



PALMETTO POWER

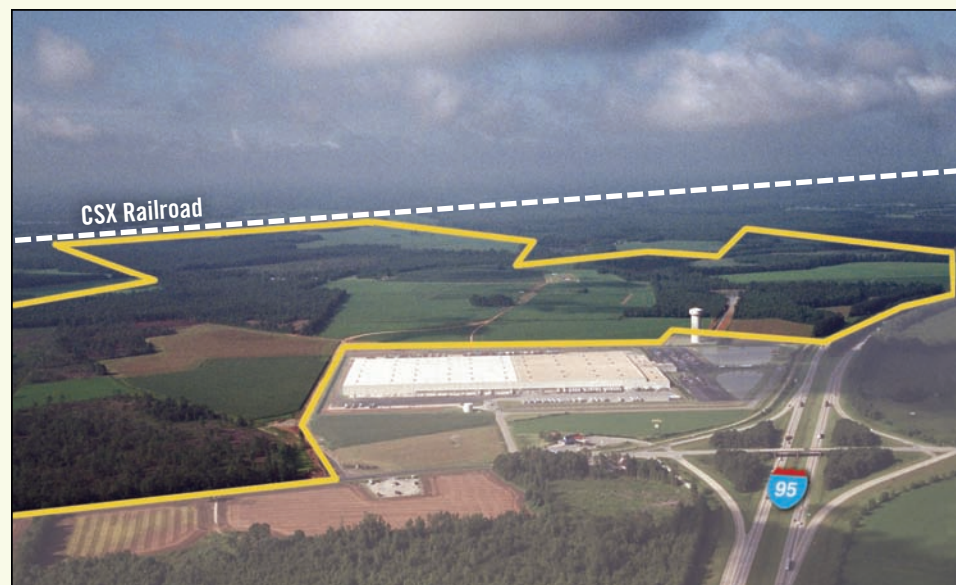
PROMOTING
ECONOMIC DEVELOPMENT
IN RURAL SOUTH CAROLINA
MAY/JUNE 2011

Campaign to Promote The Carolinas I-95 Mega Site Begins

A comprehensive marketing campaign promoting The Carolinas I-95 Mega Site is in full swing. The 1,920 acre property, adjacent to I-95 in Dillon County, is the only property of its size in the state with Class I rail access. It has been certified under the standards maintained and enforced by the South Carolina Department of Commerce (SCDOC). The local and regional partnership that pursued the certification process is now driving an integrative communications effort to publicize the site worldwide.

“With its size, railroad and highway access, The Carolinas I-95 Mega Site is certainly a unique property,” said Jeff McKay, executive director of the North Eastern Strategic Alliance (NESAs). “Our mega site team is now using a blend of electronic, print and direct marketing tools to create awareness and drive interest.”

Promotion of The Carolinas I-95 Mega Site began in September 2010 with a mailing to a select group of site consultants. In February 2011, an email “blast” to 1,800 recipients followed. Successive months saw the launch of the



Aerial View – The Carolinas I-95 Mega Site

property’s “virtual home” at thecarolinasi95megasite.com, a direct mailing to 3,200 recipients, a mailing of CD copies of the site’s property report to 860 consultants and the beginning of a print advertising campaign in the magazine *Automotive Engineering*. Additional print ad placements are scheduled in the publications *Chemical Week*, *Business Facilities* and *Site Selection*. The mega site is also being promoted through property signage and a large billboard on Interstate 95. A second email “blast” about the property went to recipients in early May.

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The Carolinas I-95 Mega Site —continued from page 1

Each marketing communication tool is designed to promote the property's significant attributes to the target audience of site selectors and corporate executives. "The Carolinas I-95 Mega Site has a combination of attributes that, as an engineer, I believe would be extremely important to anyone interested in establishing a large industrial facility," said Deepal Eliatamby, president of Alliance Consulting Engineers, the third party, professional engineering firm that conducted the property review for the certification process. "For example, I do not know of another property in South Carolina with a one

Property Attributes

- Adjacent to Interchange #190 (southeastern quadrant) of I-95
- 4,800 feet of frontage on I-95
- Class I rail access by CSX
- Port access in Charleston (138 miles), Savannah (205 miles) and Wilmington (100 miles)
- Commercial air service available in Florence (28 miles), Fayetteville (55 miles), Columbia (115 miles), Raleigh/Durham (130 miles) and Charlotte (133 miles)
- 1,275,790 population, 602,852 labor force and 79,953 employed in manufacturing within 60 miles
- Intersection of I-20 and I-95, less than 30 minutes away
- South Carolina Department of Commerce Certified Site, a program considered by most to be extensive and rigorous

million gallon water tank and two deep wells on site and already connected to the main water system. The terrain at the property is flat and very workable.

