



ECONOMIC DEVELOPMENT 2010 ANNUAL REPORT



Dorchester County Economic Development
402 North Main Street
Summerville, South Carolina 29483
Office: (843) 875-9109
Fax: (843) 821-9994
info@dorchesterforbusiness.com
www.dorchesterforbusiness.com

Economic Development Department Staff

Director
Jon Baggett
jon@dorchesterforbusiness.com

Existing Industry Manager
Wendy Smith
wendy@dorchesterforbusiness.com

Administrative Assistant
Kimberly Schmotzer
kimberly@dorchesterforbusiness.com

Mission

Dorchester County Economic Development is the organization responsible for growing and retaining business in the County. Its mission is to work to create and support an environment that welcomes business, and helps companies to grow and succeed over the long-term. This ultimately will increase the standard of living for all of Dorchester County's citizens by providing more job opportunities with higher skills and better wages.

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Dorchester County Council

Larry Hargett - Chairman, District 4
George Bailey - Vice Chairman, District 3
Willie R. Davis - District 1
David Chinnis - District 2
Richard Rosebrock - District 5
William "Bill" R. Hearn, Jr. - District 6
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Dorchester County Economic Development Board

George L. Tupper, Jr. - Chairman
Craig Turner - Vice Chairman
Bill Byrd
Ronnie Givens
Linwood Ling
Jim Martin
Tony Pope

Dorchester County Development Corporation Board of Directors

Frank Dreyer - President
Patrick "Pat" R. Watts - Vice President
Ronnie Givens - Treasurer
Shirley Lang - Secretary
Taylor Clarkson
Andrew Gentry
Kenneth Jenkins

Dorchester County Executive Management

Jason Ward, County Administrator
Ashley McDonald, Deputy County Administrator

It has been a great year for Dorchester County's Economic Development efforts. This year, Economic Development announced projects that totaled \$200 million in Capital Investment, as well as 650 new jobs. This was the largest year for job creation since 1997. The new jobs announced have an average salary of \$39,000 per year. This equals almost \$28 million in new wages being earned and spent in Dorchester County, as well as the growth of existing industries in the County.

In addition to a great year for investment and job creation, the County has continued to move forward in preparing itself for future economic prosperity. This past year, Dorchester County accomplished the following:

1. The QuickJobs Training Center in St. George was completed, and Trident Tech has begun to offer classes to residents of the area.
2. A "Virtual Spec" building was designed for New Century Industrial Park. Site work has been completed for this building using funds from Edisto Electric Cooperative.
3. Two more industrial sites have been certified through the South Carolina Department of Commerce's Site Certification Program. The County now has over 1,800 acres of Certified Sites.
4. The Dorchester County Development Corporation launched the "Committee of 100" campaign.
5. Dorchester County Economic Development partnered with Dorchester County EMS to offer CPR / first aid training to the County's industries.
6. The Dorchester County Industrial Council (DCIC) met monthly.
7. The "Right Next Door" marketing campaign was launched, highlighting the County's close proximity to major assets in the Charleston Region.
8. Assistance was provided to companies in obtaining Incumbent Worker Training (IWT) funds.
9. A Retail / Marketing Analysis was conducted for the County.
10. Announced \$200 million in new investment, and 650 new jobs.

Prospect activity continues to rise from new investment and the growth of existing industry. Unemployment has steadily declined from 2009, but still hovers around 9%. The economy is slowly starting to recover, and Dorchester County is poised to benefit.



George L. Tupper
Chairman
Dorchester County Economic Development Board



Jon Baggett
Director
Dorchester County Economic Development



"Today's announcement is another positive sign that our efforts to improve the state's business climate are paying dividends," said Governor Mark Sanford during the Bosch expansion announcement.

"Dorchester County.
The right place
for...*your business,*
your family, your life."



"Virtual Spec" building designed for the New Century Industrial Park.

IN THE NEWS

In the midst of a recovering economy, Dorchester County continues to catch the attention of the area's media outlets. Throughout 2010, Dorchester County made local headline news for its success in attracting and sustaining business during a less than optimal time, in addition to stories lending to the innovation and creativity of the County to improve its economic health.

