



CORPORATE & FINANCIAL SERVICES

TARGET INDUSTRY OVERVIEW



HEADQUARTERS, FINANCE, & BUSINESS SERVICES



**SOUTH CAROLINA
I-77ALLIANCE**

Five counties. One ideal opportunity.





Building on the strong work ethic and strategic location, the South Carolina I-77 Alliance region now attracts international and domestic investment that is creating jobs, boosting profits, and building a bright future for the Corporate & Financial Service industry.

*South Carolina has fostered an enduring business-friendly environment that cultivated **GDP growth of 36%** from 2012 - 2017 in the Corporate & Financial Services cluster, compared with only 35% nationally.*

Many of the brands calling South Carolina home are familiar: Blue Cross Blue Shield, Continental Tire, Aetna, Aflac, AT&T, Verizon, Citi and Wells Fargo. Plus, there are many others that are very well known to the region.

We hope you enjoy learning about Corporate & Financial Service in South Carolina and the I-77 region, discovering the numerous reasons why hundreds of Corporate & Financial Service companies call South Carolina home.

*— Harry M. Lightsey, III
Secretary, S.C. Department of Commerce*

*— Christopher Finn
Interim President and CEO, South Carolina I-77 Alliance*



SOUTH CAROLINA'S BUSINESS CLIMATE | 2018 *Area Development Magazine* Rankings

For decades, South Carolina has been recognized as a leader in state-level economic development and the top state for per capita foreign direct investment (FDI). *Area Development* magazine, a trade publication for corporate real estate and economic development, reported SC was ranked #5 in their “2018 Top States for Doing Business” survey of site selection consultants, with individual category rankings shown below. This report aligns with “Top Location Factors,” identified by respondents from the same survey.

RANKED

#1

Business Incentive Programs

RANKED

#2

Cooperative & Responsive State Government

RANKED

#4

Leading Workforce Development Programs (t)
Shovel-Ready Sites Program

Favorable General Regulatory Environment
Most Improved Economic Development Policies (t)

RANKED

#5

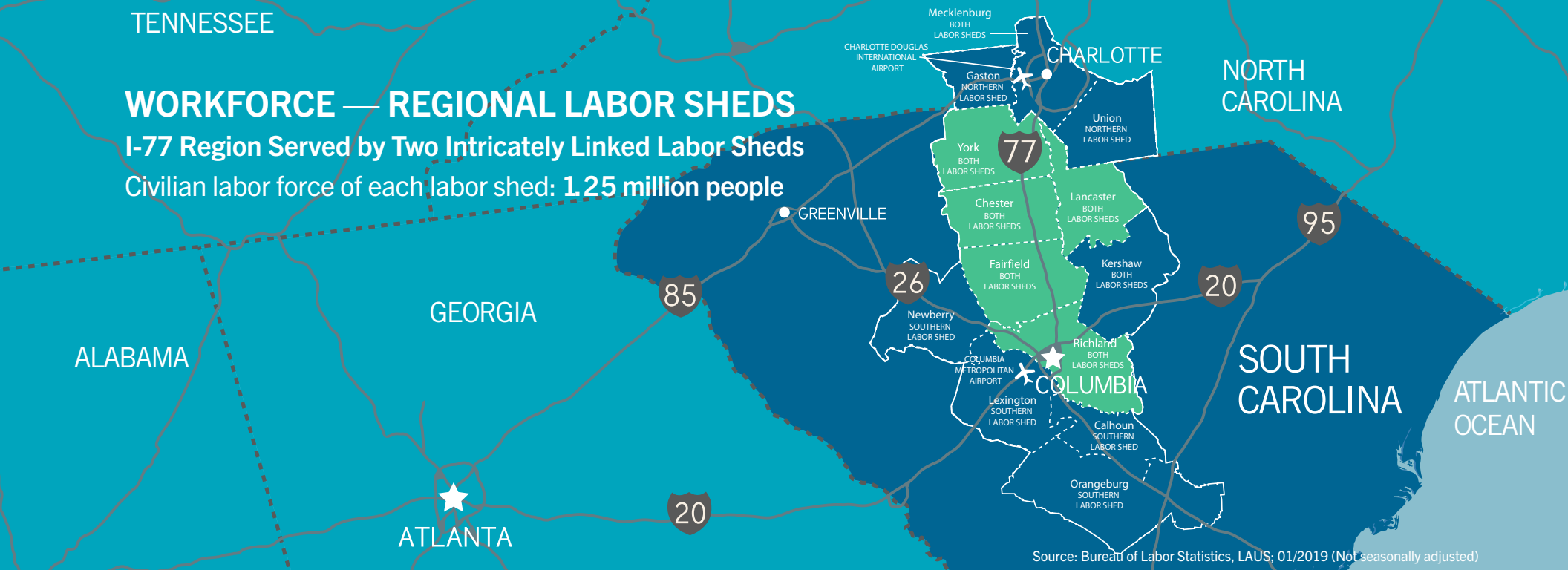
Overall Cost of Doing Business
Top States for Doing Business

