

## Manufacturers Work to Educate the Educators



Cody Baker of Charleston Marine Containers, Inc., and LMC chairman, addresses an audience of educators at the November Education and Business Summit at Trident Technical College.

During the past several months, the LMC has continued to develop its strategy for addressing workforce development issues in the Lowcountry. These efforts have been the focus of the organization's workforce development committee, as well as the Executive Committee and the Board of Directors.

The organization's primary goal is to raise awareness in the education community about the needs of manufacturers and the career opportunities available in local industry. The goal is to dispel outdated myths about manufacturing and make sure that teachers, students, parents and the community are aware of the jobs available in modern manufacturing facilities. To accomplish this goal, the LMC has been involved in two major events in the last few months and plans to continue these efforts.

In November 2006, LMC Board members presented to a standing room only crowd of educators at The Education Foundation's annual Business and Education Summit. The presentation debunked common misconceptions about manufacturing and discussed the reality. The speakers explained to the educators that in order to do well, students must graduate with fundamental skills such as reading, math and, more importantly, an understanding of team-

work, a strong work ethic and other soft skills. The line-up of speakers included a representative from ACT to discuss WorkKeys, a job skills assessment tool that many manufacturers are embracing.

As a follow up to the November Summit, a panel of local manufacturers also presented to educators at Berkeley High School as part of a staff development day in early February. Once again, the group presented information about what manufacturing is today, and a panel of speakers answered several questions related to hiring students, what they need to be prepared for the workplace, and some of the challenges facing industry. The audience was able to ask additional questions and continue discussions with the panelists.

The LMC plans to continue offering presentations and panel discussions for educators at schools in Berkeley, Charleston and Dorchester counties. The organization also plans to implement a similar program aimed at students. In addition to the "traveling panels," the LMC is working in partnership with Junior Achievement to get manufacturers in the classrooms through JA's "Success Skills" program, and the LMC is working with The Education Foundation to support the implementation of the Education and Economic Development Act (EEDA) in local schools.

If you are interested in getting involved, learning more about these efforts, or are willing to serve as a panelist or speaker at local schools, please contact Jennifer DeWitt at 843-805-3010 or [jdewitt@charlestonchamber.org](mailto:jdewitt@charlestonchamber.org).



LMC Board Members (l to r) Sean McLernon, STEALTH Concealment Solutions; Steven Brower, Carolina Starches; Mark Richards, PolyClean USA; and Cody Baker, Charleston Marine Containers, Inc. participate in a panel for local educators.

**Berkeley High School Panelists: Wendy Cruce, Santee Cooper; Ellis McGaughy, DuPont; Jim Miller, LANXESS; and Darleen Pope, BP.**

### Questions Answered by Panelists:

- 1) Do you use WorkKeys? If yes, what tests/scores are important? Also, if you do use WorkKeys – what difference, if any, has it made to your organization?
- 2) What are the top soft skills and technical skills required for employment with your organization?
- 3) What is the best method of being hired by your industry?
- 4) How difficult is it for you to find skilled employees? Can you locate them locally, or are you having to reach outside the Charleston Tri-County area?
- 5) Are you willing to offer co-op programs for students?



A group of teachers, principals, career counselors and other educators learn about career opportunities in manufacturing.

# MANUFACTURING SUMMER CAMP

July 9-13, 2007 • 8:30 a.m.-4:30 p.m.  
Trident Technical College

Trident Technical College, in partnership with the South Carolina Manufacturing Extension Partnership (SCMEP), Trident Education and Business Alliance, the Lowcountry Manufacturers Council, Silver Crescent Foundation, and local manufacturers, is proud to host the Manufacturing Summer Camp. This free camp is an excellent opportunity for middle school students to explore manufacturing career avenues. The manufacturing industry is full of good paying, exciting careers. This career path is ideal for students who are inquisitive and academically strong in math and science. If you have questions, please contact Joe Daning at 843.574.6277 or [joe.daning@tridenttech.edu](mailto:joe.daning@tridenttech.edu). Brochure available online at [www.lmcsc.org](http://www.lmcsc.org), under "Committees" and "Workforce Development."