In January, *The Dorchester Eagle-Record* and *The Summerville Journal Scene* reported news of a retail market study conducted for the County by Arnett, Muldrow & Associates of Greenville, SC. Also benefiting Summerville and St. George, the in-depth, 12-week study was enlisted to analyze the communities' spending patterns to help direct new businesses and investors recruited to the area. The study / marketing strategy was released in September.

The *Charleston Regional Business Journal* predicted in the spring that the Charleston area had the "right stuff" to target the untapped offshore wind industry with the recent addition of the IMO Group. As a manufacturer of slewing rings for turbine production, IMO's move to the County was due largely to the Restoration Institute's new turbine drivetrain testing facility.

The Summerville Journal Scene published an uplifting story in May of a \$5,168.00 grant awarded to the Medical University of South Carolina Children's Hospital by the Charleston Wilbert Vault Company of Summerville. The grant was used to support "Gentle Journeys," a program designed to comfort patients with life-threatening illnesses, as well as their families.

Also in May, the County opened their \$2.7 million EMS facility that was featured in *The Summerville Journal Scene*. The new 11,000 square foot facility, replacing a poorly functioning trailer, included offices, a spacious storage room, and a place for medics to sleep and relax. In July, Dorchester County EMS hosted a two-hour CPR and first aid training session requested by the County's Industrial Council as a safety measure for their employees.

In August, *The Dorchester Eagle-Record* announced the dedication ceremony held for the opening of the QuickJobs Training Center in St. George. Various community leaders and Dorchester County Council assembled together to commemorate the 5,630 square foot facility, designed to provide job-specific training for fast employment. Managed by Trident Tech, this complex houses several classrooms and a computer center open to the public.

Marking the one-year anniversary of its new terminal, the Summerville Airport graced the pages of *The Post & Courier* again in August of 2010, reporting FAA approval to extend its runway from 3,701 feet to 4,500 feet. The project is expected to be paid for almost entirely by grants, and is estimated to cost between \$4 million and \$5 million. In two years, the airport should be in a position to attract high fliers from Boeing-related plants and other industries.

December brought news from *The Post and Courier* and *The Summerville Journal Scene* that IMO unveiled the largest solar power tracker in the state, generating 42,000 kilowatts per hour annually. With a surface of 1,600 square feet and dual-axis technology, it may be added to the Summerville plant's production once sales are generated from the first solar tracker.

In closing the year, the Industry Christmas Tree of Dorchester County Economic Development was displayed for a second time, and decorated with company logos and "ornaments" made exclusively from products manufactured in the County.

the summerville JOURNAL SCENE

Charleston Wilbert Vault Co. presents grant to children's hospital

Medical Practice News 08/20/10 10:48 AM

The Wilbert Foundation and Charleston Wilbert Vault Company of Summerville have awarded a \$5,168 grant to the Medical University of South Carolina (MUSC) Children's Hospital in Charleston. The grant was presented by Charleston Wilbert General Manager/Secretary & Managing Director Alan...

The hospital's health will use the grant to support "Gentle Journeys," a mobile program for infants patients with life-threatening illnesses and their families. The program is an off-site collaborative effort among the Children's Hospital, the Child Life Department, Pediatric Care Services and the Pediatric Care Unit.

"Gentle Journeys" is a program that provides a quiet, safe environment for children and their families during hospitalization. The program is designed to provide a safe and comfortable environment for children and their families during hospitalization. The program is designed to provide a safe and comfortable environment for children and their families during hospitalization.

The Wilbert Foundation also provides grants to other organizations in the community. The program is designed to provide a safe and comfortable environment for children and their families during hospitalization. The program is designed to provide a safe and comfortable environment for children and their families during hospitalization.

For more information about the Wilbert Foundation, please call Tracy Wilbert at 1-803-775-1001.

By the close of 2010, the foundation will have distributed \$50,000 in total grants, resulting from the county's retail market study program for possible expansion. The Wilbert Foundation remains committed to the county's economic development and to the success of Charleston Wilbert Vault Company.

Charleston Wilbert Vault Company provides a wide range of services and products for the construction industry. The company is a leader in the industry and is committed to providing the highest quality products and services to its customers.

For more information about the Wilbert Foundation, please call Tracy Wilbert at 1-803-775-1001.

The Eagle-Record

Monday, September 13, 2010 10:48 AM



Mayor Thomas, president of Trident Technical College, (left) and other attendees at the QuickJobs Training Center opening ceremony in St. George, S.C. The facility is a 5,630 square foot facility, designed to provide job-specific training for fast employment.

