

MOVING  
FORWARD  
TOGETHER



2021 ANNUAL REPORT





## DORCHESTER COUNTY ECONOMIC DEVELOPMENT

Dorchester County Economic Development's mission is to create an environment that supports new business growth and retention enabling companies to succeed for generations. In addition, we work to strengthen and prepare our community for the future. Through such efforts, we aim to provide our citizens with the opportunities to grow and prosper in Dorchester County. DCED operates as a public-private partnership in coordination with the Dorchester Economic Development Corporation, a 501(c)3 organization.



## ADVANCE DORCHESTER

A funding initiative of Dorchester Economic Development Corporation, Advance Dorchester enlists investors to further efforts to diversify the tax base while bringing jobs and prosperity to the County.

## Board of Directors

Skip Elliott | Chairman  
Councilman George Bailey  
Lauren Bailey  
Ronnie Givens  
Mayor Kevin Hart  
Councilman Bill Hearn  
Brad Mallett  
Dr. Jim Martin  
Lamont Stevens  
Brigadier General Henry Taylor, USAF (Retired)

## Ex-Officio Members

Rita Berry  
Gail Hughes  
Phyllis Hughes  
Sandy Price

*Special thanks to Ken Jenkins and Tanya Robinson for their service to this board.*



*Members of DEDC's Board of Directors celebrated the grand opening of the new Trident Technical College Dorchester Campus on May 18, 2021.*

Thank you for believing in Dorchester County  
and our team and investing in our future.



## A Note

from John Truluck, Executive Director

I sit here in late August of 2021 looking over my comments from the 2020 Annual Report and it was like 2021 said “Oh, you thought 2020 was a wild and crazy one? Hold my beer.” These continue to be historic times. I remain amazed at our success, despite the crazy world around us. Fiscal year 2020-21 was a big one for us that brought 1,026 new jobs announced and \$228,500,000 in new capital investment.

And who thought it was a good time to do a fundraising campaign during all this craziness? Well, probably nobody but sometimes you must press on. Well, guess what? We can chalk that up as a success, too. I am happy to announce we have surpassed our goal of \$1,000,000 of support over the next five years from almost 90

organizations. I am blown away. None of that could have been accomplished without all of our partners and investors. Thank you for believing in Dorchester County and our team and investing in our future.

We all would love to know what the future holds but the ole crystal ball is a little cloudy right now. I will, however, predict the world will get crazier but I also predict that we will continue to have economic development success in Dorchester County and the Charleston region. 2022 is looking to be the year of the spec building. We have over 2,000,000 square feet of private spec buildings in design. You can't sell from an empty wagon, so new product will bring new activity. As my boss often says, “*This is our time.*”



# THANK YOU, INVESTORS!

## ADVANCE DORCHESTER 2.0 LEADERSHIP COUNCIL MEMBERS

**Visionary Level: \$10,000+**



**Vanguard Level: \$5,000-\$9,999**



Stevens Funeral Home



## Your Investment Supports Our Four Pillars:

**Marketing** - Reaching the right audiences with the right message at the right time.

**Product Development** - Preparing our sites & buildings for future industrial growth.

**Prospect Development** - Hosting, traveling and doing what it takes to close the deal.

**Workforce Development** - Training our citizens for the high-skill, high-pay jobs coming to the County.



### **Innovator Level: \$2,500-\$4,999**

Alliance Consulting Engineers • Ameris Bank • Boeing • Burr Forman LLP • CBRE • Dominion Energy • Evans General Contractors • First Citizens Bank • Brigadier General Henry Taylor, USAF (Retired) • Haynsworth Sinkler Boyd, P.A. • Hitt Contracting, Inc. • Hood Construction • J Davis Construction • James R. Vannoy & Sons Construction Company, Inc. • Knight & Whittington, LLC • Kozlerek Law • LS3P • M.B. Kahn Construction Co., Inc. • McMillan Pazdan Smith • Miller-Valentine Group • NAI Charleston • Palmetto Rural Telephone Cooperative • Renfrow Industrial • Santee Cooper • Seamon Whiteside • Synovus • Terracon • The Bank of South Carolina • Thomas & Hutton • THS Constructors • Tupco • Waste Management

