



PALMETTO POWER

PROMOTING
ECONOMIC DEVELOPMENT
IN RURAL SOUTH CAROLINA
MARCH/APRIL 2009

New Tenant in Business Park to Hire 1,000

Upstate South Carolina and Greenville County received outstanding economic development news in February with the announcement that Samsung Networks America, Inc. would be locating its North American Customer Care Center in Mauldin. The facility, which will be located in Centerpointe Business Park served by Laurens Electric Cooperative, is anticipated to employ 1,000 workers by 2014.

“There are so many positives from this announcement,” said Jerry Howard, president and CEO of Greenville Area Development Corporation. “First and

foremost are the jobs Samsung Networks America’s operations will provide – the bottom line objective for

any economic development organization. The announcement also re-affirms that Greenville County and the Upstate have the



mix of product, workforce and incentives to compete for any business relocation or expansion project.”

An affiliate of world renowned South Korean manufacturer Samsung Electronics, Samsung Networks America’s new customer care center represents a \$20 million investment. May is the projected date for the

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Berkeley County Beats Alabama and Georgia for Manufacturer

Berkeley County went head to head with locations in Alabama and Georgia for a \$25 million economic development investment and won. American Synthetics, a recyclable packaging manufacturer, is starting operations in the Crowfield Corporate Center.

“An enormous factor in our decision to locate in Berkeley County was the building,” said Rom Reddy, owner of American Synthetics. “The facility in Crowfield is well suited to our needs and will enable us to meet our goal of beginning production in April.”

American Synthetics produces polywoven, tear-resistant packaging. Initially employing 50 workers, the company’s business plan calls for the addition of 200 more over the next five years.

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ROM REDDY
Owner of American Synthetics



Gene Butler (l) and Rom Reddy (r) at the American Synthetics announcement in Berkeley County.
(photo courtesy of Jim Huff Santee Cooper)

“Rom and his associates are entrepreneurs,” said Gene Butler, director of Berkeley County Economic Development. “We are very excited that our county was able to meet the needs of their primary search criteria. We will continue to do all we can to help their business succeed.”

Berkeley Electric Cooperative serves American Synthetics. “We welcome American Synthetics as an industrial member of Berkeley Electric Cooperative,” said E.E. Strickland, its president and CEO.

Professional Development Initiative

In January 2006, the South Carolina Power Team began a professional development initiative. The program exists to make quality economic development training available to professionals throughout South Carolina.

“The leadership of the electric cooperatives and Santee Cooper knows that stronger skill sets for South Carolina’s economic developers equal a stronger position for our state in the competition for industrial relocations and expansions,” said Donald P. “Rusty” Reed, vice president of business development for the South Carolina Power Team and initiative administrator. All local and regional economic developers in South Carolina are eligible to receive scholarships under this initiative, on a reimbursement basis, to accredited economic development training programs.”



Scholarships provided under the initiative can be used for the following programs: the Basic Economic Development Course provided by the IEDC; the 3 –year Economic Development Institute; the Advanced Symposium at the College of Charleston. To date, 35 South Carolina economic developers have used the program completing \$70,800 in accredited course work.

“I’ve been awarded several scholarships thanks to this initiative,” said Merle Johnson, a project manager with the Charleston Regional Development Alliance. “I can say without a doubt that my message to prospects is sharper thanks to the training that I received. I have colleagues across the state who also received scholarships. I know they would say the same.”

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DONALD P. “RUSTY” REED
VP of Business Development—South Carolina Power Team
Initiative Administrator

Entrepreneurs Bring Firm to Pickens County

Construction began in March on a new 41,000 sq. ft. facility in the Pickens County Commerce Park. The building will be home to Tri Tech USA, Inc., a manufacturer from Vermont.

“As an advanced metalworking company, Tri Tech USA is a welcome addition to our manufacturing community,” said Ray Farley, executive director of

Alliance Pickens. “The owners Joe and Linda Bacigalupo, in conjunction

with the U.S. military, developed a mobile kitchen for the military battlefield. Tri Tech makes and sells these products.”

Farley believes Pickens was successful for a variety of reasons. “Our workforce in the county is experienced in metalworking. We are close to the Port of Charleston. We have a great quality of life. These advantages certainly helped Pickens County form this new partnership with Tri Tech,” said Farley.

In addition to manufacturing, Tri Tech’s Pickens County facility will house the company’s R&D operation and HQ. In the next five years, Tri Tech anticipates a \$4 million investment in the facility and the employment of over 40 workers across a spectrum of production tasks.

“Tri Tech had a choice of electrical providers,” said Charles Dalton, president of Blue Ridge Electric Cooperative. “We are very excited they chose us to meet their needs. We look forward to working with them and assisting them in growing their business to new levels of success.”



Artistic Rendering of New Tri Tech USA Facility

4,445 New Jobs Recruited to Rural SC in 2008

In February, the South Carolina Department of Commerce (SCDOC) released job and investment recruitment numbers in its 2008 Activity Report. For the year the SCDOC’s economic development marketing and project management efforts, in conjunction with economic development groups around the state, resulted in 18,993 new jobs and \$4.1 billion in capital investment in the Palmetto State. Of the 18,993 new jobs, 4,445 went to areas designated by the U.S. Census Bureau as outside any metropolitan statistical area.

“In the past three years, 29% of all job recruitment went to rural areas of our state where only 21% of the workforce resides,” said Joe Taylor, secretary of the South Carolina Department of Commerce.

“These job opportunities will have a significant impact as plants are built and buildings are readied for new product lines in the years ahead. Commerce’s recruitment efforts to rural areas of our state in 2008 are a positive reflection of the state’s business-friendly environment and an indication that our commitment to the business fundamentals is working to encourage growth throughout South Carolina.”





Williamsburg Spec Building 2



Size:	48,884 sq. ft. Mfg/Whse	Former Use:	New Building
Location:	77 Commerce Dr., Kingstree, SC 29518	Utilities:	
Site:	10 acres, 20 additional acres available	Electric:	Santee Electric Cooperative, Inc.
Year Built:	2004	Water:	Town of Kingstree, 12" line
Condition:	Excellent	Sewer:	Town of Kingstree, 8" line
Construction:		Gas:	SCE&G, 3" line
Floor:	To suit occupant	Transportation:	
Walls:	Insulated metal and concrete block	Highways:	US Hwy 52, frontage, I-95, 25 miles
Roof:	Insulated built up	Railroad:	CSX across US Hwy 52
Column Spacing:	40'x50'	Commercial	
Clear Height:	32' at Center 30' at Eaves	Airport:	Florence Regional Airport, 42 miles
Truck Docks:	3	Port:	Port of Charleston, 75 miles
Drive-in Doors:	1		
Lighting:	To suit occupant		
Heating:	To suit occupant		
A/C:	To suit occupant		

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facility to go online. Samsung Networks America is using the Greenville County One-Stop Career System to help in the hiring of staff.

"We welcome Samsung Networks America to membership in our cooperative," said David Wasson, president and CEO of Laurens Electric Cooperative. "They will find our entire organization committed to delivering reliable electric power and top notch customer service."

"There are so many positives from this announcement. First and foremost are the jobs Samsung Networks America's operations will provide — the bottom line objective for any economic development organization."

JERRY HOWARD
President and CEO of Greenville Area
Development Corporation

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