QuickJobs Era Underway



The QuickJobs Training Center in St. George, S.C. is a 5,630 square foot facility, designed to provide job-specific training for fast employment. The facility is managed by Trident Tech.

the summerville JOURNAL SCENE

IMO to present state's largest solar power tracker

Medical Practice News 08/20/10 10:48 AM

South Carolina's largest solar tracker will be unveiled during an event on Monday, Dec. 14 from 11 a.m. to 1 p.m. at the Summerville South Carolina Solar Center. The tracker is a 1,600 square foot dual-axis solar tracker, which has a 1,600 square foot solar module surface and a significant performance rating of 22.5 kilowatts.

The solar tracker will be used to power IMO manufacturing operations and generate 42,000 kilowatts per hour annually. The tracker is a 1,600 square foot dual-axis solar tracker, which has a 1,600 square foot solar module surface and a significant performance rating of 22.5 kilowatts.

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The IMO Group was founded in 1980 and manufactures high-quality water energy products, including water tower tanks. IMO is also one of the world's leading manufacturers of slewing rings and slow-motion, as well as ball bearings, with more than 100 employees and a \$100 million annual revenue.



2010 ANNOUNCEMENTS

Geocycle, a waste processing company that converts industrial refuse into alternative fuel, announced in January an expansion of its facilities for \$7 million. In addition to the creation of 20 new jobs, the company will add a new building to their US Highway 78 property.

Based in Germany, the IMO Group, a leading producer of slewing rings for wind turbines and heavy machinery, announced in March that Dorchester County was selected as the industry's first US location. Settling in the McQueen Industrial Park, IMO will bring a \$47 million investment to the County, and has plans to hire 190 employees.

ArborGen, a forestry company manufacturing high-yield timber seedlings, announced the 13.5-acre expansion of their headquarters in June. The new campus will include additional laboratories, production and administrative areas, and a 35,000 square foot greenhouse. The \$14.3 million venture will supplement 25 high-paying jobs during a course of five years.

Also in June, King Products & Services, Inc., a wholesale manufacturer of unfinished stair treads, announced a \$2.6 million investment for additional equipment.

In August, Maverick Equipment Manufacturing, Inc., a producer of giant hydraulic hammers and components, announced their decision to relocate their Rhode Island operations to Dorchester County. The company will spend \$1.5 million to occupy a 30,000 square foot renovated building, and estimates 71 new jobs will be created over the next five years.

Lauscha Fiber International, a global leader in the production of specialty glass microfiber, plans to increase its production with a \$2.5 million investment. In November, the company announced the expansion would bring about 10 new jobs, in addition to new equipment.

Briteline Extrusions, an aluminum extrusion manufacturing company, announced a \$1.1 million investment in December for additional equipment to increase production efficiency.

Closing the year, Robert Bosch, a major automotive parts supplier and the County's largest manufacturing employer, announced the addition of over 300 jobs during a five-year period. The \$125 million expansion will support production of diesel and gasoline fuel injectors, a new generation of antilock brake parts, and electronic stability control systems.

EXISTING INDUSTRY

INDUSTRY VISITS

Providing guidance and assistance, the Dorchester County Economic Development Visitation Program was created in an effort to offer a one-on-one opportunity to the County's existing industries. During 2010, a total of 48 visits were conducted. This ongoing program is key in helping build strong relationships with our local industry base, as well as discuss any company-specific issues that may arise. It is also through this program that industries are made aware of the support and assistance available to them from various sources on local, state, and national levels.



Geocycle, the first announcement in 2010, disclosed their \$7 million facility expansion plans.



The IMO Group announces their first US plant location in Dorchester County.



Dr. Barbara Wells, President and CEO of ArborGen, announces expansion of their global headquarters in MeadWestvaco's proposed East Edisto community.

