



Just The Beginning

New Strategic Plan • Improved Cost Structure • Work Force Initiatives • Innovative Thinking •
Continuous Improvement • Asset Utilization • Qualified Staff • Targeted Missions •

Our Vision

Is The Foundation

▶ *The Partnership Alliance has been challenged by the vision of local leaders to lead Greenwood County and the surrounding region to become the number one place to live and work in America. We know this is a big challenge. In order to accomplish this, we must be innovative, strategic and ‘think outside the box’. We will make Greenwood County better by building and capitalizing on the solid foundations already in place. We cannot do it alone, but with the strong leadership of our board, support from our county and city officials and utilization of the strengths and talents of our community leaders, it can happen...and will.*



Mission

The Partnership for a Greater Greenwood County & Economic Alliance is a public/private partnership that provides leadership and financial support to improve economic growth and educational achievement in order to enhance the quality of life in Greenwood County.

Focus

- ▶ Create new jobs and support existing industry and business.
- ▶ Diversify the economy.

Goals

To enhance and promote the key aspects to our future success: academic excellence, job and growth opportunities, a vibrant uptown, cultural and recreational choices, retirement considerations and a safe community with the following strategies:

- ▶ Increase Median Household Income (relative to the cost of living) to equal the national average
- ▶ Create 100 new jobs in Greenwood County each year
- ▶ Lower the unemployment rate to South Carolina Median
- ▶ Increase the investment in Greenwood County to \$50 million yearly
- ▶ Ensure fiscal viability for the Partnership Alliance and community

A Team

Ready for the Challenge



Jay West
Chief Executive Officer
Office: 864.388.1250
Cell: 864.379-1379
Home: 864.943.1379
jwest@partnershipalliance.com

“We have a strong, supportive board, new talent, and incredible leadership throughout the county and municipalities. Greenwood is ready for success.”

Jay West, CEO



Mark Warner
Director of Workforce Development and Existing Industry
Office: 864.388.1250
Cell: 864.992.1512
mwarner@partnershipalliance.com



Robert F. Bennett
Director of Research and Development
Office: 864.388.1250
Cell: 864.992.0212
rbennett@partnershipalliance.com



Barbra B. Bennett
Director of Business Development
Office: 864.388.1250
Cell: 864.992.5642
bbennett@partnershipalliance.com



Julie Miner
Director of Communications and Special Events
Office: 864.388.1250
Cell: 864.993.1188
julie@partnershipalliance.com



Cheryl NaCole Smith
Administrative Assistant
Office: 864.388.1250
Cell: 864.554.7313
nsmith@partnershipalliance.com



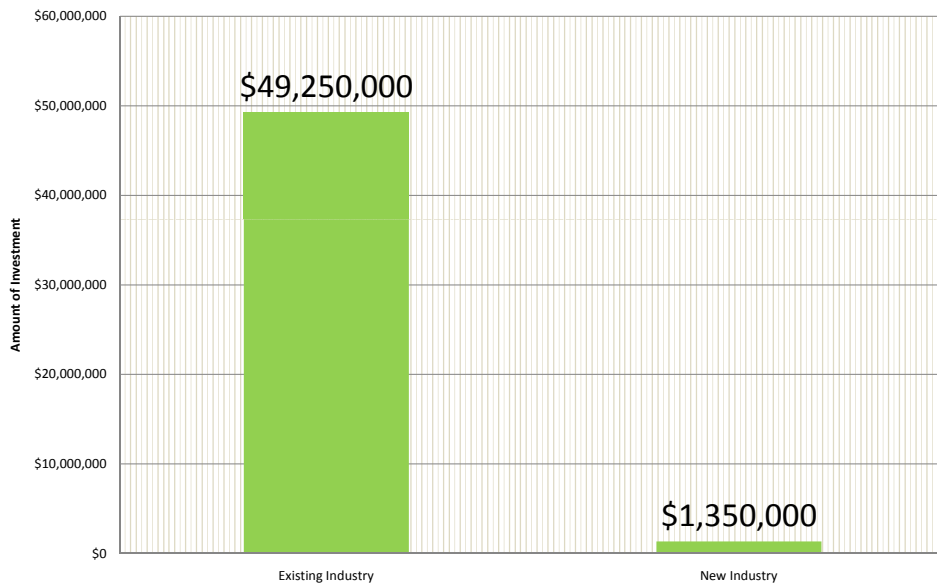
Jackie McDaniel
Office Manager
Office: 864.388.1250
Cell: 864.992.6666
jmcdaniel@partnershipalliance.com

