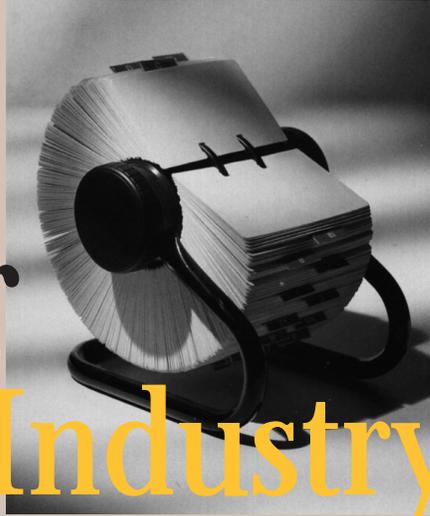


Resource Guide for

Existing Industry



TEAM SOUTH CAROLINA

We perform. You win.

South Carolina Department of Commerce
April 2002

TABLE OF CONTENTS

Introduction

South Carolina Department of Commerce Resource Guide for Existing Industry, “A Synopsis of State Services”	1
--	---

2002 Resource Guide for Existing Industry

American Quality Assessors (AQA)	2
Apogee, A Program of Graduate Engineering Education	2
Arthur M. Spiro Center for Entrepreneurial Leadership	3
Business Carolina, Inc.	3
Business Development Corporation	3
Business Incentives, South Carolina	4
Buy South Carolina Supplier Locator Services	4
Career Centers, High School	5
Career Center Advisory Boards	5
Center for Accelerated Technology Training	6
Center for Advanced Manufacturing	6
Center for Applied Technology (CAT)	7
Center for Waste Minimization	7
Certified Development Corporation	7
Clemson University	8
Clemson Apparel Research Center	8
Composite Solutions, Inc.	9
Concurrent Technologies Corporation, CTC	9
Continuing Education Programs, State Board for Technical and Comprehensive Education (State Tech)	10
Council of Governments	10
Department of Health and Environmental Control	13
Drug Testing	13
Economic Development Offices	13
Engineering/Industrial Technology Education	21
English as a Second Language	21
Enterprise Zone Program	21
Environmental Training Center	22
EPA – Understanding the Hazardous Waste Rules	23
Export Assistance, South Carolina Department of Commerce	23
Export Consortium, South Carolina	24
Family Business Forum	25
Fire Academy	25
Foreign Trade Zone Nos. 21, 38, 127	26
Forest Wood Products Assistance, SC Forestry Commission	26
Governor’s Pollution Prevention Award	27

Group Health Insurance for Manufacturers	27
High Performance Partnerships	28
Independent Learning, University of South Carolina	28
Index of Waste Minimization Resources	28
Industrial Directory, South Carolina	29
International Perspective	29
Innovative Technology Training Resource Centers	30
Job Development Credit – See Enterprise Zone Program, Page 21	21
Jobs Tax Credit Fact Sheet	32
Labor Market Information	32
Minority Business Directory	33
Office of OSHA Voluntary Programs	33
Plastics Learning Network	34
Ports Authority, SC State	34
Port of Charleston	35
Port of Georgetown	35
Private Investor Network (PIN)	36
Public Relations	36
Questline	37
Recycling Market Development Advisory Council (RMDAC)	37
Research Authority, South Carolina	38
Retraining Program – See Enterprise Zone Program, Page 21	21
Revenews, SC Department of Revenue	38
Small Business Assistance Program (DHEC)	39
Small Business Development Center	39
Solid Waste Reduction and Recycling, Office of	40
South Carolina Business Opportunities	40
South Carolina Department of Transportation, Division of Mass Transit	41
South Carolina Employment Security Commission	41
South Carolina Manufacturing Extension Partnership (SCMEP)	42
South Carolina Technology Alliance	42
South Carolina Environmental Excellence Program	43
Southeastern Trade Adjustment Assistance Center (SETAAC)	43
State Technical College System, SC State Board for Technical and Comprehensive Education (State Tech)	43
Tech Prep	45
School to Work Initiative	46
University of South Carolina	46
University of South Carolina, Daniel Management Center	47
Vendor Registration (SC Materials Management Office)	47
Wage Survey	48
Workers Compensation Commission, SC	49
Worker Layoff Assistance	49
Workforce Development and the Family Independent Act	50

South Carolina Department of Commerce

Resource Guide for Existing Industry

A Synopsis of State Services

Introduction

The **Resource Guide** is a reference tool for the existing business community of South Carolina, providing easy to find, concise information on state services. These services are geared toward manufacturing companies in South Carolina. They address assistance available to expanding companies, common areas of concern, educational opportunities and general information about economic development in the state.

This guide contains a variety of resources, both services and publications. Many of these resources are provided at no cost, while others carry reasonable charges or fees.

The Existing Business Services division of the South Carolina Department of Commerce produces the **Resource Guide**. The mission of the division is to implement strategic programs to support and expand South Carolina-based capital investment and jobs. We welcome your comments and questions, and hope you find the **Resource Guide** a useful tool.

Existing Business Services
South Carolina Department of Commerce
P.O. Box 927
Columbia, SC 29202
(803) 737-1867

Resource Guide for Existing Industry - 2002

American Quality Assessors (AQA)

American Quality Assessors (AQA) is an accredited management system registrar created solely to certify conformance of management systems to ISO 9000, QS-9000 and ISO 14000. AQA is committed to providing responsive affordable registration services to companies located in the United States. AQA is a not-for-profit economic development organization. Although AQA registers companies of all sizes, it offers small businesses registration services through its Small Business Registration Program. AQA endeavors to use local, certified auditors having appropriate industrial expertise.

Jack Finney, Jr.
Executive Director
American Quality Assessors
1107 Belleview Avenue
Columbia, SC 29201
Toll Free: (800) 281-4384
Phone: (803) 779-8150
Fax: (803) 779-8109

Apogee, A Program of Graduate Engineering Education

APOGEE provides graduate engineering courses throughout the state via color videotapes and videostreaming. The University of South Carolina, College of Engineering, faculty members teach courses. This program enables engineers to continue full-time employment while working toward an advanced degree or taking selected courses for career development. See our website at www.engr.sc.edu for more information.

Susan M. Jarvie
Program Coordinator
College of Engineering and Information Technology
Swearingen Engineering Center
University of South Carolina
Columbia, SC 29208
Phone: (803) 777-2525
Fax: (803) 777-0027
e-mail: sjarvie@sc.edu

Arthur M. Spiro Center for Entrepreneurial Leadership

The Arthur M. Spiro Center for Entrepreneurial Leadership is an initiative of the College of Business and Behavioral Science at Clemson University. The mission of the Spiro Center is to support educational, research and outreach programs that promote entrepreneurial activity and economic development within the region, state and nation. We coordinate educational offerings in entrepreneurship, support faculty research into entrepreneurship topics and through student groups, faculty and a team of executive mentors, provide various forms of assistance to entrepreneurial ventures.

Caron H. St. John, Ph.D.
Director
Arthur M. Spiro Center for Entrepreneurial Leadership
College of Business and Behavioral Science
Clemson University
164 Surrine Hall
Clemson, SC 29634
Phone: (864) 656-7235
Fax: (864) 656-4468
e-mail: scaron@clemson.edu
e-mail: greene@clemson.edu

Business Carolina, Inc. – A Business Resource Company

Business Carolina is a not-for-profit, statewide development finance institution that provides innovative financial products and capacity-building services to promote growth and competitiveness of new and existing, small- and medium-sized businesses in South Carolina. Business Carolina complements private-sector activities through a variety of lending programs to fill gaps in funding often faced by these businesses, especially in rural and distressed areas of South Carolina.

Charlton L. Whipple
Senior Vice President – Lending
Business Carolina, Inc.
1441 Main Street, Suite 900
PO Box 8327
Columbia, SC 29202
Phone: (803) 461-3801
Fax: (803) 461-3819

Business Development Corporation

The Business Development Corporation is a privately owned non-bank financial institution organized for the purpose of promoting economic development in South Carolina. It provides term loans to both new and expanding businesses, which are unable to obtain financing through normal banking sources. Loans can be for most business

purposes and to various types of business except for investment, speculative and eleemosynary ventures.

Eric B. DeGroat, Jr.
Business Development Corporation
P.O. Box 21823
Columbia, SC 29221
Phone: (803) 798-4064
Fax: (803) 798-1224

Business Incentives

Business Incentives is a booklet outlining state incentives available to both new and existing manufacturers. *Business Incentives* covers corporate income tax, sales and use tax, property tax, financing options, training assistance and other special incentives.

Chuck Bundy, CED
Associate Director
Existing Business Services
South Carolina Department of Commerce
P.O. Box 927
Columbia, SC 29202
Phone: (803) 737-0440
Fax: (803) 737-0572
e-mail: cbundy@teams.com
Web: <http://www.teams.com/library.html>

Buy South Carolina

The Buy South Carolina Supplier Locator Service assists new or expanding companies utilizing the Center for Accelerated Technology Training (CATT) to locate suppliers in South Carolina. South Carolina based companies that have the capability of meeting the supplier needs are located and contact information is given to the new or expanding company. The goal of this service is to encourage business resulting in dollars and jobs remaining in South Carolina

Tommy B. Fulmer
Buy South Carolina Project Administrator
State Board for Technical and Comprehensive Education
Economic Development Division
111 Executive Center Drive
Columbia, SC 29210-8424
Phone: (803) 896-5342
Fax: (803) 896-5335
e-mail: fulmer@sctechsystem.com

Career Centers, High School

High School Career Centers utilize specially designed curriculum with the goals of providing for immediate employment upon completing of the program, and/or preparing the student for entry into a post secondary institution for further education and training. Career Centers work to meet the demands of business and industry by providing students who are academically prepared, have a high level of technical knowledge and can work well with others as a team.

