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UNIVERSITY OF  
**SOUTH CAROLINA**  
BEAUFORT

# *South Carolina Economic Developers' Association*



# SCEDA's Mission

To enhance the professional development of its membership and to advocate economic development to benefit the citizens of South Carolina.



# SCEDA's Objectives

- **Networking** – effective internal and external communications
- **Education** – offer ongoing professional development opportunities for members and partners
- **Advocacy** – actively involve SCEDA in the influencing of critical economic development policy leading to sustainable statewide prosperity



# Board of Directors

SCEDA is led by a group of 15 Officers & Directors

- President: Mark Warner, SCCED, Davis & Floyd
- Vice President: Andrena Powell-Baker, SCCED, Lockhart Power Company
- Treasurer: Richard Blackwell, SCCED, Oconee Economic Alliance
- Secretary: Marty Baltzegar, P.E., S&ME
- Immediate Past President: Brian Nash, Marlboro Development Team



SCEDA contracts with CRAFT, an association management company, to provide staff services to support the day to day activities of the association

# Board of Directors

- Josh Kay, CEcD, Myrtle Beach Regional Economic Development Corporation
- Sandy Steele, SCCED, SouthernCarolina Regional Alliance
- Stephanie Yarbrough, Womble Bond Dickinson
- Rich Farmer, SCCED, Newberry County Economic Development
- Rich Fletcher, SC I-77 Alliance
- Toni Nance, SC Department of Parks, Recreation and Tourism  
*(ex-officio)*
- Nelson Lindsay SCCED, SC Department of Commerce  
*(ex-officio)*
- Susan Pretulak, SC Technical College System *(ex-officio)*
- Micah Mallace, SC State Ports Authority *(ex-officio)*



# Membership

SCEDA currently has over 800 members!

Who are SCEDA members?

- Local and Regional Economic Development Professionals with Statewide representation in all 46 counties
- State Agency partners – Department of Commerce Parks, Recreation & Tourism, SC Technical College System, Department of Employment & Workforce, State Ports Authority
- Allies – those partners who work with the local/regional/state team to recruit new business – attorneys, engineers, architects, construction, banks, consultants, Council of Governments, transportation, utilities.



# Networking

## Events:

- Legislative Reception – All SCEDA members and Members of the General Assembly in Columbia – January 2019
- Membership Meeting- August & February at the Columbia Metropolitan Convention Center
- Annual Conference – May 1-3, 2019 – Myrtle Beach Marriott Resort and Spa Grande Dunes
- Local Developers, Young Professional and SCEDA Women events throughout the year.

## Committee Involvement:

Great way to meet other members, network, work on activities of the association





# Public Relations

From the SCEDA Website , [www.sceda.org](http://www.sceda.org), you can:

- Register for Events
- Social Media – Facebook, Twitter, Linked In, YouTube
- SCEDA Blog – [scedablog.wordpress.com](http://scedablog.wordpress.com)  
Guest bloggers welcome!
- map
- Members only access – Log in to the website to use the searchable directory and also to register for events, plus much more.
- SCEDA Monthly e-newsletter



Local & Regional Contacts

# Education

## South Carolina Economic Development Institute (The Institute)

- South Carolina's leading economic development education program for those individuals that support economic development activities in their communities. Offering a highly interactive curriculum, The Institute affords attendees a "hands-on" economic development learning experience.
- The Institute is in its 28<sup>th</sup> Year
- Four 2-day sessions – leads to a Certificate of Completion
- A partnership between the SC Department of Commerce and SCEDA



# Education

## South Carolina Advanced Symposium

- An advanced level course for professional economic development practitioners. The Symposium provides attendees an interactive learning environment taught by some of the profession's most highly-rated practitioners.
- Four 2-day sessions – leads to the SCCED – South Carolina Certified Economic Developer designation
- SCCED renews every 3 years with 24 continuing education points



# Local Developers

The Local Developers Committee is comprised of the municipal, county and regional economic development professionals.