## The Manufacturing Summer Camp Features:

- Site visits to manufacturing plants
- Manufacturing career exploration, including production and engineering, as well as accounting and human resources
- Hands-on experience with CAD, CNC equipment, and precision measuring equipment
- Hands-on experience building, programming and testing a robotic invention
- Lunch each day and a Recognition Ceremony on July 13

## Student Selection:

Each tri-county middle school is invited to select one current 7th-grade student to attend the camp. Each student must:

- Have a good attendance record and good academic record
- Show an interest in math and science
- Provide a one-page essay on "Why I Want to Attend the Manufacturing Summer Camp"
- Complete a student application and submit parental permission slip
- Have transportation to Trident Technical College each day of the camp

## January & February Programs Highlight Tax Savings, Incentives and Money-Saving Opportunities for Manufacturers

The LMC's January roundtable dinner focused on the Research and Development tax credit. CPA firm Glaser-Duncan gave an overview of the credit and noted that many manufacturers are not fully aware of the importance of this tax credit, nor are they taking advantage of it. Approved in December 2006, H.R. 6111, The Tax Relief and Health Care Act of 2006, included a retroactive extension of the R&D tax credit from January 1, 2006, through December 31, 2007. Also included is language to strengthen the credit with a new credit formula called the Alternative Simplified Credit that would be effective January 1, 2007 through December 31, 2007.

### How the R&D Tax Credit Works:

Firms can take one of two types of credit for qualified research expenses made in the United States. The first is a credit on the incremental increases in research. A taxpayer's current-year "qualified research expenses" in excess of a specified base amount are eligible for a 20 percent tax credit. For firms in existence then, the base amount is a ratio of R&D expenses relative to sales for the years 1984 to 1988. Some firms do not qualify for the credit because their R&D to sales ratio is lower now than in the base period. This is the case for many firms that have merged with less R&D-intensive firms, grown rapidly in sales, faced defense spending cuts, or had either low sales or very high spikes in R&D spending during the base period. To support R&D investments at these kinds of firms, Congress created the Alternative Incremental Credit in 1996. Under the AIC, firms that cannot qualify for the regular credit can take a credit of between 1.65 percent and 2.75 percent of qualified research expenses in excess of 1% of a company's average annual gross receipts.

In addition to covering R&D Credits, the LMC, in partnership with the Charleston Metro Chamber of Commerce, co-hosted the 2007 Industrial Incentives Forum in February. Speakers included Mr. Burnet R. Maybank of Nexsen Pruet Law Firm who discussed Income Credits/Exemptions, Property Tax Abatements, Sales Tax Exemptions; and Tax Credit for Port Volume Increase. April Lucas of Nexsen Pruet covered Fee-in-Lieu taxes and special source credits. Other topics included training programs offered by the Center for Accelerated Technology Training, S.C. Department of Commerce programs, and initiatives being spearheaded by the S.C. Manufacturers Alliance.



For manufacturers that missed either of these events, you are strongly encouraged to discuss the R&D Tax Credit with your accounting firm, as well as make sure your firm is fully aware of the many credits, incentives and new tax laws that may affect your business.



## Meet the Newest LMC Members:



Kemira is an international chemicals group that is made up of four business areas: pulp and paper chemicals, water treatment chemicals, specialty chemicals and paints. Kemira is a global group of leading chemical businesses with unique competitive position and a high degree of mutual synergy. The Charleston area facility is located in Berkeley County's Bushy Park site and produces colorants for the paper industry.

# kemira

For more information, contact Kemira at (843) 820-6105 or visit them online at [www.kemira.com](http://www.kemira.com).



**Precision. Passion. Partnership.**

The GETRAG Corporate Group is the systems supplier and integration partner for transmission and drivetrain systems. Delivering an annual volume of more than 3 million transmissions and 1 million axles, they are the largest independent manufacturer of transmissions in the world.



The Charleston facility, GETRAG Precision Gear LLC, was founded as a joint venture of GETRAG Gears of North America and CUMMINS. The Charleston facility specializes in the production of timing gears for Diesel engines.

