



The Center for Aviation and Automotive  
Technological Education Using Virtual E-Schools



# Working with Manufacturing Extension Partnerships (MEPs)

CA2VES, Clemson Online, and Manufacturing Extension Partnerships (MEPs) | July 27, 2017

# Panel Introductions



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# Agenda

What we will learn about strategic partnerships today:

- Step-By-Step Process for
  - Initiating Partnerships
  - Leveraging Partnerships
  - Maintaining & Growing Partnerships
- Partner Perspective
  - About SCMEP
  - SC Data
  - Testimonials

# Our Focus

## 4 Pillars of Workforce Development



**Increase Access to Training & Information**



Digital Learning Tools



**Improve Career Pathways, College Affordability & Graduation Rates**



Scholarship opportunities,  
Innovative articulation programs  
Stackable certificate options



**Support K-12 STEM Education Initiatives**



Recruitment & Professional Development  
Student engagement tools  
Outreach and support



**Create Awareness About Workforce Development**



Research  
Advocacy  
Networking

Industry, Organization, Community, School District, Two-Year College Leaders and Experts  
Current & Future Workforce  
Government & Community Leaders

# Our Partners

## Level 1

Government leaders



**South Carolina**  
Department of Commerce

*Just right for business.*

## Level 2

Industry, Organization, Community,  
School District, Two-Year College  
Leaders and Experts



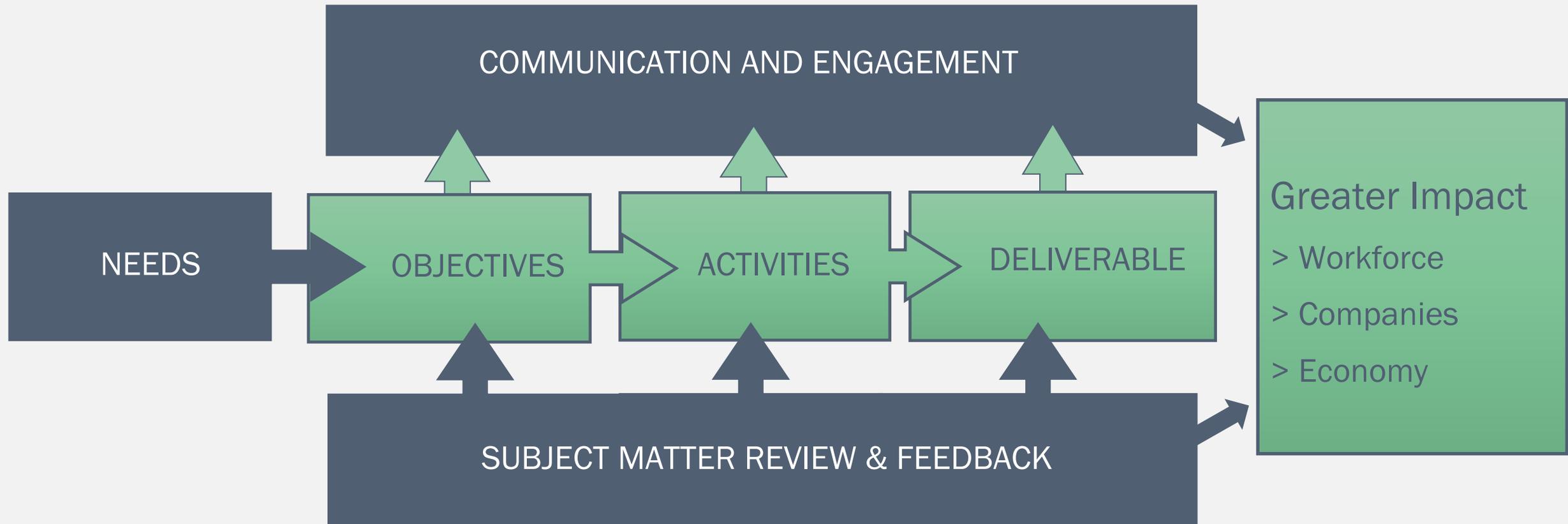
Greenville Technical College  
**CENTER FOR**  
**MANUFACTURING**  
**INNOVATION**

## Level 3

Current & Future Workforce



# Leveraging Partnerships



# Partner Perspective

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**SC MEP**

SOUTH CAROLINA  
MANUFACTURING  
EXTENSION  
PARTNERSHIP

**HELPING  
SOUTH CAROLINA  
COMPANIES  
GROW**



NIST | MEP

Network  
Affiliate

# Manufacturing Extension Partnerships (MEPs)

- The MEP program is sponsored by NIST, which is a non-regulatory federal agency under the US Department of Commerce
- Founded in 1989 by Senator Fritz Hollings
- Initially 3 Centers: Ohio, New York, and South Carolina
- Currently, MEP centers in all 50 states plus Puerto Rico



