LEADERSHIP FOR A WORLD-CLASS, GLOBALLY COMPETITIVE ECONOMY

Charleston Regional Development Alliance (CRDA) has served as a catalyst for long-term, sustainable economic prosperity in Berkeley, Charleston, and Dorchester counties since 1995.

Our community benefits from this public-private partnership with the region’s most influential business leaders, three county governments, largest municipalities, and top academic institutions working together toward a shared vision for the future.

Our region’s next economic development strategy, One Region Roadmap, will be finalized in early 2022. The resulting recommendations specifically focused on our region’s economic clusters and innovation ecosystem will guide CRDA’s regional economic development work over the next five years.

“CRDA is instrumental in identifying companies that are the right fit for the Charleston region, and the pandemic has proven the resiliency, drive, and creativity of our community.

As we look to the future, our shared vision and influence will lead the way to address economic gaps and capitalize on the region’s strengths to attract the world’s best companies, talent, and entrepreneurs.”

Michael Fuller, CRDA Chairman
PRESIDENT & CEO, BERKELEY ELECTRIC COOPERATIVE

WHAT DOES CRDA DO?

Drive sustainable economic prosperity by building high-impact industry clusters

Market the Charleston region as a globally competitive location for business, entrepreneurs, and talent

Facilitate the site selection process for companies considering our market for competitive expansion or location investments

Convene regional leaders around key economic competitiveness issues

Engage the region’s top business, academic and elected leaders in economic development – and keep economic development a top priority for each of them
CRDA RESULTS
BY THE NUMBERS

FROM 2010 - 2020
TAX BASE Grew
50% TO
$6.2 BILLION
(23% IN REST OF SC)
Source: SC Department of Revenue Annual Reports

FROM 2010 - 2020
TOTAL PRIVATE-SECTOR WAGES Grew
78% TO
$14.4 BILLION
(57% SC AND 54% US)
Source: U.S. Bureau of Labor Statistics

FROM 2010 - 2020
GRP Grew
63% TO
$44.7 BILLION
(COMPARED TO 39% FOR US)
Source: U.S. Bureau of Economic Analysis & JobsEQ
Our regional economy demonstrated strong performance over the past decade, culminating in record income levels, higher prosperity and optimal employment levels in 2019 (just prior to the onset of the global pandemic).

This sustained momentum is a testament to our economy’s diversity and resiliency, and the power of public- and private-sector leadership.


**CHARLESTON REGION SET ECONOMIC RECORDS IN 2019**

- **$43 BILLION**
  - Gross Regional Product
  - Doubled from 2005

- **$70,505**
  - Median Household Income
  - Surpassed the US for the first time

- **10.7%**
  - Record Low Poverty Rate
  - Lowest level since tracking began

- **2.3%**
  - Unemployment Rate
  - Lowest annual rate

**POPULATION GROWTH**

- **2.3%**
  - Average Annual Growth Rate 2010-2020

**THE CHARLESTON MSA POPULATION IS EXPECTED TO REACH 1M BY 2029**

Source: US Census Bureau
Charleston area employment steadily increased for decades until COVID-19 began in March 2020. Many sectors have recovered and surpassed pre-COVID levels.

Source: Quarterly Workforce Indicators, U.S. Census Bureau

Charleston’s Strong Job Growth

Regional Employment by Sector

Projected New Jobs 2019-2024

<table>
<thead>
<tr>
<th>Sector</th>
<th>Projected Jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hospitality</td>
<td>4,100</td>
</tr>
<tr>
<td>Production &amp; Mechanical</td>
<td>3,760</td>
</tr>
<tr>
<td>Medical</td>
<td>3,170</td>
</tr>
<tr>
<td>Logistics</td>
<td>2,600</td>
</tr>
<tr>
<td>Business Operations</td>
<td>2,500</td>
</tr>
<tr>
<td>Personal Services</td>
<td>2,300</td>
</tr>
<tr>
<td>Construction</td>
<td>1,700</td>
</tr>
<tr>
<td>Information Technology</td>
<td>1,600</td>
</tr>
<tr>
<td>Business Management</td>
<td>1,200</td>
</tr>
<tr>
<td>Education</td>
<td>1,000</td>
</tr>
<tr>
<td>Finance</td>
<td>960</td>
</tr>
<tr>
<td>Engineering</td>
<td>700</td>
</tr>
</tbody>
</table>

Total New Jobs: 28,000

Source: Talent 2020 & Beyond Report
CRDA, BCD Council of Governments, and Charleston Metro Chamber are leading the development of One Region Roadmap, along with input and support from dozens of partner organizations. This broad plan is the next evolution of the One Region strategy launched in 2016, and it will serve as a blueprint for continuing the economic momentum our region has built over the last 10 years while working to eliminate disparities and create opportunities for all residents to thrive.

