Global Appeal
State sets the pace for investment, exports
All of These Companies Have Two Things in Common...

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adidas (2.1 million square feet)
Amazon.com (1 million square feet)
Home Depot (500,000 square feet)

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We have been involved with two of the largest capital projects in the history of South Carolina.

Having been involved with two of the largest capital projects in the history of South Carolina, Boeing and BMW, Greenville’s Wood Group Mustang office is our Engineering, Procurement and Construction Management (EPCM) powerhouse that still holds small-town values and continues to deliver successful engineering projects throughout the southeast United States.

South Carolinians may know Wood Group Mustang as the former Global Performance acquired in 2006 by the Scottish conglomerate Wood Group, widely respected in the oil and gas industry. Wood Group Mustang has more than 250 employees in the Greenville area, while its parent company earned revenues of $7 billion with 40,000 employees in 50 countries worldwide. We serve the oil and gas, pipeline, refining, chemical, process services, industrial (including automotive and aerospace) and automation industries. While part of the global powerhouse, the Greenville team still maintains the fundamental principles that drove them to serve the process facility and industrial markets of the Upstate.

“By joining a successful global team already in place, we have been able to serve the various markets in the region through EPCM projects,” says Brent Owen, vice president and general manager of Wood Group Mustang’s Greenville office. “Using the broad reach and depth of talent from the entire organization, we are able to support our clients with a strong regional presence as Mustang grows and expands its business both domestically and internationally.”

As a recipient of the Boeing Supplier Excellence Award for the past two years, Wood Group Mustang strives to gain a full and detailed understanding of the needs of the project at hand and the specific desires of its clients. Repeat business projects and referrals from existing clients continue to reflect the company’s customer-service pledge. “Using our proven systems and tools as the foundation, we design a project execution plan that is custom designed to the needs of the project and maintain the flexibility to adapt throughout the project,” explains Ken Anthony, vice president of business development. “We have in-depth experience integrating our team and tools with those of our clients to ensure they receive the results they seek.”

The company’s Upstate success contributes to the thousands of job opportunities for South Carolinians from family businesses to multinationals. “South Carolina depends on these companies to sustain the economy, and we are committed to supporting them in their efforts. We intend to continue the growth enjoyed over the past 15 years and look forward to continued success in South Carolina and other key regions globally,” says Tim Griffin, vice president, industrial operations.

For additional information, please contact one of our South Carolina business development professionals:

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864.404.2211
ken.anthony@mustangeng.com

Nicole Core
864.404.2278
nicole.core@mustangeng.com
Let us mind your business.

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Innovation
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South Carolina makes a major commitment in resources to encourage innovation

Transportation
Gateway for Commerce
Port of Charleston, integrated transportation system give traction to South Carolina’s logistics advantage

Manufacturing
Moving Parts
Location, logistics and workforce make the state a key link in the supply chain for multiple industries

Foreign Direct Investment
Global Appeal
South Carolina’s advantages draw companies from around the world
historically forward thinking

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Steve Dykes, SCCED, AICP | Director of Charleston County Economic Development
843-958-4506 | sdykes@charlestoncounty.org
ON THE COVER
South Carolina offers a dynamic economy and numerous advantages including a highly skilled workforce and integrated transportation assets such as the Port of Charleston. Illustration

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South Carolina Commerce is published annually by
Journal Communications Inc. and is distributed through
South Carolina Department of Commerce.
For advertising information or to direct questions or comments
about the magazine, contact Journal Communications Inc. at
(615) 771-0080 or by email at info@jnlcom.com.

FOR MORE INFORMATION, CONTACT:
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Columbia, SC 29201-3200
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NEIGHBORS AND PARTNERS IN ECONOMIC GROWTH AND DEVELOPMENT OF THE WACCAMAW REGION.

Companies from around the world are locating to the Waccamaw region because of its ideal business climate and location. The complimentary characteristics and unique features of Horry and Georgetown counties make up a region rich in resources, with a strong network for business growth and prosperity.

- Competitive tax and utility rates
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- Sites with rail and deep water access at the Port of Georgetown
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- An experienced, dynamic workforce skilled in manufacturing, machining, C&C, welding, etc., and advanced workforce training and development programs available
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- Strategically located in the Southeast’s aviation corridor, less than 90 miles from Boeing in Charleston
- International airport that serves direct flights to over 29 major markets
- Strong industrial culture with a low-country, coastal quality of life
Famous business magnate Walt Disney once said, “Do what you do so well that they will want to see it again and bring their friends.” In the economic development arena, this has been South Carolina’s winning strategy.

It’s a strategy started in 2011, when guided by Governor Nikki Haley’s leadership, our state came together as “Team South Carolina” to attract business and jobs to the Palmetto State.

And now with our teamwork approach to economic development, South Carolina is producing record results, and emerging as a Southeast magnet for new jobs, investment and growth.

In the last four years, we’ve celebrated major recruitment wins, including announcements by the world’s top automotive and aerospace companies, boosted opportunities for small businesses and created an environment that encourages existing industry to continue expanding within our borders.

For a state relatively small in size, we have made big gains. Our economic development reputation has earned us the moniker “Beast of the Southeast,” and South Carolina is consistently ranked as one of the top states for doing business by Area Development, Chief Executive and Business Facilities magazines.

Moreover, we’ve increased our state’s global reach. For two years in a row, IBM named South Carolina the top state in the U.S. for new jobs created by international companies, on a per-capita basis. Our unprecedented success shows we are doing the right thing, the right way, and the world is taking notice.

As a state, we encourage companies to come and discover what global heavyweights BMW, Boeing, Bridgestone, Continental, Google and Michelin already know – South Carolina is just right for business.

By nurturing our talent, building a business-focused environment and working together as a team, we are winning here at home.

Bobby Hitt
South Carolina Secretary of Commerce
FABRICS OF THE FUTURE

Textile production is woven into the South Carolina economy, and companies are bringing new investment and innovation to one of the state’s legacy industries.

A Chinese textile manufacturer has selected Lancaster County for its first facility outside of China. Keer Group will invest $218 million and create more than 500 jobs within five years at a 230,000-square-foot manufacturing facility. It is one of the largest single industrial projects in the county’s history.

The company, which plans to produce industrial cotton yarn in Lancaster County, cited the state’s skilled workforce, proximity to cotton producers and access to the Port of Charleston as factors in its decision.

Suminoe Textile of America, a supplier of textile products for the North American automotive market, is expanding its needle punch carpet facility, which makes automotive carpeting, in Cherokee County. The $5 million investment is expected to create 100 new jobs.

Suminoe is the wholly owned subsidiary of Suminoe Textile Ltd., which started in Japan more than 125 years ago. In 2013, Suminoe Textile of America Corporation began operations in the U.S. at its Gaffney facility.
Suminoe Textile America in Gaffney is a leading supplier of textile products for the North American automotive market.
POWERING SOUTH CAROLINA

Working with the state’s electric cooperatives and the South Carolina Power Team, Santee Cooper is an important resource for industries relocating and expanding here. Since 1988, we have helped bring more than $9.4 billion in industrial investment and more than 54,000 new jobs to our state. That’s a powerful partnership.

www.scpowerteam.com
Florence County has an appetite for food production, and it’s adding another company to the menu.

Ruiz Food Products Inc., a producer of frozen Mexican food and snack products, has selected Florence County for its first East Coast manufacturing facility, a $55 million investment expected to create more than 500 new jobs over the next several years.

Ruiz Foods, which is based in Dinuba, Calif., acquired a former Heinz facility in the Pee Dee Touchstone Energy Commerce City park, where it will make a variety of its nationally distributed El Monterey® and Tornados® products beginning in 2015.

El Monterey® is the flagship frozen Mexican food brand for Ruiz Foods and the No. 1-selling brand of frozen Mexican food in the U.S. Products include burritos, tamales, breakfast burritos and Mexican snacks.

Florence County is also home to McCall Farms, a major producer of canned and frozen vegetables, which has expanded operations there several times, most recently in late 2013.
Growing South Carolina’s economy is in Clemson’s DNA. It was a primary focus of Thomas Clemson, who founded the University in the 19th century.

Today, his vision drives our education, research and technology transfer programs that support current industries and create new ones — including biotechnology and health, transportation, energy and the environment.

Our enterprise campuses and the Center for Workforce Development are building partnerships to develop South Carolina industries and educate employees for high-tech jobs in the 21st century. Find out how we can help grow the economy in your area.
records in South Carolina are meant to be broken. From attracting business investment and jobs to driving exporting gains, the Palmetto State is trumping its own records and drawing worldwide attention as a mecca for a range of industries, from manufacturing to logistics to life sciences and technology.

The state’s productive workforce, business-friendly atmosphere, favorable costs, and exceptional quality of life bring companies and big investments from around the nation and across the globe.

“There is momentum behind the South Carolina economy – we feel it, and our partners feel it,” says Bobby Hitt, South Carolina Secretary of Commerce. “In the past four years, we have solidified a recruitment strategy that involves all of our partners – Team South Carolina – and that collaboration is working well.”

In 2013, the state exceeded its recruitment records, drawing $5.4 billion in capital investment from more than 127 companies locating or expanding in South Carolina, creating more than 15,000 jobs. Existing firms represented more than half of that capital investment, and a quarter of the jobs added were in rural counties.

Manufacturing Drives Economy

Manufacturing continues to drive economic growth across the state, comprising nearly 70 percent of new jobs and more than 80 percent of capital investment. Industry Today coined a new nickname for South Carolina – “The Beast of the Southeast” – for its heavyweight reputation in this industry.

“With the major hubs of aerospace and automotive in the state, we’re continuing to attract suppliers and related industry,” Hitt says. “One of these is advanced materials and composites, which has applications in both automotive and aerospace.”

In 2014, Japan-based Toray Industries announced plans to invest $1 billion to build its first North American consolidated carbon fiber manufacturing plant in Moore, located in Spartanburg County.
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Embracing opportunities.
Energizing industries.

The Electric Cooperatives & Santee Cooper

POWERING 70% OF SOUTH CAROLINA WITH ELECTRICITY.

The SC Power Team is the economic development alliance of the state-owned, electric utility, Santee Cooper and the state’s 20 electric cooperatives. In our efforts to support economic growth in South Carolina, the SC Power Team:

- Committed $30 million to fund infrastructure and site improvements, delivering buildings and sites that are truly market-ready.
- Discounted rate for power, EDR-13, lowers annual electricity costs an average of 10 to 13 percent for the first five years of operation.
- Adopted a new industrial incentive rate, which includes the SUPR-14 rider, for companies that meet certain capital investment or job creation requirements and have a minimum load of 2 megawatts. The rate offers deep discounts for large load projects, making our rate among the lowest in the Southeast.
- Added three key professionals to strengthen capabilities in Business Intelligence, Project Development, and Marketing.

Contact Jeff Ruble, Senior Vice President of Global Business Development
803.978.7648  |  jruble@scpowerteam.com

Visit www.SCPowerteam.com
Automotive production is accelerating growth, with 250 auto and tire-related companies employing nearly 60,000 workers and touching all but six counties.

BMW celebrated its 20th anniversary in the state by embarking on the fifth expansion of its Greer plant – its only U.S. production facility – and introducing a new vehicle model, the X7. The $1 billion investment will increase employment to 8,800 and boost production to 450,000 units annually, making the plant the highest capacity facility in BMW’s global network by 2016.

Boeing is also in the midst of a $1 billion expansion of its Dreamliner plant in Charleston, which is expected to create 2,000 jobs over the next decade.

