



photo by Station 28.5

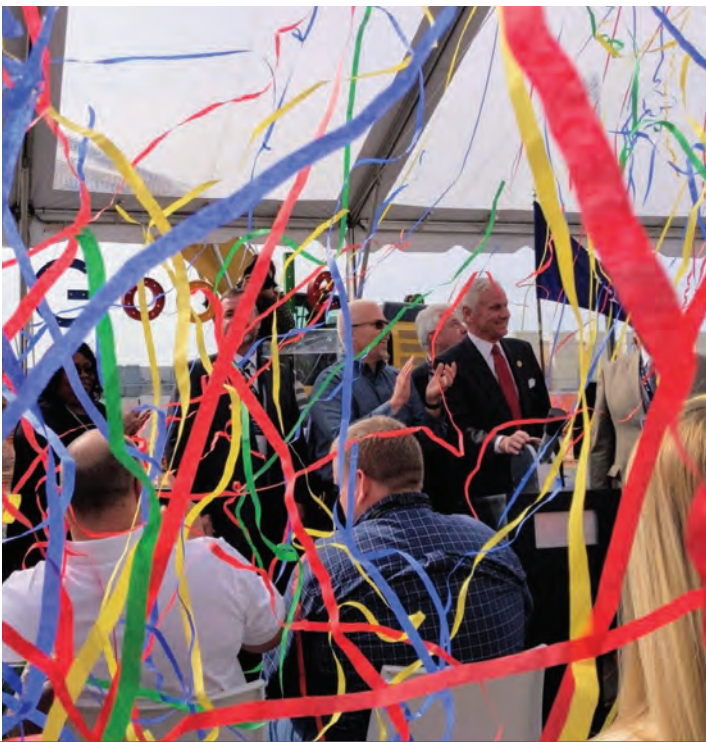


WORK PLAN

FY 2019 - 2020

Charleston 
REGIONAL DEVELOPMENT ALLIANCE
BERKELEY, CHARLESTON & DORCHESTER COUNTIES

1995
25
YEARS
2020



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.

This upcoming year marks our 25th anniversary, and we are thankful for the foresight, guidance and contributions of the visionary leaders who have supported this Alliance along the way.

With a strong economy and tremendous momentum, 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.

The steps we collectively take today will impact our region for generations to come.



Since 1995, the Charleston Regional Development Alliance has led five distinct regional economic development strategies:

1995-2000

Post-BRAC
Economic
Development
Strategy

2000-2005

**TARGET
INDUSTRIES
STRATEGY**

2005-2010

**FORWARD
CHARLESTON**

2010-2015



2015-2020





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

“If we unite the region’s centers of influence around a common vision and are intentional with addressing infrastructure, education, health, and affordability, our community will prosper and reflect our values for decades to come.”

John Hagerty
CRDA Board Chairman



CRDA RESULTS BY THE NUMBERS

FY 2018-19

EVERY

\$1

INVESTED IN CRDA



PRODUCED

\$16

IN NEW REGIONAL PAYROLL



LOCATION/EXPANSION PROJECTS



855

NEW DIRECT JOBS

130+



VENTURE INVESTORS, ENTREPRENEURS, & CRDA STAKEHOLDERS CONNECTED FOR INVESTMENT OPPORTUNITIES

\$45,000,000 NEW PAYROLL



CRDA WEBSITE VISITOR TRAFFIC IS DIVERSIFIED

- 48% INTERNATIONAL
- 37% US (EXCLUDING SC)
- 12% CHS METRO
- 3% SC

115

NATIONAL/INTERNATIONAL MEDIA PLACEMENTS RESULTING IN...