The rail line is built and in place as is the interstate highway interchange. In manufacturing, the ability to get your facility up, producing and distributing is part of the competitive advantage in the marketplace. This property is designed to give its tenant that advantage."

The Carolinas I-95 Mega Site is the result of a collaborative effort, begun in April 2008, by the following organizations: Dillon County Council, Dillon County Economic Development Partnership, NESAs, Marlboro Electric Cooperative, South Carolina Power Team. "What you see in this mega site is a direct result of the leadership of this area coming together and working a plan to completion so that our region can compete for some of the world's largest industrial projects," said Bill Fleming, president of Marlboro Electric Cooperative and a member of the mega site team. "The site would also not be a reality without the assistance of several outstanding individuals. It is my privilege to thank these individuals publicly on behalf of our team: Tommy Stephens, Dillon Realty; Marty Baltzegar, S&ME, Inc.; Deepal Eliatamby, Alliance Consulting Engineers; Chris Phillips, CSX Transportation; Clay Young, Dillon County; Bill Bethea; Mike Brown, George Haygood and Barry Jurs, Santee Cooper."



Overhead Aerial View – The Carolinas I-95 Mega Site

The Carolinas I-95 Mega Site is available for acquisition and development. Interested parties should contact the following for more information:

South Carolina Power Team
803-254-9211

North Eastern Strategic Alliance (NESAs)
843-661-4669

Dillon County Economic Development Partnership
843-845-7680

OHIO COMPANY FINDS SC IS THE PLACE FOR 2ND FACILITY

When leadership from Centrex Plastics, LLC first came to South Carolina, their interest was buying equipment for a second operation they would likely locate in Texas. But after meetings with York County economic developers and York Co-op personnel, the Ohio based company decided South Carolina was the place for their next manufacturing operation. In March, Centrex Plastics, LLC, moved into a 47,000 sq. ft. facility. The company expects to invest \$9.75 million and create 65 new jobs over the next three years.



“Our company makes over 40 different plastics products and our growth level indicated to us that it was time to open another facility,” said Terry Reinhart, president & general manager of Centrex Plastics, LLC. “We were initially looking to simply buy the machinery at the York property, but once we looked closer we saw a lot of the things we were looking for. And once the York officials learned about our needs, they worked with us to meet them. We are very happy to be in York County, SC.”

One of the location requirements for Centrex’s new operation was the availability of land, beyond what the manufacturing facility would occupy, for a future warehouse addition. The company purchased 30 acres of property adjacent to the facility, and the York team gave them an option/first right of refusal on the additional acreage (approximately 30 more acres) in case they need to expand further. With that and their other needs met, Centrex determined the Palmetto State was the fit for their new operation.

“Centrex Plastics, LLC is a great company that is serious about growth,” said Paul Basha, president of York Electric. “Our team understood that and responded.



We welcome Centrex as a new member of our County’s manufacturing family and as an industrial member of our cooperative.”

“We were initially looking to simply buy the machinery at the York property, but once we looked closer we saw a lot of the things we were looking for. And once the York officials learned about our needs, they worked with us to meet them. We are very happy to be in York County, SC.”

*Terry Reinhart,
Centrex Plastics, LLC
President & General Manager*

Thomas Recognized With Award

Ralph U. Thomas, president of the South Carolina Power Team, received the 2011 Distinguished Service Award from the South Carolina Economic Developers' Association (SCEDA) at their 46th Annual Conference in early May. The over 550 member professional trade association presents this award to individuals who demonstrate exemplary effort in professional economic and community development.

"There are few higher honors than being formally recognized by your peers in the profession," said Thomas. "I am humbled by this award, and I accept it with sincere and deep gratitude to everyone at SCEDA."

Thomas is a recognized mainstay in the Palmetto State's economic development community. In his role at the Power Team, he directs their comprehensive marketing efforts to attract industrial investment and jobs to the state's rural communities. He also administers special programs, many of which he helped to design, that have funded industrial property certifications, target industry studies, community websites and labor availability reports for communities across the state. A consummate gentleman known for his belief in "personal service" and "follow-up" as the cornerstones of business recruitment, Thomas credits his achievements here to others.

