

Richland County



Economic Development Handbook

Relevant Sources of Economic Development Information

Compiled and distributed by the Richland County Administrator's Office. For more information, please contact Joe Cronin, Research Analyst, at (803) 576-2066 or joecronin@richlandonline.com.

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South Carolina Export Consortium

- (803) 799-4601, www.scexports.net
- Fred Monk, President, fmonk@sccc.org
- The South Carolina Export Consortium's goal is to help South Carolina's small to medium-sized companies expand and increase their competitiveness through international trade by providing top-notch export market studies and consulting services, problem solving, and on-site training.
- **Services:**
 - Country Specific Export Marketing Plans (Start-up; Import; New-to-Export; New-to-Market)
 - Seminars or Customized On-Site Training (CE Markings; Export Licensing and Controls; Shipping and Documentation; Project Financing and Getting Paid)



The Center for Accelerated Technology Training (CAT)

- (803) 896-5536, www.cattsc.com
- Russ Darnall, Director, HUDSON@SCTECHSYSTEM.COM.
- Part of the South Carolina Technical College System
- CAT focuses on the training needs of new and existing businesses and industry in South Carolina.
- CAT provides recruiting, assessment, training development, management, and implementation services to customers who are creating **new jobs** with competitive wages and benefits.
- CAT's services are provided through state funds at minimal or no cost, and training is developed to meet the specific requirements of each customer.
- Training may be delivered through pre-employment or on the job activities, dependent on the time frame and individual needs of the customer.



SC Manufacturing Extension Partnership

- 1-800-MEP-4MFG (1-800-637-4634), INFO@SCMEP.ORG
- www.scmep.org
- Tim Sinclair, Richland County Field Agent, tsinclair@scmep.org
- SCMEP focuses on helping manufacturers throughout the state by solving business and supply chain process problems via:
 - Strategic Planning
 - Productivity Improvements
 - Quality Programs
 - Environmental, Health, and Safety
 - Engineering
 - Information Technology
 - Marketing
- Metal Casting Program
- Plastics Program
- Diversity-Based Manufacturing
- Questline 1-800-291-7246



State Technical College System

- www.sctechsystem.com (803) 896-5320
- Training for new hires (CAT)
- Training for existing employees (EZ Retraining)
- Continuing Education courses from pneumatics to team building.
- A buyer / supplier program (At all the Technical Colleges)
- The SC Technical College System is comprised of 16 technical colleges located across the state of South Carolina, a Center for Accelerated Technology Training program which emphasizes pre-employment training for new and expanding industry in the Palmetto State, and a comprehensive Continuing Education program where citizens can continually upgrade their skills. Founded in 1961, the system is fundamentally committed to the support of economic development in South Carolina and serves as a catalyst for economic growth in the state.



Career Centers—Occupational Education

- Career Centers are located at local high schools. Tell them what kind of employees you need, skill sets, etc. Find out who the local director is, and get to know him / her.
- Bob Couch, South Carolina Department of Education, (803) 734-8410



Small Business Development Center (SBDC)

- www.usca.edu/sbdc/
- sbdc@usca.edu • 803-641-3646
- The **Small Business Development Center (SBDC)** at the **University of South Carolina**



Aiken offers a variety of services and management training courses that are tailored to meet the needs of **small and medium-sized businesses**. SBDC Consultants provide managerial assistance to those wishing to start or expand an enterprise and to businesses experiencing difficulties. SBDC Consultants are available to give one-on-one consultation, to analyze business operations, assist in developing business plans, and provide marketing information at **no cost**.

