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**Subject:** Berkeley Chamber of Commerce" Salute to Business" Event  
**Location:** North Charleston Convention Center, Ballroom A, 5000 Coliseum Dr, North Charleston, S.C.  
**When:** 9/8/2016 12:00:00 PM - 12:30:00 PM

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Advance: Terris Green  
(803)608-6137

**APPROVED BY:** NH on 7/6.

**INVITED BY:** Giff Daughtridge, Vice President and General Manager of Nucor Steel – Berkeley and Rob Smith

**EVENT:** Berkeley Chamber of Commerce" Salute to Business" Event

**DATE:** Thursday, September 8, 2016

**TIME:** 12:00 PM

**LOCATION:** North Charleston Convention Center, Ballroom A, 5000 Coliseum Dr, North Charleston, S.C.

**LOCATION SET-UP:** Round tables, a stage with podium/mic and head table.

**ATTIRE:** Business.

**SCHEDULING CONTACT:**

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**PRIMARY STAFF:** Abby Scott

**ADVANCE STAFF:** Brian Symmes

**PURPOSE:** Gov. Haley will be the keynote speaker at the Berkeley Chamber of Commerce "Salute to Business" event and discuss South Carolina's economic development successes and ways we sustain South Carolina's momentum in recruitment and retention of business.

**PRESS:** Yes.

**PUBLIC:** Yes. This is a ticketed event and open to Chamber business members.

**HEAD TABLE:** seated on stage facing the audience

Governor Haley

Kevin Housand, Chamber President and President of Central True Value

Giff Daughtridge, Past Chamber President and Vice President and Manager of Nucor

Dick Gregory, Past Chamber President and

Robert Helmly, Home Telecom CEO and Vice Chair (former State Senator for Berkeley County)

Elaine Morgan, Berkeley Chamber of Commerce CEO

**ATTENDEES:** 200-250 people

Note: Rep. Sylleste Davis plans to attend.

**INTRODUCED BY:** Kevin Housand, Chamber President

**LENGTH OF SPEAKING:** 12-15 minutes. No Q&A.

**SPEAKING ORDER/LINE-BY-LINE:**

**12:00 PM Gov. Haley arrives**

12:00 PM Welcome/Introduce head table and elected officials

12:05 PM Pledge of Allegiance

12:08 PM Introduce Governor

**12:10 PM Remarks by Governor**

12:25 PM Invocation

**12:30 PM Gov. Haley Departs**

12:30 PM Lunch & Sponsor thank yous & Adjournment

**BACKGROUND:** This annual event is in honor of Berkeley County business and industries and recognizing all they do for our county, region and state.

**TALKING POINTS:**

**Introductory Remarks:**

- It's a great day in South Carolina, and it's an honor to be here with you all.
- I'm always excited when I get a chance visit Berkeley County because it's one of the counties in our state that you can see and feel the growth that we've seen here over the past 6 years.
- Since 2011, we've announced capital investments of more than \$1.4 billion, creating approximately 5,500 new jobs right here in Berkeley County.
- One question we hear a lot around the state is why some counties, like Berkeley, seem to be getting all of the jobs.
- The answer to that is obviously very complicated, and there are many factors to take into consideration, but I can tell you that the success of a county like Berkeley starts with having strong local leadership that buys into the Team South Carolina approach and fights hard for progress.
- You have that leadership here in Berkeley County, and that is certainly something to be proud of.

- We obviously can't be here without mentioning Volvo Cars.
- As all of you know, Volvo Cars made an investment last year of \$500 million and committed to creating 4,000 jobs here.
- When a company like Volvo is making a decision as big as where to build its first American manufacturing plant, you can bet that they are going to be doing their research.
- So when you already have companies like Google, Blackbaud and Gerber here, a company as recognizable and successful as Volvo will be calling around to those companies.
- They want to know, not just what the challenges are, but how the local and state leaders help industry overcome those challenges.
- And that's why we talk so much about Team South Carolina – because while a government's willingness to work with companies and create a great business environment is critical, it's equally as important to have existing corporate citizens that are inviting of other companies, and that want to see the region grow.
- So, how do we build on this remarkable momentum?
- Providing prospective companies with the tools they need to succeed – shovel ready sites, buildings and business-friendly leaders – is critical.
- Also, we must make sure that the businesses already operating here have the tools they need to be successful.
- After all, they are the most powerful recruiting tool we have.
- Between the access to the Port of Charleston and the business leaders you already have here, Berkeley County is in a perfect position to continue on the trajectory it is already on.
- Collaboration is key. I encourage you all to continue working together.
- Keep setting the table and preparing for economic development and we'll keep winning together.

