Working with Manufacturing Extension Partnerships (MEPs)

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

Ginny Moore, Ed.D.
Director of Partnership and Program Development, Clemson Online
O: 864-238-7788
E: vehall@clemson.edu

Rebecca Hartley, Ph.D.
Director of Operations, CA2VES and the Clemson University Center for Workforce Development
O: 864-656-3994
E: hartley@clemson.edu

Andy Carr
Senior Vice President of Operations, South Carolina Manufacturing Extension Partnership
O: 864-901-7477
E: acarr@scmep.org

Chuck Spangler
CEO/President, South Carolina Manufacturing Extension Partnership
O: 864-901-3858
E: cspangler@scmep.org
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

1. Increase Access to Training & Information
   - Digital Learning Tools

2. Improve Career Pathways, College Affordability & Graduation Rates
   - Scholarship opportunities, Innovative articulation programs, Stackable certificate options

3. Support K-12 STEM Education Initiatives
   - Recruitment & Professional Development
   - Student engagement tools
   - Outreach and support

4. 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
Leveraging Partnerships

NEEDS

COMMUNICATION AND ENGAGEMENT

OBJECTIVES

ACTIVITIES

DELIVERABLE

SUBJECT MATTER REVIEW & FEEDBACK

Greater Impact
- Workforce
- Companies
- Economy
Partner Perspective
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
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.

Source: www.myscma.com
South Carolina Manufacturing Establishments by Employment

Number of Manufacturing Establishments by NAICS Code

- NAICS 311 Food manufacturing
- NAICS 312 Beverage and tobacco product manufacturing
- NAICS 313 Textile mills
- NAICS 314 Textile product mills
- NAICS 315 Apparel manufacturing
- NAICS 316 Leather and allied product manufacturing
- NAICS 321 Wood product manufacturing
- NAICS 322 Paper manufacturing
- NAICS 323 Printing and related support activities
- NAICS 324 Petroleum and coal products manufacturing
- NAICS 325 Chemical manufacturing
- NAICS 326 Plastics and rubber products manufacturing
- NAICS 327 Nonmetallic mineral product manufacturing
- NAICS 331 Primary metal manufacturing
- NAICS 332 Fabricated metal product manufacturing
- NAICS 333 Machinery manufacturing
- NAICS 334 Computer and electronic product manufacturing
- NAICS 335 Electrical equipment and appliance mfg.
- NAICS 336 Transportation equipment manufacturing
- NAICS 337 Furniture and related product manufacturing
- NAICS 339 Miscellaneous manufacturing

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

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

*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

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

*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

- **Percentage of Jobs Recruited**
  - Manufacturing: 54%
  - Service: 36%
  - Warehouse & Distribution: 9%
  - All Others: 1%

- **Percentage of Capital Investment Recruited**
  - Manufacturing: 76%
  - Service: 12%
  - Warehouse & Distribution: 11%
  - All Others: 1%
Job Recruitment by Project Type

- **New**: 67%
- **Expansion**: 33%
Job Recruitment by Community Type

- Rural: 27%
- Urban: 73%
Total Export Sales (in Billions)
South Carolina’s Top Export Markets

- China: 41%
- Germany: 20%
- Canada: 12%
- United Kingdom: 11%
- Mexico: 9%
- All Other Nations: 7%

- China
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
- S.C.: 18%
- All Other States: 82%

Tires
- S.C.: 30%
- All Other States: 70%
Export Sales of Aircraft

(in Billions)

2011: 0.1
2012: 0.2
2013: 1.1
2014: 1.4
2015: 3.9
2016: 5.7
$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
Testimonials
Thank you

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