

ADVANCE  
DORCHESTER



2021  
2022  
**2023**  
ANNUAL REPORT  
2024

**DORCHESTER  
ECONOMIC  
DEVELOPMENT  
CORPORATION**





## A NOTE from John Truluck, DCED Director

The excitement continues over economic development in Dorchester County. FY2022/2023 produced 8 official announcements totaling more than \$445 million in new capital investment. This outweighs the previous county record of 6 announcements, in both 2017 and 2019, and is the largest single-year investment total since the organization's inception in 1989 by more than \$120 million. The year's advancements will create an estimated 1164 new jobs, the second highest in Dorchester County in 25 years.

Bringing in almost 1200 new jobs in the current workforce environment can be quite scary but there is an interesting story behind those numbers too. 89% of those new jobs are affiliated with existing companies already in Dorchester County. While existing industry expansions don't always get the same media attention that new companies do, I think they are a truer measure of a community's business health.

Treasured companies including Bosch, Kion, Scout Boats, and Dennis Eagle have all announced their dedication to expanding in Dorchester County.

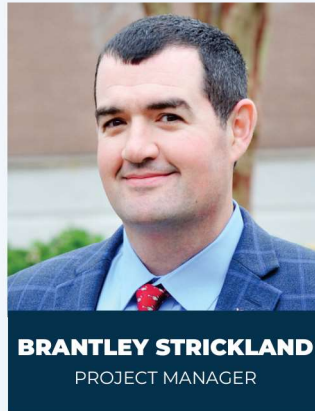
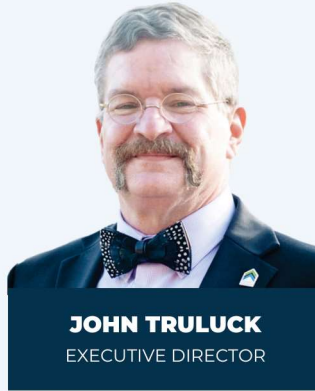
Last year, we talked a lot about new product and that 2023 was going to be the year of the spec building.

Private developers broke ground on multiple spec buildings located along Highway 78 in Summerville and near St. George in Dorchester County. With remarkably high interest from tenants and particularly low building inventory, the addition of these buildings is a timely welcome. An impressive 9 speculative buildings are currently under construction in Dorchester County, totaling over 3.1 million square feet. The capital markets have slowed new building starts but developers continue to make plans for new buildings.

Throughout the year DCED's team dedicated time and talent to winning new business and assisting existing industries. Thanks to a shared synergy and dedication from allies across every level we proudly report the accomplishments brought forth in FY 2022/2023. By rolling out our new strategic economic development plan today, we will continue to work on strategically positioning of our county and laying the foundation for future wins.

Handwritten signature of John Truluck in black ink.

# MEET OUR TEAM



In partnership with County Administration, elected officials, the DEDC Board of Directors, investors and allies, the Dorchester County Economic Development team exists to carry out the mission of creating an environment that supports local business while also working to diversify the tax base and increase the quality of life in Dorchester County.

## YEAR IN REVIEW

**445.8M** CAPITAL INVESTMENTS

**1164** NEW JOBS

**8** OFFICIAL ANNOUNCEMENTS

**53** INDUSTRY VISITS



# ABOUT US

Dorchester Economic Development Corporation, a 501(c)3 charitable organization, serves as the sole fundraising arm for economic development in Dorchester County, SC.

Dorchester County Economic Development's mission is to create an environment that supports new business growth and retention, enabling companies to succeed for generations. Through working to strengthen and prepare our community for the future, we aim to provide our citizens with the opportunities to grow and prosper in Dorchester County.