#### **Statewide Achievements:**

- Unemployment at 5.2% (15 year low) with more people working in SC than ever before.
- Over 80,000 new jobs announced. ex. (Volvo announced it is investing \$500 million and creating 4,000 new jobs).
- Moved more than 35,000 people from welfare-to-work.
- Working on reforms to our SNAP program to ensure accountability and help people find sustainable employment.
- Cut our debt service by almost half while doubling our General Reserves.
- Biggest education reform in decades.

#### **General Points and Haley Administration Highlights:**

## 1. Economic Climate

- a. First in U.S. exports for tires and passenger automobiles, second in exports of gas turbines, and twelfth in civilian aircraft.
- b. South Carolina's exports continue to grow because we have built a reputation around the world as a great place to do business.
- c. South Carolina ranked first for jobs linked to foreign investment.
- d. Businesses from all over the world are interested in coming to South Carolina, due in large part to our world-class workforce and business-friendly climate.
- e. Large-scale manufacturers certainly have a significant impact, but small businesses are just as important to our economic future.
- f. Small businesses account for 97% of our state's total businesses.

## 1. So things are going well – we're the envy of the nation – but we still have much more to do.

### i. Get creative in how we train people.

1. We've already started: opportunity centers in prisons (Manning), welfare-to-work successes (over 35,000).
2. Pathways Initiative: Scholarships to pursue vocational training and career education that end in a JOB, not a certificate.
3. Opportunity Centers – culture change.
4. Small business involvement – companies working with tech schools to develop programs that train workers to fill specific business needs.

### a. Ethics Reform

- i. After fighting for real ethics reform for over four years, we were finally able to pass critically important income disclosure and independent investigations bills.
- ii. We can finally say that we have a state government that is more transparent than ever before when it comes to ethics laws.
- iii. Now, because of the income disclosure bills, you as constituents are now going to be able to see who pays your elected officials. Now, if you ever question your representatives' motives, you can look to see who is paying them that could possibly create a conflict of interest.
- iv. And because of the bill creating independent investigations into ethics complaints, you can rest assured knowing that legislators aren't being investigated by their desk mates or by their friends.

### a. Infrastructure

#### i. Outline the current work being done by DOT:

1. Our DOT has been committed to improving the current state of our roads.
2. In FY 2014-2015, the received and process over 70,000 work requests, resulting in thousands of patched potholes, thousands of mowed acres, tons of trash and debris removal, and more than 9,000 approved encroachments

2. permits.
3. SCDOT also conducted emergency repairs on many of our major highways, including I-77, I-95, I-26, and I-85.
4. Secretary Hall has also implemented transparency mechanisms to help the public understand SCDOT's priorities and way ahead.
5. But, even with her leadership, the work on our roads and at SCDOT is not complete.

ii. Outline the current problem:

1. I know that you have all seen the celebrations of the fact that the legislature was finally able to pass a roads bill this year.
2. While it is true that we were able to make progress on roads, it's equally as true that there is still far more work to be done.
3. Roads – we all know we need more money for roads. It's a safety issue for our people, and it's an economic issue for our businesses.
4. Structure of the DOT – the changes that were made in this year's bill are insufficient for the kind of reform we need at the DOT Commission.
5. While the commissioners are now selected by gubernatorial appointment, the process for confirmation and removal is deeply flawed. The legislature can kill any nomination with little or no reason, and the governor can hire commissioners, but cannot remove one without approval from the legislature.
6. Roads improvements should be based on safety, traffic, and development, not on which legislative members are in leadership.
7. **The transportation conversation must focus on DOT reform. Without accountable leadership focused on a state-wide plan, new revenue will only be throwing good money after bad.**

b. K-12 Education

i. Building on four pillars:

1. Fair and simple funding: eliminate ancillary funding streams and distribute funding through the Education Finance Act (EFA), while sustaining and increasing base student costs.
2. Technology: have been highly successful at ensuring broadband access in all our schools and 1-to-1 computing initiatives for our students. We will continue to support technology initiatives to ensure SC students are receiving a 21<sup>st</sup> century education.
3. Public school choice: support full EFA funding for charter schools, and find ways to get high-performing charter school operators into our rural and underserved communities.
4. Reading: full implementation of Read to Succeed and increased money for reading coaches to make sure children can read by the time they leave third grade.