They meet periodically to:

- Share best practices and ideas
- Host lunch and learn opportunities
- Provide recommendations on legislative issues



# Advocacy

- SCEDA's Lobbyist – Sunnie Harmon & John DeWorken
- SCEDA's Legislative Agenda
  - Regional Meeting with stakeholders to determine yearly legislative agenda
  - Involvement from the local level to build support
- Weekly Legislative updates during Session
- Education for Legislators



# SCEDA Contact Information

Mark Warner, SCEDA President  
mwarner@davisfloyd.com

Andi Rawl, Association Executive  
arawl@sceda.org  
(803)929-0305





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**South Carolina**  
Department of Commerce

Just right for business.

# Team South Carolina: Setting the Table for Economic Development



# Economic Development

- **Recruiting New Manufacturers**
- **Growing Existing Manufacturers**
- **Service-Related Operations**
- **Entrepreneurism**
- **Tourism**
- **Agriculture**



# Who is Team South Carolina?



# South Carolina Department of Commerce



- **A Cabinet Agency**
- **Promotes Economic Opportunities**
- **Strengthens Communities**





# Goal of Global Business Division



**To help new and  
existing businesses  
create jobs and  
investment in South  
Carolina**



# Global Business Division

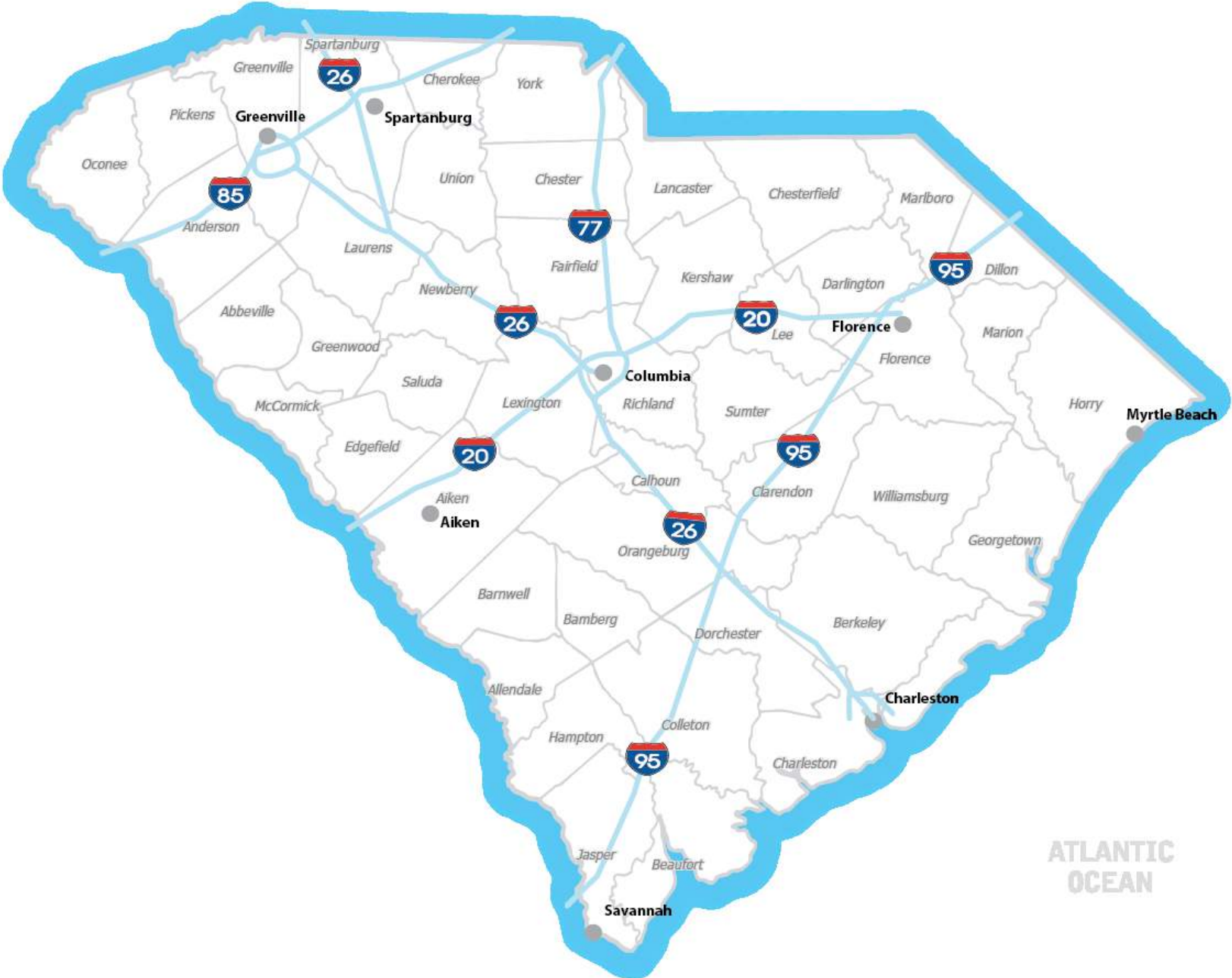




# SC's International Team

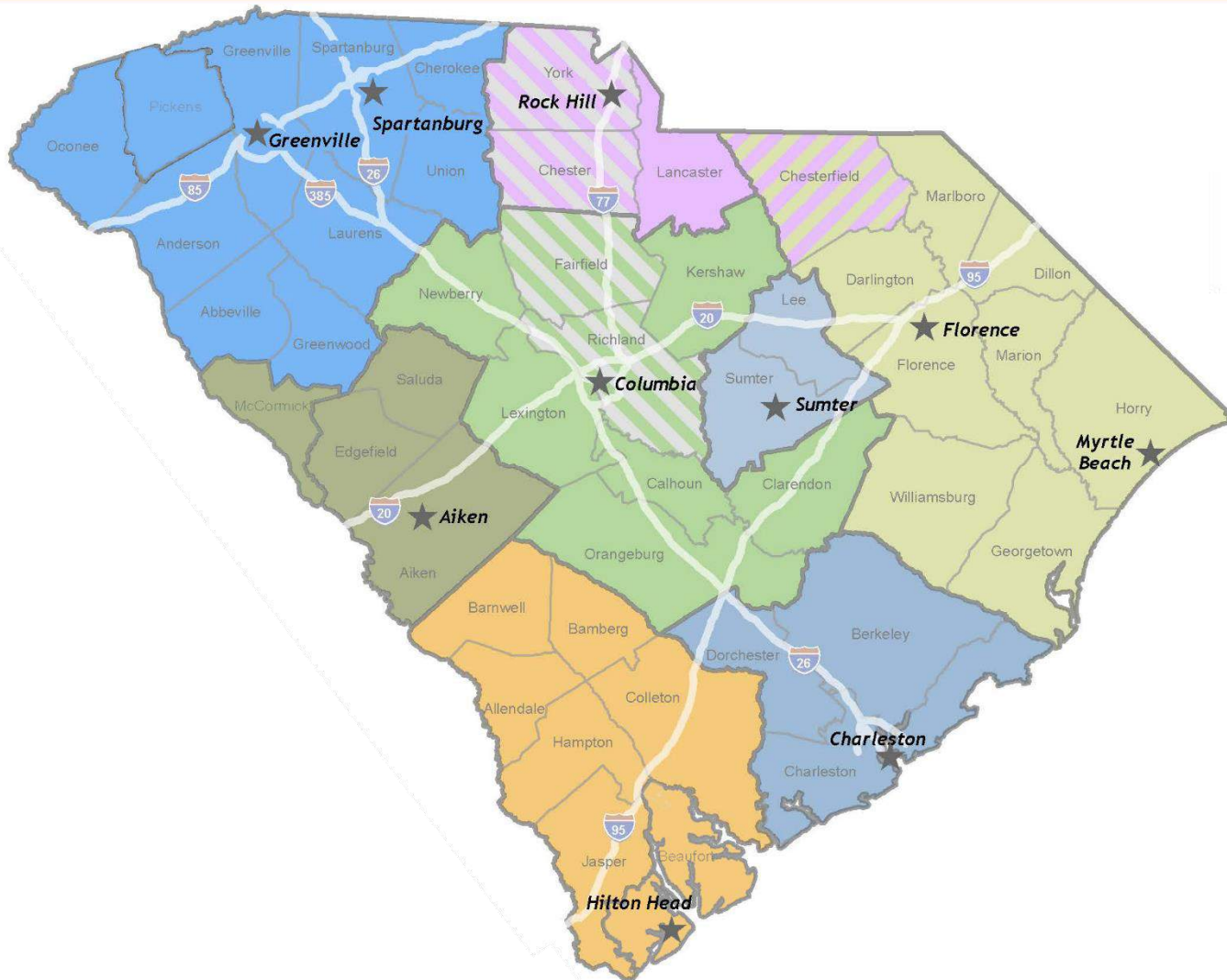


# South Carolina's Counties





# Regional Alliances



- Central SC Alliance
- Charleston Regional Development
- Charlotte Regional Partnership
- Charlotte Regional Partnership & NESA
- Economic Development Partnership
- NESA
- Southern Carolina Regional Development
- The Link
- Upstate Alliance
- I-77 Alliance & Central SC
- I-77 Alliance & Charlotte Regional Partnership