In Chesterfield County, Nestlé Waters North America is planning a $40 million, two-line water bottling facility that is expected to create 40 jobs when it opens in 2016. The approximately 200,000-square-foot facility will produce spring water under the company’s Deer Park® brand and bottled purified water under the Nestlé Pure Life® brand for distribution primarily in the Southeast.

Global Magnetism

Leveraging road and railway networks, along with the deepwater Port of Charleston and a new inland port in Greer, South Carolina businesses are connecting to global markets at a rapid pace. The state posted a record year for export activity in 2013, with more than $26 billion in goods sent to 202 countries. Top trading partners include Canada, Germany and China.

South Carolina ranks at the top in the nation for tire exports, controlling a 30 percent share of U.S.-made exported tires, and is a leading exporter of products from electrical machinery and organic chemicals to optical and medical equipment.

Not only is South Carolina sending products around the globe, businesses worldwide are coming to South Carolina. Home to more than 700 international companies employing over 100,000 workers, South Carolina is a top recruiter of foreign direct investment jobs. FDI represented 43 percent of investment in 2013, with a quarter of all new jobs tied to companies headquartered in foreign countries such as Japan, China, Germany, Canada and France.

The state is also building upon momentum in emerging sectors such as life sciences and other tech-based industries. The Commerce Department awarded $2.4 million in innovation grants to 14 organizations focused on building an innovative, technology-based, entrepreneurial business environment.

“We’re focused on continuing to diversify the state’s economy – that means targeting business in sectors like life sciences and technology,” Hitt says. “By creating the Office of Innovation at the Commerce Department, we are helping to position the state to foster high-tech, high-growth and entrepreneurial businesses. I think we’ll continue to see the needle moving forward.”

Area Development named South Carolina a 2014 Gold Shovel award winner in recognition of economic development projects undertaken in 2013. This is the sixth year in a row that South Carolina has received a Gold or Silver Shovel Award in its population category.
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GLOBAL APPEAL

SOUTH CAROLINA DRAWS INVESTMENT FROM COUNTRIES AROUND THE WORLD
Europe-based maker of road building and construction machinery and a Singapore-based tire manufacturer are both investing millions of dollars and creating jobs in South Carolina, where they join the hundreds of international companies that have more than 1,200 operations in the state.

South Carolina is a choice destination for global businesses. In 2013 alone, the state attracted more than $2.3 billion in foreign direct investment (FDI) capital projects that created 2,600 jobs. Since 2011, FDI projects have created more than 15,600 employment opportunities for residents.

The state ranked first in per-capita job creation by foreign-owned firms investing in 2012, according to the IBM-Plant Location International (IBM-PLI) Global Location Trends report released in late 2013.

Among the companies finding South Carolina attractive for investment is BOMAG Americas, a subsidiary of a French company that makes compaction equipment and more for the construction and road industries, and Singapore-based Giti Tire.

**Investing in South Carolina’s Future**

Giti Tire is establishing its first North American manufacturing facility in Chester County, where the company plans to invest $560 million and create 1,700 jobs over the next decade. The longstanding presence of global companies in South Carolina such as BMW and Michelin, and other companies from Canada, China, Japan and other countries was encouraging to Giti Tire, the 10th-largest tire manufacturer in the world.

“South Carolina has a lot of experience working with companies from around the world,” says Julianto Djajadi, Giti Tire’s executive vice president for business operations.

The company’s decision to locate in South Carolina was driven by a number of factors, including the workforce; training through the South Carolina Technical College System and the readySC™ program; proximity to major transportation infrastructure and the Port of Charleston; access to markets throughout the Southeast; and the state’s business-friendly environment.

“Tire manufacturing requires a specialized and advanced manufacturing workforce. South Carolina is one of the states with sizeable automotive industry, and it offers a quality workforce with a strong manufacturing culture. Industry partnerships with

---

By Bill Lewis
“South Carolina is structured in a way to help global companies excel.”

Rob Mueckler, BOMAG Americas

For BMW Americas, South Carolina’s experience working with foreign companies was a definite plus, says Vice President Rob Mueckler. BMW’s parent company is based in Boppard, Germany, and its ownership group, Fayat Group, is in Bordeaux, France.

“South Carolina is structured in a way to help global companies excel.”

Rob Mueckler, BOMAG Americas

state technical colleges and readySC™ to develop and align the workforce with the right skill sets is an advantage for any manufacturer,” Djajadi says.

Giti Tire’s new 1.8 million-square-foot facility will be located on the Carolinas I-77 Mega Site. The availability of the Carolinas I-77 Mega Site was an important factor in the company’s decision to expand into South Carolina.

“The Carolinas I-77 Mega Site location is very strategic with easy access to I-77, a large workforce within a 60-mile radius and proximity to metro area amenities,” Djajadi says. “And historically, it is in a lower natural disaster risk area.”

Advantage SC

For BOMAG Americas, South Carolina’s experience working with foreign companies was a definite plus, says Vice President Rob Mueckler. BOMAG’s parent company is based in Boppard, Germany, and its ownership group, Fayat Group, is in Bordeaux, France.

“It was imperative for us to select an area that was open and accommodating to European-based entities transacting business in North America,” Mueckler says. “During our due diligence process, we met with several existing European-based companies in South Carolina, and the overwhelming consensus was that South Carolina is structured in a way to help global companies excel.”

BOMAG Americas, a leading manufacturer of compaction equipment, milling machines, asphalt pavers, and more for road building and construction

BMW operates its only U.S. facility in Spartanburg.

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South Carolina is structured in a way to help global companies excel.

Rob Mueckler, BOMAG Americas

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BOMAG Americas, a leading manufacturer of compaction equipment, milling machines, asphalt pavers, and more for road building and construction

BMW operates its only U.S. facility in Spartanburg.

Foreign-owned companies with most employees in South Carolina

- BMW
- Bridgestone
- Daimler
- Eaton
- Electrolux
- Husqvarna
- JTEKT
- Michelin
- Robert Bosch
- Schaeffler Group

The state promotes FDI in a number of ways, including maintaining offices in Europe, Japan and China.
markets, is establishing its North America headquarters in Fairfield County. The $18.2 million investment is expected to bring 121 new jobs, a showcase room and assembly operations.

As the company considered where to locate its operations, South Carolina stood out because of its business environment, support services including workforce training programs, Atlantic port access and air service, mild climate, and quality of life, Mueckler says.

The state promotes FDI in a number of ways, including maintaining offices in Europe, Japan and China. In fact, the Europe office will celebrate its 40th anniversary in 2015, says Ford Graham, director of international investment and managing director of the Europe office for the South Carolina Department of Commerce.

“Attracting foreign investment is essential in today’s economy, and it continues to be a vital part of South Carolina’s business environment. Through South Carolina’s international presence in Europe, China and Japan, we help companies establish, relocate and expand business operations in the U.S. and North American markets,” Graham says.

And opportunities continue to grow.

“South Carolina has been diligent in identifying trade shows and business mission trips that provide opportunities for us to lay the groundwork and start building key relationships with companies around the world,” Graham says. “Interestingly, while FDI is not slowing down, we are seeing new players emerge: Japan and China ahead of traditional leaders like Germany and Canada. We are also gaining traction in other key markets, such as India, by leveraging trade and investment missions with our statewide partners.”
MOVING PARTS

LOCATION, INFRASTRUCTURE, WORKFORCE MAKE THE STATE A KEY LINK IN THE SUPPLY CHAIN

South Carolina is a nationally recognized center of manufacturing thanks to its location, logistics and skilled workforce.
Great partnerships take South Carolina to great heights.

In starting an enterprise, investing capital, or expanding a network, the right partnerships make all the difference.

Pacolet Milliken — in partnership with the SC Dept. of Commerce, Economic Futures Group, Spartanburg County Council, Duke Energy, Spartanburg Sanitary Sewer District, and other agencies — brought Spartanburg County a record-setting $1 billion investment. Toray Industries, Inc., a Tokyo-based carbon fiber manufacturer, will build a new production facility on 400 acres, bringing 500 new jobs to the Upstate.

Proving that, with the right partnerships, the sky truly is the limit.
Frank Ervin draws a circle on a map to explain why being in South Carolina is so important to his company. “You have to be inside the ‘just in time’ circle,” says Ervin, manager of government affairs at Magna International, a global supplier of automotive components.

Proximity to markets is one reason why South Carolina is a recognized manufacturing leader across a range of sectors, from auto production and aerospace to food processing and pharmaceuticals.

Other factors include an integrated transportation network, the Port of Charleston, the availability of a skilled workforce, coordinated training programs and a pro-business environment.

Those attributes are attracting business investments and new jobs to the state in record numbers. Boeing, for example, lists nearly 340 suppliers in South Carolina and says it spends more than $240 million on purchases from suppliers and vendors inside the state.

**International Manufacturers Grow**

Toray Industries Inc., a Tokyo-based Boeing supplier that manufacturers fibers, textiles, plastic resins, films and carbon fiber is building its only consolidated manufacturing facility in North America in Spartanburg County. The company will invest $1 billion over the next decade and expects to create 500 jobs.

E&I Engineering Ltd., an Irish-owned company that provides switchgear and power distribution solutions throughout the United Kingdom and Europe, plans to invest $17 million to establish its first U.S. operations in Anderson County. The investment is expected to create 250 jobs over the next five years.

Trelleborg Wheel Systems, a manufacturer of off-road tires, selected Spartanburg County for its first North American factory. The facility will produce radial tires for agricultural machinery. Trelleborg is investing $50 million in the facility and expects to create approximately 150 jobs by 2018.

German automaker BMW is expanding its plant in Spartanburg for the fifth time with a $1 billion investment that is expected to create 800 new jobs. The expansion will increase production capacity to 450,000 vehicles annually – up from 350,000 a year – and make the facility the highest-capacity plant in BMW’s global manufacturing network by the end of 2016.

Thanks to the presence of manufacturers like Michelin, Bridgestone and Continental, South Carolina has been called the tire capital of the U.S., adding to the list of top-10 tire producers. Singapore-based Giti Tire is establishing a manufacturing facility in Chester County, which will be the company’s first plant in North America. Giti expects to invest $560 million and create 1,700 jobs over the next 10 years.

The growth of globally recognized manufacturers in the state generates increased investment and expansions by numerous companies that are part of their supply chain.

Magna International has a major presence in South Carolina as well. The Canada-based company has 315 manufacturing operations and 87 product development, engineering and sales centers in 29 countries – four of which are in the Palmetto State. The company’s facilities in Greenville, Greer, Spartanburg and Piedmont are important suppliers for the Southeast’s rapidly growing automobile manufacturing industry. Together, the facilities employ 1,700 workers.

**Close to Customers**

Most of Magna International’s South Carolina production goes to BMW in Spartanburg, Mercedes-Benz in Alabama, Kia in Georgia and Volkswagen in Tennessee, all comfortably within Ervin’s just in time circle.

“We want to be as close to our customers as we can,” Ervin says. “Where we sell it is where we build it.”

Ervin says the commitment of government officials to the success of job creators encourages businesses to invest in South Carolina.

“A lot of that is the result of the business climate
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www.clemson.edu

Continental Tire the Americas
www.readysc.org/conti

Darlington County Economic Development Partnership
www.dcedp.biz

Don Ryan Center for Innovation
www.ryan-innovation-center.com

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www.dorchestertobusiness.com

Economic Development Partnership
www.edpsc.org

Greenwood Partnership Alliance
www.partnershipalliance.com

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KBR Building Group
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Laurens County Development Corporation
www.laurenscounty.org

Lowcountry Economic Alliance
www.lowcountryalliance.org

Myrtle Beach Regional Economic Development
www.mbric.org

Newberry County Economic Development
www.newberrycountyvec.org

Oconee Economic Alliance
www.investoconeesc.com

Orangeburg County Development Commission
www.ocdc.com

Pacolet Milliken Enterprises Inc.
www.pacoletmilliken.com

Palmetto Railways
www.palmettoraillways.com

Reger Holdings
www.carolinaindustrialproperties.com

Richland County Economic Development
www.richlandcountyvec.com

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www.scpwerteam.com

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TheLink – Sumter & Lee Counties Economic Development
www.thelinksc.com

University of South Carolina – Office of Economic Engagement
www.engageusc.com

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In two years, the Port of Charleston increased its rail volume 50%. Combining daily intermodal rail service with a RapidRail dray system means a faster, more cost-competitive connection between ship and rail hubs across the Southeast, Gulf and Midwest.

