

charleston ■ digital ■ corridor

www.charlestdigitalcorridor.com

2006 Report to the Community
Charleston, South Carolina

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Letter to the Community



It's hard to believe five years have passed since I initiated several one-on-one discussions with a cross section of relevant people in the Charleston community about our economy. There was consistency in their sentiment; we should be doing more, a lot more, to develop and attract high wage employment opportunities for our community. Further, there were strong opinions that we would be on our way to diversifying and building Charleston's high wage economy if we would devote an equal amount of energy and resources to executing the many reports commissioned by the various entities at the state, regional and local level.

Armed with the intelligence gathered from this civic engagement, the Charleston Digital Corridor was born. The mission in 2001 was to attract, nurture and grow Charleston's knowledge-based and technology intense companies. The mission today is to attract, nurture and promote Charleston's knowledge economy. A consistent and long-term commitment to building Charleston's knowledge economy has and will always be the hallmark of the Charleston Digital Corridor.

We at the Digital Corridor recognize that Charleston's knowledge economy, like many cities with comparable attributes, is largely comprised of small to medium sized companies. Our role is to support and celebrate these innovative companies by developing comprehensive, value-added programming that would not have occurred without their input. Today, the Digital Corridor is comprised of companies like Digital Lifestyle Outfitters (dlo), the third fastest growing and most innovative consumer electronics companies in the United States; NanoScreen, a world leader in the manufacture of consumable pharmaceutical supplies and Blackbaud Software, a publicly traded software company who has outperformed the stock market since its IPO in 2004. These three enterprises represent a snap shot of the almost 80 companies that comprise the Charleston Digital Corridor.

The end of 2006 represents the completion of five years since launching the Charleston Digital Corridor. While I am very proud of our achievements, I am also humbled. Proud of the success that has occurred from executing a unique community driven model that is being emulated by communities elsewhere, and humbled by the constructive feedback and strategic guidance we receive from our "friends of the corridor" who deserve credit for the Charleston Digital Corridor's success. As Charleston's innovation economy grows, I am confident that with your continued engagement Charleston will remain at the forefront of our country's knowledge economy.

Respectfully,

A handwritten signature in blue ink, appearing to read "Ernest Andrade", written in a cursive style.

Ernest Andrade
Director, Charleston Digital Corridor

ernest@charlestondigitalcorridor.com

Chairman's Letter



What started out on a rainy Saturday morning as an exploratory visit for the relocation of my company to Charleston, turned into a productive engagement with the Digital Corridor. By Monday, my wife and I decided to move to Charleston and chose an office downtown that is now the corporate headquarters for Digital Lifestyle Outfitters (dlo). While Charleston is known nationally as a top tourist destination with well mannered people, it has emerged nationally as a top location for business. Recently, Entrepreneur Magazine named Charleston the #2 mid-size city for entrepreneurs.

Shortly after locating our headquarters office on King Street, I was invited to join the Board of the Charleston Digital Corridor Foundation (CDCF), the entity that provides executive guidance and financial support to the Charleston Digital Corridor. Today, as Chairman of the CDCF, I am proud of the programming in place to support Charleston's knowledge economy. The Digital Corridor's ability to quickly assess the unique needs of individual companies and offer the appropriate prescription of services with unprecedented efficiency is what young, innovative businesses need. Further, being able to tap into a network of elite professionals to help with the ongoing challenges encountered by high growth companies is tremendously helpful.

Cheap land, financial incentives and low cost labor were the economic drivers for yesterday's economy. As Charleston's transformation to the knowledge economy matures, growing and attracting talent should be the top priority for our community. Charleston residents, business owners, and community leaders must devote their energy and support initiatives that diversify our economic landscape. The Digital Corridor is leading the way with this initiative and our future depends on it.

Sincerely,

A handwritten signature in black ink that reads "Jeff Grady". The signature is fluid and cursive, with the first name "Jeff" and last name "Grady" clearly legible.

Jeff Grady
Founder, President & CEO, Digital Lifestyle Outfitters (DLO)
Chairman, Charleston Digital Corridor Foundation

Charleston Digital Corridor – In the News

2006 has been an invigorating year for the Charleston Digital Corridor, corridor member companies and Charleston's knowledge economy! The Digital Corridor is sought and recognized by the Intelligent Communities Forum at their annual conference in New York as one of three best practice communities in the United States. At home, the Digital Corridor makes its first "Corridor Fund" loan guarantee, launches its revised website and introduces a seventh initiative – Web Works.

Corridor member companies introduce new leading edge products and services to global markets; others are awarded funding for research and operations; some honored at both the local and national levels and two companies dedicate their new corporate headquarters buildings. Independent validation comes by way of Entrepreneur Magazine that ranks Charleston the #2 mid-sized city in the United States for entrepreneurs.

Local Firm Has Big Goals

Benefitfocus.com wants revenues of \$1B in next decade

"This building is just a step in that direction," said Mason R. Holland Jr., co-founder and chairman of the company, which moved into its state-of-the-art offices on Daniel Island from a converted retail store over the weekend.

The firm makes Internet-based software that replaces the paper forms employers and workers traditionally have had to fill in to administer their worker-benefit plans, such as health coverage. Its online customers include insurance carriers and their business clients in 17 countries and all 50 states, including 17 BlueCross BlueShield plans...