# SCMEP's Mission

## *Helping South Carolina Companies Grow*

### **Partners**

SC Chamber of Commerce

SC Department of Commerce

SC Economic Developers Association

SC Small Business Development Center

SC Technical College System

NIST MEP

SC Universities

Workforce Development Boards

# 2016 Impact Results

***Statewide Impact = \$1.443 Billion***

New Sales: \$112.6 Million

New Investments: \$191.4 Million

Cost Savings: \$61.9 Million

Retained Sales: \$1.2 Billion

Jobs Created: 673

Jobs Retained: 2,551

Manufacturers Served: 441



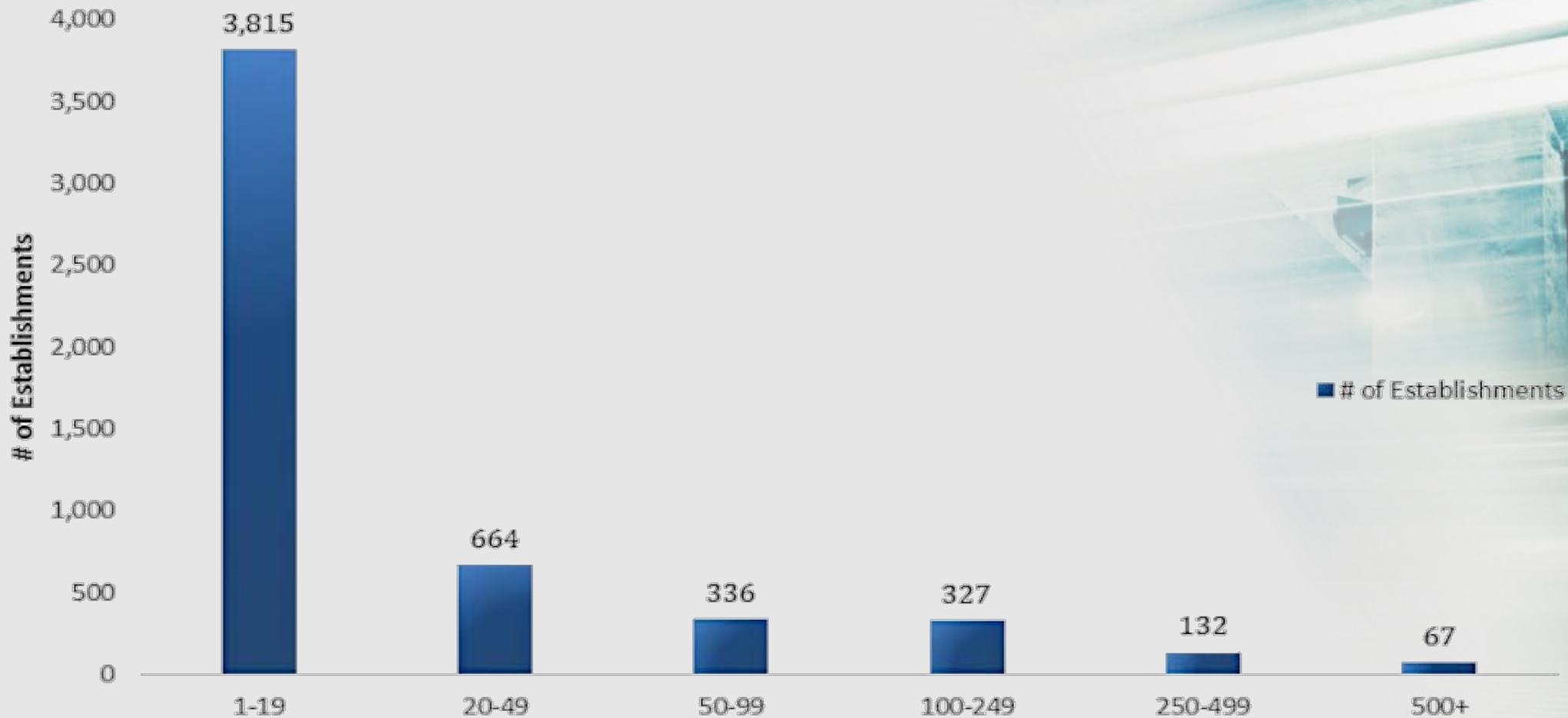
# SC Data

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# Why Manufacturing Matters

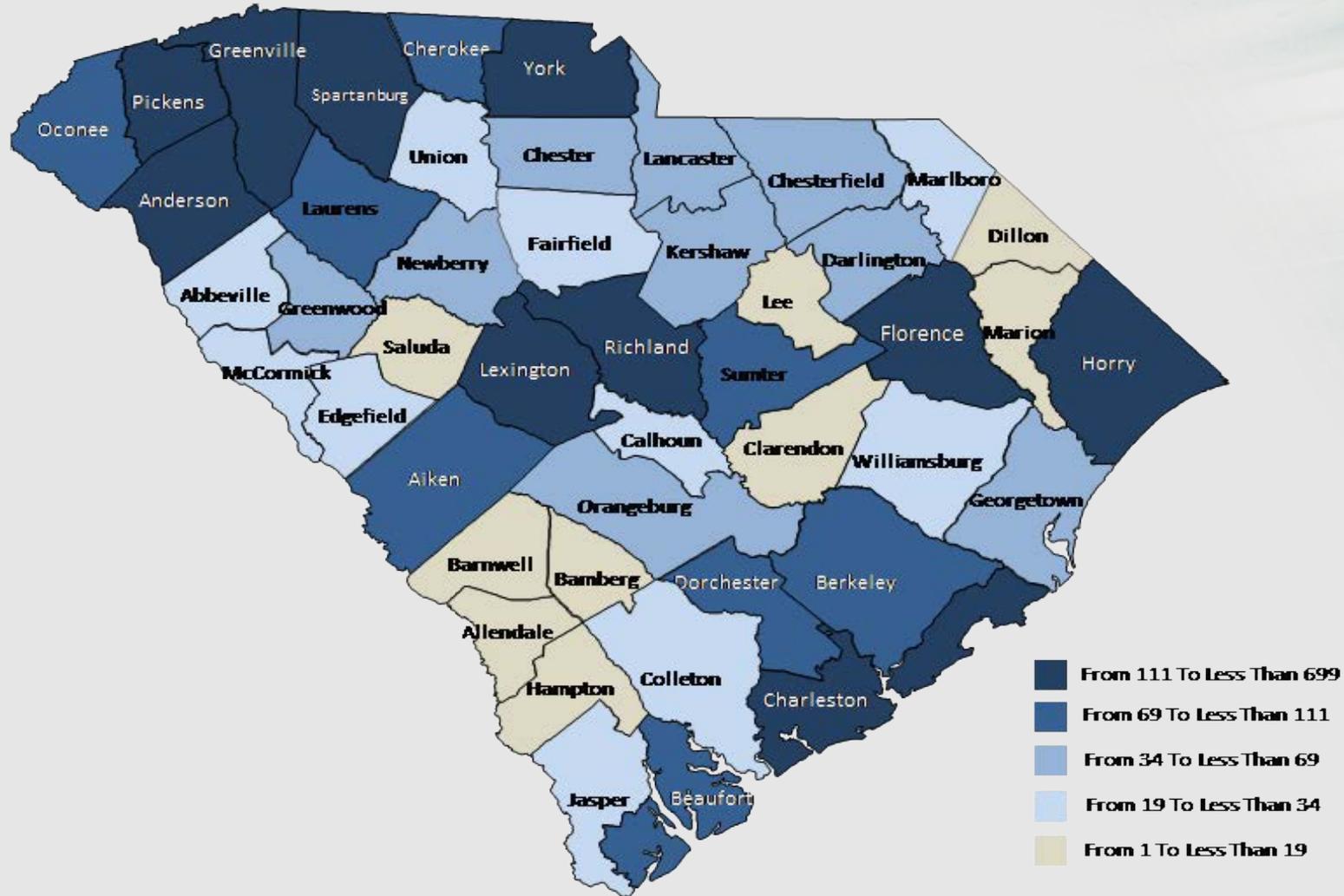
- There are over 5,000 manufacturing enterprises in South Carolina
- Manufacturing comprises only 4.5% of all businesses
- Pays 20% of all wages in the state
- The average salary for a manufacturing job in SC is \$54,444
- The average salary for other jobs in the state of South Carolina is \$40,797.