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in South Carolina, the legislative climate and a governor who understands business,” he says.

Kiswire, a major producer of steel cord for the tire industry, is also growing. The Korea-based company invested $45 million over two phases of an expansion in Newberry County, where it is creating 75 new jobs. The facility is Kiswire’s second factory in Newberry County.

“South Carolina’s strategic location, skilled workforce and growing presence of international tire manufacturers made that decision easy, says David Minnick, Kiswire’s president and CEO. “We have had great success with our first plant and the workforce.”

Another reason for the addition of the second manufacturing facility include the numerous tire manufacturers located within a day’s drive.

“That helps logistics costs,” Minnick says. “We supply every tire maker in the U.S. and will supply most of the new tire plants being built in the U.S.”

**South Carolina Manufacturing Facts**

11.7%

Manufacturing’s share of nonfarm jobs in the state

96.8%

Manufacturing’s share of South Carolina exports in 2013

**Manufacturing Jobs in South Carolina**

<table>
<thead>
<tr>
<th>Year</th>
<th>Jobs</th>
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<tr>
<td>2009</td>
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</tr>
<tr>
<td>2010</td>
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<tr>
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<tr>
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Source: Bureau of Labor Statistics, SC Dept. of Employment & Workforce

**Union Representation in the Southeast**

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<tr>
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<tr>
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<tr>
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<tr>
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<tr>
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<tr>
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<tr>
<td>West Virginia</td>
<td>13.6%</td>
</tr>
</tbody>
</table>

(2012-13 annual averages, percentage of nonfarm jobs)

Source: U.S. Bureau of Labor Statistics
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Right Place
Right People
Right Time
Beaufort

**Downtown Beaufort**

Nestled among moss-draped live oaks and antebellum estates is Beaufort, South Carolina’s second-oldest city. This historic city features small, walkable communities, neighborhood schools, and thriving retail and business districts set among the backdrop of scenic coastal waterways and vistas.

**Military Intelligence**

Here’s a salute to Technical College of the Lowcountry and its Transitioning Military Training program, which offers four in-demand, aviation-related areas of study to local Marines and sailors transitioning to civilian life. Exiting military personnel can earn certificates in Airframe & Powerplant Technology, Certified Logistics Technician, Federal Communications Commission Elements 1 & 3, and Structural Mechanic. More than 90 certifications were earned during the TMT program’s first year, with graduates hired by companies like Boeing, Gulfstream, Interstate Turbine and others.

**Industrial Ops**

Affordable labor, low-cost energy, available property, varied transportation options and low corporate income tax rates are some of the many reasons why the manufacturing sector continues to prosper in Beaufort. Some of the industrial companies enjoying success include Blasch Precision Ceramics (global specialty products), Flint Group (pigments), Greenline Industries (veneer), Harris Pillow Supply, Kazoobie Kazoos and Parker Hannifin (filtration solutions).
Smooth Air & Unlimited Clearance

South Carolina is ranked No. 1 nationally in aerospace job growth, and Beaufort has high hopes of attracting more aviation-related companies to the city. Already in the region are aerospace giants like Boeing, GE Aviation, GKN Aerospace, Gulfstream, Honeywell, Lockheed Martin and Michelin Aircraft Tire, and Beaufort can provide just-in-time supplier service to manufacturers thanks to a strong highway network. Beaufort is also within proximity of four international airports and two major ports.

For companies involved with military defense, Beaufort is known as the Center of Excellence for F-35 Training, with pilots from around the world training here on the F-35B, Joint Strike Fighter. The city has long been a military community and is currently home to Marine Corps Air Station Beaufort, Marine Corps Recruit Depot Parris Island, and U.S. Naval Hospital Beaufort.

Right on Target

Near Interstate 95 and between the Ports of Charleston and Savannah is Beaufort Commerce Park, fully equipped with utilities and central to companies like Boeing and Gulfstream Aerospace as well as three military defense installations.

Our Secret Weapon

The Lowcountry region has always had great admiration and respect for men and women who serve America and populate the local bases, and now to help exiting personnel transition into the civilian business world is a program called TWEAC (pronounced “tweek”). An acronym for Transitional Workforce Educational Assistance Collaborative, TWEAC involves government, education, industry and military officials collaborating to best prepare these military personnel for private job opportunities.

Nearly 1,000 former military personnel transition into the Lowcountry workforce annually, and the skills they possess are multifaceted. They include aeronautical skills, logistics, and airframe maintenance, and the exiting personnel bring reliability and productivity like none other. Lowcountry Economic Alliance is partnering with TWEAC to provide a Military Workforce Specialist to connect transitioning Marines and sailors with the employment needs of the local business community.
Bluffton is known as the Heart of the Lowcountry, and its business center is Buckwalter Place, a 94-acre mixed-use commerce park that looks to attract more knowledge-based companies. The Bluffton Public Development Corporation Board oversees recruitment of companies in areas such as health care/biomedical, back office/information technology, corporate headquarters, as well as retail, conference centers and hotels.

The anchor tenant at Buckwalter Place is CareCore National, a multimillion-dollar call center with more than 1,700 employees nationwide who help health insurance companies manage customer business. Bluffton’s vision for the build-out of Buckwalter Place is focused on integrating smart-growth principles into the design, and providing a mix of uses including residential, retail and entertainment developments that complement the commerce park.
Heart of the Lowcountry: Location, Lifestyle & Love of Community

Close to Interstate 95 and nestled between Hilton Head Island and Savannah is picturesque Bluffton, a town that began in the 1800s along the high bluff of the May River as a collection of summer cottages. Today, it is one of the fastest-growing communities in the southeast and has expanded to nearly 54 square miles.

Its 1-square-mile Old Town is listed on the National Register of Historic Places and houses many antique stores, art galleries, locally owned restaurants, and vibrant, innovative companies. Meanwhile, winding its way through Bluffton and creating an ever-changing viewscape that fluctuates daily with the tides is the May River, regarded as the town’s crown jewel. The May is important to Bluffton’s local culture and economy as a place to swim, kayak, fish, harvest oysters, or just spend a day boating.

Empowering Innovators, Accelerating Innovation

The Don Ryan Center for Innovation is a technology business incubator that provides entrepreneurs and startups with the resources they need to help their businesses grow. Clemson University Institute for Economic and Community Development serves as a partner of the center, with operations funded by the Town of Bluffton and private support. At any given time, eight to 10 innovators are working with the center to make their ideas reality. Past innovators that have evolved into successful companies include Greenbug, Jester Communications and NutriFusion.

Picturesque Palmetto Bluff

One of the top resort and residential properties in the nation is Palmetto Bluff. With spectacular views of the May River and its unique wildlife combined with the best in Southern hospitality, Palmetto Bluff is a Bluffton prize. The property invites residents and visitors alike to immerse themselves in the essence of the South Carolina Lowcountry. With continued popularity and prestige, the resort is adding a $100 million, 150-room hotel expansion to The Inn at Palmetto Bluff, operated by renowned Montage Hotels & Resorts.
Educational options on Hilton Head Island are outstanding – and diverse. The island boasts some of the best public and private schools in South Carolina and the U.S. Students learn in a safe environment, and achievement at the elementary and secondary grades is exceptional, allowing graduates to enroll in the best colleges and universities in the nation.

Higher education and lifelong learning opportunities are available at Technical College of the Lowcountry, which also provides specialized training for new employers that are considering Beaufort County as a location. The University of South Carolina Beaufort offers degree programs across a range of disciplines, including its world-class computational science programs. USCB is currently planning with the Town of Hilton Head Island to open a new satellite campus in the town by 2017.

Work Where You Want to Live

Hilton Head Island is a globally recognized destination for visitors and retirees, with a reputation as a world-class, family-friendly vacation hot spot. In addition, the island offers amenities and a lifestyle that attract the best and brightest as both full-time and part-time residents. Increasingly, the island is becoming a preferred location for business owners and entrepreneurs. Businessmen and women from a wide spectrum of companies and backgrounds are choosing to locate their businesses on Hilton Head Island.
Technology Changes the Equation

Technology has transformed the world’s business location landscape, allowing companies and their executives to locate anywhere. While some companies are tethered to supply chains and customer networks, many businesses have no such constraints. Consequently, owners and principals of companies large and small are choosing to locate their business enterprises where they want to live – on Hilton Head Island.

In addition, individual business professionals are increasingly choosing to base their activities on the island, and rather than commute to the “home office,” establish satellite offices that can easily connect to colleagues, customers and clients 24/7. Hilton Head Island offers the perfect combination of business and personal amenities. Companies locating on Hilton Head Island find a business-friendly community and a low-cost operating environment, as well as an unparalleled lifestyle and natural beauty.
The Lowcountry is a special place. Its climate, water access, beach access, and salt water lifestyle is like nowhere else you will ever visit or live. Many people dream to retire here or, at the very least, slow down for a vacation. Why not bring your business here too? No person or business should miss out on this location; local leadership is aggressively taking the steps to make that possible.

**Right Place**

The Lowcountry is the ideal location for business and industry. With proximity between the Ports of Charleston and Savannah, giving customers the option of two viable ports for shipping and receiving, and access to major transportation corridors and railways, movement of goods and products within our region rivals those in other parts of the nation.

**Right People**

Having long valued its military, Beaufortonians embrace the “sound of freedom” and the investment that comes with it. With impassioned leadership leading the effort, Beaufort was awarded the basing of the F-35 Joint Strike Fighter bringing with it operational and training squadrons. Anchored by its three major military installations, Beaufort is a proud military community and home to a tremendous workforce pool. We know the value of this pool to industry and see this workforce as our competitive game changer for economic development in our region and around our state.

**Right Time**

Prospective business and industry from around the world know the State of South Carolina. South Carolina has made a name for itself in its competitive ability to bring quality jobs to our state. We want you to know Beaufort and the Lowcountry, too. Our region stands ready to compete for your business.

The Right Place, Right People, Right Time is right here.
South Carolina’s open spaces have proven inviting for a host of international companies wishing to invest in new facilities in the U.S. A growing number of companies are choosing to locate in the state’s rural areas, where ample land is available, access to major highways and ports is easier, and the cost of living is highly competitive. Kent International Inc., a bicycle supplier for major retailers like Wal-Mart and Toys R Us, has completed a bicycle manufacturing facility in Clarendon County. The $4.3 million plant is anticipated to create 175 jobs by 2016, when the facility is expected to produce a half-million bicycles. Wal-Mart has committed to buying the bikes from Kent as part of its $250 billion Buy America initiative. Kent bicycles are the first U.S.-made bikes sold to Wal-Mart stores in more than 15 years. “We have a great partner in the state of South Carolina,” says Arnold Kamler, chairman and CEO of Kent International, based in New Jersey. Kamler says a pro-business attitude and an abundance of hard-working people are in ready supply in South Carolina.
“I like the idea of being away from major cities,” Kamler says. “I’m hoping with good use of automation, within a few years we will be cost-competitive with China.”