Department of Labor, Licensing, and Registration OSHA (Voluntary Programs)

- www.llr.state.sc.us/osha.asp
- Consultation / Courtesy inspection
- Mock inspection, Training
- Full report
- Full range of health and safety workplace related training topics—delivered free
- 803-734-9599, scovp@mail.llr.state.sc.us



South Carolina Department of Commerce

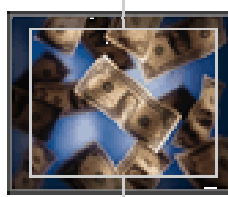
- www.callsouthcarolina.com/
- SC European Office (Munich, Germany) www.sceurope.com
- Aeronautics www.scaeronautics.com
- Team SC www.TEAMSC.com
- South Carolina Film Office www.scfilmoffice.com
- The Department of Commerce is South Carolina's lead agency for the growth and development of business and industry.
- Sales leads and market development
- Export advice and market information
- Overseas in-country support
- Referrals to other assistance providers
- Will Lacey, Director, Business Solutions, (803) 737-0437, wlacey@teamsc.com
- Chuck Bundy, Small Business Ombudsman, (803) 737-0440, cbundy@teamsc.com
- Rich Fletcher, Manager, Business Solutions, (803) 737-1867, rflatche@teamsc.com



South Carolina
DEPARTMENT OF COMMERCE

Business Carolina

- www.businesscarolina.net
- 1-800-756-4353
- Loans
- Generally new jobs related
- Reasonable rates and terms
- Will work with your bank
- Gap financing



University of South Carolina: Moore School of Business

- www.mooreschool.sc.edu (803) 777-7602
- The Moore School of Business is accredited by the Association for the Advancement of Collegiate School of Business, the recognized international accrediting association for business schools.
- Regarded today as a global leader in business education, the Moore School is the state's largest business college with more than 3,600 students. Some 33,000 living alumni are the successful products of nine undergraduate concentrations, five master's degree programs, and two doctoral programs. The Moore School of Business at USC is consistently rated among the best business schools in the country by *U.S. News & World Report*, *Entrepreneur*, and others.
- Many corporations come to campus to recruit accounting, finance, management, marketing, and other graduates of the Moore School to work in their companies. Also offers professional expertise and services through its research centers, service agencies, faculty research and consulting, journal publications, and through seminars, forums, and events.



USC BusinessLINK

- 1-866-756-2883, uscbusinesslink.sc.edu
- USC businessLINK brings together five economic development and research resources important to the business and economic development communities, and provides these communities immediate access to the services these USC business and economic development resources can provide
- BusinessLINK offers programs such as:
 - USC Columbia Technology Incubator program
 - Small Business Development Center
 - Center for Manufacturing and Technology (CMAT)
 - Industry Contracts Unit
 - Intellectual Property Office
- BusinessLINK also offers services such as speakers for your event, arranging graduate student assistantships with your company, conference and meeting services, and offering continuing education services.



University of South Carolina: Institute for Public Service and Policy Research

- www.iopa.sc.edu/
- Provides training and technical assistance services, conducts research, and develops publications designed to enhance the quality and effectiveness of state and local government management and leadership.
- Edwin Thomas, Director Governmental Research and Service, (803) 777-8156
ed-thomas@sc.edu



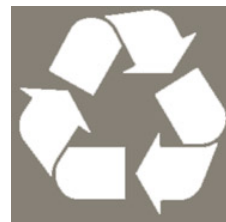
Clemson University

- (864) 656-3975, mba@clemson.edu
- Offers Masters of Business Administration Programs
business.clemson.edu/MBA/careers/employers.htm
- INTRODUCTION TO MBA RECRUITING
 - Working with Clemson to Interview MBA Candidates
 - Information on Establishing an MBA Internship
 - Posting a Full Time Job Position
 - Posting an Internship Job Position
 - Student Resumes for the Class of 2004, 2005 and 2006.



B-Rap (Business Recycling Assistance Program)

- www.scdhec.net/lwm/brap/
- Full information on recycling operations
- New recycling market opportunities
- Waste minimization—technical assistance
- Karen Owens, B-RAP, (803) 737-0239 or 1-800-768-7348



Palmetto Economic Development Corporation

- www.southcarolinapowerteam.com/
- Email: mail@scpowerteam.com (803) 254-9211
- Representing the Electric Cooperatives and Santee Cooper
- South Carolina has an electric power production, distribution, and marketing team unique in America. It was created expressly to provide service to the people and businesses of South Carolina. The team consists of a state-owned, electric generating utility, Santee Cooper; a generation and transmission company, Central Electric Power Cooperative; twenty non-profit, customer-owned electric distribution cooperatives; and an economic development marketing organization, Palmetto Economic Development Corporation. This alliance is the largest and most effective power delivery system in the state.
- Providing retail power at a lower cost than the state, regional and national averages, this Power Team has been credited with attracting billions of dollars in capital investment and thousands of jobs to South Carolina.



