

## Partnerships

The Center for Business and Entrepreneurial Development has a strong network of corporate and community partners ready to support and assist its resident clients. Commitments from Spartanburg County Council and the Area Chamber of Commerce support the Center in providing each client with the individualized attention and assistance needed to grow their business and enhance their likelihood of success.

**CLIENT: Jeffreys Manufacturing Solutions:** The 10,000 square foot Jeffreys Manufacturing Solutions Southeast regional showroom/technical center is used for turnkey projects and customer training. OKK, who produces Jeffreys' machining centers, and Jeffreys application engineers train SCC instructors on this state-of-the-art equipment, providing access to Jeffreys/OKK/Haas customers as well as SCC students.

*"This partnership...results in Southeast manufacturers achieving accelerated market share gains in a global, competitive marketplace. The 10,000 square foot Jeffreys Manufacturing Solutions Southeast Regional Showroom & Technical Center is used for demonstrations and customer training on both Haas Automation and OKK machine tools. Machine tools from both Haas Automation and OKK are kept on display along with the headquarters for an experienced service staff. Customers and SCC staff are trained at this location on these state-of-the-art machine tools."*

Brooks Barwick  
President, Jeffreys Manufacturing Solutions

**CLIENT: CU-ICAR:** Clemson University International Center for Automotive Research, a 250-acre "technopolis" in Greenville, S.C., focuses on automotive and motorsports research and education. Utilizing the Center, companies and entrepreneurs can take business innovations developed at CU-ICAR to the manufacturing phase and then to the marketplace.

*"Collaboration is the key to business success."*

Bob Geolas  
Executive Director, CU-ICAR

### Additional collaborative partners include:

- readySC™
- S.C. Employment Security Commission
- Department of Employment & Workforce
- Small Business Development Center
- SC Launch
- S.C. Department of Commerce
- University of South Carolina Upstate
- Clemson University's Spiro Center for Entrepreneurial Leadership



*Spartanburg Community College does not discriminate on the basis of race, color, religion, age, sex, national origin/ethnic origin or disability in its admissions policies, programs, activities or employment practices.*

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# The Center for Business and Entrepreneurial Development

Business Solutions for Start-Up and Established Companies

## SCC: Where business, industry and education meet

Established in June 2006 and strategically located near the I-85 corridor in Upstate South Carolina, the **Center for Business & Entrepreneurial Development, also known as The Center**, is on the Tyger River Campus of Spartanburg Community College on Highway 290 in Duncan, South Carolina.

This 363,000 square foot multi-use facility located just 15 minutes from Spartanburg and less than 30 minutes from Greenville, is an invaluable tool for qualifying individuals and businesses to start up a new venture, jump start an expansion or relocation, beta test a new product line or train new or existing employees on new products or processes. The versatility of the facility's design and usage makes it the ideal location for the start up of a light manufacturing company, the expansion of a quality service provider, the relocation of a logistics firm or the employment and training of a firm's workforce.

In exchange for services provided through limited-time agreements, clients of The Center agree to locate their permanent facility in Spartanburg County. The resulting benefits include an increase in jobs, revenues and product and process innovation for Spartanburg County, the Upstate region and the state of South Carolina.

**Services: Soft Landings** assists established foreign or domestic companies start new operations in the U.S. and locate in Spartanburg County. The program provides coordinated contacts for services like cultural assistance, language translation services, entry assistance, immigration and visa assistance, government regulations, accounting, financial, legal, housing assistance, utilities and many other services. In addition, the program is designed to provide information and coordinated resources for companies to include training seminars, technical support, global trade information, market research, referrals, community relations and networking.

**CLIENT: Jankel Technical Systems** is responsible for the manufacture, supply and support of Jankel Group products and technologies to the North American defense market. JTS began operating at the Center in 2008 and quickly grew in size and contracts before moving to their permanent facility in Duncan.

***"The Center for Business & Entrepreneurial Development played a significant role in influencing our decision to locate in Spartanburg County. Being new to the US market, our shareholders were naturally risk averse and wished to see the company minimize its financial exposure until there was confidence in the opportunity. This enabled us to achieve these objectives and move forward. This model works!"***

Andrew Jankel, Chairman, Jankel Technical Systems

**Workforce Employment Services** are provided to companies operating in or relocating to Spartanburg County. Spartanburg Community College, in partnership with the South Carolina Employment Security Commission and readySC™ provides office and training space to meet company needs. Services include media advertisement, on-site application process (including screening and pre-employment interviews), pre-employment training (with no cost to the company and no obligation for employees or employers), post-employment training in job-specific skills and more.

**CLIENT: EchoStar** employs more than 1,300 in their Spartanburg facility and provides valuable service to satellite, IPTV, cable, terrestrial and consumer electronics markets worldwide by combining engineering, supply chain, manufacturing and service.

***"EchoStar was able to recruit and train new employees before our Upstate facility was completed. This seamless approach to the opening of a new facility guaranteed a smooth transition for new and existing EchoStar employees and our valued customers."***

Ray White, Echostar



**Small Business Incubator** provides space and basic office services without extensive overhead costs that assist entrepreneurs in the early start-up phase and existing businesses that need to re-tool or reorganize for greater success. The mentor program, provided through the Spartanburg Area Chamber of Commerce, matches clients with experienced business owners who provide insight into overcoming challenges and improving an entrepreneur's future success. Through this program, companies have access to professional assistance including legal advice, accounting, credit management, financial planning, product development, market research and venture capitalists.

**CLIENT: A.L. Solutions Inc.** is an international company supplying the automotive and other transportation-related industries. They are a distributor of filtration products for the automotive aftermarket.

***"We are excited to move forward with plans for our new location in Spartanburg County. This new facility will allow us to manufacture in the United States and help us enter new markets to expand our business."***

Doug Buffington, President  
A.L. Solutions, Inc.

**Special Projects** provides space that may be used for clients to beta test a new product line or manufacturing process, train existing or new employees or to support partnerships between business and industry and Spartanburg Community College. Space is also available for temporary warehousing of inventory.

**CLIENT: Trimite Global Coatings** is a high quality powder coatings manufacturer enabling customers to take advantage of low applied costs on their powder coating lines. Expert research and development ensures innovative product development to exactly meet or enhance customers' individual specifications. Trimite Powders Inc. has particular expertise in color matching to all recognized national and international standards as well as customers' own patterns.

***"The assistance of Center for Business and Entrepreneurial Development has been very instrumental to our expansion. As our business has grown, the Center has allowed us flexibility with our inventories, a place to received new equipment while our new facility is being constructed and it is conveniently located; it has allowed growth and construction simultaneously. In addition, the staff has been very helpful."***

Larry Comereski, Controller  
Trimite Global Coatings

