ACCELERATING CHARLESTON'S KNOWLEDGE ECONOMY.
The journey to develop Charleston’s tech economy is well underway. It has been methodical with a relentless focus on creating the best business climate, peer network and support services to allow our entrepreneurs to be successful.

We started by engaging with Charleston’s tech community to understand what would be most helpful to our entrepreneurs and then rolled forward. First up, a focus on talent by launching a portal to connect qualified career seekers with jobs. Then, the Flagship business incubators, followed by CODEcamp. This year, we completed the last pillar with the introduction of a local, committed capital fund - Silicon Harbor Ventures.

Now that we have four pillars in place, we are well positioned to further accelerate the growth of Charleston’s tech industry.

Ernest Andrade
Director
Charleston Digital Corridor Foundation

A DECEMBER TO REMEMBER

The December announcement by local tech company, Benefitfocus, that they will create an additional 1,200 jobs and invest $60 million to expand their technology campus is our tech community’s “December to Remember” moment.

While Charleston has seen a steady increase in the growth of her tech economy in recent years, the size of the Benefitfocus announcement, which is being compared to Boeing, cements Charleston’s position as a southeast hub for the technology industry.

Charleston’s tech community is growing and for our part, the Charleston Digital Corridor is staying focused, developing new public-private partnerships with the launch of Silicon Harbor Ventures, raising the game by strengthening existing initiatives and launching new ones targeted towards our core focus areas. We are well poised for further growth in 2014 and acknowledge and congratulate our entrepreneurs and who are driving the growth of Charleston’s high-wage knowledge economy and welcome others considering expanding or relocating here.

Kirk King
Chairman
Charleston Digital Corridor Foundation
1. **ATTRACT, NURTURE AND PROMOTE CHARLESTON’S KNOWLEDGE ECONOMY**

The Charleston Digital Corridor combines targeted initiatives and business assistance, while leveraging the area’s superior livability, to appeal to knowledge-based businesses. Once a company has located to Charleston, the Digital Corridor draws on private and public resources to assist them in cultivating their business.

2. **DEVELOP AND RETAIN A HIGHLY EDUCATED TALENT POOL**

Recognizing that a highly skilled workforce is crucial 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, while acting as a liaison between educational institutions and the corporate community.

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### ECONOMY

- **Google** invests another $600 million to expand Berkeley County Data Center
- Milken Institute ranks **Charleston** as the 11th Best-Performing Economy in the nation
- **PeopleMatter** dedicates World HQ building on King Street
- **4 Charleston companies named to Inc. 500’s Fastest Growing Companies list**
- **Under30CFO.com names Charleston a top location for IT companies and jobs**
- **Blue Acorn** announces plans to locate their HQ building to Morrison Drive Redevelopment
- **94% of CDC Companies add jobs with 88% expecting to add even more in 2014**
- **Charleston’s Silicon Harbor** is recognized nationally on the map of emerging tech hubs
- **Benefitfocus** announces additional 1,200 jobs and $60 million campus expansion

### 2013 ACCOMPLISHMENTS

- **Blue Acorn** announces plans to locate their HQ building to Morrison Drive Redevelopment
- **PeopleMatter** dedicates World HQ building on King Street
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- **Benefitfocus** announces additional 1,200 jobs and $60 million campus expansion

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### SPACES

- Hi-Tech Hub expands as plans for FS3 get underway at 999 Morrison Drive
- The Flagships graduate 76 companies since June 2009

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### CAPITAL

- **PeopleMatter** secures an additional $35 Million in Venture Capital
- **Silicon Harbor Ventures** announces new committed capital fund to help grow Charleston’s tech community
The Charleston Digital Corridor's marketing effort is tailored to reinforce Charleston’s reputation as the premier destination for knowledge-based companies. Charleston’s unique blend of historic buildings, southern culture, pristine beaches and corporate infrastructure offers the optimal living and working environment.

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

4 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 policies that have a positive impact on Charleston’s knowledge economy.

5 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 knowledge-based companies. Charleston’s unique blend of historic buildings, southern culture, pristine beaches and corporate infrastructure offers the optimal living and working environment.

