

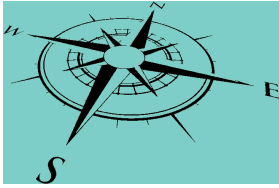
Accountability Report: Fiscal Year 2018-2019

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South Carolina Department of Commerce (SCDOC)

Stakeholder(s):

Robert M. Hitt III :
Director

Vision

South Carolina's economy will become more competitive in a global economy, providing South Carolinians of all ages and skill levels an opportunity to maximize their talents and abilities.

Mission

To create job opportunities for South Carolinians

1. Jobs & Investment

Attract capital investment and job creation throughout South Carolina

1.1. Marketing Strategy

Implement a targeted marketing strategy to promote new investment and job creation.

Start Date: 07/01/2018

Performance Indicators

1.1.1 Capital Investment

Description	Type	Start Date	End Date	Dollars
Meet or Exceed capital investment goal established by agency Target: 16,000	Target	2018-01-01	2018-12-31	
Base: \$5.2 billion	Actual		2018-01-01	\$5,200,000,000.00
Actual: TBD	Actual	2018-01-01	2018-12-31	\$5,200,000,000.00

Data Source and Availability: Customer Relation Management System Calculation Method: Calculated from commitment letters from companies Meaningful Use of Measure: Program impact

1.1.2 Jobs Recruited

Description	Type	Start Date	End Date	Number
Meet or Exceed jobs recruited goal established by agency Target: \$4.5 Billion	Target	2018-01-01	2018-12-31	
Base: 18,445	Actual		2018-01-01	18,445
Actual: TBD	Actual	2018-01-01	2018-12-31	18,445

Data Source and Availability: Customer Relation Management System Calculation Method: Calculated from commitment letters from companies Meaningful Use of Measure: Program impact

1.1.3 Business Friendliness

Description	Type	Start Date	End Date	Rank
South Carolina's ranking of the most business-friendly states in the U.S. Target: 10th	Target	2018-01-01	2018-12-31	10
Base: 2nd	Actual		2018-01-01	2
Actual: TBD	Actual	2018-01-01	2018-12-31	2

Data Source and Availability: Area Development's Calculation Method: Area Development's Meaningful Use of Measure: Independent determination of Business Conditions

1.1.4 Jobs Created

Description	Type	Start Date	End Date	Rank
South Carolina's ranking among the states of the number of estimated jobs created by Foreign Direct and Interstate Investment per million inhabitants Target: 10th	Target	2018-01-01	2018-12-31	10
Base: 3rd	Actual		2018-01-01	3
Actual: TBD	Actual	2018-01-01	2018-12-31	3

Data Source and Availability: IBM Global Business Services Calculation Method: IBM Global Business Services Meaningful Use of Measure: Independent determination of FDI results

1.2. Job Recruitment

Increase emphasis on recruiting jobs to rural communities of SC.

Stakeholder(s):

Rural Communities

Start Date: 07/01/2018

Performance Indicators**1.2.1 Rural Jobs**

Description	Type	Start Date	End Date	Number
Meet or exceed goal established by agency for jobs recruited in rural areas of SC. Target: 3,000	Target	2018-07-01	2019-06-30	3,000
Base: 2,173	Actual		2018-01-01	2,173
Actual: TBD	Actual	2018-01-01	2018-12-31	2,173

Data Source and Availability: Customer Relation Management System Calculation Method: Counties designated as Tier III or Tier IV for Jobs Tax Credit purposes Meaningful Use of Measure: Program impact

1.2.2 Rural Jobs

Description	Type	Start Date	End Date	Percentage
Meet or Exceed % of jobs recruited in rural areas of SC as compared to % of labor pool residing in rural counties. Target: 20%	Target	2018-01-01	2018-12-31	20
Base: 12%	Actual		2018-01-01	12
Actual: TBD	Actual	2018-01-01	2018-12-31	12

Data Source and Availability: Customer Relation Management System Calculation Method: Rural counties are identified as Tier III and IV Counties by the SCDOR. Meaningful Use of Measure: Program impact

2. Strengths

Build on the strengths of the state's existing, small, and emerging industries

2.1. Existing Industries

Build on the strengths of the state's existing industries.

