



PALMETTO POWER

PROMOTING
ECONOMIC DEVELOPMENT
IN RURAL SOUTH CAROLINA
SEPTEMBER/OCTOBER 2009

Product Upgrades Continue

Even in Down Economy

From coastal regions to the upper part of the state, South Carolina economic developers continue to be proactive during tough economic times. In addition to nurturing existing industry, many county economic developers are actively working on product development – in the form of industrial parks and buildings – at home.

“As the economy begins to pick up, site location consultants and their clients are going to be moving very quickly to address relocation and expansion projects that conditions may have forced them to put on hold,” said Robert Long, economic development director for Darlington County. “We are in the process of getting our industrial park on Interstate 20 certified as “shovel-ready” by third party engineers. Putting that initiative in motion was one of our major goals for the past summer. Time to market is critical for companies pushing hard to come back from slow business periods. With the certification of this

property, we’ll be able to show them – tangibly – that Darlington County is committed to helping them get into production quickly.”

New industrial buildings also continue to pop up across counties in South Carolina. County development organizations are working hard to create structures with the features suited for industries that have been identified as good prospects for relocation to their area. — *continued on back page*



New Shell Building in Georgetown County
(rendering courtesy of Georgetown County Economic Development)
(Building Inquiry? – Call Wayne Gregory, Georgetown County Economic Development
at 843-545-3161)

Land Joins Board, Davis Retires

The Board of Trustees of the South Carolina Power Team, comprised of four members from South Carolina's electric cooperatives and four members from the Board of Directors of the South Carolina Public Service Authority (Santee Cooper), recently welcomed Mr. J. Calhoun "Cal" Land, IV to its ranks.



J. Calhoun Land, IV
(photo courtesy of Jim Huff, Santee Cooper)

A graduate of The Citadel and the University of South Carolina School of Law, Mr. Land is a general practice attorney in the Manning, SC law firm of Land, Parker & Welch. His service on the Santee Cooper Board began in 1999.

"Mr. Land began his first term of service with us at our July meeting," said Gary L. Stooksbury, board chairman of the South Carolina Power Team. "Our organization is excited to have him and his assistance as we pursue economic development projects to create jobs and investments in our state."

Mr. Land occupies the seat formerly held by Mr. Clarence Davis, a partner in the law firm of Nelson Mullins Riley & Scarborough, LLP. Mr. Davis joined the Board of the South Carolina Power Team in 2006, serving until the completion of

his term of service on the Santee Cooper Board of Directors earlier this year.

"During Mr. Davis' term on our Board, we secured industrial relocation and expansion projects that created over a \$1 billion in capital investment and over 5,000 new jobs in the electric co-op served areas of South Carolina," said Ralph U. Thomas, president of the South Carolina Power Team. "His guidance played an important part in making those projects a reality. And for that reason, I am happy to again extend to him the sincerest thanks of our entire family."



Clarence Davis
(photo courtesy of Jim Huff, Santee Cooper)

Construction Giant Opening New Facilities in Upstate South Carolina

Duncan, SC based Sloan Construction Company recently made over \$20 million in capital investments



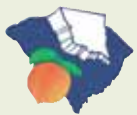
in Broad River Electric Cooperative territory which covers a three county area in Upstate South Carolina. Sloan is

constructing an aggregate mine in Cherokee County (\$15 million investment near town of Blacksburg, SC) and is in the final stages of getting a liquid asphalt facility in Union County (\$6.5 million dollar investment) ready for production. Sloan anticipates the Cherokee investment to add 40 new workers to their payroll and the Union investment to add five.



Sloan Construction's New Union County Asphalt Facility

“Throughout the process of making these investments, we received outstanding support and assistance from the South Carolina Department of Commerce and their project manager Ford Graham and the economic development offices of Cherokee and Union counties,” said Scott Fant, business development manager at Sloan Construction. “Broad River Electric Cooperative has also been great to work with as well. They’ve been an asset to us so far in Union County, and we know we can count on that same level of customer care and service as we get things going in Cherokee.”



Cherokee County Development Board

Tracing its roots to the 1930's, Sloan Construction is a premier provider of road construction services. Sloan executives decided to invest in the aggregate mine in Cherokee after finding a sufficient granite source in close proximity to rail and road access. The mine's stone will be used in Sloan's road paving projects and will also be available for purchase by outside customers.

In addition to construction services, Sloan is a supplier of hot mix asphalt to private paving contractors. Sloan's Union County Liquid Asphalt Terminal is the storage and distribution facility for asphalt cement used in the production of the hot mix asphalt. The asphalt cement will be trucked from Union to one of Sloan's various asphalt plants for mixing and distribution.

“Sloan Construction is one of the outstanding brands of its industry and we are excited to have them as an industrial member of our co-op family,” said J. Richard Baines, president and CEO of Broad River Electric Cooperative. “As their electric utility, we will meet their power needs and provide superior customer service.”