B. T. Martin
Education Associate: Engineering and Industrial Technology Education
State Department of Education
915-A Rutledge Building
1429 Senate Street
Columbia, SC 29201-3730
Phone: 803-734-3398
Fax: 803-734-35-25
e-mail: btmartin@sde.state.sc.us

Career Center Advisory Boards

High School Career Centers utilize specially designed curriculum with the goals of providing for immediate employment upon completing of the program, and/or preparing the student for entry into a post secondary institution for further education and training. Career Centers work to meet the demands of business and industry by providing students who are academically prepared, have a high level of technical knowledge and can work well with others as a team.

These Career Centers utilize citizen and faculty boards to help them determine course curriculum and give guidance on future technology and industry trends. Inquiry about serving on these boards should be addressed to the Career Center director of that school. A list of these contacts can be found in the attached directory under Appendix B – High School Career Centers. For additional Information contact B.T. Martin.

B. T. Martin
Education Associate: Engineering and Industrial Technology Education
State Department of Education
915-A Rutledge Building
1429 Senate Street
Columbia, SC 29201-3730
Phone: 803-734-3398
Fax: 803-734-35-25
e-mail: btmartin@sde.state.sc.us

Center for Accelerated Technology Training/State Board for Technical and Comprehensive Education (State Tech)

The technical education system's Center for Accelerated Technology Training (CATT) program is recognized as one of the premiere industry training programs in the United States. CATT provides customized training programs for new and expanding industry at little or no cost to these companies. Services include curriculum development, providing and training instructors, preparing the training site and recruiting applicants for the training program. Pre-employment training, structured post-employment training or a combination of the two may be provided to the company.

Robert Taylor
Associate Executive Director
Industrial and Economic Development
SC State Board for Technical and Comprehensive Education
111 Executive Center Drive
Columbia, SC 29210
Phone: (803) 896-5333
Fax: (803) 737-9343

Center for Advanced Manufacturing

The mission of the Center for Advanced Manufacturing is to advance the state of knowledge in manufacturing science and engineering. The Center addresses this mission through research and technology transfer in the areas of design and rapid prototyping, mechatronics and robotics, and materials and production processes. The Center emphasizes basic and applied research in design, materials and production processes, which support industry of South Carolina and the nation. The Center partners with the South Carolina Manufacturing Extension Partnership to address small and medium size industry needs, and the Navy Center of Excellence for Composites Manufacturing. The Center hosts the Laboratory to Advance Industrial Prototyping, a consortium of industrial companies using advanced technologies in rapid prototyping and manufacturing.

Dr. Frank W. Paul
Director
1000 Fluor Daniel Building
Clemson University
Clemson, SC 29634-0925
Phone: (864) 656-3291
Fax: (864) 656-4435
e-mail: frank.paul@ces.clemson.edu

Center for Applied Technology (CAT)

The Center for Applied Technology (CAT) provides assistance in the formation and development of technology-based companies, and for companies evolving from university research within the state. On-site conference rooms, telephone answering, clerical support, shared copier, fax machine and mail services are also available.

Vincie Albritton
Business Manager
Office of Technology Transfer
Clemson University
P.O. Box 345701
Clemson, SC 29634-5701
Phone: (864) 656-5708
Fax: (864) 656-0474

Center for Waste Minimization (CWM)

The Center for Waste Minimization (CWM) is a free, non-regulatory waste advisory and assessment service of the South Carolina Department of Health and Environmental Control (DHEC) for new and existing businesses. The CWM provides technical assistance for the minimization of a plant's waste streams through pollution prevention and waste minimization techniques, information and a library for proven waste reduction methods and a network of regional and national information centers of waste minimization.

Robert E. Burgess
Section Manager
Center for Waste Minimization
SC Department of Health & Environmental Control
2600 Bull Street
Columbia, SC 29201
Phone: (803) 896-8986
Fax: (803) 896-8991

Certified Development Corporation

The Certified Development Corporation provides debenture bond financing through the U.S. Small Business Administration's 504 Loan Program throughout the State of South Carolina. Fixed rate financing is available to most types of businesses based on job creation, but only for fixed assets. It can finance up to 40% of a project with a first mortgage lender providing up to 50%. The business owner is expected to provide 10% to 20% of project.

J. Connally Bradley

Certified Development Corporation
P.O. Box 21823
Columbia, SC 29221
Phone: (803) 798-4064
Fax: (803) 798-1224

Clemson University

Clemson University offers a variety of services for South Carolina manufacturers, including consulting and research programs in such areas as environmental sciences, manufacturing and information technology. In the area of manufacturing, Clemson's research and consulting capabilities can assist with rapid prototyping, materials and manufacturing processes, robotics, industrial engineering, in-house training and continuing education and development of specialized application software. Clemson also operates departments for environmental toxicology and environmental systems engineering.

Dr. Christian E.G. Przirembel
Vice President for Research
Clemson University
300 Brackett Hall
Clemson, SC 29634
Phone: (864) 656-7701
Fax: (864) 656-7700
e-mail: cprzmb1@clemson.edu

Clemson Apparel Research Center

Clemson Apparel Research Center demonstrates all aspects of advanced sewn-products manufacturing including fast-turn manufacturing, full computer integration for design and manufacturing, state-of-the-art automated equipment, and advanced manufacturing practices; conducts advanced materials and stitchless technology research in support of major research projects; develops and demonstrates advanced supply chain concepts and automation for all products; and conducts short courses for apparel manufacturers.

Dr. Christine W. Jarvis
Director
Clemson Apparel Research Center
500 Lebanon Road
Pendleton, SC 29670-1957
Phone: (864) 646-8454
Fax: (864) 646-8230
e-mail: cwjrv@clemson.edu

Composite Solutions, Inc.

Composites Solutions is a privately held company that offers a wide variety of services to industry through partnerships with the South Carolina Manufacturing Extension Partnership, The Spence Center for Composites Technology, the Naval Center of Excellence for Composites Manufacturing Technologies and private industries. Included in these services are a variety of Industrial Safety Programs, Safety Training and Mock OSHA Inspections. The primary activities of the company may be divided into four principal areas: consulting, training, assessments and product development.

Dr. Evan Flynn
Composite Solutions, Inc.
103 Trade Zone Drive, Suite 36C
West Columbia, SC 29170
Phone: (803) 822-4000
Fax: (803) 822-8582

Concurrent Technologies Corporation (CTC)

Concurrent Technologies Corporation's goal is to improve our clients' profitability and effectiveness. *CTC* assists companies through a variety of consulting services including the following.

- Economic and workforce development
- Environmental management and pollution prevention
- Brownfield remediation and re-development
- Land use planning and development
- Community development
- Job training
- ISO certification
- Security and video surveillance audits and design
- Grant writing
- Network design
- Web design and hosting

CTC has over 1,200 employees at 20 strategic locations throughout the United States, with four offices in South Carolina.

Eric Oltman
Manager, Columbia Operations
Concurrent Technologies Corporation
710 Heidt Street
Columbia, South Carolina 29205
Phone: (803) 748-7662
Fax: (803) 748-1049
e-mail: eoltman@ctc.com

Continuing Education Programs, State Board for Technical and Comprehensive Education (STATE TECH)

Continuing Education Programs are conducted by the sixteen colleges in the State Board for Technical and Comprehensive Education system. This post-employment training is occupational by design and may be general or customized. The programs provide training for low to high skill occupations.

The types of training programs include seminars, workshops, short courses and long-term apprenticeships. The programs may be conducted on a technical college campus or in a plant. The purpose of this program is to deliver to local businesses and industries the type of training needed to keep them competitive and growing. The Continuing Education program carries a minimal cost.

Edward L. Shultz
Coordinator
Occupational Advancement Training
S.C. State Board for Technical and Comprehensive Education
111 Executive Center Drive
Columbia, SC 29210-8424
Phone: (803) 896-5343
Fax: (803) 896-5335
e-mail: Shultz@tec.sc.us

Councils of Governments, South Carolina Regional

South Carolina's ten Regional Councils of Governments (COGS) coordinate activities between federal, state and local governments. COGS perform a variety of services to support local governments in the areas of grants administration, economic development and planning and management assistance. Each council has its own unique blend of programs, depending on the local needs and priorities. Some examples include:

- Local government planning
- Engineering technical analysis (water, sewer feasibility studies, utility mapping, etc.)
- Revolving loan fund program
- Technical assistance with solid waster, GIS mapping, transportation planning. Computer technology, local government planning, etc.