# Other Members of Team SC





# What is the Project Process?





A satellite view of Earth from space, showing the Americas. North America is visible in the upper left, with the United States and Canada. Central America and the northern part of South America are visible in the lower right. The image shows cloud cover, landmasses, and the curvature of the planet against the black background of space with some stars.

Why South Carolina?





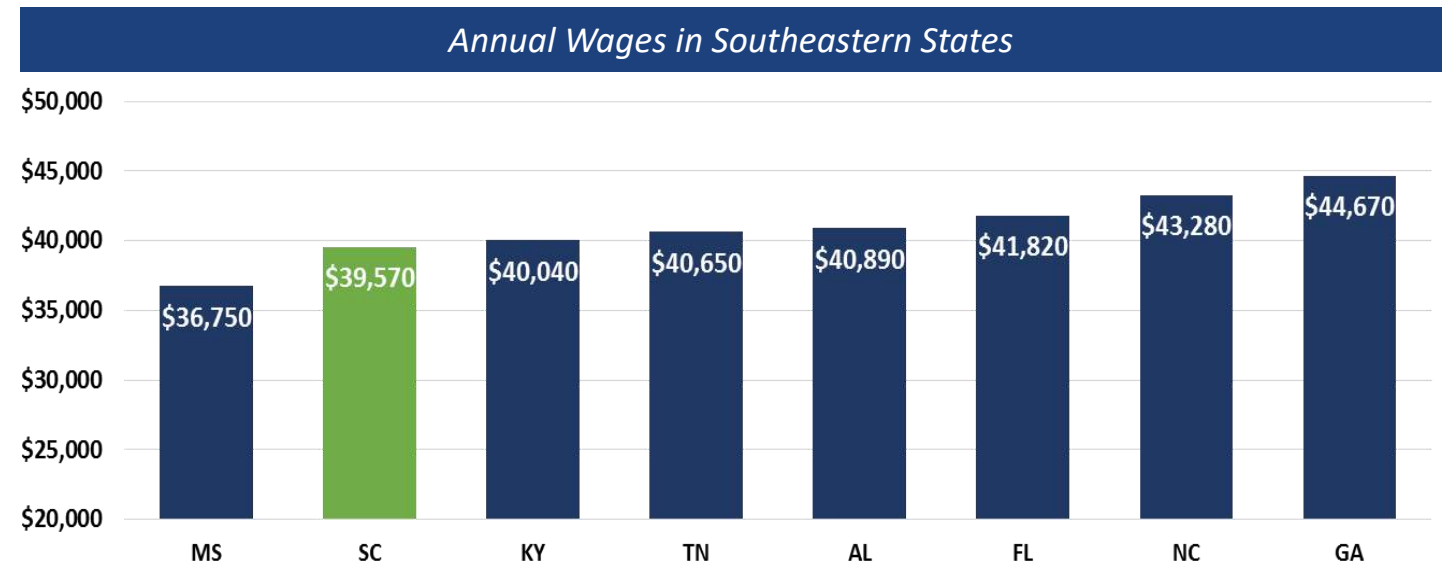
# South Carolina: Lowest Operating Costs in the Region



## South Carolina is ranked as a top state for doing business.

- 1<sup>st</sup> Cost of Doing Business*
- 1<sup>st</sup> (Tied) Cooperative State Government*
- 1<sup>st</sup> Speed of Permitting*
- 2<sup>nd</sup> Overall Business Environment*
- 2<sup>nd</sup> Overall Labor Climate*
- 3<sup>rd</sup> Top States for Doing Business*