**Access Attractive to Exporters**

Crescent Dairy & Beverage (CDB) opened a high-tech beverage processing facility in Colleton County in July 2014. To make its milk, juice and beverage products, CDB installed state-of-the-art, ultra-high temperature processing equipment to enable its products to have a long shelf life with no refrigeration.

Crescent products are sold to companies that sell the beverages under their private labels. Gabriel Pascual, senior adviser for CDB, says the plant initially will export its products to the Caribbean and Central America and eventually to China.

The company chose Colleton County and South Carolina for the logistics advantages for distribution along the East Coast I-95 corridor and proximity to the port for exporting to other countries.

“This location enhances our capabilities to export and eventually expand into U.S. distribution,” says Pascual, whose company evaluated eight different eastern states before choosing South Carolina.

“We discovered the individuals who represented South Carolina were by far more professional, knowledgeable and committed, and had a better understanding of what private enterprise needs to succeed. In the end, South Carolinians made the difference by demonstrating humility, goodwill and professional treatment.”

A lower cost of doing business in South Carolina is another advantage. “South Carolina is an enterprise-promoting state with regulations in place that facilitate doing business efficiently and with lower overhead costs,” says Pascual, who hopes that in five years he will be able to triple capacity at the plant.

**Big Companies See Rural Advantage**

Two major international companies, Continental Tire and Colgate-Palmolive, have also found South Carolina’s rural areas a fitting place for their expanded operations.

Colgate-Palmolive is opening a 590,000-square-foot facility in Greenwood County in 2015. The plant makes products under such brands as SoftSoap, Irish Spring and Mennen.

Colgate officials say the Greenwood community offered a skilled workforce, solid infrastructure and a strategic location for market access. Company officials say they were particularly pleased with the state and local workforce development system.

Continental opened a $500 million tire plant on a 500-acre tract near Sumter in 2013. Tim Rogers, vice president, finance for Continental, says the tiremaker chose the rural region for its plant because of the large amount of available land, its excellent access to highways and cost of living advantages.

Rogers says the state assisted in recruiting the initial workforce through such programs as readySC™, which assisted Continental in evaluating worker capabilities. The company hopes to manufacture 5 million tires by 2017 and 8 million by 2021, increasing employment at the plant from nearly 600 now to 1,600.

“It’s been a very positive experience for us here in South Carolina,” Rogers says. “Everyone in the state lived up to what they said they would do.”
Strong Momentum

South Carolina's rural counties are enjoying success in attracting new investment and creating jobs. Here are a few of the recent successes:

**Rogers Brothers Farm**, a crop producer based in Hartsville, will establish a new peanut facility in Darlington County. The $6 million investment is expected to generate 30 new jobs. The company will buy, store and shell locally grown peanuts for the company’s commercial market at its new 80,000-square-foot facility. The raw shelled peanuts will be sold for food processing, wildlife feed and oil crushing.

**Kronotex USA**, a leading producer of laminate flooring in the U.S., is expanding its operations in Barnwell County. The $29.5 million investment is expected to create 28 new jobs.

**Meter Bearings Group**, a producer of ball and cylindrical roller bearings, is building a facility in Colleton County. The $4.5 million investment is expected to create 50 new jobs.

**SoPakCo**, a leader in shelf-stable, ready-to-serve foods, is expanding its Marion County operations. The company plans to invest $3.4 million and create more than 120 jobs.
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South Carolina is a growing gateway to the world. The Palmetto State’s world-class port facilities, abundant highway and rail connections, and a growing logistics industry form a powerful set of advantages for companies – domestic and international – that are considering expansion or relocation.

The Port of Charleston ranks as one of the busiest container operations along the Southeast and Gulf coasts and is recognized worldwide as one of the most efficient and productive ports. South Carolina’s ports, in Charleston and Georgetown, provide an annual economic impact of $45 billion and continue to outpace the national average for ports in cargo handled annually.

“Our port works exceedingly well, and that is why we have satisfied customers,” says James Newsome, president and CEO of the South Carolina Ports Authority (SCPA). “We’ve planned our spending to meet the demand we will have 20 and even 30 years out.”

Port of Charleston Plans for Growth

The SCPA’s $1.3 billion capital plan includes construction under way on a new three-berth, 280-acre marine terminal at the former Charleston Navy Base. Newsome says the new terminal will enable the port to handle larger ships and offer additional capacity in the future.

The Port of Charleston already has a number of advantages over other ports in North America. Its deep channel depths – the deepest in the region – can easily accommodate larger “post-Panamax” vessels passing through the expanded Panama Canal (the port’s entrance channel has a mean low water depth of 47 feet at low tide).

“Most of all, we enjoy being an important part of the business-friendly approach of South Carolina,” Newsome says.
The port is a key component of the state’s record-setting export activities, which topped $26.2 billion in 2013. Port expansion is also helping to drive growth in logistics operations in the state.

Several cold storage firms have located facilities in Charleston, enhancing the port’s attractiveness to exporters with refrigerated products.

“We are relying more and more on private firms to help with our expansion and capabilities in serving business,” Newsome says.

The SCPA has just completed the first year of operation of the South Carolina Inland Port, near Greer. The inland port extends Port of Charleston’s reach 212 miles inland, providing shippers with access to more than 95 million consumers within a one-day drive.

The inland port also eases international freight movements between the Port of Charleston and companies located across the Southeast. The project is expected to create additional economic investment in South Carolina’s Upstate region, where BMW and other international manufacturers already operate.

Norfolk Southern serves the inland port through its main rail line, and the facility is positioned along the Interstate 85 corridor between Charlotte and Atlanta. South Carolina’s two Class I railroads, Norfolk Southern and CSX, are important transportation links for businesses across the state and particularly for shipments overseas.

**Palmetto Railways Helps Business Move**

To assist with the efficient rail movement of cargo to and from the Port of Charleston, Palmetto Railways was established to make that connection as seamless as possible.

A division of the South Carolina Department of Commerce, Palmetto Railways operates three railroad subdivisions. Its Charleston and North Charleston subdivisions provide switching services to port terminals and various industries in Charleston County, interchanging with CSX and Norfolk Southern. Its Charity Church subdivision, located in southern Berkeley County, serves a variety of chemical, metal, and energy companies.

Palmetto Railways is in the midst of the $180 million Intermodal Container Transfer Facility (ICTF) project, which will enable dual-rail access to both CSX and Norfolk Southern, and benefit shippers using the port facilities and enhance the use of the Navy Base Terminal when completed.

The ICTF eliminates the need for new rail lines in neighborhoods and will reduce truck traffic and highway congestion by creating efficient freight rail transportation, says Jeff McWhorter, president and CEO of Palmetto Railways.

Palmetto Railways has assisted companies in planning their rail needs and ensuring that facilities are adequate to meet their growth in the future.

“We act as a true consultant in any rail project,” McWhorter says. “We are designing our rail facilities at the port to handle the growth we anticipate over the next 40 years.”
**South Carolina Export Values**

Source: U.S. International Trade Administration

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<tr>
<td>2004</td>
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</tbody>
</table>

**SC Top Export Markets**

- China: $4.87B
- Canada: $3.73B
- Germany: $3.18B
- Mexico: $1.84B
- United Kingdom: $1.36B
- Australia: $748M
- Japan: $653M
- Brazil: $648M
- South Korea: $596M
- Belgium: $514M

**Linking Industry Expertise**

The South Carolina Ports Authority (SCPA) and South Carolina Commerce Department were among sponsors of a supply chain summit in early 2014 that brought together industry experts and academic leaders to discuss transportation and supply chain opportunities and research. Industry leaders related case studies they have faced in reducing risks and mitigating disruption in global sourcing and transportation of goods. One speaker was James Newsome, president and CEO of SCPA, who shared plans and a timeline for deepening the harbor at the Port of Charleston.
Tech Support

SOUTH CAROLINA MAKES A MAJOR COMMITMENT IN RESOURCES TO ENCOURAGE INNOVATION

By Teree Caruthers

Cool companies are hot in South Carolina. The state is an innovation destination, spawning new companies in such breakthrough fields as information technology, energy and biotechnology. And helping these entrepreneurial companies grow requires an integrated support network, a deep reservoir of resources and the state’s commitment to innovation.

One example of that commitment is the $2.4 million in matching grant funds the state made available in early 2014 to qualifying organizations with projects aimed at attracting high-tech, high-growth companies. The grant program is part of a comprehensive Innovation Plan developed by the South Carolina Department of Commerce and led to the creation of its Office of Innovation.

“Our primary goal is to support these homegrown, high-growth, high-tech companies in the state. To do that, we need to create an ecosystem that is supportive of entrepreneurs and startups and technology-based companies,” says Amy Love, director of the Office of Innovation.

Financing the Future

Fourteen organizations, representing 11 different counties, were awarded grants up to $250,000 for
projects ranging from Charleston’s CODEcamp, a tech skills training and mentorship program, to community collaborations, such as Rock Hill’s Knowledge Park Innovation Center.

“We want to engage and educate the people of our community about the new opportunities that are out there,” says Stephen Turner, director of economic and urban development for Rock Hill. “We want to introduce them to the idea of entrepreneurship and owning your own business, and the resources available to assist in that.”

City leaders are transforming a former textile mill area between the downtown district and Winthrop University into the multi-use Knowledge Park development. The project involves hundreds of millions of private and public investment that will turn downtown Rock Hill into a destination for high-tech companies, residences, retail, restaurants and entertainment venues.

The Innovation Center is one of several components of Knowledge Park. Another component, the Technology Incubator at Knowledge Park, is a collaborative effort with Clemson University to take entrepreneurial ideas and help them grow into successful businesses.

Cool Companies Heat Up

Companies such as SPARC, a technology services provider, and Echovate, developer of human resource management software, are shining examples of the types of knowledge-based businesses that South Carolina wants to grow and attract. Both companies are members of the Charleston Digital Corridor, an incubator in downtown Charleston for software startups. In 2013, Inc. magazine named SPARC the 14th fastest-growing company in the country.

SPARC was founded in 2009 with just a couple of team members and a single project. “We hired our 200th employee in July 2014 and are working on multiple projects across multiple business units,”
South Carolina’s commitment to the technology industry has attracted companies including SPARC, which started in 2009 and hired its 200th employee in 2014.

Chard Norman, SPARC’s director of marketing, says that South Carolina and Charleston in particular have been very supportive of businesses in the technology sector. South Carolina understands that an investment in jobs in the knowledge-based economy will give our state a future advantage by cultivating high-paying, high quality-of-life jobs to attract and retain residents.

Innovate Anderson, a public-private partnership in Anderson, is using its grant award to help fund construction of e-Merge @ the Garage, an abandoned parking garage-turned-business incubator. The 10,000-square-foot facility will serve as a creative and training space for startup businesses.

“E can stand for Electric City. E stands for entrepreneurship. E stands for excitement,” Mike Panasko, Innovate Anderson president, says of the project name. “For Anderson, it adds another dimension to what we’re already doing to encourage economic development in the county – creating jobs, encouraging new businesses to locate here and helping existing businesses grow.”

The Anderson project is a testament to the state’s commitment to growing more high-tech companies within the state’s existing core industries – companies such as Columbia-based RhythmLink International, which manufactures and distributes medical monitoring devices like electrodes. Founded in 2002 by neurodiagnostic technicians and engineers, the company announced a $1.4 million expansion in 2014 expected to create around 50 new jobs.

“Jobs in the knowledge-based sector come with a big tax base, and this helps every local community where a technology startup puts down roots,” Norman of SPARC says. “In addition, people in the technology field have a high propensity to start their own companies, which continues to grow this vital sector.”