Our Progress

Has Only Just Begun

► 2007-08 proved to be another successful year for the Partnership Alliance. Seven projects committed to locating in Greenwood County. Six of the seven were existing industry projects and the other was a new company that is excited about it's opportunities for success in Ninety Six.

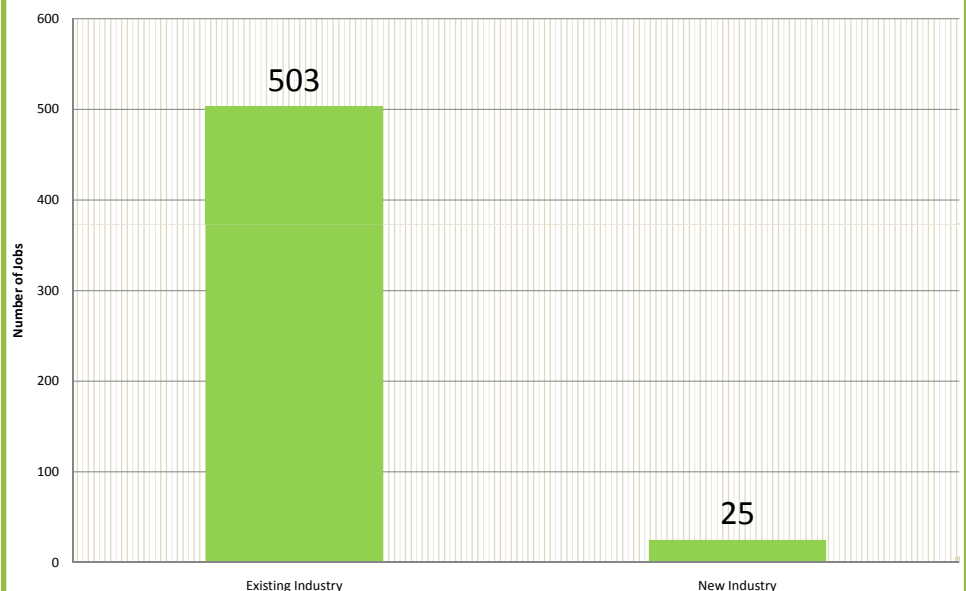
Capital Investment
Existing Industry vs. New Industry
2007-2008