*Source: Area Development Magazine, Fall 2015*



*Source: BLS OES May 2014*

**Industrial electricity costs are 12% less than the national average.**

*Source: U.S. Energy Information Administration, 2016 YTD Average.*

**The Cost of Living in South Carolina is 12% less than the national average.**

*Source: SCDOC Cost of Living Index*

**Construction costs are 11% less than the national average.**

*Source: Marshall Valuation Service, January 2016*



# Site Selection Factors

1. Availability of skilled labor
2. Labor costs
3. Proximity to major markets
4. State and local incentives
5. Highway accessibility
6. Available land
7. Available buildings
8. Accessibility to major airport
9. Tax exemptions
10. Training programs/technical schools
11. Energy availability and costs
12. Proximity to suppliers
13. Expedited or “fast-track” permitting
14. Inbound/outbound shipping costs
15. Occupancy or construction costs
16. Low union profile
17. Right to work state
18. Environmental regulations
19. Availability of unskilled labor
20. Quality of Live





# An Ideal Location for Market Access



Within **1,000 mi/1609 km** of **35 states** and **roughly 66%** of the total US population



S to N

Columbia, SC to  
Cleveland, OH



SW to NE

Montgomery, AL to  
Petersburg, VA



S to N

Miami, FL to  
Houlton, ME



NE to SW

Florence, SC  
to Kent, TX



SE to NW

Charleston, SC to  
Kingsport, TN

# Busiest Port Along the SE & Gulf Coasts



- Ranked 9<sup>th</sup> in the United States based on container volume; 82<sup>nd</sup> worldwide.
- Container volume growth: 32% between fiscal years 2010-14.
- Deepest shipping channels in the Southeast
- Serves Ships of 9,000 TEUs+
- Averages 41 Moves Per Hour/Per Crane
- Truck turn times of – 25 minutes



# International Investment in SC

#1 for FDI job creation  
in US per capita

**36 Countries**  
**192 Companies**  
**238 Projects**  
**101 New Facilities**

**Nearly 1/3** of all jobs announced in the  
Past 5 years have been a result of FDI.



- More than 1,200 international operations in SC
- More than 131,900 employees





# South Carolina Exports

31.3

*billion in export sales*

15<sup>th</sup>

*among the 50 states in  
exports*

#1

*in the export sales  
of passenger vehicles,  
tires and  
roller ball bearings*