# South Carolina Manufacturing Establishments by Employment

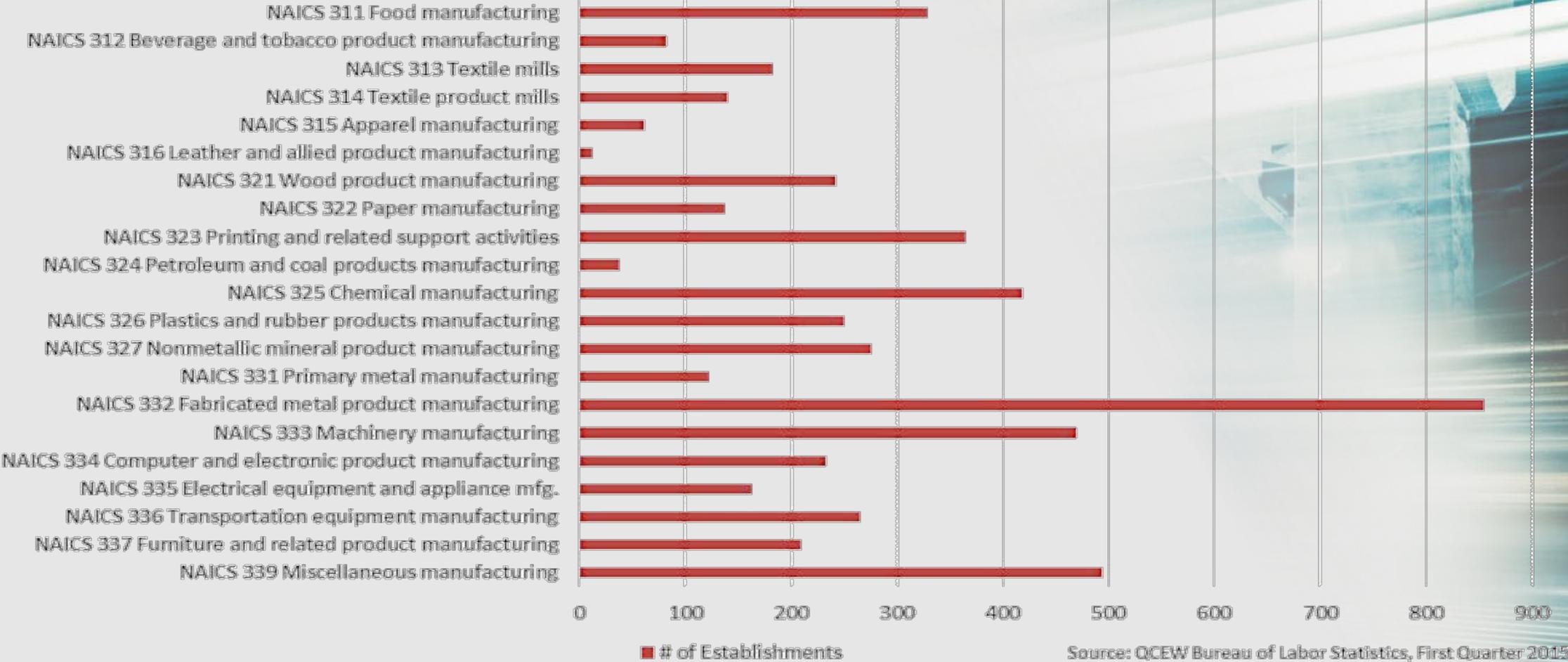


Source: QCEW Bureau of Labor Statistics, First Quarter 2015

# Number of Manufacturing Establishments by County



# Number of Manufacturing Establishments by NAICS Code



Source: QCEW Bureau of Labor Statistics, First Quarter 2015

# 2016 State Figures

- New plants and expansions – 150 project announcements
- Dollar value of investments – \$4.2B
- Number of new jobs – 17,280
- Exporting dollars – \$31.3B (new record)



# Top 10 Economic Development Announcements of 2016\* by Capital Investment

Rank	Company	County	Announced Investment
1.	Teijin Ltd.	Greenwood	\$600 million