6 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.

TALENT
Inaugural CODEshow software conference makes a successful debut
iFive:K race raises almost $30k to support scholarships and education
Google Fellows pilot Tech Education in Lowcountry
A year after launch, an improved CODEcamp v2.0 gets rolling

Technical conversations debut as CODEtalk is added to Fridays @ the Corridor monthly event
At $71,657, the average wage at Digital Corridor companies is 1.7 times the regional per-capita wage
310 students graduate from CODEcamp since the program launched May 2012

COMMUNITY
Dig South debuts as an interactive festival celebrating innovation and the digital economy
The 2013 iFive:K sells out five weeks ahead of race day
Public Wi-Fi expands to Waterfront Park thanks to a Google community grant

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310 students graduate from CODEcamp since the program launched May 2012

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2013-2014 Workforce Development Strategy
As Charleston’s Tech economy accelerates, talent remains a key focus of the Charleston Digital Corridor’s Workforce Development Plan. Key initiatives such as CODEcamp and the Talent Portal are part of this comprehensive plan.

NEXT UP: Bizcamp Leverage Charleston’s professional community to increase the formation and success of knowledge-based businesses in Charleston by providing practical, hands-on training for entrepreneurs interested in starting and growing a knowledge-based company.

TALENT

"Attending courses at CODEcamp allowed me to hone my web development skills while giving me the opportunity to interact with the professionals that are driving Charleston’s technology community.”

Ryan Barrineau
Developer at Blue Acorn and Codecamp Graduate (Web Basics 102, PHP 101, Android App Dev, AngularJS)

DEVELOP | CONNECT | SUPPORT

CODEcamp
CODEcamp is an independent education program developed in collaboration with our member companies, to provide instruction in Web and mobile technologies. Since launch in 2012, CODEcamp has graduated over 300 students and expanded class offerings beyond entry-level classes to include one-day Bootcamps for professionals. Students from public educational institutions participating in CODEcamp are eligible for discounted fees thanks to funds raised from the annual iFiveK race.

@CHSdigital
www.vimeo.com/channels/chscodecamp

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MOVING FORWARD

CODEcamp WILL:
• create curriculum paths customized to students preferences
• make available industry mentors and staff to curate curriculum development and guide students
• expand upon the early success of our apprenticeship program
In 2013 the Digital Corridor hosted an inaugural one-day conference for software technology professionals focused on three emerging software technologies. This conference, held at the historic Dock Street Theatre, hosted almost two hundred software professionals from across the Southeast and featured interactive discussions from industry experts from Google, Creationix Innovations and 10Gen.

www.vimeo.com/channels/chscodeshow

Fridays @ the corridor codetalk: The technical community asked for it and we made it happen! In 2013, the Digital Corridor enhanced the Fridays series by introducing CODEtalk — a quarterly event comparing technology platforms in a debate format. Topics included SQL vs. NoSQL and Clojure vs. Scala.

www.vimeo.com/channels/fridays

Beyond attending to our immediate talent needs, a part of the journey to realizing our vision to become Silicon Harbor is the development and execution of an early-stage talent development strategy.

In 2013, the Digital Corridor expanded its support for programs at the middle and high school level to include the following:

Women in Charge: As a proponent of encouraging young women to pursue careers in science and mathematics, the Digital Corridor continued funding for the Women In Charge program at Moultrie Middle School.

CODEcamp: In 2013, CODEcamp, in a pilot program, welcomed students from Porter Gaud to participate in a six-week Introduction to Android programming class.

Android Application Development Class: Our CODEcamp Instructor and Android Developer, Cheryl Sedota, spent the day with 38 AP Computer Science students at Wando High. These future programmers participated in a one-day intro class on Android app development using Samsung smartphones provided by the Digital Corridor.

moving Forward

CODEshow will:
• bring national speakers to Charleston to enhance the skills of tech professionals in our community

moving Forward

CODEtalk will:
• become a Fridays mainstay with quarterly debates

www.chsCODEshow.com
2013 Wage Survey
Our Annual Wage and Job Growth Surveys consistently demonstrate the Digital Corridor is meeting its objective to raise the per capita wage in Charleston, while creating employment opportunities for South Carolina’s graduates.