Learn more about South Carolina’s commitment to local businesses at businessclimate.com/south-carolina

Good Chemistry
ECO-FRIENDLY FLAME RETARDANT INNOVATOR FINDS WARM WELCOME IN SOUTH CAROLINA

Alexium, a 19-person specialty chemicals and solutions firm in Greer develops flameproof treatments for everything from upholstery to combat uniforms.

Alexium’s chemistry uses patented Reactive Treatment Surface technology (RTS) originally developed in conjunction with the U.S. Air Force to address biological and chemical warfare threats. Its environmentally friendly process keeps treatments free of halogens that can make other fire retardant products toxic.

South Carolina has been an ideal place to launch and grow the company. CEO Nick Clark says. He and his business partners chose Greer after an exhaustive search.

“South Carolina welcomed us with open arms,” Clark says. “We felt a warmth here we didn’t feel anywhere else. [They] opened up their doors to our business like you wouldn’t believe.”

Grants from organizations such as the South Carolina Research Authority (SCRA) have helped the firm with its R&D efforts. Alexium also benefits from research facilities at Clemson, the University of South Carolina and other state universities, and the chemists they graduate, in addition to talent from surrounding businesses like GE, BMW and Milliken.

“Not only do we have great people, we have smart people who are invested in the business and want to see it grow,” Clark says. “When the state has seen companies like ours doing something different, they have embraced it and worked with us to understand what it’s about.”

– Emily McMackin
James Jordon chose to locate his company, JCC General Contractors, in Greenville in part because of the city’s quality of life, growth potential, and opportunities for his business and his family.
When looking for a place to locate his budding business, Milwaukee, Wisc., native James Jordon considered several Southeastern hot spots including the Raleigh-Durham area, Charlotte and Atlanta.

Jordon chose Greenville because he saw the city’s quality of life, growth potential and opportunities as a fit for him, his family and his business.

“For me, it started at [Greenville] City Hall and then led to the state building,” says Jordon, whose JCC General Contractors specializes in commercial interior renovations.

“When I started to talk to people at the Department of Commerce, the attitude was very progressive, meaning folks were inviting and encouraging us to move our business here. It’s one thing to encourage in word, but I also saw people taking action – making introductions and helping us see what doors we could knock on.”

The South Carolina Department of Commerce is committed to helping small businesses like Jordon’s grow, from hosting networking events and making startups aware of funding to providing business consultations for entrepreneurs.

The department’s Buy South Carolina program helps small businesses find new customers by connecting larger companies to in-state vendors and suppliers.

Wheels of Fortune

Another Greenville transplant, Boyd Cycling, has grown to become one of the leading manufacturers of bicycle wheels. Owners Boyd and Nicole Johnson moved to Greenville in 2006 because the area was a good place for Boyd – a competitive cycler – to train. As interest in cycling grew, the couple decided to build bicycles and wheels and sell them online. Today, the company employs 12 workers, partners with local bike shops and exports its wheels, which are made from

By Teree Caruthers
carbon fiber and alloy.

“The cycling community is just starting here, and community leaders are committed to cycling and incorporating it as a part of quality of life,” Nicole Johnson says. “Entrepreneurship is so important to the state to help create jobs and offer opportunities for individuals. It’s really good to have leaders and organizations committed to growing the community and improving the quality of life.”

**Recycling Success**

Nancy Ogburn’s commercial recycling service Tomato Palms originated from compassion. After reading an article about a homeless man who collected aluminum cans to pay for social services, Ogburn spent the next few weeks calling businesses in her hometown of Irmo, asking them to donate their empty cans to raise money for the city’s homeless. They agreed but asked if Ogburn could help with all their recycling needs.

An online search for commercial recycling led her to the Commerce Department’s Office of Recycling Marketing and Development, where she received information about the recycling needs of businesses and was introduced to industry leaders. Ogburn signed her first client in 2008, and today serves more than 130 businesses in four counties.

Another success story is Spartina 449, a Hilton Head Island company that designs and sells handbags, jewelry and accessories. The company has 40 full-time employees and was named to the Inc. 5000 list.

“We live and work in the Lowcountry area of South Carolina. The South Carolina Department of Commerce’s Buy South Carolina program connects South Carolina companies with in-state suppliers and vendors. The purchaser-oriented material and service locator program helps companies control costs and delivery times in order to make them more competitive in today’s economy. The program allows prospective suppliers and vendors to submit information about their companies online and allows prospective buyers to make online requests that are evaluated by the state, which follows up with potential solutions and opportunities. For more on the program, visit www.sccommerce.com.
Carolina, which provides the inspiration for our name,” President and Creative Director Kay Stanley says. “Spartina is a marsh grass that grows along the shoreline, and 449 was the lot number of our house we built when my husband, Curt, and I first moved to South Carolina.”

Today, Spartina 449 products are sold online and in 1,500 stores throughout the U.S, Australia, Japan, Canada and the Caribbean.

“There isn’t a better state to live and work than South Carolina, largely because of the natural beauty,” Stanley says. “We are based [near] the water and beaches, and my husband and I also have a home in Salem, S.C., at the foothills of the Blue Ridge Mountains.”

A Place at the Table

Edward Mueller, owner of Carolina Gumbaya in North Myrtle Beach, traded corporate life for entrepreneurship when he started selling his frozen seafood gumbo. Since beginning in 2013, Mueller says his business has more than doubled, culminating in a distribution deal with the largest grocery chain in the U.S.

Mueller has even been in talks with the governor’s office to designate gumbo as the official state dish, which would “open up another avenue of income for businesses throughout the state.”

“The more gumbo we sell, the more rice gets sold, and the more okra gets sold from farmers growing it, and that helps support the economy,” Mueller says. “I’m not trying to do this for myself. If it’s large, then I get a slice of the big pie, which is better than a big slice of no pie.”

Jordon agrees. “My idea of business has always been that it’s a team sport; it’s not just an individual thing,” he says. “The team really rallied with us in order to achieve our goals.”

Newberry County’s new I-26 Mega Site offers more than 2,000 acres with all utilities and access to a skilled workforce of more than 600,000, interstate frontage and rail access within two hours of the Port of Charleston, and is strategically positioned halfway between New York and Miami.
Population
2013:
4,774,839

Major MSA Population (2013)
Greenville-Anderson-Mauldin: 850,965
Columbia: 793,779
Charleston-North Charleston: 712,220
Myrtle Beach-North Myrtle Beach-Conway: 404,951
Spartanburg: 318,999
Florence: 206,261
Hilton Head Island-Bluffton-Beaufort: 198,467
Sumter: 108,123

Top 10 Employers
1. Wal-Mart Stores Inc./Statewide
2. Greenville Hospital System/Greenville
3. Palmetto Health/Columbia
4. Michelin North America/Greenville and Statewide
5. BMW Manufacturing Co./Greer
6. BlueCross BlueShield of South Carolina/Columbia
7. Food Lion/Statewide
8. The Boeing Co./North Charleston
9. Lowes Cos./Statewide
10. Wells Fargo/Statewide
Source: South Carolina Big 50

Major Industries
(by percentage of total nonfarm jobs)

- Trade, Transportation & Utilities: 19.1%
- Government: 18.3%
- Professional and Business Services: 12.8%
- Manufacturing: 12%
- Leisure & Hospitality: 11.9%
- Education & Health Services: 11.5%
- Financial Activities: 4.9%
- Construction: 4.3%
- Other Services: 3.6%
- Information: 1.4%

(as of May 2014)
Source: S.C. Dept. of Employment and Workforce

Labor Force
Nonagricultural employment

April 2014: 1,926,200
May 2014: 1,929,200
June 2014: 1,928,400

Source: S.C. Dept. of Employment and Workforce

Oconee County, South Carolina
Richard K. Blackwell, SCCED | Executive Director
864.638.4210 | rblackwell@oconeesc.com
InvestOconeeSC.com

Oconee Economic Alliance
geography of opportunity

- Located on the I-85 corridor
- Third lowest personal property tax in SC
- Two county-owned industrial parks
- Closest SC county to Atlanta, GA
- Labor pool of 632,000 people
Manufacturers Build Success in the Southern Carolina Region of South Carolina

Mark Schmitt, Plant Manager at Tobul Accumulator in Bomberg, SC
At a nationally televised event in August of 2012, South Carolina Governor Nikki Haley told the world, “In South Carolina, we build things.”

The governor’s simple statement summarizes what companies from around the globe have come to know, that South Carolina is the premier location for manufacturing.

Internationally renowned manufacturers as diverse as BMW, Boeing, Georgia Pacific, Scotsman and Bridgestone have trusted our workforce to build their products.

They know that South Carolina is ready for business -- and business-friendly.

Governor Haley has been a leading force in building work-ready communities with the right workforce in a state with the transportation infrastructure and tax incentives to create an environment that is just right for manufacturers from around the world.

The daughter of immigrants, she also helped her parents build their own successful business in her hometown of Bamberg, which is located in the heart of the area known as the Southern Carolina region of the state.

The Southern Carolina region is comprised of small communities that are big on manufacturing. In this area of South Carolina, generations of families have relied on manufacturing as the backbone of our regional economy, and manufacturers from around the world have relied on our families to build their products.

When Governor Haley told the world that we build it, she meant it . . . and the success of our manufacturers proves it.

We can help you build a successful manufacturing operation in a community that’s just right for your company.

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In This Issue:

International Companies
Building in SC for Global Success

Aerospace Cluster
Growing Rapidly in South Carolina

Renewable Resources:
Forest Products and Alternative Energies

Not Your Typical Automotive
Welcome to The Southern Carolina Region

Ideally situated halfway between New York and Miami on the East Coast, South Carolina is known as the manufacturing state, thanks to the investment of the many diverse manufacturing industries that continue to locate and grow here -- and to the local communities and state leaders who make it a priority to offer the best business climate in the world for manufacturers.

Here manufacturers can build their success on our strategic location within a day’s drive of two-thirds of the U.S. population with easy interstate, rail and air transportation access to additional markets in the U.S., as well as destinations around the globe via the nearby ports of Charleston and Savannah.

Our strategic position is enhanced by proximity to the prime business and commerce capitals of the Southeastern U.S., as well as some of the world’s most beautiful beaches and resorts and America’s most historic cities, providing advantages to your business and a great quality of life for employees.
International Companies Build Global Success in the Region

More than 1,200 international firms have facilities in South Carolina, and this number continues to grow. Foreign-affiliated companies employ more than 104,300 South Carolinians - seven percent of the state’s private industry employment.

International companies continue to invest in the Southern Carolina region of South Carolina as they seek to expand their markets globally. With proximity to the Ports of Charleston, South Carolina, and Savannah, Georgia, two of the most efficient ports on the East Coast, the region offers excellent access to international markets.

Internationally recognized companies with manufacturing and distribution facilities in the region include Le Creuset, Kronotex, Archroma, Crescent Dairy & Beverage, Luigi Bormioli, Meter Bearings Group, and Freudenberg.
Kronotex Flooring: American Quality, Sustainability and Style

Kronotex USA, a division of Swiss Krono Group, began distribution in the United States in 2000 and later opened its current manufacturing facility at the S.C. Advanced Technology Park in Barnwell, S.C., in 2005, creating 140 jobs. Due to the growing popularity of Kronotex flooring, the company invested in expanding the facility in 2011 and again in 2014, making it the largest producer of laminate flooring in America. The highly efficient facility in Barnwell is ideal for both accessing wood from sustainable-forest suppliers and shipping. Kronotex USA’s management, marketing, design, sales and customer service are all based at the site.

In August 2014, Kronotex USA launched a new brand called American Concepts in response to consumers’ desire for flooring that has American style, quality and value while being “green” and made in America. The new brand, available at specialty retail stores, offers 57 laminate flooring choices in a wide range of thicknesses, colors and finishes, which are all made in Barnwell, South Carolina.