\$2.3 MILLION

ADVERTISING EQUIVALENCY

TOP 7

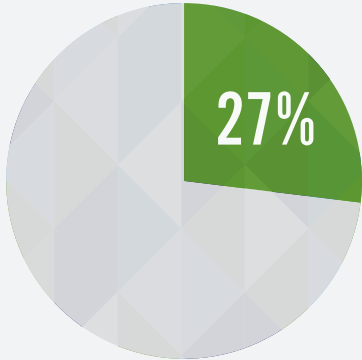
COUNTRIES IN PROSPECT PIPELINE



POPULATION 2018 **JOB GROWTH 2013-2018**



CHARLESTON REGIONAL ECONOMY IS STRONG



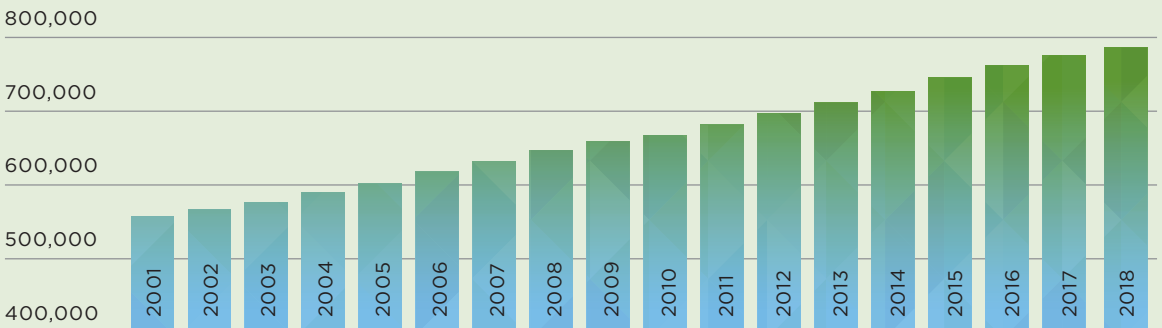
Charleston Metro responsible for **27% OF ALL JOBS CREATED** in South Carolina between 2013-2018

Sources: US Census; Bureau of Labor Statistics

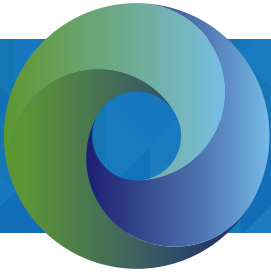
Source: Avalanche Consulting, 2019

POPULATION GROWTH SLOW & STEADY

CHARLESTON MSA POPULATION



Source: BEA.gov



ONE REGION: A GLOBAL COMPETITIVENESS STRATEGY

CRDA has aligned our work with the One Region Global Competitiveness Strategy, which calls for a broader, more inclusive and dynamic approach to economic development.

While our region reaps the benefits of new business investment, it is essential to address the challenges that come

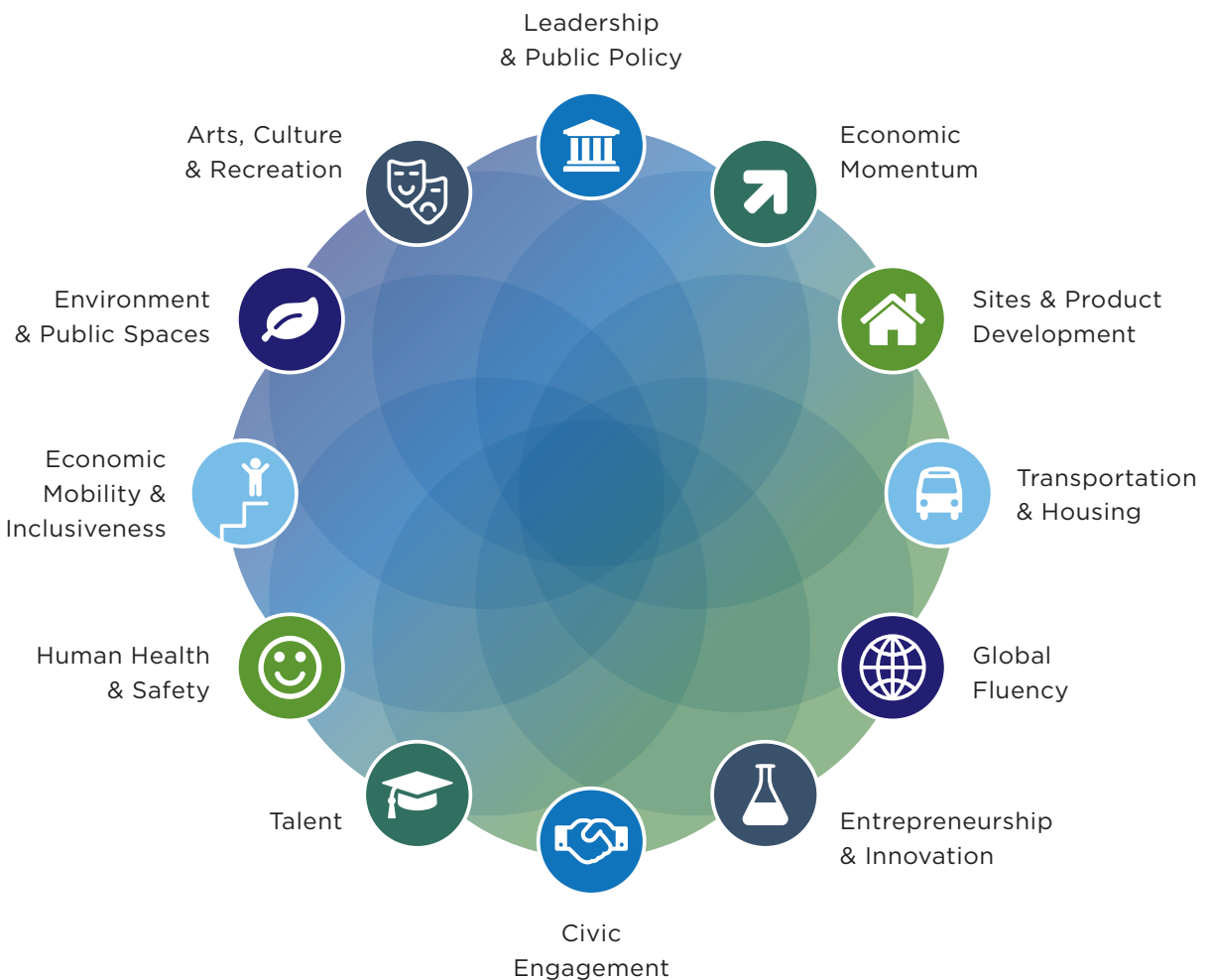
with fast-paced job creation and ensure these challenges do not derail future economic momentum. Being globally competitive requires the region to invest in itself, as much as it promotes to the outside world. One Region provides the road map.