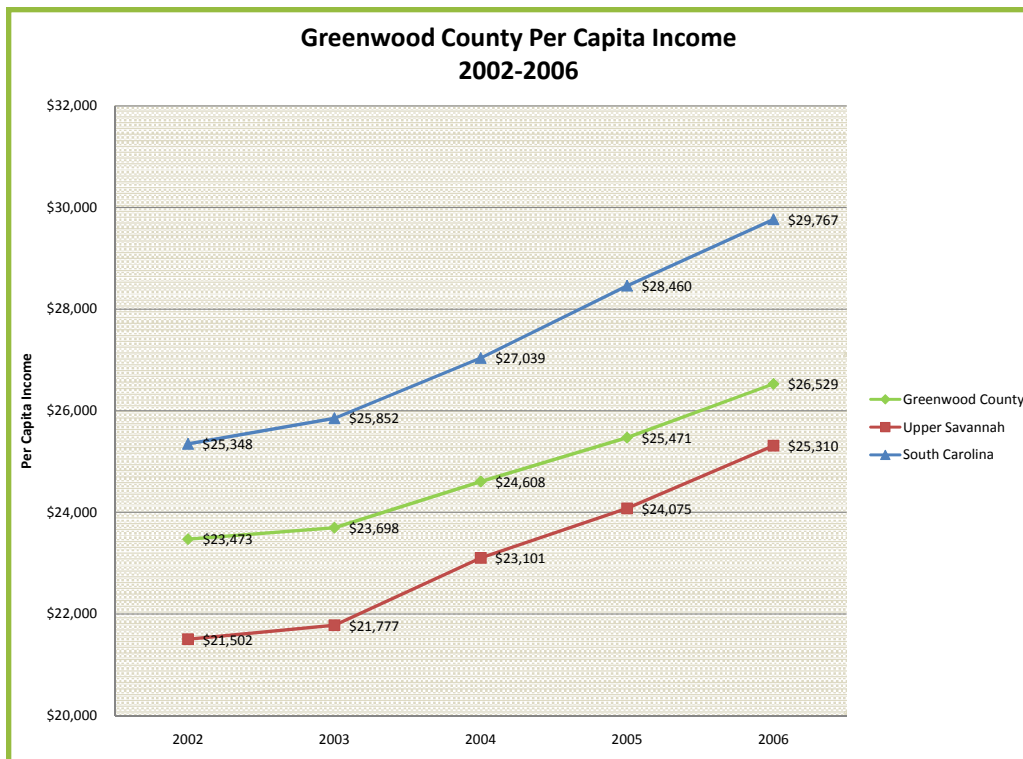
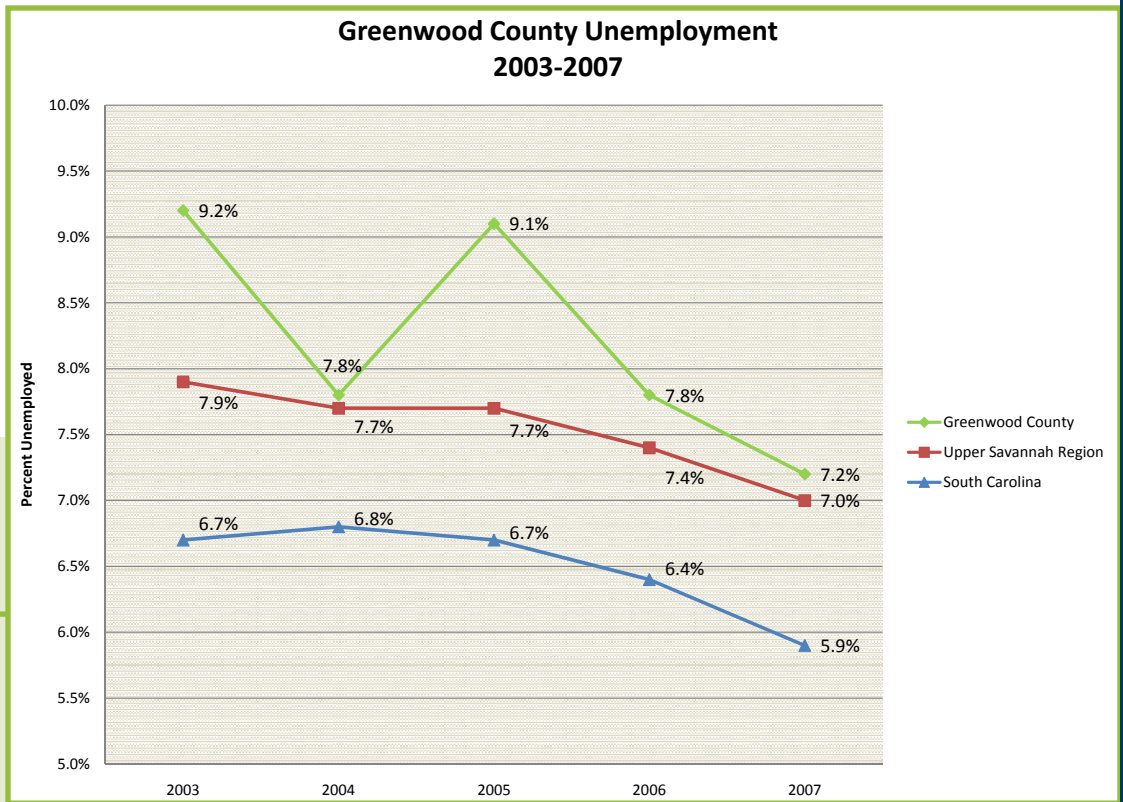
97.3% of the capital investment for 2007-08 came from existing industry growth