2.	China Jushi	Richland	\$300 million
3.	Michelin North America	Spartanburg	\$270 million
4.	Adger Solar	Clarendon	\$200 million
5.	Robert Bosch LLC	Dorchester	\$175 million
6.	Blackbaud	Berkeley	\$154 million
7.	Evonik Industries	Berkeley	\$120 million
TIE 8.	NARENCO	Allendale	\$85 million
TIE 8.	Ritrama, USA	Spartanburg	\$85 million
TIE 10.	Techtronic Industries	Anderson	\$75 million
TIE 10.	Tower Automotive	Greenville	\$75 million

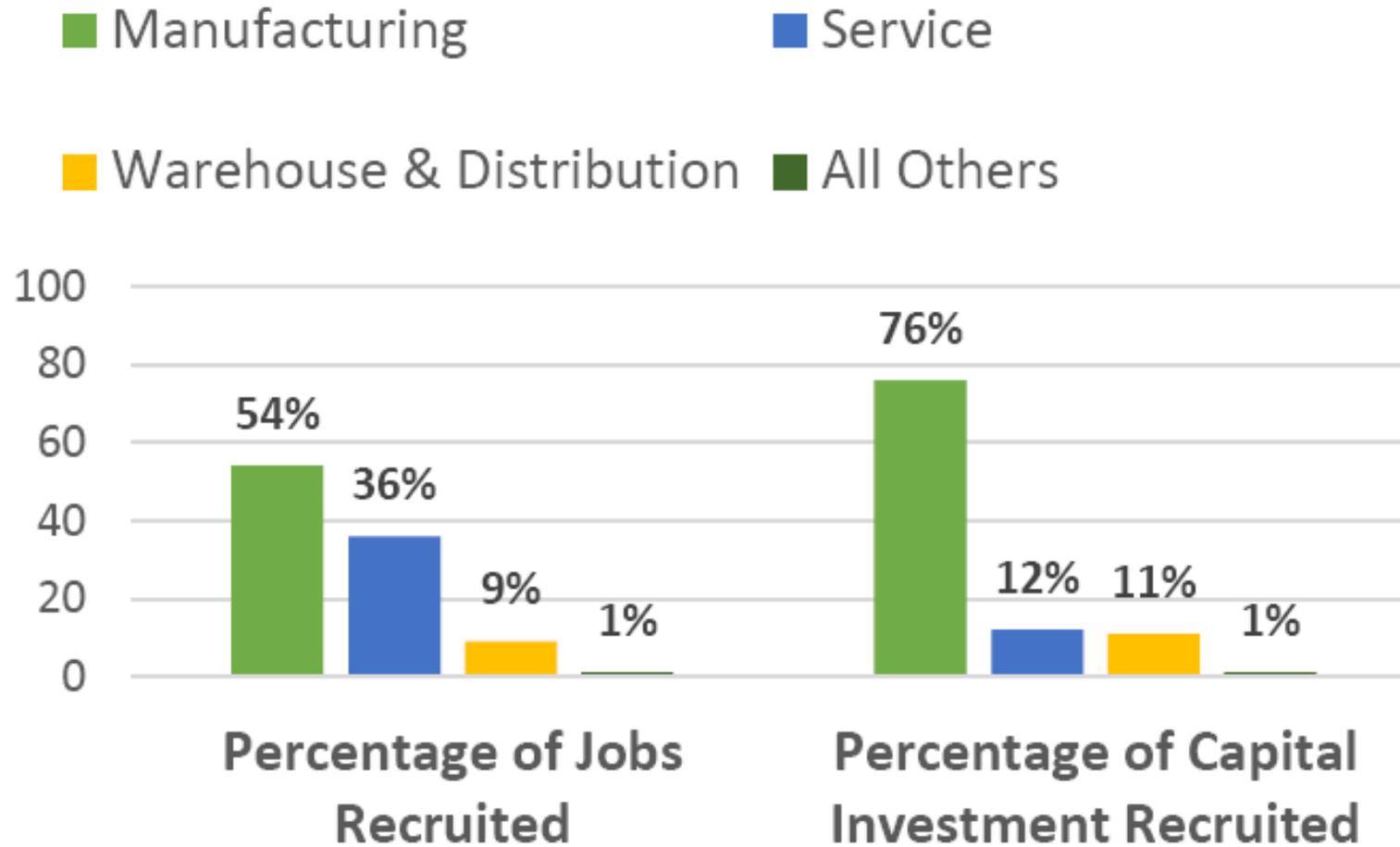
\*Recruited figures represent projects that were won during the year 2016. Announcements made in 2016 may include projects that were recruited in a previous year and announced later.

