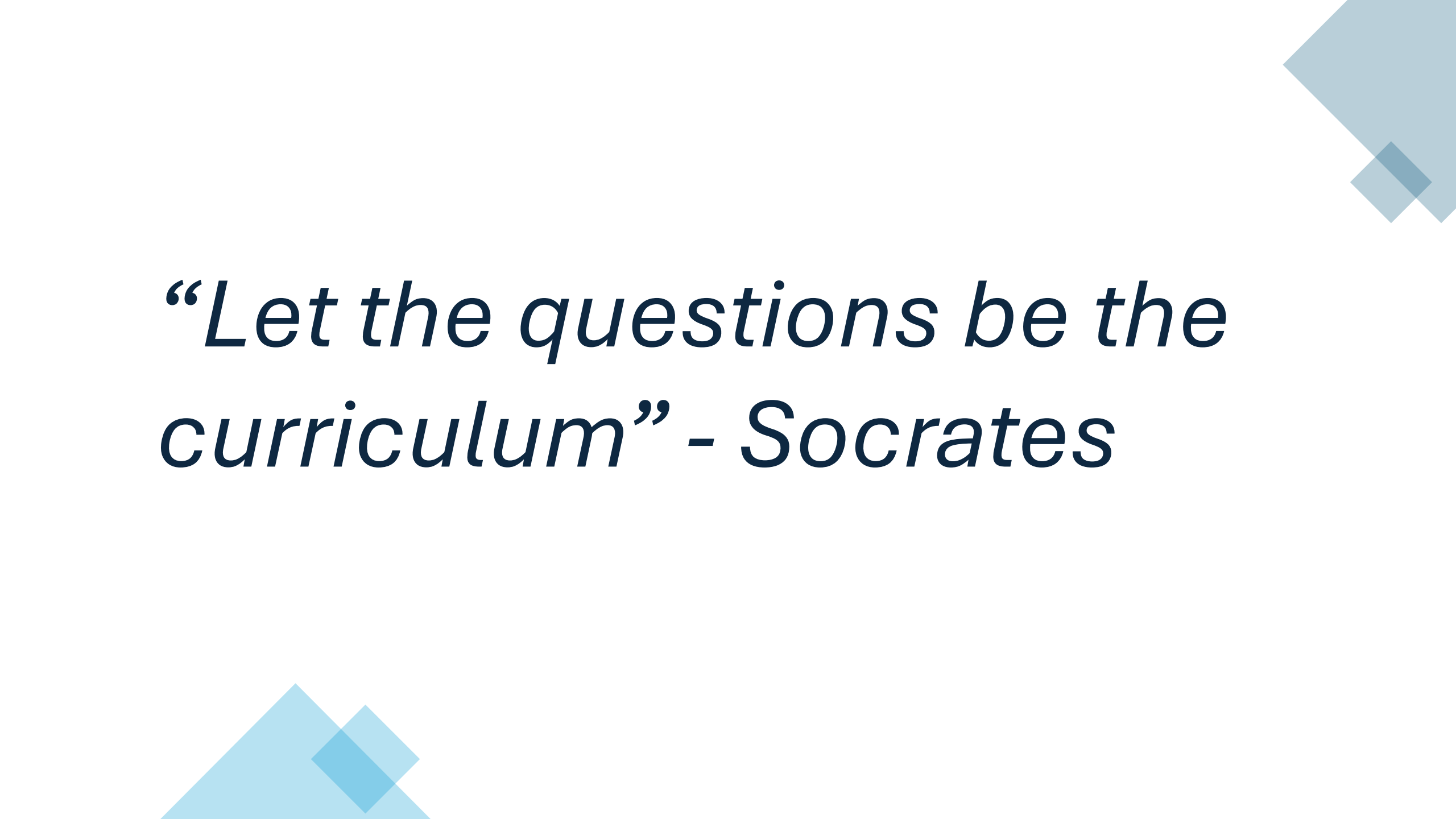
Life-to-date Return on Investment (ROI): \$64.24:\$1

For every \$1 of member-dues invested, \$64.24 of capital has been deployed across the region, **an increase of \$11.89 over 2022**. (Note: large increase due primarily to SCIIP grants awarded)

\$8,288,270
Cumulative
Member Dues



\$532,399,247
Cumulative
Capital Deployed

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“Let the questions be the curriculum” - Socrates