The Business Concierge Program focuses specifically on the needs of the companies who call Charleston County home. This ranges from technology companies to manufacturing, and industrial companies. More than 300 such companies have invested in Charleston County, providing jobs and income for the community. The prosperity and growth of your company is paramount to the long-term economic vitality of the area.

The Business Concierge Program offers crucial and essential assistance to the needs of local companies in a number of ways, including:

- Assisting companies with specific needs related to talent attraction, workforce training, and government-related services.
- Servicing expansion needs such as site selection, industrial financing, infrastructure support, startup assistance and potential incentives.
- Identifying beneficial programs and services for technical assistance and international trade.
- Participation in marketing and industry sector support initiatives.

Charleston County is an attractive business destination not only because of our growing workforce and our ability to attract diverse talent, but because of the unique benefit that we offer companies who are located here in Charleston County – our Business Concierge Program.

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CharlestonCountyDevelopment.org
WORKFORCE DEVELOPMENT

SC Works Trident

SC Works Trident Centers provide employers with valuable resources to recruit qualified employees from a variety of backgrounds and skill sets. Services include local and state initiatives to aid in recruitment, employer training programs and business retention and expansion efforts.

toscc.org

Apprenticeship Carolina

Apprenticeship Carolina™, a division of the SC Technical College System, works to ensure all employers in South Carolina have access to the information and technical assistance they need to create demand-driven registered apprenticeship programs. At no cost to the employer, apprenticeship consultants are available to guide companies through the registered apprenticeship development process from initial information to full recognition in the national Registered Apprenticeship System.

apprenticeshipcarolina.com

ManuFirstSC™

South Carolina Department of Commerce collaborated with the state’s education and workforce development organizations to establish a streamlined certificate program. Allowing prospective employees to jumpstart manufacturing careers with a certificate in lieu of experience, many Lowcountry residents have enrolled in the program at Trident Technical College.

tridenttech.edu/ce

readySC™

As an integral part of the SC Technical College System, readySC™ works together with the 16 technical colleges to prepare South Carolina’s workforce to meet the needs of your company. Providing a full range of services to qualifying companies with the end goal of supplying your initial workforce.

readysc.org

readySC™

Mercedes-Benz Vans Plant Opening
Youth Apprenticeship Program

Earn and Learn. South Carolina’s high school students have the unique opportunity to do this by participating in a Youth Apprenticeship program. The program combines high school curriculum and career and technology training with critical on-the-job training performed at a local business. Students can pull in a paycheck through part-time work while earning a national credential in one of many high-demand occupations. South Carolina’s business and industry need highly-skilled workers. Registered apprenticeship works to build a solid workforce pipeline for the future.

tridenttech.edu/career/workforce/index.htm

Trident Technical College (TTC)

Trident Technical College is one of the largest two-year technical colleges in South Carolina, with an enrollment of more than 15,000 part-time and full-time credit students. The college is accredited to award associate degrees, diplomas and certificates. In addition, TTC provides hundreds of professional and skill-based courses to over 13,000 Trident area residents each year.

tridenttech.edu

Aeronautical Training Center at Trident Technical College

A 218,105 square foot training facility will offer expanded Aeronautical Studies and Industrial/Engineering Technology curricula to an estimated 5,400 students by 120 faculty and staff. Opening in 2019, the facility is lauded by many company CEO’s, including former Mercedes-Benz Vans CEO and President Michael Balke, who expressed excitement about the training center and its anticipated contribution to producing more skilled industrial workers.

tridenttech.edu/academics/divisions/aero/index.htm

Clemson University Zucker Family Graduate Education Center

Opened in 2017, the center offers programs supporting the growing technical workforce in the area and enable continuing education to working professionals in the following areas: Masters in Mechanical Engineering and electrical Engineering, Masters in Digital Production Arts and PhD in Computer Science.