DORCHESTER COUNTY INDUSTRIAL COUNCIL

In 2010, Dorchester County Economic Development hosted monthly meetings of the Dorchester County Industrial Council (DCIC). Serving as a support organization for industry leaders and management teams of Dorchester County Industries, this group provided a unique forum for sharing best practices. Determined solely by the industries, the following were among the meeting topics presented during 2010:

- Workforce Development
- OSHA's Voluntary Programs
- South Carolina Immigration Law and I-9 Compliance
- A Year in Review (Presented by County Administrator Jason Ward)

In addition to the regular monthly meetings, a series of training opportunities were also held. Presentations on how to do business with the government, as well as how to apply for Incumbent Worker Training (IWT) funds were well-attended. Economic Development also partnered with Dorchester County EMS to offer a three-part training series for CPR and basic first aid, which resulted in 15 Dorchester County Industries having 46 workers certified in CPR.

Beginning at 7:30 a.m., the DCIC meetings are held on the second Thursday of each month in the boardroom of the Greater Summerville-Dorchester County Chamber of Commerce Visitors' Center. All Dorchester County industry management and HR teams are invited to attend.

INDUSTRY APPRECIATION

Each year, the South Carolina Department of Commerce designates one week to honor and salute existing industries across the state. Industry Appreciation Week gives Dorchester County the chance to say "Thank You" to our local industries for the jobs they provide to our citizens, the contributions they make to our schools and communities, as well as provide an opportunity to educate the public on the major impact they make to our local economy.

As part of the salute, each county selects an Ambassador of Economic Development from among their industry leaders. Andy Gresham, Plant Manager of Raisio Staest, was chosen to receive the prestigious 2010 Dorchester County Ambassador of Economic Development Award. The decision to elect Mr. Gresham was due in part for his support and participation in several economic development groups and initiatives, as well as his continued support of economic development activities in Dorchester County.

During the week-long celebration, Dorchester County Economic Development hosted the 21st Annual Industry Appreciation Week Golf Tournament at the Pine Forest Country Club in Summerville. Participation in the tournament was at no cost to representatives of existing industries. At 18 teams, this year's tournament held a record-high of industries competing for the coveted trophy. The Arntz, Inc. team, comprised of four players, will proudly display the trophy until tournament time in 2011.



A Dorchester County EMS training officer demonstrates how to perform life-saving CPR as part of a special employee certification training series offered by the DCIC.



Pictured from left to right, SC Representatives Jenny Horne and Annette Young, along with Economic Development Director Jon Baggett, attend the presentation honoring Andy Gresham as 2010 Dorchester County Ambassador of Economic Development.



County Administrator Jason Ward addresses the Dorchester County Industrial Council (DCIC) during their December meeting for a "Year in Review."

SITE DEVELOPMENT

CERTIFIED SITES

Dorchester County added two additional Certified Sites to its list of available products in 2010. Pine Hill Commerce Park, a 110-acre site being developed by MeadWestvaco, was granted certification status by the South Carolina Department of Commerce. This park will be focused on attracting high-tech companies to Dorchester County. Infrastructure was installed to the park in 2010, and it will be ready to market by mid-2011.

Additionally, MeadWestvaco certified the future Ridgeville Commerce Park. This 1,000-acre proposed industrial park will be used to attract manufacturing and distribution industries to the County. Infrastructure planning is currently occurring for Ridgeville Commerce Park. This site features transmission level utilities and Norfolk Southern Rail.

Dorchester County is now home to three Certified Sites. The County has nearly 1,800 acres of shovel-ready product with access to global markets.

ECONOMIC DEVELOPMENT ADMINISTRATION GRANT

Pending formal approval, Dorchester County applied for public works funds toward the latter part of 2010 in the amount of \$1,382,500 from the US Department of Commerce Economic Development Administration (EDA) to improve the efficiency of the Robert Bosch automotive plant. During Bosch's recent expansion announcement, plans were unveiled to add pipeline to expend recycled water from the Lower Dorchester Wastewater Treatment Plant that will further environmental sustainability.

To support the economic use of water and energy resources, Bosch and Dorchester County officials worked together to request these grant funds to connect the Dorchester Road plant to wastewater instead of using drinking-grade water to cool their manufacturing systems. This network of infrastructure, supporting resource conservation along one of Dorchester County's major industrial corridors, will reduce utility costs to enable the addition of a new product line at this facility.

As an environmentally friendly project, this grant will mark Dorchester County's first initiative to direct wastewater within the County. The County intends to match the EDA grant with funds borrowed from the South Carolina Department of Health and Environmental Control's revolving loan fund. Expected to save 80,000 gallons of water per day in 2011, this "green" project will reduce the consumption of energy, the pollution to water, and the use of hazardous chemicals. The completion of this project will result in replacing 30% of the plant's cooling tower water, and 75% of process water with treated wastewater.