### **Advocate Level: \$1,000-\$2,499**

Appraisal Services of SC, Inc. • Argos USA • Avison Young • Berkeley Electric Cooperative • BID Group • Bill Hearn Attorney at Law, PA • Brantley Construction • Brown & Brown of South Carolina • Carlisle Associates • CBC Atlantic • Cityvolve LLC • Coastal Coffee Roasters, Inc. • Colliers International • Cypress Engineering • Davis & Floyd • ECS Southeast LLP • Edisto Electric Cooperative • First Capital Bank • First National Bank • GEL Engineering • George Bailey • HLA, Inc. • Insight Group • Marlboro Development Team • Mashburn Construction • MAU Workforce Solutions • Pattillo Construction • Pratt & Company RE/MAX • Robbins Construction Group • S&ME • Scott Insurance • SGA | NarmourWright Design • South Carolina Power Team • South State Bank • Southern First Bank • Stantec Consulting Services • Summerville Rotary Club • TD Bank • Tri-County Regional Chamber of Commerce • BB&T and Suntrust, now Truist • United Community Bank

### **Supporter Level: \$250-\$999**

Allstate Insurance • Con Chellis • James T. Martin, Jr. MD • Mead & Hunt • Nelson Mullins • Nexsen Pruet • ServisFirst Bank • Surface Restorations, LLC • Womble Bond Dickinson



**John Truluck**  
Executive Director



**Joe Affsprung**  
Project Manager



**Brooks Hearn**  
Marketing & Investor  
Relations Manager



**Amy Dixon**  
Administrative  
Assistant

## The DCED Team

Our team works in partnership with County administration, elected officials, Board of Directors members and allies to attract new industry, support existing industry, promote a strong workforce and strengthen the County's tax base.

## ADVANCING TOGETHER



*Friends, board and staff members celebrated Wendy Smith's 30 years of service to Dorchester County Economic Development at her retirement reception on April 1, 2021.*



# 2020 BY THE NUMBERS

## HIGHLIGHTS

FISCAL YEAR 2020-21



\$228,562,000

in capital investments


2 announcements
   




1,026

jobs created

### 2018-2020 TOTALS

<b>12</b> announcements	<b>\$413,122,000</b> capital investments	<b>1,859</b> jobs
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### JOBS & INVESTMENT PER CAPITA

2020 South Carolina Department of Commerce Announced Projects

SOURCE: S. C. DEPARTMENT OF COMMERCE

Rank	County	Investment	Jobs	Population	Jobs Per Capita
1	HAMPTON	\$344,000,000	1,607	19,096	0.084154
2	MARION	\$27,800,000	430	30,258	0.014211
3	DORCHESTER	\$228,500,000	1,026	164,900	0.006222
4	LANCASTER	\$105,850,000	456	100,989	0.004515
5	FAIRFIELD	\$25,000,000	100	22,318	0.004481

