



UNLIMITED OPPORTUNITIES.

GREENVILLE AREA DEVELOPMENT CORPORATION 2008 REPORT TO THE COMMUNITY

GADC REPORT TO THE COMMUNITY

COMMITTED TO ECONOMIC GROWTH & INNOVATION



Since its founding in mid-2001, the Greenville Area Development Corporation has assisted more than 140 businesses to locate or expand facilities in Greenville County. Generating over 8,900 jobs and \$1.8 billion in capital investment, the county's economic development efforts have resulted in more than \$5 in taxes paid to Greenville County for every tax dollar invested in GADC initiatives.

While our state and nation battle the current recession, there is ample evidence that economic development efforts are making Greenville more prosperous. In 2008, 25 announcements translated into over 1,550 new jobs for our community. Since 2005, target segment companies we've assisted reflect an average hourly wage of \$28.06 – nearly double historical county, state and national wage averages.

Today, we are collaborating with key partners – area chambers, city of Greenville, municipalities, Upstate Alliance and others – to deploy effective strategies and judicious investment to help Greenville County continue to enjoy success in economic development and diversification. The future is bright thanks to our 125 Investor organizations and all of you who support efforts to advance Greenville with your insight, expertise and financial assistance.

Best regards,
Jay Rogers, Chairman

A WISE INVESTMENT



Recognizing the need to be proactive, GADC was chartered by Greenville County Council to expand job opportunities and business investments in Greenville County.

GADC employs a unique set of tools designed to work within a carefully crafted economic development strategy to assist local businesses to expand and to attract new companies here. In its short existence, GADC has achieved a solid record of success, helping create thousands of new jobs and millions of dollars in new investments.

Achieving economic success for an entire community and region is a complex undertaking requiring many more resources and capabilities than GADC has available. GADC is part of a combined team effort working to keep our area competitive and successful. GADC's major partners include the Upstate Alliance, South Carolina Department of Commerce, Greater Greenville Chamber, other chambers, and municipal economic development teams around the county.

Improving the education and skills of Greenville County's workforce is the foremost challenge we face. GADC has been instrumental in creating Greenville Works, a collaborative workforce development group that includes Greenville Tech, Workforce Investment Board, Ready SC, SC Manufacturing Extension Partnership, SC Employment Security Commission, and the Greater Greenville Chamber.

GADC has become a leader and innovator in developing and executing a collaborative and comprehensive approach to economic development for the Greenville area.

Best regards,
H.G. "Butch" Kirven, Jr.

Chairman, Greenville County Council

AN ROI OF 5 TO 1

2001-08 INVESTMENT

\$3.87 MILLION

2001-08 FILOT Revenues*

\$22.04 MILLION

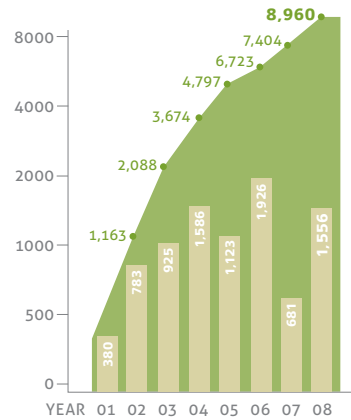
RETURN ON INVESTMENT 5.7 : 1

* FILOT revenues only include companies that negotiated a Fee in Lieu of Tax agreement while locating or expanding in Greenville County. This represents only 29% of companies assisted by the GADC. Additional tax revenues are generated by companies that did not execute a Fee Agreement.

JOB GROWTH

(2001-08)

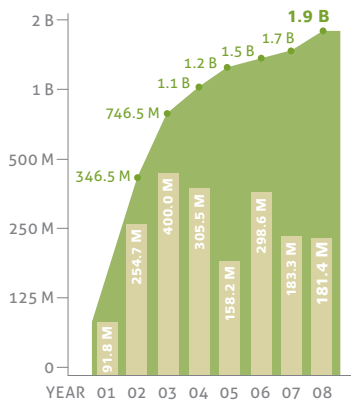
■ Total Job Growth to Date
■ New Jobs by Year



CAPITAL INVESTMENT

(2001-08)