Source:
The Post and Courier
John P. McDermott
10/20/2006

Charleston Digital Corridor

Revered as Best Practice Community

The Charleston Digital Corridor, the city's creative effort to attract, nurture and grow knowledge-based companies and industry professionals in the Charleston region, has been recognized as a city agency ahead of its peers.

It was recently invited to participate at the Intelligent Community Forum's "Building the Broadband Economy 2006" to be held June 8-9, 2006, at Polytechnic University in New York City...

Source:
Charleston Regional Business Journal
Sheila Watson
4/17/2006

NanoScreen, LLC

Honored Innovator of the Year

NanoScreen LLC was named the Innovator of the Year 2006 at an awards program Thursday night presented by the Charleston Regional Business Journal.

NanoScreen, LLC is changing the world of biotech research by creating the NSX-1536 pipetting head, which sits atop a robotic platform. The pipette head uses contamination-free disposable tips and allows researchers to simultaneously and precisely transfer 1,536 titanium micro-syringes of test drug samples from one location to another quickly and cheaply. This \$85,000 piece of equipment is the only one of its kind in the world...

Source:
Charleston Regional Business Journal
Daily Journal Staff
7/14/2006

How I Did It: Jeff Grady, President

Digital Lifestyle Outfitters

2006 Inc. 500 Ranking #3

In 2001, divorced, unemployed, and with few good prospects for the future, Jeff Grady made what seemed like a self-indulgent purchase: He spent \$399 on a new gadget called the iPod. He loved the device and wanted to protect it with a case. When he learned none were available, Grady made his own. It turns out other iPod fans wanted one, too, and Grady started a company--Digital Lifestyle Outfitters--to meet that demand. Smart move: The company sold \$84 million worth of cases, boom boxes, and other iPod accessories last year...

Source:
Inc. Magazine
Patrick J. Sauer
8/23/2006

To read more about the many companies that comprise the Digital Corridor, visit www.charlestondigitalcorridor.com/news

Introduction

The mission of the Digital Corridor is to attract, nurture and promote Charleston's knowledge economy. Founded in 2001, as part of Charleston's overall economic development strategy, the Digital Corridor exists as both geographic sections of the City of Charleston and as a comprehensive set of core and value-added initiatives to benefit start-up and existing companies as well as those considering expansion or relocation.

The Digital Corridor team is comprised of relevant participants from the private, public and academic sectors. It is positioned to serve knowledge-based companies as the portal to government, infrastructure, real estate, professional resources, financial incentives, capital, a trained workforce and peer to peer networking.

By 'knowledge-based' we mean a company or organization that utilizes or offers new or incrementally beneficial approaches to their respective fields. The types of companies include, but are not limited to, those in the fields of biotechnology and medical devices, telecom and network design services, software development and services, professional consulting, web design and interactive marketing, motion picture/television production, defense and homeland security, engineering and technology products.

The Digital Corridor offers an expanded array of targeted programming and services. Its initiatives include the Talent Portal, Corridor Roundtable, Touchdown Space, Corridor Fund, "Fridays @ the Corridor," Corridor Properties and the recently launched Web Works. The Digital Corridor also assists with parking subsidies, property tax abatements, streamlined permitting, and introduction to local government officials and private vendors – all of which facilitate a company's transitional and ongoing business needs. The overriding goal is to offer tangible resources to Corridor companies. These companies validate our objectives to:

- Raise the per-capita wages in Charleston, and
- Create employment for South Carolina graduates while reducing brain drain

Funding for the Charleston Digital Corridor is provided through membership dues, sponsorships from local businesses and individuals dedicated to the development of a high-wage, knowledge economy and the City of Charleston. The purpose of this report is to provide an overview of how the Charleston Digital Corridor is executing its stated mission.

Digital Corridor Goals

History has proven that diversity in employment is critical to a community's overall economic vibrancy. In the Charleston region, the current economic drivers include the Port of Charleston, Medical University, Visitor Industry, SPAWAR and the Manufacturing sector. The Digital Corridor strengthens Charleston's economy by creating employment opportunities while raising the per capita income of Charleston residents. To meet these goals, the Digital Corridor remains committed to the following objectives:

- **Attract, nurture and promote Charleston's knowledge economy**

The Charleston Digital Corridor utilizes a combination of state and local business incentives and leverages the area's superior livability, to appeal to knowledge-based business. Once a company has located to Charleston, the Digital Corridor draws on private and public resources to assist them in cultivating their business.

- **Develop and retain a highly educated talent pool**

In recognizing that a highly skilled workforce is critical to growing Charleston's knowledge economy, the Digital Corridor's role, as it relates to talent, is to provide a linkage between qualified career seekers and knowledge-based employers as well as act as a liaison between higher education institutions and the corporate community.

- **Provide on-going business assistance**

The Digital Corridor paves the way for companies, ranging from early stage startups to mature enterprise, wishing to commence operations or relocate to Charleston. Assistance includes, but is not limited to, capital and financial incentives, site acquisition, access to talent, networking, temporary office space and an introduction to qualified professionals in the knowledge community.

- **Support & drive public and private initiatives that benefit Digital Corridor companies**

The Digital Corridor staff complements regional economic development efforts by staying abreast of International, state and local policy initiatives that benefit Digital Corridor companies. Further, the Digital Corridor initiates and supports favorable legislation that has a positive impact on Charleston's knowledge economy.