# OUR BOARD

## BOARD OF DIRECTORS

- Skip Elliott, Chairman
- Lauren Bailey
- Eddie Crosby
- Todd Friddle
- Kevin Hart
- Brad Mallett
- Jim Martin
- Tony Pope
- Lamont Stevens
- Henry Taylor

## EX-OFFICIO MEMEBERS

- Rita Berry
- Gail Hughes
- Phyllis Hughes
- Sandy Price

## EMERITUS MEMBER

- Ronnie Givens

# ADVANCE DORCHESTER

## THANK YOU INVESTORS!

Advance Dorchester, the funding initiative of the Dorchester Economic Development Corporation, enlists investors to further the efforts of bringing growth through jobs and capital investments to the county.

## LEADERSHIP COUNCIL MEMBERS

VISIONARY: \$10,000+



VANGUARD: \$5,000-\$9,999



## INNOVATOR: \$2,500-\$4,999

Alliance Consulting Engineers • Ameris Bank • Burr & Forman LLP • CBRE • Dalfen Industrial • Dominion Energy • Evans General Contractors • First Citizens Bank • Brigadier General Henry Taylor, USAF (Retired) • Haynsworth Sinkler Boyd, P.A. • Hill Construction • Hitt Contracting, Inc. • J Davis Construction • James R. Vannoy & Sons Construction • King Kozlarek Law • M.B. Kahn Construction • McMillan Pazdan Smith • Miller Valentine Construction • NAI Charleston • North Point Development • Palmetto Rural Telephone Cooperative • Port95 Joint Venture • Renfrow Industrial • Santee Cooper • Seamon Whiteside • SC Biz News • South Carolina Ports Authority • Summerville Medical • Synovus • Terracon • The Bank of South Carolina • Thomas & Hutton • THS Constructors • Tupco • Waste Management

## ADVOCATE: \$1,000-\$2,499

Agracel, Inc • 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 SC • Carlisle Associates • CBC Atlantic • Cityvolve LLC • Coastal Coffee Roasters, Inc • Colliers International • Contract Construction • Cypress Engineering • Davis & Floyd • ECPI University • ECS Southeast LLP • Edcon General Contractors • Edisto Electric Cooperative • First National Bank of PA • GEL Engineering • HLA, Inc • Hussey Gay Bell • Insight Group • K-Con • LS3P • Little • Marlboro Development Team • Mashburn Construction • MAU Workforce Solutions • Norfolk Southern Railway • Pattillo Construction • Robbins Construction Group • S&ME • Scott Insurance • SGA|NarmourWright Design • SC Power Team • South State Bank • Southern First Bank • Stantec Consulting Services • Stevens Funeral Home • Summerville Rotary Club • TD Bank • Thomas Calcote • Tri-County Regional Chamber • Truist • United Community Bank • W.K. Dickson