■ Total Investment to Date
■ New Investment by Year



OUR MISSION

**TO IMPROVE THE QUALITY OF LIFE OF EVERY GREENVILLE COUNTY CITIZEN
BY FACILITATING INVESTMENT AND JOB GROWTH FROM NEW AND EXISTING COMPANIES.**



- Generate new business, jobs and investment
- Retain and grow existing businesses, jobs and investment
- Promote infrastructure development
- Market Greenville County to key audiences

Our area offers the perfect combination of pro-business mindset, skilled work force and quality of life to locate or expand a business. Key target segments, and why they make sense for Greenville County:

ADVANCED MATERIALS:

emphasis in manufacturing and research from polymers and metal alloys to nano-materials and composites... supports industries including automotive, defense, plastics, photonics, healthcare, biomaterials and electron imaging... wealth of area intellectual capital, research initiatives, advanced equipment and training resources... key advances include CU-ICAR development, filling of endowed chairs and tenant attraction ... materials research advances at Composites Technology Manufacturing Center ... fiber and film process and product gains at Center for Advanced Engineering Fibers and Films ... announcements include expansion at Fabri-Kal, Precision Valve and Innegrity, new R&D center by American Titanium Works, recent growth at Cytec and 3M.



AUTOMOTIVE: now over 115 automotive organizations/suppliers in metro area... outstanding work force with requisite skills... nation's leading industrial training programs... BMW announced \$750 million expansion Spring '08... CU-ICAR 400-acre campus coming on line and attracting industry attention, graduate students and faculty, R&D

facilities, testing and safety organizations, motorsports entities and more... more than 30,000 employed in auto-related organizations here... more than 1,000 auto suppliers and assemblers within 500 miles, along with committed local presence by industry contributors Michelin, Milliken, IBM, Microsoft, Nissan, Pierburg and Millmer Milliken, among others... global recognition as key player in Southeastern Automotive corridor.

AVIATION-AEROSPACE: expertise in propulsion systems and maintenance/modification, supply chain and automotive expertise, Greenville Tech aviation maintenance programs are natural magnets for industries... area companies in aviation/aerospace include Lockheed Martin, Honeywell,



GE, Michelin, Champion Aerospace, Adex Machining Technologies ... South Carolina Technology & Aviation Center's multi-modal industrial park setting and tailored infrastructure ideal for these industries... discussion groups founded by industry businesses identifying issues and opportunities, creating networks ... GADC attended '08 Farnborough Air Show in London, one of world's largest and a center of deals, displays, and announcements in aviation/aerospace ... Vought-Alenia's \$560 million Charleston plant manufacturing fuselages for Boeing's Dreamliner adding visibility and opportunity to cluster.

HEADQUARTERS-R&D-OFFICE:

Headquarters, regional offices and R&D facilities drawn by entrepreneurial climate, low commute, business-friendly environment, plentiful Class A and research space, and high quality of life... over 40 Fortune 500 companies in Greenville county... 20 HQ operations... #2 most favorable tax structure for businesses (KPMG)... #5 best places to weather the economic downturn (Forbes.com) ... #4 best places to live in the US (RelocateAmerica) ... over 240 international companies in the region... more corporate HQs than any region in the state... major R&D facilities including Michelin, Timken and Kemet... one of highest penetrations of engineers per capita in US... recent announcements include BP Barber Engineering, Deltex Medical and REMA-USA.



LIFE SCIENCES: high concentration of researchers, genetic engineering skills and groundbreaking R&D facilities and talent... ideal blend of manufacturing and R&D capabilities from Bausch & Lomb and Michelin to Bayer and Nutricia... high-quality water system with ample supply... biopharma-ready real estate at

The Matrix Business & Technology Park... customized training and curricula for pharmaceutical and biotech organizations through the Center for Accelerated Technology Training (CATT), the nation's #1 such training program, and Greenville Tech biotechnology program... home to Fluor's acclaimed Life Sciences division... abundant research facilities and resources in genetics, bioinformatics, genomics, environmental toxicology and biomedical arenas... new translational center collaborative researching and prototyping a range of vascular and orthopedic products... recent announcements including Ortec and Rockwell Medical.