This past year we exceeded the capital investment goal of \$50 million dollars and surpassed the job creation goal by 428%

Job Creation
Existing Industry vs. New Industry
2007-2008



**In 2007
Greenwood
County
reached the
lowest annual
unemployment
rate since 2001**



**In 2006 the per
capita income
increased by
4.15% over the
previous year**

**Greenwood
County's average
hourly wage is
\$13.26 (per capita)**

Workforce *Is Developing Our Future*

▶ **The Partnership Alliance is fortunate to have a dedicated Workforce Development Director to serve existing industry and develop new initiatives to make Greenwood County more competitive in the labor market. This year workforce development experienced many highlights:**

- ▶ Helped establish the Multi-Employer Machine Tool Pre-Employment Curriculum at Piedmont Technical College. This is designed to address turnover for Eaton Hydraulics and Goodrich.
- ▶ Partnership Foundation provided financial support for science, math and technology by sponsoring the Gateway Academy and Piedmont Technical College Engineering and Industry Summer Camps and the Greenwood Robotics Interactive Partnership competition team.
- ▶ The Partnership Alliance collaborated with the Piedmont Area Human Resource Association to have a summit that would encourage dialogue between educators and local business leaders. The Upper Savannah Business and Education Summit was held at Piedmont Technical College in May of 2008.
- ▶ To promote manufacturing as a career choice, two sessions were held with Career Development Facilitators and Career Counselors at Eaton Hydraulics. This was a collaborative effort by the Partnership Alliance, the Upper Savannah Regional Education Center and the Piedmont Education and Business Alliance and Eaton Hydraulics.

Strategic Workforce Initiatives

▶ **Work Ethic Certificate Program**

- This program has been presented to 5 additional curriculums at the G. Frank Russell Career Center and two additional curriculums will come online in January 2009.

▶ **Ready To Work Credential**

- The initial focus of this program is on advanced manufacturing and healthcare clusters. Data has been collected and a summary report and recommendations is scheduled to be presented in October 2008.

▶ **Intern/Apprentice Web Portal**

- The Uppers Savannah Region will be one of four pilot regions in South Carolina to utilize Connect 2 Business. The Upper Savannah Regional Education Center is planning an introductory meeting on October 16, 2008.

Strategic Workforce Partners



Highlights *To Build On*

▶ *In 2007-08 the Partnership Alliance focused not only on recruiting efforts but also on building a foundation and supporting the needs of Greenwood County and existing industries.*

- ▶ **New and Qualified Staff**
- ▶ **Installed Project Tracking System**
- ▶ **Established Targeting Recruiting Plan**
- ▶ **Acquired More Than \$900,000 in Grants for Industrial Growth and Support**
- ▶ **Identified More Than 1,500 Acres for Future Development**
- ▶ **Began New Workforce Development Initiatives**
- ▶ **Added New Investors**
- ▶ **Established New Processes and Committees to Increase Transparency and Accountability**

Future Opportunity *For 2008-09*

- ▶ **Developing an Economic Development Strategic Plan**
- ▶ **New Product Development**
 - Site Certification
 - Industrial Park Development
- ▶ **Rebrand the Partnership Alliance**
- ▶ **Redesign the Web Site**
 - Industry/Consultant Friendly
 - Integrated Site Location Database
- ▶ **Add New Workforce Development Initiatives**
 - Hispanic Workforce Initiative
 - Schools That Work Conference Support
 - TRACE - Tracking, Recruiting, and Career Education
- ▶ **Targeted Business Development/Recruitment**
 - In-Bound Consultant Events
 - Targeted Trade Shows/Mission Trips
 - Project Specific Marketing Materials
 - Digital Magazine

As you have read on the preceding pages, our team is making significant progress toward our goal. These accomplishments and results to date, are just the beginning of what we believe will be a new era of growth and prosperity for the Greenwood County region. Our results from the past year provide an encouraging preview of the potential that has yet to be fully released.



109 Court Avenue West
Greenwood, S.C. 29646