OneRegionStrategy.com

CHALLENGES OF REGION'S SUCCESS



MODERN ECONOMIC DEVELOPMENT INITIATIVES ARE HOLISTIC



FY 2019-20

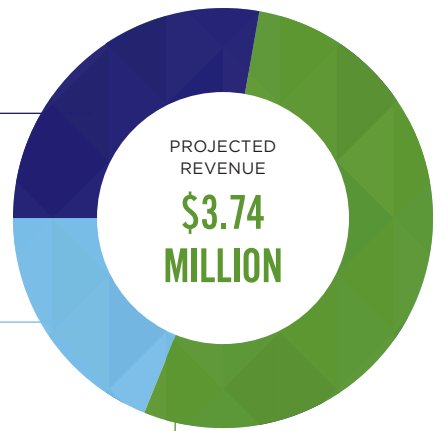
ANNUAL BUDGET

28% \$1,043,670

PUBLIC SECTOR

19% \$698,000

**SPECIAL GRANTS/
PROGRAM REVENUE/
OTHER**



53% \$2,000,000

PRIVATE SECTOR

The One Region strategic plan guides the CRDA's organizational program of work including Global Business Development / Marketing, Regional Competitiveness, and Engaged Leadership. These charts provide a snapshot of projected revenues and planned expenses to support our activities to sustain Charleston's economic momentum during the current fiscal year

FY 2019-20

RESOURCE ALLOCATIONS



CRDA's current fiscal year runs July 1, 2019 through June 30, 2020

PROGRAM PRIORITIES: FY 2019-20



STRENGTHEN THE REGION'S HIGH-IMPACT CLUSTER ECOSYSTEMS

- Continue building global awareness of region's business and lifestyle assets
- Boost business development initiatives to reach more target companies and advance project pipeline
- Cultivate direct leads through continued outreach with investors, local industry, cluster ecosystem networks, and site selectors
- Continue engagement with venture capital, M&A, tech transfer, entrepreneurship support, and workforce development programs
- Increased focus on IT and Life Sciences sectors and enhance supply chain insights for all clusters
- Build cluster networks and academic connections through regional roundtables, project engagement, and joint mission opportunities



LEVERAGE RELATIONSHIPS AND INFLUENCE

- Directly engage public- and private-sector leaders in the work of CRDA
- Regularly convene local leaders to consider and discuss issues that directly impact our region's ability to compete globally



ENHANCE COMPETITIVE INTELLIGENCE & ENGAGEMENT

- Use CRDA's business intelligence capabilities to support high-impact cluster development, augment global marketing & business development programs, and enhance the direct sales process
- Lead multifaceted, regional economic development strategy
- Inform and engage local community on key economic development issues, including how disruptive technologies will impact region
- Measure progress and trends in advancing the regional economy