2008 ANNOUNCED PROJECTS BY THE GREENVILLE AREA DEVELOPMENT CORPORATION

Intec 1★

- February | New Company
- Simulation software for the automotive industry
 - 15 New Jobs
 - Capital Investment not announced

Millmer Milliken 2

- March | Expansion
- Specialty textile manufacturer to the automotive industry
 - \$5 million capital investment

Project Doppler

- March | New Company
- Fabricator of specialty metal products
 - 15 New Jobs
 - \$1 million+ capital investment

SYNNEX Corporation 3

- April | Expansion of Sales HQ and Distribution Center
- Manufacturer-Distributor of Technology Products
 - 300 New Jobs
 - \$7.5 million+ capital investment

Precision Valve 5

- May | Expansion
- Manufacturer of aerosol valves and accessories
 - 190 New Jobs
 - \$50 million+ capital investment

BP Barber 6★

- June and November | New Company
- Upstate HQ for regional engineering firm
 - 25 New Jobs
 - <\$1 million capital investment

SYNNEX SURGES

Client: **SYNNEX Corporation**
 Segment: **Headquarters**
 Industry: **Business Process Outsourcing/IT & Logistics**
 Markets: **US, Canada and Mexico**
 Revenues: **Worldwide revenues exceed \$6.3 billion**
 Suppliers: **Include HP, Intel, IBM, Microsoft, Seagate, Lenovo**
 Customers: **More than 15,000 resellers**
 Of Note: Added 40,000sq. ft., 300 new jobs at U.S. Distribution HQ here... sales conference draws hundreds of IT business partners annually... distributor for over 100 global OEM suppliers



ORTEC EXPANDS

Client: **Ortec Inc.**
 Segment: **Life Sciences**
 Industry: **Medical material and polymer technology manufacturer**
 Markets: **Global**
 Employees: **Over 200**
 Customers: **Domestic and Global 500 corporations**
 Of Note: Added 30 scientists, engineers, production operators following \$7MM expansion... custom manufacturer to global medical, pharmaceutical, drug delivery and food industries ... added new 2,600 square foot Class 100,000 clean room



FABRI-KAL 4

- April | Expansion
- Manufacturer serving foodservice and consumer goods markets
 - 30 New Jobs
 - \$12.5 million+ capital investment

Project Gumbo

- April | New Company
- Precision machine tooling
 - 75 New Jobs
 - \$7 million+ capital investment

REMA-USA 7

- July | New Company
- Specialty electrical and electronics manufacturer
 - North American sales and manufacturing operations
 - 24 New Jobs
 - \$4.5 million+ capital investment