- **Market the Charleston Digital Corridor as a compelling, infrastructure-rich place to live and work**

The Digital Corridor's marketing effort is tailored to reinforce Charleston's reputation as the premier destination for creative, high-growth companies. Charleston's unique blend of historic buildings, southern culture, pristine beaches and corporate infrastructure offers the optimal living and working environment.

- **Engage relevant resources whose goals and objectives align with the mission of the Charleston Digital Corridor**

The Digital Corridor's support of Charleston's knowledge economy is facilitated through the many contacts and relationships nurtured by Corridor staff, collaborating partners and the City of Charleston.

Corridor Initiatives

What is the true test of a market-driven economic development strategy? Are the initiatives being utilized by the target audience? And second, what is their impact on Charleston's economy in terms of job growth and wage levels?

The Charleston Digital Corridor is playing an important role in diversifying Charleston's economy with higher wage careers. It does this by providing a set of core and value-added services. These services are developed to support the formation of new companies, grow existing knowledge-based business and attract new companies. Based on the collective input of member companies and other interested parties, the Digital Corridor has implemented six key initiatives – a web-based Talent Portal, Corridor Roundtable, Touchdown Space, Corridor Fund, "Fridays @ the Corridor" and Corridor Properties. The implementation of these six initiatives is well underway along with the introduction of a seventh – Web Works.

Talent Portal



The Talent Portal is an online skills bank repository and job listing service for use by Charleston's rapidly-growing creative, technical and professional community. This tool is designed exclusively for Digital Corridor companies

searching for talent (actively and passively) as well as individuals who desire tech-related career opportunities in Charleston.

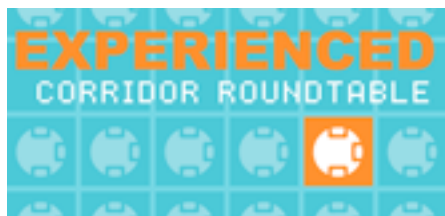
In 2006, substantial modifications were made to the Talent Portal as part of the comprehensive improvements to the Digital Corridor's web portal. The employer and career seeker user interfaces were simplified, search capabilities added and databases kept timely by requiring career opportunities and job seekers to update their respective information every 90 days. The response from member companies has been overwhelmingly positive with many choosing to use the Digital Corridor's Talent Portal as their sole source for the recruitment of innovative, highly-skilled qualified talent.

"I find the Talent Portal to be a much more efficient and direct route for finding specially educated individuals in the technical field than the local newspapers. It's a very flexible and well designed database whose key word search function is easy to use by non-technical employers."

Nancy Muller, Executive Director, NAFC



Corridor Roundtable



The Corridor Roundtable directly aids entrepreneurs in existing knowledge-based businesses by providing guidance and answers to the immediate questions and pressing challenges they face in developing and growing their business. The Corridor Roundtable is a private process for the rapid exchange of direct answers, effective advice and relevant contacts for the hard-working knowledge-based entrepreneurs in the Charleston community

In their respective seasoned careers, Sean Ryan and Elizabeth Prout - the Digital Corridor's current Roundtable Experts have overcome obstacles, learned crucial lessons, and developed invaluable networks of people in diverse fields of expertise. Their experience, savvy and networks are proving helpful to the many entrepreneurs in the Charleston community ready to take their businesses to the next level. In 2006, the Corridor Roundtable has assisted 14 companies. The Corridor Roundtable will soon be expanded to include professionals in varying disciplines.

Touchdown Space



The "Touchdown Space" is a temporary full-service business environment located at the office of the Charleston Digital Corridor Foundation. This "plug and play" space is designed to assist companies in transition as they com-

mence operations in the Digital Corridor. Spirit Telecom and WideSpread Access, provide the "Touchdown Space" with high-speed Internet access and VOIP telephony.

The "Touchdown Space," located in downtown Charleston, also serves to foster collaboration among Digital Corridor companies and professional services by serving as the venue for the Corridor's educational and networking events. In 2006, the "Touchdown Space" was the transitional home to five companies along with other members who have used the space occasionally or taken advantage of the space's conferencing capability.

"The Touchdown Space was invaluable for me during my company's first few months. I was able to spend that time focusing on productivity, and I couldn't have gotten off my feet without it!"

Craig Coffman, Owner
iMakeWidgets



Corridor Fund



The Digital Corridor offers a fund to assist early-stage companies. The "Corridor Fund" is utilized to collateralize business loans to companies being targeted for recruitment and growth by the Digital Corridor. The Digital Corridor seeks organizations and individuals to further capitalize the Corridor Fund. These parties have an interest in growing Charleston's knowledge economy.

Privately raised funds are invested in liquid securities and managed by an independent money manager. The Digital Corridor seeks to augment these funds by partnering with other capital sources including the Charleston Angel Partners (CHAP), South Carolina Research Authority's Launch Program, the Berkeley, Charleston and Dorchester Council of Governments Revolving Loan Fund (BCD RLF) and the City of Charleston's Local Development Corporation (LDC). The Digital Corridor currently has an outstanding loan guarantee to software start-up, eSchoolware.

