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FOR IMMEDIATE RELEASE

“South Carolina Power Team Sponsors Training”

Columbia, SC --- The South Carolina Power Team sponsored a November 4th training session for state and county economic developers. Consultant Carol Johnson of the firm Continuous Dialog conducted the session, giving participants a framework to close economic development projects.

“Funding, planning and executing a training session such as last week’s is highly consistent with a key aspect of our mission: to constantly do all we can to support the efforts of the local economic developers of our state and our Department of Commerce,” said Ralph Thomas, president of the South Carolina Power Team. “The training offered was also extremely relevant. Carol Johnson comes from a corporate finance background. She knows what executives need to see and hear in order to make a decision to locate a facility. Training our state’s project management team in those communications techniques should better enable us to compete for and win additional economic development projects.”

Attendees at the training participated in a variety of interactive exercises helping them develop tools for immediate use in their work. “*Building Competitive Advantage & Winning* by Carol Johnson was among the best economic development training sessions I have ever attended,” said Teresa Powers, economic development director for Newberry County. “Whether participants were new to the field or seasoned veterans, everyone left with valuable insights as to how to improve their individual approach to winning projects, as well as making their organization and community more competitive in today’s challenging economic environment.”

The South Carolina Power Team is the economic development alliance of the state-owned, electric utility, Santee Cooper, and the state’s 20 electric cooperatives. With economic development experience unmatched in the state, the South Carolina Power Team helps new industrial/distribution facilities find a home and existing ones expand. The South Carolina Power Team offers professional, experienced, personalized site-location counseling, confidentially and cost-free.