Appalachian Council of Governments
Robert M. Strother, Executive Director
P.O. Drawer 6668
Greenville, SC 29606

Phone: (864) 242-9733
Fax: (864) 242-6957
E-mail: strother@scacog.org

Berkeley-Charleston-Dorchester Council of Governments
Ron Mitchum, Executive Director
5290 Rivers Avenue, Suite 400
North Charleston, SC 29406-6357
Phone: (843) 529-0400
Fax: (843) 529-0305
e-mail: ronm@bcdcog.com

Catawba Regional Council of Governments
Harold Shapiro, Executive Director
P.O. Box 450
215 Hampton Street
Rock Hill, SC 29731
Phone: (803) 327-9041
Fax: (803) 327-1912
e-mail: exec@catawbacog.org

Central Midlands Council of Governments
Doug Phillips, Executive Director
236 Stoneridge Drive
Columbia, SC 29210-8010
Phone: (803) 376-5390
Fax: (803) 376-5394
Web: www.cmcog.state.sc.us

Lowcountry Council of Governments
Chris Bickley, Jr., Executive Director
P.O. Box 98, I-95 at Highway 17
Yemassee, SC 29945-0098
Phone: (843) 726-5536
Fax: (843) 726-5165
e-mail: cbickley@lowcountry.org

Lower Savannah Council of Governments
Eric P. Thompson, Executive Director
P.O. Box 850
2748 Wagener Road
Aiken, SC 29801
Phone: (803) 649-7981
Fax: (803) 649-2248
e-mail: lscog@scescpae.net
Web: www.scescape.net/~lscog

Pee Dee Regional Council of Governments
Johnny B. Brown, Executive Director
2314 Pisgah Road
P.O. Box 5719
Florence, SC 29502
Phone: (843) 669-3138
Fax: (843) 669-4392
e-mail: peedeecog@mindspring.com

Santee-Lynches Regional Council of Governments
James T. Darby, Executive Director
P.O. Box 1837
36 West Liberty Street
Sumter, SC 29151
Phone: (803) 775-7381
Fax: (803) 773-9903

Upper Savannah Council of Governments
Patricia C. Edmonds, Executive Director
P.O. Box 1366
Greenwood, SC 29648
Phone: (864) 941-8050
Fax: (864) 941-8090
e-mail: pedmonds@uppersavannah.com

Waccamaw Regional Planning and Development Council
C. Kenneth Thompson, Executive Director
1230 Highmarket Street
Georgetown, SC 29440
Phone: (843) 546-8502
Fax: (843) 527-2302

Department of Health & Environmental Control

Willie J. Morgan is the permitting liaison for this state agency. He is responsible for coordinating the permits that industry and businesses need from any, or all, of SCDHEC's program areas. He serves as the primary contact and advocate for the regulatory community.

Willie J. Morgan
Permitting Liaison
SC DHEC
2600 Bull Street
Columbia, SC 29201
Phone: (803) 896-8983
Fax: (803) 896-8999
e-mail: morganwj@dhec.state.sc.us

Drug Testing

The Analytical Chemistry Division of the Bureau of Laboratories (BOL), SC Department of Health and Environmental Control (DHEC) operates a drug abuse screening service at competitive prices using the latest in laboratory technologies. The BOL provides rapid turnaround time on tests, freezer storage, on-site training in specimen collection, random testing lists free on a monthly basis, chain of custody procedure for legal defense, and drug identification. The laboratory certified by the College of American Pathologists (CAP). Any South Carolina company is eligible to use the services.

Thomas M. Hickey, Ph.D., D.A.B.C.C.
Director, Analytical Chemistry Division
SC DHEC Bureau of Laboratories
8231 Parkland Road
Columbia, SC 29223
Phone: (803) 896-0963
Fax: (803) 896-0991
e-mail: hickeytm@columb68.dhec.state.sc.us

Economic Development Offices (by county)

Abbeville County Development Board
Mr. Jamie Gilbert
PO Box 533
Abbeville, SC 29620
Phone: 864-459-2181
Fax: 864-459-9266

Aiken - Economic Development Partnership

Mr. Fred E. Humes
PO Box 1708
Aiken, SC 29802
Phone: 803-648-3362
Fax: 803-641-3369

Allendale County Development Board
Ms. Heather Lea Simmons
PO Box 219
Allendale, SC 29810
Phone: 803-584-4611
Fax: 803-584-7042

Anderson County
126 N. McDuffie Street
Anderson, SC 29621
Phone: (864) 260-4386
Fax: (864) 260-4369

Anderson County Development Partnership
Mr. Roger Mudd
126 N. McDuffie Street
Anderson, SC 29621
Phone: 864-260-4386
Fax: 864-260-4369

Bamberg County Economic Dev. Commission
Mr. Wayne Gregory
PO Box 149
Bamberg, SC 29003
Phone: 803-245-4375
Fax: 803-245-3027

Barnwell County Economic Development Commission
Mr. Marshall L. Martin, Jr.
PO Box 898
Barnwell, SC 29812
Phone: 803-259-1263
Fax: 803-259-0030

Greater Beaufort-Hilton Head Economic Development Partnership, Inc.
Mr. Russell D. Cook
PO Box 969
Beaufort, SC 29901-0969
Phone: 843-470-2611
Fax: 843-470-2610

Berkeley County Economic Development
Mr. John D. Scarborough
223 North Live Oak Drive
Moncks Corner, SC 29461
Phone: 843-719-4096
Fax: 843-719-4111

Calhoun County Development Commission
Mr. Pat Black
Courthouse Annex - Suite 114
St. Matthews, SC 29135
Phone: 803-655-5650
Fax: 803-655-6110

Central Carolina Economic Development Alliance
Mr. G. (Mike) Michael Briggs
PO Box 1360
Columbia, SC 29202
Phone: 803-733-1144
Fax: 803-733-1125

Charleston County Economic Development
Mr. J. (Steve) Steven Dykes
2 Courthouse Square, Room 308
Charleston, SC 29401-2210
Phone: 843-958-4506
Fax: 843-958-4507

Charleston Regional Development Alliance
Mr. David T. Ginn
5300 International Blvd. Suite 103A
N. Charleston, SC 29418
Phone: 843-767-9300
Fax: 843-760-4535

Cherokee County Industrial Development Board
Mr. James (Jim) P. Inman
225 S. Limestone Street
Gaffney, SC 29342
Phone: 864-489-5721
Fax: 864-487-3399

Chester County Economic Development
PO Box 723
Chester, SC 29706

Phone: 803-377-1020
Fax: 803-377-1022

Chesterfield County Development Board
Ms. Cherry G. McCoy
PO Box 192
Chesterfield, SC 29709
Phone: 843-623-6500
Fax: 843-623-3167

Clarendon County Development Board
Mr. John Truluck
PO Box 670
Manning, SC 29102
Phone: 803-435-9310
Fax: 803-435-4925

Colleton County Resource and Development Board
Mr. Tom Way
529 Aviation Way
Walterboro, SC 29488
Phone: 843-549-9597
Fax: 843-549-6167

Darlington County Development Board
Mr. Ray Harris
131 Cashua Street
Darlington, SC 29532
Phone: 843-398-4600
Fax: 843-398-4603

Dillon County Economic Development Board
Mr. Eugene Butler
PO Box 911
Dillon, SC 29536
Phone: 843-774-1402
Fax: 843-841-3872

Dorchester County Economic Development Board
Mr. Jim Friar
PO Box 340
Summerville, SC 29484
Phone: 843-875-9109
Fax: 843-821-9994

Aiken - Economic Development Partnership

Mr. Fred E. Humes
PO Box 1708
Aiken, SC 29802
Phone: 803-648-3362
Fax: 803-641-3369

Fairfield County Economic Development Department
Mr. James (Jim) P. Black
PO Drawer 60
Winnsboro, SC 29180
Phone: 803-712-1923
Fax: 803-712-1634

Florence County Economic Development Partnership
Mr. J. (Mike) Michael Eades
218-B West Evans Street
Florence, SC 29501
Phone: 843-676-8796
Fax: 843-676-8799

Georgetown County Economic Development Comm.
Mr. Allen Burns
731 Prince Street
Georgetown, SC 29440
Phone: 843-545-3158
Fax: 843-545-3299

Greenville Area Development Corporation
Mr. Jerry Howard
233 North Main Street, Suite 250
Greenville, SC 29601
Phone: 864-235-2008 ext. 102
Fax: 864-235-9030

Greater Greenville Chamber of Commerce
Mr. David M. Powell
24 Cleveland Street
Greenville, SC 29601
Phone: 864-239-3714
Fax: 864-282-8549

Greenwood County Economic Alliance
Mr. Peter H. Arnoti
109 West Court Avenue
Greenwood, SC 29646
Phone: 864-388-1250

Fax: 864-388-1253

Hampton County Economic Development Commission

Mr. James (Jim) N. McDill

PO Box 672

Hampton, SC 29924

Phone: 803-943-7521

Fax: 803-943-7538

Jasper County Development Board

Ms. Zenie M. Ingram

PO Box 1779

Ridgeland, SC 29936-1779

Phone: 843-726-8127

Fax: 843-726-4665

Kershaw County Economic Development Board

Mr. Nelson Lindsay

PO Box 763

Camden, SC 29020

Phone: 803-425-7685

Fax: 803-425-7687

Lancaster County Economic Development Corp

Mr. Ray E. Gardner

P. O. Box 973

Lancaster, SC 29721

Phone: 803-285-9471

Fax: 803-285-9472

Laurens County Chamber of Commerce

Mr. Marvin Moss

291 Professional Park Road

Laurens, SC 29325

Phone: 864-833-2716

Fax: 864-833-6935

Lee County Economic Development Alliance

Ms. Lendi Roof

PO Box 481

Bishopville, SC 29010

Phone: 803-484-9832

Fax: 803-484-4373

Lexington County

Ms. Tammy Coghill

212 S. Lake Drive
Lexington, SC 29072
Phone: 803-359-8100
Fax: 803-359-8101

Marion County Economic Development Commission

Mr. Frank Jones
PO Box 840
Marion, SC 29571-0840
Phone: 843-423-8235
Fax: 843-423-8233

Marlboro County Economic Development Partnership

Mr. Bob Vail
PO Box 653
Bennettsville, SC 29512
Phone: 843-479-5626
Fax: 843-479-2663

McCormick County

Mr. Dale Surret
Rt. 2, Box 84 AAA
McCormick, SC 29835
Phone: 864-465-2231
Fax: 864-465-2783

Newberry Chamber of Commerce & Dev. Bd.