SOURCES:
Charleston Digital Corridor Wage Survey (October 2013)

talent portal
Since launching in 2004, the Talent Portal has consistently connected qualified career seekers with employers in Charleston. The portal averages over 9,000 visits and with over 150 jobs per month.

@CHSdigital

Moving Forward
The Talent Portal Will:
• relaunch in spring 2014 - chstechjobs.com

talent
With talent being critical to accelerating the growth of Charleston’s knowledge economy, the Digital Corridor continues to support the tech community in building nurturing young and emerging talent.

CODEcamp Scholarship Program
In 2013, the Digital Corridor launched the CODEcamp Scholarship Program, allowing students the opportunity to take classes at reduced rates. Students received the scholarships based on overall need and the passion to learn. Learn more at info@ChsCodeCamp.com

“...the talent portal quickly became my primary source to connect with career seekers and post job openings due to its increasing candidate pool and extensive reach. In addition, I have utilized the Talent Portal to implement successful networking strategies here in Charleston and to facilitate introductions for others looking to join our stirring knowledge economy.”

Winston Helena
Technical Recruiter
Life Cycle Engineering

$71,657
$38,700
$41,180

2013 Wage Survey
Our Annual Wage and Job Growth Surveys consistently demonstrate the Digital Corridor is meeting its objective to raise the per capita wage in Charleston, while creating employment opportunities for South Carolina’s graduates.

The average annual wage for companies participating in the 2013 survey was $71,657—1.85 times the state average of $38,700 and 1.74 times the Charleston Regional average of $41,180.

Digital Corridor companies are creating jobs at an unprecedented rate. 94% of participating companies made hires during 2013 and 88% plan to hire in 2014.

On the real estate front, 50% of Digital Corridor companies expect to add additional office space in 2014.

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**SILICON HARBOR VENTURES**

Silicon Harbor Ventures (SHV) is a Charleston-based investor managed venture fund targeting investments in early and growth stage technology companies in Charleston, South Carolina and the Southeastern United States. The fund is designed to provide the benefits of angel investor groups through an investor-managed structure with the benefits of a committed capital venture fund.

In addition to capital, SHV offers entrepreneurs mentoring and development support from our members and management team who collectively have decades of investment and operational experience in a wide range of industries. Companies in which SHV invests will be able to leverage the infrastructure and success of the CDC while having access to office facilities, talent and business concierge services.

**MOVING FORWARD**

**SILICON HARBOR VENTURES WILL:**

- review applications for investment consideration

**HOW THE FUND WORKS:**

- The Fund is managed by the SHV Management Committee led by Managing Partner, Michael Knox, in partnership with the Charleston Digital Corridor.
- SHV will invest in: 1) entrepreneurs who have an idea for a viable technology-based business with an experienced and passionate management team; or 2) an established business seeking growth capital.
- Preference is given to innovative, high impact or scalable business concepts and investment focus will be in industries where our investors have expertise.
- SHV mentors represent a broad spectrum of individuals with relevant experience to help entrepreneurs successfully become successful.
- The Fund accepts applications on a year round basis through an online application process on the SHV website.

“Beyond growth capital for Charleston’s tech entrepreneurs, SHV is focused on investing in companies where our investors and mentor group have the expertise to provide ongoing business guidance and strategic support to companies.

We are excited to bring a source of capital to the growing number of technology businesses in Charleston and look forward to helping these companies grow.”

Michael Knox
Managing Partner
Silicon Harbor Ventures

www.siliconharborventures.com
The Flagship, dedicated June 2009, facilitates the development of Charleston’s knowledge economy by providing a unique urban office environment, necessary resources, mentoring and a community of like-minded professionals crucial for success. The Flagship also serves as the venue for the Corridor’s education and networking events such as the Fridays @ the Corridor, the Flagship Gallery and Food Truck Thursdays, as well as providing meeting space for local and visiting professionals.

