TAKING OFF!
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## CHARLESTON COUNTY ECONOMIC DEVELOPMENT

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## ECONOMIC DEVELOPMENT AMBASSADORS

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Dear Colleagues and Friends:

As 2019 draws to a close, we reflect on a remarkable decade. This year has been productive in terms of job creation by both new relocating businesses and expansions, as well as marketing our county to key influencers, and preparing a new strategic direction for our 25-year old economic development mission.

We celebrated a historic milestone in 2019, as our community welcomed the inaugural nonstop flight between the United Kingdom and the Palmetto State. British Airways announced the new service between Charleston and London (Heathrow) in grand fashion, opening up international tourism and business opportunities across the state. Years of collaboration between the Charleston County Aviation Authority, Explore Charleston, Charleston County, the S.C. Commerce Department, and the S.C. Parks, Recreation and Tourism Department resulted in opening up our economy to the world.

As we close the chapter on this decade, we are proud of our accomplishments. The key to our success has been the department’s uninterrupted focus on our mission to create jobs. Charleston County enjoys one of the most dynamic and enviable economies in the southeast, with our income, wages, tax base, job creation and investment are all on the rise. Charleston County has emerged as an international city that attracts business investment, visitors, and residents from throughout the US and abroad.

We are inspired to be even better in the next decade and during 2019 we embarked on a strategic planning process to create our organizational roadmap. Engaging over 50 regional stakeholders during an eight-month process, TIP Strategies (Austin, TX) developed our bold new organizational strategic plan that will guide Charleston County Economic Development as we continue to be the leading catalyst for economic transition in Charleston County.

Charleston County Council has “walked the walk” as a leader in regional economic development throughout the 25 year history of its mission, making crucial infrastructure, training, and economic development investments and supporting key partner organizations with substantial financial and political support. Its trust in, and steadfast support of the Charleston County Economic Development Department throughout those years has made the ultimate difference in our success, and enabled us to secure a brighter future for our citizens.

As we take off into 2020 and beyond, we are grateful to serve the Charleston community and look forward to leading the advancement of economic growth and shared prosperity in Charleston County!

J. Steven Dykes
Executive Director
Charleston County Economic Development
Announcements Summary

2018
- 884 New Jobs
- $105.9M Capital Investment
- $49M Payroll Increase
- 11 Local Company Expansions
- 5 Corporate Attraction Announcements

2019
- 1,017 New Jobs
- $65.7M Capital Investment
- $49.1M Payroll Increase
- 9 Local Company Expansions
- 4 Corporate Attraction Announcements
Announcements

October 2018 – December 2018

**MAHLE Behr**
Leading supplier of air conditioning and radiator assemblies

**Nanobebe**
Reinventing baby feeding systems

**Bintelli**
Manufacturer & distributor of scooters, electric vehicles & golf carts

**DeepBD**
Developer & operator of artificial intelligence platforms

**Charles River Labs**
Full service drug discovery & early-stage development company.

January 2019 – December 2019

**Charleston Distilling**
Independent, small batch distillery making handcrafted spirits using South Carolina sourced ingredients

**NexGen Containers & Shelters**
Specialty manufacturer of ISO containers & shelters for commercial & defense applications

**LAB Medical Manufacturing**
Manufacturer of precision medical devices & components

**AHG Fasteners-USA**
Designs, manufacturers & sells fastening systems

2018 2019

“South Carolina is a hub of innovation due to the state’s commitment to research and development and strong partnerships with universities. South Carolina provides an excellent climate and highly-skilled workforce, and we are pleased to expand our presence here.”

– Charles River Labs Corporate Senior Vice President Foster Jordan
### Victor Hoppenstein’s Brewlab

Local, start-up craft brewery

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### High Wire Distilling

Produces premium, handcrafted small batch spirits

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### eGroup

Innovative IT service solutions & cloud computing storage

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### Smithey Ironware

Designer & manufacturer of premium cast iron cookware

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### Spartan Motors, Inc.

Leader in fleet, work truck & specialty service vehicle manufacturing

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### Urban Electric Co.

Artisan lighting fixture designer & manufacturer

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### Carver Maritime, LLC

Shipping & warehouse storage operations

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### Alcamci Corporation

Sterile drug product development & manufacturing company

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### Alorica

Leading provider of business process & customer satisfaction outsourcing solutions

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“Spartan Motors is pleased to add North Charleston to our growing global manufacturing footprint. We are big believers in the skilled tradespeople of North Charleston and the larger region, and we know the talent available here will allow us to manufacture to the standard of excellence our customers have come to expect.”