Pine Hill Commerce Park Concept Plan



Ridgeville Commerce Park Concept Plan



Robert Bosch Plant in Dorchester County

WORKFORCE DEVELOPMENT

QUICKJOBS TRAINING CENTER

Through much dedication and perseverance, the summer of 2010 saw the end of an era with the grand opening of the Dorchester County QuickJobs Training Center in St. George. The facility was the longtime brainchild of various politicians, educators, and local public officials in an effort to meet the training needs of the low country's rural communities. This dream first became a reality when Dorchester County received a host of grants and initiatives led by a \$1.3 million Community Development Block Grant from the South Carolina Department of Commerce. In September of 2009, the County broke ground on the project site located on the corner of Highway 78 and Academy Road.

The newly erected 5,630 square foot building, devoted to training opportunities and continuing education for local residents, was unveiled to the public on July 29, 2010. Following several dedication speeches, guests were given the opportunity to tour the facility consisting of four classrooms and a public computer center. Made possible through funds provided by the Broadband Technology Opportunities Program, the computer center offers free use of computers, in addition to high-speed Internet access. Upon project completion, the total cost, including grant funds, was calculated at \$2.4 million for the design and construction of the facility.

Now officially open to the public for business, the QuickJobs Training Center, operated by Trident Technical College, offers targeted training to upgrade current skill sets in anticipation of changing industry needs. As the logistics business continues to grow along the I-26 and I-95 corridors, a large focus of the courses being offered by the Training Center focus on topics such as warehousing, shipping operations, and computer introduction. Credits received can be used toward a certificate, diploma, or an associate degree. Through the public computer center, QuickJobs students can interact with Trident Tech's main campus, and have access to most courses offered by the college via the Internet.

INCUMBENT WORKER TRAINING AWARDS

In 2010, the Trident Workforce Investment Board (TWIB) announced several Dorchester County Industries as recipients of Incumbent Worker Training (IWT) funds. This funding is used to provide employee training critical to maintaining a competitive edge as company operations evolve. Based on company eligibility, the funds may also be used to support training for new businesses. Those industries receiving IWT funds included Gransfors Bruks, High Purity Standards, Syn Strand, Weber Automotive, and Zapp Tooling Alloys.

Earlier in the year, the Dorchester County Industrial Council (DCIC) hosted an IWT training session in an effort to outline the necessary steps required to apply for these funds. In addition to this step-by-step instruction, those attending received valuable information on the utilization of these funds for specific training areas including production, plant overhauls, expansion, and new services.



Chairman Jamie Feltner speaks to a crowded room at the open house of the newly constructed QuickJobs Training Center.



Dorchester County QuickJobs Training Center located in St. George.



Speaking candidly during the QuickJobs grand opening, Dr. Mary Thornley, President of Trident Tech, mentions the facility's importance in helping to provide jobs to an unemployed generation.

MARKETING

RETAIL MARKET STUDY

To aid in the implementation of a successful economic strategy for 2010, Dorchester County hired Arnett, Muldrow & Associates to compile a commercial market study to better understand the retail development trends that exist within the County and its surrounding areas. The Greenville-based urban planning firm, in collaboration with Dorchester County Economic Development, began the community study in January as a joint partnership between Summerville, St. George, the Greater Summerville-Dorchester County Chamber of Commerce, the Tri-County Chamber of Commerce, and Summerville DREAM.

The study began with interviews and roundtable discussions of nearly 50 different key stakeholders representing local merchants and property owners. In addition to the interviews, 17 Summerville retailers volunteered to participate in a zip code survey of their customers during January. The findings from this 10-day survey uncovered a large amount of visitor traffic, making Summerville largely dependant upon outside patronage. A sales / retail leakage analysis was generated to determine the businesses recruited to the area.

This 12-week endeavor provided strategies and recommendations to improve the retail base for Dorchester County, St. George, and Summerville. Branding images and marketing concepts were included to create a unified look to the logos of the area's development entities. Released in September, the study serves as the County's blueprint for economic success.

