



# Plant Expansions & New Facilities

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SCANA Economic Development Support

## Overview of SCANA Economic Development Department

Presented by John Cadena



# SCANA Economic Development

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- Who are we?
- What do we do?
- How do we do it?





## Who are we?

A group of trained economic development professionals assigned to various parts of the SCANA service areas working with other national, state and local allies for the continued growth and development of our state.



# SCANA Economic Development



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## Representatives' Assigned Areas

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Allendale  
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Colleton  
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### ○ Metro Columbia Counties

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### ○ Western & Central Counties

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Aiken  
Bamwell  
Edgefield  
Greenwood  
McCormick  
Newberry  
Saluda  
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### ○ Pee Dee Counties

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Clarendon  
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Dillon  
Florence  
Georgetown  
Horry  
Lancaster  
Lee  
Marion  
Marlboro  
Sumter  
Williamsburg  
York





## What do we do?

- Identify & market sites & buildings
- Work closely with state & local allies
- Work closely with consultants
- “Sell South Carolina”
- Help you grow



# Trends

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- Fewer projects than 2008
- Extremely competitive
  - Worldwide competition- China, India, Mexico, Vietnam
- Excess capacity
  - A company has two plants at 50% capacity and need to close one
- Grow or close



# Current projects

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- Working 42 active projects
- \$3.89 Billion investment
- More than 6,000 jobs
- Sectors
  - Data centers
  - Food processing
  - Automotive
  - Distribution centers
  - Plastics





## How do we do it?

- Marketing trips
- Trade Missions
- Professional organizations
  - SDEC, IAMC, SCEDA
- Work with existing industry
  - Generally 80% of announcements come from existing industry



# Questions?

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