Rockwell Medical 8★

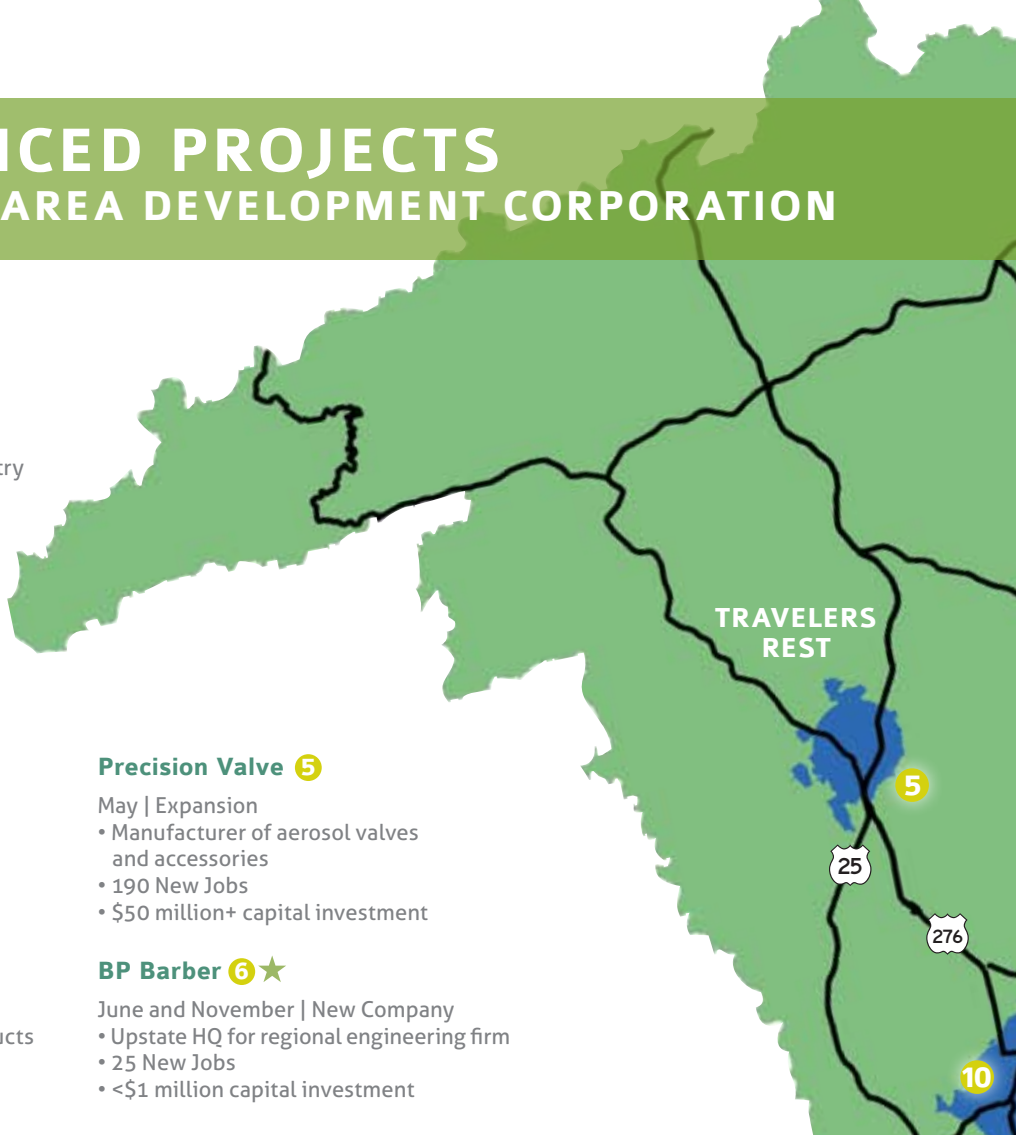
- July | Expansion
- Manufacturer and marketer of kidney dialysis products
 - 25 New Jobs
 - <\$1 million capital investment