ATTRACT TALENT TO SUPPORT BUSINESS SUCCESS

- Diversify and expand talent attraction efforts. Highlight occupations most in demand
- Boost brand awareness of region in select markets as a desired destination for talent
- Continue leveraging Charleston Open Source in support of region's IT Cluster
- Maintain support for Global Fluency Initiative and expand content for global talent on Community Guide website
- Partner with investors to participate in targeted career fairs & trade shows; speak at key conferences
- Collaborate with area colleges to connect students/alumni with local jobs and inform parents/faculty of regional career opportunities

CRDA BOARD OF DIRECTORS*

EXECUTIVE COMMITTEE



BOARD CHAIR

John Hagerty
PARTNER
NELSON MULLINS RILEY &
SCARBOROUGH, LLP



IMMEDIATE PAST CHAIR

Robert Pratt
COMMERCIAL BROKER
PRATT & CO. AT REMAX
PRO REALTY



**TREASURER & FINANCE
COMMITTEE CHAIR**

Tim Grow
OFFICE MANAGING
SHAREHOLDER
ELLIOTT DAVIS, LLC



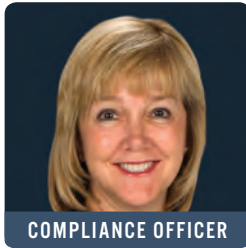
**LEADERSHIP DEVELOPMENT
COMMITTEE CHAIR**