WORKFORCE



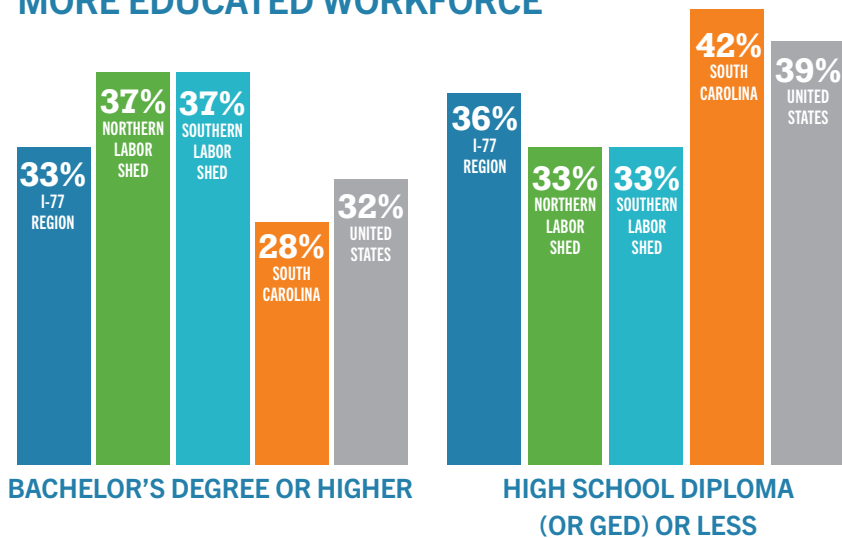
“Availability of skilled labor ranks No. 1 in the Consultants Survey...100 percent of the respondents to our Consultants Survey rated availability of skilled labor as “very important” or “important,”...Additionally, nearly all (98 percent) of the responding consultants say availability of skilled labor is affecting their clients’ facilities plans or current operations.”

— Area Development 14th Annual Consultants Survey, 2018

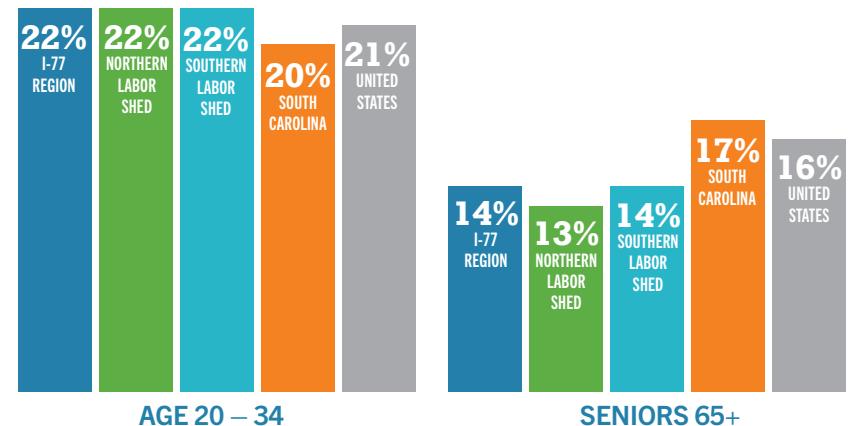


Two labor sheds serve the I-77 region and both offer new or expanding companies access to a massive workforce, shown above, and one that is more educated and younger than SC and US averages.