"Fridays @ the Corridor"



Hosted by the Charleston Digital Corridor, the "Fridays @ the Corridor" monthly event is a series of interactive forums that seek to inform and educate Charleston's growing knowledge-based community on a variety of diverse subjects. Topics are chosen in consultation with Digital Corridor companies and are prioritized on their relevance to members. The "Friday" forums have become quite successful, consistently exceeding their attendance limit.

2006 topics included Emergency Preparedness for Your Data; Protecting your Intellectual Property; Brand Management; Corporate Structure; Moving from a Home to Leased Office; Health Insurance and a discussion about Growing Charleston's Pool of Technically Skilled Talent.

"Friday's @ the Corridor is a valuable resource that addresses topics relevant to the region's growing knowledge-based businesses. From protecting IP to disaster recovery planning, this monthly series draws attention to issues a busy, young company may often overlook. Beyond the monthly event topics, the peer to peer networking generates discussion among members and the exchange of common goals, struggles, and acquired wisdom."

Noelle Webb, General Manager
NanoScreen, LLC



"When we recognized that finding new office space was critical to our company's growth, I turned to one organization for assistance with my relocation needs – the Charleston Digital Corridor. Having relocated to the 3rd floor of Fountain Walk, we now have plenty of room to grow, employees are no longer tripping over one another and we have parking at the city's parking deck."

Tony Maglione, Vice President
Applied Technology &
Management (ATM)



Corridor Properties

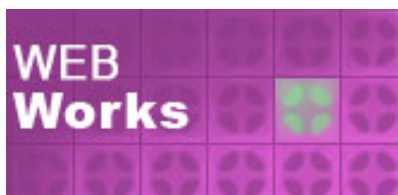
The Digital Corridor maintains a partial list of desirable properties and locations for knowledge-based businesses. Property types include historic structures on peninsular Charleston to first-generation business environments in vibrant urban and suburban settings as well as build-to-suit opportunities. By marrying the special needs of knowledge-based companies with the dynamics of the local real estate market, the Digital Corridor assists businesses considering relocating or expanding in Charleston with attractive office locations at competitive rates. The Digital Corridor also assists companies with sub-letting and office sharing.



In 2006, the Digital Corridor helped several companies with their commercial space requirements, including NanoScreen, Benefitfocus, Applied Technology and Management (ATM), PennAtlantic, iCache and Dockview Productions.

WebWorks

It is imperative that young companies have a brand and website that functions and looks as professional as their more established counterparts. In keeping with its value-added approach to providing services to corridor companies, the Digital Corridor has rolled out its seventh initiative – Web Works, a menu of web development and hosting services. Overseen by the Charleston Digital Corridor Foundation, these services are offered to member companies by established design and programming freelance professionals residing in the Charleston community.



Marketing and Networking

When it comes to job growth, Charleston is no different from other communities where approximately 85% of the job growth occurs from within. Armed with this fact and understanding that knowledge-based companies are more networked than their traditional counterparts, the Digital Corridor's marketing effort is balanced between recognizing Charleston's most innovative companies and networking local knowledge workers while promoting Charleston as "the" destination for entrepreneurs.

Triangle Business Journal



Success begets success. By sharing the success of existing member companies, the Digital Corridor demonstrates that Charleston's knowledge economy is experiencing robust growth. In 2006, advertisements were placed in Raleigh, NC's Triangle Business Journal under the general theme – "You focus on your business, we'll do the rest." These advertisements reinforce Charleston as the destination for

knowledge-based companies and the Digital Corridor as the resource for creative professionals who desire a lifestyle change and are seeking efficient and comprehensive assistance associated with relocating their families and business.

Innovator's 2006

In keeping with the spirit of recognizing entrepreneurs, the Charleston Digital Corridor was proud to be the lead presenter for the second annual Charleston Regional Business Journal's Innovators 2006 Event. The Innovators awards program honors individuals and organizations that have demonstrated the spirit of innovation by creating new products, services, programs or processes that have a positive effect on their business, industry or community.



We are especially pleased that Digital Corridor member NanoScreen was named "Innovator of the Year" and that Corridor Member's eSchoolWare, Rotomotion, and Scientific Research Corporation and Corridor Sponsor LowCountry Graduate Center (LGC) were also recipients of the Innovator 2006 Award.

Corridor Bash



The 3rd Annual Corridor Bash was held at the Charleston Maritime Center. This casual event has become the premier networking event for Charleston's creative, technical and professional community.

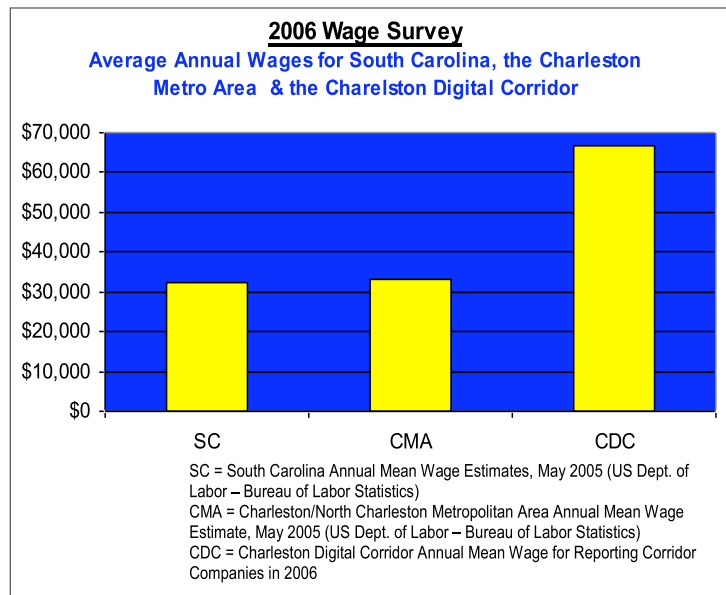
At this year's bash, the Digital Corridor honored Kirk King with the Carol Award. Kirk is the Owner, President & CEO of CSS and Immediate Past President of the Charleston Digital Corridor Foundation. Established in 2005, the Carol Award is a token of appreciation given by the Charleston Digital Corridor to individuals who have selflessly risen above the noise to further the growth of Charleston's knowledge economy.

