

SC DEPARTMENT OF COMMERCE

The South Carolina Department of Commerce (SCDOC) is the economic development and business recruiting arm of the State. The leadership and staff of SCDOC are fully committed to the mission of the agency and believe in striving to enhance the quality of life for all South Carolinians.

Agency mission statement:

Working together to create opportunities for South Carolinians by promoting:

- Job creation
- Economic growth
- Improved living standards for South Carolinians

It is our vision that South Carolina's economy will become more competitive in a global economy, providing South Carolinians of all ages and skill levels an opportunity to maximize their talents and abilities.

Attendees:

Bobby Hitt
Secretary of Commerce

Chris Huffman
Chief Financial Officer

Alex Clark
Director of Marketing and Communications

Michael McInerney
Director of External Affairs

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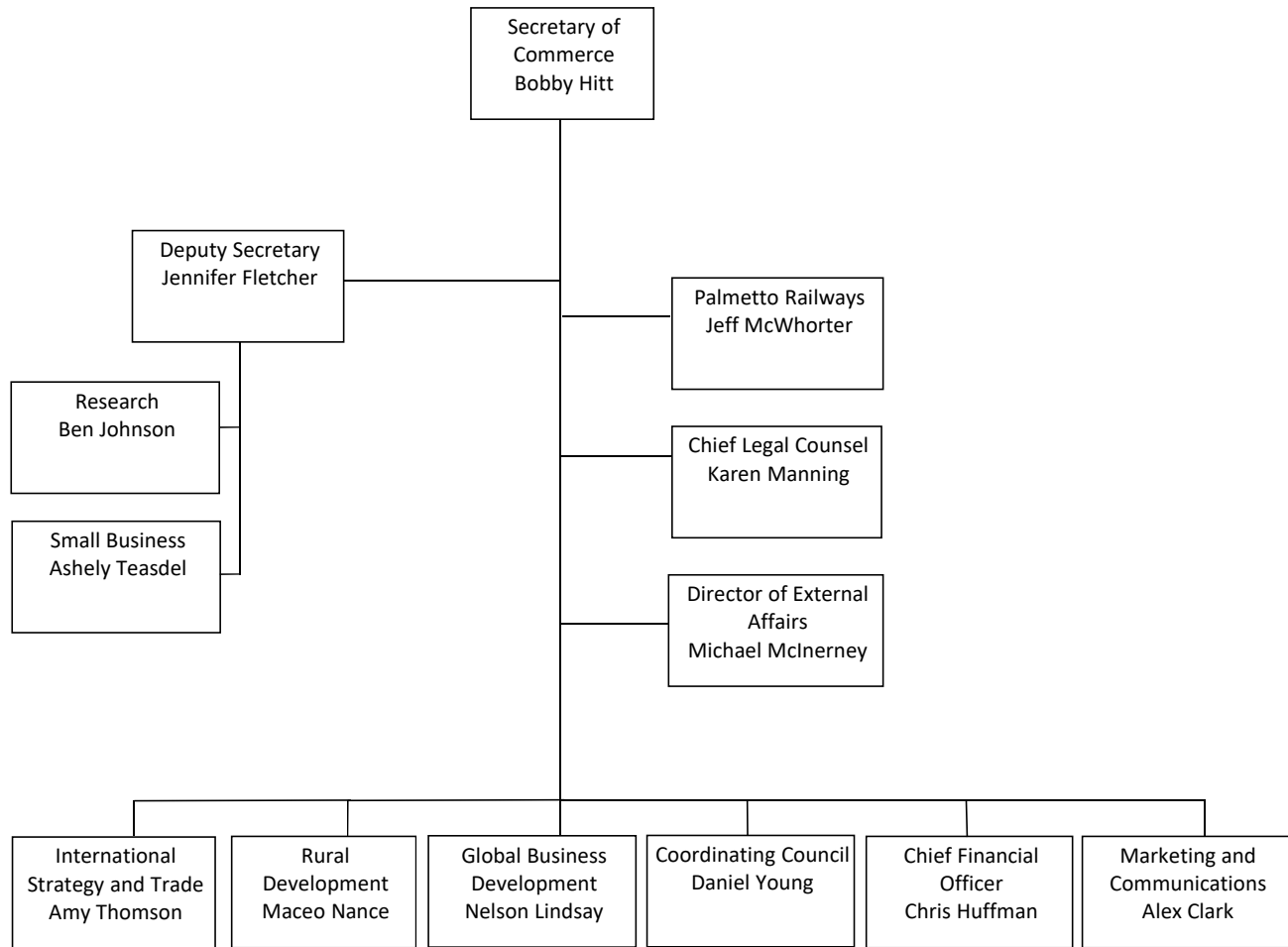
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SC DEPARTMENT OF COMMERCE



FTE BREAKDOWN

As of 12/31/2019	General Fund	Other Funds	Total
Current Authorized FTEs	68.51	36.59	105.10
Filled Positions	58.76	33.99	92.75
Vacant Positions	9.75	2.60	12.35

Not included above:

Palmetto Railways has 76 Employees

S.C. Department of Commerce 2018-19 Performance Update

1. **Diverse recruitment activity:** In 2018, the state won 162 economic development projects, accounting for \$4.17 billion in capital investment and 14,071 new jobs. Office and headquarters projects accounted for approximately 30% of total job recruitment. New projects accounted for higher percentages of capital investment (52%) and job creation totals (61%) than expansions did in 2018.
2. **Record-breaking export success:** For the ninth consecutive year, S.C. set a record for total export sales in 2018 totaling \$34.6 billion, according to data from the U.S. Department of Commerce. The figure represents a 7.5% increase over the 2017 total.
3. **Leader in manufacturing job growth:** Long considered a manufacturing powerhouse, South Carolina continues to be a top tier state in the region in manufacturing job growth. Over the last 10 years, the average manufacturing growth in the state was 18%, which ranks second in the Southeast.
4. **Brand awareness in business community:** In 2018, South Carolina continued to elevate its brand on the global economic stage as many internationally-recognized firms announced significant investments in the Palmetto State. Among them were: Google, Keurig Dr. Pepper, Samsung Electronics America, Inc. and more.
5. **Small and existing business support:** Strengthening existing industry and small business services continued to be a key focus. In 2018, S.C. Commerce participated in a number of programs to support business growth, including B2B events, supplier outreach and export assistance. S.C. Commerce staff made more than 525 contacts with small businesses and an additional 596 contacts with existing industries. In a survey conducted a few months after last year's Automotive B2B Supplier Matchmaker, approximately 25% of participating OEMs and suppliers reported new contracts as a result of relationships formed at the event.
6. **Focus on rural communities:** In an effort to bring economic development to communities of all sizes, the state's rural areas remained a priority and strategic focus. Over the last eight years, South Carolina has recruited more than \$7.5 billion in new capital investment and 26,800 new jobs to rural communities. In fact, 19% of last year's job recruitment total and 34% of the investment total went to Tier III and Tier IV counties. S.C. Commerce has dedicated staff piloting a rural strategy program in five of the state's Tier III or Tier IV counties.
7. **Workforce collaboration:** As South Carolina continues to build a workforce development system that will align state resources and programs with the ever-changing needs of industry, the S.C. Coordinating Council for Workforce Development hosted the WorkforceONE Summit. A first-of-its-kind, this event brought together more than 80 leaders in business, education and workforce development to help chart the future direction of workforce.
8. **Igniting innovation:** As part of S.C. Commerce's ongoing effort to support and grow an innovative, technology-based and entrepreneurial business environment, the Office of Innovation had an impactful year. The office announced 3Phase, a new effort aimed at helping small businesses

acquire federal funding, as well as S.C. Codes, a statewide program designed to provide free access to code education for all S.C. residents. Additionally, the office launched Scribble, an online tool that provides the innovation community a platform to access resources and enhance connectivity.

9. **Infrastructure improvements:** This past April, the Surface Transportation Board published the final environmental assessment, representing a major project milestone, for the Camp Hall Rail Line project. The proposed rail line will bring industrial rail service to Camp Hall Commerce Park in Berkeley County, while supporting overall infrastructure needs and opening the door to greater economic development efforts in South Carolina.

**South Carolina Department of Commerce
Financial Update**

Major Budget Categories	FY 18-19 Appropriations versus Expenditures					
	Total General Fund Appropriations	Total General Fund Expenditures	Total General Fund Remaining	Total Other Funds Appropriations	Total Other Funds Expenditures	Total Other Funds Remaining
Personal Services	5,164,689	5,136,608	28,081	4,805,275	4,780,431	24,844
Other Operating	3,062,824	2,688,724	374,100	35,333,065	34,544,863	788,202
Fringe Benefits	1,798,451	1,798,358	93	1,851,124	1,829,205	21,919
Distributions to Subdivisions	125,000	77,735	47,265	120,515,292	59,970,594	60,544,698
Special Items	95,727,670	54,359,497	41,368,173	16,019,844	3,470,518	12,549,326
Total	105,878,634	64,060,922.00	41,817,712	178,524,600	104,595,611	73,928,989

Major Budget Categories	FY 19-20 Appropriations versus Expenditures as of 12/31/2019					
	Total General Fund Appropriations	Total General Fund Expenditures	Total General Fund Remaining	Total Other Funds Appropriations	Total Other Funds Expenditures	Total Other Funds Remaining
Personal Services	4,790,676	2,565,403	2,225,273	2,904,500	1,464,292	1,440,208
Other Operating	3,827,500	1,654,574	2,172,926	2,099,000	367,002	1,731,998
Fringe Benefits	1,736,996	895,720	841,276	1,140,000	550,909	589,091
Distributions to Subdivisions	1,225,000	318,647	906,353	106,560,030	31,249,164	75,310,866
Special Items	155,002,699	19,242,724	135,759,975	12,549,326	75,925	12,473,401
Total	166,582,871	24,677,068	141,905,803	125,252,856	33,707,292	91,545,564

FY 20-21 Prioritized Budget Request Summary

SC Department of Commerce

BUDGET REQUESTS			FUNDING					FTEs				
Priority	Request Title	Description	General - Recurring	General - NR	Capital	Other	Federal	Total	State	Other	Federal	Total
1	Closing Fund	Closing Fund	3,700,000					\$ 3,700,000				0.00
2	LocateSC	LocateSC		\$ 4,000,000				\$ 4,000,000				0.00
3	Rural Initiative	Rural Initiative	\$ 250,000					\$ 250,000	2.00			2.00
4	Procurement Technical Assistance Program	Expansion of Federal Program	\$ 170,000				\$ 255,000	\$ 425,000	1.80		0.20	2.00
5	PGA Championship 2021	PGA Championship 2021 Sponsorship		\$ 360,000				\$ 360,000				0.00
6	Personnel and Employer Contribution Increases	Other Fund authority increase				\$ 50,000	\$ 40,000	\$ 90,000				0.00
TOTAL BUDGET REQUESTS			\$ 4,120,000	\$ 4,360,000	\$ -	\$ 50,000	\$ 295,000	\$ 8,825,000	3.80	-	0.20	4.00