SARLA PERFORMANCE FIBERS

Sarla Performance Fibers, a leading manufacturer of yarn and threads, based in Mumbai, India, chose a site just off I-95 in Walterboro, SC, for their Sarlatex USA manufacturing plant where 100 people are employed in the manufacturing of polyester yarn.

Italian Company Finds Home in Walterboro

Meter Bearings Group, a designer and producer of ball and cylindrical roller bearings, will establish its first U.S. manufacturing facility in the Southern Carolina region of South Carolina at a 48,000-square-foot facility in Walterboro. The 34.5 million investment is expected to create 48 new jobs over the next five years and will begin production in 2015.

A family-owned company, Meter Bearings Group is headquartered in Robassomo, Torino, Italy. Founded in 1981, Meter has manufacturing plants in Italy and China and customer support offices in Germany and the United States.

“Part of our growth strategy is to establish a manufacturing operation in the United States to reach our customers that already exist there. We chose Colleton County, thanks to the great and professional support of the South Carolina Department of Commerce staff and local officials,” said Vittorio Musso, President and CEO of Meter S.p.A.

Meter Bearings Group will utilize the Port of Charleston for its importing and exporting needs, which influenced the company’s decision to locate in South Carolina.

The company is coordinating with readySC®, South Carolina’s renowned worker training program led by the S.C. Technical College system, to create a customized, pre-employment training program that meets Meter Bearings Group’s standards of precision in manufacturing.

ARCHROMA

Created from the textile, paper and emulsion businesses of Clariant, Archroma is a global color and specialty chemicals company committed to innovation, world-class quality standards, high service levels, cost-efficiency and sustainability. Headquartered in Reinach near Basel, Switzerland, Archroma operates with approximately 3000 employees in 35 countries, including more than 135 at their newly acquired facility in Martin, South Carolina.
Distribution: Built for Global Success

South Carolina’s location and infrastructure were built for successful distribution:

- Halfway Between New York and Miami
- Nearly 95 Million Consumers within a Day’s Drive
- World-Class Sea Port Supporting Post-Panamax Vessels
- Two Class 1 Rail Carriers and Three Major Airports
- Direct Shipping Services via the Ports, Serving more than 100 Nations
- Excellent Trucking Routes
- 5 Interstate Highways for Ease of North-South and East-West Distribution
- Charleston Harbor Deepening to Increase Competitive Edge with
  24/7 Access for Largest Ships

Le Creuset’s I-95 Location Provides Room to Grow

Le Creuset, which translates to “the crucible” in French, began creating cast iron cookware in 1925 in northern France, where the cast iron is still produced in the same foundry, with individual sand molds and hand inspections for each and every piece.

Today, the company operates its North and South American distribution headquarters at an industrial park located at Exit 38 off I-95 in Hampton County, South Carolina. The company first established its distribution center there in 1997 for its access to the interstate and for its proximity to the Ports of Charleston and Savannah. Since then, Le Creuset has expanded its operation three times (in 2005, 2011, and 2012) at the same location. Today, the distribution site also serves their growing e-commerce business.

“Le Creuset’s success is a source of pride for all of us, and we often point to their investment in our county as an indication of the strength that our workforce and our location have to offer not only Le Creuset, but other domestic and international companies in terms of distribution,” said Hampton County Council Chairman Hugh Gray.

Renowned for its quality, Le Creuset is considered the world’s most treasured cookware and is found in the kitchens of both amateur and professional chefs around the globe. With their ongoing innovations in design and their tradition of value, the company is destined for continued success. The community leaders and the workforce in the Southern Carolina region are proud to be a part of Le Creuset’s worldwide reputation for excellence.

Luigi Bormioli: The World’s Leading Glassware Maker

Parma, Italy, halfway between Bologna and Milan, has a glorious history that traces back to the Etruscans. Perhaps best known for its splendid architecture and its foods, the region is also a center of art and music, higher learning, and glass-making, and the world’s leading glassware manufacturer, Luigi Bormioli.

As Italian glassmakers go, Luigi Bormioli is relatively young (founded 1946), but the company’s devotion to design aesthetics and glass craftsmanship are rooted in Italian glassmaking methods that flourished on the Venetian island of Murano since the Middle Ages. Mr. Luigi Bormioli, the company’s founder, had a vision that the Bormioli family continues today: a commitment to great design, traditional Italian craftsmanship and new-age glassmaking technology to create beautiful glassware of the highest quality. Luigi Bormioli rivals fine crystal in appearance and elegance, but is lead-free, affordably priced and widely available.

According to Marcel Trepnier, founder of the U.S. subsidiary of Luigi Bormioli, South Carolina’s infrastructure was a key factor in the company’s location decision to locate in the state. In 2007 the company chose a 162,000 SF building at an industrial park in Barnwell, SC, to meet their growing distribution needs in North America.

In the U.S., Luigi Bormioli’s glassware is sold at fine retailers, including Macy’s, Target, Nordstrom’s, Belk, Bloomingdale’s, Bed, Bath & Beyond, and through Amazon.com. For more information on Luigi Bormioli, visit their website: www.luigibormioli.com.
We Build Automotive

Munich-based BMW began construction on their first North American facility in South Carolina in 1993 and shipped its first car, a 318i sedan, in 1995. The 23-month span from the groundbreaking in South Carolina to the first shipment is considered the fastest automotive start-up in history.

BMW’s investment lit the spark that ignited the automotive explosion in South Carolina that now includes more than 250 automotive-related companies and suppliers that employ over 45,000 people, including worldwide brands such as Bridgestone, Michelin, Daimler, Continental, and companies, both large and small, in the Southern Carolina region. The automotive cluster includes companies like Dayco, which has been manufacturing here for more than 40 years, as well as established metal fabrication, textile and composites companies that are now manufacturing for the automotive industry.

DAYCO

A leader in the research, design, manufacturing and distribution of a broad range of belts, tensioners and pulleys for the automotive, trucking, construction, agricultural and industrial markets, Dayco has been manufacturing in the Southern Carolina region of South Carolina for more than 40 years. The company has continually invested in our workforce through four decades in two of our communities, Williston in Barnwell County and Walterboro in Colleton County. Dayco employs 130 at the Walterboro site, where they produce v-belts and serpentine belts for the original equipment industry and the automotive after-market, as well as performance belts for the ATV and snowmobile markets. The company employs 330 people at the Williston location, which is the after-market and OEM belt center for the company in North America.

TICO

Extensive expertise with ports, where each minute the ship sits waiting to get unloaded is a major cost, has propelled TICO Manufacturing of Ridgeland, SC, to build the most efficient heavy-duty vehicles in the industry. Since 1946, the company has grown to be the largest fleet owner and operator in North America, so TICO (Terminal Investment Corporation) produces trucks and trailers made to sustain enormous weight loads and provide continuous service in very brutal environments. These requirements demand a workforce in expert welding and metal fabrication to produce trucks and equipment with the quality and durability for which TICO is known. The company continues to grow their operations at their Ridgeland site, where TICO now employs 80 in manufacturing in a location that provides excellent access to the ports of Charleston and Savannah.

Pioneer Boats

Not everything manufactured in the Southern Carolina region moves on the ground. Pioneer Boats are manufactured in Walterboro, South Carolina, catering to the most discerning saltwater and freshwater sportsmen and families.
Forest Products: A Growing Industry

South Carolina has 13.1 million acres of forestland, which is 68% of the state’s total land area, so it’s no surprise that forestry and the forest products industry are important to the people of South Carolina. South Carolina forest products remain in demand around the world, and the world’s most renowned wood products manufacturers have invested in South Carolina. While the trend around the globe is to talk about sustainable products and energy, South Carolina has been “going green” for centuries, with a history and future built on forestry and the forest products industry.

- Forestry is number one among manufacturing industries in jobs (90,624) and payroll ($4.1 billion) in South Carolina.

- Total economic impact of South Carolina’s forest industry is more than $17.4 billion annually.

- South Carolina exports of forest products have reached $1.3 billion annually and continue to grow.

- Timber is the state’s number one cash crop at $679 million annually.

- South Carolina’s forests now contain 23.3 billion cubic feet of wood, more than at any time in the past century.

Gregg Hutto, Sawmill Manager at Callum’s Lumber Products in Allendale, SC
Masonite International Corporation, a world leader in the manufacture of residential and commercial doors, first invested in Bamberg County in 2010, when they acquired the former Lifetime Doors operation in Denmark, South Carolina, to serve their Southeast customers.

In July 2011, Governor Nikki Haley joined company executives in announcing an additional $14 million investment to expand Masonite’s operations there in a next-generation automated interior door production line and infrastructure, with plans to employ up to 200 within five years.

At the announcement, Fred Lynch, Masonite’s President and CEO, said, “South Carolina’s Department of Commerce offered economic development solutions that were win-win. We are committed to investing in innovative manufacturing and product technologies that will enhance our competitive edge, and we want to make those investments in communities where we have cooperative relationships with regional and local government.”

Mr. Lynch told the crowd, “The best door manufacturing facility in America is going to be built right here in the city of Denmark and Bamberg County, right at this plant. We will make the very best quality doors made by the very best quality employees for the Southeast market.”

Today, the Masonite plant in Denmark produces more than 7,000 doors per day for shipment throughout the Southeastern United States.

**EDF Renewable Energy**

Sustainable, Renewable Energy from Wood

In commercial operation since 2013, EDF Renewable Energy’s biomass plant in Allendale, South Carolina, is part of the Pinelands Biomass project, which consists of two nominal 17.8 megawatt (MW) generating facilities that are contracted to sell energy to the Santee Cooper transmission system under 30-year power purchase agreements.

“Biomass is poised to be a key renewable base load energy resource for South Carolina and we are pleased to work with Santee Cooper on this excellent opportunity to produce economically attractive renewable energy,” said Tristan Grimbert, President and CEO of EDF RE. “Utilizing wood waste to generate electricity is a proven renewable technology that complements EDF Renewable Energy’s robust portfolio.” The woody biomass facility, utilizing the region’s consistent and sustainable wood supply, will bring significant economic benefits to the existing trucking and wood supply industries as well.

**Georgia-Pacific**

Built by Grant Forest Products of Canada in 2005 on a 480-acre site near the town of Fairfax, the world’s largest and most advanced oriented strand board (OSB) manufacturing facility was purchased by Georgia-Pacific in 2010 as part of a deal to position G-P for current and potential customers during a long-term recovery of the housing industry. The company employs 140 at the $300 million facility, which continues to thrive in the heart of the Southern Carolina region.

**South Carolina Advanced Technology Park:
Perfect for Manufacturing and Alternative Energies**

Developed at the South Gate of the Department of Energy’s Savannah River Site, the South Carolina Advanced Technology Park is a 1,608-acre park with state-of-the-art infrastructure, including its own water and waste water treatment plants. Located on four-lane SC Highway 64 in Barnwell, South Carolina, the industrial park was developed by Southern Carolina Regional Development Alliance (SCA) for alternative energy and heavy manufacturing industries requiring a shovel-ready, buffered site with complete infrastructure and rail on site.

Already located at the park are Horsehead Corporation, UniTech Corporation, Government Training Institute and Kronotex USA, representing more than $400 million in private capital investment and 380 jobs. Currently, SCA is constructing a 50,000 SF expandable industrial building with rail for prospective industries. For more information on this property, contact kmaxwell@southerncarolina.org or at 803-571-1591.
We Build Products That Fly

Home to more than 180 aerospace-related companies employing more than 20,000 people, South Carolina has a strong aerospace industry that is rapidly growing. Since The Boeing Co. chose South Carolina in 2009 as the location for its second final assembly site and delivery center to support the company’s 787 Dreamliner program, aerospace companies from around the world have come to realize that South Carolina is the state for manufacturing products that fly.