# Project Strategy and Successes





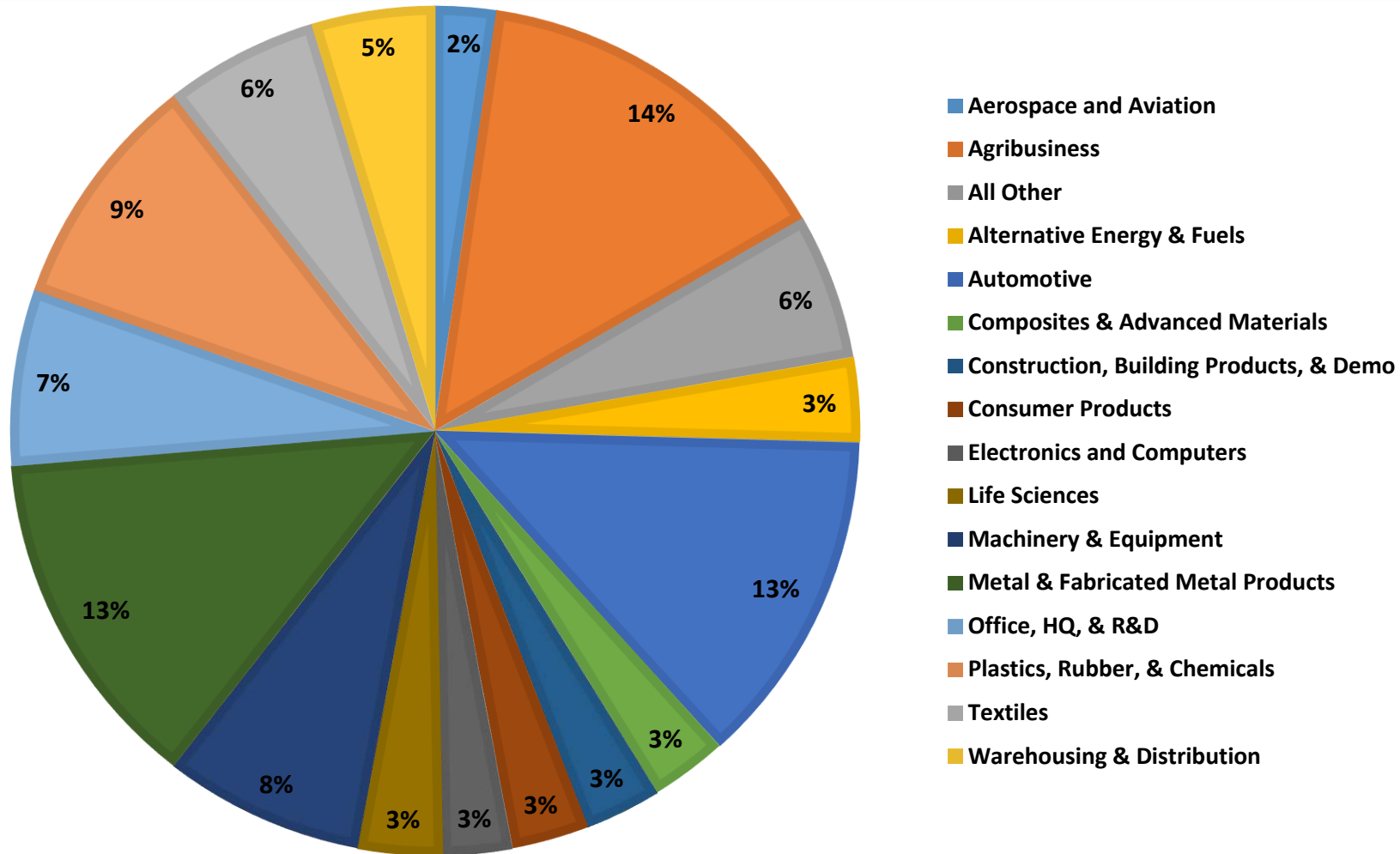
# Industry Sectors

- Automotive
- Aerospace
- Advanced Materials (Plastics, Rubber, Chemicals)
- Advanced Materials (Metals & Composites)
- Distribution and Logistics
- Bioscience/Biomedical
- Agribusiness
- Office and Service
- Advanced Manufacturing



