

SC Department of Commerce Business Development Resources November 17, 2020



South Carolina
Department of Commerce

Just right for business.



Elevating
South Carolina **Industries**
TO THE **Next Level**



SC Department of Commerce
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Why Manufacturing?



For each full-time manufacturing job created, 3.4 full-time jobs are created in nonmanufacturing industries.

Fueling the State's Economy!



+



Division of Business Services

<https://scbizdev.sccommerce.com>

The Division of Business Services programs support the growth and development of new and existing companies in SC.

- Existing Industry
- Recycling
- Small Business
- Supplier Outreach
- Key Accounts/Special Projects which includes Emergency Support Function 24 (supporting businesses and industry in times of disaster)





Manufacturing Challenges

Safe Work Place – Proactive Safety Culture Well Beyond Just Compliance

Training as a Core Competency - Great On Boarding for New Employees but also Training Programs for Established Workforce

Involvement – Influence and Input on Process and Work Environment

Relationship with Boss – Supervisors and Leadership Development – High Performing Team

Feedback – How am I doing? How is the Company Performing? What is my Role and How Do I Contribute?

Culture – Fun, Reward, Recognize, Appreciate!

Workforce/Training

Recycling/Environmental (Non-Permits)

Market Development

Finance/Capital

General Business Strategy

Operation & Process

Supplier Challenges

Buy & Supply Chain

Cybersecurity/Tech Upgrades

Export & Import

Tariffs

Competition

Organizational Structure



COVID-19 BUSINESS RESOURCES

During the impacts of COVID-19, SC Commerce is steadfast in supporting the business community with access to critical and timely resources.

Event Approval

Business Resources

accelerateSC

<https://sccommerce.com>

Covid 19 Resources

Event approval

County & City Mask Ordinances

Stay Safe Toolkit

accelerateSC



How Does the Business & Industry Team Assist Companies?

Existing Industry (EI) Visitation Program - helps manufacturing companies achieve greater operational success

- Goal is retention/expansion of all existing SC industries
- EI Managers visit companies, and discuss overall health of the business
- EI Managers deliver customized referrals for business growth utilizing in house & state resources.
- Connections are made to recycling, trade, workforce, and other value-add synergies



Business & Industry Team Company Assistance Continued

SC Cybersecurity Assistance Program (SC CAP) provides funding and IT technical assistance to defense contractors to increase levels or achieve their CMMC (Cybersecurity Maturity Model Certification).

Phase II in 2021 will offer additional opportunities to participate as a DOD supplier.



Business & Industry Team Company Assistance Continued

Recycling Market Development initiatives

- Recycling Markets Directory – staff provides tailored assistance to companies to connect scrap materials, obsolete items and other resource streams to recycling markets
- Onsite or virtual consultation
- Materials Marketplace – platform for posting materials online (upcoming in 2021)



2020 Announcements

\$2 Billion +

78 Projects Announced

39 Expansions + 39 New Projects

Approx. 8,000 New Jobs

30/46 Counties Represented

10 in Charleston

9 in Greenville

7 in Lancaster

5 in Marion

4 in York

15 Agribusiness Projects

9 Construction/Building Products

7 Metal & Fabrication Projects

7 Office, HQ, & Research Projects



Existing Industry Success Story: Green Roof Outfitters

Company Overview: Located in Charleston, SC, Green Roof Outfitters provides green roofs and amenity decks. Green Roof has worked with the Existing Industry team to secure match funding for SCMEP projects. Those include new product design, product development, and marketing optimization.



Green Roof Outfitters

Situation: Company needed assistance with engineering drawings for a new thin design pedestal system, designed for function and manufacturability.