South Carolina World Trade Center

- www.scwtc.org
- Mark Condon, Executive Director markc@scwtc.org (843) 577-4080, ext. 25
- Assists South Carolina in improving access to international business through education, global trade services, and business contacts via the World Trade Centers Association.
- A business “shopping center” complimenting and supporting the existing services of private and government agencies.
- The Mission of the South Carolina World Trade Center is to promote and support all aspects of international commerce through education, networking, trade development services and international business opportunities for companies throughout South Carolina.



Center for Carolina Living

- www.carolinalive.com
- Patrick Mason, (803) 782-7466, pmason@carolinalive.com
- The Center for Carolina Living unfolds each state's character so you can explore regions and towns matching your aspirations. So, whether you're visiting the Carolinas for a week, or planning to stay a lifetime, the Center for Carolina Living can help.
- In alliance with:
 - Downtown Development Associations
 - Carolina Departments of Tourism
 - Clemson, USC, UNCA, USC Coastal, Wake Forest
 - Departments of Revenue & Tax



- Departments of Commerce
- Employment Security Commissions
- Military Assistance Council
- Association of Tourism Regions
- Carolinas B&B Associations
- Economic Developers Associations
- Carolina Association of Chamber of Commerce Executives

South Carolina Ports

- www.scsps.com
- Byron Miller, (803) 577-8197, bmiller@scsps.com
- Mission: To contribute to the economic development of the State of South Carolina by fostering and stimulating waterborne commerce and shipment of freight.
- Charleston is the nation's 4th busiest port, and the 6th busiest port in value (\$90 million a day).



South Carolina Economic Developer's Association

- www.sceda.org
- Beverley Frost, President: (803) 929-0305
- Professional Services:
 - Construction services
 - Utilities
 - Local communities
 - Legal services
 - Financial services
 - Engineering and Architectural services
 - Other professional services
- Our statewide association is a 700+ member organization whose primary objective is to increase the effectiveness of individuals involved in the practice of economic development in South Carolina by encouraging cooperation, exchange of information, and promotion of professional skills.



South Carolina Employment Security Commission

- Labor Market Information (LMI) www.sces.org/lmi
- LMI Customer Service (800)-205-9290
(803) 737-2722 (Columbia Area) lmicustomerservice@sces.org
- LMI provides information on industry and occupation employment, wages, labor force, and projections.
- Palmetto Economic Analysis Research System
<http://eslmi12.esc.state.nc.us/pears/>
- PEARS provides detailed information regarding occupations, industries, employers, labor, and more.



Central Carolina Economic Development Alliance



- www.centralsc.org/ (803) 733-1131
- Mike Briggs, President & CEO mbriggs@centralsc.org
- Mark Simmons, Managing Director msimmons@centralsc.org
- The Central Carolina Economic Development Alliance is a public/private partnership engaged in the recruitment of capital investment and jobs to the cities of Columbia and Sumter, and the counties of Calhoun, Fairfield, Kershaw, Lexington, Newberry, Orangeburg, Richland, and Sumter. As a non-profit organization, CCEDA works to encourage, enhance, and foster economic development.

South Carolina Department of Social Services, Office of the State Director

- <http://www.state.sc.us/dss/>
- <http://www.sconestop.com/> S.C. Workforce Investment Act
- Kim S. Aydlette, State Director: (803) 898-7360
- Tax Incentives—ALL HIRES
 - SC Job Tax Credit
 - SC Job Development Credit
 - SC Job Retraining Credit
- Tax Incentives—TARGETED HIRES
 - SC Family Independence Employer Tax Credit
 - Federal Work Opportunity Tax Credit
 - Federal Welfare to Work Tax Credit
 - SC Displaced Worker Jobs Tax Credit
- Other Tax Credits
 - Commuter Choice--Federal Transit Benefit Program
 - SC Child Care Tax Credit
 - SC Two Wage Earner Credit for Individuals
 - Federal Earned Income Credit for Individuals
 - Federal Child Tax Income Credit