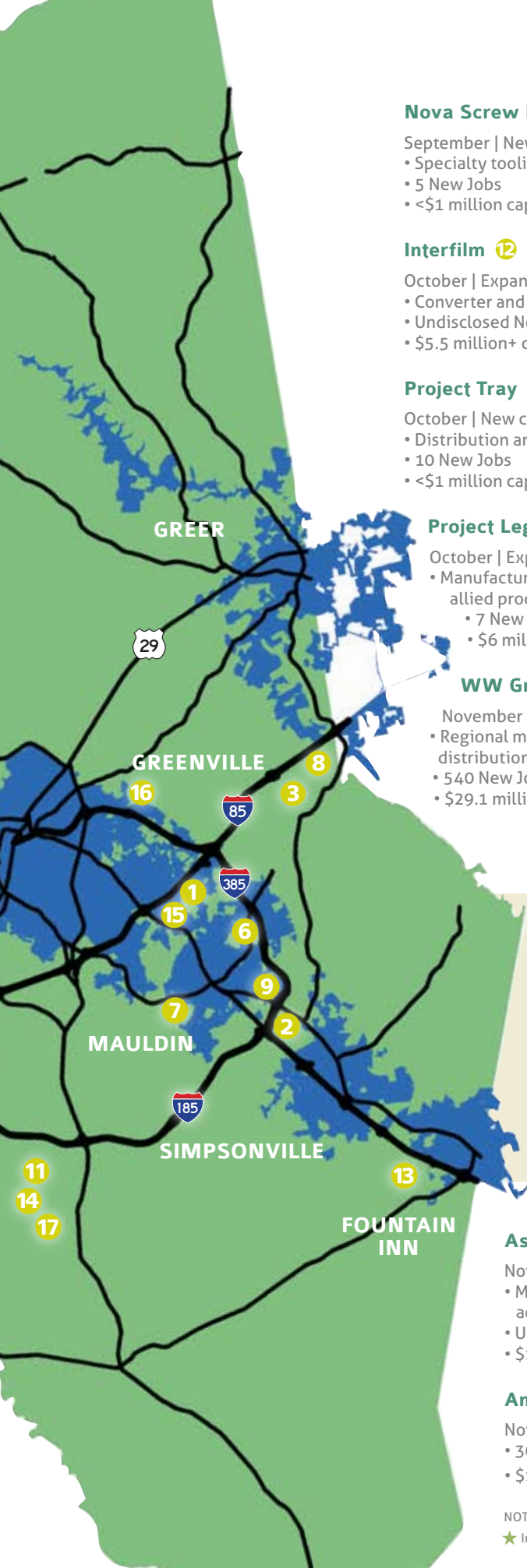
Innegrity LLC 9★

- August | Expansion of existing company
- HQ, R&D operations and Manufacturer of high-performance fibers
 - 150 New Jobs
 - \$15 million+ capital investment

Deltex Medical Group 10★

- September | New Company
- Medical device manufacturer North American operations center
 - 20 New Jobs
 - \$2 million+ capital investment





Nova Screw Machine 11

- September | New Company
- Specialty tooling and milling services
 - 5 New Jobs
 - <\$1 million capital investment

Interfilm 12

- October | Expansion
- Converter and distributor of industrial films
 - Undisclosed New Jobs
 - \$5.5 million+ capital investment

Project Tray

- October | New company
- Distribution and logistics company
 - 10 New Jobs
 - <\$1 million capital investment

Project Legend ★

- October | Expansion
- Manufacturer of chemical and allied products
 - 7 New Jobs
 - \$6 million+ capital expansion

WW Grainger 13

- November | Expansion
- Regional maintenance products distribution center
 - 540 New Jobs
 - \$29.1 million+ capital investment



INTEGRITY ACCELERATES



Client: **Innegrity LLC**
 Segment: **HQ and R&D**
 Industry: **Advanced Materials Developer and Manufacturer**
 Markets: **High performance materials for ballistics, transportation, sporting goods**
 Employees: **Adding 150**
 Partner: **Reimotec of Germany**
 Of Note: Relocated to 120,000 sq. ft. in \$15MM investment... high performance fibers provide weight reduction, ballistic protection solutions... state of the art facilities for developing high performance materials... Innegra™ S delivers superior toughness in a composite while reducing weight and cost

Ashland Inc. 14

- November | Expansion
- Manufacturer and supplier of specialty adhesives and chemicals
 - Undisclosed New Jobs
 - \$12.5 million+ capital investment

American Titanium Works 15 ★

- November | New R&D/Technology Center
- 30 New Jobs
 - \$13.5 million+ capital investment

Concentrix 16

- December | Expansion
- Outsourced technology services provider
 - 40 New Jobs
 - \$1 million+ capital investment

Ortec 17 ★

- December | Expansion
- Biomaterial and polymer manufacturer to the healthcare industry
 - 30 New Jobs
 - \$7.2 million+ capital investment

NOTE: Code-named projects are not identified on map to protect client confidentiality.
 ★ Indicates GADC target segment company.

2008-09 PROGRAM OF WORK

When it comes to assisting companies seeking to expand or locate new operations in Greenville County, the GADC deploys a focused, strategic and robust regimen of marketing programs to try to close the deal for Greenville County. With funding made possible by the support of GADC investors, key initiatives from 2008 include:

| | |
|--|---|
| <p>PROJECT SUPPORT Development and nurturing of leads...marketing and project management includes all incentive negotiation to convert inquiries into business expansions or new corporate citizens for Greenville County</p> | <p>MARKETING EVENTS & PROGRAMS Hosting of corporate decision makers, industry recruiters, investors and allies at events including BMW Charity Pro-Am and Business Retention & Expansion Program</p> |
| <p>CONSULTANT TRIPS 1-to-1 meetings with corporate decision makers and site selection consultants in target markets and at key industry forums</p> | <p>CONFERENCES & SPONSORSHIPS Critical economic development conferences, meetings and association gatherings like InnoVenture, SCEDA and SC BIO</p> |
| <p>TRADE SHOWS Recruiting at key domestic and international industry shows, conferences and trade events like Farnborough Air Show (UK)</p> | <p>COMMUNICATIONS Ongoing strategic communications initiatives including web, data books, e-newsletters, public relations and brand collateral</p> |