Slated for completion in early 2022, One Region Roadmap will address the economic challenges heightened by the COVID-19 pandemic and focus on building a stronger, more resilient region in the years ahead.

“This is an exciting opportunity for all of us to work together to address deeply rooted and systemic problems, while developing both short-term and long-term regional priorities.”

Dr. Kendra Stewart, One Region Chair
DIRECTOR OF THE JOSEPH P. RILEY, JR. CENTER FOR LIVABLE COMMUNITIES AT THE COLLEGE OF CHARLESTON
COVID-19 IMPACT PRIORITIES

• Preventing and recuperating from business closures
• Recovering from inequitable job and income losses
• Addressing homelessness and growing housing insecurity

LONGER-TERM IMPACT PRIORITIES

• Advancing broadband and technology access
• Preparing for remote work business models
• Understanding and planning for the changing retail consumer
• Laying the groundwork for automation and artificial intelligence
• Advancing new vehicle technology and services locally
- Business Development
- Global Awareness & Branding
- Cluster Building
- Entrepreneurial Support

- Target In-Demand Occupations
- Content Curation and Peer-to-Peer Storytelling
- Relationship Building and Outreach

- Market Research
- Economic Strategy
- Regional Competitiveness Analysis

- Maximize Financial & Human Resources
- Promote Healthy Corporate Culture
- Pursue Industry Best Practices

- Engage Investors
- Comply with Board Governance and Operational Policies
- Sound Fiscal Management
CRDA STRATEGIC PRIORITIES

FY 2021 - 2022

Project Pipeline
Cluster Ecosystems & Supply Chains
Headquarters
Entrepreneur & Capital Connections

Awareness
Stakeholder Engagement
HR/Colleges/Military Connections

One Region Roadmap
Supply Chain Database
Lead Generation
Business Intelligence Tools

501(c)3 Foundation
Teambuilding
Post-COVID
Diversity, Equity, & Inclusion

Economic Leadership Council
Public/Private Investors
Engagement
The One Region strategic plan guides CRDA’s organizational program of work including Global Business Development / Marketing, Research & Business Intelligence, and Engaged Leadership. These charts provide a snapshot of how we allocate resources to fulfill our regional economic development mission.

CRDA’s current fiscal year runs July 1, 2021 through June 30, 2022.
CRDA BOARD OF DIRECTORS

*AS OF SEPT 29, 2021

Dondi Costin, PhD
PRESIDENT
CHARLESTON SOUTHERN UNIVERSITY

Bobby Creech
REGIONAL MANAGING PARTNER OF THE LOWCOUNTRY
WEBSTERROGERS, LLP

Brad Cunic
SENIOR VP
LIFE CYCLE ENGINEERING

Bryan Derreberry
PRESIDENT & CEO
CHARLESTON METRO CHAMBER OF COMMERCE

Jon Downey
PRESIDENT & CEO
SOUTHERN CURRENT

Jason Eckenstein
REGIONAL DIRECTOR
AT&T

Julie Edwards
VP OF CLIENT SERVICES
BOOMTOWN

Laura Evans
MANAGING PARTNER
SHUMAKER, LOOP & KENDRICK, LLP

Scott Fennell
PRESIDENT
FENNELL HOLDINGS, LLC

Stephanie Few
PARTNER
WOMBLE BOND DICKINSON (US) LLP

Kent Fonvielle
PRESIDENT
CHARLESTON INTERNATIONAL MANUFACTURING CENTER

Chris Fraser
PRINCIPAL, MANAGING DIRECTOR - SC
AVISON YOUNG

Brent Gibadlo
VP OF OPERATIONS
NEXTON

L. Elizabeth Gibbes
PARTNER
PARKER POE

Stephen Grant
SENIOR PROJECT MANAGER
THE OHMEGA GROUP, INC.

Tim Grow
OFFICE MANAGING SHAREHOLDER
ELLIOTT DAVIS, LLC
Jeff Trenning  
Senior Vice President  
Bank of America

H. Manning Uger  
Managing Partner  
Moore & Van Allen

Josh VanScoy  
Vice President  
Hitt Contracting Inc.