Bill Medich
DIVISION PRESIDENT -
COASTAL SC
SOUTH STATE BANK



**ORGANIZATIONAL ENGAGEMENT
COMMITTEE CHAIR**

Mike Carter
CEO
EGROUP



COMPLIANCE OFFICER

Mary Garcia
REGIONAL PRESIDENT
- SC COASTAL MARKET
PINNACLE FINANCIAL PARTNERS



Jay Byars
COUNTY COUNCIL
DISTRICT 7
DORCHESTER COUNTY



Bobby Creech
REGIONAL MANAGING PARTNER
OF THE LOWCOUNTRY
WEBSTERROGERS, LLP



Johnny Cribb
BERKELEY COUNTY
SUPERVISOR / COUNTY
COUNCIL CHAIRMAN
BERKELEY COUNTY



William Hearn
COUNTY COUNCIL
DISTRICT 6
DORCHESTER COUNTY



Lindsay E. Leonard
SENIOR DIRECTOR OF
GOVERNMENT OPERATIONS
BOEING SOUTH CAROLINA



Brantley Moody
COUNTY COUNCIL
DISTRICT 7
CHARLESTON COUNTY



A. Victor Rawl
COUNTY COUNCIL
DISTRICT 6
CHARLESTON COUNTY



John Tecklenburg
MAYOR
CITY OF CHARLESTON



Joshua S. Whitley
COUNTY COUNCIL
DISTRICT 2
BERKELEY COUNTY

CRDA BOARD OF DIRECTORS*

BOARD MEMBERS



Michael E. Baker
SENIOR VP, CORPORATE
& INSTITUTIONAL BANKING
PNC BANK



**Helena
Bergstrom-Pilo**
VP OF PROCUREMENT, R&D
VOLVO CARS USA



Rita Berry
PRESIDENT & CEO
GREATER SUMMERVILLE / DORCHESTER
COUNTY CHAMBER OF COMMERCE



Christoph Bode
CEO
STÖBA



Caroline Brown
DIRECTOR OF
EXTERNAL AFFAIRS
MEDICAL UNIVERSITY
OF SOUTH CAROLINA



Andy Brusman
CEO
CHARLES TOWNE HOLDINGS, LLC



**Sen. Paul
Campbell, Jr.**
EXECUTIVE DIRECTOR
CHARLESTON COUNTY AVIATION
AUTHORITY



Paige Carlton
DIRECTOR OF BUSINESS
DEVELOPMENT
THOMPSON TURNER CONSTRUCTION



Tushar Chikhliker
MEMBER
NEXSEN PRUIT



Tammy Coghill
MANAGER, ECONOMIC DEVELOPMENT
& LOCAL GOVERNMENT
DOMINION ENERGY



Stuart Coleman
PARTNER
CC&T REAL ESTATE



**J. Walker
Coleman IV**
MANAGING PARTNER
K&L | GATES, LLP



Margaret Colquitt
VP OF BUSINESS
DEVELOPMENT & MARKETING
HOOD CONSTRUCTION



Jeremy Cook
PARTNER
HAYNSWORTH SINKLER BOYD, PA



Dondi Costin, PhD
PRESIDENT
CHARLESTON SOUTHERN
UNIVERSITY



Bryan Derreberry
PRESIDENT & CEO
CHARLESTON METRO
CHAMBER OF COMMERCE

CRDA BOARD OF DIRECTORS*

BOARD MEMBERS



G.P. Diminich
ATTORNEY AT LAW
SHUMAKER, LOOP
& KENDRICK, LLP



Col. John Dorrian
VP OF COMMUNICATIONS
& MARKETING
THE CITADEL



Jon Downey
PRESIDENT & CEO
SOUTHERN CURRENT



Julie Edwards
VP OF CLIENT SUCCESS
BOOMTOWN



Deepal Eliatamby
PRESIDENT
ALLIANCE CONSULTING
ENGINEERS, INC.



Scott Fennell
COO / PRESIDENT
FENNELL HOLDINGS, INC.



Peter Fennelly
PRESIDENT
BRIDGE COMMERCIAL



John Fortson
EXECUTIVE VP & CFO
INGEVITY CORPORATION



Chris Fraser
PRINCIPAL, MANAGING
DIRECTOR - SC
AVISON YOUNG



Mark Gaddy
VP, ECONOMIC DEVELOPMENT
& GOVERNMENT AFFAIRS
BERKELEY ELECTRIC COOPERATIVE



Steve Gallagher
CHARLESTON OFFICE
LEADER / MECHANICAL
ENGINEER
BRPH



Todd Gallati
PRESIDENT & CEO
TRIDENT HEALTH



Richard Garcia
SR. VICE PRESIDENT
T. Y. LIN INTERNATIONAL



Elizabeth Gibbes
PARTNER
PARKER POE



Gregory Habib
MAYOR
CITY OF GOOSE CREEK



David Hamilton
SENIOR VP & CHARLESTON
MARKET PRESIDENT
BB&T

CRDA BOARD OF DIRECTORS*

BOARD MEMBERS



David Hand
PRESIDENT
O.L. THOMPSON
CONSTRUCTION COMPANY



William Haynie
MAYOR
TOWN OF MOUNT PLEASANT



Will Helmly
PRESIDENT & CEO
HOME TELECOM



Lilyn Hester
HEAD OF SOUTHEAST
PUBLIC AFFAIRS
GOOGLE



Kin Hill
CHIEF EXECUTIVE OFFICER
CHARLESTON WATER SYSTEM



Mike Horton
CHIEF ENGINEERING
OFFICER
DAVIS & FLOYD



Len Howell
EXECUTIVE VP / REGIONAL
EXECUTIVE
SOUTHERN FIRST BANK



Christopher Ibsen
PRESIDENT
DOLPHIN ARCHITECTS & BUILDERS



Grady Johnson
PRESIDENT & GROUP
PUBLISHER
CHARLESTON REGIONAL
BUSINESS JOURNAL



Wiley Johnson
MAYOR
TOWN OF SUMMERVILLE



Welden Johnston
VICE PRESIDENT
HIGHLAND RESOURCES, INC.



Carl Kolts
PRESIDENT & CEO
SHOWA DENKO CARBON, INC.