"Any professional success I have enjoyed over these last 20 years in South Carolina is directly attributable to the support I've received from the electric cooperatives, Santee Cooper, an engaged Board of Trustees, and our very capable staff," said Thomas. "As I accept this award from SCEDA, my thanks and appreciation go to them."

Thomas' nearly 50 year economic development career began in his native state at the Tennessee Department of Economic & Community Development. From there, he moved to the Memphis Area Chamber of Commerce and then to the San Antonio Economic Development Foundation. Just prior to joining the South Carolina Power Team, Thomas served as CEO at the Lafayette, Louisiana Chamber of Commerce. He is a past president of SCEDA and the Tennessee Industrial Development Council, a past board member for the Southern Economic Development Council and a past vice-chair for the International Economic Development Council.



Ralph U. Thomas (center) is the recipient of the 2011 Distinguished Service Award from the South Carolina Economic Developers' Association (SCEDA). Pictured with Thomas are SCEDA President Heather Simmons Jones (left) and SCEDA's Immediate Past President April Allen (right).

Available Industrial Building



Lee County Spec Building 2 | Bishopville, SC

Size: 48,884 sq. ft.
Location: 420 Browntown Road, Bishopville, SC 29010
Site: 13.9 acres
Year Built: 2007
Condition: Excellent

Construction:

Floor: To Suit
Walls: Insulated Concrete Panels
Roof: Insulated Built Up
Column Spacing: 40' x 40'
Clear Heights: 32' at center, 27' at eaves
Lighting: To Suit
Sprinkler: To Suit
Drive in Doors: 1
Loading Docks: 3

Utilities:

Electric: Black River Electric Cooperative
Water: 12" Main, City of Bishopville
Sewer: 8" Main, City of Bishopville
Gas: 6" Line, SCE&G
Communications: Fiber optics, telecommunications and cable available

Transportation:


Nearest Interstate Highway: Interstate-20, 1.6 miles
Nearest Commercial Airport: Florence Regional, 35 miles

FOR MORE INFORMATION CONTACT:

Fred Gassaway
South Carolina Power Team
803.254.9211
Fgassaway@SCpowerteam.com

—or— **Herb Leaird**
Black River Electric Cooperative
803.469.8060
chleaird@blackriver.coop

—or— **Jeff Burgess**
Lee County Economic Development Alliance
803.484.9832
jeff@leecountysc.com

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PHONE (803) 254-9211
FAX (803) 771-0233
mail@SCpowerteam.com
www.SCPowerteam.com

New Director for Economic Development Partnership

Will Williams is the new director of the Economic Development Partnership, South Carolina's original regional economic development alliance which serves Aiken and Edgefield Counties. In his new position, Williams succeeded Mr. Fred Humes who is now the director emeritus at the Partnership.

Over his 20 year career prior to his work in Aiken and Edgefield, Williams learned economic development inside and out with professional experiences in the private and public sectors. After earning a degree at The Citadel, Williams spent over five years in manufacturing with Mohawk Industries. He followed this with twelve years in the public sector, first with South Carolina's industrial workforce training program readySC™, and then with the state Department of Commerce in industrial recruitment. Before he joined the Partnership in May of 2010 as associate director, Williams worked for the construction firm Warren & Associates Design-Build, LLC as a business developer. He is a South Carolina Certified Economic Developer.

To reach Will about locating your industrial facility in Aiken or Edgefield County, telephone him at 803-641-3300 or email him at wwilliams@edpsc.org.



Will Williams
Economic Development
Partnership, Director

Notable Announcements in April

The following industrial location and expansion announcements occurred in co-op served territory in April 2011:

CollinsCraft Corporation	\$Multi-million capital investment	5 New Jobs
<i>Expanding in Oconee County and served by Blue Ridge Electric Cooperative</i>		
Be Green Packaging LLC	\$7,300,000 capital investment	175 New Jobs
<i>Locating in Jasper County and served by Palmetto Electric Cooperative</i>		
Flame Spray S.p.A.	\$9,200,000 capital investment	50 New Jobs
<i>Locating in Laurens County and served by Laurens Electric Cooperative</i>		