BREP generates results

Launched in 2007, Greenville County's innovative Business Retention and Expansion Program (BREP) has resulted in more than 200 interviews with county business owners and executives, seeking to identify key needs and issues facing local organizations. From these contacts, local and state resources were referred to the businesses to assist them in strengthening and expanding their presence here. To date, scores of businesses have received assistance and results through BREP. The issue identification initiative was also instrumental in creating Greenville Works, a collaborative work force development group, and in helping create heightened awareness of critical challenges facing local business among those tasked with shaping public policy.



Highlights From Around Greenville County

Fountain Inn launched a marketing plan complete with new logo and theme, "The Inn Place to Be."... residents and visitors enjoyed summer-long Fridays by the Fountain live music events and the first July 4 Red, White and Blue Dogs Celebration on Main... Fountain Inn Farmers Market on Depot St. opened... architectural planning began for Fountain Inn Historical Park and Visitors Center... Eagle Springs Development, a 480-acre residential/commercial community, received annexation approval... a TIF district is under consideration to fund restructuring of Main Street from Fairview to Highway 418.



Greenville's downtown Master Plan was completed and work begun on a Master Plan for the Haywood Corridor... construction began on single family homes in Hollingsworth Park... The Cascades at Verdae opened its clubhouse and 2 independent communities and cottages... construction

underway on NEXT Innovation Center providing incubator space to high-tech companies, and at Main at Broad, featuring a hotel, office and retail space, parking garage and Village Green... Millennium Hospital announced by Bon Secours St. Francis Health System adjacent to CU-ICAR, representing \$151 million in investment and over 500 new jobs.

Greer continues to enjoy rapid growth as the state's second fastest-growing city... Greer Development Corporation served 16 prospects in '08, representing upwards of 360 new jobs and \$57 million in investment... emphasis is on facilitating strategic development and redevelopment of property in the community... GDC staff worked directly with Partnership For Tomorrow on its railroad relocation efforts and



with the City and Greer CPW to launch a new 260-acre industrial park... business retention visits continue.

Mauldin's Hwy. 276/Main Street corridor project is proceeding following extensive market analysis, with plans to transform the physical appearance and function of Main Street... recommendations under consideration include sidewalks and treescaping, and branding and marketing the Main Street corridor... recent economic development wins include the arrival of both Innegrity and BP Barber Engineers... Samsung Networks America has announced plans for a customer contact center in Mauldin with up to 1,000 new jobs anticipated... the city converted an elementary school to a new cultural and civic center.



Simpsonville's new Heritage Park Amphitheater opened providing a state of the art outdoor concert venue with 17,000-person capacity, and hosted such national performers as Natasha Bedingfield and Huey Lewis & the News... downtown streetscape enhancement included placement of underground utilities, new lane configurations, planted medians and decorative lighting throughout the city's core... at West Georgia Road and I-385, new development includes West Georgia Commons, and upscale shopping area... several new hotels opened in the area.

Travelers Rest continues to position itself successfully as economic center for northern Greenville County and an attractive, quaint town for visitors to enjoy... improvements continue to Highway 276 that traverses the Central Business District with road resurfacing and realignment, on-street parking, extensive landscaping, decorative street lights, utility relocation, intersection improvements, water features, and new parks and trails... work is progressing on the Swamp Rabbit Trail, the old Greenville and Northern rail corridor being converted into a recreational trail linking Travelers Rest and Furman to downtown Greenville.



GADC BOARD OF DIRECTORS



Seated (L-R): Judy Gilstrap, Jo Hackl, Mike Buitter, Jay Rogers, Susan Hoag, Randy Britton. Standing (L-R): Bruce White, Bob Taylor, Chris Riley, Ray Lattimore, Butch Kirven, Bob Howard, Hunter Howard, Bill Engel. Not pictured: Scott Case, Willis Meadows.