# Top 10 Economic Development Announcements of 2016\* by Jobs

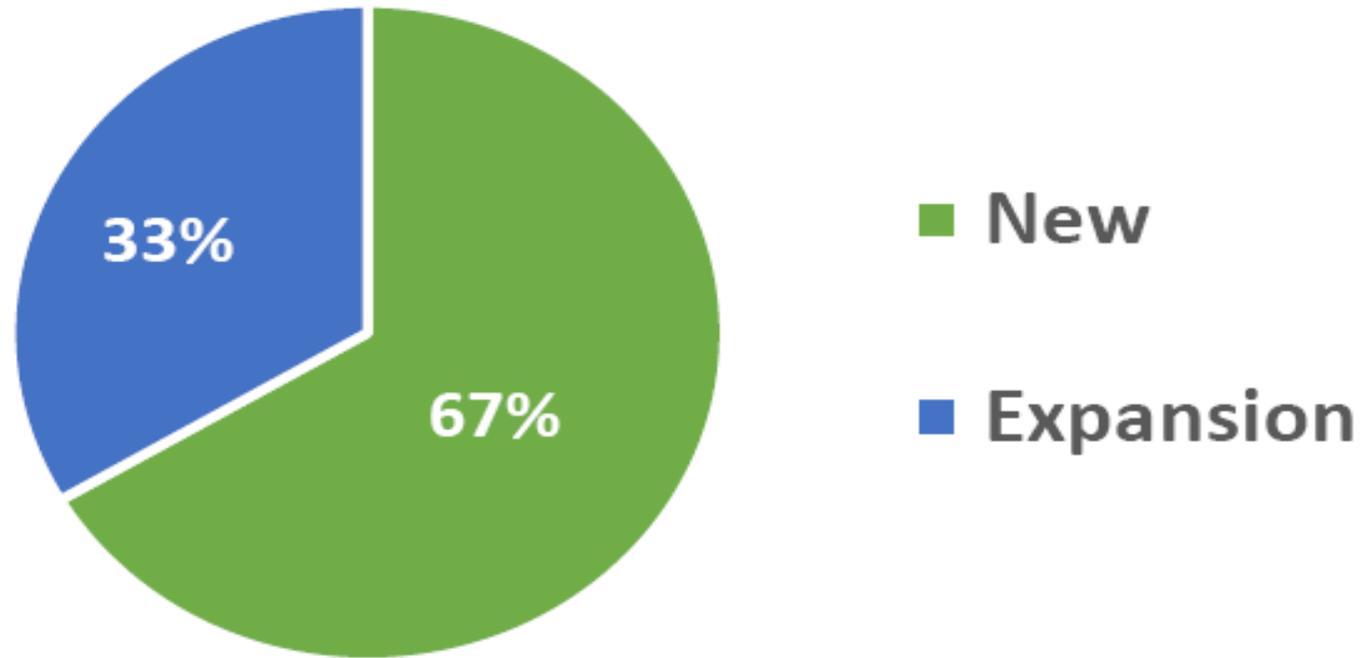
Rank	Company	County	Announced Jobs
1.	CompuCom Systems, Inc.	Lancaster	1,500
2.	Anyone Home, Inc.	Greenville	570
3.	Comcast	Charleston	550
4.	Magna Seating of America, Inc.	Spartanburg	480
5.	PL Developments	Greenville	450
TIE 6.	China Jushi	Richland	400
TIE 6.	Sitel	Spartanburg	400
8.	Michelin North America	Spartanburg	350
9.	Thorne Research Inc.	Berkeley	330
10.	Call Experts	Berkeley	330

\*Recruited figures represent projects that were won during the year 2016. Announcements made in 2016 may include projects that were recruited in a previous year and announced later.