Stakeholder(s):

Existing Industries

Start Date: 07/01/2018

Performance Indicators

2.1.1 Seminars

Description	Type	Start Date	End Date	Number
Hold seminars with partners to increase existing businesses understanding of exporting and trade resources Target: 175	Target	2018-07-01	2019-06-30	175
Base: 183	Actual		2018-07-01	183
Actual: TBD	Actual	2018-07-01	2019-06-30	183

Data Source and Availability: Attendance records of training Calculation Method: Actual attendees
Meaningful Use of Measure: Education of Small Businesses on export opportunities

2.1.2 Exports

Description	Type	Start Date	End Date	Rank
South Carolina's ranking of states in exports per capita Target: 7th	Target	2018-01-01	2018-12-31	7
Base: 7th	Actual		2018-01-01	7
Actual: TBD	Actual	2018-01-01	2018-12-31	7

Data Source and Availability: US Department of Commerce Calculation Method: Statistic provided by US Department of Commerce Meaningful Use of Measure: Program impact

2.1.3 Companies Visited

Description	Type	Start Date	End Date	Number
Number of companies visited as a result of the agency Existing Industry Visitation Program Target: 420 Actual: TBD July 2018 - June 2019	Target	2018-07-01	2019-06-30	420
Base: 416	Actual		2018-07-01	416
Actual: TBD	Actual	2018-07-01	2019-06-30	416

Data Source and Availability: Customer Relation Management System Calculation Method: Number of visits Meaningful Use of Measure: Program impact

2.1.4 Stakeholder Events

Description	Type	Start Date	End Date	Number
Hold stakeholder events for carpet, compost and plastics recycling market development Target: 100	Target	2018-07-01	2019-06-30	100
Base: 213	Actual		2018-07-01	213
Actual: TBD	Actual	2018-07-01	2019-06-30	213

Data Source and Availability: Attendance records of training Calculation Method: Actual attendees
Meaningful Use of Measure: Education of Stakeholders

2.1.5 Call Addressed

Description	Type	Start Date	End Date	Number
Calls addressed by agency concerning recycling industry inquiries Target: 250	Target	2018-07-01	2019-06-30	250
Base: 322	Actual		2018-07-01	322
Actual: TBD	Actual	2018-07-01	2019-06-30	322

Data Source and Availability: Customer Relation Management System Calculation Method: Number of inquiries
Meaningful Use of Measure: Connecting businesses to resources

2.2. Small Businesses

Build on the strengths of the state's small businesses.

Stakeholder(s):

Small Businesses

Start Date: 07/01/2018

Performance Indicators

2.2.1 Calls Addressed

Description	Type	Start Date	End Date	Number
Calls addressed by agency concerning small business inquiries Target: 400	Target	2018-07-01	2019-06-30	400
Base: 491	Actual		2018-07-01	491
Actual: TBD	Actual	2018-07-01	2019-06-30	491

Data Source and Availability: Customer Relation Management System Calculation Method: Number of inquiries
Meaningful Use of Measure: Connecting small businesses to resources

2.2.2 Companies Included

Description	Type	Start Date	End Date	Number
Increase number of companies included in SourceSC database Target: 1400	Target	2017-01-01	2019-06-30	1,400
Base: 1310	Actual		2018-07-01	1,310

Description	Type	Start Date	End Date	Number
Actual: TBD	Actual	2018-07-01	2019-06-30	1,310

Data Source and Availability: Customer Relation Management System Calculation Method: Actual number of companies included in database Meaningful Use of Measure: Connecting companies looking for suppliers to small businesses

2.2.3 Events Hosted

Description	Type	Start Date	End Date	Number
Host existing industry events for local suppliers and service providers to connect them with opportunities with state OEM's/Tier 1's Target: 300	Target			300
Base: New	Actual		2018-07-01	
Actual: TBD	Actual	2018-07-01	2019-06-30	

Data Source and Availability: Attendance records of training Calculation Method: Actual attendees Meaningful Use of Measure: Connecting companies looking for local suppliers and service providers

2.3. Innovative & Emerging Industries

Build on the strengths of the state's innovative and emerging industries.