### JOBS & INVESTMENT PER CAPITA

2020 South Carolina Department of Commerce Announced Projects

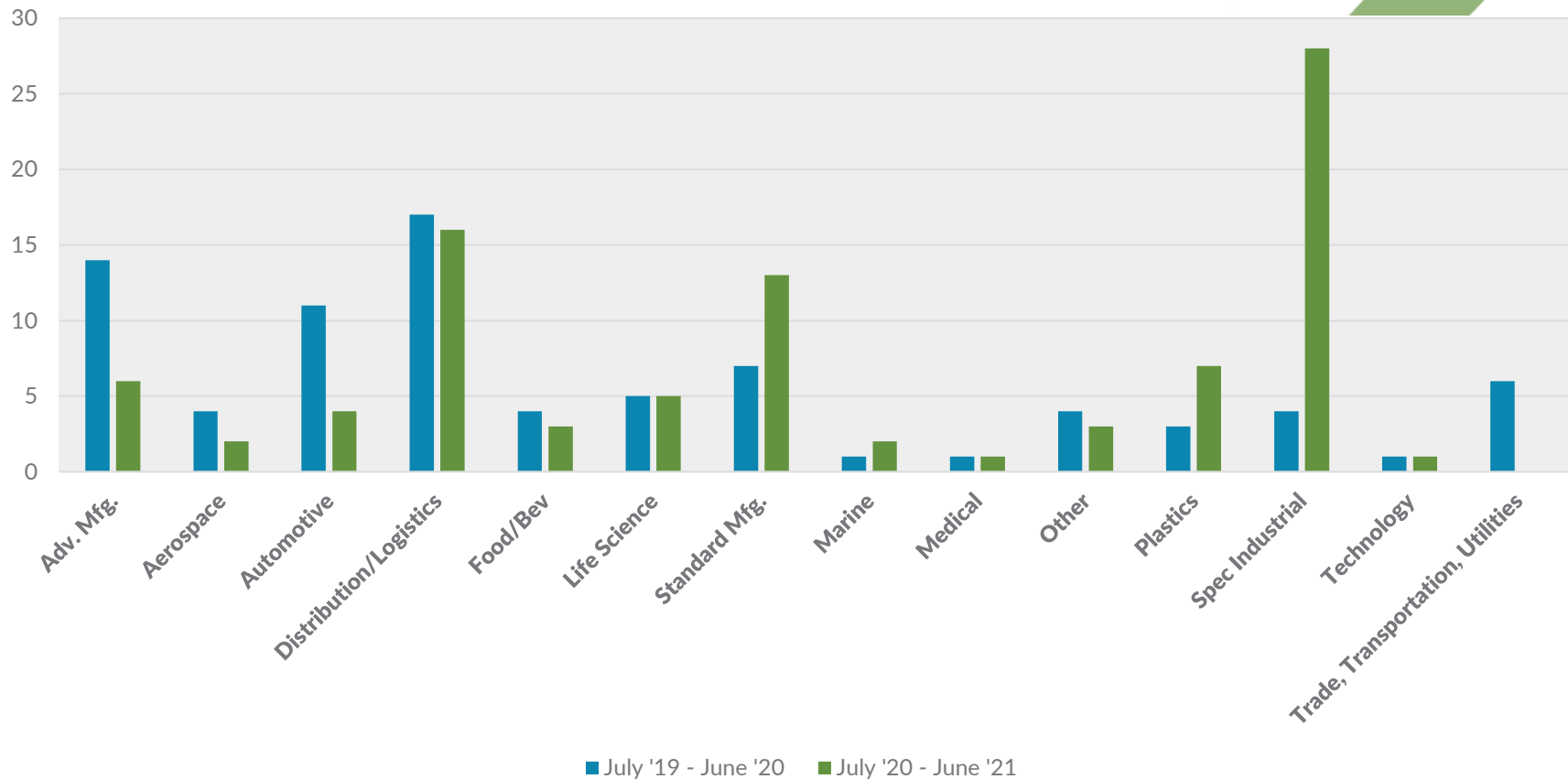
SOURCE: S. C. DEPARTMENT OF COMMERCE

Rank	County	Investment	Jobs	Population	Investment Per Capita
1	HAMPTON	\$344,000,000	1,607	19,096	\$18,014.24
2	DORCHESTER	\$228,500,000	1,026	164,900	\$1,385.69
3	FAIRFIELD	\$25,000,000	100	22,318	\$1,120.17
4	RICHLAND	\$458,400,000	694	417,316	\$1,098.45
5	LANCASTER	\$105,850,000	456	100,989	\$1,048.13

# 2020 BY THE NUMBERS

Plastics-related and conventional manufacturing projects increased in FY 2020-21, and spec industrial projects soared as developers raced to meet the growth in demand for distribution product.