MORE EDUCATED WORKFORCE



YOUNGER WORKFORCE



Source: Esri Community Analyst, 2018 Estimate

WORKFORCE — CORPORATE AND FINANCIAL SERVICE OCCUPATIONS



REGIONALLY SIGNIFICANT CORPORATE AND FINANCIAL SERVICE OCCUPATIONS*

Location quotients compare regional concentrations of employment to the national concentration. A value of 1.0 illustrates matching rates and values over 1.25 imply a unique strength. (Ex. – LQ = 4.96. Local employment is almost five times the Nation’s concentration rate)

SOC CODE	OCCUPATION	EMPLOYED	LQ
43-9041	Insurance Claims/Policy Processing Clerks	1,386	2.11
43-4131	Loan Interviewers/Clerks	1,007	1.95
15-2011	Actuaries	87	1.89
13-2072	Loan Officers	1,306	1.88
43-4041	Credit Authorizers/Checkers/Clerks	141	1.80

Source: Chmura Economics, JobsEQ; I-77 Region. Primary & secondary sectors as defined in appendix.

FASTEST GROWING CORPORATE AND FINANCIAL SERVICE OCCUPATIONS*

SOC CODE	OCCUPATION	I-77 REGION	SOUTH CAROLINA	UNITED STATES
41-9041	Telemarketers	83%	27%	8%
43-5011	Cargo/Freight Agents	73%	18%	20%
11-3071	Transportation/Storage/ Distribution Managers	42%	23%	14%
11-9021	Construction Managers	38%	26%	22%
13-1081	Logisticians	36%	20%	10%

Source: Chmura Economics, JobsEQ; 2013 - 2018; Primary & secondary sectors as defined in appendix.

*Note: Occupations with minimum average employment of 75 during Q4 2018 included. Private sector only. Occupation groups analyzed: Management, Business/Financial operations, Computer/Mathematical, Non-retail sales supervision, Non-retail sales representatives, Office/Administrative support

WORKFORCE — EXISTING LABOR PIPELINE

An invaluable component of the Corporate & Financial Service growth in the I-77 region is access to a trained workforce coupled with competitive wages. The following table details employment and wages for the fifteen occupations* projected to have highest demand from Corporate & Financial Service operations, based on national employment trends. The occupation with the highest projected demand is listed first and then ranked accordingly.

SOC Code	Occupation	I-77 Region			I-77 Median Wage ²	Compared to USA Median ²
		Employed ¹	Entry-Level Wage ²	Experienced-Level Wage ²		
43-4051	Customer Service Representatives	9,540	\$10.53	\$18.61	\$15.14	-4.3%
13-2011	Accountants/Auditors	2,666	\$19.28	\$36.68	\$28.46	-14.7%
15-1132	Software Developers, Applications	1,510	\$29.76	\$50.38	\$42.64	-12.9%
11-1021	General/Operations Managers	5,048	\$27.07	\$69.57	\$45.48	-5.8%
43-9061	Office Clerks, General	4,751	\$8.99	\$15.67	\$12.55	-17.1%
41-3021	Insurance Sales Agents	1,651	\$13.08	\$38.03	\$24.42	+2.2%
41-3099	Sales Representatives, Services, All Other	2,028	\$11.97	\$29.76	\$19.47	-22.9%
43-3031	Bookkeeping/Accounting/Auditing Clerks	3,196	\$13.22	\$20.63	\$17.69	-6.1%
15-1121	Computer Systems Analysts	1,648	\$23.46	\$43.85	\$36.15	-14.8%
43-6014	Secretaries/Administrative Assistants, Non-Legal/Medical/Executive	4,505	\$11.88	\$18.94	\$16.20	-5.3%
13-1111	Management Analysts	1,825	\$20.87	\$46.88	\$32.93	-17.0%
43-1011	First-Line Supervisors of Office/Administrative Support Workers	4,666	\$17.07	\$29.18	\$23.65	-10.7%
15-1151	Computer User Support Specialists	1,433	\$15.14	\$27.88	\$22.36	-7.4%
13-1161	Market Research Analysts and Marketing Specialists	1,596	\$15.10	\$35.77	\$26.39	-13.1%
13-1199	Business Operations Specialists, All Other	1,237	\$18.70	\$38.46	\$30.14	-10.4%

■ LQ between 0.90 and 1.24 (Description on page 4)

■ LQ at or above 1.25 (Description on page 4)

Source: Chmura Economics, JobsEQ; Primary & secondary sectors as defined in appendix.