Results

Fourth Annual Wage Survey

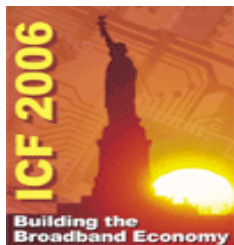
The Charleston Digital Corridor has grown from its original 18 member companies in 2001 to almost 80 today, adding 21 companies in 2006 alone. With an unprecedented number of companies reporting their employment figures, wage levels at Digital Corridor companies remain twice that of regional and state averages.

The average salary for Digital Corridor companies is \$66,583 while the latest data from the US Bureau of Labor Statistics reports the mean wage in the Charleston-North Charleston statistical metropolitan area is \$33,040. South Carolina's average wage for all occupations is \$32,250.



In addition to strong wage levels, corridor member companies added more than 500 high wage, high tech jobs in 2006. These trends are expected to continue in 2007.

Intelligent Communities Forum



The Charleston Digital Corridor was invited to participate at the Intelligent Community Forum's "Building the Broadband Economy 2006" held at Polytechnic University in New York City, NY. The City of Charleston was one of three Best Practice Communities represented at the international conference - along with Bellevue, WA and Virginia Beach, VA. As part of the "e-Government and Intelligent Community" Panel, the roundtable experts discussed their municipality's successes in pioneering the effort to create innovative opportunities for building their communities broadband economy.

What is a Digital Corridor Company?

At the heart of the city's initiative to increase the per capita income of Charleston residents and retain its brightest minds, are individual companies that originated in or have relocated to one of the four Digital Corridor districts. These businesses are invaluable assets to the Corridor, as well as the Charleston community. By providing the Digital Corridor with continued financial, technical, developmental and professional support, Corridor companies enable this initiative to diversify Charleston's economic base while maintaining its unparalleled quality of life.

Corridor Districts

Explanation of Corridor Districts

The Charleston Digital Corridor is comprised of four distinct geographic areas, on peninsular Charleston and Daniel Island. These areas offer a diverse range of options to meet the unique size, price and infrastructure requirements for a variety of business sectors. The development of the Charleston Digital Corridor Foundation has also enabled the Digital Corridor to expand its offerings to an "Auxiliary District" – knowledge-based companies within the Charleston region, located outside the Digital Corridor's four geographic areas.

Gateway District



With the completion of a new eight-lane bridge over the Cooper River in 2005 and the "Magnolia" redevelopment project underway, the Gateway District offers economic opportunities, along with federal tax breaks in the form of Renewal Community incentives.

University District

For knowledge-based and research-oriented enterprise, faculty and business linkages are invaluable. The University District is home to the College of Charleston, the Medical University of South Carolina and the Citadel. Within walking distance of these nationally recognized educational institutions are historic neighborhoods, outstanding commercial locations, parks, cultural venues, shopping and dining. There are 18th-and 19th-century properties in the University District that allow you to dine on the first floor, work on the second floor and reside on the third.



Wharf District



In the Wharf District, cobblestone streets and antebellum architecture blend with renovated historic structures and new commercial buildings along the harbor waterfront. While the District features tourist destinations, like the South Carolina Aquarium, it is also a compelling business location. Commercial offerings in the Wharf District include executive suites, spaces ideal for smaller technology companies, corporate satellites, and even build-to-suit opportunities.

The Cainhoy District



With the annexation of Daniel Island in 1990, the Cainhoy District is Charleston's new frontier. This area offers build-to-suit opportunities and a corporate campus environment in a master-planned island town. The Cainhoy District is home to some the Digital Corridor's fastest growing companies including NanoScreen, Benefitfocus and CSS. Development options for tech-

nology companies with varying needs for research, manufacturing, distribution and multi-use facilities are abundant.

Auxiliary District

Recognizing that neighboring knowledge-based and technology intense companies may benefit from the mission of the Digital Corridor, membership and services are offered to select companies located throughout the Charleston region. Companies in the Auxiliary District allow the Digital Corridor to further its programs and maximize benefits regardless of the physical location of the companies.



Collaboration

The Charleston Digital Corridor works with a number of public, private and academic organizations to facilitate attracting, relocating and optimizing the success of Digital Corridor companies. The Corridor engages state and regional economic development organizations, including the South Carolina Department of Commerce, Charleston Regional Development Alliance, Charleston Metro Chamber of Commerce - ThinkTec, and the Berkeley, Charleston and Dorchester Council of Governments.