PO Box 396
Newberry, SC 29108
Phone: 803-276-4274
Fax: 803-276-4373

Oconee County Economic Development Commission

Mr. James (Jim) W. Alexander
502 East Main St.
Walhalla, SC 29691-2028
Phone: 864-638-4210
Fax: 864-638-4209

Orangeburg County Development Commission

Mr. Hal Johnson
115 Office Park Drive
Orangeburg, SC 29116
Phone: 803-536-3333
Fax: 803-534-1165

Partners Economic Development Corporation
Mr. Walter (Walt) C. Sprouse
759 Century Circle
Conway, SC 29526
Phone: 843-347-4604
Fax: 843-347-2292

Pickens-Economic Development Alliance
PO Box 279
Pickens, SC 29671
Phone: 864-898-5593
Fax: 864-898-5595

Saluda Economic Development Board
Mr. Jason Taylor
111 Law Range
Saluda, SC 29138
Phone: 864-445-3055
Fax: 864-445-9495

Spartanburg Area Chamber of Commerce
Mr. R. Carter Smith
PO Box 1636
Spartanburg, SC 29304
Phone: 864-594-5000
Fax: 864-594-5055

Sumter County Development Board
Mr. Steven K. Rust
32 E. Calhoun Street
Sumter, SC 29150
Phone: 803-418-0700
Fax: 803-775-0915

Union County Chamber of Commerce & Dev. Board
Mr. Stanley Vanderford
PO Box 368
Union, SC 29379
Phone: 864-427-9039
Fax: 864-427-9030

Upstate S.C. Regional Alliance
Mr. Sam J. Konduros
PO Box 2425
Greenville, SC 29602
Phone: 864-283-1000

Fax: 864-283-1066

Williamsburg County Development Board

Mr. F. Hilton McGill
PO Box 1132
Kingstree, SC 29556
Phone: 843-382-9393
Fax: 843-382-5353

York County Economic Development Board

Mr. J. Mark Farris
1830 Second Baxter Crossing
Fort Mill, SC 29708
Phone: 803-802-4300
Fax: 803-802-4299

Engineering/Industrial Technology Education

Engineering/Industrial Technology Education is a family of programs that addresses a wide range of occupations. Areas under the Engineering/Industrial Technology umbrella include the following: Construction Cluster, Design Communication Cluster, Manufacturing Cluster, Transportation Cluster and Engineering Cluster. Each program is designed to provide for immediate employment upon completion of the program and/or to prepare the student for entry into a postsecondary institution for further education and training.

Office of Occupational Education
Engineering/Industrial Technology Education
State Department of Education
915 Rutledge Building
1429 Senate Street
Columbia, SC 29201
Phone: (803) 734-8500

English as a Second Language (ESL)

The current labor force profile includes an increasing number of Hispanic workers. In many cases there may be a language barrier in communicating important production and other information. There are ESL programs located throughout the state. The best contact to begin discussion on enrolling your employees in an ESL course, or to teach basic Spanish to company supervisory staff is with the Dean of Continuing education at the nearest Technical College. (Reference the list of technical colleges under State Technical College System.)

Enterprise Program

The Job Development Credit (JDC) allows new and/or expanding companies to reimburse themselves for capital expenditures associated with new jobs and investment.

The source of funds is payroll withholdings, and the potential value of the JDC depends on the number of new full-time jobs created, rate of pay and the county in which the company is located.

A Retraining Credit allows existing South Carolina companies to receive up to \$500 per year/per employee, not to exceed \$2,000 over five years, for the purpose of retraining production employees. The company must match, on a dollar for dollar basis, the total employees withholding share used for the training. Additionally, the training must be approved by and coordinated through the local technical college.

Tiffany Sanders
Coordinating Council for Economic Development
S.C. Department of Commerce
P.O. Box 927
Columbia, SC 29202
Phone: (803) 737-1998
Fax: (803) 737-0571
e-mail: tsanders@teams.com
Web: www.teams.com

Environmental Training Center

The SC Environmental Training Center offers credit and non-credit programs for individuals working in the fields of water, wastewater, hazardous materials/waste and safety. Training can be obtained either at the center on the campus of Sumter Area Technical College or at a given plant location.

An Environmental Engineering Technology degree and certificate programs are also available. Training and assistance can be provided to business, industry and municipalities in the following environmental specialties: Hazardous materials/hazardous waste, health and safety, instructional technology, management and supervision and utility operations/maintenance.

Michael G. Shealy
Department Chair for Natural Resources Management
Environmental Resource Center
Central Carolina Technical College
506 N. Guignard Drive
Sumter, SC 29150-2499
Phone: (803) 469-2350
Fax: (803) 778-7889

EPA – Understanding the Hazardous Waste Rules – A Handbook for Small Businesses – 1999 Update

Generators of Hazardous waste can play a big part in protecting the state's health and environment, and have responsibilities under the law. The intent of this manual is to provide a condensed reference for small businesses, industries and others who may not be familiar with the hazardous waste regulations.

C. Carroll Burley, EMH II
DHEC Bureau of Land and Waste Management
2600 Bull Street
Columbia, SC 29201
Phone: (803) 896-4141
Fax: (803) 896-4002

Export Assistance, South Carolina Department of Commerce

The International Trade program of the South Carolina Department of Commerce is committed to helping the state's companies – no matter how large or small – export their goods and services. The primary role of the trade program is to identify prospective distributors and buyers for South Carolina's companies. This is accomplished largely by coordinating a variety of overseas business missions and participation in international trade fairs, at minimal cost, that are geared to both the beginning exporter and even those established exporters wishing to explore new markets. These types of international events bring together the South Carolina seller and the overseas buyer so as to negotiate future relationships and export sales transactions.

The program's team of global export market specialists provides assistance designed to guide companies from the beginning stages of market research to export sales leads. These global trade managers are readily available to provide on-site assistance and referrals to other export assistance providers. South Carolina's overseas office in Tokyo and Munich expand the program's ability to help South Carolina identify potential partners. Additional information can be found on our web site at www.callsouthcarolina.com, or you may contact the most appropriate market specialist listed below:

S.C. Department of Commerce
P.O. Box 927
Columbia, SC 29202

Physical address:
1201 Main Street, Suite 1750
Columbia, SC 29201

Clarke Thompson

International Trade Development
Phone: (803) 737-0438
e-mail: cthompso@teams.com

Melissa McLeod
International Export Services
Phone: (803) 737-2164
e-mail: mmcleod@teams.com

Amy Thomson
International Trade Development
Latin American Markets
Phone: (803) 737-0488
e-mail: athomson@teams.com

Sam Moses
International Trade Development
European, African and Middle Eastern Markets
Phone: (803) 737-2329
e-mail: smoses@teams.com

John Ling
Asian and Pacific Rim Markets
Phone: (803) 737-3180
e-mail: jling@teams.com

James Barnhill
International Marketing Manager
North American Markets (Mexico and Canada)
Phone: (803) 737-0651
e-mail: jbarnhil@teams.com

Yoshi Noma
Senior Trade Advisor
Japan External Trade Organization (JETRO)
Japan Specialist
Phone: (803) 737-0462
e-mail: noma@mindspring.com

Export Consortium, South Carolina

The South Carolina Export Consortium is a non-profit 501 c 3 established to help existing industry and businesses in South Carolina expand and develop through international trade. The Consortium does this through a public-private partnership with entities across the state and using graduate assistants at the University of South Carolina's Moore School of Business and Clemson University's College of Business.

The Export Consortium provides training and research in market identification, technical support, logistics, cultural background, and points of contacts for small to medium-sized companies that would not traditionally have the resources to look to expand through international trade.

The Consortium works to help companies take advantage of the South Carolina Department of Commerce's trade leads program, trade mission and trade show activities.

Fred Monk
President
South Carolina Export Consortium
P.O. Box 12186
Columbia, SC 29211
Phone: (803) 799-4601
Fax: (803) 779-6043
e-mail: fmonk@scchamber.net

Family Business Forum, South Carolina

The purpose of this forum is to provide opportunities for family-owned businesses to gain the knowledge and perspective concerning the challenges confronting them. Shared expertise comes from USC resources, invited experts, forum sponsors (Anderson, LLP; Bank of America; USC Moore School of Business; MassMutual Life Insurance Co.; and the McNair Law Firm) and the members themselves.

Dr. Caroline D. Strobel
Director
South Carolina Family Business Forum
Moore School of Business
University of South Carolina
1705 College Street
Columbia, SC 29208
Phone: (803) 777-2713
Fax: (803) 777-0712
e-mail: strobel@morre.sc.edu

Fire Academy

This academy provides training to upgrade the state's fire service personnel, paid, volunteer and industrial. The new expanded facility with state-of-the-art props, will allow for training in a multipurpose environment covering many disciplines in fire, fire-related and emergency services.

Melissa Kneece
Marketing Coordinator

South Carolina Fire Academy
141 Monticello Trail
Columbia, SC 29203
Phone: (803) 896-9850
Fax: (803) 896-9856

Foreign Trade Zone Nos. 21, 38, 127

Foreign Trade Zones (FTZ's) are essentially areas on U.S. soil or near a Customs port of entry where foreign and domestic merchandise is considered to be in international commerce, and operated under public utility principles. Foreign or domestic merchandise may enter the zone site without a formal Customs entry or payment of Customs duties or government excise taxes.