*Note: Occupation groups analyzed: Management, Business/Financial operations, Computer/Mathematical, Non-retail sales supervision, Non-retail sales representatives, Office/Administrative support

1 - Average private-sector employment during four quarters ending Q4 2018

2 - 2017 Average Annual Wage, based on 2,080 hours annually

HIGHER EDUCATION

DARLA MOORE SCHOOL OF BUSINESS

One of the most critical elements and strengths of the United States is its research and development (R&D) institutions...Research being conducted at top U.S. universities not only gives this country a world class standing; it helps attract the best and the brightest talent from around the globe.

— Site Selection magazine



HIGHER EDUCATION — CORPORATE AND FINANCIAL SERVICE DEGREES*

The I-77 region and its extended geography is home to numerous research universities and technical colleges. These institutions churn the labor force, providing new talent in addition to the existing, trained workforce. The following table details the 2016 - 2017 higher-education graduates for programs that align with occupations demanded by Corporate & Financial Service operations, based on national hiring trends.

CIP Code	Programs	Certificates or 2-Year Degree	Bachelor's Degree	Post-Bachelor's Degree	Total Awards
52.0201	Business Administration and Management, General	338	1,254	676	2,268
52.0801	Finance, General	0	861	1	862
52.0301	Accounting	160	444	153	757
52.1401	Marketing/Marketing Management, General	1	703	0	704
11.0701	Computer Science	0	328	182	510
11.0103	Information Technology	284	70	115	469
52.1101	International Business/Trade/Commerce	0	167	101	268
52.0299	Business Administration, Management and Operations, Other	0	227	5	232
52.1301	Management Science	0	232	0	232
27.0101	Mathematics, General	0	199	16	215
	TOTAL FOR TOP TEN PROGRAMS	783	4,485	1,249	6,517
	TOTAL FOR (136) PROGRAMS RELATED TO CORPORATE AND FINANCIAL SERVICE¹	1,782	7,450	2,517	11,749

TOTAL HIGHER EDUCATION STUDENT POPULATION

I-77 REGION

ENROLLMENT (2017 - 2018)

57,934

GRADUATES (2016 - 2017) — 14,087

(8 TWO AND FOUR-YEAR SCHOOLS
AND 2 TECHNICAL COLLEGES
WITH MULTIPLE CAMPUSES)

EXTENDED REGION*

96,634

GRADUATES — 20,683

(17 TWO AND FOUR-YEAR SCHOOLS
AND 4 TECHNICAL COLLEGES)

TOTAL STUDENT POPULATION

= 154,568

TOTAL GRADUATES — 34,770

*Note - School year 2017 - 2018. Graduates reflects students with dual majors, therefore some school's figures may be higher than National Center for Education Statistics (NCES) database. Extended Region includes counties adjacent to I-77 region and/or counties in either labor shed as defined on page 3.

1 - Occupation groups analyzed: Management; Business/Financial Operations; Computer/Mathematical; Non-retail sales; and Office/Admin Support