Higher learning educational institutions are an important part of the Digital Corridor's partnership in that they help provide resources, educational opportunities and training for Charleston's growing knowledge-based community. Some of these institutions include:



The Medical University of South Carolina (MUSC), Foundation for Research Development, licenses and commercializes scientific discoveries stemming from MUSC physician and/or scientific discoveries.



The College of Charleston, located in downtown Charleston, offers several resources to companies, employees of companies and growing businesses. The Tate Center for Entrepreneurship is a thriving center with new leadership and open to creative ways to help and train current and future business leaders.



The Lowcountry Graduate Center was created in 2001 through a partnership of the College of Charleston, The Citadel and the Medical University of South Carolina. The Lowcountry Graduate Center (LGC) was developed to expand the opportunities for graduate education in the Lowcountry.



The University of South Carolina has a Small Business Development Center in Charleston, which helps new businesses with planning and SBIR U.S. government grants and related education.



Trident Technical College (TTC), with several branches in the area, including its main branch in North Charleston and its Palmer Campus in downtown Charleston. TTC is a two-year college offering associate degrees and technical associate degrees, diplomas and certificates.



Clemson University is a public, land-grant university committed to worldwide teaching, research and public service in the context of general education, student development and continuing education.



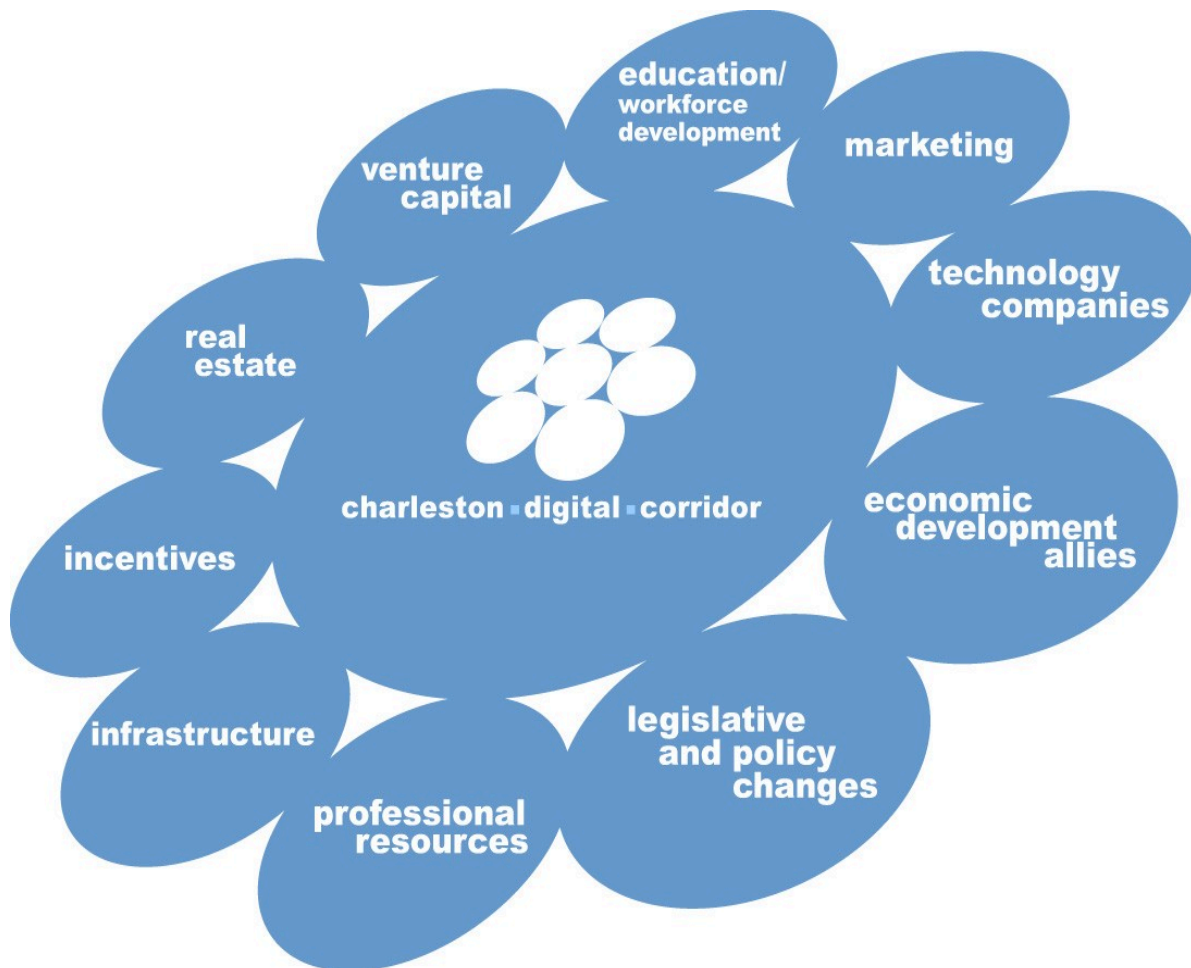
The Charleston Metro Chamber of Commerce serves as the catalyst to maximize the power of business, improve the quality of life in the Charleston area, advance the region's economy and make its members successful. ThinkTEC is the Charleston Chamber program dedicated to advancing the ideology of innovation and collaboration for the quality growth of our region.