clemson.edu/cecas/departments/charleston

Career Academies

Career-themed schools within high schools, in which the learning environment reflects the atmosphere and expectations of the 21st century workplace. The Charleston Metro Chamber of Commerce and public school districts have worked for many years studying successful career academy models across the country and planning a program here. Today, Career Academies are available in high schools throughout the region in the following areas: Science, Technology, Engineering and Math; Business and IT; Culinary/Hospitality; Health Sciences.

charlestonchamber.org/careeracademies

Lowcountry Graduate Center (LGC)

The Lowcountry Graduate Center works collaboratively with leading South Carolina colleges and universities to provide tailored graduate programs and leading faculty though the North Charleston based campus.

lowcountrygradcenter.org
South Carolina offers the following statutory incentives:

**FAVORABLE CORPORATE INCOME TAX STRUCTURE**

- NO PROPERTY TAX
- NO LOCAL INCOME TAX
- NO INVENTORY TAX
- NO WHOLESALE TAX
- NO UNITARY TAX ON WORLDWIDE PROFITS
- NO SALES TAX ON MANUFACTURING MACHINERY, INDUSTRIAL POWER OR MATERIALS FOR FINISHED PRODUCTS

**STATE TAXES & INCENTIVES**

**Corporate Income Taxes**
Several ways to potentially eliminate your entire corporate income taxes. At 5%, South Carolina’s Corporate Income Tax Rate is among the lowest in the Southeast. Many companies qualify for a Job Tax Credit, which eliminates up to 50% of a company’s corporate income tax liability for a specified number of years.

**Sales and Use Taxes**
A range of sales tax exemptions that reduce start up costs and operating costs. South Carolina’s sales and use tax rate is 6%.

**State Discretionary Incentives**
Special state discretionary incentives may be used to meet specific needs. South Carolina has three discretionary grant funds that are administered by the South Carolina Coordinating Council for Economic Development. The Coordinating Council will evaluate each project on a case-by-case basis and a grant may be awarded by the Coordinating Council, in their sole discretion, depending on the needs of the project. The Coordinating Council also evaluates applications for Job Development Credits (JDC).

**Job Tax Credit**
South Carolina provides eligible companies that create new jobs in the state a tax credit against their income tax liability. Charleston County, a Tier 1 County, allows a credit of $1,500 per year for each new job created. Credits can be used to offset up to 50% of South Carolina income tax in a single year. Unused credits may be carried forward for 15 years.

**Available Corporate Incentives**
- Corporate Headquarters Tax credit
- Enhanced Corporate Headquarters Tax credit
- Investment Tax credit
- Research & Development Tax credit
- Port Volume Increase Tax credit
- Numerous Green Initiative credits

To learn more, contact Charleston County Business Concierge Team or visit CharlestonCountyDevelopment.org
In South Carolina, county governments levy property taxes. A company’s property tax liability is a function of: Property Value x Assessment Ratio x Millage.

5-Year Property Tax Abatement
By law, manufacturers (investing $50,000 or more) and distribution or corporate headquarters facilities (investing $50,000 or more and creating 75 new jobs in year 1) are entitled to a five-year property tax abatement from county operating taxes. This abatement usually represents an offset of up to 20% to 50% of the total millage, depending on the county. The abatement does not include the school portion of the local millage.

The tax abatement on investment is in effect for five years only. In year 6, the abatement terminates, and the property is taxed at the millage rate in effect at that time. The five–year property tax abatement is not available for property placed under a Fee-in-Lieu agreement.

Fee-in-lieu of Property Taxes (FILOT)
For industries considering an expansion or move to South Carolina, the legislature enacted a fee-in-lieu of property tax statute. Property potentially subject to the fee-in-lieu usually consists of land, improvements to land, new building construction and machinery and equipment located at the project. The fee-in-lieu statutes permit qualifying companies (those with a minimum investment of $2.5 million) to negotiate to pay a fee instead of paying typical property taxes. The assessment ratio may be negotiated from 10.5% down to as low as 4% on property, machinery and equipment depending on the size of the investment for the project.