Tony Vincent  
VP for Public Relations & Energy Services  
Berkeley Electric Cooperative

Ricky Waring  
Mayor  
Town of Summerville

Steve Warner  
Assistant VP, Corporate Partnerships & Strategic Initiatives  
Clemson University

Barry Whalen  
President  
HLA, Inc.

Stuart Whiteside  
President  
SeamonWhiteside

Pamela J. Williams  
Chief Public Affairs Officer & General Counsel  
Santee Cooper

Kai Woerner, PhD  
Senior Vice President of Manufacturing  
Robert Bosch, LLC

Anita G. Zucker  
Chairperson & CEO  
The Intertech Group

* AS OF SEPT 29, 2021
The CRDA is a true alliance of business, government, and higher education working together to drive a sustainable, competitive economy for the Charleston region. Below is a recognition of entities who have stepped forward to help lead and fund this collaborative effort.

### 2021-2022 INVESTORS*

The CRDA is a true alliance of business, government, and higher education working together to drive a sustainable, competitive economy for the Charleston region. Below is a recognition of entities who have stepped forward to help lead and fund this collaborative effort.

#### ACCOUNTING SERVICES
- Dixon Hughes Goodman LLP
- Elliott Davis, LLC
- Jarrard, Nowell & Russell, LLC
- WebsterRogers, LLP

#### ARCHITECTURE & ENGINEERING
- Alliance Consulting Engineers, Inc.
- BRPH
- David & Floyd, Inc.
- Dolphin Architects & Builders
- GEL Engineering, LLC
- HLA, Inc.
- Hussey Gay Bell
- Life Cycle Engineering
- Liollio Architecture
- LS3P
- McMillan Pazdan Smith Architecture
- The Ohmega Group, Inc.
- S&ME, Inc.
- SAIC
- SeamonWhiteside
- Stantec
- Terracon
- Thomas & Hutton

#### BANKING & FINANCIAL SERVICES
- Bank of America
- First Citizens Bank
- First National Bank
- JPMorgan Chase & Co.
- Pinnacle Financial Partners
- PNC Bank
- REV Federal Credit Union
- South State Bank
- Southern First Bank
- Synovus Bank
- TD Bank
- Truist
- United Bank
- United Community Bank
- Wells Fargo

#### CONSTRUCTION & CONTRACTORS
- Banks Construction Company
- Choate Construction
- Evans General Contractors
- Harbor Contracting
- Hill Construction
- HITT Contracting Inc.
- Hood Construction
- JE Dunn Construction Company
- Landmark Construction
- O.L. Thompson Construction Co.
- Thompson Turner Construction
- Trident Construction
- Vannoy Construction
- Whiting-Turner Contracting Company

#### ECONOMIC DEVELOPMENT
- South Carolina Research Authority (SCRA)

#### EDUCATION & TRAINING
- Charleston Southern University
- The Citadel
- Clemson University
- College of Charleston
- Lowcountry Graduate Center
- Trident Technical College
- University of South Carolina

---

* AS OF SEPT 29, 2021
GOVERNMENT & AGENCIES
Berkeley County
Charleston County
City of Charleston
City of Goose Creek
City of North Charleston
Dorchester County
Town of Mount Pleasant
Town of Summerville

HEALTHCARE
Medical University of South Carolina
Roper St. Francis Healthcare
Trident Health

HOSPITALITY
Daniel Island Golf Club, LLC
Fennell Holdings, Inc.
Francis Marion Hotel

INFORMATION TECHNOLOGY
Benefitfocus
BoomTown
Booz Allen Hamilton
eGroup
Google

INSURANCE
BlueCross BlueShield of SC
State Farm Insurance
- Tony Pope

INVESTMENT CAPITAL
Charles Towne Holdings, LLC

INVESTMENT HOLDINGS
The InterTech Group

LIFE SCIENCES
Charles River Laboratories

MANUFACTURING
AstenJohnson, Inc.
Boeing South Carolina
Charleston Steel & Metal
Ingevity
Robert Bosch LLC
Showa Denko Carbon, Inc.
stoba
Thorne Research, Inc.
Volvo Cars USA