The South Carolina Research Authority (SCRA) provides leadership in creating innovative solutions through advanced technology that enhances customers' performance to stimulate economic growth through science and technology. SC Launch is SCRA's initiative that develops high-growth technology companies that generate knowledge economy jobs.

The Charleston Digital Corridor also maintains working relationships with private business partners, including venture capital sources, banking, real estate development, accounting, legal, architectural firms, and relocation consultants.

Elements that Impact the Corridor's Success



The Charleston Digital Corridor is a highly collaborative economic development initiative. The success of the Digital Corridor is contingent on the successful engagement of the individual elements shown above.

Appendix A

Member Descriptions, Benefits & Dues

CORRIDOR MEMBER OVERVIEW

The Charleston Digital Corridor Foundation was established in 2004 to provide the financial and operation flexibility necessary to support the Digital Corridor in its mission to attract, nurture and promote Charleston's knowledge economy. The Digital Corridor achieves its mission by collaborating with partners in the public and private sector to provide a targeted set of core and value added services to start-up, young and relocating entrepreneurs.

Corridor Membership is available to knowledge-based companies that are located in one of the four Corridor districts. These companies offer new or incrementally beneficial products, services or approaches to their respective fields. They have unique and specific needs that must be addressed by a business environment seeking to recruit and promote them.

Corridor Membership is also extended to companies located in the Charleston area that may benefit from the mission of the Charleston Digital Corridor. Membership dues are based on the number of employees in a company.

Corridor Member Benefits:

- Access to the Digital Corridor Talent Portal
- Access to downtown meeting facility
- Company profile and related link on the Digital Corridor website
- Business Advisory Services – incentives/real estate/etc.
- Ability to post press releases/news items
- Promotional Opportunities on Digital Corridor website
- Access to the Digital Corridor Fund
- Annual "Corridor Bash" Event – 2 Invitations
- Discounted Hotel Accommodations
- Public Parking Validation Stamps
- Reduced Business License fees
- "Friends of the Corridor" Quarterly Newsletter
- Listing in Corridor Directory
- Fridays @ the Corridor
- Decal/License Plate/Annual Report
- Quarterly Social

Corridor Member Annual Dues:

- | | |
|--------------------------|------------|
| • 1-2 Employees | \$250.00 |
| • 3-10 Employees | \$500.00 |
| • 11-50 Employees | \$1000.00 |
| • More than 50 Employees | \$1,500.00 |

Appendix B

Sponsor Descriptions, Benefits & Dues

CORRIDOR SPONSOR OVERVIEW

The Charleston Digital Corridor Foundation was established in 2004 to provide the financial and operation flexibility necessary to support the Digital Corridor in its mission to attract, nurture and promote Charleston's knowledge economy. The Digital Corridor achieves its mission by collaborating with partners in the public and private sector to provide a targeted set of core and value added services to start-up, young and relocating entrepreneurs.

Corridor Sponsorship is an important component in the development of the Charleston Digital Corridor. Sponsors include Businesses, Investors, Consultants and others who provide services to and benefit from the growing pool of entrepreneurial and knowledge-based companies in the Charleston community. Additionally, Corridor Sponsors provide important financial support enabling the Charleston Digital Corridor to fulfill its mission to attract, nurture and promote Charleston's knowledge economy.

Sponsor Categories and Annual Dues:

Professional Sponsors are Investors, Consultants, Service Professionals, Business Service firms, Real Estate Developers and others who provide services to knowledge-based companies and entrepreneurs with fewer than 10 employees.

Annual Dues: \$500.00

Corporate Sponsors include Investors, Consultants, Service Professionals, Business Service firms, Real Estate Developers and others who provide services to knowledge-based companies and entrepreneurs in firms with more than 10 employees.

Annual Dues: \$1000.00

Annual Supporters provide important financial support that enables the Digital Corridor to develop and administer key initiatives that serve Charleston's growing knowledge-based companies and entrepreneurs.

Annual Dues: \$ 2,500.00

Corridor Sponsor Benefits:

- Company Logo and Link on the Corridor Website
- Ability to meet with entrepreneurs and companies considering relocation
- Ability to post "press releases" on the Digital Corridor website
- Fridays @ the Corridor (as presenter when applicable)
- Invitations to Annual "Corridor Bash" Event
- Listing in the Corridor Directory
- Access to downtown meeting facility
- "Friends of the Corridor" Quarterly Newsletter
- Discounted Hotel Accommodations
- Decal/License Plate/Annual Report

Select Enhanced Sponsor Benefits:

- Promotional Opportunities on Digital Corridor website's homepage
- Invitation to demonstrate products/services at the Digital Corridor's Office
- Opportunity to be the Title sponsor for any of the Corridor's five current Initiatives – Corridor Roundtable, Corridor Fund, Talent Portal, Fridays @ the Corridor and Touchdown Space
- Promotional opportunities in the "Friends of the Corridor" newsletter
- High Profile Listing in Corridor Directory

Appendix C

The Charleston Digital Corridor Foundation

The Charleston Digital Corridor Foundation (CDCF) was incorporated as a 501 (c) 6 non-profit corporation on March 5, 2004 to support the development of the Charleston Digital Corridor through an expanded array of programming and networks. The Foundation is governed by a distinguished seven member Board of Directors.