### PROJECT TYPE TRENDS BY FISCAL YEAR

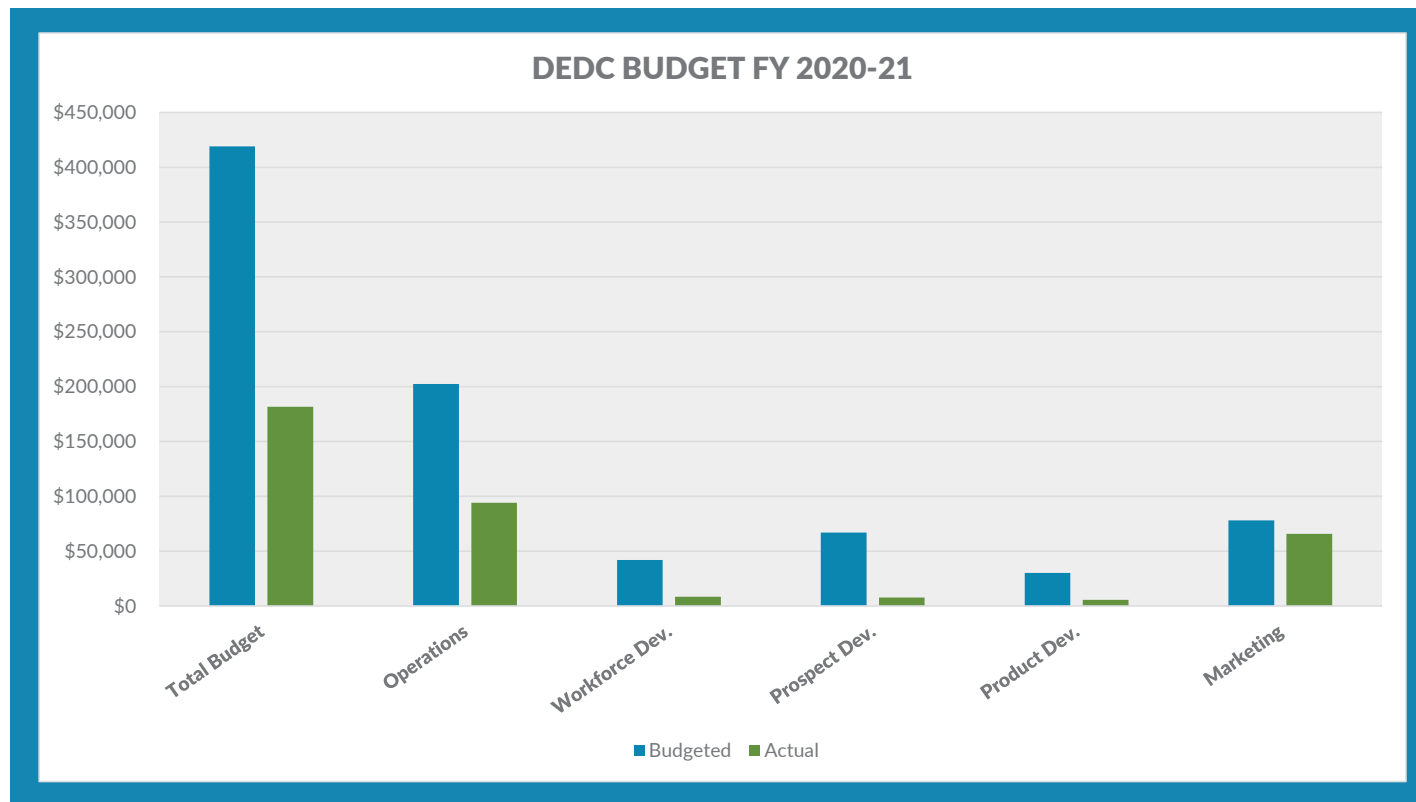




# 2020 BY THE NUMBERS

## Financial Report

FY 2020-21 marked the third and final year of the Advance Dorchester campaign cycle and the kickoff of Advance Dorchester 2.0. During this time of transition, DEDC focused on the retention of existing investors while ramping up our efforts to recruit new investors. In keeping with the second half of FY 2019-20, projected expenditures, including travel, prospect development, workforce development programs and investor events were reduced significantly. Of our total approved budget of \$419,000.00 our actual expenditures were \$181,716.47.



Investors  
**55**

Investment  
Pledges  
**\$118,250**

# Marketing

The first half of FY 2020-21 presented ongoing obstacles to in-person events and meetings. With that in mind, we continued our focus on digital outreach strategies.

## Drone Videos

In light of travel cancellations, we shifted our strategy to make Dorchester County's industrial sites and parks viewable to prospects any time, anywhere. Our drone video campaign, "A New View," was designed to give an in-depth look at 10 sites and parks within the County. Videos premiered weekly on our social media platforms, and we launched a Vimeo channel as another

means of hosting this video content.

## Website

Our website content is updated on a continual basis. During FY 2020-21, we began expanding the Sites & Buildings section of DorchesterForBusiness.com to include general commercial and office listings.



## SOCIAL STATS



DORCHESTER COUNTY ECONOMIC DEVELOPMENT

20.3K PEOPLE REACHED

83.2% INCREASE IN NET FOLLOWERS FROM FY 2019-20



DORCHESTER COUNTY ECONOMIC DEVELOPMENT

46,729 IMPRESSIONS

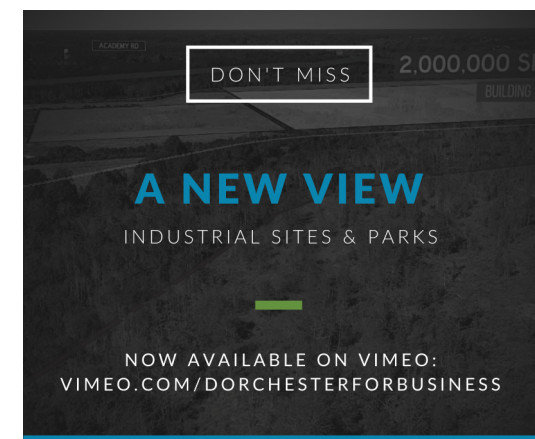
31.3% INCREASE IN NET FOLLOWERS FROM FY 2019-20