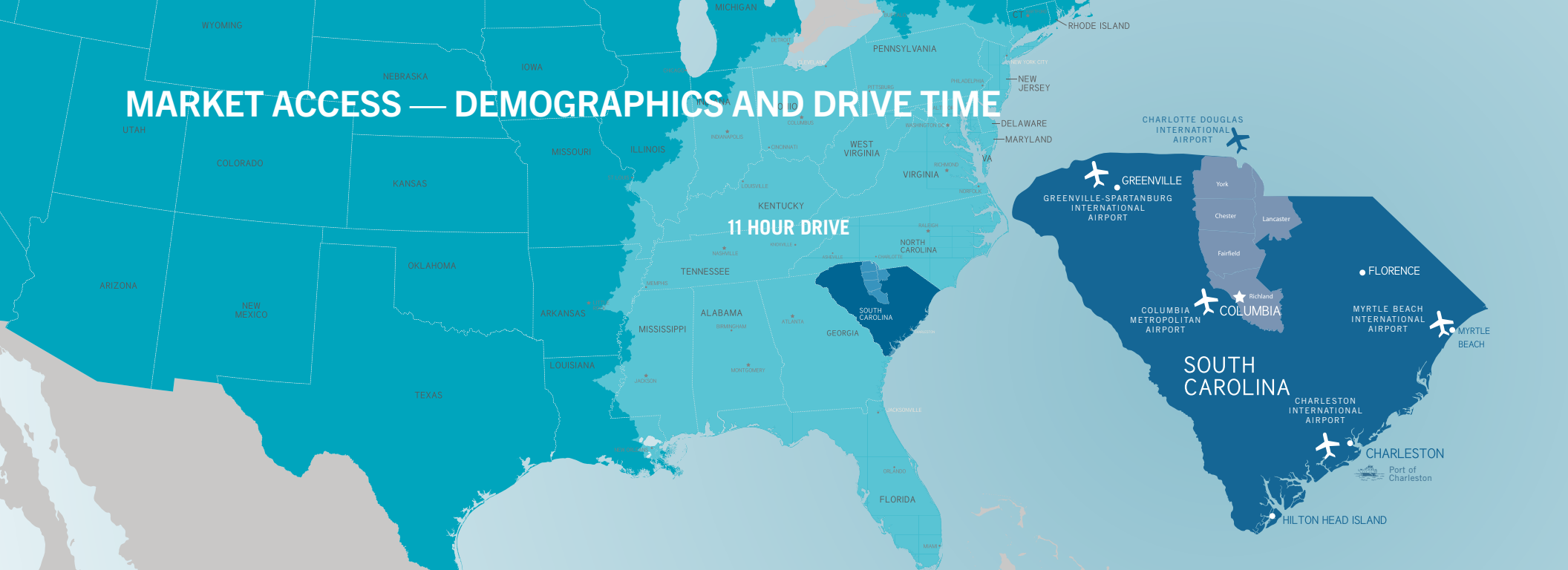
MARKET ACCESS



“Highway accessibility remains our Corporate Survey respondents number-one site selection concern,...[including] the related factors of highway accessibility and proximity to markets and suppliers.”

— Area Development 14th Annual Consultants Survey, 2018

MARKET ACCESS — DEMOGRAPHICS AND DRIVE TIME



LARGE — AND GROWING — REGION

3.4

MILLION PEOPLE
COMBINED MSA POPULATION

TWO METROPOLITAN AREAS

2.6 MILLION

CHARLOTTE METRO REGION

833,000

COLUMBIA METRO REGION

12%

I-77 REGION
POPULATION GROWTH

746,588 (2010)

838,727 (2018)

US '10 – '18 GROWTH, 6%

DOMESTIC MARKET ACCESS

45%

PERCENTAGE OF
US POPULATION
WITHIN AN
11-HOUR DRIVE

EXISTING INDUSTRY & SUPPLY CHAIN



“Manufacturers are beginning to learn that supply-chain management is more than just ‘leaning on’ their suppliers to shave pennies off the cost of a part, raw material, or component. Transportation and logistics should play a bigger role in the site selection process earlier in the decision-making process.”

— Area Development magazine, November 2012, The Confluence of Facility Planning and Supply Chain Strategy

133,000

MAJORITY-OWNED, FOREIGN-AFFILIATED COMPANIES EMPLOY MORE THAN 133,000 SOUTH CAROLINIANS, WHICH IS THE EQUIVALENT OF 1 OUT OF EVERY 16 JOBS IN SOUTH CAROLINA



The I-77 region and its extended geography are home to a roster of industry-leading Corporate & Financial Service companies.