The 2006-2007 Board of Directors is as follows:



Mr. Jeff Grady

Founder, President & CEO, Digital Lifestyle Outfitters
Chairman



Mr. Jonathan Ramaci

CEO & Founder, iCache, Inc.
Secretary/Treasurer



Mr. Kirk King

Owner, President & CEO, CSS, Inc.,
Board Member



The Honorable Mayor Joseph P. Riley, Jr.

Mayor, City of Charleston
Board Member

Mr. Daniel Dechert
President & CEO, NanoScreen
Vice Chairman



Mr. W.C. "Chip" Hood, Jr., Esq.
Executive Director, MUSC FRD
Board Member



Mr. Alan St. Clair
President, Lead Dog Properties
Board Member



The development of the CDCF gives the Digital Corridor the flexibility to engage in expanded programming to benefit Charleston's creative and technical community. The formation of the Charleston Digital Corridor Foundation has also allowed the Digital Corridor to become more self-sufficient by raising private funds through membership and sponsorship programs.

Appendix D

Sponsors & Financial Contributors

Abundant Hearts	Nanoscreen
Access Healthcare	Needle & Rosenberg, P.C.
Advanced Cartridge Technology	Nexsen Pruet
Advanced Chromatography Systems	PalmettoTech, LLC
Advantage Chromatography	PennAtlantic
Alliance Software Corporation	Positus, LLC
Alutiq	PTG Technology Systems
Amalgamated Worldwide Corporation	QuickFarm
Argolyn Bioscience, Inc.	Rescuecom
Barefoot Group	ROK Technologies, Inc.
Grubbs & Ellis/barkleyfraser.com	Rosen Litigation Technology Consulting
BB&T	Rotomotion
BellSouth	Sabal Medical
Blackbox-Universal Solutions	Sequence Investment Partners
blue ion	Seven Farms Square
Bridgeside Sales and Leasing	SKAT Charleston
Broadband Wireless Technologies	Slant Media
C3 Technology, Inc.	Software Projects Consulting, Inc.
Cambar Solutions	SourceNet Medical Billing Associates
CarePoint, Inc.	Syndeo Interactive
Clements Ferry Southwest, LLC	Tarpon Captial Management
Connect Solutions	The Beach Company
Converging Water	WellPath
CSS	Widespread Access
Daniel Island Company Inc.	
Digital CPE, LLC	
Digital Lifestyle Outifitters	
Dockview Productions	
E&R Services	
eGroup	
eSchoolware	
GGM	
HR-Oncall	
iCache, Inc.	
Illumicom	
InfoArch	
Intellistrand	
iPartners	
KFR Services, Inc.	
Khafra	
Kinder Morgan Terminals	
Knowhow, Inc.	
Lead Dog Properties	
LowCountry Graduate Center	
Modulant	
Modus21	
Multiverse Media Duplication	
NAFC	

Appendix E

Corridor Members By Industry Type

Biotech/Medical Device

Argolyn Bioscience	2002
NanoScreen	2003
Sabal Medical	2006

Defense/Homeland Security

ActionNet	1998
AIS	1986
Alutiiq	1971
CACI Systems, Inc.	1962
EMA	1984
Evolver	2000
ManTech	1970
Modulant	2000
SRC	1998
Stanley Associates, Inc.	1966
SIM	1993
Titan Corporation	1981
UEC Electronics	1995
Unitech	1988
WareOnEarth	2003

Engineering

Applied Technology & Mgmt	
Khafra	1986

Motion Picture/Television Production

At Will Productions	1998
Dockview Productions	2005
GryphonPix	2006
Section 1 Films	2006

Professional Consulting

Barefoot Group	2002
Converging Water	2005
Kistler Projects	2005
RLTC	2003
SCL Services	1995
Software Projects Consulting	2000

Software Development and Services

Alliance Software Corp.	1996
Benefitfocus	2000
Blackbaud, Inc.	1981
Cambar Solutions	1981
CarePoint	1993
Charleston Software Assoc.	2005
CSS	1997
DD Labs	1999
eSchoolWare	2005
iCache	2005
InfoArch	1996

Modus21	2005
NIIT	1981
PalmettoTech	2002
ROK Technologies	1997
SourceNet Medical Billing	1996
Associates	1996
Syndeo Interactive	2006

Technology Products

Abundant Hearts	2006
Advanced	
Cartridge Technology	1992
Advanced	
Chromatography Systems	2005
Advantage	
Chromatography	2005
Digital Lifestyle Outfitters	2000
Multiverse	
Media Duplication	2005
Rotomotion	2003

Telecom and Network Design Services

Aerolina	1996
Blackbox – Universal Solutions	1997
Broadband	
Wireless Technologies	1988
C3 Technology	2002
Connect Solutions	2005
eGroup	1993
KMK Technologies	1988
PTG Technology Systems	2002
Quik Internet	1997
SunCom	1997
Teleco	1983
Widespread Access	2004

Web Design and Interactive Marketing

Avventa	2006
Blue ion	1999
Helium	2005
Illumicom	2000
iMakeWidgets	2006
Intellistrand	2006
Obviouslee Marketing	2005
OpenVision	1994
QuickFarm	1999
Slant Media	2004

Other

Access Healthcare	2002
Constructionwork.com	1999
iPartners	2004
KnowHow, Inc.	2000