Multi-County Parks
This discretionary incentive can be made by a county pertaining to specific business properties, enabling the level of job tax credits (JTC) for which the company is eligible to increase. Specifically, an additional $1,000 per net new employee can be added to the current $1,500 JTC per net new employee available in a developed county.

The State’s Existing Industry Program offers assessment services to industries in each county to help them achieve peak performance. This program helps connect industry with state entities to ensure you have everything you possibly need to grow within South Carolina.

Even though today’s global economy offers limitless sourcing options, we believe South Carolina offers some of the finest vendors in the world. The SourceSC locator program is a convenient way to source local materials and service providers, connecting South Carolina companies with in-state suppliers and vendors.

The Recycling Market Development staff at the South Carolina Department of Commerce provides business matchmaking support, administers one-on-one materials management consultation, works with existing and emerging markets for materials, and tracks the economic impact of the recycling industry.
INTERNATIONAL TRADE SERVICES

South Carolina Department of Commerce, Export Services

Companies of all sizes work with the State to develop and grow export markets throughout the world. Presence in five foreign counties allows close relationships to be built with US Commercial Services. If your company exports to global markets or has plans to do so, the South Carolina Department of Commerce will help you realize the benefits of international trade.

sccommerce.com

South Carolina States Ports Authority

The South Carolina Ports Authority, established by the state’s General Assembly in 1942, owns and operates public facilities at the Port of Charleston and the Port of Georgetown, in addition to the Inland Ports of Greer and Dillon. These facilities create a $53 billion annual statewide economic impact. In fact, 1 in every 11 South Carolina jobs is attributed to the Port.

scspa.com

U.S. Department of Commerce – Export Assistance Center

The U.S. Department of Commerce’s International Trade Administration collaborates with 19 U.S. Government agencies to bring you Export.gov. This site can help you navigate the maze of government offices and get answers to your questions and provide a single source for tools, assistance, and expert knowledge to expand your company’s international sales.

Developed by international trade experts and economists, Export.gov provides trusted market intelligence, practical advice and business tools to help U.S. companies expand in global markets.

export.gov
Our program is so successful; it was recognized by the International Economic Development Council in 2018 as a Gold winner in Excellence.

On behalf of our existing industries, we attend a variety of conferences, tradeshows and events to spread the message that Charleston County companies are open for business!

These include:
- South Carolina Aerospace Conference & Expo
- South Carolina Automotive Summit
- SCAC/AIAG Supply Chain & Quality Conference
- Charleston Defense Contractors Association Defense Summit
- South Carolina International Trade Conference
- DIG SOUTH Tech Conference

Annual Industry Appreciation Luncheon
This annual event centers around honoring Charleston County’s existing industry. Special presentations include Charleston County nominees for the South Carolina Industry Impact Awards, plus the Charleston County Economic Development Ambassador. More than 250 industry executives, elected officials and economic development professionals gather to honor the industries that drive our county’s economic engine.

Palmetto Commerce Park Roundtable
Exclusive to companies that are located in Palmetto Commerce Park and it’s a great way to get to know business neighbors.

Navy Yard Business Concierge
Provides networking opportunity for tenants of the Navy Yard and extends our Business Concierge resources to those companies.

“Since coming to South Carolina in 2009, The Boeing Company has greatly appreciated our deep relationship with Steve Dykes and the Charleston County Economic Development team. They are committed to the success of this region and we know they are as committed as we are to ensuring that Boeing South Carolina is successful for generations to come.”

Joan Robinson-Berry
Former Vice President & General Manager, Boeing South Carolina
COMMUNITY CONNECTIONS & PARTNERSHIPS

Charleston Digital Corridor
CDC is community-sourced initiative to attract, nurture and promote the regions tech economy through an array of impactful programs, products and events while leveraging Charleston's renowned livability.

