Introduction to Commerce
Agency Overview

- South Carolina’s lead economic development agency
- Cabinet Agency
- Partners with regional alliances, county ED offices, other state agencies (port, ag, forestry, PRT) to sell South Carolina
- Also the state’s business agency
Since January 2011, S.C. Commerce has recruited:

- More than 1000 economic development projects
- 117,000 new jobs
- $32 billion in capital investment
- A project in all 46 counties in S.C.
Since 2011, we’ve had many major announcements:
• From 2011 – 2017, foreign-based firms invested more than $16 billion, creating nearly 40,000 new jobs in S.C.

• In three of five years, IBM Plant Location International has ranked S.C. first in attracting jobs through foreign investment, per capita.

• A nation-leading seven percent of S.C.’s workforce is employed by the 1,200 operations of foreign-based firms that are located here.
## Top 10 Announcements Since 2011 (by investment)

<table>
<thead>
<tr>
<th>Year</th>
<th>Company</th>
<th>County</th>
<th>Investment</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>Bridgestone Americas Tire Operations</td>
<td>Aiken</td>
<td>$1.2 billion</td>
<td>728</td>
</tr>
<tr>
<td>2013</td>
<td>Boeing South Carolina</td>
<td>Charleston</td>
<td>$1 billion</td>
<td>2,000</td>
</tr>
<tr>
<td>2014</td>
<td>BMW Manufacturing</td>
<td>Spartanburg</td>
<td>$1 billion</td>
<td>800</td>
</tr>
<tr>
<td>2014</td>
<td>Toray Composite Materials America, Inc.</td>
<td>Spartanburg</td>
<td>$1 billion</td>
<td>500</td>
</tr>
<tr>
<td>2012</td>
<td>BMW Manufacturing</td>
<td>Spartanburg</td>
<td>$900 million</td>
<td>1,000</td>
</tr>
<tr>
<td>2012</td>
<td>Michelin North America, Inc.</td>
<td>Anderson &amp; Lexington</td>
<td>$750 million</td>
<td>500</td>
</tr>
<tr>
<td>2017</td>
<td>Volvo Car USA, LLC</td>
<td>Berkeley</td>
<td>$620 million</td>
<td>1,910</td>
</tr>
<tr>
<td>2017</td>
<td>BMW Manufacturing</td>
<td>Spartanburg</td>
<td>$600 million</td>
<td>1,000</td>
</tr>
<tr>
<td>2016</td>
<td>Teijin Ltd.</td>
<td>Greenwood</td>
<td>$600 million</td>
<td>220</td>
</tr>
<tr>
<td>2013</td>
<td>Google Berkeley County Data Center</td>
<td>Berkeley</td>
<td>$600 million</td>
<td>NA</td>
</tr>
</tbody>
</table>
## Top 9 Announcements Since 2011 (by job creation)

<table>
<thead>
<tr>
<th>Year</th>
<th>Company</th>
<th>County</th>
<th>Investment</th>
<th>Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>LPL Financial</td>
<td>York</td>
<td>$150 million</td>
<td>3,000</td>
</tr>
<tr>
<td>2015</td>
<td>Volvo Car USA</td>
<td>Berkeley</td>
<td>$500 million</td>
<td>2,500</td>
</tr>
<tr>
<td>2014</td>
<td>The Lash Group, Inc.</td>
<td>York</td>
<td>$90 million</td>
<td>2,400</td>
</tr>
<tr>
<td>2013</td>
<td>Boeing South Carolina</td>
<td>Charleston</td>
<td>$1 billion</td>
<td>2,000</td>
</tr>
<tr>
<td>2017</td>
<td>Volvo Car USA</td>
<td>Berkeley</td>
<td>$620 million</td>
<td>1,910</td>
</tr>
<tr>
<td>2014</td>
<td>Giti Tire Holdings</td>
<td>Chester</td>
<td>$560 million</td>
<td>1,700</td>
</tr>
<tr>
<td>2011</td>
<td>Continental Tire the Americas</td>
<td>Sumter</td>
<td>$500 million</td>
<td>1,620</td>
</tr>
<tr>
<td>2015</td>
<td>Red Ventures</td>
<td>Lancaster</td>
<td>$90 million</td>
<td>1,500</td>
</tr>
<tr>
<td>2016</td>
<td>CompuCom Systems</td>
<td>Lancaster</td>
<td>$41 million</td>
<td>1,500</td>
</tr>
</tbody>
</table>
As a result of this recruitment success:

• S.C. has seen its unemployment rate fall from 10.7 percent in Jan. 2011 to 4.3 percent today.

• As of June 2017, the number of South Carolinians employed exceed 2.3 million.

• There are 295,000 more people working in S.C. today than there were in January 2011.

• Since 2011, S.C.’s median household income has increased 15.7 percent, outpacing the national average (12.9 percent).
Who is Commerce

Commerce divisions:

- Global Business Development
- Research
- Existing Industry
- International Strategy & Trade (IST)
- Community Development Block Grant Program (CBDG)
- Marketing and Communications
- Administration
- Regional Workforce Advisors
- Office of Innovation
Workforce

Regional Workforce Advisors (12)
Brokering services and resources between education and businesses

• SC Future Makers/STEM Premier
• Career Showcases
• Guidance and Career Specialist Training
• Summer externships for educators in business settings
• Community Boeing Days
• ....and much more
Public-private initiative
Tells the South Carolina’s advanced manufacturing and technology story and how it relates to the 16 career clusters
Middle, high, technical and four-year college students, parents and educators
Work Ready Communities

1st State in the country to have all counties certified

ACT WorkKeys National Career Readiness Certificates: 367,170 statewide and 1,326 Job Profiles

<table>
<thead>
<tr>
<th></th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
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</thead>
<tbody>
<tr>
<td>Total</td>
<td>881</td>
<td>57,752</td>
<td>201,161</td>
<td>107,376</td>
</tr>
</tbody>
</table>
Economic and Workforce Development
with Education and Training

Workforce training
• readySC™ focuses on the recruiting and initial training needs of new and expanding organizations in South Carolina.

Apprenticeship Carolina/Youth
• Supervised on-the-job training that is provided by an employer at the workplace and is customized to meet job-specific needs.

Local Community and Technical Colleges
• Continuing education efforts and customized training to local area businesses.
In SC alone:
# high school utilizing
# student profiles
created
# business profiles
created

Focus on not only manufacturing (SC Future Makers) but also healthcare and digital and information technology (IT-oLogy)

A platform for All Levels of Talent

A digital ecosystem driven by a common Virtual Hub where everyone can connect and engage:
Talent
Resources
Talent Seekers
Mentors

STEM Premier