## SUPPORTER: \$250-\$999

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

# AT A GLANCE

**119** TOTAL INVESTORS

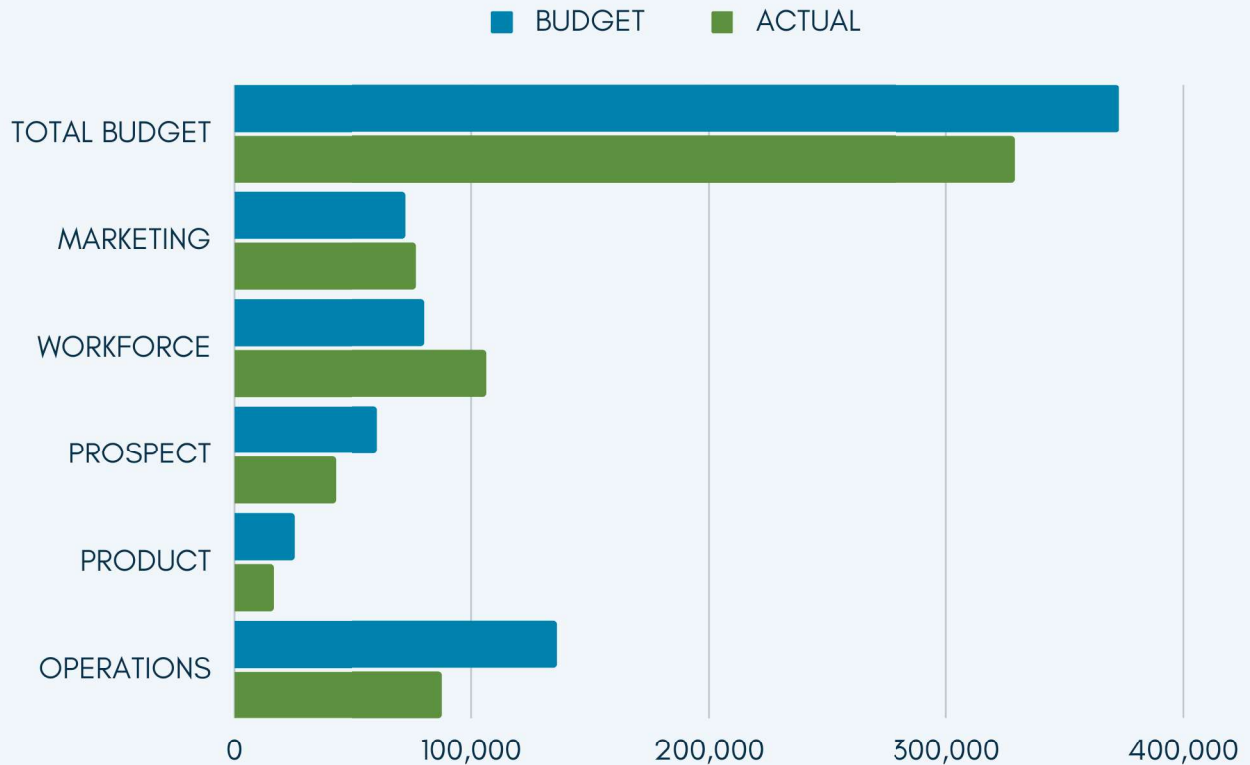
**12** NEW INVESTORS

**24** LEADERSHIP COUNCIL

**255K** ANNUAL PLEDGES

# BY THE NUMBERS

## DEDC BUDGET FY 2022-23



Advance Dorchester investments support each of the four pillars vital to the success of continued economic progress:

**MARKETING**  
Positioning Dorchester County as an ideal business destination through targeted media exposure as well as aligning marketing strategies with regional agencies and aggressively tackling social media and telling our story.

**PRODUCT DEVELOPMENT**  
Includes conducting site work and due diligence to aid infrastructure improvements while working to enhance product development by producing more buildings and more "shovel-ready" sites.

**PROSPECT DEVELOPMENT**  
From research to traveling, to hosting prospects on-site and attending conferences, Prospect Development means doing what it takes to not only bring in potential but also 'close the deal'.

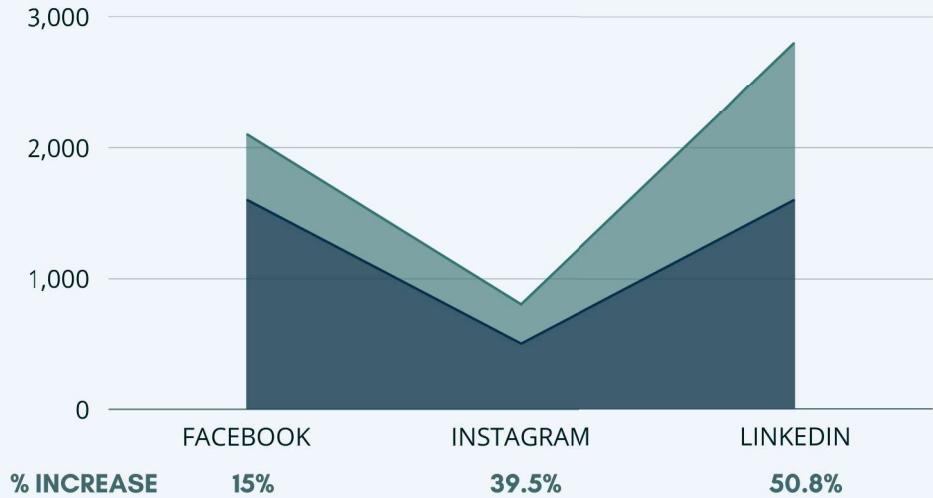
**WORKFORCE DEVELOPMENT**  
Actively working to enhance the workforce pipeline by building awareness of existing resources and assisting employers in partnering with educational allies.