Mark Lattanzio
CHARLESTON REGION
PRESIDENT
SUNTRUST BANK



Kimberly Lease
ASSOCIATION PRESIDENT
CHARLESTON TRIDENT
ASSOCIATION OF REALTORS®



C. Dinos Liollo
PRINCIPAL
LIOLLO ARCHITECTURE



Sam McCachern
PRESIDENT & CEO
THOMAS & HUTTON

* AS OF SEPT 13, 2019

CRDA BOARD OF DIRECTORS*

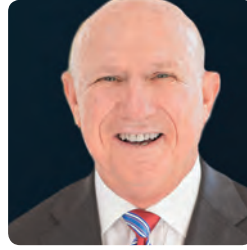
BOARD MEMBERS



Jack Mitchell
REGIONAL DIRECTOR -
EXTERNAL
& LEGISLATIVE AFFAIRS
AT&T



Rick Mixson
PRESIDENT
LANDMARK CONSTRUCTION



Tyre Moore
EXECUTIVE VP
& REGIONAL EXECUTIVE
SYNOVUS FINANCIAL CORP



George Morrison
PARTNER
BURR FORMAN & MCNAIR



Lucie Neely
VP OF HR BUSINESS
PARTNERS
BLACKBAUD



Paul Patrick
CHIEF OF STAFF
COLLEGE OF CHARLESTON



Tony Pope
AGENT
STATE FARM INSURANCE



Jim Posda
PRINCIPAL & DIRECTOR
OF BUSINESS
DEVELOPMENT
GEL ENGINEERING, LLC



Bob Quinn
EXECUTIVE DIRECTOR
SOUTH CAROLINA RESEARCH
AUTHORITY (SCRA)



Chris Randolph
PARTNER
SOUTH STREET PARTNERS /
KIAWAH PARTNERS



William Russell III
PRINCIPAL
JARRARD, NOWELL & RUSSELL



Robert Ryan
EXECUTIVE DIRECTOR
CHARLESTON NAVAL COMPLEX
REDEVELOPMENT AUTHORITY



Michael Scarafile
PRESIDENT
CAROLINA ONE REAL ESTATE



Jack Schurlknight
COUNTY COUNCIL
DISTRICT 6
BERKELEY COUNTY



Scott Sharp
REGIONAL VICE PRESIDENT
TD BANK



Reeves Skeen
SOUTHERN COASTAL
AREA EXECUTIVE
FIRST CITIZENS BANK
& TRUST CO. INC.

CRDA BOARD OF DIRECTORS*

BOARD MEMBERS



Matt Sloan
PRESIDENT
DANIEL ISLAND COMPANY



Jeffrey Spicer
SENIOR VICE PRESIDENT
WELLS FARGO



Jonathan Steinberg
VP & CO-OWNER
CHARLESTON STEEL & METAL



R. Keith Summey
MAYOR
CITY OF NORTH CHARLESTON



George Temple IV
EXECUTIVE VICE
PRESIDENT: BUSINESS
LS3P



Rudy Thomas
PARTNER
DIXON HUGHES GOODMAN, LLP



R. Milton Thomas III
MANAGING PRINCIPAL
LEE & ASSOCIATES



Alan Townsend
SENIOR VP & PRINCIPAL
HUSSEY GAY BELL



Bob Walker
VP, CONTINUING EDUCATION
& ECONOMIC DEVELOPMENT
TRIDENT TECHNICAL COLLEGE



Barry Whalen
PRESIDENT
HLA, INC.



Stuart Whiteside
PRESIDENT
SEAMONWHITESIDE



Melvin Williams
VP & SENIOR BUSINESS
DEVELOPER
S&M, INC.