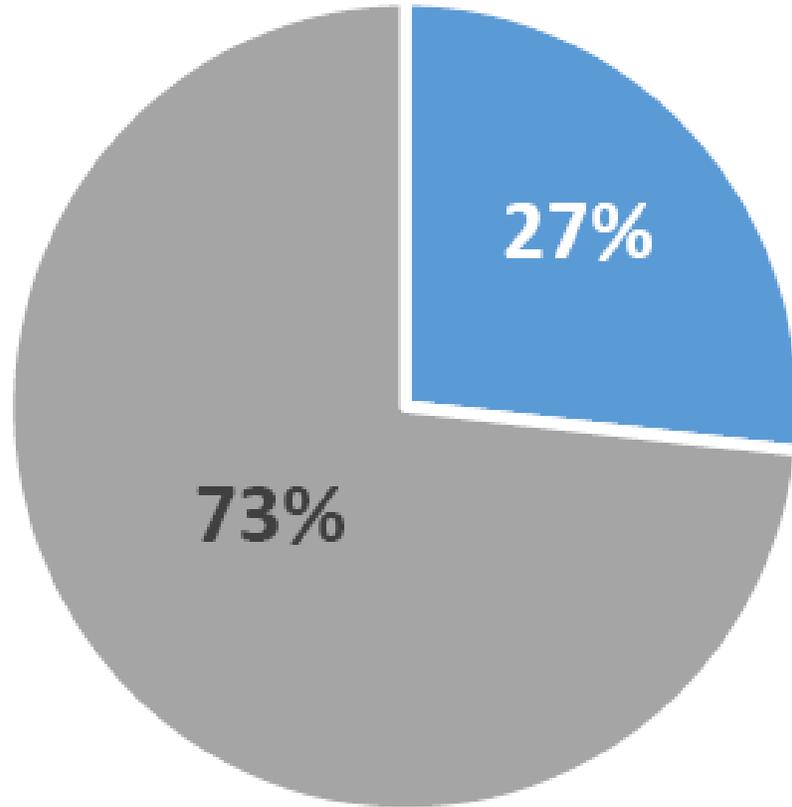
# Industry Recruitment by Sector



# Job Recruitment by Project Type

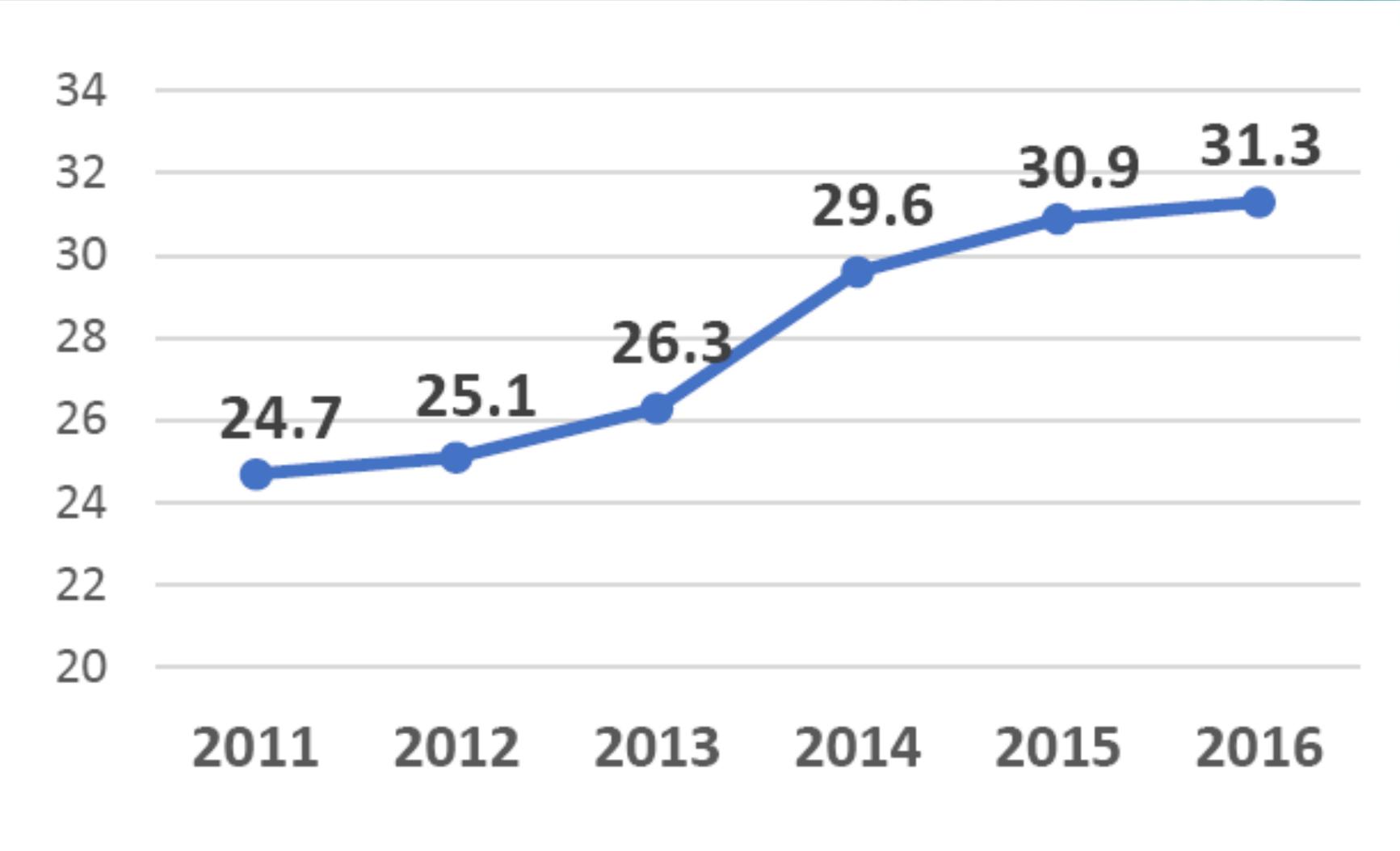


# Job Recruitment by Community Type

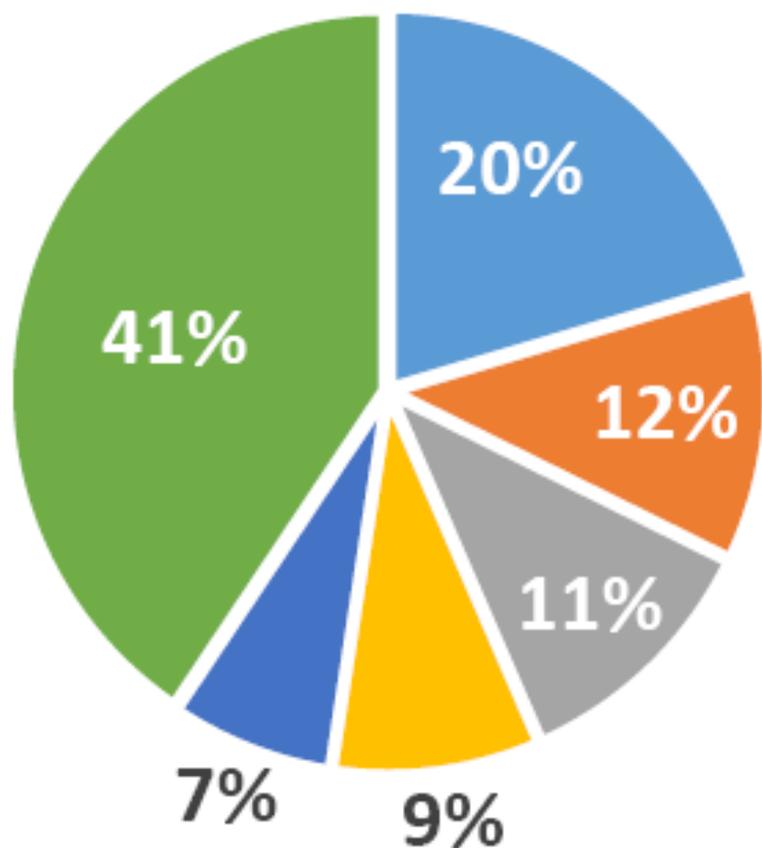


■ Rural ■ Urban

# Total Export Sales (in Billions)



# South Carolina's Top Export Markets



- China