# MARKETING

## SOCIAL MEDIA FOLLOWERS



## PRESS RELEASES

FY 22-23 brought 16 press releases covering official announcements, ground breakings, STEMersion, and DCED updates.

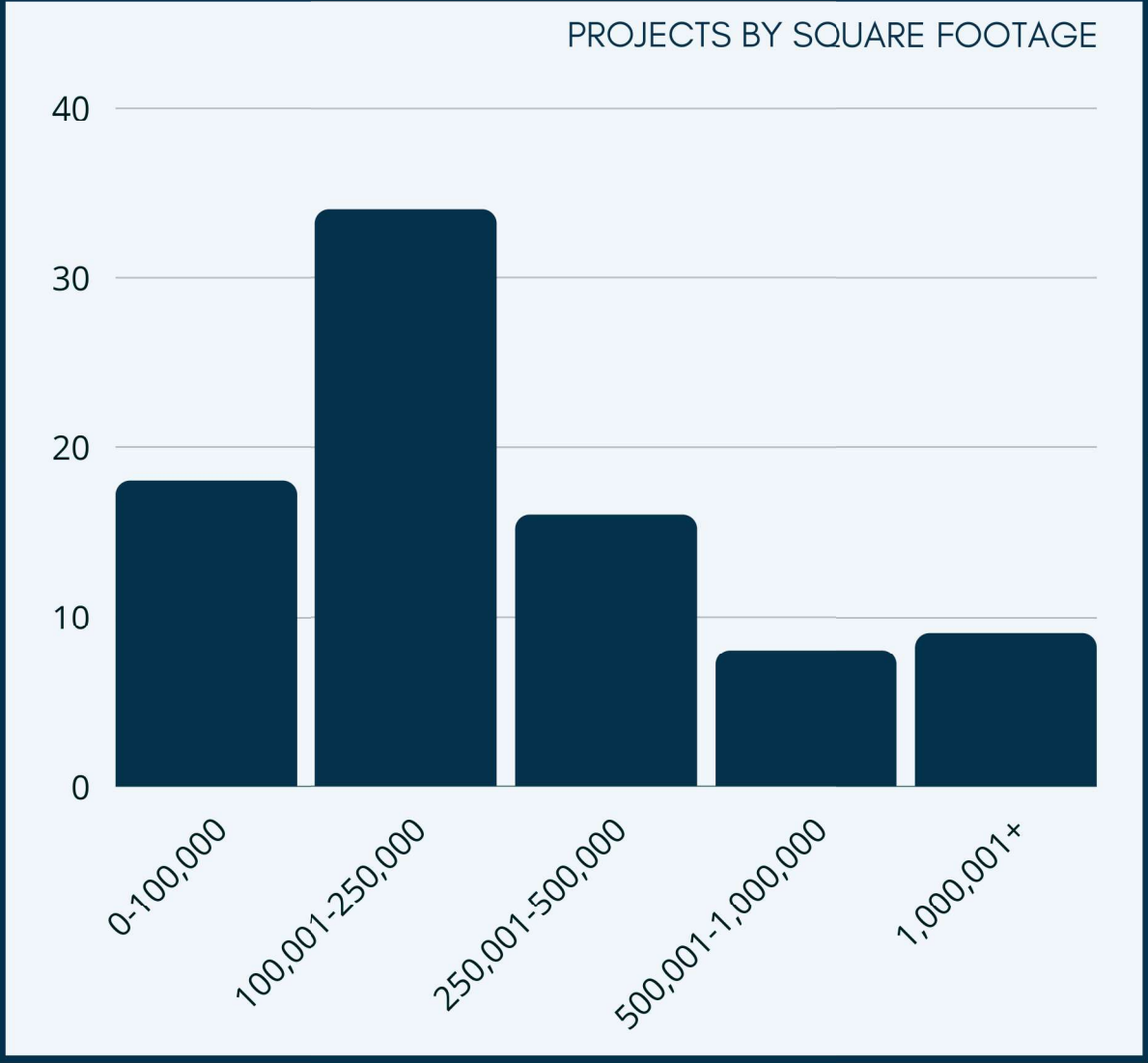
## PRINT MEDIA

Through paid media or trade agreements DCED placed articles and advertisements in the Greater Summerville Chamber magazine, TriCounty Chamber magazine, and the CRDA Blog. A banner ad promoting STEMersion was placed in daily