HEADQUARTERS (GLOBAL, N.A., REGIONAL)

- 3D SYSTEMS
- BLUE CROSS BLUE SHIELD
- COLONIAL LIFE
- COMPUCOM SYSTEMS
- CONTINENTAL TIRE
- CROSSRIDGE/INSP
- DOMTAR
- FOUNDERS FEDERAL CREDIT UNION
- KEER AMERICA
- LASH GROUP

- LPL FINANCIAL
- MOVEMENT MORTGAGE
- NUTRAMAX LABORATORIES
- PCI GROUP
- PURE POWER TECHNOLOGIES
- RED VENTURES
- SHARONVIEW FEDERAL CREDIT UNION
- SPIRAX SARCO USA
- SUNBELT RENTALS
- SYSCO FOODS

CORPORATE & FINANCIAL SERVICES

- AETNA
- AFLAC
- AT&T
- ATLAS COPCO USA
- CITI FINANCIAL SERVICES
- COMPANION DATA SERVICES
- DAIMLER TRUCKS N.A.
- FIRST CITIZENS BANK & TRUST CO.
- LONDON STOCK EXCHANGE
- ONEMAIN HOLDING

- PRICEWATERHOUSECOOPERS
- SCHAEFFLER GROUP USA
- SEIBELS
- SPIRIT COMMUNICATIONS
- TELEPERFORMANCE
- TM FLOYD
- VERIZON
- WELLS FARGO HOME MORTGAGE
- WELLS FARGO BANK CUSTOMER CONNECTION
- WILLIAMS & FUDGE, INC.

SC Companies



To learn more: scommerce.com/industries

EXISTING INDUSTRY — EXPORTS



The I-77 region is home to a substantial number of Corporate and Financial Services companies, which play a vital role in the global economy. High export values indicate a concentration and specialization of both industry and the labor force.

2017 EXPORT VALUE: PRIMARY INDUSTRIES*

\$853

MILLION

SOUTH CAROLINA

33% OF SOUTH CAROLINA'S PRIMARY INDUSTRIES EXPORTS ARE IN THE I-77 REGION

\$280

MILLION

I-77 REGION

2017 EXPORT VALUE: SECONDARY INDUSTRIES*

\$1.3

BILLION

SOUTH CAROLINA

21% OF SOUTH CAROLINA'S SECONDARY INDUSTRIES EXPORTS ARE IN THE I-77 REGION

\$266

MILLION

I-77 REGION

EXISTING INDUSTRY — TOP 15 INDUSTRIES*

The following table details current employment and respective change since 2015 for industries projected to have highest demand from Corporate & Financial Service operations. The industry with the highest projected demand is listed first and then ranked accordingly.

NAICS Code	Industry	Employed, Q4 2018			5-Year Employment Change			
		Extended Region	I-77 Region	% in I-77 Region	Extended Region	I-77 Region	South Carolina	USA
531311	Residential Property Managers	3,616	789	22%	36%	49%	17%	20%
531210	Offices of Real Estate Agents/Brokers	4,423	806	18%	35%	31%	28%	18%
522110	Commercial Banking	32,523	2,559	8%	16%	13%	5%	2%
541110	Offices of Lawyers	11,161	3,984	36%	3%	4%	7%	1%
533110	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	186	0	0%	-8%	0%	105%	-3%
561320	Temporary Help Services	43,567	9,890	23%	23%	2%	19%	11%
541330	Engineering Services	8,965	2,131	24%	25%	3%	11%	9%
531312	Nonresidential Property Managers	2,746	365	13%	24%	7%	28%	18%
722511	Full-Service Restaurants	55,203	13,975	25%	22%	29%	21%	11%
531120	Lessors of Nonresidential Buildings (except Miniwarehouses)	1,192	95	8%	23%	-31%	-6%	6%
481111	Scheduled Passenger Air Transportation	11,686	13	0%	20%	1313%	15%	14%
512110	Motion Picture and Video Production	484	77	16%	33%	30%	164%	5%
323111	Commercial Printing (except Screen and Books)	3,611	1,041	29%	4%	24%	-6%	-7%
722513	Limited-Service Restaurants	50,478	12,163	24%	16%	15%	16%	15%
721110	Hotels (except Casino Hotels) and Motels	12,605	2,581	20%	20%	16%	14%	9%