@ADVANCEDORCHESTER

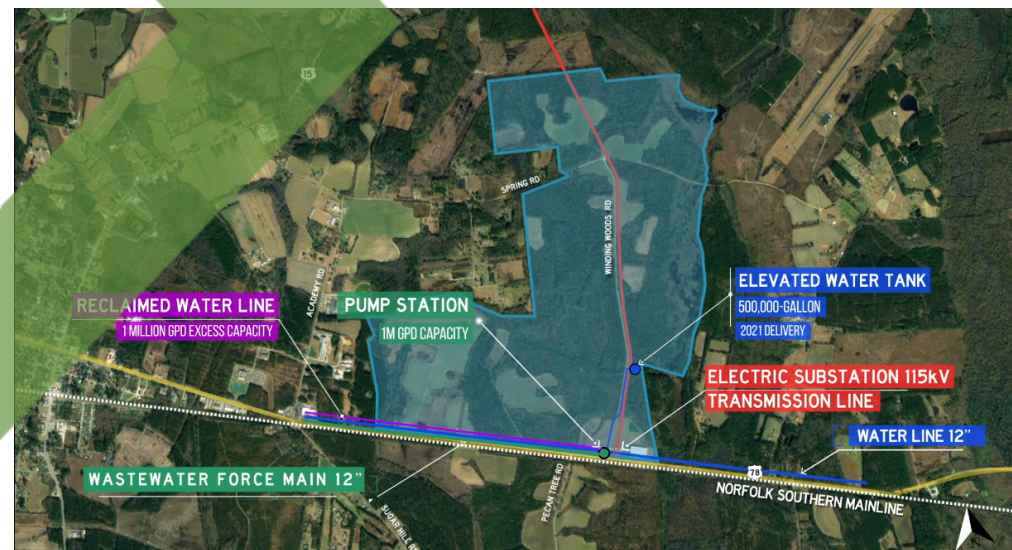
LAUNCHED JULY 2020

390 FOLLOWERS TO DATE





The “A New View” drone video campaign won an Award of Excellence in the 2021 Southern Economic Development Council Communications Awards Competition!



“A New View,” a series of 10 drone videos rolled out weekly between February 25 and April 29, featured a weekly premiere on Facebook, IGTV and LinkedIn. These videos offered a fresh perspective on 10 industrial sites and parks within the County, to include the infrastructure and utilities supporting each area. The 10 videos gained **6,169** impressions and **3,580** views on LinkedIn.

# Product Development

Dorchester County's continued focus on infrastructural improvements "paves the way" for future industrial projects. These efforts, such as the new water tank and roadway improvements listed below, build on past successes and create potential for years to come.