newsletters through SC Biz. DCED and STEMersion were also highlighted in more than 5 local journal articles.

## BROADCAST MEDIA

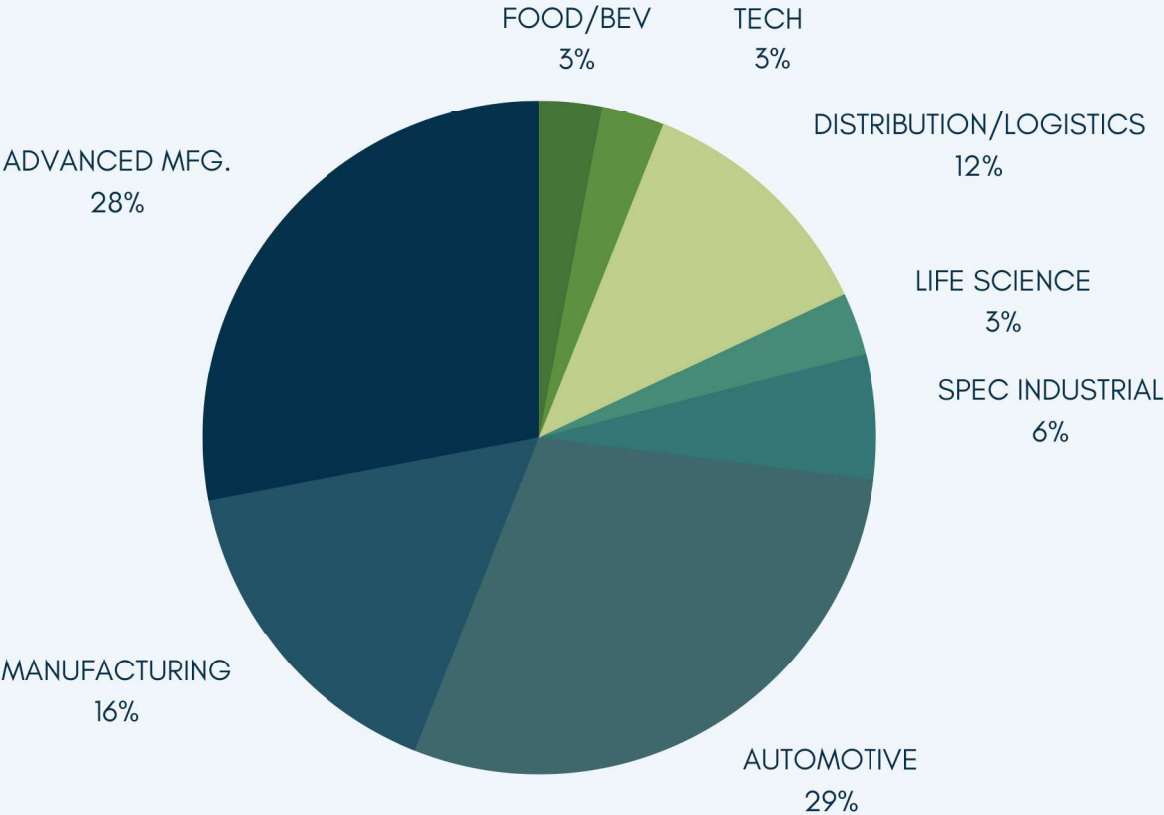
Regarding expansions and announcements DCED staff gave 4 TV/radio interviews. The STEMersion pilot student camp also received attention from all local broadcast stations resulting in stories on 3 primetime newscasts, in addition to a promotional segment on Fox24's morning show News Now.