Any organization is only as good as its leadership. The GADC Board of Directors is committed to helping improve quality of life of every Greenville County citizen by facilitating investment and job growth from new and existing companies.

RANDY BRITTON
Duke Energy

JO WATSON HACKL
Wyche Burgess Freeman & Parham

RAY LATTIMORE
Marketplace Staffing

MIKE BUITTER, Vice Chair
Bob Jones University

SUSAN HOAG, Treasurer
Greenville Tech

CHRIS RILEY
Ironstone Investments

SCOTT CASE
Greenville County Auditor

HUNTER HOWARD, JR.
Scott McElveen, LLP

JAY ROGERS, Chairman
Womble Carlyle Sandridge & Rice

BILL ENGLE, Secretary
Baldor

BOB HOWARD
Greenville Tech Foundation

BOB TAYLOR
Greenville County Council

JUDY GILSTRAP
Vice Chair, Greenville
County Council

H. G. (BUTCH) KIRVEN, JR.
Chairman, Greenville
County Council

BRUCE WHITE
Bank of Travelers Rest

GADC LEAD SOURCES

As might be expected in marketing a renowned community like Greenville, economic development leads about relocating or expanding a business here come from many sources.

Leads sources include:

- Airports
- Attorneys
- Bankers
- Board Members
- Brokers
- Business Retention Program
- Chambers of Commerce
- Cities
- Consultants
- Contractors
- CU-ICAR
- Dept. of Commerce
- Developers
- Direct Inquiries
- Greenville Tech
- Property Owners
- Railroads
- SCBio
- SCMEP
- Trade Shows
- Upstate Alliance
- Utilities
- Website
- Workforce Investment Board

Support Structure

Greenville County Council,
Private Sector Investors

Core Competencies

Project Management Services,
Incentive Negotiations

Collaboration

Upstate Alliance, Chambers
of Commerce, Dept. of
Commerce, Municipalities,
Private Sector, Government
Agencies, Utilities,
Greenville Tech, Others

Marketing

Project Management, Partnerships,
Branding, Marketing Trips, Trade Shows,
Presentation Materials, Website, Events,
Target Marketing

OBJECTIVES

Increased Per Capita Income,
Higher Standard of Living,
Lower Unemployment,
Enhanced Quality of Life,
Jobs, Investment

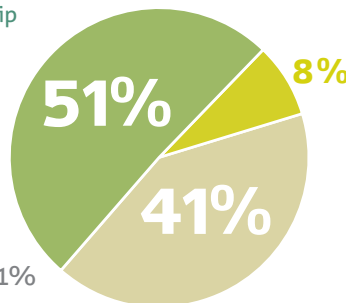
Special Thanks To...

The Greenville Area Development Corporation would like to thank our partners in economic development including:

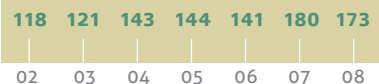
- Appalachian Council of Governments
- Area Chambers of Commerce
- Employment Security Commission
- Greenville Business Retention & Expansion Program
- Greenville County Workforce Investment Board
- Greenville Technical College
- Greer Development Corporation
- Local Municipalities
- readySC
- SC Department of Commerce
- SC Manufacturing Extension Partnership
- Upstate Alliance

FY 08 BUDGET

Project Support 51%
Operations 41%
Communication/Development 8%



LEADS BY YEAR





Pictured (L-R) are GADC team members Tony Smith, Tavia Murphy Gaddy, Kevin Landmesser, Jerry Howard, Patsy McBride, Jim Hill, and Mimi Ackerman.

Fundamental to Greenville's economic development success is a strong team. Diverse, talented and innovative, your GADC staff is ready to assist you and your organization on any economic development matter.