– Spartan Motors, Inc.  
President and Chief Executive Officer Daryl Adams
The Business Retention & Expansion activities of the department have been ongoing and rewarding. This past year marked over 200 interactions with existing industries. Our Business Concierge Team works continuously with all of our allies to provide access to resources and services so that each company can reach its full potential. Our team is here to assist with creating solutions, making key connections, and discussing expansion opportunities. During 2019, workforce development and fueling the talent pipeline was at the forefront. During the summer, the BRE Team was part of STEMersion, a Tri-county effort to expose teachers to industry. Many existing industries graciously hosted a group of 40 educators to aid in STEM lesson planning for the upcoming school year. The Day of Caring, on November 15th, culminated with a career conference that brought many volunteers from existing companies to three Charleston County high schools. Graduating students explored a variety of outstanding local career opportunities to pursue after high school across multiple industries. We have made a concerted effort to identify and pair employers with the Charleston County School District (CCSD). Existing industries can bring career awareness to students of all age levels as well as coordinate job shadowing days and apprenticeships for high school students. This effort will continue as we grow the network of manufacturing, life science, logistics, and technology companies that interact with students from schools across Charleston County. We are proud to be working together with CCSD, “empowering Charleston’s future workforce.”

On behalf of our existing industries, we have attended more than 12 conferences, tradeshows, and events to spread the message that Charleston County companies are open for business! These conferences have ranged from the aerospace and automotive industry to the technology sector. Existing Industry is our number one priority: please allow our Business Concierge Team to assist your company with success and growth.

Contact our Business Concierge Team:

Jennifer D. Brown
Director of Business Retention & Expansion
jdbrown@charlestoncounty.org

Jay M. Kramer
Existing Industry Specialist
jmkramer@charlestoncounty.org
Trident Technical College Workforce Training Center houses training space for Lowcountry companies, including Mercedes Benz-Vans.
Students at three Charleston County high schools were visited by leading employers who shared their stories and provided actionable career pathway ideas as part of a "What's Next?" Career Conference in partnership with Trident United Way’s Day of Caring and Charleston County School District Career & Technology Education. A special thank you to Thomas Case & Brittany Dryden of AHT Cooling Systems who spoke with kids at West Ashley High School.

Our Business Concierge team partnered with area economic development agencies to deliver a two-week experience connecting area teachers with industry. Visiting world-renowned companies like Boeing and Lincoln Electric, the educators had their eyes opened to today’s clean, quiet, organized and safe manufacturing environments.

Turning theory into action, Trident Technical College opened the South Carolina Aeronautical Training Center. The growing need for career paths in aeronautics and manufacturing called for a facility to train future workers in a high-tech environment. The 224,000 sq. ft. project cost $80 million of which Charleston County funded $19 million.
1) British Airways Inaugural Flight
On April 4, 2019, British Airways launched a seasonal, nonstop flight between London and Charleston. This new flight opens South Carolina’s door to a larger international audience and strengthens our ability to compete in a global economy. British Airways utilizes a Boeing Dreamliner 787-8 for the service. North Charleston is home to one of the two final assembly lines for the Dreamliner program. The twice-weekly service will return in March 2020.

2) US Women’s Open Golf Championship
The best players in the world were hosted in our backyard at the Country Club of Charleston. The estimated economic impact was $25 million.

3) ECONOMIX FAM Tour + conference
CCED hosted the premier site selector conference, ECONOMIX, plus a FAM tour with leading site selector consultants. Charleston showed off well to the 273 conference attendees and 24 site consultants!

4) Charleston Tech Center groundbreaking
Spearheaded by Ernest Andrade, Executive Director of the Charleston Digital Corridor, the Charleston Tech Center is designed to provide flexible office space to up-and-coming tech employers. The 92,000 sq. ft. structure on Morrison Drive is expected to open in 2020 and is one of the first major developments to be built under the federal Opportunity Zones program.
CCED STAFF

Steve Dykes, SCCED, AICP
Executive Director

Merle Johnson
Director of Operations

Ashley Richardson
Director of Marketing & Communications

Jennifer Brown
Director of Business Retention & Expansion

Jay Kramer
Existing Industry Specialist

Daniel Royal
Director of Business Recruitment

Kedyky Sherrill
Director of Business Research

Reggie Fuller
Director of Finance & Technology

Janel Spencer
Executive Assistant

Heather Ford
Office Manager
Jennifer Brown is a 2019 honoree of the Charleston Regional Business Journal's Forty Under 40

Jay Kramer graduated from the University of Oklahoma Economic Development Institute

Steve Dykes received the Outstanding Manufacturing Lifetime Service Award at the SC Manufacturing Conference Salute to Awards Luncheon

Steve Dykes is recognized among North America's Top 50 Economic Developer of 2019 by Consultant Connect

American Marketing Awards Charleston Chapter awarded Charleston County Economic Development with the Spark! Award for Best Website for CharlestonCountyDevelopment.org

Southern Economic Development Council awarded Charleston County Economic Development with a Special Judges Award for Talent Attraction for their video collaboration with Charleston Digital Corridor, Charleston Tech: Our Time is Now
Previously administered by the South Carolina Department of Commerce, the Industry Impact Awards continued this year, on a local level and were presented by Charleston County Economic Development at our annual Industry Appreciation Luncheon on January 23, 2020.