# Active Projects by Industry

## May 2018

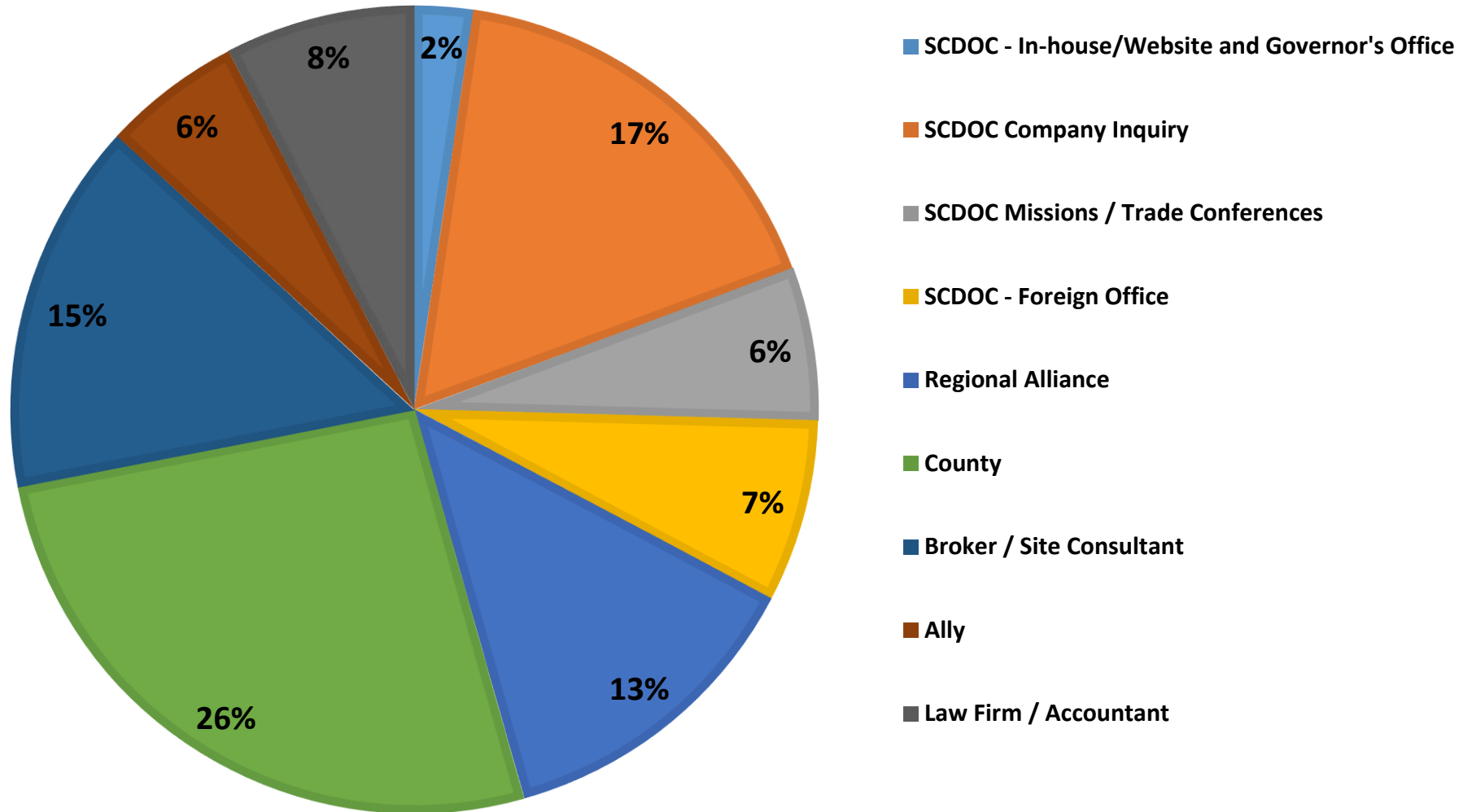


Total Active Projects = 342



# Active Projects by Project Source

## May 2018

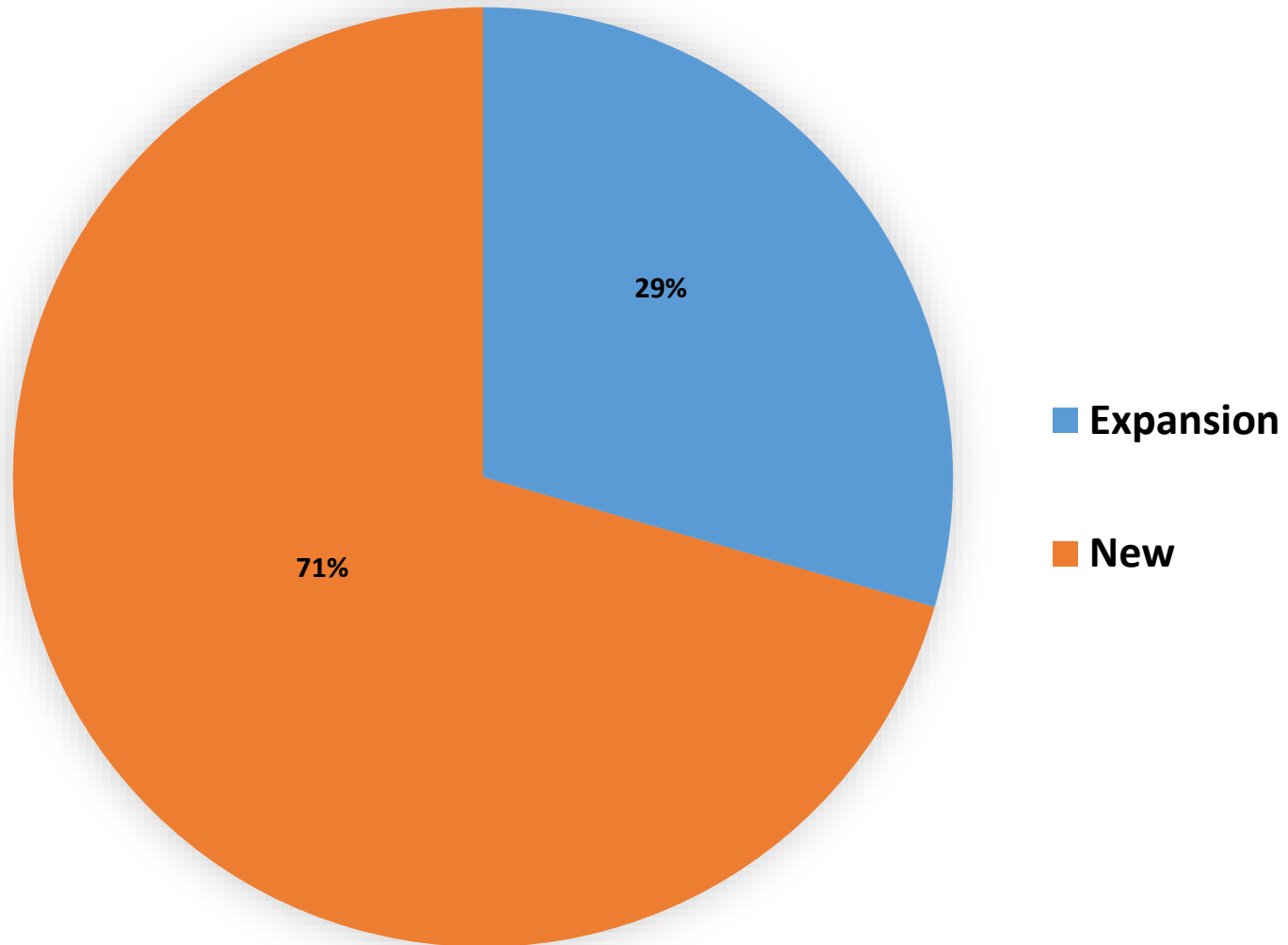


Total Active Projects = 342



# New vs Expansion

May 2018



Total Active Projects = 342





# Annual Announcement Totals (2011-2017)

Year	Jobs Announced	Capital Investment	Project Count
2011	13,294	\$3,416,995,000	93
2012	10,708	\$3,101,365,000	112
2013	11,739	\$3,249,835,000	95
2014	17,951	\$4,863,151,500	125
2015	14,959	\$3,415,855,000	123
2016	12,512	\$3,461,726,043	122
2017	17,049	\$4,804,345,000	131
<b>Grand Total</b>	<b>98,212</b>	<b>\$26,313,272,543</b>	<b>801</b>



# Top 10 Announcements of 2017

## *By Capital Investment*

Company	County	Investment	Jobs
Volvo Car USA, LLC	Berkeley	\$ 620,000,000	1910
BMW Manufacturing Co., LLC	Spartanburg	\$ 600,000,000	1000
WestRock CP, LLC	Florence	\$ 470,000,000	0
Samsung Electronics America	Newberry	\$ 380,000,000	950
Roseburg Forest Products	Chester	\$ 200,000,000	145
Electrolux Home Products	Anderson	\$ 200,000,000	0