Some 2,800 U.S. companies which employ 316,000 people, 70 percent of which are small businesses are using FTZ's to improve cash flow through deferral of duty, for duty avoidance on exporting merchandise and to reduce or eliminate import duties by assembling or manufacturing in a zone. Other potential benefits of FTZ's include faster drawback of duties, the ability to borrow against goods stored in the zone, lower insurance costs and holding merchandise until quota windows open. Companies who locate in general-purpose FTZ's or sub zones may sample or inspect, store, re-label, repair, display, assemble, manufacture, process, destroy or perform other value-adding services to goods while reducing duty expenditures.

Michael McGinnis
Property Manager
S.C. State Ports Authority
P.O. Box 22287
Charleston, SC 29413
Phone: (843) 577-8144
Fax: (843) 577-8191
e-mail: mmcginnis@scspa.com

Forest/Wood Products Assistance, SC Forestry Commission

The Forestry Commission's Economic Development Program is designed to maximize the contributions that forest resources make to the state. Assistance is provided to facilitate development of value-added forest products manufacturing, expansion of existing industry and creation of viable new forest related business. Another goal is to improve the economic impact of the forest resources through promotion of efficient harvesting, processing and recycling. Technical and financial assistance is available to rural communities to help them expand their capacity for improvement and utilize the forest resource base to their best advantage. Technical assistance is available to economic development professionals, rural community leaders and primary and secondary forest products manufacturers.

Dean Carson
Economic Development Forester
South Carolina Forestry Commission
P.O. Box 21707
Columbia, SC 29221
Phone: (803) 896-8822
Fax: (803) 798-8097
e-mail: dcarson@forestry.state.sc.us

Governor's Pollution Prevention Award

The purpose of this program is to honor and recognize small, medium and large businesses and industrial facilities in South Carolina that have exhibited outstanding commitment to protecting South Carolina's environment through innovative pollution control efforts.

Christine Steagall
Program Coordinator
Center for Environmental Policy
Institute for Public Service and Policy Research
University of South Carolina
Columbia, SC 29208
Phone: (803) 777-7463
Fax: (803) 777-4575
e-mail: steagall@iopa.sc.edu

Group Health Insurance for Manufacturers

The Lowcountry Manufacturers Council (LMC) has extended its Group Health Insurance program to include any manufacturer in the State of South Carolina. By joining the LMC, manufacturers of all sizes gain access to a health insurance plan that offers excellent benefits at very competitive rates. Members of the plan have realized savings ranging from 5% to 225%. The average savings has been approximately 30%.

Participating companies must be categorized in SIC codes 2000-3999 (manufacturing). This plan is managed by Gibson & Associates. The provider is Carolina Care Plan. The South Carolina Manufacturing Extension Partnership supports this program.

Shelley Phipps
South Carolina Manufacturing Extension Partnership
PO Box 7008
Columbia, SC 29202
Phone: (803) 252-6976 ext. 232
Fax: (803) 254-8512
e-mail: sphipps@scmep.org

High Performance Partnerships

High Performance Partnerships is a hands-on partnership program between companies and schools designed to produce students with academic and life skills necessary to better themselves and the communities in which they live. It involves measurable changes in the schools, principal “buy-in”, assessment of student and school needs, and commitments in time and resources from both the company and the school.

Edwina A. Carnes
Director
High Performance Partnerships
SC Public Education Foundation
South Carolina Chamber of Commerce
1201 Main Street, Suite 1810
Columbia, SC 29201
Phone: (803) 799-4601
Fax: (803) 779-6043
e-mail: edwinac@sccc.org

Independent Learning, University of South Carolina

Independent learning is a part of the University of South Carolina undergraduate program. It allows students with time and distance constraints to take college level courses for credit via telecommunications instruction, through self-study and textbooks, or internet. As far as possible, the content of the Independent Learning Courses is the same as the campus based courses. Courses covered range from Business Administration to Mathematics to Astronomy.

Robin D. Phillips
Student Services Coordinator
Distance Education
The University of South Carolina
915 Gregg Street
Columbia, SC 29208
Phone: (803) 777-6285
Fax: (803) 777-6264
e-mail: rdandrid@gwm.sc.edu

Index of Waste Minimization Resources

The Index of Waste Minimization Resources is a compilation of recyclers, vendors, services and substitutions that can be used to augment or start a waste minimization/pollution prevention program. A hard copy can be obtained by writing or calling the Center for Waste Minimization. Go to DHEC’s web page at

www.state.sc.us/dhec/eqc, then click on the Center for Waste Minimization, then click on the Index of Waste Minimization Resources.

Robert E. Burgess
Section Manager
Waste Minimization
SC Department of Health and Environmental Control
2600 Bull Street
Columbia, SC 29201
Phone: (803) 896-8986
Fax: (803) 896-8991

Industrial Directory, South Carolina

The South Carolina Industrial Directory published annually, lists manufacturing firms in South Carolina, as well as economic development and international trade information. The Industrial Directory provides company name, address, telephone number, principal contact, number of employees and product information. It is organized into sections by county and by product SIC (Standard Industrial Classification) code. Hard copies may be ordered at \$85.00 each. The Industrial Directory is also available on compact disc for \$150.00.

Yvonne Martin
Directory Sales
South Carolina Industrial Directory
SC Department of Commerce
P.O. Box 927
Columbia, SC 29202
Phone: (803) 737-0415
Fax: (803) 737-0418

International Perspective

South Carolina's International Perspective is an annual publication of Global Trade, which includes a South Carolina Export Directory. The directory includes names, address, principal contact and products produced. The publication also includes useful articles on international trade and finance.

S. Clarke Thompson
Trade Development
SC Department of Commerce
P.O. Box 927
Columbia, SC 29202
Phone: (803) 737-0438
Fax: (803) 737-0572

Innovative Technical Training Resource Centers, State Board for Technical and Comprehensive Education (State Tech)

The Technical College system has 10 innovative Resource Centers, which complement classroom curriculum. Specialized programs for both manufacturing and non-manufacturing operations are revised and updated constantly. Each Resource Center is recognized in the state for having exceptional capabilities in the field listed. Under a variety of arrangements a Resource Center's expertise and information is available to any company in the state.

Mr. Bill Bradberry
Senior Manager for Instructional Technology
State Board for Technical and Comprehensive Education
111 Executive Center Drive
Columbia, SC 29210
Phone: (803) 896-5360
Fax: (803) 896-5363
Email: bradberry@sctechsystem.com
www.sctechsystem.com

Natural Resources and Recreational Management Center

Nancy Bishop, Director
Central Carolina Technical College
506 North Guignard Drive
Sumter, SC 29150-2499
Telephone: 803-778-6656
Fax: 803-778-7879
Email: bishopnw@cctc6.sum.tec.sc.us

Welding and Cutting Technical Resource Center

G. Morris Keasler, Director
Florence-Darlington Technical College
P.O. Box 100548
Florence, SC 29501-0458
Telephone: 803-661-8121
Fax: 803-661-8041
Email: keaslerm@re5d.rlo.53d.wd.uw

Advanced Machine Tool Resource Center

Charles Wilson, Director
Greenville Technical College
P.O. Box 5616, Station B
Greenville, SC 29606-5616
Telephone: 864-250-8440
Fax: 864-250-8500
Email: wilsoncgw@gvltec.edu

Innovative Technical Training Resource Center for Automotive Technology

Wayne Goodman, Director
Greenville Technical College
P.O. Box 5616, Station B
Greenville, SC 29606-5616
Telephone: 864-250-8185
Fax: 864-250-8458
Email: goodmawega@gvltec.edu

Innovative Technical Training Center for Child Care Development

Kristra Kustra, Director
Greenville Technical College
P.O. Box 5616, Station B
Greenville, SC 29606-5616
Telephone: 864-250-8185
Fax: 864-250-8680
Email: kustrakdk@gvltec.edu

International Trade Resource Center

Rosalind Welder, Director
Piedmont Technical College
P.O. Drawer 1467
Greenwood, SC 29648-1467
Telephone: 864-941-8406
Fax: 864-941-8306
Email: welder@ped.tec.sc.us

Total Quality Education Resource Center

Gus Burgdorf, Director
Piedmont Technical College
P.O. Drawer 1457
Greenwood, SC 29648-1467
Telephone: 864-941-8350
Fax: 864-941-8555
Email: burgdorf_g@piedmont.tec.sc.us

Advanced Manufacturing Center

Don Scooler, Director
Trident Technical College
P.O. Box 118067
Charleston, SC 29423-8067
Telephone: 803-574-6494
Fax: 803-574-6470
Email: don.scooler@tridenttech.org

Alternate Transportation Resource Center

Robert Kosak, Director
York Technical College
452 S. Anderson Road
Rock Hill, SC 29730-3395
Telephone: 803-327-8000
Fax: 803-325-2864
Email: kosak@yorktech.com

Advanced Center for Technological Education

Elaine Craft, Director
S.C. Board for Technical & Comprehensive Education
111 Executive Center Drive
Columbia, SC 29210
Telephone: 803-896-5410
Fax: 803-896-5363
Email: crafte@sctechsystem.com

Job Development Credit – See Enterprise Zone Program, Page 21

Jobs Tax Credit Fact Sheet

This fact sheet provides information on the Jobs Tax Credit, a tax incentive available under certain conditions to new and expanding companies where new employees are being added. The credit is allowed for companies engaged in manufacturing, processing, warehousing, wholesaling, research and development and service related industries. The tax incentive is a dollar amount per new employee that is applied against corporate state income tax.