Stakeholder(s):

Innovative Industries

Emerging Industries

Start Date: 07/01/2018

Performance Indicators

2.3.1 Sites Visited

Description	Type	Start Date	End Date	Number
Number of site visits of existing South Carolina R&D companies Target: 40	Target	2018-07-01	2019-06-30	40
Base: New	Actual		2018-07-01	
Actual: TBD	Actual	2018-07-01	2019-06-30	

Data Source and Availability: Customer Relation Management System Calculation Method: Number of visits Meaningful Use of Measure: Address innovative programs in the state

2.3.2 Companies Accepted

Description	Type	Start Date	End Date	Number
Number of companies accepted into the 3Phase program Target: 15	Target	2018-07-01	2019-06-30	15
Base: New	Actual		2018-07-01	
Actual: TBD	Actual	2018-07-01	2019-06-30	

Data Source and Availability: Grantees Calculation Method: Actual companies Meaningful Use of Measure: Address innovative programs in the state

3. Knowledge & Infrastructure

Increase the knowledge and available infrastructure in South Carolina through workforce and community development

3.1. Products

Work with local leaders to develop economic development “product,” such as speculative buildings, industrial sites and parks to ensure that communities have available properties for investors and job creators.

Stakeholder(s):

Local Leaders

Investors

Job Creators

Start Date: 07/01/2018

Performance Indicators

3.1.1 Sites Added

Description	Type	Start Date	End Date	Number
Add quality sites to revised building and sites database (LocateSC) Target: 600	Target	2018-07-01	2019-06-30	600
Base: 618	Actual		2018-07-01	618
Actual: TBD	Actual	2018-07-01	2019-06-30	618

Data Source and Availability: LocateSC Calculation Method: Number of actual sites on LocateSC
 Meaningful Use of Measure: Capacity building

3.1.2 Buildings Added

Description	Type	Start Date	End Date	Number
Add quality buildings to revised building and sites database (LocateSC) Target: 275	Target	2018-07-01	2019-06-30	275
Base: 302	Actual		2018-07-01	302
Actual: TBD	Actual	2018-07-01	2019-06-30	302

Data Source and Availability: LocateSC Calculation Method: Number of industrial buildings on LocateSC
 Meaningful Use of Measure: Capacity building

3.2. Infrastructure

Improve infrastructure of South Carolina Lower-Moderate Income (LMI) communities by making a suitable living environment more widely available.

Stakeholder(s):

Lower-Moderate Income (LMI) Communities

Start Date: 07/01/2018

Performance Indicators

3.2.1 LMI Communities

Description	Type	Start Date	End Date	Number
Number of predominantly LMI communities who received CDBG funding for new or improved infrastructure, facilities or services Target: 17	Target	2018-07-01	2019-06-30	17
Base: 19	Actual		2018-07-01	19
Actual: TBD	Actual	2018-07-01	2019-06-30	19

Data Source and Availability: Grantees Calculation Method: Actual grantees Meaningful Use of Measure: Program impact

3.2.2 LMI Communities

Description	Type	Start Date	End Date	Number
Number of predominantly LMI communities who received CDBG funding for community and regional planning and coordination initiatives Target: 40	Target	2018-07-01	2019-06-30	40
Base: 40	Actual		2018-07-01	40
Actual: TBD	Actual	2018-07-01	2019-06-30	40

Data Source and Availability: Grantees Calculation Method: Actual grantees Meaningful Use of Measure: Program impact

3.2.3 LMI Communities

Description	Type	Start Date	End Date	Number
Number of predominantly LMI communities who received CDBG funding to preserve neighborhoods through revitalization, development or elimination of blight Target: 7	Target	2018-07-01	2019-06-30	7
Base: 11	Actual		2018-07-01	11
Actual: TBD	Actual	2018-07-01	2019-06-30	11

Data Source and Availability: Grantees Calculation Method: Actual grantees Meaningful Use of Measure: Program impact

3.2.4 LMI Households

Description	Type	Start Date	End Date	Number
Number of LMI households who benefitted from CDBG funding by making existing affordable housing more sustainable by connecting units to public infrastructure Target: 250	Target	2018-07-01	2019-06-30	250
Base: 255	Actual		2018-07-01	255
Actual: TBD	Actual	2018-07-01	2019-06-30	255

Data Source and Availability: Figures provided by grantees Calculation Method: Actual households Meaningful Use of Measure: Program impact

3.2.5 Homes

Description	Type	Start Date	End Date	Number
Number of homes repaired, rehabbed and replaced with CDBG-Disaster Recovery Funds during the current period Target: 1,128	Target	2018-07-01	2019-06-30	1,128
Base: 1,046	Actual		2018-07-01	1,046
Actual: TBD	Actual	2018-07-01	2019-06-30	1,046

Data Source and Availability: Grant management system Calculation Method: Number of homes repaired, rehabbed and replaced Meaningful Use of Measure: Program impact

3.3. Training

Provide timely, relevant, and up-to-date economic development training for local leadership and practitioners.