- Germany
- Canada
- United Kingdom
- Mexico
- All Other Nations

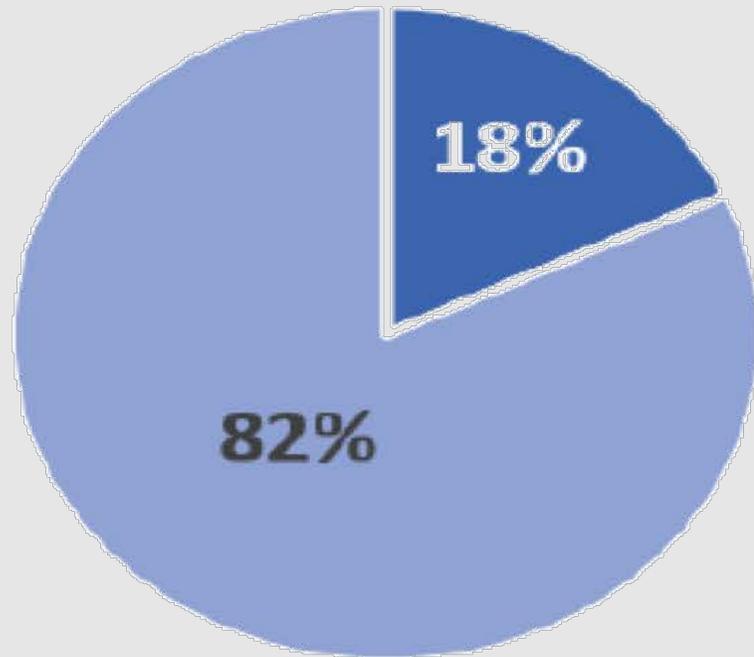
# Automotive Data

- Number 1 Exporter of Cars in the U.S.
- Number 1 Exporter of Tires
- 400 Automotive related companies in SC
- 66,000 people employed in Automotive
- 27.3% of the 11% of state manufacturing workforce is in Automotive