Robert Bosch LLC	Anderson	\$ 152,000,000	130
Gestamp South Carolina, LLC	Union	\$ 129,000,000	130
Trane US, Inc.	Richland	\$ 96,000,000	700
Charter NEX Films	Richland	\$ 85,000,000	110





# Top 10 Announcements of 2017

## *By Jobs*

Company	County	Jobs	Investment
Volvo Car USA, LLC (SC)	Berkeley	1910	\$620,000,000
BMW Manufacturing Co., LLC	Spartanburg	1000	\$600,000,000
Arthrex, Inc. (SC)	Anderson	1000	\$69,000,000
LuLaRoe (SC)	Richland	1000	\$35,000,000
Samsung Electronics America (SC) - Newberry	Newberry	950	\$380,000,000
Ruiz Food Products, Inc. (SC)	Florence	705	\$79,000,000
Trane US, Inc. (SC) - Columbia	Richland	700	\$96,000,000
Movement Mortgage, LLC (SC)	Lancaster	700	\$18,000,000
Black and Decker (US), Inc. (DeWalt Tools)	York	500	\$31,000,000
Harbor Freight Tools USA, Inc.	Dillon	500	0





**South Carolina**  
Department of Commerce

Just right for business.

# Questions?

**Megan Anderson, Senior Project Manager**

**SC Department of Commerce**

**[manderson@sccommerce.com](mailto:manderson@sccommerce.com)**

**803-737-3815**