The top five reasons aerospace companies choose to locate in the Palmetto State are:

- A Right-to-Work State
- Market Access and Quality Infrastructure
- Our Skilled Workforce
- Reliable and Affordable Energy
- Low Cost to Operate and a Business-Friendly Climate
Palmetto Aero Locates in the Region for Proximity to Aerospace Clusters

Palmetto Aero, a manufacturer and producer of sheet metal fasteners and airframe components for the aerospace industry, has announced plans to locate at the Lowcountry Regional Airport Industrial Park in Walterboro, South Carolina. The $2.5 million investment is expected to create 44 new jobs in manufacturing and research and development.

Dennis Dent, Chairman and CEO of Palmetto Aero, cited Walterboro’s proximity to the Port of Charleston and the aerospace industry clusters nearby, which include Boeing in Charleston and Gulfstream in Savannah. Charleston is a fifty-minute drive and Savannah is a sixty-six minute drive from Palmetto Aero’s new location.

“When Palmetto Aero is a new company, we have been in the aviation manufacturing business in Ohio since 1979,” he said. “We looked at many possible locations to launch our new venture and found the Lowcountry Regional Airport to have the best mix of advantages that we sought. The airport and community are poised for growth, and we look forward to getting in on the ‘ground floor’.”

Phoenix Specialty: World Class Quality for Aerospace and Beyond

Since 1907 Phoenix Specialty has been the leading supplier of custom specialty parts to America’s Original Equipment Manufacturers for high quality washers, shims, and precision stampings. A family-owned company since its inception, Phoenix expanded from New York to Bamberg, South Carolina in 1966 to increase production and improve the company’s competitive edge in manufacturing. The company then became a national one, servicing hundreds of customers, including those in the automotive (ITT Industries, FRAM), office equipment (Pitney Bowes, Xerox, Kodak), and aerospace (General Electric, Sperry, Honeywell, Bendix, Plessey) sectors.

In 1976, Phoenix made the decision to relocate all of their manufacturing to the small town of Bamberg, where their customer base has continued to expand, with the aerospace industry comprising approximately 40% of Phoenix’s business.

Because the company has aerospace and automotive customers, it must meet strict quality management and transparency standards of the Society of Automotive Engineers, the European Association of Aerospace Industries, and the International Organization for Standardization. Phoenix is both AS 9100 and ISO 9001 registered.

According to President and CEO Robert Hurst, “Quality is a given.”

As for living and working in Bamberg, Hurst said he couldn’t be happier. “There are always advantages to a small town,” Hurst said.

One of the advantages he cites is employee loyalty and retention. The average length of service is about 20 years at Phoenix Specialty, and turnover is less than 5 percent a year. Phoenix is very competitive with area employers, offering full benefits and a profit-sharing plan.

“We’re an employer of choice,” says Hurst.

From this small, rural town, Phoenix Specialty has manufactured parts for the Space Shuttle, the Mars Rover, and the Apollo Moon landing, as well as the U.S. Olympic Bob Sled Team and numerous NASCAR racing teams.

Phoenix employees produce specialty components to very precise tolerances from hundreds of different materials to OEMs in industries all around the world. Some of those parts are barely larger than a pinhead, while some are five inches in diameter. Each product is custom manufactured to exact specifications from a wide range of materials and thicknesses using the very latest in processing and quality control.

In addition to specialty parts, Phoenix provides the largest inventory of finished goods in the industry—over 100,000 different items and 400 million parts ready for same-day shipping.

Having celebrated more than 100 years of manufacturing success, Phoenix Specialty will soon be celebrating another milestone, their 50th anniversary since moving the company to Bamberg. With over a century of excellence in manufacturing, Phoenix Specialty Manufacturing can certainly look forward to a future of exceptionalism.
Freudenberg Group Invests in Tobul Accumulator

A world-class manufacturer of hydraulic accumulators, Tobul Accumulator has a proven track record of more than 45 years with the most comprehensive offering of piston-type accumulators in the industry.

Tobul accumulators are shipped globally, with products in use in over 50 countries. Their accumulators are used by leading companies in industry sectors as diverse as aviation and aerospace, mobile equipment, oil and gas, maritime, entertainment, plastics, steel and metals, construction equipment and electrical transmission.

According to Jim Tobul, in announcing his company’s expansion in 2012, “Our team at Tobul is a workforce second to none, and their commitment to excellence played a large role in our decision to grow the business here.”

In July 2014, Tobul Accumulator became a part of the Freudenberg Group, a family-owned company based in Germany with plans to continue the company’s growth in Bamberg, South Carolina.

UTC Aerospace Systems: Manufacturing for Diverse Industry Sectors

UTC Aerospace Systems is one of the world’s largest suppliers of technologically advanced aerospace and defense products. Also a major supplier to international space programs, UTC Aerospace Systems was formed in 2012 by combining two industry leaders, Hamilton Sundstrand and Goodrich, creating an organization with key positions on a wide range of aircraft flying today and substantial content on various unmanned aerial vehicles (UAVs), satellites and ground and naval vehicles.

The company employs 132 at their facility in Bamberg, South Carolina, where Goodrich Delavan had been manufacturing since 1970.

Through its Delavan business, UTC leverages its aerospace experiences to provide products suited for a wide range of industrial applications. Products include oil heating and combustion nozzles, spray nozzles, dry flexible diaphragm couplings and shafts, and industrial gas turbine blades and vanes. Their products serve the power generation, metal finishing, paper production, chemical, food processing, and the mining, steel, automotive and water industries.

A leader in industrial and oil heating nozzles, their technologies provide significant reductions in combustion pollutants for cleaner air and contribute to the reduction of carbon and soot helping to retain set up efficiencies and extend maintenance cycles.
Industrial Buildings and Parks:
Built with Port Access, Interstates, and Infrastructure to Support Your Operations

Our region's proximity to the Ports of Charleston and Savannah provide excellent port access, and we have developed an array of industrial parks and sites for manufacturing with distribution by truck, rail and sea to suit your needs:

- Certified Industrial Parks on I-95
- Industrial Parks with 45-Minute Drive to the Port of Charleston
- Industrial Park with 15-Minute Drive to Port of Savannah
- Industrial Park within 1 Hour Drive of Port of Charleston and Savannah
- Rail-Served Industrial Parks Totaling 3,340 Acres
- Certified Properties with Rail on I-95 and other Trucking Routes
- Isolated, Buffered Industrial Parks Planned for Heavy Manufacturing
- Properties within 45-Minute Drive of Boeing Aerospace Cluster
- Properties within 15-Minute Drive of Gulfstream Aerospace Cluster
- Airport Industrial Park Sites Available
- Industrial Properties within 2.5 hour drive of BMW Automotive Cluster
- Industrial Parks and New Speculative Buildings Built to Incentivize Manufacturing Projects
- Available, Newly Constructed, Expandable Industrial Buildings from 40,000 SF to 300,000 SF
- Available Manufacturing and Distribution Buildings on Major Trucking Routes
- Shovel-Ready, Certified Industrial Parks and Sites in Every County in the Region
- Many Properties with Extra Large Water and Sewer Capacities
- 1,608-Acre Park with Its Own Water and Wastewater Treatment Plants
- All Properties Served with Reliable, Affordable Power by Business-Friendly Utility Partners

Horsehead Corporation
located at S.C. Advanced Technology Park in Bamberg, South Carolina, a shovel-ready site with rail and state-of-the-art infrastructure.

Pictured: Chandler "Todd" Hutson, a member of the Rail Switch Crew at Horsehead Corporation
Diverse Products Built by a Certified Workforce

South Carolina has the workforce entrusted to build the automobiles, airplanes, and advanced materials demanded by today’s market. As a state whose economy is built on manufacturing, South Carolina has taken extraordinary measures to ensure that we can provide a skilled workforce ready for the specific requirements of your company. Our renowned workforce training program and technical college system are second to none, and the state is one of four in the nation to certify our workforce through the nationally recognized WorkKeys® testing and certification program.

With a cost of living 12 percent below the national average, South Carolina offers exceptionally productive employees at one of the lowest labor costs in the country.

Augusta Fiberglass
Specializing in custom fiberglass-reinforced plastic (FRP) equipment for the power generation, pulp and paper, chemical processing and wastewater treatment industries, Augusta Fiberglass has been a world leader in the design, fabrication, and erection of fiberglass related products since its inception in 1974. Located on a 94-acre site with more than 300,000 square feet of manufacturing space in one location, Augusta Fiberglass annually converts millions of pounds of thermostat resin and fiberglass fabric into custom designed and manufactured FRP equipment. Having manufactured the world’s largest FRP vessel, no project or piece of equipment is too large for Augusta Fiberglass. The family-owned company employs 225 people at their manufacturing facility and headquarters in Blackville, South Carolina.

Pictured: David Reus, Project Engineer at Augusta Fiberglass Coatings, Inc. in Blackville, SC.

CMT
CMT, headquartered in Estill, South Carolina, is the largest producer of centrifugally cast reinforced composite poles in the United States and a leading developer of innovation in the manufacture of composite poles.

Crane Merchandising Systems
A diversified manufacturer of highly engineered industrial products, Crane produces Dixie-Narco vending and merchandising systems at their North American manufacturing facility in Williston, SC. Founded in 1855, Crane provides products and solutions to customers in the aerospace, electronics, hydrocarbon processing, petrochemical, chemical, power generation, automated merchandising, and transportation markets, employing more than 12,000 people at facilities around the world.

Floralife
Floralife, the world leader in manufacturing post-harvest flower care products, recently celebrated 75 years of manufacturing in Walterboro, South Carolina, where the company’s facility also houses their sales, marketing, warehousing, and research facilities. Floralife’s research staff of Ph.D. scientists and research specialists is dedicated to optimizing the quality of fresh-cut flower life, regularly publishing research reports, which are made available to the public.

Gretsch Drums
Legendary Gretsch drums are manufactured by skilled workers at their manufacturing facility in Ridgeland, South Carolina.
South Carolina’s Best Incentive:
Our Renowned Workforce and Training

Our region of South Carolina offers some of the best tax and business incentives in the country to give your business the competitive edge to build your success here in South Carolina:

- WorkReady® Communities with the Industry-Ready Tested and Certified Workforce Your Company Needs
- Reliable Workforce Committed to Local Communities
- Unionization Rate Among Lowest in the Nation
- All High Schools in the Southern Carolina Region Utilize WorkKeys® Testing System for the Emerging Workforce
- Nationally Renowned readySC™ Worker Training Program Tailored to Your Specifications
- Innovative Apprenticeship Caroline™
- High Concentration of Industrial and Mechanical Engineers and Technicians
- High Concentration of Computer Controlled Machine Tool Operators and Machinists

Array of Tax and Business Incentives Designed to Create The Best Manufacturing Environment:

- No state property tax
- No local income tax
- No inventory tax
- No sales tax on manufacturing machinery, industrial power or materials for finished products
- No wholesale tax
- No unitary tax on worldwide profits
- Favorable corporate income tax structure
- Job Tax Credits (can eliminate up to 50% of corporate income tax liability)
- Economic Impact Zone Investment Credit
- Corporate Headquarters Credit
- Research and Development Tax Credit
- Corporate Income Tax Rate of 5%, Lowest in the Southeast
- Single Factor Sales Formula for Apportioning Income
- Local Incentives, including 5-Year Property Tax Abatement or Fee-In-Lieu of Property Tax
- Regional Incentives
- New Market Tax Credits
- Sales and Use Tax Rate of 6%

Exempted from Sales and Use Tax:
- Electricity and fuels used in the manufacturing process
- Machinery, equipment and replacement parts used for manufacturing
- Equipment used in research and development
- Raw materials to become part of the finished product
- Air, water and noise pollution control equipment
- $300 sales tax limit for sale or lease of motor vehicles, trucks, aircraft, and boats
- Parts and supplies used on aircraft owned or leased by federal government or commercial air carriers
- Material handling equipment for manufacturing projects investing $35 million or more in the state
- Construction materials used in the construction of a single manufacturing and distribution facility with a capital investment of at least $100 million will be entirely exempt from sales tax
Build Your Company’s Future In The Southern Carolina Region of South Carolina

The professionals at Southern Carolina Alliance and our communities welcome your manufacturing project.