Chambers of Commerce

- <http://www.scchamber.net/>
- The South Carolina Chamber of Commerce is the state's most prestigious and largest broad-based business trade association. Operating as a state-wide, non-partisan, non-profit organization, the South Carolina Chamber represents businesses, industries, professions and associations of all sizes and types.
- chamber@scchamber.net
- 1-800-799-4601



South Carolina Statewide Minority Business Development Center

- Anthony Washington, Senior Business Development Consultant (803) 779-5905, ext.22 anthonyw@scmbdc.com
- www.scmbdc.com/main.html
- The South Carolina Statewide Minority Business Development Center (MBDC) is part of a national network that was established to increase the growth of new minority owned business and strengthen existing ones, therefore making them more profitable and creating new jobs for South Carolina. MBDC professional consultants offer a wide range of services that include initial counseling, government/private sector contracting assistance, financial management and more complex issues such as international trade franchising.



City of Columbia / Office of Economic Development

- Jim Gambrell, Director
- development@columbiasc.net
- www.columbiascgateway.com
- (803) 734-2700
- The City of Columbia's Economic Development Office stands ready to provide a wide range of services to companies interested in the Columbia Region. From new business incentives to site planning, the office will provide direct assistance as you develop your plans for your Columbia location.



Greater Columbia Chamber of Commerce

- Ike McLeese, Executive Office
- www.columbiachamber.com
- (803) 733-1152
- info@columbiachamber.com
- The Greater Columbia Chamber of Commerce represents businesses in five South Carolina counties - Fairfield, Kershaw, Lexington, Newberry, and Richland. The Greater Columbia Chamber of Commerce site is the most comprehensive online resource for doing business in the Greater Columbia area.



Economic Development Boards and Alliances

- www.sciway.net/econ/boards.html

Downtown Development Associations

- www.sciway.net/econ/dda.html

Other South Carolina Business and Trade Organizations

- www.sciway.net/org/bus.html

Regional Councils of Governments

- Central Midlands Council of Government www.centralmidlands.org
- Other Councils of Government www.centralmidlands.org/sccogs.asp



ECONOMIC DEVELOPMENT PROGRAMS AND RESOURCES

Statewide Economic Development Resources

- www.sciway.net/econ/resource.html

South Carolina Business and Industry Directory

- www.sciway.net/bus
- Search for businesses by name or type of business.

TECHNOLOGY DEVELOPMENT RESOURCES

South Carolina Technology Alliance

- www.sctech.org
- Thomas E. Persons, Sr., Chairman, tep@sctech.org
- The South Carolina Technology Alliance was established to complete the following goals:
 - Prepare a technology-capable workforce.
 - Create a business environment that is friendly to technology-intensive companies.
 - Invest to expand the base of rapidly growing companies and start-up businesses.
 - Invest in world-class university research programs that are directly linked to South Carolina industry



USC Technology Incubator

- www.incubator.research.sc.edu
- Objectives:
 - To promote, stimulate, and support economic development in the Columbia Region, and the South Carolina Midlands.
 - To focus on emerging technology-driven companies, corporate spin-offs, faculty-owned companies, and non-South Carolina and international firms.
 - To provide a broad scope of services including cost-effective space and support, prototype manufacturing facilities, product realization and development services and business consultation.
 - To stimulate interaction with University of South Carolina resources such as student interns, faculty and staff expertise, unique research and development facilities and business management expertise.
 - To provide real-world experience for faculty, staff, and students in curricular innovation, research, and technology development.
 - Joel C. Stevenson, Jr., Director (803) 233-0531 jstevenson@sc.edu



Swamp Fox

- News about South Carolina Technology Companies and the New Economy
- www.swampfox.ws
- Purpose: Swamp Fox is the resource of record for South Carolina knowledge-based companies, organizations, and initiatives.