Stakeholder(s):

Local Leaders

Economic Development Practitioners

Start Date: 07/01/2018

Performance Indicators

3.3.1 Training Attendees

Description	Type	Start Date	End Date	Number
Meet or exceed the goal established by agency for number of attendees participating in agency sponsored training opportunities Target: 450	Target	2018-07-01	2019-06-30	450
Base: 470	Actual		2018-07-01	470
Actual: TBD	Actual	2018-07-01	2019-06-30	470

Data Source and Availability: Attendance records of training Calculation Method: Actual attendees Meaningful Use of Measure: Education of Stakeholders

3.3.2 Training Success

Description	Type	Start Date	End Date	Rating
Economic development training provided by agency meeting the needs of attendees Target: 4.5	Target	2018-07-01	2019-06-30	4.5
Base: 4.7	Actual		2018-07-01	
Actual: TBD	Actual	2018-07-01	2019-06-30	

Data Source and Availability: Evaluations completed by attendees of training Calculation Method: Current value, based on 5 point scale with 5 being the highest score. Average score per training class added together then divided by numbers of classes offered by agency. Meaningful Use of Measure: Education of Stakeholders

4. Connections

Serve as the connection for the business and education communities in order to prepare the workforce to meet industry demands

Stakeholder(s)

Business Community

Education Community

4.1. Information, Resources & Services

Facilitate the delivery of information, resources, and services to students and their parents, educators, employers in our local communities.

Stakeholder(s):

Students

Educators

Employers

Parents

Communities

Start Date: 07/01/2018

Performance Indicators

4.1.1 Educators

Description	Type	Start Date	End Date	Number
Number of educators receiving information, resources, and services at sponsored events Target: 7,500	Target	2018-07-01	2019-06-30	7,500
Base: 7,910	Actual		2018-07-01	7,910
Actual: TBD	Actual	2018-07-01	2019-06-30	7,910

Data Source and Availability: Regional Workforce Advisors Calculation Method: Actual attendees
Meaningful Use of Measure: Education of Stakeholders

4.1.2 Students

Description	Type	Start Date	End Date	Number
Number of students receiving information, resources, and services at sponsored events Target: 40,000	Target	2018-07-01	2019-06-30	40,000
Base: 54,219	Actual		2018-07-01	54,219
Actual: TBD	Actual	2018-07-01	2019-06-30	54,219

Data Source and Availability: Regional Workforce Advisors Calculation Method: Actual attendees
Meaningful Use of Measure: Education of Stakeholders

4.1.3 High Schools Participating

Description	Type	Start Date	End Date	Number
Number of high schools participating in the Renaissance Manufacturing Initiative during the current period Target: 200	Target	2018-07-01	2019-06-30	200
Base: 203	Actual		2018-07-01	203

Description	Type	Start Date	End Date	Number
Actual: TBD	Actual	2018-07-01	2019-06-30	203

Data Source and Availability: STEM Premier Calculation Method: Number participating Meaningful Use of Measure: Capacity building

4.1.4 Industries Participating

Description	Type	Start Date	End Date	Number
Number of existing industries participating in the Renaissance Manufacturing Initiative during the current period Target: 200	Target	2018-07-01	2019-06-30	200
Base: 141	Actual		2018-07-01	141
Actual: TBD	Actual	2018-07-01	2019-06-30	141

Data Source and Availability: STEM Premier Calculation Method: Number participating Meaningful Use of Measure: Capacity building

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5. Management

Manage agency assets to achieve agency goals and objectives

5.1. Goals & Objectives

Manage agency assets to achieve agency goals and objectives

Start Date: 07/01/2018

Performance Indicators

5.1.1 Funding Obligated

Description	Type	Start Date	End Date	Percentage
% of end of year state, earmarked, and restricted funds cash balance committed or obligated to future projects Target: 90%	Target	2018-07-01	2019-06-30	90
Base: 98%	Actual		2018-07-01	98
Actual: TBD	Actual	2018-07-01	2019-06-30	98

Data Source and Availability: SCEIS Calculation Method: Active obligations Meaningful Use of Measure: Utilization of Funds

Administrative Information

Start Date: 2018-07-01

End Date: 2019-06-30

Publication Date: 2018-12-14

Source: <https://www.scstatehouse.gov/reports/aar2018/P320.pdf>

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