■ LQ between 0.90 - 1.24 (Description on page 4)

■ LQ 1.25 or higher (Description on page 4)

■ Employment change rate exceeds National Average (Positive growth only)

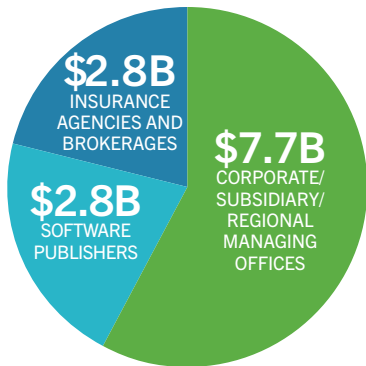
EXISTING INDUSTRY

RECENT ANNOUNCEMENTS IN I-77 REGION

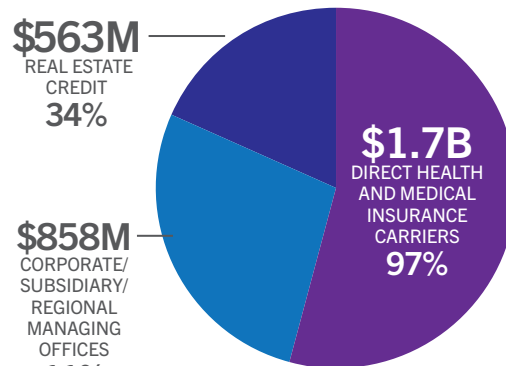
SHARONVIEW FEDERAL CREDIT UNION CORPORATE HEADQUARTERS 115 NEW JOBS	CAPGEMINI IT CONSULTING & TECHNOLOGY CENTER 200 NEW JOBS	ROUNDPOINT MORTGAGE SERVICING CORP. MORTGAGE PROCESSING 1,100 NEW JOBS	SERVICEMAC, LLC MORTGAGE SUBSERVICING 1,000 NEW JOBS	DIVERSEY CORPORATE HEADQUARTERS 400 NEW JOBS
---	--	--	--	--

Source: South Carolina Department of Commerce

TOP 3 SECTORS,* BY 2023 GDP

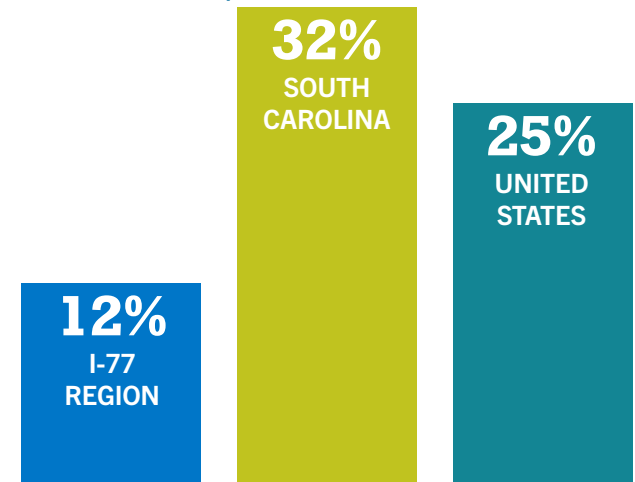


EXTENDED REGION¹
 TOP 3 TOTAL
\$13.2 BILLION



I-77 REGION
 TOP 3 TOTAL
\$3.1 BILLION
 (#%) Percent of Extended Region

CORPORATE AND FINANCIAL SERVICES* GDP GROWTH, 2020 - 2023



Source: Chmura Economics, Jobs EQ
 *Note: As defined by Primary & Secondary Industries in appendix. Private-sector operations.
 1 - Extended Region as defined on Page 7.

SOUTH CAROLINA'S BUSINESS FRIENDLY ENVIRONMENT

1.9%

UNIONIZATION

PRIVATE SECTOR
MANUFACTURING

2ND LOWEST IN THE US

1.7%

UNIONIZATION

ALL
PRIVATE SECTOR

LOWEST IN THE US

2.6%

UNIONIZATION

TOTAL ALL PUBLIC +
PRIVATE SECTOR

LOWEST IN THE US

Source: Unionstats.com

REAL ESTATE

\$3.44

PER SQ. FT.