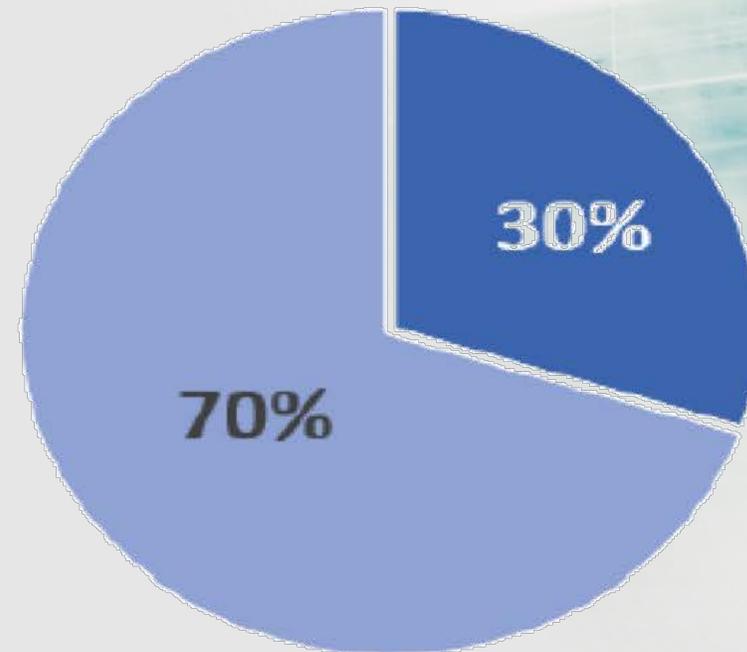
*Source: SC Department of Commerce*

# Export Sales from US

## Passenger Vehicles



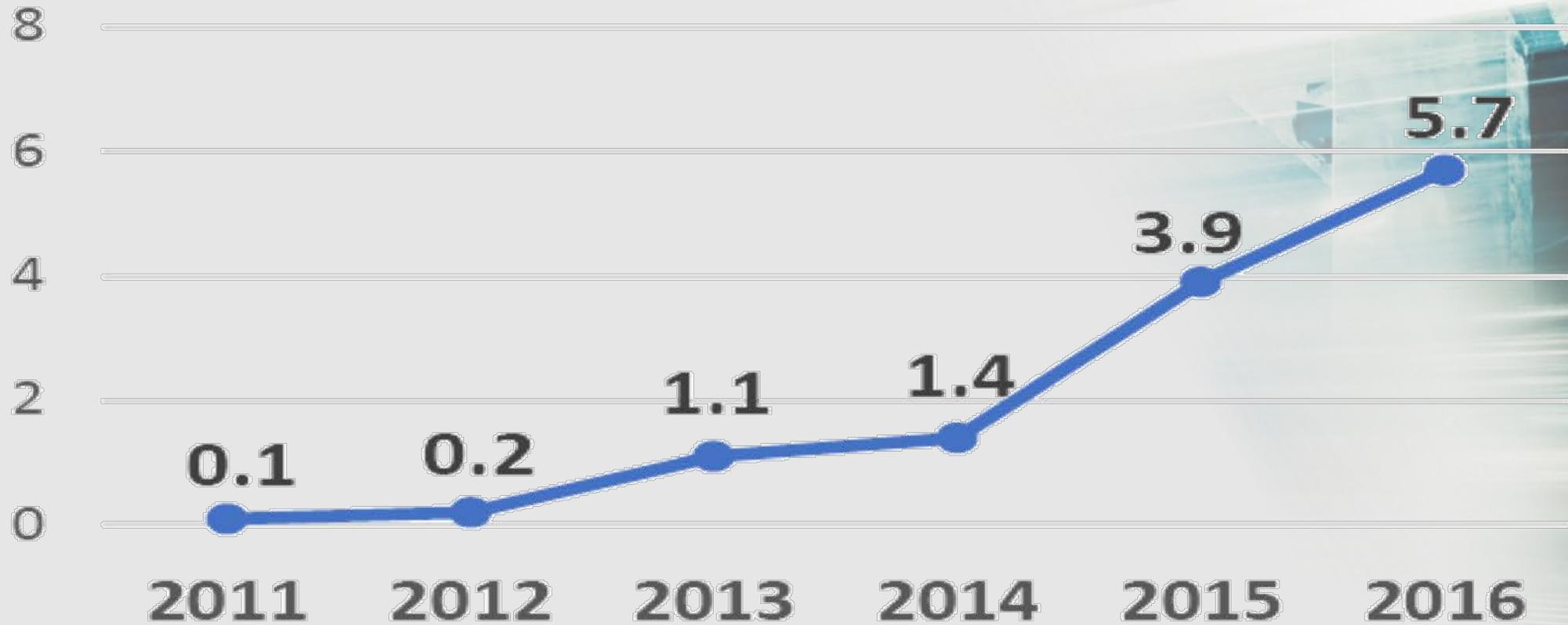
## Tires



■ S.C.    ■ All Other States

# Export Sales of Aircraft

(in Billions)



# Automotive Data

- \$19B in sales – 4 military facilities and private sector firms
- 102,000 jobs supported by SC Aerospace cluster
- 400 plus Aerospace private sector firms
- \$5.7 Billion in Export sales for SC Aircraft and Spacecraft
- \$71,000 average total compensation for the SC Aerospace Employee
- Average annual employee growth rate 11.4% (state average = 1.4%)
- Average annual state tax revenue = \$532M
- Total Economic Impact in SC = \$17,351,789,114

*Source: SC Council on Competitiveness/USC*



*Helping South Carolina  
Companies Grow*



[WWW.SCMEP.ORG](http://WWW.SCMEP.ORG)



# Testimonials

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# Questions

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# Thank you

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