Companies should file Form SC 616 (Application for Certification of Eligibility for SC New Jobs Credit) before the end of the calendar year in which the expansion is planned or announced. Tax form SC SCH. TC4 will lead applicants through calculating their qualifying jobs. (Reference www.sctax.org)

Office Services Division
SC Department of Revenue
P.O. Box 125
Columbia, SC 29214
Phone: (803) 898-5856
Fax: (803) 737-4898

Labor Market Information, SC Department of Commerce

The Department of Commerce keeps a variety of statistics on wage and workforce issues. These statistics include wage and benefit information by county and region, estimates of

unemployed and underemployed, and union activity. Labor profiles are provided for both new and existing companies.

Susan Turkopuls
Labor and Industry Data Manager
South Carolina Department of Commerce
P. O. Box 927
Columbia, SC 29202
Phone: 803-737-3864
Fax: 803-737-0418
E-mail: sturk@commerce.state.sc.us

Minority Business Directory

The South Carolina Minority Business Directory is a reference of certified minority firms as listed by the SC Governor's Office of Small and Minority Business Assistance. This listing includes pertinent business information such as company name, address, telephone, management contact, type of business, a certificate number and a federal IS/SSN number. The companies are arranged in product and service categories. The Directory also explains how to begin the certification process, and includes other small/minority business assistance information.

Shirley Mack
Director
SC Governor's Office of Small and Minority Business Assistance
1205 Pendleton Street, Suite 329
Edgar A. Brown Building
Columbia, SC 29201
Phone: (803) 734-0657
Fax: (803) 734-2498
e-mail: smack@govoepp.state.sc.us

Office of OSHA Voluntary Programs (SC Department of Labor, Licensing and Regulation)

The Office of OSHA Voluntary Programs is designed to help employers provide a safe and healthy workplace for employees. This is accomplished through the following free and confidential programs: Training and Education; Consultation; and Palmetto Star Voluntary Protection Program.

Training is available to employers and employees of both the public and private sector and can take place either on-site or in one of the Regional Training programs. In addition to helping employers identify and correct specific hazards, consulting services provide guidance in establishing or improving an effective safety and health program. Finally, the Palmetto Star Voluntary Protection Program provides recognition to qualified

employers who exceed the requirements of the OSHA Act of 1970 in providing their workers a safe and healthy worksite.

Janet Nixon
Office of OSHA Voluntary Programs
3600 Forest Drive
P.O. Box 11329
Columbia, SC 29211
Phone: (803) 734-9599

Plastics Learning Network (PLN)

The Plastics Learning Network is a cooperative project of the Society of the Plastics Industry, South Carolina Educational TV and Polymers Center for Excellence. This distance learning training initiative brings live, interactive training to your community or plant throughout the United States and Canada. New training opportunities are available for plastic's employers and employees. Courses are taught by qualified instructors and are presented in short, two-hour sessions to allow students to attend with minimal disruption of work schedules. Current courses are available in Basic Injection Molding and Extrusion. Others are under development. For course descriptions and schedules, please visit **The Plastics Learning Network's** website at <http://www/plasticslearning.org>.

Rick Sturgis
Plastics Learning Network
7 North Laurens Street, Suite 606
Greenville, SC 29601
Phone: (864) 239-2939
e-mail: rsturgis@socplas.org

Ports Authority, SC State

The South Carolina State Ports Authority owns and operates the state's major seaport facilities in Charleston, as well as the smaller breakbulk and bulk ports in Georgetown and Port Royal. The Port of Charleston, the largest container port on the U.S. Southeast and Gulf Coasts, offers South Carolina companies frequent access to markets across the globe. There are currently 45 ocean carriers calling on Charleston with service to 150 nations around the world. This variety is unmatched in the region. Beyond regular sailings and efficiency, Charleston's waterfront is known for its cooperative spirit. Transportation professionals at more than 350 private waterfront companies smooth international business transactions, offerings services including international marketing and consulting, freight forwarding and brokerage, trucking, inbound logistics, warehousing, insurance and many others. The ports of Georgetown and Port Royal provide excellent service to nearby industries via truck and rail.

Bernard S. Groseclose, Jr.

President and Chief Executive Officer
SC State Ports Authority
P.O. Box 22287
Charleston, SC 29413-2287
Phone: (843) 577-8600
Fax: (843) 577-8127

Port of Charleston

The Port of Charleston is one of the nation's four busiest container ports, moving more than \$80 million in international cargo everyday. Importers and exporters in South Carolina have immediate access to a world-class port facility, with 40 ocean carriers serving 150 countries around the world directly from Charleston's docks. Excellent interstate and rail access connect the port to the hinterland.

The port's *Steamship Service Profile* details countries served, transit times and contact information for ocean carriers. The *Port Directory* is a comprehensive listing of transportation-related companies across the state offering services to importers and exporters. The *Port Encyclopedia* provides information on physical port facilities. Each of these resources can be obtained from the State Ports Authority's Public Relations division.

Anne M. Moise
Vice President
Public Relations and Human Resources
SC State Ports Authority
P.O. Box 22287
Charleston, SC 29413-2287
Phone: (843) 577-8121
Fax: (843) 577-8127
Toll Free: (800) 845-7106
scspainfo@scspa.com

Port of Georgetown

Shipping bulk or break bulk cargo through the southeast United States, the Port of Georgetown provides a 60,000 sq. ft. transit shed with dockside rail access, a 43,000 sq. ft. transit shed with covered rail loading access and several lumber sheds. Project depth totals 27 ft., and the channel is capable of handling vessels up to 700 ft. LOA. The port also maintains mobile crane lift capabilities up to 100 tons. Both fresh water and electric power are available at dockside.

As an added bonus for shipping lines, Georgetown tariff allows for time volume incentive moves and project moves. The port is served by US Highways 17, 501 and 701, providing access to the US interstate highway system. It is served by all local and long-haul truck lines, and the CSX System is connected directly to the Georgetown terminal.

L. David Schronce
Director, Georgetown and Port Royal
SC State Ports Authority
P.O. Box 601
Georgetown, SC 29442
Phone: (843) 527-4476
Fax: (843) 527-2601
e-mail: dschronce@scspa.com

Private Investor Network (PIN)

The Private Investor Network (PIN) is a matching system for entrepreneurs and investors run by the Center for Entrepreneurship & Technology at USC Aiken. For a fee, entrepreneurs can list the type of investment/investor they desire and investors can list the criteria for their investment. The PIN seeks to match those with similar interests. Application forms can be obtained from the contact below.

Dr. Niren M. Vyas
Director
O'Connell Center for Entrepreneurship and Technology
University of South Carolina at Aiken
171 University Parkway
Aiken, SC 29801
Phone: (803) 648-6851 ext. 3518
Fax: (803) 641-3445

Public Relations

The SC Department of Commerce has a Communications and Promotions Division that can assist companies in developing press release information relating to expansions, company awards, relocations, etc. Assistance includes help with appropriate media contacts and distribution of materials to media.

Helen Munnerlyn
Public Information Director
Communication and Promotions Divisions
SC Department of Commerce
P.O. Box 927
Columbia, SC 29202
Phone: (803) 737-0450
Fax: (803) 737-1652
e-mail: hmunnerl@commerce.state.sc.us
Web: www.teamsc.com

Questline

Questline is an ask-an-expert hotline that provides technical information and problem-solving advice to South Carolina manufacturers. This free service allows manufacturers to call a toll-free line to make inquiries about things like electricity/energy usage, industry/company profiles, technology, process assistance, locating vendors, materials information, and regulatory guidelines.

Questline is paid for by the South Carolina Manufacturing Extension Partnership (SCMEP) and its technical college partners.

Phone: (800) 291-7246
Fax: (888) 716-8724
Email: request@questline.com
www.questline.com/scmep

Recycling Market Development Advisory Council (RMDAC)

The Recycling Market Development Advisory Council was established within the SC Department of Commerce to assist in the development of markets for recovered materials and products with recycled content.

The RMDAC staff provides business development, marketing, and technical assistance to businesses involved in processing or making products with recyclable materials. It also provides information to industries seeking recycling options for their waste by-products.

Ted Campbell
Manager
Recycling Market Development Advisory Council
SC Department of Commerce
P.O. Box 927
Columbia, SC 29202
Phone: (803) 737-0477
Fax: (803) 737-0572
e-mail: tcampbell@commerce.state.sc.us
Web: www.teamsc.com

Dottie Landry
Assistant Manager
Recycling Market Development Advisory Council
SC Department of Commerce
P.O. Box 927
Columbia, SC 29202
Phone: (803) 737-0239
Fax: (803) 737-0572
e-mail: dlandry@commerce.state.sc.us

Web: www.teamsc.com

Research Authority, South Carolina

The South Carolina Research Authority (SCRA) is a public non-profit corporation that facilitates the formation of public, private and academic partnerships in the development and implementation of scientific and technological knowledge to bring about economic growth.

SCRA forms teams of industrial and academic organizations in which SCRA applies science and technology to problem solving for specific needs of government and industry on a contractual basis. SCRA has developed and markets a statewide system of Research Parks. The parks are located in Charleston, Clemson and Columbia. Each park is affiliated with and located near a major research university that has its own areas of expertise.