- ii. We successfully secured funding for rural teacher initiatives that are focused on recruiting and retaining quality educators in rural and underserved school districts.

a. Domestic Violence Task Force

- i. South Carolina is now ranked first in the nation for the rate of women murdered by men, and has consistently been ranked in the top ten over the last decade.
- ii. Established the Domestic Violence Task Force to comprehensively address domestic violence in South Carolina.
  1. Phase I (Complete): Surveyed and collected data from different regions of the state.
  2. Phase II (Complete): Identify specific problems and create proposed solutions. Task force released 50 recommendations in August ranging from increased domestic violence training for certain professions and occupations to developing best practices for handling domestic violence cases.
  3. Phase III: Implement or begin to implement approved proposals.
  4. Phase IV: Assess short- and long-term goals for combatting and preventing domestic violence.

#### 1. Youthful Offenders

- a. When we took office, youthful offenders ages 17-25 years old were returning to prison at a rate of more than 50%.
- b. During our first year, our Corrections team started a Youthful Offender Intensive Supervision program to make our communities safer and reduce the youthful offender recidivism rate.
- c. As a result, we have seen 13.5% 2-year recidivism rate.
- d. 2,102 Youthful Offenders have been assigned to Intensive Supervision and 1,730 have been paroled.
- e. The reduction in the number of young men and women in prison is saving tax dollars and helping to end the generational cycle of incarceration.

#### Berkeley County Announcements Since 2011

Total Announced Capital Investment: \$1,462,400,000

Total Announced Jobs: 5,561

Unemployment rate/January 2011: 9.7%

Unemployment rate/August 2016: 4.8%

Announced Date	Company Name	Objective	Product or Service	Announced Investment	Announced Jobs
2016-05-18	Blackbaud	Expansion	Software development	\$154,000,000	300
2016-05-12	Viva TPE Products, LLC	New	composite plastic products	\$28,000,000	200
2015-10-30	A&R Bulk-Pak SC LLC	New	Packages plastics and grains	\$7,500,000	25
2015-08-06	Impresa Aerospace, LLC (formerly Dynamic Solutions)	New	Bench Top Assemblies		72
2015-08-05	Gerber Childrenswear Inc.	New	Baby clothes	\$33,000,000	45
2015-05-11	Volvo Car Corporation	New	Cars	\$500,000,000	2500
2014-12-10	Mankiewicz Coatings LLC	Expansion	Coatings	\$15,000,000	15
2014-10-29	Intertex Transloading Services, Inc.	New	distributor of synthetic rubber, carbon black, process oils and rubber chemicals	\$3,200,000	10
2014-07-02	Union Underwear Inc. (Fruit of the Loom)	Expansion	Apparel		49
2014-06-24	JBE, Inc. - Hanahan	New	Auto & Aero Manufacturing		20
2013-12-16	Benefitfocus.com, Inc. - Charleston	Expansion	Headquarters, software development & applications for benefits administration		1200
2013-01-18	Google Berkeley County Data Center	Expansion	Data Center	\$600,000,000	
2012-12-21	SPARC LLC	Expansion	Software Development	\$11,000,000	310

2012-12-11	Benefitfocus.com, Inc. - Charleston	Expansion	Cloud-Based Health Benefit Provider		300
2012-10-11	McGill Environmental Systems	New	Composting		25
2012-03-21	Nexans High Voltage USA	New	Cables	\$85,000,000	200
2011-12-08	Cargo Composites	New	Composite Containers	\$700,000	40
2011-06-29	Viva Recycling of South Carolina, LLC	New	Rubber Products	\$25,000,000	150
2011-03-14	XPO Logistics, Inc. - Hanahan	New	Logistics		100