Swamp
Fox

ECONOMIC DEVELOPMENT INCENTIVES

South Carolina Tax Incentives for Economic Development

- <http://www.sctax.org/Tax+Information/edti/edti.htm>

ECONOMIC AND BUSINESS NEWS

South Carolina Business Publications

- www.sciway.net/econ/magazines.html

South Carolina Business Review (Radio Program)

- <http://www.scern.org/1.shtml>



ECONOMIC AND BUSINESS STATISTICS

Economic and Business Statistics

- www.sciway.net/statistics/economic.html

Employment Statistics

- www.sciway.net/statistics/employment.html

Banks

- www.sciway.net/bus/banks.html

- AgFirst Farm Credit Bank
- Bank of America
- BB&T
- First Citizens Bank
- National Bank of South Carolina
- Regions Bank
- Wachovia Bank
- Washington Mutual Bank



Credit Unions

- www.sciway.net/bus/credit.html
 - Carolina Collegiate Federal Credit Union
 - Allsouth Federal Credit Union
 - Palmetto Citizens Federal Credit Union
 - SC MembersFirst Federal Credit Union
 - South Carolina State Credit Union



Investment Bankers

- www.sciway.net/bus/investmentbankers.html

Venture Capital Investment Funds

- www.sciway.net/bus/capital.html

Electric and Gas Utilities

- www.sciway.net/bus/power.html

ACCRA—Community and Economic Development Research

- www.accra.org
- Kenneth Poole, Executive Director, kpoole@accra.org
- (703) 522-4980
- A non-profit organization promoting excellence in research for community and economic development.



Area Development Online—Site and Facility Planning

- www.areadevelopment.com
- (516) 338-0900, areadev@area-development.com
- Area Development, the world's leading magazine and information source for site and facility planning, simplifies the important criteria required for making new industrial and corporate facility decisions.
- Monthly, Area Development identifies and analyzes critical questions and trends and presents analysis that make the difference between a cost-effective location choice or a costly error.



Education Web Sites

- State Department of Education (K – 12) www.sde.state.sc.us
- Education Oversight Committee (K – 12) www.state.sc.us/eoc
- Commission on Higher Education www.che400.state.sc.us
- Technical College System www.sctechsystem.com
- Richland County School District One <http://www.richlandone.org/>
- Richland County School District Two <http://www.richland2.k12.sc.us/>
- Lexington – Richland County School District Five <http://www.lex5.k12.sc.us/>



Government Web Sites

- All State Agencies / Governor's Office www.mysc.gov
- Richland County Government www.rcgov.us



Business Periodicals of Interest

- **Business & Economic Review**, (803) 777-2510
- **Columbia Business Journal (The State)**, (803) 771-8380
- **Greater Columbia Business Monthly**, (803) 731-7794
- **South Carolina Chamber Annual Magazine**, (803) 799-4601

South Carolina Workforce Trends, (803) 737-2813

Growing The Knowledge Economy

- www.engenuitysc.com
- Neil McLean, Executive Director



EngenuitySC is extremely passionate about the Columbia, S.C. region becoming a leader in the knowledge economy. With a progressive and visionary local government, a committed and energetic business community, an ideal geographic location, a vibrant social environment and research-focused higher education institutions led by the University of South Carolina, the Columbia region is uniquely positioned to provide a home for innovation, as well as a home for those who create it. Our success in seizing this opportunity will result in immeasurable benefits for the citizens of Columbia and the region.

EngenuitySC is an active public/private sector partnership focused on nurturing the growth of a knowledge-based economy in the Columbia, SC region. Comprised of business and industry leaders, along with representatives from local government and academia, EngenuitySC strives to create a fertile business climate that:

- Encourages entrepreneurship and the commercialization of ideas and technology
- Harnesses the research breakthroughs of higher education institutions
- Establishes public policy that is sensitive to the unique needs of knowledge-based companies
- Promotes access to start-up investment capital

The ultimate goal is the creation of a vibrant innovation pipeline, resulting in the commercialization of technology that supports the region's economy with higher paying jobs for all citizens. EngenuitySC has a singular focus to be a catalyst for positive change and growth in the region.