Dr. Larry E. Druffel
President/Director and Chief Executive Officer
South Carolina Research Authority
P.O. Box 12025
Columbia, SC 29211
Phone: (803) 799-4070
Fax: (803) 252-7642

Retraining Program – See Enterprise Zone Program, Page 21

Revenews, SC Department of Revenue

Revenews is a semi-annual publication of the South Carolina Department of Revenue that provides current information on tax matters in South Carolina. Revenews reports on a variety of tax issues covering both individual and commercial and corporate concerns. Published by the Public Affairs Office of the South Carolina Department of Revenue, a subscription is free and letters to the editor are welcome. Revenews is on the DOR website at www.dor.state.sc.us.

Danny Brazell
Assistant Public Affairs Director
SC Department of Revenue
P.O. Box 125
Columbia, SC 29214
Phone: (803) 898-5419
Fax: (803) 898-5446
e-mail: brazeld@sctax.org

Small Business Assistance Program (DHEC)

The Small Business Assistance Program is located in the South Carolina Department of Health and Environmental Control. This free, non-regulatory service helps small businesses find out what regulations apply to them and helps them to comply with state and federal laws. Phyllis T. Copeland is the state's Small Business Ombudsman. She serves as advocate for small businesses, providing referrals to appropriate technical staff, outreach on regulations and resolving small business problems.

Phyllis T. Copeland
Small Business Assistance Program
DHEC Environmental Quality Control Administration
2600 Bull Street
Columbia, SC 29201
Phone: (803) 898-3997
Fax: (803) 898-3939
Toll Free: (800) 819-9001

Small Business Development Center

The Frank L. Roddey Small Business Development Center of South Carolina (SBDC) is a resource consortium of four universities in South Carolina with the mission of providing management assistance to small businesses in all areas of South Carolina. The four consortium members are Clemson University, South Carolina State University, the University of South Carolina, and Winthrop University. Staffed offices are located in Aiken, Beaufort, Charleston, Clemson, Columbia, Conway, Florence, Greenville, Greenwood, Hilton Head, Orangeburg, Rock Hill, Spartanburg and Sumter.

The SBDC provides technology and export assistance through its partnership with the SC Manufacturing Extension Partnership (MEP), the Center for Manufacturing and Technical Assistance (CMAT at USC) and international trade help in cooperation with the SC Export Consortium. Special programs provide counseling for government procurement clients and SBIR/STTR interested firms.

John Lenti
Director
Small Business Development Center
College of Business Administration
University of South Carolina
Columbia, SC 29208
Phone: (803) 777-4907
Fax: (803) 777-4403

Solid Waste Reduction and Recycling, Office of

The Office of Solid Waste Reduction and Recycling provides educational, technical and grant assistance to local governments, colleges and universities, schools and the public regarding solid waste issues. The Office has a Resource Center at its Columbia office that offers a variety of technical assistance information and educational materials, including “Action for a cleaner tomorrow: A South Carolina Environmental Curriculum Supplement” (for K-12 teachers), video, posters and so on. Many of the materials are available on the Office’s web site (www.state.sc.us/dhec/lwm) or by calling toll free (1-800-768-7348). The Office is available for presentations and offers training and workshops to solid waste professionals, recycling coordinators, teachers and others.

The Office also administers the Solid Waste Management Trust Fund and Grant Program to assist in local governments, schools, colleges and universities in the development of their programs.

In addition, the Office published “South Carolina Recycles: A Directory of Recycling Programs and Markets.” Businesses interested in being included in or receiving this publication can call the Office’s toll-free number.

William W. Culler
Director
Office of Solid Waste Reduction and Recycling
SC Department of Health and Environmental Control
2600 Bull Street
Columbia, SC 29201
Phone: (803) 896-4201
Fax: (803) 896-4001

South Carolina Business Opportunities (SCBO)

South Carolina Business Opportunities (SCBO) is a twice-weekly publication of the Materials Management Office. SCBO lists proposed state procurements of \$10,000 or greater in construction, information technology, supplies and services, and contains other procurement information of interest to the business community. For subscription information visit the website or contact the Materials Management Office (MMO).

Mary Lynn Fowler
Editor
“Business Opportunities”
1201 Main Street, Suite 600
Columbia, SC 29201
Phone: (803) 737-0686
Fax: (803) 737-0650
e-mail: mlfowler@ogs.state.sc.us
www.state.sc.us/mmo/scbo/scbomenu.htm

South Carolina Department of Transportation, Mass Transit Office

The mission of the South Carolina Department of Transportation (SCDOT) is to assist in meeting the mass transportation needs of South Carolina's citizens by providing statewide transportation planning and research; administration of State and Federal funds; transit assistance programs; evaluation of existing and proposed programs and coordination of mass transit projects.

The SCDOT is committed to: (1) providing greater accessibility to jobs, education, recreation, shopping, medical facilities, and other cultural and social activities through mass transit; (2) providing assistance to local areas in assessing the need for and development of mass transit systems; (3) encouraging the involvement of the private and public sectors in the provision of mass transit service; (4) coordinating transportation resources at the local and state levels; and (5) planning for the effective utilization of existing resources as well as new resources.

Dr. Arlene Prince
Deputy Director of Mass Transit
SC Department of Transportation, Mass Transit Office
P.O. Box 191
Columbia, SC 29202
Phone: (803) 737-0831
Fax: (803) 737-0145
e-mail: princeaf@dot.state.sc.us

South Carolina Employment Security Commission

The South Carolina Employment Security Commission is a public labor exchange agency with 37 local offices located throughout the State and serving all 46 counties.

The Employment Security Commission administers the Unemployment Insurance program and Labor Market Information program as well as being the administrative entity for the Workforce Investment Act.

Roosevelt T. Halley
Deputy Executive Director, E&T
SC Employment Security Commission
1550 Gadsden Street
P.O. Box 1406
Columbia, SC 29202
Phone: (803) 737-2628
Fax: (803) 737-2642
E-mail: thalley@sces.org
Web: www.sces.org

South Carolina Manufacturing Extension Partnership (SCMEP)

The South Carolina Manufacturing Extension Partnership (SCMEP) is one of a network of more than 70 centers established by the Department of Commerce's National Institute of Standards and Technology (NIST) to assist small and mid-sized manufacturers. SCMEP provides smaller manufacturers, who are key to SC's economic stability, access to the types of assistance that will keep them competitive in the growing worldwide marketplace.

SCMEP's comprehensive assistance includes business management and financial solutions, workforce development and training assistance, plant layout and process improvements, innovative technology evaluations, environmental management systems and ISO implementation.

SCMEP's employees have extensive manufacturing experience in a wide variety of manufacturing industries, providing them the skills to analyze, recommend and implement improvements that strengthen the competitiveness of SC manufacturers.

John Irion
President
South Carolina Manufacturing Extension Partnership
817 Calhoun Street
P.O. Box 7008
Columbia, SC 29201
Phone: (803) 252-6976
Fax: (803) 254-8512
Web: www.scmep.org

South Carolina Technology Alliance

The South Carolina Technology Alliance's purpose is to pursue success in the following four technology-related areas in order to enhance economic development in South Carolina: (1) prepare a technology-capable workforce, (2) create a business environment that is friendly to technology-intensive companies, (3) invest to expand the base of rapidly growing companies and startup businesses and (4) invest in world-class university research programs that are directly linked to South Carolina industry.

Tom Persons
President
South Carolina Technology Alliance
1201 Main Street
Columbia, SC 29201
Phone: (803) 748-1323
Web: www.sctech.org

South Carolina Environmental Excellence Program

The South Carolina Environmental Excellence Program (SCEEP) was established to publicly recognize entities that have demonstrated a commitment to environmental improvements above and beyond regulatory requirements. The SCEEP provides members with not only public recognition but also a network of peers and a forum for information sharing and technology transfer. This voluntary program, coordinated by the Center for Environmental Policy at the University of South Carolina's Institute for Public Service and Policy Research, is free for qualifying organizations committed to protecting and preserving South Carolina's environment through pollution prevention, natural resources and energy conservation.

Christine Steagall
Program Coordinator
Institute for Public Service and Policy Research
University of South Carolina
Columbia, SC 29208
Phone: (803) 777-7463
Fax: (803) 777-4575
e-mail: steagall@iopa.sc.edu

The Southeastern Trade Adjustment Assistance Center (SETAAC)

The Southeastern Trade Adjustment Assistance Center (SETAAC) serves the eight-state region of Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee. Based at the Georgia Institute of Technology in Atlanta, SETAAC is a non-profit organization that is not part of any federal agency. Center staff, including specialist in marketing, business planning, finance and manufacturing, have considerable experience in helping companies improve their productivity and competitiveness. They can also draw on additional public/private resources, including expertise at the Georgia Institute of Technology.

Bob Davis
Client Development Manager
SE Trade Adjustment Assistance Center
151 6th Street, Room 145 O'Keefe
Atlanta, GA 30332
Phone: (404) 894-6787
Fax: (404) 894-0291
e-mail: bob.davis@edi.gatech.edu

SC Technical College System, SC State Board for Technical and Comprehensive Education (State Tech)

The State Technical College System is a network of 16 technical colleges that offer associate degree and diploma programs in several cluster areas: agricultural technology,

arts and science, business technology, engineering technology, allied health, and industrial technology. The Technical Colleges also provide a variety of additional services that can assist manufacturing companies in South Carolina, e.g. Continuing Education programs and state Resource Centers.