South Carolina Power Team Earns Honorable Mention

Site Selection magazine's 2009 Top Utilities in Economic Development survey and research study resulted in the South Carolina Power Team earning an Honorable Mention designation. The magazine is a publication of the Industrial Asset Management Council, a premier organization of corporate real estate executives and economic developers.

"*Site Selection* is the oldest magazine of its kind and has a readership of over 40,000 business and industry professionals," said Ralph U. Thomas, president of the South Carolina Power Team. "Although the number of jobs and capital investments we help create in South Carolina is our final and most important measure of success, we are very happy to have our efforts recognized in *Site Selection* through this designation, and we extend our thanks to them and their supporting organization."

In its September 1 press release, *Site Selection* revealed the parameters of its study. The magazine combined utilities' job and capital investment creation numbers from 2008, its investment in new and renewable power generation and how it fared in a survey of site consultants to determine rankings.

A complete list of winners and honorable mentions, is available at <http://www.siteselection.com>. Visit the link "TOP UTILITIES IN ECONOMIC DEVELOPMENT: Models of Efficiency" to view the full article.



Directory Outstanding For *Quick Facts*



The South Carolina Department of Commerce (SCDOC) maintains a document directory on its website. Fact sheets on energy costs, workforce, taxes and a host of other topics make this directory an excellent quick reference for anyone involved in or interested in economic development in South Carolina.

Visit the SCDOC document directory online at the following link: www.sccommerce.com/resources/documentdirectory.aspx

Available Industrial Building



LBT Stainless Building | Manning, SC

Size: 53,000 sq. ft.
Location: 1799 Ram Bay Rd, Manning, SC 29102
Year Built: 1992
Condition: Good, Building Available Fully Equipped and Furnished

Construction:

Floor: 6 in/15.24 cm Concrete
Walls: Insulated Metal & Concrete Block
Roof: Insulated Metal
Column Spacing: 32 x 60 ft
Truck Docks: 1
Drive In Doors: 20
Lighting: Metal Halide & Fluor.
Heating: 100%
A/C: Office Only
Cranes: 4 total (Three 10 ton cranes, One 3 ton crane)
Paint Booth: Yes

Former Use: Stainless Steel Tank Manufacturing

Utilities:

Electric: Santee Electric Cooperative, Inc.
Water: City of Manning, 16.00 in/40.64 cm
Sewer: City of Manning, 12.00 in/30.48 cm
Gas: SCE&G, 6.00 in/15.24 cm

Transportation:

Highways: I-95, less than a mile
Railroad: CSX, 7 miles
Commercial Airport: Florence Regional, 54 miles

FOR MORE INFORMATION CONTACT:

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

Stan Williamson –or–
Santee Electric Cooperative, Inc.
843.355.0524
SWilliamson@Santee.org

John Truluck
Clarendon County Development Board
803.435.8813
jtruluck@sc.rr.com

RETURN SERVICE REQUESTED

Your Touchstone Energy® Partner 



THE ELECTRIC COOPERATIVES
AND SANTEE COOPER

BOARD OF TRUSTEES

Gary L. Stooksbury, Chairman
O.L. Thompson, Vice Chairman
Ronald J. Calcaterra
Lonnie N. Carter
G. Dial DuBose
James P. "Pat" Howle
J. Calhoun Land, IV
Douglas A. Reeves

STAFF

Ralph U. Thomas, President
Diane Bean
Clancy Courtney
R. Andrew Folks
Fred J. Gassaway
Jan Guerry
Rusty Reed
Jeff Ruble

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

Product Upgrades Continue – *Even in Down Economy*

— continued from page 1

“The shell building we are constructing in Bamberg County in the CrossRhodes Industrial Park has 50 foot bay spacing, a 24 foot ceiling and is fully expandable,” said Kell Anderson, member of the SouthernCarolina Alliance staff and economic development project manager for Bamberg County, SC. “It can accommodate a heavy manufacturing operation. It can accommodate a call center or a distribution center. It’s a flexible as well as functional property. We want to reduce the start up time for the eventual tenant by as much as we can.”



CrossRhodes Shell Building, Bamberg County
(photo courtesy of SouthernCarolina Alliance)
(Building Inquiry? – Call Kell Anderson, SouthernCarolina Alliance at 803-541-0023)

According to Abbeville County Economic Development Director Steve Bowles, whose county has a 60,000 sq. ft. shell building of its own on the drawing board, a quality, available industrial property is often the first thing that attracts site consultants to a community. “Proximity to markets, incentives, workforce – those are the things that turn economic development projects into location announcements. But the product is often the initial hook. The economic development competition never stops and my colleagues across the state and I know that. We will continue to upgrade our infrastructures to keep our communities and our state in position to fight for and win new economic development projects,” he said.