COLLATERAL PUBLICATIONS

In October, Economic Development released another collateral publication to add to its marketing tool belt. Serving as a collective guide for businesses planning to open or expand operations in Dorchester County, the Resource Guide for Business contains information on business licensing and permitting, finance resources, taxes and incentives, infrastructure resources, and workforce development. For those planning to reside in the County, contacts for schools, local government, and hospitals are among those listings provided in the guide.

WEB SITE

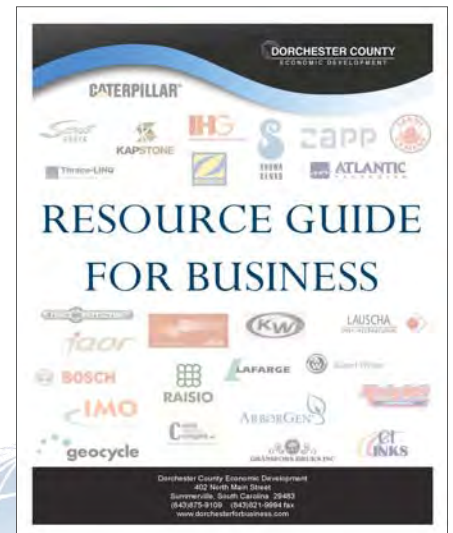
As the ongoing marketing project of Dorchester County Economic Development, 62% of the web site activity in 2010 was comprised of new visitors. The web site received an estimated 3,062 visits from 18 different countries and territories across the globe. For more information, and to obtain a copy of the Retail Market Study and Resource Guide for Business, please visit www.dorchesterforbusiness.com.

RIGHT NEXT DOOR MARKETING CAMPAIGN

In an effort to market Dorchester County as the region's premier location for business, the Economic Development's marketing department launched the "Right Next Door" campaign in May. The campaign was designed to showcase Dorchester County's strategic location to a growing international airport; two rail networks; two major ports; immediate access to Interstates 95, 26, and 526; and 4,500 acres of available industrial sites.



Retail Market Study Branding Images



Collateral Publication



Marketing Campaign Postcard

DORCHESTER COUNTY DEMOGRAPHICS & STATISTICS

2010 POPULATION ⁽¹⁾

Total Male:	66,381
Total Female:	70,174
Total Population:	136,555

POPULATION GROWTH & PROJECTIONS ⁽²⁾

2000 Population:	96,413	Percent Growth:	41.6%
2010 Population:	136,555	Percent Growth:	42.50%
2014 Population (projected):	137,390	Percent Growth:	52.78%
2019 Population (projected):	147,300		

LABOR FORCE AS OF 12/2010 ⁽³⁾

Labor Force:	64,445
Employed:	58,581
Unemployed:	5,864
Unemployment Rate:	9.10%

INCOME ⁽⁴⁾

Per Capita Income 2000:	\$22,301
Per Capita Income 2008:	\$30,765
Percent Growth:	37.95%

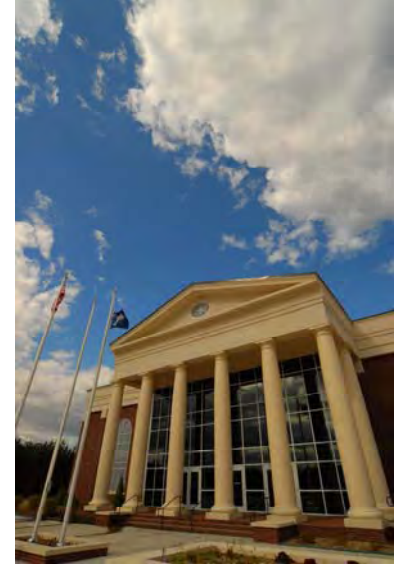
COMMUTING PATTERNS ⁽⁵⁾

Live & Work in County:	13,189
Commute Into County:	14,558
Commute Out of County:	38,738

EDUCATIONAL ATTAINMENT - 2008 ⁽⁶⁾

No High School:	3%
Some High School:	9%
High School Graduate:	32%
Some College:	23%
Associates Degree:	11%
Bachelors Degree:	15%
Post Graduate:	7%

Sources: (1) United States Census, 2010
 (2) United States Census
 (3) Bureau of Labor Statistics
 (4) United States Census & Bureau of Economic Analysis
 (5) United States Census Bureau, 2006 Commuting Patterns
 (6) United States Census & American Community Survey



Dorchester County Courthouse



Dining in Downtown Summerville



Edisto River