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BECOME AN INVESTOR

Interested in being part of this success story? Investors are the lifeblood of the GADC. Investors are encouraged at all levels, from individual gifts up to \$500, \$1,500, even \$5,000 levels. Investor contributions are directed 100% to support the marketing initiatives of the GADC and its mission to create better jobs and a brighter future for us all. Benefits include:

- WEBSITE LISTINGS
- PARTICIPATION IN GADC ACTIVITIES
- INVITATION TO INVESTOR-ONLY EXECUTIVE BRIEFINGS
- DIRECTORY LISTING
- MEDIA RECOGNITION AND MORE

For more information on becoming a GADC Investor, contact Jerry Howard as noted above.

SPECIAL ACKNOWLEDGEMENT:
An initiative like this 2008 GADC Report to the Community requires the time and talents of many. Deserving special recognition are:

Photographer Tony Smith
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Woodward & Zwolinski
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2008-09 INVESTORS

- Advanced Composite Materials
- Alliance Consulting Engineers
- Ashmore Brothers
- AT&T
- Bank of Travelers Rest
- BB&T
- BB&T CIC Insurance Services
- BE&K Building Group
- Bentley Commercial
- Blue Ridge Electric Cooperative
- BMW Manufacturing Co., LLC
- Bob Jones University
- Bon Secours St. Francis Health System
- BP Barber
- C. Dan Joyner Co.
- Carey Moving & Storage
- Caviness Lambert Engineering, LLC
- Century 3
- Clear Channel
- Clemson University ICAR
- Coldwell Banker Caine
- Colliers Keenan Upstate
- ConnectsU, LLC
- Davis & Floyd
- Duke Energy Corporation
- Easlan Capital
- Eastern Industrial Supply
- Elliott Davis, LLC
- Elmore & Wall, PA
- Ernst & Young
- Fairway Outdoor
- First National Bank of the South
- First Savers Bank
- Froehling & Robertson
- Ft. Inn Chamber of Commerce
- Furman Company
- Gullivan, White & Boyd
- Goodwyn, Mills & Cawood
- Greater Greenville Association of Realtors
- Greater Greenville Chamber of Commerce
- Greenville County
- Greenville Downtown Airport
- Greenville First Bank
- Greenville Hospital System
- Harper Corporation
- Haynsworth Sinkler Boyd
- Hilton Greenville
- Home Builders Association of Greenville
- Robert E. Howard
- HR Experts On Demand
- Hubbell Lighting, Inc.
- Hyatt Regency Greenville
- Independence National Bank
- Insite Consulting
- J Wesley Crum, III P. A.
- Jackson-Dawson Marketing Solutions
- Lathan Development Group, LLC
- Laurens Electric Cooperative
- Level One
- LinningSmoakCrawford Public Relations
- M. B. Kahn Construction Co./Argo Division
- Marchant Company
- Marketplace Staffing
- Mauldin Chamber of Commerce
- MCA Architecture
- McCallum Sweeney Consulting
- McMillan Smith & Partners
- McNair Law Firm
- Melloul-Blamey Construction SC Ltd.
- Metromont Corporation
- Michelin North America
- NAI Earle Furman
- Nelson Mullins
- Nexsen Pruet, LLC
- Ogletree Deakins Nash Smoak & Stewart
- O'Neal
- Pacific Gateway
- Palmetto Bank
- Palmetto Economic Development Corporation
- Patrick Marketing & Communications, Inc.
- Pazdan-Smith Group Inc. Architects
- Piedmont Natural Gas
- Qore Property Sciences
- Raby Construction
- RealtiCorp, LLC
- Recruiting Solutions
- Regions Bank
- Rescom Construction
- Rödl Langford de Kock
- Roebuck Buildings
- Rosenfeld Einstein
- SC Bank & Trust
- SCMEP
- SC-TAC
- Shelco
- Simpsonville Chamber of Commerce
- Sloan Construction Company
- Smith Moore Leatherwood
- SunTrust
- SYS Constructors
- Tates Tempos
- Thomas Creek
- Thornblade
- THS Constructors
- Trehel Corporation
- Verdae Development Inc
- Verdae Properties
- W. D. Workman
- Wachovia Bank
- Warren and Associates Design Build, LLC
- Westin Poinsett
- Whitmire Company
- Womble Carlyle
- Woodward & Zwolinski Advertising
- Wyche Burgess Freeman & Parham
- Yeargin Potter Shackelford Construction
- York Constructors
- Young Office Supply