Aiken Technical College
P. O. Drawer 696
Aiken, SC 29802-0696
Phone: (803) 593-9231

Central Carolina Technical College
506 North Guignard Drive
Sumter, SC 29150-2499
Phone: (803) 778-1961

Denmark Technical College
P. O. Box 327
Denmark, SC 29042-0327
Phone: (803) 793-5100

Florence Darlington Technical College
P. O. Box 100548
Florence, SC 29501-0548
Phone: (843) 661-8324

Greenville Technical College
P. O. Box 5616, Station B
Greenville, SC 29606-5616
Phone: (864) 250-8000

Horry-Georgetown Technical College
P. O. Box 261966
Conway, SC 29528-6066
Phone: (843) 477-0808

Midlands Technical College
P. O. Box 2408
Columbia, SC 29202-2408
Phone: (803) 738-1400

Northeastern Technical College
P. O. Drawer 1007
Cheraw, SC 29520-1007
Phone: (843) 921-6900

Orangeburg-Calhoun Technical College

3250 St. Matthews Road, NE
Orangeburg, SC 29118-8299
Phone: (803) 536-0311

Piedmont Technical College
P. O. Drawer 1467
Greenwood, SC 29648-1467
Phone: (864) 941-8324

Spartanburg Technical College
P. O. Drawer 4386
Spartanburg, SC 29305-4386
Phone: (864) 591-3600

Technical College of the Lowcountry
P.O. Box 1288
Beaufort, SC 29901-1288
Phone: (843) 525-8324

Tri-County Technical College
P. O. Box 587
Pendleton, SC 29670-0587
Phone: (864) 646-8361

Trident Technical College
P. O. Box 118067
Charleston, SC 29423-8067
Phone: (843) 574-6111

Williamsburg Technical College
601 MLK, Jr. Avenue
Kingstree, SC 29556-4197
Phone: (843) 355-4110

York Technical College
452 S. Anderson Road
Rock Hill, SC 29730-3395
Phone: (803) 327-8000

Tech Prep

Components of Tech Prep include: curriculum restructuring, assessment and redevelopment, comprehensive career guidance (K-12), business/ industry and community involvement, staff development, professional teamwork, articulation, consortia partnerships, and School-to-Work transition components. The

primary purpose of Tech Prep in South Carolina is 1) to provide students with academically challenging, contextually structured, technology oriented learning experiences preparing them for successful postsecondary educational and work experiences enabling them to function effectively in the 21st century workplace and 2) to promote lifelong learning.

Wofford C. O'Sullivan
Education Associate
SC Department of Education
Office of Career and Technology Education
1429 Senate Street
Room 926 Rutledge Building
Columbia, SC 29201
Phone: (803) 734-8564
Fax: (803) 734-3525
e-mail: wosulliv@sde.state.sc.us

School-To-Work Initiative

Tech Prep/School-to-Work combines a strong secondary and postsecondary education to prepare students for technology careers for the 21st century. The components include: curriculum restructuring, assessment and redevelopment, comprehensive career guidance (K-12), business/industry and community involvement, staff development, professional teamwork, articulation, consortia partnerships, School-to-Work transition, and youth apprenticeships. The primary purpose of Tech Prep/School-to-Work in South Carolina is to support school-based, work-based, and community-based learning experiences thus positioning South Carolina to be more competitive in national and world economies by developing the academic and occupational skills of all students.

Walter Caudle
Education Associate
SC Department of Education
Office of Career and Technology Education
1429 Senate Street
Room 919 Rutledge Building
Columbia, SC 29201
Phone: (803) 734-8413
Fax: (803) 734-3525
E-mail: wcaudle@sde.state.sc.us

University of South Carolina

The University of South Carolina is a comprehensive, research-intensive university, ranked in the top 100 research universities in the US. USC offers more than 400 degree programs, including 175 Master's degree programs, 70 doctoral degree areas, and 24 professional doctorates including law, medicine, pharmacy and public health. The

University comprises 8 campuses, with the flagship research campus in Columbia, 4-year campuses in Aiken and Spartanburg, and 2-year campuses in Beaufort, Lancaster, Salkehatchie, Sumter and Union. Current system enrollment is 38,000 with 9,350 enrolled in graduate programs.

The University conducts significant research programs in a wide variety of fields including major areas of key relevance to South Carolina such as economic development, technology, health, the environment and social problems. The University is home to over 60 research centers and institutes that address issues related to biotechnology, coastal issues, international business, small business development, manufacturing, fracture mechanics, energy, disease prevention, etc., and has a spectrum of partners including the federal, state and private sectors.

Dr. William C. Harris
Vice President for Research
Osborne Administration Building
University of South Carolina
Columbia, SC 29208
Phone: (803) 777-5458
Fax: (803) 777-5457

University of South Carolina, Daniel Management Center

The Center provides continuing management and professional development programs. Since its founding in 1973, the Center has served nearly 150,000 people from business, industry and government through its high quality seminars, workshops, conferences and courses. In order to help people and their organizations meet new challenges in the constantly changing organizational world, the Center presents programs relating not only to the newest technologies, but also to the most pressing issues confronting business, government and the economy.

The Daniel Management Center specializes in customizing management development programs for companies. It has special expertise in developing international and global programs for companies with business interests in South Carolina and around the globe.

Dr. Randy Martin
Associate Dean
Daniel Management Center
University of South Carolina
Columbia, SC 29208
Toll Free: (800) 393-2362
Fax: (803) 777-4447

Vendor Registration (SC Materials Management Office)

The South Carolina Materials Management Office is no longer required to maintain a Bidder's list. We do maintain a Vendor's list. Being placed on Materials Management Office's Vendor's list does not guarantee you will receive solicitations. To receive an information package, please send an inquiry to the Materials Management Office. Each state agency maintains its own vendors list to conduct procurements up to their level of procurement certification. By subscribing to the SC Business Opportunities (SCBO) publication, the vendor can assure receipt of copies of solicitations (see SC Business Opportunities page).

Carol Kelly
Materials Management Office
1201 Main Street, Suite 600
Columbia, SC 29201
Phone: (803) 737-0600
Fax: (803) 737-0639
e-mail: bidder@gs1.state.sc.us

Wage Survey

The annual South Carolina Wage Survey is conducted by the SC Employment Security Commission. Survey forms are mailed to a representative sample of employers in the state from both manufacturing and no manufacturing. From these data, a mean wage and median wage are calculated by occupation and industry statewide and in selected local geographic areas. Information from the South Carolina Wage Survey can be obtained by contacting the Labor Market Information Division of the SC Employment Security Commission, or by viewing the agency's web site at <http://www.sces.org/> in the LMI section.

Vickie Johnson or Mary Bryant
South Carolina Employment Security Commission
Labor Market Information
Customer Service Unit
P.O. Box 995
Columbia, SC 29202
Phone: (803) 737-2722
Toll Free: (800) 205-9290
e-mail: vjohnson@sces.org
Web: www.sces.org

Workers Compensation Commission, SC

The South Carolina Workers' Compensation Commission is responsible for the enforcement of workers' compensation laws and regulations and resolves disputes when claims are contested. Every employer with four or more employees--there are some notable exceptions such as agricultural employment --is required to purchase workers' compensation insurance or be approved by the Commission to self-insure their risk.

Workplace accidents are reported to the Commission to ensure oversight for proper and timely payment of benefits, but all claims are managed and paid by the responsible insurer. The Commission provides workshops and printed materials for those who want more detailed information or reference the agency's web site (www.state.sc.us/wcc/) for a more complete description of the workers' compensation system in South Carolina.

Alicia K. Clawson
Executive Director
South Carolina Workers Compensation Commission
P.O. Box 1715
Columbia, SC 29202
Phone: (803) 737-5744
Fax: (803) 737-5764
Web: <http://www.wcc.state.sc.us/>

Worker Layoff Assistance

Federal law requires each state to provide on-site assistance to employers and impacted workers experiencing layoff action that affects 50 or more full time workers. Those employers and company managers should immediately call the state Dislocated Worker Unit (DWU). Our services are generally available upon request from companies involved in smaller layoffs. We are a good source of information regarding the WARN Act and Trade Act.

Regardless of the reason for the layoff, and at no cost, we can quickly go on-site and explain to both the management and the affected workers what re-employment services are available. We can also explain the Unemployment Insurance program and how occupational retraining may be applicable to those in need. For more information about our Rapid Response Assistance program, we have an excellent web site address at www.sces.org/employerws/rapidresponse/index.htm.

Daniel Craig
State Rapid Response Coordinator
SC Employment Security Commission
Dislocated Worker Unit (DWU)
1550 Gadsden Street
P.O. Box 1406
Columbia, SC 29202
Phone: (803) 737-2301
Fax: (803) 737-2119
Toll Free: (800) 922-6332
e-mail: dcraig@sces.org
Web: www.sces.org

Workforce Development and the Family Independence Act

The Family Independence Act, H. 3613 Welfare Reform, created an unprecedented opportunity to develop innovative initiatives to assist individuals and families in transitioning from welfare to work. After participating in various skill building classes designed to enhance job seeking and job keeping skills, this new pool of prospective employees are motivated and ready to work. Services to support work, such as childcare, transportation, medical care, tools and uniforms, as well as ongoing job retention services are made available. South Carolina companies not only have access to these potential employees, but may also take advantage of apprenticeship programs through Work Experience; wage subsidies through an on-the-job training program, and state and federal tax incentives for hiring FIA participants. For additional information, contact Economic and Business Affairs at the South Carolina Department of Social Services.

Jim Love
Economic and Business Affairs
SC Department of Social Services
P.O. Box 1520
Columbia, SC 29202-1520
Phone: (803) 898-7072
Fax: (803) 898-7647
e-mail: jlove@dss.state.sc.us