With flexible, monthly leases and fully furnished offices, demand for high-quality, tech-focused space like the Flagship continues to rise.

The Flagship has successfully graduated 57 companies since opening in 2009, 14 of which graduated in 2013 alone. While our graduates have moved on to larger, more permanent office facilities, they are still a part of the Charleston Digital Corridor, the organization dedicated to attracting, nurturing and promoting their continued growth. Together, with 11 current residents, Flagship companies have created over 250 jobs in Charleston, raised over $81 million dollars in public and private capital, and infused over $15 million in payroll in the local community.

Crunchy Data Solutions: A recent graduate of the flagship, Crunchy Data Solutions relocated to 329½ East Bay Street after experiencing significant growth. During their time at the Flagship, the company grew from 2 to 5 employees, and plans to hire 3 more in 2014.

COMPANY SPOTLIGHT

FACILITY SERVICES

- Touchdown Spaces for temporary use by members and visiting tech professionals
- 2 Conference Rooms
- Ideal company size: 1-3 employees
- Maximum lease term: 1 year

THE FLAGSHIP at a Glance:

- Number of Graduates: 57
- Companies currently in Residence: 11
- Companies graduating into FS2: 10
- Graduate companies operating in Charleston: 39

www.charlestonflagship.com
The Flagship2 (FS2), dedicated June 2011, is an expansion of the Digital Corridor’s highly successful Flagship, downtown Charleston’s premier co-working/incubation business environment. This facility, designed exclusively for use by intermediate-stage, knowledge-based companies, shares the modern sensibilities of the Flagship. These two buildings collectively form a campus representing Charleston’s emerging “Connected Economy.”

FS2 complements the Flagship’s accommodations with a variety of office configurations ranging from 300 to 1,500 square feet with flexible, monthly leases. This allows companies to rapidly expand within the Flagship campus while continuing to focus on their business. 80% of FS2 residents have expanded from the Flagship.

FS2 residents are a mix of entrepreneurs in diverse disciplines including software, engineering, sustainability, electronic communication and advertising and internet technologies.

PhishLabs: This cyber-crime anti-phishing software company, has seen dramatic growth in 2013. Starting out at the Flagship in November of 2011, PhishLabs took less than 10 months to graduate to FS2 in August of 2012. With a total of 25 current employees, and rapidly adding more to their team, PhishLabs will soon graduate to their new office located on King Street. Named to the 2013 Roaring Twenties list for best performing companies in SC, we expect much more to come from PhishLabs. Continued success!

Moving Forward
The Digital Corridor has partnered with the Clemson Architecture Center to work on initial plans for the future home of the Digital Corridor at 999 Morrison Drive.

Facility Services:
- Touchdown Spaces for temporary use by members and visiting tech professionals
- 2 Conference Rooms with wired and wifi access
- Indoor Bike Storage + Showers + Lounge
- Ideal company size: 3-15 Employees
- Maximum lease term: 2 years

Company Spotlight
PhishLabs

Related Content

- The Flagship2 at a Glance:
  - Number of Graduates: 21
  - Companies currently in Residence: 12
  - Graduate companies still in operation: 20
  - Graduates companies operating in Charleston: 13

- Flagship2

Website: www.charlestonflagship2.com
BASH
Held each fall, the 10th annual Corridor Bash was a good time. This gathering has become a premier networking event that brings together members from Charleston’s growing tech community, business leaders and others interested in growing our knowledge economy. Local oysters, BBQ and beverages along with classical guitar and Charleston Harbor as the backdrop, make for an enjoyable evening of relaxed networking, business introductions and camaraderie.

iFive:K
Pssst… want to know the most fun event in Charleston that supports education?
The iFive:K. This annual event brings together Charleston’s knowledge-based business community for an evening of spirited competition and networking. The iFive:K, which has grown from 250 participants to the current race cap of 800 participants, offers our tech companies the perfect opportunity to network and engage in some friendly competition through the various contests associated with the event. iFive:K proceeds support CODEcamp scholarships and other education-related programming.

www.ifivek.com
@ifivek
www.vimeo.com/channels/ifivek

COMMUNITY
Recognizing the separation of art and technology is almost imperceptible, the Digital Corridor leverages the Flagship business incubator by hosting Charleston’s up and coming contemporary artists. Charleston technologists and creatives converge for an evening of art and networking at the quarterly artist receptions.