The CDC is focused on creating the business, education and social environment that is attractive to tech and tech-related companies. Then, the CDC leverages its carefully nurtured relationships, program elements, legislative access, and contacts, to assist companies with integrating them into community.

charlestondigitalcorridor.com

Connecting you to Charleston's Thriving Tech Economy: charlestonworks.com

Lowcountry Local First
A 501(c)3 nonprofit cultivating an economy anchored in local ownership.

lowcountrylocalfirst.org

Harbor Entrepreneur Center
The Harbor’s mission is to create collision among the entrepreneur community. The Harbor consistently provides opportunities for local entrepreneurs to collide with other highly motivated, capable, and intelligent individuals through various programs including shared workspace, business accelerator program and forum groups.

harborec.com

DIG SOUTH Tech Conference
The South’s #1 tech and creative industry tech festival, is held annually in April. DIG SOUTH connects leading global brands like Oracle, IBM and Salesforce to the top tech leaders and entrepreneurs in the South.

charleston.digsouth.com

Charleston Defense Contractors Association
Raises local awareness on the defense industry cluster and advocates to establish the defense contracting companies as viable entities within the Charleston business community.

charlestondca.org

Danny Rowland
Owner, CMMC Navy Yard

“The support we have had with Charleston County Economic Development, Steve Dykes and his staff, is more like family than anything else. In 1993 when base closure was announced, Steve and his staff stood up and went to work. Not only did Charleston County Economic Development play a crucial role in attracting new business to the Tri-County area, they were the first agency to protect and help grow the existing businesses in our area. We look forward to working with Steve Dykes and his staff helping to attract new business while appreciating our existing businesses.”
SC Aerospace
A collaborative effort to advance and market South Carolina’s aerospace industry cluster on the global stage. This effort is conducted through a partnership of the public, private, academic and nonprofit sectors connecting the industry’s assets and securing future growth.
scaerospace.com

South Carolina Manufacturers Alliance
The state’s preeminent industrial trade association, the SCMA is the single most effective advocate for advancing manufacturing in South Carolina.
myscma.com

South Carolina Automotive Council
A Council of the South Carolina Manufacturers Alliance connecting South Carolina’s automotive industry. Driven by SCMA’s automotive members – from Original Equipment Makers to all levels of the supply chain – the SCAC engages on industry relevant topics including trade, government policy, supply chain, quality, workforce and economic development
myscma.com/sc-automotive-council

Lowcountry Manufacturers Council
An organization focused on the unique issues and common goals of the manufacturing sector. Their mission is to enhance the competitiveness, promote development of, and create positive impact upon the manufacturing sector of the Lowcountry of South Carolina
myscma.com/lowcountry-manufacturers

South Carolina Manufacturing Extension Partnership (SCMEP)
A private, non-profit group that serves as a proven resource to South Carolina businesses, providing them with a range of innovative strategies and solutions. An affiliate of the National Institute of Standards and Technology (NIST), SCMEP operates under the US Department of Commerce to promote innovation and industrial competitiveness.
scmep.org

Small Business Development Center (SBDC)
Through its regional centers and area offices, it offers a variety of services and management training courses tailored to meet the needs of small and medium-sized businesses as well as veterans and minority-owned businesses. SBDC consultants at each site provide managerial and technical assistance to those wishing to start, expand or enterprise, generally fee free.
charlestonsbdc.com

Trident United Way
TUW brings organizations and people together to improve educational outcomes for all students, improve the opportunity for all people to enjoy a quality standard of living and improve the health of all individuals.
tuw.org

City of Charleston Business & Neighborhood Services
charleston-sc.gov

Town of Mount Pleasant Business & Tourism Division
experiencemountpleasant.com/work/

City of North Charleston
northcharleston.org/business/

Chamber of Commerce
charlestonchamber.org
northcharlestonchamber.org
mountpleasantchamber.org

The Charleston County Economic Development Department is a division of Charleston County Government. Let us help you navigate the many departments and programs that may be beneficial to your business.
charlestoncounty.org