Green Roof Outfitters

Results - \$315,500 financial impact

- Increased jobs – 1; Increased sales – \$18,000; Retained sales – \$8,000
- Cost savings – \$200,000
- New investment (plant or equipment) – \$9,000
- New investment (information systems or software) – \$3,000
- New investment (workforce practices/employee skills) – \$2,500
- New investment (other areas of business) – \$6,000
- New investment (new products/processes) – \$4,000
- Saved/avoided unnecessary investment – \$65,000



Green Roof Outfitters Testimonial

“This is really a fantastic program! It has allowed us to grow and see things in a way we never would have been able to do on our own.”
Michael Whitfield, President, Green Roof Outfitters



Supplier Outreach Initiatives



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Supplier Outreach

Create mutually beneficial connections for South Carolina companies large or small through:

Initial & Ongoing Supplier Support

- Initial Supplier Support – Assist S.C. companies with locating suppliers for every stage of the process (construction, indirect, direct).
- Supplier Optimization Support – Assist suppliers experiencing marginal performance issues identified through OEM/Tier 1.

B2B Matchmaking Events/Outreach Events

- Outreach Events - Contractors, subcontractors, and suppliers learn more about a new announcement or expansion project and how to get involved.
- B2B Matchmaker Events - Opportunity for suppliers to meet one-on-one with companies to discuss capabilities.



Supplier Outreach

Create mutually beneficial connections for South Carolina companies large or small through:

Sourcing Requests

- Sourcing Requests –Direct inquiries from existing SC companies who are in need of specific goods, services, or recycling needs provided by suppliers within the state.

SourceSC

- SourceSC – Online portal to help find local suppliers and also listed as a supplier to grow your business.

www.SourceSC.com



Testimonials

Draexlmaier Outreach event: *Out of the 30+ suppliers present a follow up meeting was requested with 18 suppliers. Members of the Draexlmaier team were asking “when is the next event”. SC had quality suppliers that showed up prepared, engaged, and appreciative for the opportunity.*

Auto B2B: *“It gives me a chance to meet suppliers I haven’t met before that may potentially fit the needs I have back within my organization from a sourcing standpoint.”* **Thomas Shipps – Bridgestone Americas (OEM)**

“All of these suppliers and vendors that are participating are right in my backyard and that’s very important in the fast-paced automotive environment.” **Alexis Scipio, Mercedes-Benz Vans (OEM)**

“It really helps you network and it helps you connect to a lot of people in a lot of companies that you may not normally have exposure to.” **Jacob Knight, Atlantic Tooling and Fabricating (Supplier)**



Past Events



2021 Events

February 16 – 17 – STREAM 2021 (Virtual)



Connect manufacturers within the greater Charlotte region in an exposition, allowing businesses to strengthen local supply chain channels, both upstream and downstream, and to enhance the efficiency of industry operations by accessing critical components and raw materials.

February 26 – South Carolina Automotive B2B (In person with Virtual as an option)



OEM and Tier 1 companies will have an opportunity to meet with potential suppliers in a one-on-one matchmaker setting. On the indirect and direct side, South Carolina manufacturing, logistics and technical services related companies will be invited to sign up for meetings with your buyer/procurement representative(s).

March 3 – NASA Matchmaking (Virtual)



One-on-one rapid interviewing sessions that connect businesses with NASA Centers, the Jet Propulsion Laboratory, NASA Solutions for Enterprise-Wide Procurement, and NASA Prime Contractor.





Thank You

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Concierge Services

Expanded support for **all** of your needs.

When to engage?

If in doubt, or you do not know where to turn,
call!



Concierge Services

State support for company solutions

- The Company
- South Carolina Department of Commerce
- Local Economic Development Professional
- Agencies or Allies required for solution



Concierge Services

Workforce

Supplier Development

New Markets

International Trade

Expansion

Recycling and Waste Streams

Operations

Infrastructure

Industry Clusters

Government issues



Concierge Services

Workforce **The Roundtable**

Supplier Development

New Markets

International Trade

Expansion

Recycling and Waste Streams

Operations **Increased space**

Infrastructure

Industry Clusters

Government **Unemployment Insurance Tax issue – solved!**



Emergency Management

The goal – minimize down-time, and get your company operational again, as quickly as possible.