GETRAG Precision Gear is located off Leeds Avenue in North Charleston. Contact them at (843) 745-1523 or visit online at [www.getrag.com](http://www.getrag.com)

### Incumbent Worker Training Funds Benefit Nearly 100 LMC Employees

Using funding provided through the Trident Workforce Investment Board's Incumbent Worker Training Funds grant program, the LMC began offering training courses in February for current employees of member companies. Nearly 100 employees will participate in the training courses which include **Applied Mathematics** (24.0 hours), **Basic Measuring Techniques** (24.0 hours), **Blueprint Reading I** (12.0 hours), **Blueprint Reading II** (12.0 hours), **Geometric Dimensioning and Tolerancing** (16.0 hours), **Lean Manufacturing** (12.0 hours), and **Lubrication & Bearings** (40.0 hours). The training is being conducted by Trident Technical College.

The goal of the Incumbent Worker Training Program is to provide resources for employers to train currently employed workers in an effort to keep business and workers competitive. The grant funds are offered annually, and all Tri-County businesses are eligible to apply for the funds. LMC member companies participating in the LMC program include **Agfa, Alcoa Mt. Holly, Alpha Sheet Metal, American LaFrance, Anchor Sign, AstenJohnson Inc., Behr Heat Transfer, Berchtold, CAT Reman Services, GETRAG Precision Gear, GyroTrac, Hubner Manufacturing Corp, Rhodia and Welded Tube Berkeley.**

*Participating companies were selected based on their response to notices about the training. All training was offered on a first-come, first-served basis, and an effort was made to accommodate all companies that expressed interest. The LMC hopes to offer this program again in 2008.*



### Bringing Low Fares to the Low Country



*AirTran.com*  
Go. There's Nothing Stopping You.

The Charleston Metro Chamber of Commerce, Charleston County Aviation Authority and Charleston Convention & Visitors Bureau working in partnership have successfully secured the commitment of AirTran to Charleston.

AirTran will begin service to Charleston International Airport on May 25 with three flights per day to their Atlanta hub. Because AirTran is a low cost carrier, we know rates will fall for all passengers, on all airlines flying in and out of Charleston.

In other communities, as soon as AirTran announces service, the other major carriers match the fares, lowering the cost of tickets as much as 50 percent. We are not asking people to stop using the existing carriers in our market, we are simply trying to expand the level of service to Charleston International Airport, lower the overall cost, and as a result, increase air passenger travel in and out of Charleston.

#### Here is what you can do:

1. Show your support by committing a portion of your normal air travel budget in 2007 to fly on AirTran.
2. Visit [www.charlestonchamber.net](http://www.charlestonchamber.net) to learn more.
3. Go to [www.airtran.com](http://www.airtran.com) and add to your favorites so AirTran is at the top of your travel websites.

## Best Practice Plant Tour Series

**Date:** Tuesday, March 27, 2007

**Time:** 10:00 a.m. - Noon; Overview of facility and tour followed by lunch and further discussion

**Location:** Nucor Steel, 1455 Hagan Avenue, Huger, SC 29450

**Format:** Brief presentation followed by tour of the facility and lunch

**RSVP:** Email Jennifer DeWitt at [jdewitt@charlestonchamber.org](mailto:jdewitt@charlestonchamber.org), or by phone at 843-805-3010.

Advanced registration is required as space is limited.

*Learn more about Nucor and how they have implemented Lean Manufacturing processes at their facility. Products produced at Nucor Berkeley include: Carbon steel sheet in hot rolled, cold rolled, pickled, galvanized, and galvanized coils; Carbon steel beams in wide-flange, M-sections, miscellaneous and standard channels, and standard beams.*

# NUCOR





P.O. Box 975  
Charleston, SC 29402-0975  
www.lmcsc.org

*Serving Manufacturers in the Lowcountry and throughout South Carolina*



**Tuesday, April 17, 2007**  
**Wescott Plantation**  
**1:00 p.m. Shotgun Start**  
*Followed by BBQ Dinner and Awards*

# 2007 LMC Member Appreciation Golf Event

**FREE Golf and BBQ Dinner for LMC Members. Contact Jennifer DeWitt at 843-805-3010 or [jdewitt@charlestonchamber.org](mailto:jdewitt@charlestonchamber.org) to reserve your spot, register a foursome or with any questions. Space is limited, so sign up early.**

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