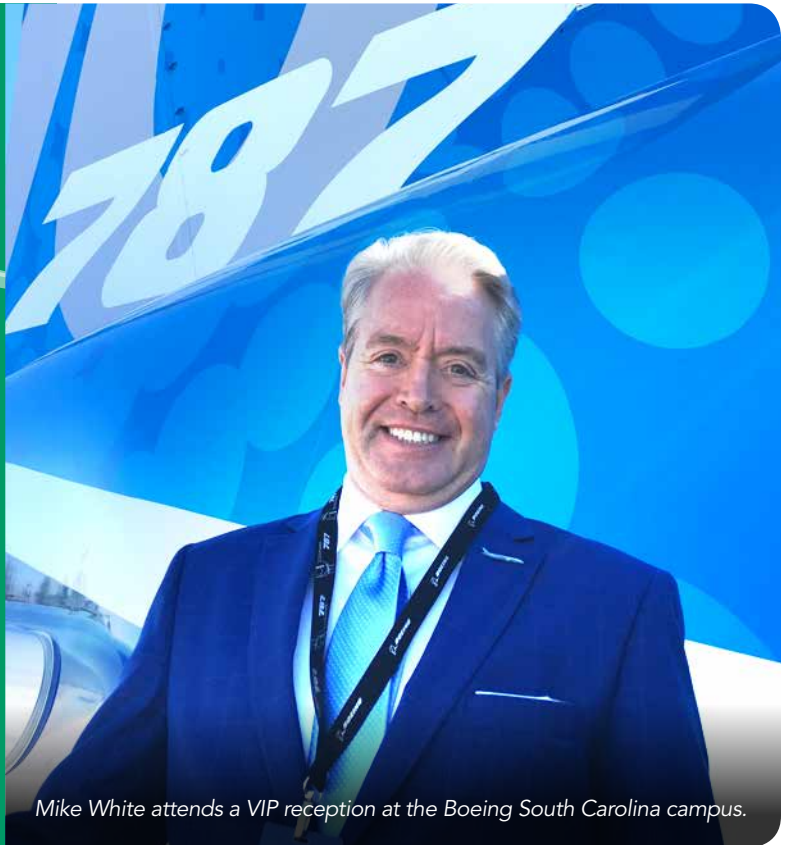


Charleston Industrial

Real estate consulting helps companies find their ideal site



Mike White attends a VIP reception at the Boeing South Carolina campus.

Established in 2009, Charleston Industrial is a real estate consulting company that provides marketing and forecasting expertise on the Charleston industrial market, port logistics, and aerospace manufacturing. The company was founded by Mike White, who has more than 21 years of experience in industrial real estate.

Offering Outstanding Service

Charleston Industrial is in the ideal place for the services it provides, as Charleston is the location of some of the nation's leading defense manufacturers, innovators, and engineers. It's home to top companies like SAIC, SPAWAR, and Force Protection, Inc. In addition, the shipping industry recently made a move toward bigger ships, and the widening of the Panama Canal will make it possible for these ships to dock on the eastern side of the U.S. rather than using overcrowded western ports. White states, "The Port Authority is on top of everything, assuring industrial leaders that Charleston will be ready."

Typical clients of Charleston Industrial are large multi-national corporations in the manufacturing and logistics industries focusing on aerospace, automotive, and ocean cargo. The company offers solutions and expertise that give these clients the ability to make smarter site selection choices. White notes, "We pride ourselves on

outstanding service delivery to unleash the full market potential for the benefit of our clients."

Many Charleston Industrial clients are seeking to enter the Charleston market for Boeing and the aerospace industry, the Clemson wind turbine institute, and Charleston port logistics. "We have developed a deep understanding of the port logistics real estate process and the issues that must be addressed to improve the competitive positioning of our clients," comments White.

The company focuses a good amount of energy on client relationships. "Having a thorough understanding of our clients' needs is key to helping them achieve a meaningful return on their facility decisions," says White.

Charleston Industrial secured a large share of landlord representation work in the greater Charleston market and received the

Michael Hickey Service Provider of the Year award by the prestigious Industrial Asset Management Council.

Supporting Employees and the Community

The company employs five team members, each with specific skills in a particular part of the transaction cycle. White notes, "Our employees appreciate the fact that they're empowered to make decisions. They don't have to worry about communications from far-flung headquarters that take weeks; they're authorized to correct anything they see that's wrong and incented to bring in new business."

In addition to empowering employees, the company invests in the community through supporting a variety of events across Daniel Island. They include community walks and fundraising events, such as efforts to raise money for MUSC Children's Hospital. White himself spends time volunteering with his daughter's school and his church.

The technology experts at Home Telecom are very responsive and have helped my business grow.

— MIKE WHITE, FOUNDER, CHARLESTON INDUSTRIAL

Using Technology to Branch Out

As an additional line of business, Charleston Industrial has begun investing in office buildings within the Charleston market. White explains, "We currently own three and have two more under contract. We use Home Telecom exclusively to provide a bundle of services for our tenants, including high-speed internet, telephone, cable, and security monitoring services." Tenants range from law firms to consultants to defense contractors who depend on the technology that Home Telecom can provide. Strategic Sales Executive Mark Reamer notes that Charleston Industrial also uses a Voice over Internet Protocol (VoIP) phone system and ITV video services from Home Telecom.

White likes that Home Telecom offers a broad menu of services, and his company can add or enhance its services over time as needed. In addition, he says, "The customer service is excellent. We know they'll come out in a timely manner, and it will be done right the first time. The technology experts at Home Telecom are very responsive and have helped my business grow."

In turn, Home Telecom appreciates Charleston Industrial's contribution to the community. Reamer says, "Mike and the company have always been very involved in the business community and have been instrumental in attracting new business to the area, especially within the aerospace, manufacturing, and construction industries."



Charleston Industrial developed this Daniel Island building with apartments on the top floors and commercial/retail space on the first floor.



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- **Reliable.** Home Telecom's network automatically handles calls and messages during power outages.
- **Flexible.** The infrastructure can grow with your business.
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- **Effortless.** Feature upgrades are done seamlessly in our network.

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