



Dorchester County Economic Development

Advanced communications technology is one of many County assets

Located in the Charleston region of South Carolina, Dorchester County is one of the fastest-growing areas in the state. Tasked with fostering its economic prosperity is Dorchester County Economic Development, a County government department with offices at 402 N. Main Street in Summerville. Dorchester County Economic Development's mission is to create an environment that supports new business growth and retention, enabling companies to succeed for generations.

In addition to working with businesses interested in starting, relocating, or expanding, Dorchester County Economic Development also works to strengthen and prepare the community for the future and provide citizens with the opportunities to grow and prosper.

Industry Clusters and County Assets

Business recruitment efforts are focused primarily on Dorchester County's dynamic industry clusters: aerospace, automotive, bioscience, distribution, and marine. The needs of these industry clusters can be well met by the area's key assets including multimodal transportation components and easy access to two major ports.

Dorchester County also offers these assets:

- State and local tax incentives
- Well-designed and reliable infrastructure
- Economical utility services and an abundant energy supply

- A strong and growing labor pool
- Training opportunities
- Workforce development initiatives
- Advanced communications technology

Regarding the last item on this list—advanced communications technology—businesses can benefit from the Charleston region's fiber optic, digital, and IP-based network and tap into everything from the latest voice and data services to advanced wireless solutions, all provided by leaders in the telecommunications industry. Counted among this group is Home Telecom.

Partnering With Home Telecom

Lindsey Culley, Community Development & Marketing Manager at Dorchester County Economic Development, says, "Certainly our efforts to attract new businesses and retain our current ones

Fiber networks and access to data are important considerations for businesses, and it's an asset to have Home Telecom's aggressive installation of fiber in our growing corridors."

— LINDSEY CULLEY, COMMUNITY DEVELOPMENT & MARKETING MANAGER, DORCHESTER COUNTY ECONOMIC DEVELOPMENT

are helped by the services offered by Home Telecom. Fiber networks and access to data are important considerations for businesses, and it's an advantage to have Home Telecom's aggressive installation of fiber in our growing corridors. Plus, the customer-oriented service provided by Home Telecom is appealing to businesses."

In 2017, Home Telecom became the telecommunications connectivity provider for all Dorchester County Government locations. This means the staff at Dorchester County Economic Development is now using Home Telecom services at work as well as discussing them with businesses interested in the area.

Judy Cronin, Director of Sales and Business Development at Home Telecom, notes, "Dorchester County Economic Development uses a Metro Ethernet circuit from us that provides a dedicated connection to all other County offices as well as high-speed internet access. Home Telecom technology is also being utilized outside of the office by departments that work in the field and need access to the Dorchester County Economic Development network/server."

Strong Working Relationships

According to Culley, the Dorchester County IT Department is particularly pleased with Home Telecom's customer service. She says, "Our IT employees really appreciate the working relationship they have with Home Telecom, describing it as 'more customer centric and personal' than the relationships they've experienced with some other companies. Home Telecom made the changeover a smooth one when Dorchester County became a customer, despite the challenges of close to 900 employees working in several different office buildings and in the field. Home Telecom has also responded quickly to the County's needs whenever any issues or questions come up."

On a broader level, Home Telecom works closely with Dorchester County Economic Development to support its business recruitment efforts. Explains Cronin, "Home Telecom gives 'Letters of Intent to Serve' as needed to companies considering Dorchester County in their plans, and we partner with Dorchester County Economic Development on unique events within the County. At the end of 2016, Home Telecom made a contribution of \$70,000 for Dorchester County Economic Development to use for infrastructure projects."

Culley adds, "Dorchester County Economic Development is working on many goals for the coming years, and none of them can be accomplished without great community partners such as Home Telecom. Our department is working hard to bring good jobs to Dorchester County for our residents, as well as to encourage capital investments here to increase the tax base and help provide essential services such as fire, EMS, and education."

Do you have questions related to starting, expanding, or relocating a business in Dorchester County? Visit www.dorchesterforbusiness.com or call 843-875-9109.



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