To schedule a visit to the region or for more information, please contact us at 803.541.0023 or by email at: sca@southerncarolina.org.

Public Companies


AVX Corporation, Fountain Inn, Electronic Capacitors, Discrete and Passive Semiconductor Manufacturing, Earnings FY 2014: $1.44B

Benefitfocus Inc., Charleston, Custom Computer Programming Services, Health-care Management Software, Earnings 2013: $105M


Denny’s Corporation, Spartanburg, Eating Places, Casual Restaurants, Earnings 2013: $462M

Scana Corporation, Cayce, Electric Services, Electric Utilities, Earnings 2013: $4.50B

Scansource Inc., Greenville, Computers, Peripherals and Software, Earnings FY 2014: $2.91B

Sonoco, Hartsville, Paperboard Mills, Converted Paper Products Manufacturing, Earnings 2013: $4.85B

Inc. 5000 (2014)

BLUE ACORN
Charleston
E-commerce sites, IT Services

OB HOSPITALIST GROUP
Mauldin
OB/GYN Hospital Programs, Health

ESCAPADA
Mount Pleasant
Beach and Resort Wear, Consumer Products and Services

OTO DEVELOPMENT
Spartanburg
Constructions and Renovation, Travel and Hospitality

THE CASSINA GROUP
Mount Pleasant
Residential Real Estate Services

SANDLAPPER SECURITIES
Greenville
Investment Products and Services, Financial Services

SPACE SAVING SOLUTIONS
Lexington
Storage and Material Handling Services, Business Products and Services

US PATRIOT
Columbia
Law Enforcement Supplier, Government Services
South Carolina offers several nationally recognized workforce programs that pair the right employees with the right company.
If they come, can you build it? That is a question businesses ask when considering whether to expand or relocate into a state. Industries want to know if the workforce has the skills needed for their company to succeed.

“Workforce development has always been the most important piece to a manufacturer,” says Will Williams, president and CEO of the Economic Development Partnership, an economic development alliance that serves Aiken, Edgefield and Saluda counties. “We can have the best site with all the necessary infrastructure, but it won’t matter if we don’t have the most important thing, and that’s a good, trainable workforce.”

South Carolina has several resources focused on ensuring the state’s workforce remains attractive to industries, from the readySC™ program to the new Operation Palmetto Employment initiative connecting military veterans with job openings.

“There is a focused strategy in the state of creating the most direct pipeline from companies to employers,” says Susan Pretulak, vice president of economic development at the SC Technical College System, which oversees readySC™. “There are a number of ways we’re doing that; all of them focus on getting the right people into the right jobs at the right time. We are helping companies from their entry into the state through to productivity.”

The readySC™ program has been doing its part since 1961, making it one of the oldest workforce development initiatives in the U.S. In conjunction with the 16 members of the SC Technical College System, readySC™ develops training programs tailored to meet a company’s workforce needs.

“When you locate to a state, there are so many unknowns. And readySC™ has always been able to take the unknowns out of the recruitment and training piece,” Pretulak says. “There’s no such thing as cookie-cutter for us. Each project is unique. We work closely with companies to find projects that fit them and meet their needs in terms of getting ready for production.”

Certified Work Ready

Creating a trained workforce is only half the issue. These workers and their skills also need to be promoted to employers, making it easier for companies to find the right type of employees.

One way South Carolina is doing this is through implementation of the national Work Ready
GROWTH AND OPPORTUNITY AROUND EVERY CORNER.

With a newly announced $1 billion expansion and an annual production capacity of 450,000 vehicles by 2016, Plant Spartanburg is proud to celebrate 20 years in South Carolina — and countless miles ahead. Learn more about BMW’s growing commitment to South Carolina at bmwusfactory.com.

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Communities program developed by ACT to measure the quality of a county’s workforce. South Carolina was one of four pilot states to initiate the program.

To receive a Work Ready designation, community leaders must demonstrate that they have a pipeline of job candidates with high-demand skills. Counties that do so receive a National Career Readiness Certificate, offered by ACT.

“It gives our county a way to highlight our accomplishments and let industries see that we do have the workforce they need when they come in and bring jobs,” says Lynn Jones, adult education coordinator at Colleton County, which became the state’s third certified Work Ready Community in 2014. “You help people get their skills up so when those jobs come, the people are ready. It’s a great opportunity for them.”

**New Careers for Veterans**

Similar opportunities are available for veterans through the Operation Palmetto Employment (OPE) initiative, established in February 2014. With support from the SC National Guard and the SC Department of Employment and Workforce, the main goal is to streamline the process between military service and civilian employment.

“Our military community has a high technical skill base that employers are looking for,” says OPE representative Kyle Caldwell, a member of the SC National Guard. “With OPE, we now have that one-stop shop for our military residents who are looking for civilian employment in South Carolina.

“There are a bunch of national initiatives out there, but this is a grassroots effort here in the state where our community lives. We’re building this labor market pool of talent with a highly technical skill base. It’s just an added resource to get the right people for the right job.”

**ROOTS IN STEM**

South Carolina is working to promote in-demand STEM (science, engineering, technology and math) disciplines. EngenuitySC is overseeing implementation of a grant at a high school in Hopkins that will expose students to coursework that will prepare them for advanced study in college as well as highly skilled careers with innovative companies. STEM Centers is a network of education professionals recognized for designing and delivering learning experiences that build the capacity of schools and teachers to engage students in STEM subjects. The STEM Center of Excellence at The Citadel works to increase interest, participation and opportunities in STEM from preschool through two years of college.
South Carolina is home to more than 400 golf courses, including Kiawah Island Golf Resort.

STAFF PHOTO BY Jeffrey S. Otto
TIME TO SHINE

SOUTH CAROLINA’S AMENITIES, ATTRACTIONS DELIVER THE GOOD LIFE – IN ABUNDANCE
Change is in the air in South Carolina—and it’s all positive. Thanks to recent revitalization and improvement efforts, many of the state’s downtowns are seeing an influx of new development, and fresh outdoor destinations are appealing to a brand new crowd.

The things that don’t change, like the region’s mild climate and easy access to the Atlantic Ocean, standout beaches and abundant golf, also contribute to South Carolina’s appeal.

**Vibrant Downtowns**

Many of South Carolina’s downtowns are debuting the results of significant revitalization efforts, drawing residents and tourists to shops, restaurants and special events.

Downtown Columbia’s transformation started in May 2011, when Mast General Store opened at Main and Taylor streets. Since then, the area has continued to attract new businesses and is now a thriving entertainment and shopping destination.

One of downtown Columbia’s major draws is the Soda City Market, a year-round street fair that takes place every Saturday on Main Street. Operating since October 2012, the market features 50 to 100 vendors selling farm-fresh food, pastries and baked goods, as well as handmade crafts and other items.

Emile DeFelice, the market’s founder, says approximately 2,000 people visit the market every weekend. Soda City Market has been so successful that DeFelice has opened Nest, a brick-and-mortar store offering items from regular market vendors. Open daily, the shop is also on Main Street.

“I can’t say enough good things about working on Main Street,” DeFelice says. “It’s a fantastic collection of people moving in the same direction, financially motivated to collectively create something great for the city.”

Known as Upstate South Carolina’s largest central business district, downtown Greenville has also been revitalized. The efforts spanned three decades and landed the area on Forbes’ list of 10 Transformed Neighborhoods in 2011.

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**Greenwood**

**SOUTH CAROLINA**

Open for Business

**Greenwood Research Park**
Collaboration and research opportunities with Clemson University, Greenwood Genetic Center and Self Regional Healthcare.
Major developments include Falls Park on the Reedy, a 26-acre public garden and oasis that features a 355-foot-long suspension bridge; Fluor Field, a 5,700-seat baseball stadium that’s home to the Greenville Drive minor league team; and the Peace Center, a $42 million entertainment venue that includes a 2,100-seat concert hall, 2,000-seat amphitheater and 400-seat theater.

**Outdoor Attractions**

Covering more than 1,000 acres along the Catawba River, Rock Hill’s Riverwalk – a master planned community with homes, offices, shops and restaurants – is making it easy for residents and visitors to get active, especially when it comes to cycling.

The development features the Rock Hill Outdoor Center, a collection of public recreation amenities that will eventually span 250 acres. In addition to trails, a kayak and canoe launch, and parks and green spaces, the RHOC is home to the Giordana Velodrome, a track cycling facility endorsed by USA Cycling that hosts national competitions.

The RHOC’s newest addition is the Novant Health BMX Supercross Track, which is the only Olympic-caliber training facility on the East Coast and is expected to add about $4 million to the local sports tourism industry. In the works are Cyclocross trails, a mix of paved and off-road trails that will feature obstacles and steep inclines, as well as a closed road.
course for recreational and competitive cycling. “The new amenities at the Rock Hill Outdoor Center at Riverwalk are an economic driver for Rock Hill and surrounding communities,” says Sonja Burris, communications manager at the Rock Hill/York County Convention & Visitors Bureau. “These outdoor amenities also provide greater accessibility to the Catawba River.”

South Carolina’s more than 400 golf courses also contribute to the state’s outdoor recreation scene. Located near Charleston, the Ocean Course at Kiawah Island scored the No. 21 spot on Golf Digest’s 2013-14 ranking of America’s 100 Greatest Golf Courses. The course hosted the 2007 Senior PGA and the 2012 PGA Championships, among other major tournaments. Also ranked by Golf Digest is Harbour Town Golf Links on Hilton Head Island’s Sea Pines Resort, which has hosted the PGA Tour’s RBC Heritage tournament for more than 45 years.

In addition to top-rated golf courses, the state’s Coastal Zone offers easy access to water activities like sailing, swimming and surfing. The region covers approximately 1.2 million acres and includes Myrtle Beach, the No. 1 city on TripAdvisor’s list of Top 10 Summer Vacation Destinations for 2014.

Greenville boasts the new multivenuce Peace Center for the Performing Arts.

Mast General Store has eight locations in three states, with two in South Carolina.

Find more fun things to do at businessclimate.com/south-carolina
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» RICH IN HISTORY, PROGRESSIVE IN NATURE

The South Carolina State House in Columbia. The state, one of the original 13 colonies, was founded in 1663 and has grown to become one of the nation’s powerhouse economies, thriving in industries such as aerospace, automotive, manufacturing and technology.
TAKE A RIDE
The Arthur Ravenel Jr. Bridge, also known as the New Cooper River Bridge, is an eight-lane bridge that connects downtown Charleston to Mount Pleasant.
South Carolina offers residents and visitors plenty of fun things to do. One popular area is Myrtle Beach, ranked No. 1 on TripAdvisor’s top summer destinations.
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Find out what benefits are available to your business today by contacting Central SC Alliance.

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The Central SC Alliance is a 501(c)3 not-for-profit public/private partnership representing 9 counties (Calhoun, Clarendon, Fairfield, Kershaw, Lexington, McCormick, Newberry, Orangeburg, Richland) and the City of Columbia in the engagement of recruiting capital investment and jobs.