Commerce is your gateway...



Emergency Management

Transportation
Communications
Public Works
Firefighting
Mass Care
Finance and Admin
Health and Medical
Search and Rescue
Hazardous Materials

Food Sourcing
Energy
Law Enforcement
Recovery
Public Information
Emergency Traffic
Animals and Agriculture
Donated Goods
Military
Business And Industry



Emergency Management

Commerce supports **private sector** engagement during a disaster

- Getting vital information to you
- Getting vital information from you
- Managing for action



Emergency Management

Call: 803-737-8524

Email: ESF24@emd.sc.gov

Website: <https://www.scemd.org/stay-informed/business-operations/>



Concierge Service and Emergency Management

Chuck Bundy

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A large container ship, the CMA CGM MARLIN, is sailing on a body of water. In the background, a large cable-stayed bridge with two tall pylons spans the water. The sky is clear and blue. The ship is loaded with many colorful shipping containers. The bridge's cables are clearly visible, fanning out from the pylons to the deck.

South Carolina

Go Global in South Carolina



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International Strategy and Trade Division



International Strategy & Trade Division

Increase global awareness of South Carolina's offerings

FDI

- Increase the number of foreign companies considering S.C. as a business location
- Assist established, international companies with entry into U.S. market via Landing Pad Program
- Provide support for existing S.C. companies with international roots

Protocol

- Host international delegations looking at growing in S.C.
- Provide consultations on best practices for working with international clients
- Ensure Team SC's professional, social, business and diplomatic skills match multi-cultural audiences

Trade

- Expand export activity for existing exporters from S.C.
- Increase the number of new-to-export companies from S.C. via training seminars and counseling
- Manage S.C. Export Incentives Program, including select international trade missions



Meet the Team: International Directors



Vanessa Goeschl

Europe



Zhao Le

China



David Royer

Japan



Tarun Gupta

India



Jonathan Cleave

Korea



Foreign Direct Investment in South Carolina



\$17.8 billion Capital Investment

34 Countries

44,000+ new jobs

7% of S.C.'s workforce is employed by
the more than **900** operations of
foreign-based firms