# PROSPECT DEVELOPMENT



Project tracking shows that the majority of inquiries during 2022-23 fell with the desired range of 100,001 - 250,000 square feet.

Project tracking statistics show that the majority of inquiries pertained to Automotive projects, with Advanced Manufacturing at a close second, during 2022-23. This differs from the previous year in which Advanced Manufacturing inquiries ranked first, and Automotive third.



**114 PROJECTS WORKED**

114 projects, representing potential new business or industry expansions were worked in FY 2022-23.

**21 PROSPECT VISITS**

21 prospects visited the County to view sites and meet with DCED staff and allies.

**2 MARKETING MISSIONS**

Two international prospecting trips were made during 2022-23, to include Japan and Europe.

# WORKFORCE DEVELOPMENT



## LOCAL, REGIONAL, AND VIRTUAL JOB FAIRS

DCED participated in or hosted a total of 5 job fairs plus a Regional Youth Job Fair which was directed towards students nearing graduation or on the cusp of entering the workforce. Combined, an impressive 199 employers were presented to 449 job seekers. Additionally 110 employers over 2 days were introduced to 1700 students from 52 regional schools.



## DORCHESTER COUNTY INDUSTRIAL COUNCIL

The DCIC is a support organization for existing industries of Dorchester County. Meeting quarterly, this opportunity provides industry leaders the chance to network and engage in a unique forum for sharing best practices. During FY 22-23 DCED held 3 DCIC meetings with topics ranging from Veteran Services to Labor Force Participation. More than 56 Dorchester County industries participated in these discussions.



## YOUTH SERVICES

In addition to the Regional Youth Job Fair, DCED helped facilitate tours of the Dorchester County Career and Technology Center. The SC Be Pro Be Proud Truck - a custom-designed, military-grade, double-expandable semi trailer loaded with hands-on simulators of a variety of skilled trades - also made an appearance at DD2 schools to introduce students to an array of career opportunities.





# STEMERSION

Tri-County STEMersion successfully completed its 6th Institute year in June 2023 while simultaneously producing a pilot Student Camp. The increase in production and addition of the student camp was possible due to a 530% climb in grant funding with an additional \$103,500 in 2023 over 2022.

More than 32 area industries and resources presented to 99 participants through multiple panel discussions, hands-on activities, and on location site tours.

- Both Kion and Bosch hosted groups of educators onsite at their Dorchester County locations.
- 14 total county resources and industries presented to Institute Participants.
- 39 area students experienced a concentrated STEMersion camp week, hosted at ECPI.
- 12 educators returned to participate as STEMersion Ambassadors
- Grant funding for STEMersion totaled \$123,000 and included two check presentations - one at Sedgefield Middle and one at a Stingrays Hockey game.
- Investors included: Google, SC Power Ed, Trident Technical College, Bosch, Volvo, SC Ports Authority, ICL Group, SC Biz, and SCRA.
- 38 participants represented Title I schools





# PRODUCT DEVELOPMENT

FY 2022-23 reached new heights with an impressive 9 speculative buildings under construction, totaling more than 3.1 million square feet. Those include:

- Two Eastport Distribution Center buildings at 229,840sf and 322,400sf.
- A 110,000sf building at McQueen Distribution Center.
- Dorchester Commerce Center will house two industrial speculative buildings totaling 533,280 square feet.
- Two speculative buildings totaling 780,260 sf were started in November at Jedburg Logistics Park.
- In October 2022, construction on two of three speculative buildings began at the Port 95 Business Park. Building 1 is a 978,000sf cross-dock distribution warehouse building, while Building 2, will be a 242,000sf single-loaded building adaptable to manufacturing or distribution.



Progress on Port95 Building 1, as of July 2023. Photo courtesy of Bridge Commercial.



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