The positive impacts our existing industry has on our community is to be recognized. We made a call for nominations for companies to list their 2019 achievements. Nominations included capital investment, job creation, community engagement, innovation, human resource support, sales growth and environmental stewardship. We are proud of all our nominations, and congratulate the three companies chosen in their respective category.

**SMALL 1-100 EMPLOYEES**

Heatworks developed Ohmic Array Technology – the first truly innovative advancement in electric water heating in 100 years. Combing a precisely engineered array of graphite electrodes with a digital control mechanism, Heatworks can generate heat in the simplest, purest and most efficient way, by using the water as the heating element.

In addition to partnering with OEMs to enhance their products, Heatworks is also developing its own award-winning products that help to save water and energy, including MODEL 3 Water Heater, Tetra Countertop Dishwasher, and DUO Carafe. Heatworks has won three CES awards in three years, with three different products. This is unprecedented for a company of this size. Located in Mount Pleasant, SC with a staff of 17, Heatworks is dedicated to helping people save money and helping to preserve Earth’s most precious resources: water and energy.

myheatworks.com

**MEDIUM 101-300 EMPLOYEES**

The Urban Electric Co. was founded in 2003 with less than 10 employees. The company has grown to more than 250 employees and over 150,000 square feet of manufacturing space at the Navy Yard. The artisan lighting fixture designer and manufacturer announced plans in 2019 to invest $10.7 million in a new facility that will serve as its new headquarters and showroom. This facility will be part of The Urban Electric Co.’s multi-building campus where the company will provide custom, made-to-order, heirloom-quality light fixtures using a mix of traditional and modern manufacturing techniques. In addition to increased production lines, the expansion will include a mix of collaborative and private office spaces for its sales and marketing teams, a full-service, barista-staffed café and multiple on-site training rooms to further their robust educational program, UECO University, which aims to support their employees in their personal and professional growth through a series of career enhancing courses. The company will add 180 new jobs to continue its high quality servicing to its international client base.

urbanelectric.com
The former K-Mart building at 8571 Rivers Avenue in North Charleston became the newly renovated T-Mobile Customer Experience Center in February 2018. Since the opening, T-Mobile has hired 578 new employees, adding 246 employees in 2019. The growth is expected to continue into 2020 with the addition of more than 160 employees, not including backfill due to normal attrition. T-Mobile has a sharp focus on hiring veterans both organizationally and locally. Helping build the talent pipeline, T-Mobile partnered with Trident Technical College to create a Work 2 School program offering an Associate’s Degree program at the T-Mobile Customer Experience Center. In addition, a boot camp is held for area High School Seniors offering resume writing and interviewing skills.

T-Mobile is actively engaged in the community supporting several initiatives. A few examples include volunteering time and money to One 80 Place; sponsoring My Sister’s House & Men Against Domestic Violence; and building a “Giving Box” supplied with non-perishables goods.

t-mobile.com
Throughout its history, Charleston International Airport has been home to three domestic legacy carriers (American Airlines, Delta Air Lines, and United Airlines). Discount air service recently added from carriers like Southwest, JetBlue and Alaska Air offered travelers more destinations, while lowering the average price for a round-trip ticket.

Since 2010, the airport’s passenger figures have doubled, while fares have been reduced. New services established by additional airlines during this time along with the increased services from the legacy carriers have contributed to this growth. As airport passenger volume increases, a $200 million terminal improvement plan was completed in 2016, with more improvements scheduled. In 2019, British Airways announced the commencement of a direct route from London Heathrow for the summer season.

Aviation provides the only worldwide transportation network, making it essential for global business and tourism. For their dedicated service to continuously improve the Charleston International Airport and their efforts in community based air service development program, Charleston County Economic Development proudly recognizes Senator Paul Campbell, Helen Hill and Gary Edwards as the 2019 Charleston County Economic Development Ambassadors.
Thank You!

Economic Development is a team sport and we celebrate our accomplishments with our many partners.

AT&T
Berkeley Charleston Dorchester Council of Governments
Berkeley Electric Cooperative
Charleston Area Convention & Visitors Bureau
Charleston County Aviation Authority
Charleston County Government/Departments
Charleston Defense Contractors Association
Charleston Digital Corridor
Charleston Metro Chamber of Commerce
Charleston Regional Development Alliance
Charleston Southern University
Clemson University
College of Charleston
Dominion Energy
Harbor Entrepreneur Center
Home Telecom
Lowcountry Graduate Center
Lowcountry Local First
Lowcountry Manufacturers Council
Palmetto Railways
readySC
SCB2o
SC Council on Competitiveness
SC Power Team
SC Works
South Carolina Department of Commerce
South Carolina Department of Revenue
South Carolina Manufacturers Alliance
South Carolina Manufacturing Extension Partnership
SC State Ports Authority
The Citadel
Trident Technical College
University of South Carolina

Municipal Allies:
Awendaw
Charleston
Folly Beach
Hollywood
Isle of Palms
James Island
Kiawah Island
Lincolnville
McClellanville
Meggett
Mount Pleasant
North Charleston
Ravenel
Ravenel
Rockville
Seabrook Island
Sullivans Island