Pamela Williams
SENIOR VICE PRESIDENT,
CORPORATE SERVICES
SANTEE COOPER



Kai Woerner, PhD
SENIOR VICE PRESIDENT
OF MANUFACTURING
ROBERT BOSCH, LLC



Dixon Woodward
STATE PRESIDENT
- SC & COASTAL GA
UNITED COMMUNITY BANK



Stephanie Yarbrough
PARTNER
WOMBLE BOND DICKINSON (US) LLP

CRDA BOARD OF DIRECTORS*

BOARD MEMBERS



Anita G. Zucker
CHAIRPERSON & CEO
THE INTERTECH GROUP



ELC CHAIR

Anita G. Zucker
CHAIRPERSON & CEO
THE INTERTECH GROUP



Mark Bonsall
PRESIDENT & CEO
SANTEE COOPER



Dwayne Cartwright
PRESIDENT & CEO
BERKELEY ELECTRIC
COOPERATIVE



James P. Clements, PhD
PRESIDENT
CLEMSON UNIVERSITY



David Cole, MD
PRESIDENT
MEDICAL UNIVERSITY
OF SOUTH CAROLINA



Ronnie M. Givens
BOARD MEMBER
CHARLESTON NAVAL COMPLEX
REDEVELOPMENT AUTHORITY



Mason Holland
EXECUTIVE CHAIRMAN
BENEFITFOCUS



Andrew Hsu
PRESIDENT
COLLEGE OF CHARLESTON



Daniel Kassis
VP, CUSTOMER RELATIONS
& RENEWABLES
DOMINION ENERGY



James Lawrence
REGION BANK PRESIDENT,
EASTERN SC
WELLS FARGO



Lindsay E. Leonard
SENIOR DIRECTOR OF
GOVERNMENT OPERATIONS
BOEING SOUTH CAROLINA



Harris Pastides, PhD
PRESIDENT EMERITUS
UNIVERSITY OF
SOUTH CAROLINA

ECONOMIC LEADERSHIP COUNCIL*

ECONOMIC LEADERSHIP COUNCIL*



Jordan Phillips
PARTNER
SOUTH STREET PARTNERS /
KIAWAH PARTNERS



Wil Riley
CHIEF EXECUTIVE OFFICER
CHARLESTON TRIDENT
ASSOCIATION OF REALTORS®



O.L. Thompson
CHIEF EXECUTIVE OFFICER
O.L. THOMPSON
CONSTRUCTION COMPANY



Mary Thornley, EdD
PRESIDENT
TRIDENT TECHNICAL COLLEGE



Gen. Glenn Walters
PRESIDENT
THE CITADEL

COUNTY ECONOMIC DEVELOPMENT PARTNERS



Barry Jurs
DIRECTOR OF ECONOMIC
DEVELOPMENT
BERKELEY COUNTY



**Steve Dykes,
SCCED, AICP**
DIRECTOR OF ECONOMIC
DEVELOPMENT
CHARLESTON COUNTY



**John M. Truluck,
SCCED**
DIRECTOR OF ECONOMIC
DEVELOPMENT
DORCHESTER COUNTY

CRDA PROFESSIONAL STAFF



David T. Ginn, CEcd
PRESIDENT & CEO



Michael J. Graney
VICE PRESIDENT,
GLOBAL BUSINESS
DEVELOPMENT



Karen Kuchenbecker
VICE PRESIDENT,
OPERATIONS



Becky Ford
DIRECTOR,
GLOBAL BUSINESS
DEVELOPMENT



Claire A. Gibbons
DIRECTOR, GLOBAL
MARKETING &
COMMUNICATIONS



Brent Jonas
DIRECTOR,
STAKEHOLDER RELATIONS



Jaime Caldwell
OPERATIONS MANAGER



Karen Davison
BUSINESS DEVELOPMENT
MANAGER



Jamie DeMent
MARKETING SERVICES
MANAGER



Lynn Demos
BUSINESS DEVELOPMENT
SOLUTIONS MANAGER



Galina Maiduc
FRONT OFFICE MANAGER
& CEO ASSISTANT



Jacki Renegar
RESEARCH ANALYST

NOT PICTURED

Allison Warner
DIGITAL MARKETING
MANAGER

2019-2020 INVESTORS

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
BRPH
Davis & Floyd, Inc.
Dolphin Architects & Builders
ECS Southeast, LLP
GEL Engineering, LLC
HLA, Inc.
Hussey Gay Bell
Liollio Architecture
LS3P
McMillan Pazdan Smith
Architecture
S&ME, Inc.
SeamonWhiteside
Stantec
T.Y. Lin International
Terracon
Thomas & Hutton

ATTORNEYS

Burr Forman McNair
Haynsworth Sinkler Boyd, PA
K&L Gates, LLP
Moore & Van Allen
Nelson Mullins Riley &
Scarborough, LLP

Nexsen Pruet, LLC
Parker Poe
Shumaker, Loop & Kendrick, LLP
Womble Bond Dickinson (US)

BANKING & FINANCIAL SERVICES

Bank of America
BB&T
CresCom Bank
First Citizens Bank
First National Bank
Heritage Trust Federal Credit
Union
International Asset Management
Pinnacle Financial Partners
PNC Bank
South State Bank
Southern First Bank
SunTrust Bank
Synovus Bank
TD Bank
United Community Bank
Wells Fargo

CHAMBERS OF COMMERCE

Charleston Metro Chamber of
Commerce
Greater Summerville / Dorchester
County Chamber of Commerce

CONSTRUCTION & CONTRACTORS

Banks Construction Company

Choate Construction Company
Evans General Contractors
Gillam & Associates, Inc.
Harbor Contracting
Hill Construction
Hood Construction Company, Inc.
Landmark Construction
O.L. Thompson Construction Co.
Thompson Turner Construction
Trident Construction
Vannoy Construction

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

GOVERNMENT & AGENCIES

Berkeley County
Charleston County
Charleston County Aviation
Authority
Charleston Naval Complex
Redevelopment Authority
Dorchester County
City of Charleston

2019-2020 INVESTORS

GOVERNMENT & AGENCIES

(CONT.)