LEASE RATES FOR MANUFACTURING
SPACE IN THE I-77 REGION
RANGE FROM \$3.15 – \$3.73 PSF/YEAR.
(US AVG: \$5.15 PSF/YEAR)

INDUSTRIAL POWER RATES IN SOUTH CAROLINA

12%

LOWER

INDUSTRIAL POWER RATES IN
SOUTH CAROLINA ARE 12% LOWER
THAN THE NATIONAL AVERAGE

6.09¢

PER KILOWATTHOUR

INDUSTRIAL ELECTRICITY RATES
SOUTH CAROLINA AVERAGE
2017 ANNUAL DATA

WORKFORCE RESOURCES AND INDUSTRY PARTNERSHIPS



WORKFORCE DEVELOPMENT



readySC™ Workforce Training

For more than 50 years, the SC Technical College System has powered readySC™ which provides well-trained employees to companies investing in South Carolina. The readySC™ program includes recruiting, screening and training as well as a tailored curriculum to fit a company's specific needs.



The South Carolina Technical College System

Apprenticeship Carolina™, a division of the SC Technical College System, works to ensure all employers in South Carolina have access to the information and technical assistance they need to create demand-driven registered apprenticeship programs. At no cost to the employer, apprenticeship consultants are available to guide companies through the registered apprenticeship development process from initial information to full recognition in the national Registered Apprenticeship System.

APPENDIX – INDUSTRY CLASSIFICATION

The North American Industry Classification System (NAICS) is the standard six-digit categorization code used by Federal statistical agencies in classifying business establishments for collecting, analyzing, and publishing statistical data related to the U.S. business economy. The following NAICS codes were collectively used to define the cluster in order to collect, aggregate, and analyze industry and workforce data.

PRIMARY INDUSTRIES — Corporate & Financial Service Companies

NAICS	TITLE	NAICS	TITLE
521110	Monetary Authorities-Central Bank	525	Funds, Trusts, and Other Financial Vehicles
5222	Nondepository Credit Intermediation	5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services
5223	Activities Related to Credit Intermediation	55	Management of Companies and Enterprises
5231	Securities and Commodity Contracts Intermediation and Brokerage	561330	Professional Employer Organizations
523210	Securities and Commodity Exchanges	561440	Collection Agencies
5239	Other Financial Investment Activities	561450	Credit Bureaus
524	Insurance Carriers and Related Activities		

SECONDARY INDUSTRIES — Companies primarily engaged in adding value to or creating new products from Corporate & Financial Services

NAICS	TITLE	NAICS	TITLE
454110	Electronic Shopping and Mail-Order Houses	541910	Marketing Research and Public Opinion Polling
511210	Software Publishers	541930	Translation and Interpretation Services
515210	Cable and Other Subscription Programming	541990	All Other Professional, Scientific, and Technical Services
517	Telecommunications	561110	Office Administrative Services
518210	Data Processing, Hosting, and Related Services	561210	Facilities Support Services
519130	Internet Publishing and Broadcasting and Web Search Portals	561311	Employment Placement Agencies
519190	All Other Information Services	561312	Executive Search Services
532420	Office Machinery and Equipment Rental and Leasing	561410	Document Preparation Services
5415	Computer Systems Design and Related Services	561421	Telephone Answering Services
541611	Administrative Management and General Management Consulting Services	561422	Telemarketing Bureaus and Other Contact Centers
541612	Human Resources Consulting Services	561431	Private Mail Centers
541613	Marketing Consulting Services	561499	All Other Business Support Services
541614	Process, Physical Distribution, and Logistics Consulting Services	813910	Business Associations
541618	Other Management Consulting Services	813920	Professional Organizations
5418	Advertising, Public Relations, and Related Services	813930	Labor Unions and Similar Labor Organizations



**SOUTH CAROLINA
I-77ALLIANCE**

www.I77Alliance.com