South Carolina Exports

\$41.5

billion in export sales

#1

*in the export sales of
passenger vehicles and tires*

11th

*among the 50 states
in exports*

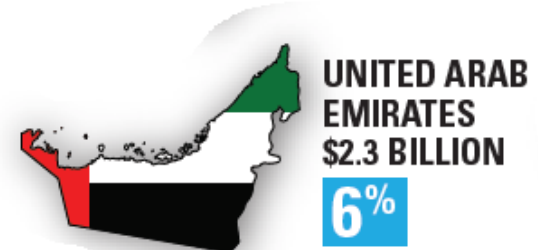
19%

*Increase
over 2018 total*



Source: U.S. Department of
Commerce, International
Trade Administration, 2019

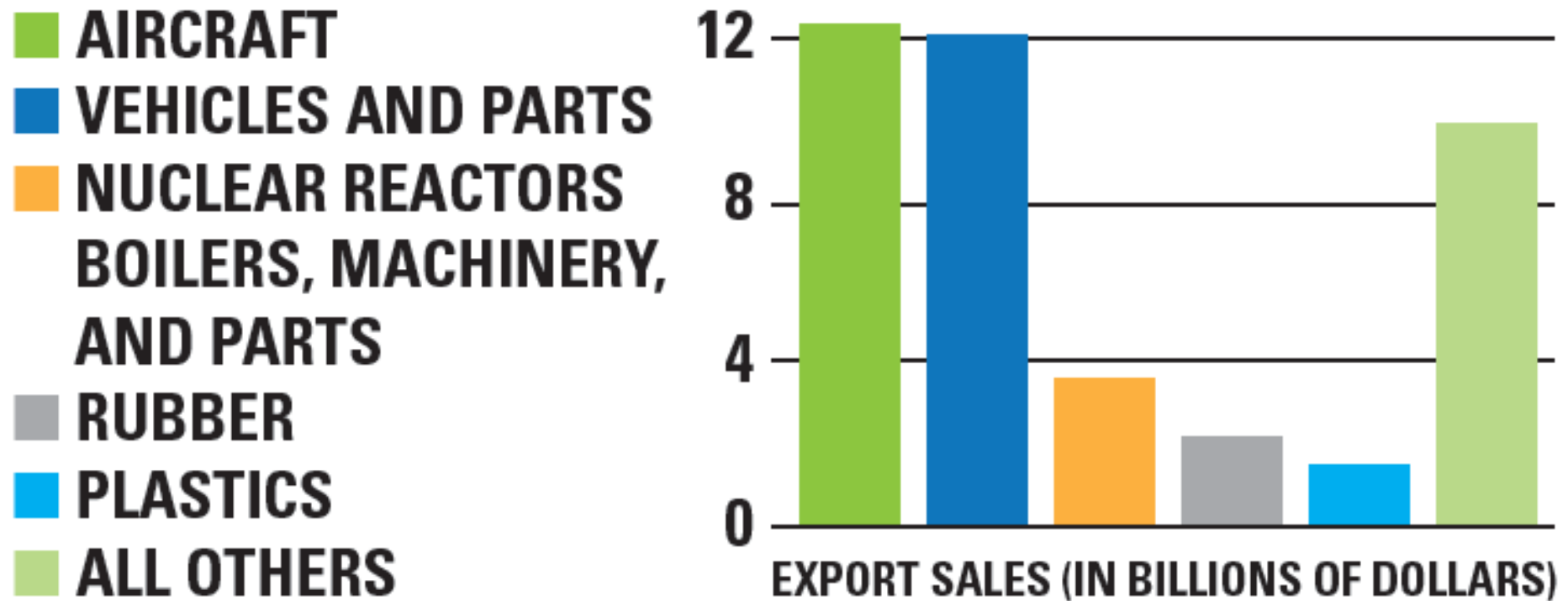
Top 10 Export Markets



Source: U.S. Department of
Commerce, International
Trade Administration, 2019

Top Exported Products from South Carolina

S.C.'s Top Export Commodities in 2019



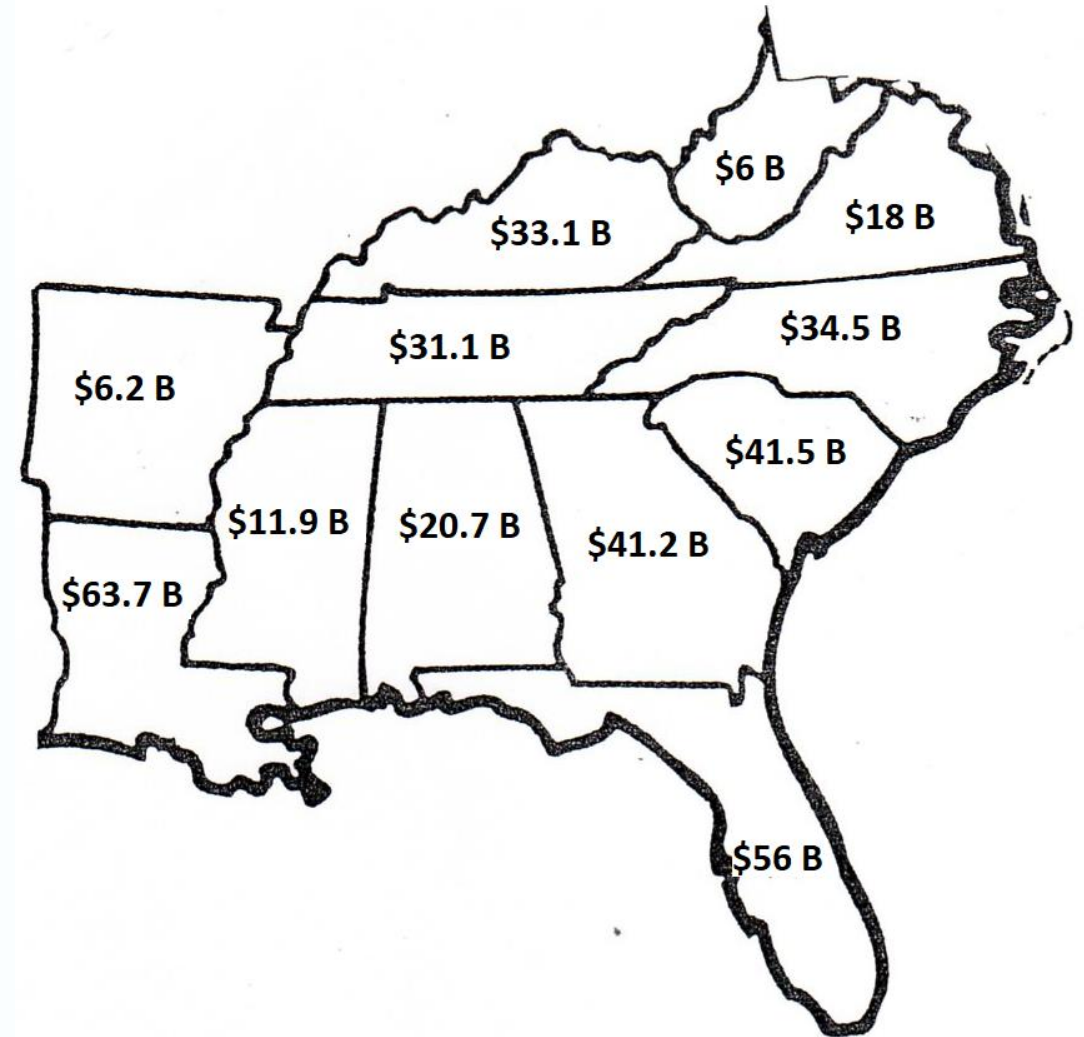
International Trade from the Southeast

1 of 6

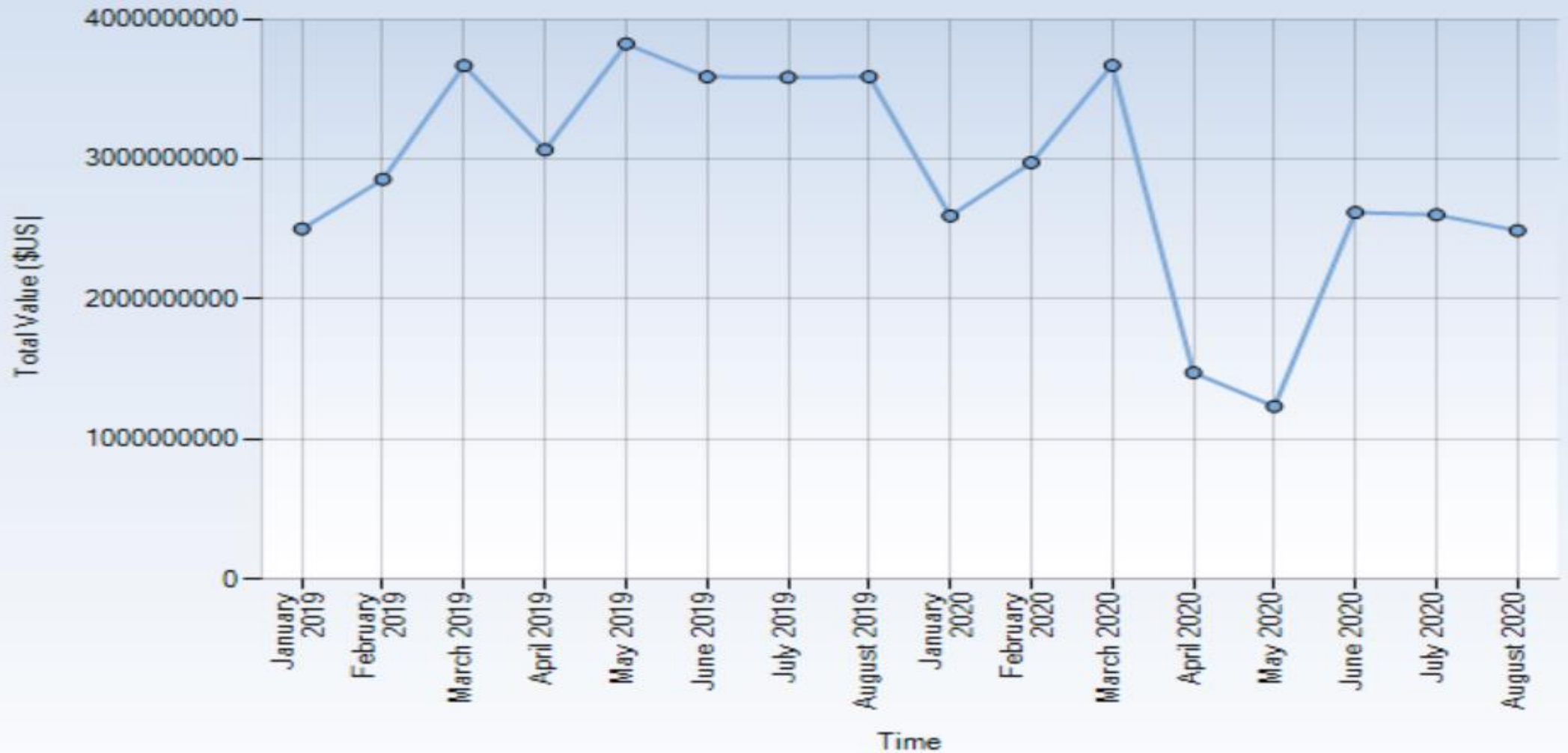
states to see double digit percent
growth in exports

10th

consecutive record year in export sales



International Trade To Date



Trade Services