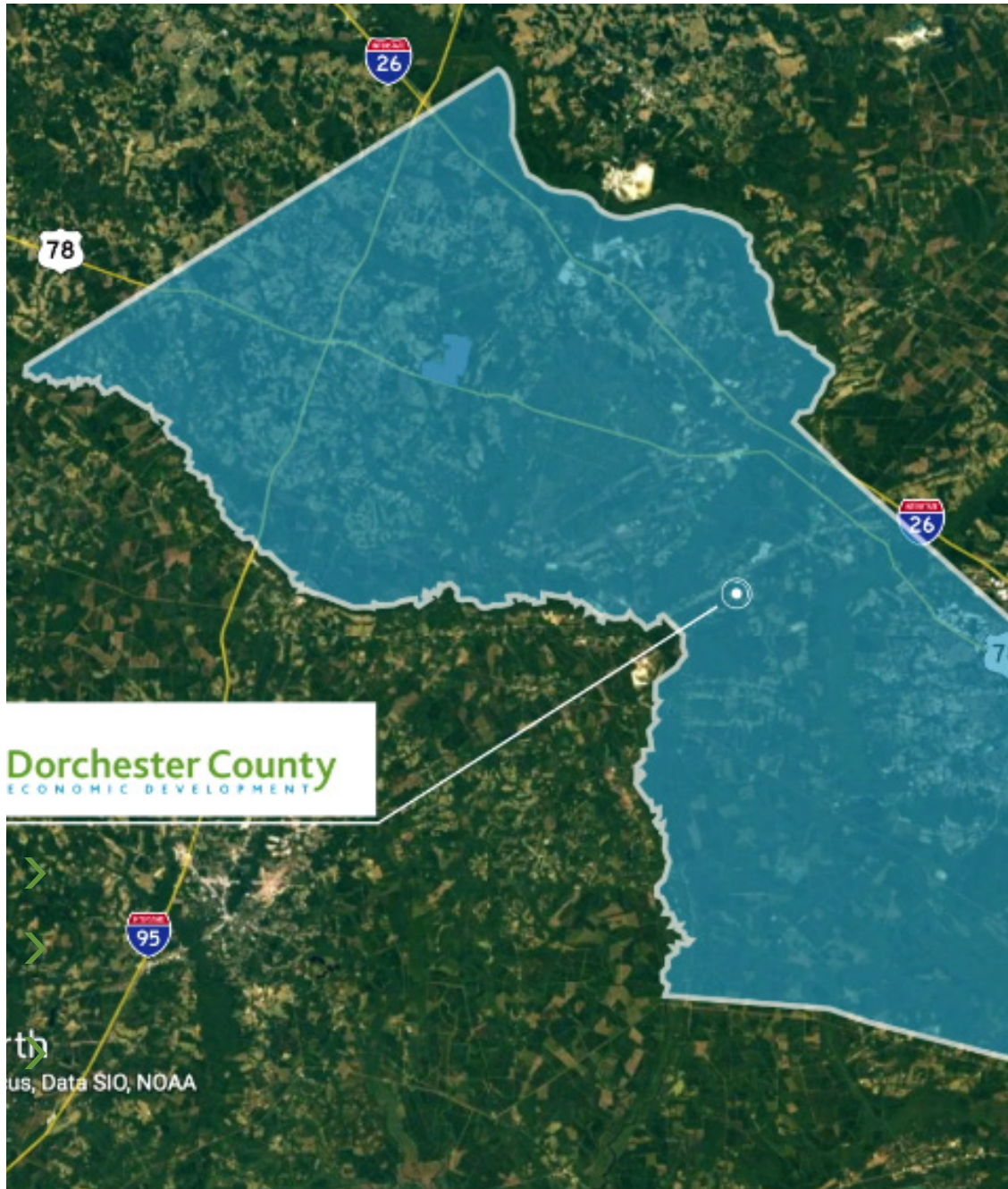


## Water

- Installation of a 500,000 gallon water tank in St. George
- S.C. Highway 27 will be widened from two lanes to five lanes between U.S. 78 and I-26

## Roads

- Construction on Phase II of U.S. Highway 78 is currently underway
- Completed Horton Road and Spaniel Lane, two roads that provide access to the interior of Eastport Industrial Park



# Prospect Development

Although the lingering effects of the pandemic deterred travel across the nation and the world, Dorchester County proved itself to be open for business. In FY 2020-21, we increased the number of projects worked by nearly 26 percent and posted a 31 percent increase in prospect visits compared to the previous fiscal year.





## Workforce Development

Prior to the opening of the Trident Technical College Dorchester Campus in June 2021, the County was the largest in the state without its own full-service technical college campus.

TTC's Dorchester Campus, located at 10055 Dorchester Road, will house two dedicated HVAC technician training labs as well as two other science labs and classrooms for general education purposes.

### STEMersion

Tri-County STEMersion marked its fourth year of connecting STEM education and workforce readiness in June 2021. In addition to launching a new app, STEMersion hosted an accelerated version of its summer institute for local guidance counselors. The STEMersion committee is already in the process of planning its 2022 institute

with the goal of increasing participation among educators and counselors throughout the region. Committee members from each tri-county economic development office, as well as the S.C. Department of Commerce, will host lunch-and-learn events to enlist the support of school district leadership and school principals, and recruit new educators and counselors.

### ManuFirst SC

ManuFirst SC offers unemployed or underemployed individuals the opportunity to gain necessary credentials for manufacturing careers. DCED partners with Trident Technical College and the Adult Education Center to host and promote numerous ManuFirst SC sessions within the County throughout the year.



## ADVANCING OUR WORKFORCE

### ManuFirst SC

**166** Dorchester County residents have completed ManuFirst SC. This certification is equivalent to one year of manufacturing experience.

### STEMersion

**57** Dorchester County educators have completed STEMersion, which offers collaboration between STEM classroom concepts and regional workforce readiness.

Once completed, the Walmart Import Distribution Center in Ridgeville (pictured here) will be the eighth largest building in the world and the seventh largest in the United States. Based on cubic feet, the building will rank as the fourth largest in the world and the third largest in the United States.

Photos courtesy of **CADDELL**  
CONSTRUCTING WHAT MATTERS

## CONTACT US

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