City of Goose Creek
City of North Charleston
Town of Mount Pleasant
Town of Summerville

HEALTHCARE

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

HOSPITALITY

Fennell Holdings, Inc.
Francis Marion Hotel

INFORMATION TECHNOLOGY

Benefitfocus
Blackbaud
BoomTown
eGroup
Google
Integrated Technology Services

INSURANCE

AON Risk Solutions - SC
NFP
State Farm Insurance - Tony Pope

INVESTMENT CAPITAL

Charles Towne Holdings, LLC

INVESTMENT HOLDINGS

The InterTech Group

MANUFACTURING

AstenJohnson, Inc.
Boeing South Carolina

Charleston Steel & Metal Company
Ingevity
Mankiewicz Coatings, LLC
Robert Bosch, LLC
Showa Denko Carbon, Inc.
stöba
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 Trident Association of Realtors®
CIMC at Bushy Park
Colliers International
Cushman & Wakefield | Thalheimer
Darby Development
Highland Resources, Inc.
Lee & Associates - Charleston
NAI Charleston
Pratt & Co. at RE/MAX Pro Realty
Raven Cliff Company, LLC
South Street / Kiawah Partners
SunCap Property Group

STAFFING & EMPLOYMENT SERVICES

Aerotek
Human Technologies, Inc.
Spherion Staffing

TELECOMMUNICATIONS

AT&T
Home Telecom

UTILITIES & ENERGY

Berkeley Electric Cooperative
Charleston Water System
Dominion Energy
Santee Cooper
South Carolina Power Team
Southern Current

CHARLESTON OPEN SOURCE

AVOXI
Benefitfocus
Blackbaud
BoomTown
Booz Allen Hamilton
ECS Federal, LLC
eGroup
Geocent, LLC
Lowcountry Graduate Center
Omatic Software
Phishlabs
SENTIO
SNAG
Somo Global
SpinSys

LEVELS OF ENGAGEMENT

ENGAGEMENT OPPORTUNITIES

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

BOARD & COMMITTEE PARTICIPATION

	\$50k	\$25k	\$15k	\$10k	\$5k
Eligibility to serve on a CRDA Taskforce and/or Special Initiatives Committee	✓	✓	✓	✓	✓
Opportunity to serve on CRDA Board of Directors (CEO or most senior executive)	✓	✓	✓	✓	
Eligibility for election to CRDA Executive Committee	✓	✓	✓		
Opportunity to serve on Economic Leadership Council	✓				

BRAND RECOGNITION

	\$50k	\$25k	\$15k	\$10k	\$5k
Opportunities for recognition at CRDA events and sponsorship of special CRDA initiatives	✓	✓	✓	✓	✓
Recognition as investor on CRDA website, social media, and in marketing materials	✓	✓	✓	✓	✓
Special recognition at CRDA Annual Luncheon	✓	✓			

CRDA EVENTS & NETWORKING OPPORTUNITIES

	\$50k	\$25k	\$15k	\$10k	\$5k
Invitation(s) to Quarterly Investor Briefings	✓	✓	✓	✓	✓
Invitation to Regional Summits	✓	✓	✓	✓	✓
Invitation(s) to exclusive Investor-only events	✓	✓	✓	✓	
Invitation to present as subject matter expert at CRDA events*	✓	✓	✓	✓	
Ticket(s) to Annual Luncheon+	2	2	1	1	

INFORMATION

	\$50k	\$25k	\$15k	\$10k	\$5k
Digital subscriptions to Quarterly/Breaking News Updates and Quarterly Snapshot	✓	✓	✓	✓	✓
Investment Announcements	✓	✓	✓	✓	✓
Opportunity to participate in an Investor Roundtable with CRDA staff	✓	✓	✓	✓	
Access to customized market research services*	✓	✓	✓		
Access to custom industry or topical workshops created by CRDA staff	✓				

* Subject to availability + Number of events or tickets

NOTES



“The Charleston Regional Development Alliance provides a tremendous benefit to the Charleston region. CRDA’s work in attracting new companies and supporting existing ones plays a critical role in positioning Charleston as a great business location.

As an investment banking firm, having a vibrant business climate is critical to our success. Without the great work from the team at CRDA, our region would not be nearly as advanced or competitive.”

Andy Brusman,
CEO
Charles Towne Holdings, LLC

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.



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