- **Counseling**
- **Export training**
- **International trade missions**
- **International trade shows**
- **Grants to Support Existing Industry**
 - **Export Incentive Program**
 - **Southern United States Trade Association (SUSTA)**



2020 -2021 Calendar

2020

Oct. 19-23 - India Mission
(Virtual Mission)

Nov. 18 - International
Documentation
(Webinar)

Nov. 16 - MEDICA
(Virtual Trade Show)



2021

January 21 - USMCA
(Webinar)^o

April- Mexico Mission
(Virtual Mission)

Aug. - Taiwan & Australia Mission
(Trade Mission)

June 21-27 - Paris Air Show
(Trade Show)

May 17-21 – NPE
(Trade Show)

July - Canada Mission

Customized Services

Belgium

Colombia

Japan

Spain

Brazil

France

Mexico

Sweden

German

Netherlands

Italy

Portugal

Saudi Arabia

Chile

Hungary

Norway

U.A.E.

Peru

UK

Czech Republic

Ireland

Poland

Denmark

Spotlight: JH Global



About:

- Located in Simpsonville, SC
- Manufacturer and distributor of low-speed electric vehicles and accessories

Export Incentive Program:

- Began participating in 2015
- Exhibited at trade shows in Caribbean, Middle East, and India
- Participated in export training workshops

Results:

- Entered new markets in 20+ countries
- Held its first international dealers meeting in Dubai
- Recipient of SC Export Achievement award

“We are very appreciative of the support from the South Carolina Commerce Department, and we will continue to put forth our best efforts to grow JH Global internationally.”

-Jane Zhang, JH Global CEO



Thank you

Anita Patel
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Strategy and Trade**

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