MARITIME
Charleston Branch Pilots Association

MEDIA & COMMUNICATIONS
Charleston Regional Business Journal

REAL ESTATE & DEVELOPMENT
Avison Young
The Beach Company
Bridge Commercial
Carolina One Real Estate
CBRE
CC&T Real Estate
Charleston International Manufacturing Center
Charleston Naval Complex
Redevelopment Authority
Charleston Trident Association of Realtors
Colliers International
Cushman & Wakefield | Thalhimer
Darby Development
Gateway Development Services
Highland Resources, Inc.
Lee & Associates - Charleston
NAI Charleston
Nexton
North Point Real Estate
Pratt & Co. at RE/MAX Pro Realty
Raven Cliff Company, LLC
Ravenel Commercial Properties
South Street / Kiawah Partners
SunCap Property Group

STAFFING & EMPLOYMENT SERVICES
Aerotek
The Bolton Group
Human Technologies, Inc. (HTI)

TELECOMMUNICATIONS
AT&T
Home Telecom

UTILITIES & ENERGY
Berkeley Electric Cooperative
Carolina Gas Transmission
Charleston Water System
Dominion Energy
Santee Cooper
South Carolina Power Team
Southern Current

CHARLESTON OPEN SOURCE
AVOXI
Benefitfocus
BoomTown
Booz Allen Hamilton
ECS Federal, LLC
eGroup
Geocent, LLC
Lowcountry Graduate Center
Omatic Software
PhishLabs
SpinSys
Sprockets
Xifin
### 2021-2022 LEVELS OF ENGAGEMENT

#### ENGAGEMENT OPPORTUNITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>$50k</th>
<th>$25k</th>
<th>$15k</th>
<th>$10k</th>
<th>$5k</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum of 1 “one-on-one” visit with a member of key CRDA staff annually</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Opportunity to participate in 1 or 2 business or talent attraction events, mission trips or tradeshows annually at the invitation of CRDA.</td>
<td>2</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Inclusion in special invitation-only events</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Opportunities to serve as co-host for international visits and/or site selectors*</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Minimum 1 visit with CRDA President &amp; CEO per year</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Top local executive invited to attend one ELC meeting annually as guest of CRDA President &amp; CEO</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>

#### BOARD & COMMITTEE PARTICIPATION

<table>
<thead>
<tr>
<th>Description</th>
<th>$50k</th>
<th>$25k</th>
<th>$15k</th>
<th>$10k</th>
<th>$5k</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eligibility to serve on a CRDA Taskforce and/or Special Initiatives Committee</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Opportunity to serve on CRDA Board of Directors (CEO or most senior executive)</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Eligibility for election to CRDA Executive Committee</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Opportunity to serve on Economic Leadership Council</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

#### BRAND RECOGNITION

<table>
<thead>
<tr>
<th>Description</th>
<th>$50k</th>
<th>$25k</th>
<th>$15k</th>
<th>$10k</th>
<th>$5k</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opportunities for recognition at CRDA events and sponsorship of special CRDA initiatives</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Recognition as investor on CRDA website, social media, and in marketing materials</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Special recognition at CRDA Annual Luncheon</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

#### CRDA EVENTS & NETWORKING OPPORTUNITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>$50k</th>
<th>$25k</th>
<th>$15k</th>
<th>$10k</th>
<th>$5k</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invitation(s) to Quarterly Investor Briefings</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Invitation to Regional Summits</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Invitation(s) to exclusive Investor-only events</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Invitation to present as subject matter expert at CRDA events*</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Ticket(s) to Annual Luncheon+</td>
<td>2</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

#### INFORMATION

<table>
<thead>
<tr>
<th>Description</th>
<th>$50k</th>
<th>$25k</th>
<th>$15k</th>
<th>$10k</th>
<th>$5k</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital subscriptions to Quarterly/Breaking News Updates and Quarterly Snapshot</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Investment Announcements</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Opportunity to participate in an Investor Roundtable with CRDA staff</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Access to customized market research services*</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Access to custom industry or topical workshops created by CRDA staff</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

* Subject to availability   + Number of events or tickets
“Our region is a highly competitive and distinguished market for new and existing industries to call home. Our continued and future success will depend not only on maintaining and building upon strong partnerships with business leaders, county and municipal governments, and educational institutions, but also in working with all stakeholders to make sure adequate infrastructure is in place to support our thriving community.”

JOHNNY CRIBB
Berkeley County Supervisor / County Council Chairman

GETTING INVOLVED

If you share a long-term commitment to building a prosperous and sustainable regional economy, please contact us about engagement opportunities with the CRDA.

Charleston
REGIONAL DEVELOPMENT ALLIANCE
BERKELEY, CHARLESTON & DORCHESTER COUNTIES

T: 843.767.9300 | F: 843.760.4535
alliance@crda.org
charlestoneconomicdevelopment.com