FOOD TRUCK THURSDAYS
We like to mix it up! Twice a month, the Digital Corridor hosts a food truck, giving our residents and members an opportunity to enjoy a variety of unique cuisine from our Food Truck partners. Fan favorites include the Foodie Truck, Fat Ninja, and Low Country Creole. Follow us @CHSdigital for monthly updates or check out the Digital Corridor Events calendar.

Wi-Fi
Stay connected my friends! Thanks to a community grant from Google, the Digital Corridor expanded the Charleston free WiFi network to include Waterfront Park, another favorite gathering place along the Charleston Harbor. Previous installations include Marion Square in Downtown Charleston and Governor’s Park on Daniel Island. These WiFi networks, with an average daily use of 145 clients, improve connectivity for local businesses, festivals, and farmer’s markets, while providing visitors with the chance to stay connected during their visit to the #1 Travel Destination in the US.
The Charleston Digital Corridor Foundation (CDFC) is a 501 (c) 6 nonprofit corporation. It supports 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 CDFC enables the Digital Corridor to:
- Expand programming to benefit Charleston’s growing knowledge-based community,
- Provide services to knowledge-based companies regardless of their physical location.

2013-14 CHARLESTON DIGITAL CORRIDOR FOUNDATION BOARD OF DIRECTORS

- Grier Allen: President, BoomTown, Board Member
- Andy Howell: COO, Benefit Focus, Board Member
- Nate DaPore: President and CEO, PeopleMatter, Board Member
- Kevin Eichelberger: Founder and CEO, Blue Acorn, Secretary/Treasurer
- Kirk King: Founding President and CEO, CSS, Inc., Chairman
- Eric Wages: Site Operations Manager, Google Data Center, Board Member

The Charleston Mayor, Joseph P. Riley, Jr., serves as a Board Member for CDFC.
Acclera Solutions
Advantage Media
Agile Estimator, LLC
Allison Analytics
Atlantic Business Continuity Services
Atlasl Software
AudioHealth, LLC
Bellmed, Inc.
Benefitfocus
Bibilo Labs
Blackbaud Inc.
Blue Acorn
BlueKey, Inc.
BoomTown
Brain Power Software
Brand Value Accelerator
Broad Street
Bucquissador, LLC
Carley Technology, Inc
Carbonado Energy Software
CarePoint
CDS Information Technology
CHIL
CKN Services
Cloud Support
Clutch Ltd. Co.
Codelynx
Coffee Kind
Comcast Business Class
Complete EDI Solutions
Computer Directions, LLC
Cre843
Creative Chatter
CSS International, Inc.
Cyber Solutions International
DataFusion
Dockview Productions
eGroup
eLifespaces
EquiScript, LLC
excellerRx, Inc.
Flashpoint Charleston, LLC
FollowMail/Web Tracking Services
Forager Group LLC
Good Done Great
Google
GreenLighting Group
GreenBy3, LLC
GreenSpon Advertising
Hannah Solar Government Services
Hedhi Media
Hollum, Inc.
Home Telecom
IMS
Immedion
Indexic
InfoArch
Innocuits
Integral Solutions Group
Intelligent Product Solutions
IP Fortified
ISI Technology
Jack Russell Software
LayerVault
Lewis PR
Life Cycle Engineering
Modus21
Morgan & Nutri
OnePoint Global
Open Source Systems, LLC
PeopleMatter
PhishLabs
Radiate Technologies
Relocality
SeedProd
SineLabs
Slant Media
Small Footprint
Software Projects Consulting
SoftwareONE
SPARC, LLC
Stasmeyer Incorporated
Step Strategic Marketing
TalkTools
Telos Systems
Thesys Technologies
UBL Interactive
Wave Sciences Corp
WebFlute
Whole Building Systems
Wink Creative Studio
YB Spot
Zift Solutions
Zubi